

Agricultural Policy Framework
Program Guide
2005/06

2005-2006

Également disponible en français: *Accord de mise en oeuvre Canada-Terre-Neuve-et-Labrador Cadre stratégique pour l'*

Manuel d'information sur les programmes

Table of Contents

Agricultural Policy Framework.....	1
Agricultural Policy Framework Initiative.....	2
General Conditions.....	3
Eligible Applicants.....	3
Program Contribution Limits.....	3
Funding Criteria.....	4
New Entrants.....	4
Application Procedures.....	5
Project Proposal.....	5
Applicant Profile.....	5
Environmental Farm Scan and Environmental Farm Plan (EFP).....	5
Canadian Environmental Assessment Act.....	6
Business Plans.....	6
Additional Documentation.....	7
Application Deadline.....	7
Payment Conditions.....	8
Project Claim Forms.....	8
Stacking Policy.....	8
Project.....	8
Maximum Project Funding Levels.....	9
Travel Directive.....	9

Agricultural Policy Framework Initiative Programs

Food Safety and Security Program.....	10
Specific Disease Studies on Food-Borne Illnesses.....	11
On-Farm Food Safety Initiative.....	11
Bio-Safety Initiative.....	11
Risk Assessment Initiative.....	12
Food Strategies Initiative.....	12
Regulatory Compliance of Food and Food Safety Initiative.....	12
Data Management Initiative.....	13
Traceability Initiative.....	13
Environmental Farm Planning Program.....	14
Soil, Air, and Water Quality Conservation and Enhancement Program.....	14
Nutrient Management Planning Initiative.....	15
Integrated Pest Management Initiative.....	16
Nuisance Management Initiative.....	16
GIS Database Management Initiative.....	16
Soil Resources Initiative.....	16
Soil Drainage and Water Resources Management Initiative.....	17
Beneficial Management Practices (BMPS).....	17

Agrifood Business Development Program.....	21
Agrifood Business Development Initiative.....	21
Market Development Initiative.....	22
New Entrants Development Initiative.....	22
Newfoundland and Labrador Rural Agricultural Development Initiative.....	23
Human Resource Development Initiative.....	23
Farm Succession Planning Initiative.....	24
Technology Adoption Program.....	25
The Evaluation and Adoption of New Technologies in the Agrifoods Industry Initiative.....	25
The Evaluation and Adoption of New Crop Varieties, Non-traditional Crops, Cropping and Storage Systems Initiative.....	26
Secondary Processing and Product Development Initiative.....	26
Diversification Initiative.....	27
New Directions Research Program.....	29
Northern Agrifoods Initiative.....	30

National Programs

Business Risk Management Element.....	31
Canadian Agricultural Income Stabilization Program.....	31
Production Insurance.....	31
Food Safety and Food Quality Element.....	33
Food Safety and Security Program.....	33
Environment Element.....	34
Renewal Element.....	35
Canadian Farm Business Advisory Services.....	35
Specialized Business Planning Services.....	35
Planning & Assessment for Value-Added Enterprises.....	35
Canadian Agricultural Skills Services.....	35
Benchmarking for Success.....	36
Science and Innovation Element.....	37
Strategic Development for Science and Innovation.....	37

Definitions.....	38
Contacts.....	39
Agricultural Representative Areas.....	40

Agricultural Policy Framework

The Agricultural Policy Framework (APF) is a five-year action plan for Canadian agriculture. The goal of the APF program is to ensure the Canadian agriculture and agrifoods industry has access to the tools, services and options to strengthen business, increase prosperity and meet the demands of consumers at home and abroad. These programs will help brand Canada as a leader in both the domestic and international marketplace.

Newfoundland and Labrador was the first province to sign an agreement with the Government of Canada to begin implementation of the APF. This agreement will enhance opportunities for the agriculture and agrifoods industry in Newfoundland and Labrador by providing assistance under five elements:

- **Food Safety and Food Quality:** Designed to improve the sector's ability to identify and respond to food safety and food quality issues and concerns, while improving market access, consumer confidence and opportunities for the sector.
- **Environment:** Designed to accelerate existing efforts aimed at reducing agricultural risks to the environment and that provide benefits to the water, soil, air and biodiversity in the province.
- **Renewal:** Designed to provide industry with the skills, knowledge and tools to help succeed in the agrifoods sector; provide access to advice on increasing profitability through new business opportunities and value-added activities; and to find opportunities to help improve farm family incomes and/or make informed choices about sources of income.
- **Science and Innovation:** Designed to provide scientific and technical support aimed at developing innovative approaches to the diversification of the agrifoods industry. The overall goals include: realigning public science resources, enhancing coordination along the whole value chain and nurturing innovative approaches to agricultural production and marketing.
- **Business Risk Management:** Designed to help farmers move beyond crisis management to long-term profitability and competitiveness through assistance in managing business risks, such as those posed by weather and disease. The Production Insurance Program will provide crop-specific or whole farm insurance to producers starting in 2005-06. The Canadian Agricultural Income Stabilization (CAIS) is designed to provide a permanent disaster program which producers can rely on instead of ad hoc programs that were available in the past. It will offer more stability by protecting both small and large drops in income, provide equitable treatment to all producers, better direct funds to where the need exists and provide a streamlined set of user friendly programs that work together.

Agricultural Policy Framework Initiative

In Newfoundland and Labrador, funds under the APF, which are not otherwise required to fulfill Federal and Provincial obligations under Business Risk Management (BRM) programs, have been allocated to the Agricultural Policy Framework Initiative (APFI). The APFI will enhance the economic sustainability of the agrifoods industry in Newfoundland and Labrador, support the commercialization and the introduction of new technologies and processes, support industry diversification and/or secondary processing and enhance the competitiveness of the agriculture industry in the province. Programs and activities under this agreement are consistent with the objectives of the Agricultural Policy Framework.

This information guide outlines the program activities under the Canada-Newfoundland and Labrador APF Implementation Agreement. APF programming is in effect for a five-year period from 2003/2004 to 2007/2008. Assistance is available to agricultural stakeholders in order to enhance the safety, environmental stewardship, business management tools, technical advancement and risk mitigation of Newfoundland and Labrador producers and agribusinesses. Funding is provided by the Government of Canada and the Government of Newfoundland and Labrador on an overall 60/40 cost-sharing basis.

General Conditions

Eligible Applicants

Unless stated elsewhere in this program guide, agricultural producers, processors of food and other agricultural products, agricultural partnerships, corporations and cooperatives, government agencies, universities and other educational institutes and not-for-profit agricultural industry organizations operating in the Province of Newfoundland and Labrador are eligible for funding under the Agricultural Policy Framework (APF).

Eligible producer applicants must have reported a minimum of **\$10,000 in gross farm sales** to Canada Revenue Agency (CRA) in at least one of the last three tax years **or** be recognized by the Provincial Department of Natural Resources as a new entrant to the agrifoods industry. Producers in all recognized agricultural commodities are eligible to apply for funding for eligible activities under the APF.

Funding for projects submitted by agricultural groups and organizations, not-for-profit associations and government agencies will be based upon an identified need for the project, the technical and financial feasibility of the project and potential benefits to the provincial agrifoods industry.

All applicants must be a recognized legal entity operating in the Province of Newfoundland and Labrador, and must be able to demonstrate their managerial and financial capacity to undertake the work identified in the project proposal.

Program Contribution Limits

Producers and processors, including agricultural partnerships, corporations and cooperatives, may be eligible for the maximum levels of funding based on their reported gross farm sales as outlined in the following table:

Gross Farm Sales (\$)	Annual Funding Limits (\$)
10,000 - 24,999	10,000
25,000 - 49,999	15,000
50,000 - 99,999	20,000
100,000 or greater	30,000

APFI – General Conditions

For example, producers with annual gross farm sales between \$10,000 and \$24,999 may be eligible up to \$10,000 in program funding per year, to a maximum of \$50,000 for the life of the program. Subject to the availability of program funding and program priorities, program funding limits may be expended in any fiscal year during the life of the program.

APF funding is subject to the annual appropriations by the Parliament of Canada and the Newfoundland and Labrador Legislature. **All funding offers are subject to the availability of program funds.**

Depending on how well the proposal addresses the objectives of a particular program under the APF, and at the discretion of the Implementation Committee, projects may be funded above or below the established limits.

