

Newfoundland & Labrador

Young Farmers! Forum



New FARMER Guide Version 2.0



 CANADIAN
AGRICULTURAL
PARTNERSHIP


Newfoundland
Labrador

Canada 

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Disclaimer:

Information in this guide is intended to serve as a starting point for those interested in pursuing agricultural enterprises in Newfoundland and Labrador. We cannot guarantee that all information is current or accurate. Users should verify the information before acting on it. Although we make every effort to ensure that all information is accurate and complete, we cannot guarantee its integrity.

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Credit:

This guide was adapted from the Guide for Beginning Farmers in Nova Scotia, a publication of THINKFARM. THINKFARM is a program of the Nova Scotia Department of Agriculture that supports beginning and transitioning farmers.



So you're considering

Farming

as a career...

Farming is an ancient and noble profession and a great small business opportunity. Farms tend to stay in business longer than other small businesses and farms tend to be transferred to the next generation more frequently than other small businesses.

Many of the medium and large scale farming operations, supporting several families today, started small and grew over time as skills developed, markets were refined and demand for their product increased.

In order to be a successful farmer, you need to think through your plans very carefully. It is important to write things down so you can more easily re-evaluate your plans and measure your progress. There are a number of planning steps that you should follow before getting started in farming. This guide will take you through those steps and point you to sources of additional information for topics too complex to be covered here.

The Newfoundland and Labrador Young Farmers' Forum (NLYFF) has put together this Guide for New Farmers in Newfoundland and Labrador to help you access the services and information you need to make your farm enterprise successful.

While there are many rewards to farming, it is not for everyone and there are risks to consider. Read on to determine if this career journey is right for you.



Do you have these

Important traits

of a future farmer?

Many successful farmers share a set of characteristics that help them to accomplish what is needed to run a successful farm enterprise. The characteristics below are those you should have or strive for when you embark on your journey.

PASSION AND COMMITMENT

Farming can be very rewarding, but it's hard work and working long hours is the norm. Passion and commitment are essential. You never know what Mother Nature will throw at you in the course of a year. Operating a farm business requires perseverance and self-motivation. Having passion and commitment for the job means you can succeed where others may fail.

SALES AND MARKETING SKILLS

Many prospective and new farmers are excellent at producing quality products. However, the producer of prize winning pumpkins will only succeed in farm business if he/she sells their product. To be profitable a farm must sell its product.

INGENUITY, CREATIVITY AND ADAPTABILITY

In today's world, consumer demand, the environment, regulatory requirements, the marketplace and available technology change rapidly. Therefore, today's farmer must anticipate, initiate and respond to change which requires a level of creative thinking, ingenuity and flexibility.

LIFE-LONG LEARNER

With all the changes happening in the industry, it is important to continue learning about farm business management, the latest technology and production techniques, and new pests and diseases. There are many sources of information, from industry publications, extension specialists, short courses, as well as degree and diploma programs. There is a vast amount of information available on the Internet. Remember to check Internet sources to ensure they are reputable and reliable.

SKILLS AND ABILITIES

Variety is one of the best things about operating a farm - no two days are exactly the same. In the course of a day, you may be making business planning decisions, updating farm records, fixing a tractor, building a shed or fence, driving a tractor, hand weeding, selling product at the market, or working with employees and government representatives.

Today's farmers require a large personal tool box filled with a diverse set of skills and abilities:

"Soft skills" such as:

- Creativity and ingenuity
- Independences
- Good communication
- Problem solving
- Time management

"Practical skills" such as:

- Business management
- Mechanical, electrical, plumbing and carpentry
- Plant and animal production
- Equipment operation

If you or your business team have these traits and skills or have a plan to attain them, then farming may be a viable career choice. So how do we go about starting a farm from the ground up?

1. STEP ONE:

Define your goals

Why do you want to farm?

You need to be clear on “why” before you commit to “what” you want to produce and “how” you want to farm.

People want to be farmers for many different reasons—and for many combinations of reasons. Most people have more than one reason for wanting to farm. Understanding your reasons will help you define clear goals.

1.1 What are your reasons?

- I want to keep my cultural ties to the land.
- I want to preserve the farming way of life.
- I want to increase household food security and self-reliance.
- I think it's a solid way of earning a living.
- I want to supplement income from another job.
- I want _____

Your goals will help define the kind of farming enterprise you will develop.

1.2 Think about your financial goals:

- Do you want to approach farming as a hobby?
- Do you want to earn your main income from your farm?
- Do you want to supplement other sources of income?

1.3 Think about your family goals:

- Are you a beginning farmer with small children?
- Are you looking for an affordable way to retire?
- Are you looking to increase family time?

1.4 Need help defining your goals?

- Talk with someone with agricultural or business expertise about what you want from farming.
- Read some of the resources suggested in this guide before taking the next step.
- Ask an Agricultural Development Officer (also known as ‘Ag Reps’) or other staff in the Department of Fisheries and Land Resources nearest regional office for help.
- Appendix 1 lists contact information for Agriculture offices and other resources across the province and across Canada. Farming requires a lot of infrastructure, equipment, and other resources. You need to think about your plans, make a list of your current resources and what you may need to get started.

2. STEP TWO:

Assess your resources

Farming is a long-term investment, with many upfront costs in the first few years. It is important to have an accurate understanding of what resources you have and what you need.

2.1 What are your current resources?

Here are some examples:

- Land
- Capital
- Infrastructure
- Equipment
- Labour
- Information
- Employment off-farm
- Technology

Make a list of what you already have.

Make another list of what you think you still need to get started.



Land

If you do not already have land, and are looking to acquire crown land, the process can be extensive and can take years to get access before you can start to develop it.



2.2 Land:

- How much land do you want to farm?
- Do you currently have land or will you have to buy or lease land?
- Check local classified websites and local Realtors for other sources of land in your area.
- Are there any zoning or municipal bylaw restrictions that would restrict the type of farm you can develop?
- Ask your local Municipal Development Officer: find contact information in your local phone book.
- Are there any environmental considerations that would restrict the type of farm enterprise you can develop, such as proximity to neighbours or bodies of water?
- What kinds of crops and livestock are suited to the land you have? This will depend on soil type and productivity, level of organic matter, drainage, slope, climate, and location's access to markets.
- Seek out a soil surveyor in your area to look at soil suitability. This service is free on leased land. Checking the level of organic matter can be just as important.
- Contact Crown Lands to check if suitable land you have identified is available to lease.

