



## APPLICATION FORM

FONDS COOPÉRATIF D'AIDE

À LA RELÈVE AGRICOLE

"Desjardins Farm Transfer<sup>1</sup> Grant" Component

**APPLICATION PERIOD:  
FEBRUARY 1st TO MARCH 30, 2012**

### 1 Eligibility Criteria

- The candidate must be a member of the *Fédération de la relève agricole du Québec* (FRAQ) and a member of a coop affiliated with *La Coop fédérée*
- The candidate must submit his application in association with a Desjardins agricultural account manager
- The candidate must have acquired ownership rights at the earliest in the 3 years preceding December 1<sup>st</sup> of the application year
- The candidate must hold a 20% share or more in a farm business, either by acquiring a percentage in an existing operation or by creating a new one
- The candidate must never have owned an agricultural business before
- The candidate must be between 18 and 40 years of age at the time of application
- The candidate must have a specialized diploma in agriculture (DVS, DCS, BSc) or an equivalent education or diploma
- The candidate must dedicate most of his time to the business, which must provide most of his income
- The candidate must be a resident of Québec, Ontario or New Brunswick
- The candidate must agree to news reports and/or photos being published without requesting compensation in return
- Winners must commit to developing their professional skills through training programs offered or identified by Desjardins and *La Coop fédérée*.



Desjardins

La  
FRAQ Fédération de  
la relève agricole  
du Québec

## 2 Required Information

Date of birth: \_\_\_\_\_ (include a copy of your birth certificate)

Family name: \_\_\_\_\_

Given name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Business name: \_\_\_\_\_

Are you full-time at the farm?  Yes  No

What is your status in the business?

• Associate of minority shareholder \_\_\_\_\_

• Owner or majority shareholder \_\_\_\_\_

Commodities produced: \_\_\_\_\_

Do you have a specialized diploma in agriculture (DVS, DCS, BSc.) or an equivalent education or diploma?  Yes  No

Is your farm a member of a coop affiliated with *La Coop fédérée*?  Yes  No

If so, what is your membership number? \_\_\_\_\_

What is your farm business' annual purchase volume at your coop? \_\_\_\_\_

Are you a member of the *Fédération de la relève agricole du Québec* (FRAQ)?  Yes  No

If so, what is your membership number? \_\_\_\_\_

Are you a member of a caisse or credit union affiliated with Desjardins?  Yes  No

## 3 Guidelines

- Make sure that you have answered all the questions before submitting your application. Incomplete files will automatically be rejected.
- All information required for the analysis of your file must be included on this document.
- Include a copy of the contracts and agreements that show proof of:
  - Your share (percentage) of the ownership in the business
  - Your membership in a cooperative affiliated with *La Coop fédérée*
  - Your membership in *Fédération de la relève agricole du Québec* (FRAQ)
  - Your membership in a caisse or credit union affiliated with Desjardins.
- Include a copy of your birth certificate.
- Include a copy of your diploma (specialized diploma in agriculture such as a DVS, DCS, BSc.) or an attestation of equivalent education or diploma.
- Provide the required information in a clear and simple manner.

## 4 Confidentiality

The selection committee will not disclose any information contained in this document.

Date : \_\_\_\_\_

Signature: \_\_\_\_\_

Account manager signature: \_\_\_\_\_

**Please return this document to your Desjardins Agricultural Account Manager.**

Candidates will be evaluated by the selection committee for the "Desjardins Farm Transfer<sup>1</sup> Grant" component of the *Fonds coopératif d'aide à la relève agricole*.



### “Farm Transfer<sup>1</sup> Grant” COMPONENT

#### Section A Business Presentation

- 1 Briefly describe the nature of your business activities with emphasis on the following points: your involvement in the business, commodities produced and output, a description of your marketing activities and expansion or improvement projects carried out since you started.

#### Section B Education

- 2 Describe your academic education (include courses, on-the-job training, etc.) and practical experience. Briefly outline how you use the skills and knowledge you have acquired on a daily basis in your business. What kind of continuing education courses have you taken and which would you like to pursue in order to improve your skills and knowledge?
- 3 Briefly explain how your academic education gives you an advantage over other agricultural business owners who have not had the same education.

#### Section C Your Business Plan

- 4 Describe how you got established.

What aspect of your farm transfer<sup>1</sup> do you feel is the most successful and what aspect could be improved?

#### Section D Corporate Vision

- 5 Since your farm transfer<sup>1</sup>, did your corporate vision change?

<sup>1</sup> The term “farm transfer” denotes both a new acquisition and a start-up business.

**Section E** Financial Statements

6 Describe the farm financing plan created to support your farm transfer<sup>1</sup>.

7 Please fill out the following table with data from the analysis of your farm transfer's<sup>1</sup> financial statements for the three years since you started: (see below)

Analysis of your financial statements (Section E-7)	3 <sup>rd</sup> year	2 <sup>nd</sup> year	1 <sup>st</sup> year
Total income			
Expenses (excluding amortization, interest on long-term debt, withdrawals and salaries of operators)			
Expense ratio (%)			
Net operating earnings (loss)			
Capital debt retirement capacity (CDRC)			
Debt service			
Surplus (deficit) of available funds			
Debt service coverage ratio			
Total assets – restated			
Total liabilities – restated			
Net equity – restated			
Ownership/shareholder participation – restated (%)			
Short-term assets – restated			
Short-term liabilities – restated			
Working capital – restated			
Working capital ratio – restated			

8 How and by what means do you monitor and manage your financial results? What are your short, medium and long-term objectives?

**Section F** Community Involvement

9 Are you involved in professional associations or organizations? (credit unions, coops, breed associations, 4-H, etc.) Are you involved in community organizations?

**Section G** Conclusion

10 Explain why you are the ideal candidate for the “Desjardins Farm Transfer<sup>1</sup> Grant” component of the *Fonds coopératif d'aide à la relève agricole*. What makes you stand out and why should the judges consider your application?

1 The term “farm transfer” denotes both a new acquisition and a start-up business.

5 Questionnaire (Appendix)

"Farm Transfer<sup>1</sup> Grant" COMPONENT



"Farm Transfer<sup>1</sup> Grant" COMPONENT