Funding Criteria

Proposals will be evaluated based on the following criteria:

- Eligibility of the applicant and proposed project activities
- The applicant's demonstrated managerial ability and experience
- Applicant's ability to finance their share of the project costs
- Commercial and technical feasibility of the project proposal
- Identified need of the project
- How well the project addresses program objectives and priorities

New Entrants

Individuals, partnerships, cooperatives or corporations that are establishing a new agribusiness may be considered a new entrant for the purpose of this program.

Funding commitments will only be made to those new entrants based upon agricultural training/education, on-farm work experience, commercial farm viability, and a significant financial investment in their farm business.

Application Procedures

Project proposals must be submitted to the Agricultural Representative in the nearest regional office of the Department of Natural Resources for technical review and evaluation. See page 40 for a listing of Regional Offices and Agricultural Representatives. Proposals and supporting documentation supplied by the applicant will be assessed against the established program criteria and how well the project addresses program objectives. Where necessary, the Agricultural Representative will consult with specialists within the Department of Natural Resources and Agriculture and Agri-Food Canada to determine the technical feasibility of the work proposed and to seek their concurrence regarding the merits of the project and potential benefits to the industry. The Agricultural Representative may request clarification of the information provided and additional supporting documentation where necessary to complete the project assessment.

Once the assessment is complete, the project proposal along with any supporting documentation will be forwarded to the APF Program Coordinator at the Provincial Agrifoods Headquarters in Corner Brook along with a recommendation for funding. The Program Coordinator will distribute the applications to the appropriate Federal/Provincial Working Group for review prior to submission to the Implementation Committee for funding.

Successful applicants will be required to enter into a Contribution Agreement with the Department of Natural Resources prior to commencement of the project. This Agreement will outline the work to be performed and the specific terms and conditions which the applicant must meet in order to be reimbursed for approved project costs.

Project Proposal

The Project Proposal must be consistent with the format outlined in the *Canada-Newfoundland and Labrador APF Program Guidelines for Submitting Project Proposals* available at local Provincial Agrifoods offices and online at www.gov.nl.ca/agric/apf/pdf/proposal_guidelines.pdf.

Applicant Profile

All applications must be accompanied by a completed Applicant Profile. The applicant must submit the profile annually to be considered for funding under any APF Program. The applicant profile is available at local Provincial Agrifoods offices and online at www.gov.nl.ca/agric/apf/pdf/applicant_profile.pdf.

Environmental Farm Scan and Environmental Farm Plan (EFP)

All farm applicants must have an environmental farm scan completed to be considered eligible for funding for projects that will result in changes to the farm operation. Exceptions would include projects under the Human Resource Development Initiative and non-capital projects under the Agrifood Business Development Programs. If the scan identifies significant environmental issues, the applicant must complete an Environmental Farm Plan (EFP). Priority for program funding may be directed towards the EFPs action items to make the farm environmentally compliant.

APFI - Payment Conditions

A copy of the scan and/or EFP certificate, as provided by the EFP Coordinator, must accompany the application. For more information, contact the Environmental Farm Plan Coordinator at 709-637-2002.

It is the responsibility of the applicant to ensure that all federal, provincial and municipal regulations have been adhered to, and all required permits have been obtained.

Canadian Environmental Assessment Act (CEAA)

Any project involving a physical activity, which is being funded in part or entirely from any Federal Government source, will require a Canadian Environmental Assessment (CEA). There are minimum time requirements in the CEA review process. Applicants must ensure all documentation related to site location, maps, drawings and/or engineering plans associated with construction projects are included with the initial application. Contribution Agreements will be issued **only** when CEA requirements have been fulfilled. For further background information on CEAA, please refer to <http://www.ceaa-acee.gc.ca> or call 613-957-0700.

Business Plans

Additional information may be required to determine the viability of any business proposal.

Business plans are required in the following circumstances:

- All new entrants to farming (refer to page 4 of this Guide for definition of New Entrant).
- Existing producers and processors who are undertaking a major change in business growth, diversification or secondary processing. (Example: A beef producer who is planning to construct a slaughter facility and/or diversify into secondary processing would be required to submit a business plan).
- Or any applicant, at the request of the APF Implementation Committee, may be required to submit a three to five-year business plan.

A Guide for Developing Business Plans is available at the local Provincial Agrifoods offices and online at www.gov.nl.ca/agric/apf/pdf/business_plan_guidelines.pdf.

Business plans are **not** required in the following circumstances:

- Applicants applying for training under the Human Resource Development Initiative.
- Applicants applying for \$10,000 or less in APF funding per year, with the exception of new entrants.
- Producers requesting funds for existing farm enterprises that do not involve a major change in farm operations, such as land development, manure storage construction, or adoption of new technology. For example, a vegetable farmer requesting land development for crop rotation purposes, a producer requesting funding to construct a pesticide storage, or an applicant who is testing a new piece of innovative farm equipment under the Technology Adoption Program would not be required to submit a business plan unless the project included significant new financial investment.

Additional Documentation

Applicants must also submit the following information:

For unincorporated farms:

- Statement of Farming Activity (T-2042) - *for non-CAIS participants*; or
- T1273 Statement A – Harmonized CAIS Program Information and Statement of Farming Activities for Individuals - 2005 - *for CAIS participants*
- T1274 Statement B – Harmonized CAIS Program Information and Statement of Farming Activities for Additional Farming Operations -2005 - *for CAIS participants*

For incorporated farms:

- Most recent financial statements

Tax information may be verified with the Canada Revenue Agency. By applying for funding, applicants grant their permission to the Program Coordinator to verify their income tax information with the Canada Revenue Agency.

Additional information may be required to determine the viability of any business proposal.

Application Deadline

Check with your area Agricultural Representative or visit the website at www.gov.nl.ca/agric for a list of dates for application submissions.

Please allow 2-3 months from date of application submission for an assessment to be completed and notification provided on the decision of your application.

Incomplete applications will be returned to the applicant for further information.

Payment Conditions

Approved applicants will enter into a contribution agreement with the Department of Natural Resources which outlines the terms and conditions of funding and project reporting and repayment requirements.

Project Claim Forms

Once the project is complete, the applicant must prepare and sign the Project Claim Form attached to their Contribution Agreement and submit it to the appropriate Agricultural Representative for processing. All sources of funding received must be indicated on the project claim form. Claims will not be processed for payment without the completed Project Claim Form.

All claim forms must be supported by invoices for purchased goods and services. Cancelled cheques will be accepted for third party labour. **The value of in-kind resources, such as unpaid labour and supplies, is ineligible for reimbursement under the APF.**

Stacking Policy

Eligible commercial farms, processing and other agribusiness operations are limited to a maximum contribution of 75% from all federal, provincial and municipal sources, as per normal Federal Stacking rules. Eligible not-for-profit organizations and agencies are not subject to these stacking rules. However, depending on the nature of the project proposal, not-for-profit organizations may be asked to make a reasonable cash or in-kind contribution from their own or partner organizations.

Payment Terms

All payment documents must be submitted within **30 days** of project completion as specified in the applicant's contribution agreement. Invoices for projects with a March 31 completion date must be received at the Provincial Agrifoods Headquarters in Corner Brook on or before April 15 in order to be considered for re-imbusement. Invoices received after the deadline specified in the applicant's contribution agreement will not be processed for payment.

For individuals and corporations, HST/GST is not an eligible project cost and will not be reimbursed to the applicant. For government and not-for-profit organizations (which receive a partial reimbursement of HST/GST), the non-reimbursable portion of the HST is an eligible expense.

If the applicant is required to submit a project report under the terms and conditions of the contribution agreement, this report must be submitted with the invoices and project claim form. Final payment may be withheld until all project requirements are met.

On-site inspections of completed activities will be required prior to payment of invoices. In addition, all projects funded under these APF programs are subject to compliance audits to verify that project requirements have been met.

Project costs incurred prior to approval by the APF Implementation Committee will **not** be eligible for reimbursement.

Maximum Project Funding Levels

Unless otherwise stated in a specific program, the maximum funding that may be provided is 50% of the actual costs for individual agricultural producers, processors, partnerships and/or corporations; up to 75% of actual costs for cooperatives or farm organizations representing three or more agribusinesses; and up to 100% of actual costs for not-for-profit organizations and governments.