2.2.1 Environmental Farm Planning (EFP)

An Environmental Farm Plan is a voluntary whole farm self-assessment tool that helps producers identify environmental risks and develop plans to mitigate identified risks. It is a national program delivered provincially which helps farmers highlight environmental strengths and set realistic timelines to mitigate weaknesses and concerns. The EFP gives the farming enterprise an opportunity to rate concerns in areas of use, pesticide and fertilizer handling, energy efficiency, manure storage and distribution along with multiple aspects of crop cultivation and production. This is accomplished through completion of an Environmental Farm Scan, Workbook and Action Plan with the goal of minimizing negative impact on our environment while promoting practices of sustainable farming.

http://www.faa.gov.nl.ca/agrifoods/land/land_use/envplanning.html

2.3 Capital:

- How much can you or are you willing to invest in your farm enterprise?
- What return on investment do you expect?
- How quickly do you expect to see it?
- What level of debt are you able to take on? Depending on the type of equipment you need, this can be quite expensive and can cost upwards of \$200,000.

2.4 Infrastructure:

- What type of infrastructure will your farm require? Barns? Vegetable Storage? Wells?
- What sort of infrastructure already exists on your farm—wells, irrigation ponds, barns, sheds, fencing?
- Is the existing infrastructure in a safe and useable state? If not, can it be repaired?

2.5 Equipment:

- What sort of equipment do you already have—tractors, other farm machinery, chain saw, machine and carpentry tools, computer?
- Is the existing equipment in a safe and useable state? If not, can it be repaired?

2.6 Labour

- Do you plan to do the work yourself or hire help?
- If you will hire help, do you know how to find the kind of help you need?
- What can you afford to pay? Where will you advertise for help?

2.7 Information

- What do you know about farming?
- What do you know about marketing farm products?
- What do you know about farm legislation in Newfoundland and Labrador?
- Do you know where to get additional information about the various aspects of farming in Newfoundland and Labrador?

2.8 Need help assessing your resources?

- Sign up for NLYFF's "Exploring the Small Farm Dream" workshop:
 - learn what it takes to start and manage your own commercial agricultural business
 - offered as a one-day session
 - offered generally in the winter to early spring annually
- Ask your local Agriculture Development Officer or other regional office staff for help. Find contact information in Appendix 1.
- Sign up to the Young Farmers Forum (NLYFF) mailing list and NL Federation of Agriculture and NLYFF social media pages to get notified about industry events and workshops. See more information in Step 7.



It is very helpful to be handy (a.k.a. mechanically inclined). Repair and maintenance costs can add up fast and labour can be a large portion of the cost.

3. STEP THREE:

What will you farm?

Decide what you will farm, how much you will farm and how you will do it.

Newfoundland and Labrador has a wide variety of farms. These include supply-managed livestock, non-supply-managed livestock, crop farms, and farms producing specialty products.

Supply management means that the relevant commodity marketing board matches supply to demand. They allocate production quotas to producers. They set the prices for the commodity. This ensures that farmers have a stable and adequate income and that consumers have a high-quality and stable supply of these commodities. However, the supply-managed commodities are heavily regulated. Typically they are the most difficult commodities for new farmers to get involved with.

3.1 What do you want to farm?

Think about what you want to farm.

Below is a list of the major commodities produced in Newfoundland and Labrador. Many farms fall into more than one category.

- Supply-Managed Livestock
 - dairy cows
 - poultry: meat chickens (broilers), egg-laying chickens (layers)
- Non-Supply-Managed Livestock
 - beef
 - turkeys
 - swine
 - sheep
 - fur animals: mink, foxes
 - goats
- Crop Farms
 - small fruit: strawberries, blueberries, cranberries, raspberries, etc
 - tree / vine fruit: apples, plums, grapes
 - vegetables
 - forages
 - ornamental crops: cut flowers, landscape annuals and perennials, sod
- Specialty Areas
 - beekeeping (a.k.a. apiculture)
 - Christmas trees

3.2 How much are you able to produce & where will you sell your product?

Think about what scale of farm you want.

Farms can operate at many different scales. (eg. Small scale, large scale, industrial, greenhouse, etc.)

There are many avenues of selling product to consumers, based on how much you produce and what the local demand is.

- Do you want to vegetable farm 100 acres and sell all your produce to a wholesaler?
- Do you want to farm only 2 acres and sell all your produce at a farmers' market?
- Do you want to farm 50 acres and sell through a U-Pick or some combination of the sales avenues above?

3.3 How do you want to operate your farm?

Think about how you want to farm.

A variety of production and marketing methods are possible for each commodity:

- You can raise beef cattle exclusively on forage.
- You can raise beef cattle on grain and silage in a feedlot.
- You can have a blueberry farm that sells all the berries to a jam or wine processor.
- You can have a berry farm that sells primarily through a U-Pick.
- You can raise lamb to sell to a restaurant.
- You can grow forage that is sold to a livestock farmer.

3.4 Are you thinking of going organic?

Organic farming prohibits the use of synthetic chemicals. Any farm category can be certified organic—except fur, although national standards are in the works.

Organic certification requires Canadian registration, rigorous record keeping, and annual renewal.

Any agricultural product that is labelled organic (including food for human consumption, livestock feed and seeds) is regulated by the Canadian Food Inspection Agency (CFIA). Producers of these products must be prepared to demonstrate that organic claims are truthful, and that all commodity-specific requirements have been met.

For **further information** on
organic certification, contact:

**Atlantic Canadian Organic Regional Network
(ACORN)**

1-866-32-ACORN (1-866-322-2676)
admin@acornorganic.org
www.acornorganic.org

Organic Agriculture Centre of Canada (OACC)

Dalhousie Agricultural Campus, Bible Hill
(902) 893-7256
oacc@dal.ca
<https://www.dal.ca/faculty/agriculture/oacc/en-home.html>

There are other labeling and marketing options for those who are supportive of the principles of organics but do not wish to get certification. This includes “pesticide-free” and “naturally-produced”. To discuss these options, or for any locally-based inquiries for organics, speak to a Crop Development Officer:

Crop Development Officer (Western NL)
Tel: (709) 637-2078
Email: JamesDawson@gov.nl.ca

Crop Development Officer (Eastern NL)
Tel: (709) 729-6867
Email: JaneWhite@gov.nl.ca

3.5 Summary

What you decide to grow, at what scale, and the production methods you choose to use will depend on your goals, the amount of capital you have to invest, and how you plan to market your farm products. Talk to your Agriculture Development Officer who can direct you to information specific to your farm type and/or commodity.