Travel Directive

The maximum rate allowable for meals, inclusive of taxes and gratuities, shall be as follows:

	Breakfast	Lunch	Dinner	Total
In-Province	\$7.30	\$10.95	\$18.25	\$36.50
Other Provinces	\$9.45	\$13.35	\$20.20	\$43.00
United States	\$9.45 US	\$13.35US	\$20.20US	\$43.00US
Other Countries	\$10.55	\$14.90	\$22.55	\$48.00

Mileage is reimbursed at Provincial Treasury Board rates.

Private accommodations are not eligible for reimbursement.

Other travel costs such as airfare and hotel accommodations are reimbursed at a percentage of invoiced costs.

Incidental expenses are reimbursed at \$5 per night for each night on overnight travel.

These rates are set by the Provincial Treasury Board and are subject to change.

Please refer to the website www.gov.nl.ca/hrpm/meals.html and www.gov.nl.ca/hrpm/transportation.html for any updates on meal and travel rates respectively.

The following programs are funded under the Agricultural Policy Framework Initiative:

- Food Safety and Security Program
- Environmental Farm Planning Program
- Soil, Air and Water Quality Conservation and Enhancement Program
- Agri-Food Business Development Program
- Technology Adoption Program
- New Directions Research Program

Food Safety and Security Program

This program is designed to identify and/or minimize food safety risks or increase the safety of food produced in this province, including the safety of people working in the industry that might be exposed to various health risks inherent in the industry.

The objectives of the Canada-Newfoundland and Labrador Food Safety and Security Program are:

- To trace food products for specific diseases through the food chains especially for recall purposes;
- To implement on-farm Hazard Analysis at Critical Control Points (HACCP) and HACCP-based programs, including organic certification;
- To develop commodity specific bio-safety plans and to review and improve the infrastructure needs for the measurement and maintenance of bio-safety surveillance and control systems;
- To increase the quality, quantity and availability of data to support the development of risk management strategies for target pathogens;
- To partner with industry and processors to develop and implement food strategies;
- To implement regulatory compliance for health and safety issues associated with farm business activities; and
- To develop and implement traceability systems.

The following is a description of the eight initiatives under the Food Safety and Security Program:

Specific Disease Studies on Food-Borne Illnesses

This initiative supports research into the presence of diseases and residues that are transmitted through the food chain, including a focus on any preventative measures.

Eligible activities: May include, but not limited to, the collection and analysis of locally produced foods or feedstuffs to detect or otherwise monitor the presence of harmful biological organisms or chemical residues. Other submissions may be considered by the APF Implementation Committee.

This initiative will be undertaken by the Department of Natural Resources in cooperation with federal agencies and industry associations.

On-Farm Food Safety Initiative

This initiative encourages and assists agricultural production and processing industries to adopt nationally developed HACCP and HACCP-based systems, including on-farm food safety systems.

Eligible activities: May include, but not limited to, activities that create, disseminate, monitor, audit or otherwise advance the development and adoption of these programs. Other submissions can be considered at the discretion of the APF Implementation Committee.

Eligible costs: May include, but not limited to, the development and infrastructure costs associated with audit training, food safety training materials, standardization of facilities, third-party labour, training, and professional, technical and analytical support. Standardization of facilities includes the costs of bringing buildings up to a standard required for HACCP-based certification.

Examples: Auditor training, HACCP/HACCP-based training, refrigeration units, milk monitoring systems, abattoir/refrigeration equipment, sanitation equipment, etc.

Bio-Safety Initiative

This initiative supports the development and adoption of bio-security protocols that would lead to the prevention and/or monitoring of diseases within the industry.

Eligible activities: May include, but not limited to, the development and adoption of bio-security plans that address infrastructure needs and provide assistance for the measurement and maintenance of bio-safety, surveillance and control systems.

Eligible costs: May include, but not limited to, equipment, facilities, and professional, technical and analytical support.

Risk Assessment Initiative

This initiative supports the study of the disease risks associated with environmental change and increased movement of people and animals and the resultant vulnerability of provincial industries to the arrival of new diseases that relate to bio-security, food safety and food quality.

Eligible applicants: Governments and not-for-profit organizations.

Food Strategies Initiative

This initiative encourages the creation, implementation and partnership in the development of food safety strategies for all agrifood commodities in the province. These strategies will allow for the standardization in the creation, development and implementation of the HACCP or HACCP-based systems on the farm and in the processing sector.

Examples: Food recall procedures, food safety and quality strategies, quality control procedures, continuous quality improvement systems and HACCP coordinators for on-farm and post-farm applications.

Eligible costs include the costs of developing food recall procedures, food safety and quality strategies, quality control procedures, the adoption of continuous quality improvement systems and the costs of coordination of HACCP implementation at the farm and post-farm levels.

Eligible applicants: Governments and not-for-profit organizations.

Regulatory Compliance of Food and Farm Safety Initiative

This initiative contributes to the regulatory compliance of food safety and quality and health and safety issues associated with agribusiness activities. The focus is on direct costs that producers and processors incur for their own and public food safety and food quality protection.

Eligible activities: May include, but not limited to, food safety and food quality activities that assist in obtaining regulatory compliance with regards to Occupational Health and Safety; HACCP or HACCP-based food safety systems or other approved food safety and quality standards.

Eligible costs: May include, but not limited to, third-party labour, training, and professional, technical and analytical support, as well as, the equipment and the costs of upgrading facilities to comply with recognized food safety standards.

Examples: Vegetable washers, cooler room systems, water hook-up, plastic pallets and dividers or other items identified through pre-audit of OHS inspectors.

Data Management Initiative

This initiative supports the creation of commodity or industry wide data management systems that support the general directives of the Food Safety and Food Quality Element. This would include the electronic capture, storage, sharing and dissemination of data generated in this field and includes the development of traceability systems to follow the movement of animals or products through the food chain.

This initiative will be undertaken by the Department of Natural Resources in cooperation with other provincial and federal agencies and industry associations.

Traceability Initiative

This initiative contributes to the implementation of federal/provincial traceability systems which will establish a framework for data sharing, management and integration throughout the agrifoods sector. The program supports the development of national food safety and quality linkages throughout the value chain. Traceability or traceability system means the ability to trace the history, specific application or location of a product or animal by means of recorded information.

Eligible activities: May include, but not limited to, activities that support the development and implementation of traceability systems with national food safety and quality linkages.

Eligible costs: May include, but not limited to, professional, technical and analytical support. Examples of eligible costs include technology for animal identification, such as, bar coding and radio chip technology associated with product recall systems.

Environmental Farm Planning Program

Agriculture and Agri-Food Canada and the Department of Natural Resources will provide support for the development and implementation of on-farm and regional environmental scans and plans. Completion and implementation of these plans will be the primary focus for available funding. The Department of Natural Resources will coordinate this initiative for the agrifoods industry.

Eligible activities: May include, but not limited to, the completion of environmental farm scans, on-farm environmental farm plans and regional environmental farm plans, including plans for Agricultural Development Areas (ADA).

Soil, Air and Water Quality Conservation and Enhancement Program

This program is designed to provide support to implement initiatives aimed at providing an agronomically feasible, economically viable, environmentally sustainable and socially acceptable stewardship of soil, air, water resources and biodiversity. This program provides financial, technical and logistical support of projects aimed at minimizing the impacts of risks to soil, air, water and biodiversity as a result of agricultural activity.

The objectives of the Canada-Newfoundland and Labrador Soil, Air, and Water Conservation and Enhancement Program are to:

- Improve the use of agri-environmental risk assessment and planning.
- Improve nutrient and pathogen management.
- Improve pest and pesticide management.
- Improve land and water management.
- Improve nuisance management.

The objectives of this program will be evaluated through environmental farm scans, regional and on-farm environmental farm plans. The following initiatives will address implementation of action items identified in these plans.

The following is a description of the six initiatives under the Soil, Air and Water Quality Conservation and Enhancement Program:

Eligible activities under this initiative include those activities listed in the Beneficial Management Practices (BMPs) on pages 17-20 and those activities related to land sustainability and land enhancement.

Nutrient Management Planning Initiative

This initiative enables producers to balance the application of nutrients to meet production needs, while ensuring the protection of our soil, air and water resources. This initiative also provides industry access to technical and financial support to develop, implement and improve nutrient management plans and systems. It also provides support for educational institutions which provide training related to agri-environmental studies; and supports applied research aimed at developing beneficial nutrient management practices for the province's conditions.