4. STEP FOUR: THINK ABOUT

adding value

One way that farmers can increase their profits is by adding value to their farm produce through processing. You can turn milk into cheese, pork into sausages, wool into sweaters, or small fruits into jams. There are many small-scale processors of farm products throughout the province. Note that this type of processing, especially of food products, may be subject to food safety regulations and food processing licenses.

While tried and true products like jams and sausages usually find a strong market, there is plenty of room for innovation in the market as well. What are your ideas for adding value to the commodity you plan to produce?

4.1 Need help commercializing a great idea?

If you have an idea for a new product and need some technical help to commercialize it, contact the Perennia Innovation Centre, located at the Perennia Innovation Park in Nova Scotia:

<http://www.perennia.ca/product-development/innovation-centre/>

4.2 Need help exploring how you could add value?

The Department of Tourism, Culture, Industry and Innovation, in collaboration with the Department of Fisheries and Land Resources, producers, industry associations, relevant government departments and academia, helps to grow and diversify the province's agrifoods sector. Particular attention is given to secondary processing opportunities.

The department has a specialist who can help you with your secondary processing plans, whether it's related to packaging, preserving, nutrition facts, wholesalers, tradeshow, or other related topics.

Sector Development Specialist
Sector Development Division
Tel: (709) 729-1943
Email: dguillemette@gov.nl.ca

The Department of Fisheries and Land Resources also has Food Safety Specialists for the Eastern and

Western Regions of the province.
Food Safety Technician (Western NL)
Tel: (709) 637-2072
Email: LeonaRaymond@gov.nl.ca

Food Safety Technician (Eastern NL)
Tel: (709) 729-1012
Email: MelissaFord@gov.nl.ca

4.3 Marketing

Agricultural marketing encompasses the services in moving an agricultural product from the farm to the consumer. It involves the farmer planning, organizing, directing and handling agricultural produce to satisfy the end consumer. The Marketing and Development Division of the Department of Fisheries and Land Resources can support marketing efforts of individual producers through a number of activities, including:

- Market Research and Intelligence
 - Weekly Market Pricing
 - Current and timely information on target markets.
 - Consumer buying behaviour
- Market Development
 - Advice on new and emerging markets and crop diversification to satisfy consumer demands
 - Knowledge transfer and training on branding, packaging, social media, selling, direct marketing, retail marketing, and customer service
- Facilitate interaction between NL producers and buyers (i.e., restaurants, grocery retail, direct marketing)
- Promotional collateral material
 - Farm Guide, Recipes, Festivals and Events, etc.

For further information, please contact Crystal Anderson-Baggs, Market Development Officer, at (709) 637-2086 or by e-mail at crystalandersonbaggs@gov.nl.ca

5. STEP FIVE:

Make a business plan



If your farming goal extends beyond having a self-sufficient, homesteading lifestyle or a hobby farm, you need a business plan. A business plan will help you plan for all the aspects of your farm enterprise. A business plan will help you plan for problems that may arise—and they will. A business plan can help you create a successful farm business. It can help you to verify or modify your original ideas to develop a successful farm business.

5.1 Need help with your business plan?

A business plan will help you understand where you want to go in the short and long term. A business plan will also be required if you are going to seek financing for your new farm enterprise from a bank or other lending institution. A business plan is made up of a: business strategy, marketing plan, production plan, human resources plan, financial plan, and considers social responsibility.

To discuss your options, make an appointment with a Farm Management Specialist:

Farm Management Specialist (West)
(709) 637-2474
aftonmadore@gov.nl.ca

Farm Management Specialist (Central)
(709) 256-1042

Farm Management Specialist (East)
(709) 729-6749
paulcollins@gov.nl.ca

Funding assistance to engage a consultant to assist with your business plan may also be available through various funding programs.

Contact the Department of Fisheries and Land Resources:
(709) 637-2077

5.2 Need help with funding the planning process?

If you are thinking of hiring a consultant to help you develop a business plan, you may be eligible for business development funding to help pay for private business advisory services and business training offered in Atlantic Canada.

Contact your local Agricultural Development Officer —see Appendix 1 for contact details.





6. STEP SIX:

Take advantage of the services Newfoundland and Labrador offers farmers.

The Government of Newfoundland and Labrador wishes to promote a strong agriculture industry and, as a result, provides a number of services to farmers in the province.

The first point of contact for the agricultural industry are regional Agriculture Development Officers. They are located at regional offices across the province and can link you to relevant people and programs to help you develop your business.

You can also find relevant programs and services using AgPal, a comprehensive user-friendly database of federal and provincial programs and services for the agricultural industry: <http://www.agpal.ca>

To access many of these services, you may need a Commercial Farming Licence number.

6.1 Commercial Farming Licence

The Farm Industry Review Board (FIRB) is responsible for the duties outlined in the *Natural Products Marketing Act* and the *Farm Practices Protection Act*.

The FIRB “is responsible for registering all producers every 3 years and maintaining contact information. New farmers are added as they enter the industry and are issued an identification number. This number is required by the Department of Finance for the administration of the rebate programs”. This number is known as the “Commercial Farming Licence number”.

6.2 Canadian Agricultural Partnership

The Canadian Agricultural Partnership is a \$3 billion, five year, Federal-Provincial-Territorial (FPT) Framework Agreement. In Newfoundland and Labrador, the Canadian Agricultural Partnership will provide \$37 million in funding for the agriculture, agri-foods, and agri-products sector to support employment creation, new entrants, secondary processing, economic growth, and food self-sufficiency. The Partnership will enable the agriculture industry to grow, innovate and prosper. This five-year program expires on March 31, 2023.

<https://www.faa.gov.nl.ca/programs/cap/index.html>

6.3 Provincial Agrifoods Assistance Program

The Provincial Agrifoods Assistance Program (AAP) provides financial assistance to eligible applicants involved in primary or secondary processing activities which will improve the economic viability of the agriculture and agrifoods industry; promote commercialization and growth in the sector; and enhance the competitive capability of the agriculture and agrifoods industry. The program may also provide selective assistance to agricultural associations, regional pastures, agribusinesses, and non-agricultural groups for initiatives that support the priorities of the program. This program is subject to annual renewal based on Provincial budgeting.