Land Sustainability Activity:

This activity includes the removal of trees, rocks, stumps and roots from virgin land, provision of on-farm access to new fields, and other land improvements, such as, limestone, fertilizer, and seed, needed for land sustainability purposes. An acreage payment up to a maximum of \$1,000 per acre is available for this activity that meets the guidelines established by the Department of Natural Resources. Included in this amount is rough clearing, which will be limited to a maximum of \$500 per acre.

Land Enhancement Activity:

This activity includes rock removal, minor drainage, land leveling, wind breaks, initial application of fertilizer, seed and limestone, and other land improvements required for land sustainability activities on previously productive land. An acreage payment up to a maximum of \$500 per acre is available for this activity that meets the guidelines established by the Department of Natural Resources.

Notes: Where reasonable, the existing land base will have to be up to environmental standards and full production potential before further land activity is approved.

Land sustainability and land enhancement activities must be identified as action items under the applicant's environmental farm plan to be eligible for funding.

Applicants must have clear title or long-term lease on the land.

Funding will not be provided for land sustainability and land enhancement activities for land that was previously improved with assistance from other federal-provincial cost shared programs.

The Department of Natural Resources, with funding from the Canada – Newfoundland and Labrador Agricultural Policy Framework Agreement, provides tile drainage and peatland development services to the agrifoods industry in the province. Producers availing of these services, which are offered through the Department of Natural Resources's Holyrood Depot, are not eligible for further APF funding for these land development activities.

For further information on these activities and associated costs please contact the Manager of Holyrood Operations at 709-945-3010.

Integrated Pest Management Initiative

This initiative provides support, advice and skills to producers to improve pest and pesticide management in the agricultural industry through pesticide applicator training programs, access to information about alternative pest control options, and development of skills in integrated pest management (IPM) for crop and livestock pests. It will also support applied research and technology transfer aimed at developing beneficial management practices in IPM for Newfoundland and Labrador.

Nuisance Management Initiative

This initiative provides financial, technical and logistical support to producers and agricultural organizations affected by odours, dust, particulate emissions, noise, nuisance wildlife and related complaints. Support ranges from specific on-farm cases to the management of nuisance issues on a municipal/provincial scale.

GIS Database Management Initiative

This initiative provides mechanisms to create and maintain a spatial database (GIS: Geographic Information System) framework for processing agricultural land use mapping, soils mapping and geo-referenced data collection from an on-farm scale to a provincial scale. This initiative assists in the development, management and analysis of mapping and related data needed for improved environmental farm management and planning processes which will in turn provide background information for other initiatives. The Department of Natural Resources will coordinate this initiative to provide industry and other stakeholders with spatial database information useful for the agrifoods industry in the province.

Soil Resources Initiative

This initiative provides technical support to producers, government and not-for-profit organizations for dealing with environmental issues related to the province's soil resources. This initiative will also involve the collection and dissemination of data useful to other initiatives. The Department of Natural Resources will coordinate this initiative for data collection and detailed soils mapping in farming areas throughout the province.

Soil Drainage and Water Resources Management Initiative

This initiative provides technical and financial support to agricultural producers for draining agricultural fields; enhancing agricultural production through water resources management projects; and mitigating the environmental impacts of agricultural production. Examples include controlling runoff and decreasing fertilizer usage. The Department of Natural Resources will coordinate this environmental initiative on behalf of producers. Producers should contact the Drainage Specialist at 709-637-2094 for applications and associated fees.

Beneficial Management Practices (BMP)

BMP Category Description	BMP Practice Description
Improved Manure Storage and Handling	increased storage to meet winter spreading restrictions (including satellite storage)
	improved features to prevent risks of water contamination (leaks, spills)
	slurry storage covers to reduce odors and GHG emissions
	containment systems for solid manure (includes covers)
	assessment and monitoring of existing manure storage infrastructure
Manure Treatment	dewatering systems, nutrient recovery systems
	composting of manure and dead livestock
Manure Application	specialized/modification to equipment for improved land application
In-Barn Improvements	more efficient livestock watering devices and cleanout systems to reduce water use and decrease manure volumes
Farmyard Runoff Control	upstream diversion around farmyards; downstream protection (catch basins, retention ponds, constructed wetlands)
Relocation of Livestock Confinement and Horticultural Facilities	relocation of livestock facilities such as corrals, paddocks and wintering sites away from riparian areas
	relocation of horticultural facilities such as greenhouses and container nurseries from riparian areas

APFI – Soil, Air and Water Quality, Conservation and Enhancement Program

BMP Category Description	BMP Practice Description
Wintering Site Management	shelterbelt establishment
	portable shelters and windbreaks
	mobile water systems: summer/winter water systems (solar, wind, pipeline, other)
	field access improvements: alleyway/access lane upgrades
	fence modifications
Product and Waste Management	improved on-farm storage and handling of fertilizer, petroleum products and pesticides
	improved on-farm storage, handling and disposal of agricultural waste (e.g. livestock mortalities, fruit and vegetable cull piles, wood waste)
	composting of agricultural waste (e.g. fruit, vegetable, wood, straw residue)
Water Well Management	sealing and capping old water wells
	protecting existing water wells from surface contamination
Riparian Area Management	remote watering systems to manage livestock: gravity fed, pump and pipeline systems
	buffer establishment: forages, shrubs, trees - planting, weed control
	fencing to manage grazing and improve riparian condition/function
	native rangeland restoration or establishment: native species of forages, shrubs and trees
	grazing management in surrounding uplands: watering systems and cross fencing
	improved stream crossings
Erosion Control Structures (Riparian)	constructed works in riparian areas: contour terraces, gully stabilization, bank stabilization, drop inlet and enhanced infiltration systems, in-channel control
Erosion Control Structures	constructed works in non-riparian areas: contour terraces, gully stabilization, bank stabilization, drop inlet systems and enhanced infiltration systems, in-channel control, mechanical wind screens
Land Management for Soils at Risk	forage or annual barrier establishment for soils at risk (e.g. strip cropping, grassed waterways, perennial forages on severely erodible or saline soils)
	straw mulching
	grazing management in critical erosion areas not associated with riparian zones: watering systems, cross fencing

APFI – Soil, Air and Water Quality, Conservation and Enhancement Program

BMP Category Description	BMP Practice Description
Improved Cropping Systems	equipment modification on seeding and post-seeding implements for low disturbance placement of seed and fertilizer
	chaff collectors and chaff spreaders installed onto existing combines
	precision farming applications: GPS information collection, GPS guidance, manual controllers for variable rate fertilizer application
Winter Cover Crops	fall seeded winter cover crops for erosion control on row or specialty cropped land. Incentive offered as a one time payment - crop cannot be harvested or grazed.
	equipment modification for seeding relay crops for winter cover
Improved Pest Management	equipment modification for improved application
	information collection and monitoring
	biological control agents
	cultural control practices
Nutrient Recovery from Waste Water	recycling of waste water streams from milk houses, fruit and vegetable washing facilities and greenhouses in order to recover nutrients
Irrigation Management	irrigation equipment modification/improvement to increase water use efficiency
	equipment to prevent backflow of altered irrigation water into water sources
	improved infiltration galleries and irrigation intake systems
Shelterbelt Establishment	establishment of shelterbelts for farmyard, livestock facilities, dugout snowtrap, wildlife habitat enhancement.
	tree materials required for shelterbelt establishment
Invasive Alien Species Control	integrated approaches (cultural, mechanical, and biological) for control of invasive plant species (e.g. leafy spurge, purple loosestrife, scentless chamomile)
Enhancing Wildlife Habitat and Biodiversity	buffer strips (e.g. native vegetation)
	offsite watering systems
	improved grazing systems (e.g. cross fencing)
	wildlife shelterbelt establishment
	improved stream crossings
	hayland management to enhance wildlife survival

APFI – Soil, Air and Water Quality, Conservation and Enhancement Program

BMP Category Description	BMP Practice Description
Species at Risk	offsite watering systems
	improved grazing systems (e.g. cross fencing)
	plant species establishment
	infrastructure development and relocation
Preventing Wildlife Damage	forage buffer strips
	fencing to protect stored feed, concentrated livestock, high value crops, drip irrigation systems and other agricultural activities
	scaring and repellent systems and devices
Nutrient Management Planning	consultative services to develop nutrient management plans, planning and decision-support tools
Integrated Pest Management Planning	consultative services to develop integrated pest management plan, planning and decision-support tools
Grazing Management Planning	consultative services for range and grazing management planning, planning and decision-support tools
Soil Erosion Control Planning	consultative services for soil erosion control planning, planning and decision-support tools
Biodiversity Enhancement Planning	consultative services to plan habitat enhancement, stewardship for species at risk, and/or wildlife damage prevention within an agricultural land base; planning and decision-support tools
Irrigation Management Planning	consultative services for improving water use efficiency of existing irrigation systems, planning and decision-support tools
Riparian Health Assessment	consultative services for assessing riparian health, planning and decision-support tools

Agrifood Business Development Program

The Agrifood Business Development Program is designed to build a more profitable and competitive industry by providing eligible participants with more choices for diversification and secondary processing opportunities, strengthening skills and knowledge of producers, enhancing access to business advisory services, facilitating access to capital, and ensuring successful farm transfers. The objectives of the Canada-Newfoundland and Labrador Agrifood Business Development Program are to:

- Increase the profitability of farm businesses.
- Encourage and support new entrants into the agrifoods industry.
- Enhance the business advisory services and information available to producers.
- Enable farmers to capture opportunities for business growth, diversification and value-added
- Enhance the management, technical skills and knowledge of farmers.
- Enable farmers to capture new market opportunities.
- Enhance the competitive capability of the industry.

The following is a summary of the six initiatives under the Agri-Food Business Development Program:

Agrifoods Business Development Initiative

This initiative will provide assistance for the preparation of business plans, marketing plans and / or feasibility studies to assess the financial strength of agribusinesses, assess opportunities in growth, diversification and secondary processing, as well as capture new market opportunities. This initiative will assist producers in developing a solid base for the future of their farm.

NOTE: Producers must first apply through the Canadian Farm Business Advisory Services (CFBAS) before being eligible for the Agrifoods Business Development Initiative. Applicants may view the CFBAS website at: www.agr.gc.ca/renewal

Eligible activities: May include, but not limited to, the preparation of business plans, marketing plans, feasibility studies, cost of production studies, and agriculture business profiles.

Eligible costs: May include, but not limited to, consultant fees and other associated project costs.

APFI – Agrifood Business Development Program

Maximum funding levels: Assistance may be provided up to 50% of actual costs for individual agricultural producers, processors, partnerships, or corporations; up to 75% of actual costs for cooperatives or farm groups representing three or more agribusinesses; and up to 100% of actual costs for government and not-for-profit organizations. Funding for business and marketing plans will be limited to 50% of costs to a maximum of \$8,000.00 per applicant.

Market Development Initiative

The Market Development Initiative will provide the resources necessary to investigate and capture new market opportunities and enhance the competitive capability of the industry.

Eligible activities: May include, but not limited to, cooperative marketing activities; secondary processing and value-added initiatives; research and feasibility analysis of new market opportunities; product/export development activities; the preparation of industry development strategies; participation in trade shows; and the technical and financial support of marketing organizations, including farm markets and new marketing opportunities such as agri-tourism. Industry associations and government may also be eligible for sector specific promotional campaigns and agricultural awareness campaigns.

Eligible costs: May include, but not limited to, consultant fees, development and design of brochures, logos and labels, signage and packaging, cooperatives, farm market venues, travel costs and trade show fees.

New Entrants Development Initiative

This initiative provides information and services specifically designed to encourage new entrants in agriculture, including human resources development, business advisory services, market research and business planning.

Eligible activities: Projects may include, but are not limited to, promoting agriculture in the classroom; agricultural youth development and leadership programs such as the provincial 4-H Program, Agricultural Internship Program and farm business mentoring services.

Eligible applicants: Individuals who meet the definition of new entrant under this program; individuals or groups who wish to establish youth agricultural programs, governments and not-for-profit organizations.

Eligible costs: All related project costs as deemed eligible by the APF Implementation Committee.

Newfoundland and Labrador Rural Agricultural Development Initiative

The Newfoundland and Labrador Rural Agricultural Development Initiative will further develop regional agricultural opportunities in rural Newfoundland and Labrador.

Eligible activities: May include, but not limited to, activities that enhance the economic sustainability of the industry; support the commercialization of the agriculture industry; support industry diversification and/or secondary processing; and introduce new technologies and processes.

Eligible applicants: Agricultural producers, processors, partnerships, corporations, cooperatives, government and not-for-profit organizations.

Human Resource Development Initiative

The Human Resources Development Initiative will provide learning opportunities and resources for farm managers, farm families, farm workers and service providers to enhance their management abilities and to improve the skills and knowledge required to evaluate new business opportunities through workshops, seminars, conferences, travel and exchange. Emphasis will be placed on, but not limited to, training opportunities related to renewal, science and innovation, on-farm safety, food safety and food quality and environmental stewardship. This initiative will complement the Canadian Agricultural Skills Services.

Eligible activities: May include, but not limited to, courses, seminars, workshops, travel and exchanges, and other activities that will develop the human resource capabilities of the agrifoods industry.

In addition, activities that provide enhanced access to agricultural information and the development of educational resources are also eligible, including communications tools such as the Province's agrifoods website and newsletters, training needs assessments and educational support.

Eligible costs: May include, but not limited to, transportation, accommodations, meals, registration fees, course materials and speaker fees. Reimbursement for travel costs must be consistent with the Travel Directive.

Maximum funding levels: Assistance may be provided up to 50% of actual costs for individual agricultural producers, processors, partnerships, or corporations to participate in conferences and training activities, up to 75% of actual costs for cooperatives or farm groups representing three or more agribusinesses to organize educational activities and missions; and up to 100% of costs for governments and not-for-profit organizations to organize seminars, workshops, conferences and training events which will benefit the agrifoods industry in Newfoundland and Labrador.

Farm Succession Planning Initiative

This initiative provides financial assistance for the development of individual farm succession plans, access to public and private advisory services, delivery of farm succession training opportunities, and the development and distribution of farm succession planning resources. These activities will assist in the successful transfer of farm operations.

NOTE: Farmers must first apply through the Canadian Farm Business Advisory Services (CFBAS) before being eligible for the Succession Planning Initiative. Applicants may view the CFBAS website at: www.agr.gc.ca/renewal.

Eligible activities: May include, but not limited to, development of farm succession plans, the development and distribution of farm succession planning resources and educational materials.

Eligible costs: May include, but not limited to, consultant fees, training costs, and resource materials.

Maximum funding levels: Assistance may be provided up to 50% of actual costs to a maximum of \$5,000 for farm succession plans, and up to 100% of actual costs for government and not-for-profit organizations to develop and deliver farm succession planning resources and services.

Technology Adoption Program

This program is designed to implement initiatives for new technology, diversification, secondary processing and research and development activities. This program provides scientific, financial and technical support aimed at developing innovative approaches to the diversification and commercialization of the agrifoods industry in Newfoundland and Labrador.

The objectives of the Technology Adoption Program are:

- To encourage and assist crop and livestock industries to improve competitiveness through the adoption of innovative technology and innovative advances in science.
- To foster diversification throughout the agricultural industry.
- To encourage and foster industries in further processing and value-added products.
- To enhance the evaluation, adoption and commercialization of new crop and livestock varieties, livestock, cropping and storage systems.

Examples include on-farm diversification trials by industry groups, associations or producers etc.

The following is a description of the four initiatives under the Technology Adoption Program.

The Evaluation and Adoption of New Technologies in the Agrifoods Industry Initiative

This initiative provides support to the agrifoods industry to evaluate and demonstrate new technologies which are not currently used in the province. Projects will be designed as on-farm demonstrations and may be considered on a regional basis.

Eligible activities: May include, but not limited to, the adoption and demonstration of specialized planting, harvesting and storage technologies; improved crop and livestock production systems, food and beverage processing systems not currently used in the province; energy conservation systems; and improved on-farm crop and fruit storage structures, and advanced meat processing equipment and facilities.

Eligible costs: May include, but not limited to, equipment, facilities, third-party labour and professional, technical and analytical support.

The Evaluation and Adoption of New Crop Varieties, Non-traditional Crops, Cropping and Storage Systems Initiative

This initiative provides resources to test and evaluate new crop varieties and livestock species suitable to the province, and new innovative cropping, livestock, machinery and storage systems. Projects under this initiative are undertaken in partnership with the Department of Natural Resources, and include research, development, testing and evaluation of crops and livestock systems that are new to the province. Applicants must demonstrate a commitment to the collection of the data required to evaluate the technology and its potential application to the other farm businesses in the province.