<http://www.faa.gov.nl.ca/programs>

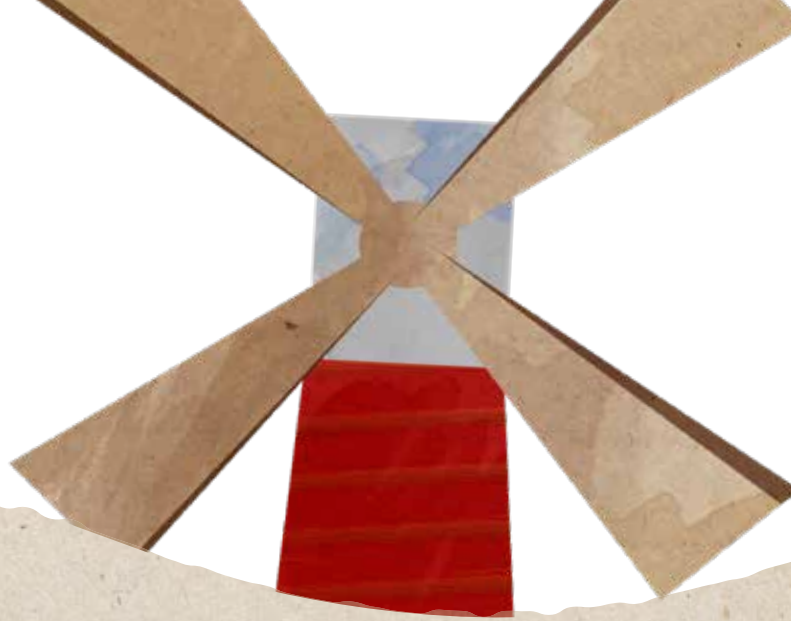
6.4 Gasoline Tax Rebate and Diesel Fuel Tax Exemption Permit

A registered producer with a commercial farm license number who has at least \$5,000 in gross farm sales (or a farm business plan) is eligible for the gas tax rebate.

Gasoline used for farming purposes in defined equipment designed or modified for farming (excluding automobiles, snow mobiles or ATVs) is eligible for a gas tax rebate and diesel fuel tax exemption permit.

The diesel permit (allowing purchase of marked diesel) costs \$120 annually as of April 1, 2017.

Farmers must provide their Commercial Farming License number in order to be eligible for these benefits.



6.5 Farm Vehicle Registration

A registered producer with a commercial farm license number who has at least \$5,000 in gross farm sales (or a farm business plan) is eligible for farm vehicle registration. This program is for vehicles which are designed for use for agricultural purposes and which are used exclusively in the conduct of agricultural operations. It does not include a vehicle designed primarily for the transportation of persons or property on a highway.

The fee to license a farm tractor or other self-propelled farm equipment used solely for agricultural purposes and towed or driven incidentally on a highway is a one-time fee of \$10.

Farmers must provide their Commercial Farming License number in order to register a farm vehicle.

6.6 Tax Exemption for Farm Equipment

The Motor Registration Division of NL states that "A person who is a bonafide farmer and purchases farm equipment is exempted from tax for the farm equipment".

Farmers must provide their Commercial Farming License number to be eligible for this tax exemption.

6.7 Real Property Tax Exemption

The Real Property Tax Exemption Program for Agricultural Land is designed to identify productive farm land and farm buildings used in connection with farm production that may be eligible for exemption from real property tax in accordance with the Municipalities Act. It may apply to individuals who are productively using agricultural land, whether it is owned, leased or rented.

The Commercial Farming License number is not required as part of the application.

http://www.faa.gov.nl.ca/agrifoods/land/land_use/propertytax.html





6.8 SOIL, PLANT & Feed Laboratory

The viability of farming is dependent on the management decisions made by farmers, and one of the most important factors is how farmers grow and feed their crops and livestock. The Department of Fisheries and Land Resources has established a laboratory to provide testing services for soil, plants, and feeds for farmers.

The laboratory has established modern soil and feed analytical methods and has participated in the North American Proficiency Testing Program and the National Forage Testing Association for quality control and quality assurance. Lab recommendations are coordinated with the provincial laboratories in the Atlantic Provinces, Quebec and Ontario.

6.8.1 Types of Analysis

Soil

Soil pH, phosphate, potash, calcium and magnesium levels are measured in soil samples, assessed, and translated into a limestone and fertilizer recommendation for the crop specified.

Soil Amendments

For both manures and composts, the following analysis is performed: percent nitrogen, phosphorus, potassium, calcium and magnesium, pH and dry matter/moisture content. In addition, percent carbon and soluble salts are analyzed for compost samples.

Plant Tissue

Percent nitrogen, phosphate, potash, calcium, magnesium and parts per million (ppm), iron, copper, manganese, zinc and boron are measured in tissue samples. Tissue Analysis is usually performed in conjunction with Soil Analysis to detect any potential deficiency which may be present in the plant.

Feed

The following analysis are performed on most feed samples: dry matter, pH (silages), crude protein, acid detergent fibre (ADF), total digestible nutrients (TDN), digestible and net energies, calcium, magnesium, potassium, and phosphorous. Other analysis, such as sodium, neutral detergent fibre (NDF) and crude fat content can also be carried out depending on the feed type.

The appropriate parameters are summarized and reported to the farmer, Agricultural Development Officer and the Regional Livestock Specialist, to assist the client in formulating their feeding program.



Commercial Farmers

| | |
|----------------------------------|---------------------|
| Routine Soil Analysis | \$9.00 + HST/sample |
| Routine Feed Analysis | \$7.00 + HST/sample |
| Greenhouse Growth Media Analysis | \$7.00 + HST/sample |
| Manure/Compost Analysis | \$7.00 + HST/sample |

Home Gardeners

| | |
|------------------------|----------------------|
| Routine Soil Analysis | \$20.00 + HST/sample |
| pH & Lime Requirements | \$7.00 + HST/sample |

<http://www.faa.gov.nl.ca/agrifoods/land/soils/laboratory.html>





6.9 Farm Animal Veterinary Services

The Department of Fisheries and Land Resources' Animal Health Division provides routine and 24-hour emergency services to the province's livestock and poultry owners.

These services are provided through four regional offices in St. John's, Carbonear, Clarenville, and Pynn's Brook.

http://www.faa.gov.nl.ca/agrifoods/animals/health/vet_services.html

6.10 Register your business with CRA

Along with a farm registration number, you may also need to have a business number with the Canada Revenue Agency.

Virtually all farms in Newfoundland and Labrador are also registered businesses. A business number is a numbering system that simplifies and streamlines your business dealings with the federal government. You must have a business number if you intend to export any products or hire employees.

Before registering for a business number, you need to make some important decisions about the business you plan to operate:

- What is the name of your business?
- Where is your business located?
- What is the legal structure of your business—sole proprietorship, partnership, or corporation?
- What is the fiscal year-end for your business?
- What are the estimated sales for your business?

As you consider registering your business, carefully consider each of the following:

- Will you need to register for GST/HST?
Whether you register depends on the nature of your business and its sales volume.

You need to consider the advantage of registering, such as the ability to claim GST/HST back on business start-up expenses.

- Will you need an import/export tax account?
Opening this type of account will avoid delays at the point of entry, if you will import or export.
- Will you need a payroll deduction account? If you will have employees, you will need to open payroll deduction accounts before you need to file employee deductions.

For more information on business registration, contact the Canada Revenue Agency:

1-800-959-5525 (toll-free)

www.cra-arc.gc.ca/tx/bsnss/tpcs/bn-ne/menu-eng.html



7. STEP SEVEN:

Find the things you still need



7.1 Land

Many times, businesses have gaps between what resources they need and those they have available. What are your gaps?

What are the gaps in your resources?

- Land
- Capital
- Infrastructure
- Equipment
- Labour
- Information

7.1.1 Find land for lease

Accessing leased Crown Land is the most common way of obtaining agricultural land in Newfoundland and Labrador. Leases are issued through the Department of Fisheries and Land Resources. Agriculture leases and licences are available throughout the province. Agricultural leases are generally issued for a term of fifty (50) years and must be approved by the Agriculture and Lands Branch of the Department of Fisheries and Land Resources. It is important that before you apply for land that you walk over the property to make sure that it meets your needs with regards to size, suitability, location, and access. Looking at maps or aerial photos is not sufficient.

Licences for home gardening and shared pasture land are for a maximum term of five (5) years and may be renewed.

Agriculture leases and licences cannot be converted to grants (outright ownership). A high level of investment and history of farm operations must be demonstrated before a residence can be considered for grants.

7.1.2 Application Process

A completed Crown Land Application Form must be filed with the Regional Lands Office nearest to the land applied for. Applications are accepted on a first come, first served basis.

An application processing fee and a map or sketch clearly identifying the location of the land applied for and how it is to be accessed must accompany the application. The following conditions must also be met:

- Applicant must ensure there are no adverse claims against the land.
- Applicant's signature must be witnessed by an

official authorized to administer oaths.

- The application will be referred by the Crown Land Administration Office to any Department or Agency having jurisdiction over land use in the area applied for.
- Applicants must be of legal age (19 years or older).
- The applicant must qualify his or her land needs by providing a five (5) year farm plan to the Agriculture and Lands Branch of the Department of Fisheries and Land Resources.

Once issued, an agricultural lease comes with development conditions specific to the use for which it was applied. It is important that you develop your plan to be able to adhere to the development conditions to avoid losing the land due to non-compliance. The lease is issued to you for the purpose of farming, it is your responsibility to meet the conditions. A reserve can also be considered where expansion is planned, but not immediately needed.

7.1.3 Fees

Application Processing Fee: \$150.00 + HST

Document Preparation Fee: \$300.00

Annual Rental: \$4.00 per hectare

Survey cost: This can range from \$2,000 to \$15,000 or more depending on the size of the property, the location and the boundary. A survey is required for all leases prior to issuance.

For further information and to access application forms etc., please visit <https://www.flr.gov.nl.ca/lands/forms/index.html>

7.1.4 Consider renting or buying

You might also consider renting or buying farmland. Ask around in the area you hope to farm. Your local Agriculture Development Officer or Land Management Officer may know of farms for sale or land for rent in your area.

Search FarmLINK's MatchMaker database. Newfoundland and Labrador farmland owners and farm seekers can access an Ontario-based site called FarmLINK to find farms for sale, land for lease, mentorship opportunities, and more: www.farmlink.net



7.1.5 Check zoning before you buy

Contact your local Municipal Development Officer before buying land. Ask about zoning laws and bylaws that could restrict your use of the land for agricultural purposes.

This is especially important if you are buying land that has not been developed or has not been used for the type of farm you wish to establish.

Did you know that even land outside of municipalities can be subject to zoning conditions? Service NL is a good resource to look to when considering other zoning and permitting that may be required. Your local Industry Development Officer or Land Management Officer can also help with this.

7.2 Infrastructure

7.2.1 Assess your needs

Whether you're planning to produce crops or livestock, there will be needed infrastructure to successfully run your operation. Identify and inspect any infrastructure on site that could be available to the farm operation, from barns to irrigation lines to coolers. You should then determine which improvements will be necessary in order for the farm to thrive.

Be sure to consult with builders, irrigation specialists and other experts to get appraisals, quotes and advice on any infrastructure improvements you anticipate needing. Dependent on your operation, infrastructure can be a costly investment. Make a list of all existing infrastructure, their condition, and estimated cost for repairs and additions, for both the immediate future and for the longer-term.

7.2.2 Find an engineer who knows farms

Check your phone book for engineering firms in your area and inquire about their knowledge of farms. Some local firms may be qualified so check with them before looking outside the province.

7.2.3 Find information about farm structures

Visit the Canada Plan Service webpages, housed on the Province of Ontario's website, for great resources on planning, designing, and constructing modern farm buildings.

Canada Plan Service is a Canada-wide network of agricultural engineers and livestock specialists who gather ideas from across Canada, then develop

construction and management recommendations.

They make their information about up-to-date building technology and farmstead management practices available to all Canadian farmers.

Canada Plan Service: www.omafra.gov.on.ca/english/nm/buildev

7.3 Equipment

7.3.1 Find new equipment

A number of agricultural equipment retailers operate in Newfoundland and Labrador. Farm stores throughout the province sell animal feed and a variety of agricultural equipment, such as fencing equipment and animal feeders. Check your local Yellow Pages for listings under Farm Equipment, Farm Supplies, and Feed Dealers.

7.3.2 Find used equipment

Used equipment is occasionally auctioned off at Ritchie Brothers Auctioneers, located in Avondale (near St. John's), advertised in the classifieds of farm periodicals (Atlantic Farm Focus, Rural Delivery, AgriView), and sold through online classified sites, such as kijiji.ca, nlclassifieds.ca, ironsearch.com and agriculturesearch.com

7.4 Capital

Do you need extra capital to buy land, build infrastructure, or purchase equipment? If you have leased your own and family's resources, and are still short, there may be other funding sources available.