Eligible activities: May include, but is not limited to, the development and adoption of new planting, harvesting and storage techniques; crop variety trials; new livestock production practices; or any other project that requires a scientific approach to evaluation, testing and demonstration prior to widespread application in the agrifoods sector in this province.

Eligible costs: May include, but not limited to, equipment, facilities, third-party labour and professional, technical and analytical support.

Maximum funding levels: Assistance may be provided up to 75% of actual costs for individual agricultural producers, processors, partnerships, corporations, and cooperatives and up to 100% of actual costs for government and not-for-profit organizations.

Examples include new forage varieties, grain and corn variety trials, crops which replace imported grains in mixed livestock rations, Christmas tree variety trials, and cranberries, seabuckthorn and lingonberry production trials.

Secondary Processing and Product Development Initiative

This initiative provides assistance to further process and develop products from the primary agrifoods sector. It also fosters partnerships and alliances to improve the competitiveness and commercialization of the agri-foods sector.

Eligible activities: Activities that encourage new product development and value-added processing from local agricultural products.

Eligible applicants: Agricultural producers, processors, partnerships, corporations, cooperatives, governments and not-for-profit organizations.

Eligible costs: May include, but not limited to, equipment, facilities, third-party labour, and professional, technical and analytical support. Only equipment and facilities directly related to new secondary processing activities will be considered.

Diversification Initiative

This initiative provides assistance to producers and industry stakeholders to diversify into crops, fruit, livestock and other sectors that are new to the province. Diversification refers to the identification of a different or alternate agribusiness endeavour from current operations which will significantly broaden the range of agrifood products produced within the agricultural operation.

This initiative will allow producers to introduce, evaluate and demonstrate new opportunities within the agrifoods industry.

Diversification refers to the implementation of practices or the production of products that are new to the agrifoods industry.

Eligible activities: May include, but not limited to, activities that diversify an agribusiness and introduce new local agrifoods products to the market.

Eligible costs: May include, but not limited to, the purchase of equipment and facilities; costs associated with improvements to sustainability of the land base; third-party labour; and professional, technical and analytical support for the completion of sectoral development strategies. Examples include a livestock operation diversifying into vegetable production to diversify the farm income base and to mitigate production risk.

Land Diversification Activity:

This activity includes the removal of trees, rocks, stumps and roots from virgin land, provision of on-farm access to new fields, and other land improvements, such as, limestone, fertilizer and seed, needed for land diversification purposes. An acreage payment up to a maximum of \$1,000 per acre is available for this activity that meets the guidelines established by the Department of Natural Resources. Included in this amount is rough clearing, which will be limited to a maximum of \$500 per acre.

Land Enhancement Activity:

This activity includes rock removal, minor drainage, land leveling, wind breaks, initial application of fertilizer, seed and limestone and other land improvements required for land diversification activities on previously productive land. An acreage payment up to a maximum of \$500 per acre is available for this activity that meets the guidelines established by the Department of Natural Resources.

Notes: Where reasonable, the existing land base will have to be up to environmental standards and full production potential before further land activity is approved.

APFI – Technology Adoption Program

Applicants must have clear title or long-term lease on the land.

Funding will not be provided for land sustainability and land enhancement activities for land that was previously improved with assistance from other federal-provincial cost-shared programs.

The Department of Natural Resources, with funding from the Canada–Newfoundland and Labrador Agricultural Policy Framework Agreement, provides tile drainage and peatland development services to the agriculture industry in the province. Producers availing of these services, offered through the Holyrood Depot are not eligible for further APF funding for these land development activities.

For further information on these activities and associated costs please contact the Manager of Holyrood Operations at 709-945-3010.

New Directions Research Program

This program will provide a contribution to increase scientific collaboration among governments, academic/research institutes, organizations and industry in priority areas such as:

- Extending knowledge on the value, benefits and issues concerning new agrifoods technologies.
- Commercializing new agrifoods technologies.
- Developing and coordinating agrifoods life science research programs among institutions and attracting investment by creating visibility and awareness for agricultural technology.
- The objectives of the New Directions Research Program are to:
 - Accelerate advances in science and technology.
 - Fill knowledge gaps identified in the development of the value-added chain.
 - Contribute to the enhancement of the research and development capacity in relation to training, development and introduction of new technology.
 - Increase investment and return in the province's bio-based economy.
 - Promote the commercialization of new technologies in the life sciences and agrifoods sector.

Eligible activities: Activities that extend knowledge to the industry, government and the public regarding the value and issues surrounding new agrifoods technologies; assistance in the commercialization of new agrifoods technologies; assistance in developing and coordinating agrifoods life sciences research; attraction of new investment; and assistance in the development and commercialization of new technologies.

Examples include laboratory analysis of nutraceuticals, development of new chemical and non-chemical methods of crop pest control, and the development of new crop varieties or alternative sources of livestock feed.

Eligible applicants: Government, not-for-profit organizations and academic/research institutes.

Eligible costs: May include, but not limited to, equipment, facilities, third-party labour and professional, technical and analytical support.

Maximum funding levels: Assistance may be provided up to 100% for governments, not-for-profit organizations and institutions.

Northern Agrifoods Initiative

To encourage the development and commercialization of the northern agrifoods industry, funding has been allocated to a Northern Agrifoods Initiative under the APF Agreement. Specifically, this funding will encourage and foster diversification and commercialization of livestock, crops, fruits, and native berries through adaptive and scientific research, economic analysis, human resource development, marketing and various food safety initiatives. In addition, the funding will encourage and foster northern-based agrifoods industries with respect to further processing and value-added products.

The Northern Agrifoods Development Strategy will be used to help guide the Northern Agrifoods Initiative. It identifies actions to further advance the agrifoods industry in the Labrador region. The strategy was developed in partnership with various provincial and federal government departments, producers and other industry stakeholders.

To be considered eligible for funding, applicants must meet the same criteria as established in the eligibility requirements of this information guide. Projects funded under the Northern Agrifoods Initiative must be consistent with one of the initiatives outlined in this information guide, and follow the same application process and requirements.

NATIONAL PROGRAMS

Business Risk Management

Canadian Agricultural Income Stabilization Program

The Canadian Agricultural Income Stabilization (CAIS) program integrates stabilization and disaster protection into a single program, helping producers protect their farming operations from both small and large drops in income. The CAIS program is a whole-farm program available to eligible producers regardless of the commodities they produce.

With the CAIS program, participants select a protection level for their operation and then make the necessary deposit to secure that protection level. Program payments, which include funds from their account and a government contribution, are made when the participant's margin in the program year falls below their reference margin. The bigger the loss, the larger the share of the payment from governments.

For additional information, please visit the CAIS website: www.agr.gc.ca/caisprogram/main.html or contact the CAIS Administration toll-free at 1-866-367-8506.

Production Insurance

Production insurance, delivered through the Newfoundland and Labrador Crop Insurance Agency, provides production risk protection to producers by minimizing the economic effects of crop losses caused by natural hazards. This cost-shared program stabilizes a producer's income by minimizing the economic hardships of crop losses caused by uncontrollable, natural hazards such as drought, flood, hail, frost, excessive moisture, wildlife damage, plant diseases and insects. Ultimately, the producer benefits by reducing the financial risk involved in farming, which is now shared between the producer, the province and the federal government.

The production insurance program is a provincially-delivered program in partnership with the producer and the federal government. The federal government contributes financially by sharing in the cost of the premiums (to the insured producer) and by sharing the administrative expenses. The federal government also provides support by contributing to policy development relating to crop loss insurance, performing research and actuarial studies related to premium rates and crop coverage and by facilitating the development, modification and promotion of provincial production insurance programs.

The provincial government is responsible for sharing in the cost of the premiums and administrative expenses, promotion of the program to the agrifoods community, research and development of the insurable crops and the overall delivery of the program throughout the province.

National Programs – Business Risk Management Element

Under Production Insurance, producers are guaranteed a level of production for the entire planted acreage of a crop. Currently there are insurance plans available for potatoes, turnip, cabbage, carrot (mineral and peat-based production), beet and parsnip. This guarantee is based on a combination of past personal crop yield histories, as well as the provincial average. The producer is responsible for determining the level of coverage (60, 70 or 80 %) of their production history they want to insure, as well as the price per pound. Two price options are available. The first is a pre-harvest cost of production option. This ensures that in the event of a claim, the producer will be indemnified for the input costs associated with planting a crop. The second is a market price option. This option allows for the producer to re-coup some of the market value of a lost crop in the event of an indemnity payment. Both options have different premium costs and indemnity values associated with them.