7.4.1 Find agricultural lenders for secured loans

- Farm Credit Canada: www.fcc-fac.ca/en.html
- Canadian Agricultural Loans Act program, which guarantees loans obtained through commercial banks: www.agr.gc.ca/eng/?id=1288035482429#14

7.4.2 Find sources for unsecured loans

- Community Business Development Corporations (CBDC)
- Canadian Youth Business Foundation, for those under 40

Whether you're planning to produce **crops** or **livestock**, there will be needed infrastructure to successfully run your operation.

7.4.3 Find creative ways to get started with less money

- Rent or lease land
- Make deals with other farmers to share labour or hire equipment
- Finance equipment through vendors
- Make use of the provincial Direct Equity Tax Credit

The Direct Equity Tax Credit program provides a provincial income tax credit equal to 20 per cent of the investment made directly in eligible businesses located in the North East Avalon area, and a 35 percent tax credit to investors who make a direct investment in eligible businesses in the remainder of the Province.

More information is available here:

http://www.fin.gov.nl.ca/fin/faq/tax_program.html

- See if you qualify for the federal Self Employment Benefits Program in your first year of business:

The Self Employment Benefits (SEB) Program allows participants to continue to receive their Employment Insurance Benefits while they are getting their business up and running.
<https://www.canada.ca/en/services/benefits/ei/ei-self-employed-workers.html>

- See if you qualify for the federal Advanced Payment Program:

The Advance Payments Program (APP) is a federal loan guarantee program which provides agricultural producers with easy access to low-interest cash advances of up to \$400,000 per program year. The Government of Canada pays the interest on the first \$100,000 advanced to a producer. Advances are repaid as the producer sells their agricultural product, with up to 18 months to fully repay the advance for most commodities (up to 24 months for cattle and bison).

The Agri-Commodity Management Association is the primary administrator of APP in Newfoundland and Labrador:
<http://www.agricommodity.ca>

- See if you qualify for Aboriginal Business Canada non-repayable business loans:

Aboriginal Business Canada (ABC) is an Aboriginal Affairs and Northern Development Canada program that maximizes Aboriginal people's participation in the economy through business development. ABC offers non-repayable business loans as well as assistance with business planning and mentoring. For more information or to find out if you qualify, visit the website or contact the Halifax office:

BUSINESS DEVELOPMENT OFFICER

Aboriginal Affairs and Northern Development Canada
Aboriginal Business Development Program

Phone: (902) 426-7825

Fax: (902) 426-0665

<http://www.aadnc-aandc.gc.ca>

7.5 Labour

Assess your resources and needs

- Do you plan to do the work yourself or hire help?
- If you will hire help, do you know how to find the kind of help you need?
- Where to advertise for help? What can you afford to pay?

Finding skilled and unskilled farm workers can be a big problem for farmers. You need a plan and a backup plan.

7.5.1 Find skilled agricultural students

College of the North Atlantic (CNA)'s Career Focus- Job Connect NL: Recently College of the North Atlantic entered into a partnership with Service Canada to become the Community Coordinator for Career Focus, a federally funded wage subsidy program.

Career Focus moves youth into the labour market by supporting employers with hiring applicants who may meet education requirements for advertised positions but may have limited experience to back it up. Essentially this offers a 50% wage subsidy for 3 to 9 months to any employer who will hire, full time, a graduate (under the age of 30) from any post-secondary institution. The employer must offer career related work experiences.



A job board is also available through CNA. More information can be found at www.cna.nl.ca/careerfocus. Inquiries can also be directed to:

Program Coordinator
Career Focus – Job Connect NL
College of the North Atlantic
(709) 758-7388
karen.mulrooney@cna.nl.ca

Another means to recruit skilled workers is through the **Career Services Office at the Dalhousie Agricultural Campus:**

Coordinator of Career Services
Dalhousie Agricultural Campus
(902) 893-7895
roseanne.chapman@dal.ca
careerac@dal.ca

Your job opportunity can be posted on a social media account that will be seen by hundreds of agricultural students. Contact to learn more.

7.5.2 Find other university and college students

You can also register as an employer on the Dalhousie, Memorial, and College of the North Atlantic (CNA) web portals, which might be used by students from all faculties:

Dalhousie University – myCareer web portal – Employer Registration:
<https://mycareer.dal.ca/home.htm>

Memorial University - Career Development and Experiential Learning
https://www.mun.ca/cdel/Recruiters_Employers/Posting_A_Job_With_CDEL/

College of the North Atlantic - Career Employment Services
<https://www.cna.nl.ca/alumni/career-services.aspx>

7.5.3 Find Canadian workers

Sign up as an employer on the federal government's job bank:
<https://employer.jobbank.gc.ca/employer/>

7.5.4 Learn about hiring temporary foreign workers

Newfoundland and Labrador's Office of Immigration and Multiculturalism can help you figure out if this program can help meet your needs:
<http://www.nlimmigration.ca/en/employer/employing-temporary-foreign-workers.aspx>

7.6 Information

Continuing education through your life and career as a farmer are essential to a farmer's success. Below you will find examples of how you can learn more and get informed on what is happening in the farming industry.

7.6.1 Follow local farm and commodity groups on Social Media

NL Young Farmers

NLYFF regularly posts news and events on its social media pages. You can "like" or "follow" our pages to stay up-to-date. On Facebook, follow @NLYoungFarmers; on Twitter and Instagram follow @NLYFF.

NL Federation of Agriculture

The NL Federation of Agriculture (NLFA) posts about industry news and events on Twitter and Facebook. Look for @NLFarms.

NL Horticulture Producers Council

The NL Horticulture Producers Council is on Twitter. Follow @HortNL to learn about the happenings in the horticulture industry.

7.6.2 Learn about local research

The Department of Fisheries and Land Resources, Agriculture and Lands Branch, together with Memorial University of Newfoundland, holds a biennial Agriculture Research Symposium in even-numbered years. The symposium facilitates science-based discussions about ways in which multidisciplinary agricultural sciences can contribute to a more food secure Newfoundland and Labrador.

This event is for researchers, extension specialists, farmers, students and general public who are interested in learning more about local agricultural research that is driving the industry forward.

www.ourfoodourfuture.ca

7.6.3 Learn about research at Dal Agriculture

The Dalhousie Faculty of Agriculture, formerly the Nova Scotia Agricultural College, has been educating farmers, researchers, extension workers, and other agricultural support personnel for over one hundred years. Dalhousie's researchers conduct cutting-edge research on developing new food products, testing new crops for Atlantic Canada, and minimizing the environmental impact of farming. Contact the Dalhousie Agricultural Campus, Industry Liaison Officer, to ask about current research and agriculture industry trends.

(902) 863-6600

www.dal.ca/faculty/agriculture/research/industry.html



7.6.4 Find farm-related publications

AgriView is the newsletter of the Newfoundland and Labrador Federation of Agriculture which is published three times a year. It features updates on industry events, farmer profiles, and much more.

(709) 747-4874

<http://www.nlfa.ca/newsletter>

Atlantic Farm Focus is a monthly farm newspaper that reports on issues of relevance to farmers in the four Atlantic provinces.

(902) 749-2525

www.atlanticfarmfocus.ca

Rural Delivery is a farm and country journal for those who love farming, gardening, nature, preserving food, cooking great meals, and country life. It is published 10 times a year. The same publisher also produces Atlantic Beef and Sheep, Atlantic Forestry Review, and Atlantic Horse and Pony.

(902) 354-5411

The Rural Life website collects links to news articles and websites that may be of interest to Atlantic Canadian farmers.

www.rurallife.ca

Small Farm Canada is a magazine that promotes small-scale farming as a legitimate and viable endeavour. It is published 6 times a year.

1-866-260-7985

www.smallfarmcanada.ca

7.6.5 Borrow from your local library

Your local library may have items on farming, such as Joel Salatin's *You Can Farm*. You may also borrow from other libraries through inter-library loan. Ask your librarian for help finding what you need.

7.6.7 Find Education and Training Opportunities

Dalhousie's Faculty of Agriculture, Truro: degrees and diploma

- Diploma in Enterprise Management
- Bachelor of Technology in Small Business Management (2 years, post diploma)
- Bachelor of Science in Agriculture (4 years)

(902) 893-6600

www.dal.ca/faculty/agriculture.html

Learn2Farm courses and modules

Dalhousie University's Faculty of Agriculture Extended Learning Unit offers a variety of courses through its Learn2Farm program.

This program is designed to meet the needs of new farmers in the sectors experiencing the greatest growth or the largest skills gaps. The program helps position the region's farm industry for environmentally and economically sustainable growth into the future.

Each course or module is offered separately, with no pre-requisites or multi-course commitments. Some courses are offered online, some are classroom based, and some are on-farm to allow maximum flexibility and accessibility while still delivering course content in the most effective way possible.

Learn2Farm

(902) 893-6666

<https://www.dal.ca/faculty/agriculture/extended-learning/programs-courses.html>

7.6.8 Online Training

Agriwebinars

The Agriwebinar program is offered by Farm Management Canada to bring you the expertise of today's agricultural leaders through the web to inform and inspire you. Agriwebinar is an easy-to-use webinar platform used by individuals and organizations in the agricultural sector to present and participate in agriculturally-themed webinars.

The webinars are typically free for participants and anyone can participate as long as they have a computer and an Internet connection. Even computers connected by a dial-up service can participate.

<http://www.agriwebinar.com>

7.6.9 More courses

The Canadian Agricultural Human Resource Council

has a comprehensive directory of agricultural training opportunities across Canada:

<https://cahrc-ccrha.ca/>

1-866-430-7457

CNA Agriculture Technician Co-op

The College of the North Atlantic (CNA) is offering a program in which students will be engaged in sustainable agriculture and exposed to the study of plants and animals including the biological effects of soil, climate and chemical management activities related to tillage, fertilization and irrigation on plant and animal performance and enhancement. Program participants will perform physical agriculture tasks combining energy, labor, skills and machinery using the latest technology and best practices in a real-world setting on a day-to-day basis.

<https://www.cna.nl.ca/program/agriculture-technician-co-op>

8. STEP EIGHT: GETTING READY TO FARM

Licenses, regulations, and memberships



8.1 Licenses – Provincial requirements

The Government of Newfoundland and Labrador issues the following agriculture-related licenses, permits and certificates:

- Pesticide Licensing
https://www.mae.gov.nl.ca/env_protection/pesticides/business/licence.html
- Licence to Operate a Meat Plant
https://www.servicnl.gov.nl.ca/licenses/env_health/abbatoir/index.html
- Food Establishment Licence, Fixed and Mobile Food Premises
http://www.servicnl.gov.nl.ca/licenses/env_health/food/
- Food Establishment Permit, Temporary Premises
http://www.servicnl.gov.nl.ca/licenses/env_health/food/
- Application for a Certificate of Approval for Livestock/Poultry Farm
<http://www.servicnl.gov.nl.ca/forms/pdf/Livestock%20Poultry%20Farm%20COA%20Application%20Rev%201.pdf>

8.2 Provincial Agrifoods Forms and Applications

The following is a list of the various funding programs available through the provincial government, as well as the various forms:

8.2.1 Programs and Funding Applications or Program Guidelines

- Canadian Agricultural Partnership (details in Section 6.2)
- Provincial Agrifoods Assistance Program (details in Section 6.3)
- Cranberry Industry Development Program

8.2.2 Insurance Program Applications

- Crop Insurance
The Newfoundland and Labrador Crop Insurance Agency offers crop-specific insurance coverage. Coverage offered to producers is available under two scenarios: the first is based on the producer's pre-harvest cost of production; and the second is based on 70% of the five year average market price for the crop.
 - Production Insurance Application Form
 - Notice of Crop Damage and Request for Inspection
- Livestock Insurance
Livestock insurance is a provincial program

designed to provide insurance to compensate Newfoundland and Labrador producers for the death or injury of sheep, goats, dairy cattle or beef cattle caused by dogs or other predators. Producers, who register their animals for insurance prior to April 1 of each year and who pay the insurance premiums, are covered until March 31 in the event any of their animals are killed or severely injured (need to be put down) by a predator.

- Affidavit for Livestock Insurance
- Application Form for Livestock Insurance
- Claim and Inspection Report for Sheep
- Notice of Livestock Loss and Request for Inspection
- Registration for Livestock Insurance

8.2.3 Land Applications and Forms

The forms below cover a variety of areas related to land.

- Environmental Certificate of Approval for Livestock / Poultry Farms
- Environmental Scan
- Real Property Tax Exemption Program
- Land Consolidation Program

8.2.4 Animal-related Applications and Forms

The forms below cover a variety of areas related to animals.