Throughout the year, agricultural technicians will conduct inspections, conduct crop scouting, grade the crop and determine yields in order to accurately assess the total actual marketable yield for each crop. If the actual yield falls below what was guaranteed by the Agency to the producer, then the producer may be in a claim situation. If the total actual yield exceeds the guaranteed production, then the producer is not in a claim situation.

The Whole Farm approach covers the producer from revenue or yield dropping below a guaranteed level on a total of all crop basis. Consequently, a guaranteed yield or revenue level is set for the whole farm and actual yield or revenue is calculated for the combination of all crops. Excesses over the guaranteed level for certain crops will offset deficiencies in other crops. The Whole Farm option offers a minimum discount on all premiums of 23 percent and a maximum premium discount of 50 percent.

Production Insurance applications for the upcoming production year will be mailed out to producers during the first week of April. Applications must be returned by April 30th. If you do not receive an application by mail, you should contact your area Agricultural Representative with the Department of Natural Resources or download a copy from the Agrifoods website: www.gov.nl.ca/agric. Further information may be obtained by contacting the Manager of the Newfoundland and Labrador Crop Insurance Agency at (709) 637-2096.

Food Safety and Food Quality

The Systems Development Component of the Canadian Food Safety and Quality Program (CFSQP) is a partnership between Canadian governments and national and agrifoods organizations. The overall goal of the Systems Development Component is to facilitate industry momentum in developing and implementing government-recognized food safety and food quality process control systems throughout the entire food chain. The CFSQP Systems Development Component is an investment of \$62 million (nationally), and consists of three elements: the food safety element focuses on reducing exposure to hazards using the definitions and principles of the Hazard Analysis Critical Control Point (HACCP); the food quality element focuses on meeting or exceeding market specifications; and the traceability element encourages the development of processes that can trace the history, location and associated food safety and quality standards of food products from field to fork.

Eligible Applicants: a Canadian national, not-for-profit organization that is involved directly or indirectly in producing, marketing, distributing, or preparing food, or a Canadian regional, not-for-profit organization that is not represented by entities at the national level, and that can demonstrate its ability to deliver a national initiative.

Eligible Activities; To be eligible for funding, projects must support the development and implementation of national, credible, government-recognized systems in the areas of food safety, food quality, and underlying traceability systems. Only systems that deal with food products for human consumption, as well as related inputs that would affect food safety or food quality, such as animal feed, are eligible for funding.

How to apply:

For more information on this national program or to find out how to apply, more detailed information including an application form is available on-line at www.agr.gc.ca/foodsafetyandquality. You can also request a paper copy of the form by calling 1 800 O-Canada (1 800 622-6232). The CFSQP Systems Development Component is being delivered through an industry-government partnership.

Environment

Agriculture and Agri-Food Canada has committed resources to the development and implementation of Environmental Farm Planning, the National Land and Water Information System, the National Water Supply Expansion Program and the Green Cover Canada Program. Details will be made available as programs are finalized.

Renewal

Canadian Farm Business Advisory Services

The Canadian Farm Business Advisory Services (CFBAS) program provides a wide range of advisory services to help producers set goals for their business and develop plans to meet those goals. CFBAS will provide eligible participants with up to five days of consultation services to complete a farm financial assessment and an action plan. The cost of consultant services is valued at \$2,000. The producer pays a nominal fee of \$100.

Specialized Business Planning Services

This component of CFBAS involves hiring a consultant to assist in preparing detailed business plans for farm operations in such areas as diversification, marketing, human resources, expansion, risk management or succession. Eligible participants will receive funding up to 50% of the consultant's eligible costs for preparing a business plan or succession plan up to a maximum of \$8,000 for one participant; \$16,000 for two participants; \$24,000 for three participants; and, \$25,000 for four or more participants, for the overall life of the program.

Planning and Assessment for Value-Added Enterprises

The Planning and Assessment for Value-Added Enterprises (PAVE) program provides financial assistance to producers who are considering establishing or expanding a value-added enterprise. Under this program, eligible participants can access funds to help pay for the services of a business planning professional to develop feasibility assessments and comprehensive business plans for specific, value-added enterprises. Eligible participants will receive funding for up to 50% of the consultant's eligible costs for preparing a feasibility assessment and/or business plan, up to a maximum of \$10,000 for one participant; \$20,000 for two participants; or \$25,000 for three or more participants, for the overall life of the program.

Canadian Agricultural Skills Services

The Canadian Agricultural Skills Services (CASS) program provides assistance to producers and spouses to develop an Individual Learning Plan (ILP) and undertake training and skills development activities to improve the profitability of on-farm business, or increase off-farm income opportunities. Assistance will be provided to access training in areas such as farming practices, business management, accounting, finance, human resource management; training for other employment; or training to acquire skills for starting a new business. The maximum benefit amounts include training and related costs for the duration of an ILP or the program (net family income based on a three-year average) will be less than \$35,000 - eligible for benefits up to \$16,000; \$35,001 to \$40,000 - eligible for benefits up to \$12,000; \$40,001 to \$45,000 - eligible for benefits up to \$8,000.

In Newfoundland and Labrador, CASS will be delivered by Human Resources and Skills Development Canada. For more information on how to apply, you may contact your local Human Resource Centre Canada.

Benchmarking for Success

Agriculture and Agri-Food Canada has developed a free, easy-to-use on-line financial tool called "Benchmark for Success". Producers input basic financial information on their farming operation and the program generates a report that compares their financial performance with peers and competitors. The financial information producers provide is not collected by Agriculture and Agri-Food Canada. It is intended for producer use only and is completely confidential.

Contact the Farm Management Specialist in your area or the Regional Manager of Canadian Agri-Renewal Services at the address below for information on how to apply for programs under the Renewal Chapter of the APF.

More information on these programs is also available by calling 1-866-452-5558 or through the Renewal website: www.agr.gc.ca/renewal

Contact:

Canadian Agri-Renewal Services
Agriculture and Agri-Food Canada
P.O. Box 57000
Research Center, 850 Lincoln Road
Fredericton, NB
E3B 6C2
Tel: 1-866-452-5558
Fax: 506-452-4975

Science and Innovation

The Science and Innovation (S&I) Chapter of the Agricultural Policy Framework (APF) is an agreement among the federal, provincial and territorial governments to make Canada a world leader in agricultural science and innovation. The APF Broker and Agri-Innovation Programs have been established to accelerate the adoption of science and technology to create new value-added opportunities for agricultural processors, producers and rural communities, and new life science and industrial products for consumers. These programs are designed to bring together key organizations to develop and implement activities that will accelerate the adoption of innovation and the commercialization of products.

Broker Program

The Broker Program is a five-year contribution program to support a number of "broker" organizations working between industry, government and universities to foster innovation.

Agri-Innovation Program

The Agri-Innovation Program is a five-year contribution program to support projects identified and cultivated by the brokers. Projects will bring together key players along entire value chains and act as a mechanism for cooperation for research, production and marketing.

Projects to be Supported

Organizations (e.g. cooperatives, commodity groups, agri-businesses, provincial or municipal governments, universities or colleges) which represent or involve agriculture are eligible for consideration. Support will be provided to 10-15 larger and longer-term projects, e.g. Flax 2015, developed in consultation with provincial and regional industry and science specialists in such areas as functional and healthy foods, bio-oils and fuels, and bio-fibres and composites.

FOR MORE INFORMATION CONTACT:

Further information may be obtained at:

Agriculture and Agri-Food Canada
308 Brookfield Road
Building 5
P.O Box 39009
St. John's, NL
A1E 5Y7
Tel: (709) 772-4063
Fax (709) 772-4803
www.agr.gc.ca/puttingcanadafirst

Definitions

Beneficial Management Practices (BMP):

An agricultural management practice that is designed to reduce negative impacts and risk to the environment by maintaining or improving soil, water, air quality and biodiversity. Implementation of these measures ensure environmental sustainability and economic viability of land related resources used for agricultural production.

Environmental Farm Plan (EFP):

A process used by producers to identify environmental risks and benefits from their own farming operation, and to develop an individual action plan to mitigate the risks. The EFP process allows producers to highlight environmental improvement opportunities on their farm and set priorities for actions which address on-farm environmental concerns, as well as those which serve the public interest.

Environmental Farm Scan (EFS):

A process which identifies environmental farm risks and priorities on a provincial basis through individual farm reviews and regional analyses. This program is being carried out in conjunction with the environmental farm plan (EFP).

Gross Farm Sales:

Sales of agricultural products including crops, livestock, bedding plants, sods, and ranched fur, and also includes crop insurance payments. It does not include income received from grants, wage subsidies, or sales of non-agricultural products or services.

Hazard Analysis at Critical Control Points (HACCP):

A system used to enhance food safety through the analysis of chemical, biological and physical hazards and the control of critical points. HACCP involves identifying and assessing the dangers of non-quality at the various stages of production, determining the means to control these dangers, and verifying that the means are implemented and are effective.

Contacts

Department of Natural Resources:

Canada-Newfoundland and Labrador
 Agricultural Policy Framework Programs
 Department of Natural Resources
 P.O. Box 2006
 Herald Towers
 Corner Brook, NL
 A2H 6J8

Louis Fequet
 Program Coordinator
 Tel: (709) 637-2096
 Fax: (709) 637-2591
 E-mail: louisfequet@gov.nl.ca

Tara Neal
 Environmental Farm Planning Coordinator
 Tel: (709) 637-2002
 Fax: (709) 637-2591
 E-mail: taraneal@gov.nl.ca

Martina Gallant
 APF Program Coordinator
 Tel: (709) 637-2095
 Fax: (709) 637-2591
 E-mail: martinagallant@gov.nl.ca

Sharon Wright
 APF Program Coordinator
 Tel: (709) 637-2078
 Fax: (709) 637-2591
 Email: sharonwright@gov.nl.ca

Farm Management Specialists:

Western Region and Labrador:

Sheila Earle
 P.O. Box 2006
 Herald Towers, 2nd Floor
 Corner Brook, NL
 A2H 6J8
 Tel: 709-637-2679
 Fax: 709-637-2591
 E-mail: searle@gov.nl.ca

Central Region:

Doug Cudmore
 Gander Public Building
 P.O. Box 2222
 Gander, NL
 A1V 2N9
 Tel: 709-256-1042
 Fax: 709-256-1044
 E-mail: dcudmore@gov.nl.ca

Eastern Region:

Paul Collins
 Provincial Building
 Brookfield Road
 P.O. Box 8700
 St. John's, NL
 Tel: 709-729-6749
 Fax: 709-729-0205
 W-mail: paulcollins@gov.nl.ca

Agricultural Representatives:

St. John's-Portugal Cove Area:

Gerry Wicks
Provincial Agricultural Building
Brookfield Road
P.O. Box 8700
St. John's, NL
A1B 4J6
Tel: 709-729-6746
Fax: 709-729-6046

Harbour Grace-Cape Shore Area:

Charlie Kelsey
80 Powell Drive, Unit 1
Carbonear, NL
A1Y 1A5
Tel: 709-945-3009
Fax: 709-945-3006

**Corner Brook-Bay of Islands
Stephenville-Port au Port-Penninsula
Burgeo-Robinson's-Codroy Valley Area**

Mike Fleming
P.O. Box 340
Pasadena, NL
A0L 1K0
Tel: 709-686-2702
Fax: 709-686-2491

Gander-Grand Falls-Windsor Area:

Bill Rowsell
Gander Public Building
P.O. Box 2222
Gander, NL
A1V 2N9
Tel: 709-256-1043
Fax: 709-256-1044

**Conception Bay South-Southern
Shore-Goulds Area:**

Roger Jefford
Provincial Agricultural Building
Brookfield Road
P.O. Box 8700
St. John's, NL
A1B 4J6
Tel: 709-729-2640
Tel: 709-729-6046

Burin-Bonavista Peninsula Area:

Aiden Johnson
Clarenville Public Building
97 Manitoba Drive, Suite 206
Clarenville, NL
A5A 1K3
Tel: 709-466-2558
Tel: 709-466-3980

**Humber Valley-Baie Verte
Northern Peninsula Area**

Wilfred Reader
P.O. Box 340
Pasadena, NL
A0L 1K0
Tel: 709-686-2702 or 635-2602
Tel: 709-686-2491

Labrador:

Shelley Clemens
Goudie Building
P.O. Box 3014, Station B
Happy Valley-Goose Bay, NL
A0P 1E0
Tel: 709-896-3405 ext. 222
Tel: 709-896-3747

Unless stated elsewhere please contact the following for information on National APF Programs:

Agriculture and Agri-Food Canada
308 Brookfield Road, Building 5
P.O. Box 39009
St. John's, NL
A1E 5Y7
Tel: (709) 772-4063
Fax: (709) 772-4803

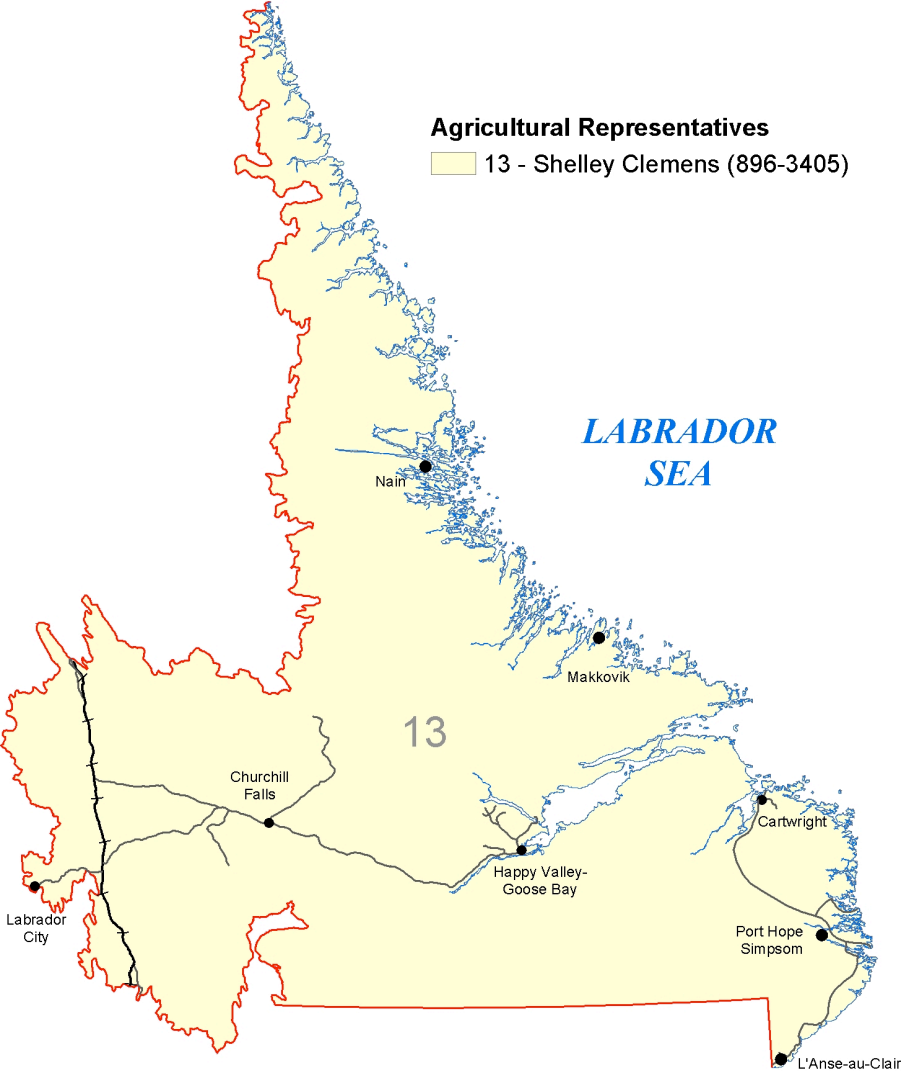
Websites:

Please note that the program information on the following websites will continually be updated as information is available and programs are finalized.

Agriculture and Agri-Food Canada Website: www.agr.gc.ca/puttingcanadafirst

Department of Natural Resources Website: www.gov.nl.ca/agric

**AGRICULTURAL
REPRESENTATIVE AREA
NEWFOUNDLAND & LABRADOR**



**AGRICULTURAL
REPRESENTATIVE AREAS
NEWFOUNDLAND & LABRADOR**