- Tick Submission Form
- In-Depth Inspection Form
- Meat Inspection Report
- Personal Use Slaughtering Permit
- Meat Plant Application

8.2.5 Laboratory Submissions

- Sample Submission Form
- Sample Submission Form Instructions
- Sample Submission Packaging and Transportation

The above provincial forms and guides (Section 8.2) are available at:

<http://www.faa.gov.nl.ca/forms/index.html>



8.3 Memberships

8.3.1 Newfoundland and Labrador Federation of Agriculture (NLFA)

Supply-managed producers (chicken, dairy, and egg farmers) are automatic members of NLFA. Farmers from other commodities can become a member of the NLFA by applying either at events or online. The NLFA is the recognized voice of agriculture in Newfoundland and Labrador and plays a strong role in public policy. It reviews new legislation and regulations to ensure there are no negative implications for agriculture.

Joining the Newfoundland and Labrador Federation of Agriculture is a quick and easy process. Dues for the NLFA are based on your farm gate revenue. Fill out and submit the membership form to the NLFA with a cheque made payable to "Newfoundland and Labrador Federation of Agriculture" for the corresponding dues. Upon receiving your membership application, the NLFA will send you a confirmation package fully detailing your benefits and this will include a benefits card.

NLFA industry members receive:

- All mail-out information from the NLFA
- Subscription to the AgriView newsletter
- AgriVantage discount card
- Privilege to vote and hold office within the NLFA.
- Reduced AGM rates
- Preferred rates at all NLFA functions
- Access to all services provided by the NLFA.
- Free classifieds in AgriView newsletter

More information is available at:
<http://www.nlfa.ca/membership>

8.3.2 NL Young Farmers Forum

Individuals who fit the below definition of a young farmer may apply for membership in the Newfoundland and Labrador Young Farmers' Forum (NLYFF).

Definition of a Young Farmer: A young farmer is a person between the ages of 18 and 40 who derives his or her primary income from an agri-business for which he or she is a significant contributor. This also includes a new entrant, aged 18-40, seeking to establish a farm.

More information available at
www.nlyoungfarmers.ca

8.3.3 Memberships – other farmer groups, by commodity

You may also want to become a member of other farmer groups in the province and region. These farmer groups can help you make useful contacts, share with and learn from other producers, and jointly market farm products. You can find contact information for current farm groups on the NLFA website, including:

- Cranberry Association NL Inc.
- Chicken Farmers of NL
- Dairy Farmers of NL
- Egg Producers of NL
- Newfoundland and Labrador Horticulture Producers Council
- Landscape Newfoundland and Labrador
- Newfoundland and Labrador Beekeeping Association
- Newfoundland and Labrador Fur Breeders Association
- Sheep Producers Association of Newfoundland and Labrador

“

Individuals who fit the definition of a young farmer may apply for membership in the **Newfoundland and Labrador Young Farmers' Forum (NLYFF)**.

Definition of a Young Farmer: A young farmer is a person between the ages of 18 and 40 who derives his or her primary income from an agri-business for which he or she is a significant contributor. This also includes a new entrant, aged 18-40, seeking to establish a farm.

”

APPENDIX 1:

Contact Information

ORGANIC FARMING CONTACTS:

For further information on organic certification, contact:

Atlantic Canadian Organic Regional Network (ACORN)

1-866-32-ACORN (1-866-322-2676)

admin@acornorganic.org

www.acornorganic.org

Organic Agriculture Centre of Canada (OACC)

Dalhousie Agricultural Campus, Bible Hill

(902) 893-7256

oacc@dal.ca

<https://www.dal.ca/faculty/agriculture/oacc/en-home.html>

LOCAL ORGANIC INQUIRIES:

Crop Development Officer (Western NL)

Tel: (709) 637-2078

Email: JamesDawson@gov.nl.ca

Crop Development Officer (Eastern NL)

Tel: (709) 729-6867

Email: JaneWhite@gov.nl.ca

For another good source of information on organic farming:

Organic Specialist

(902) 678-7722

asingh@perennia.ca

www.perennia.ca

BUSINESS PLAN ASSISTANCE:

Farm Management Specialist (West)

Email: aftonmadore@gov.nl.ca

(709) 637-2474

Farm Management Specialist (Central)

(709) 256-1042

Farm Management Specialist (East)

(709) 729-6749

paulcollins@gov.nl.ca

FIND SKILLED AGRICULTURAL STUDENTS:

Program Coordinator

Career Focus – Job Connect NL

College of the North Atlantic

(709) 758-7388

karen.mulrooney@cna.nl.ca

Coordinator of Career Services

Dalhousie Agricultural Campus

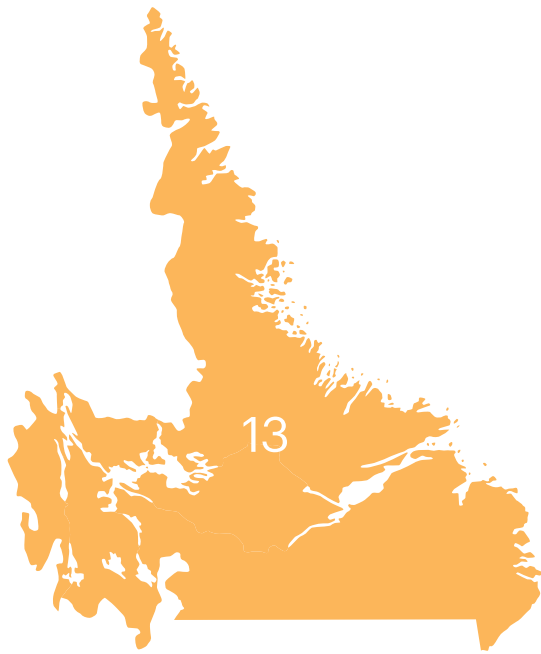
(902) 893-7895

roseanne.chapman@dal.ca

careerac@dal.ca

AGRICULTURAL DEVELOPMENT OFFICER

Regions of NEWFOUNDLAND and LABRADOR



Agriculture Development Officers (also called “Ag Reps”) serve a local area. To find yours, please consult the map.

- 1- Teri Smith (729-7004)
- 2- OJ Lien (729-2640)
- 3- Dwight Snow (945-3009)
- 4 & 5- Laura Phelan (466-4096)
- 6 & 7- Erica Cole (489-3012)
- 8, 11,& 12- Danny Brock (686-2702 ext. 226)
- 9 & 10- Brydon Cooper (686-2702 ext.225)
- 13- Shelley Cleary (896-3405 ext.222)

