



**NEW – FOUR MONTH “PLANTING WINDOWS”  
CHANGED TO SIX MONTHS**



Agriculture and  
Agri-Food Canada

Agriculture et  
Agroalimentaire Canada

**ALBERTA GREENHOUSE VEGETABLES  
2010-11 ADVANCE PAYMENTS PROGRAM**

**FACT SHEET - revised January 14, 2010**

**\$100,000 Interest Free Loans**

- Advances to be issued between December 1, 2009 to May 31, 2010. Applications must be post-marked by April 30, 2010
- This Agriculture and Agri-Food Canada program is designed to help producers with their input costs and marketing program
- The program is administered by ACC Farmers' Financial, a coalition of 17 farm organizations
- The first \$100,000 is interest free
- An additional \$300,000 is available at BMO Bank of Montreal prime lending rate (as defined in the Application form)
- The loan limit is the lesser of the government portion of a producer's CAIS/AgriStability reference margin or a producer specific amount based on production and the advance rate
- Producers must participate in the Canadian Agricultural Income Stabilization/AgriStability program

**Fees:** A \$550 management fee will be deducted from the cheque issued and includes costs for applicable credit check(s), lien search(s), lien registration(s), and inspection charges. An additional \$250 will be deducted from the cheque issued as a refundable compliance fee. If all program regulations are complied with by the Producer(s), the Producer(s) will be refunded the \$250 upon full repayment of the advance.

**Holdback Amount:** Since ACC Farmers' Financial only has a 99% guarantee, there is a holdback amount of 1%. This means that the Eligible Advance(s) cheque for the first \$100,000 will be \$98,200 (i.e., \$100,000 less 1% holdback amount less \$800). For those interest-bearing Eligible Advance(s) greater than \$100,000 this also means \$99,000 will be advanced per \$100,000 above the first \$100,000.

**Sales Receipts:** All repayments must be supported by proof of sales documents. Repayments will first be applied against any interest-free advances.

Producer(s) can qualify for up to a maximum of \$400,000, with the first \$100,000 interest-free. The interest-free provision and maximum Eligible Advance is cumulative over all commodities. The interest rate for the portion of the Eligible Advance(s) over \$100,000 will be at the BMO Bank of Montreal prime lending rate, calculated daily and compounded monthly.

**Interest Payment:** For interest-bearing Eligible Advance(s), interest will be added to the final repayment. ACC reserves the right to collect interest for interest-bearing Eligible Advance(s) on a monthly or quarterly basis subject to thirty days written notice to the Producer(s).

## ADVANCE RATES

Advance rates are based on approximately 50% of average price

### ELIGIBLE ADVANCE(S) CALCULATION WORKSHEET

#### ADVANCE RATES SUBJECT TO CHANGE WITHOUT NOTICE

Crop	Advance Rate (A)	Production from plantings that are planted in the greenhouse in the Dec. 1, 2009 to May 31, 2010 period (B) *	Eligible Advance (A x B) \$
English Cucumbers (Seedless)	\$4.35 per dozen	dozen	\$
Mini Cucumbers	\$0.83 per lb.	pound	\$
Beefsteak Tomatoes	\$0.46 per lb.	pound	\$
Cluster Tomatoes	\$0.97 per kg.	kilograms	\$
Orange Bell Peppers	\$1.89 per kg.	kilograms	\$
Yellow Bell Peppers	\$1.89 per kg.	kilograms	\$
Red Bell Peppers	\$1.89 per kg.	kilograms	\$
Total			\$

### \*EXAMPLE – PRODUCTION THAT YOU EXPECT BASED ON YOUR PRODUCTION IN PREVIOUS ONE OR TWO YEARS

#### ADDITIONAL ADVANCES FOR 2010-11 PROGRAM

Additional advances will also be available for the following “six-month planting window”

<u>Six-Month “Planting Window” (Production from Plantings in this Period)</u>	<u>Applications Available</u>	<u>Application Deadline Post-marked by:</u>
June 1, 2010 to November 30, 2010	April 2010	October 31, 2010

NOTE: 2011-12 program will commence in December 2010 for December 1, 2010 to May 31, 2011 plantings and follow same pattern thereafter

### HOW IS CAIS/AGRISTABILITY REFERENCE MARGIN CALCULATION USED?

#### EXAMPLE

1) If you apply for the following advance

Cucumbers	\$100,000
Tomatoes	150,000
Peppers	<u>150,000</u>
Total	<u>\$400,000</u>

2) If your CAIS/AGRISTABILITY Reference Margin Calculation is  $\$610,000 \times .665 = \$405,650$ , then you are eligible to receive \$400,000

3) If your CAIS/AGRISTABILITY Reference Margin Calculation is  $\$400,000 \times .665 = \$266,000$ , then you are capped at \$266,000

## **SUMMARY**

### **ADVANCE PAYMENTS PROGRAM REPAYMENT SCHEDULE**

The Producer(s) shall repay, via Pre-Authorized Debit, the amount of the Eligible Advance(s) within 15 calendar days after 6 months of the Eligible Advance(s) being issued, and no later than November 15, 2010. Repayment must be accompanied by sales receipts (proof of sales document). The proof of sales document can be a summary page submitted at the time of the last repayment, rather than with each repayment. The summary needs to show product, dates of sale, number of units sold, and buyers. The summary must be signed by the Producer(s). The proof of sales summary need only document the number of units on which the advance was received. For example, if you received an advance on 20,000 units, we need the summary to identify the sale of at least 20,000 units.

**EXAMPLE:** Producer(s) may list only one repayment date for the full amount of Eligible Advance(s) or several repayment dates if Producer(s) wish to repay over several months as long as full repayment is made within 6 months of the Eligible Advance(s) being issued. Please notify ACC Farmers' Financial if pre-authorized debit dates need to be changed. Otherwise, the pre-authorized debits will occur as scheduled.

**Interest payments:** For interest-bearing Eligible Advance(s), interest will be added to the final repayment. ACC reserves the right to collect interest for interest-bearing advances on a monthly or quarterly basis subject to thirty days written notice to the Producer(s).

Automatic Debit Date	Crop Name	Crop Name	Crop Name	Crop Name	Crop Name	Total Payment
	\$	\$	\$	\$	\$	
June 15/10						
July 15/10						
Aug 15/10						
Sept 15/09						
Oct 15/10						
Nov 15/10						
<b>TOTAL</b>						

**PLEASE NOTE:** FOR ELIGIBLE ADVANCE(S) ISSUED FOR THE SECOND SIX-MONTH PERIOD (JUNE 1 TO NOV. 30, 2010) THE PRODUCER(S) SHALL REPAY WITHIN 15 CALENDAR DAYS AFTER 6 MONTHS OF THE ELIGIBLE ADVANCE(S) BEING ISSUED AND NO LATER THAN MAY 15, 2011.

### **APPLICATION FORMS AND FOLLOW-UP**

- Please call ACC Farmers' Financial at 1-888-278-8807
- Application forms also available on website at [www.accfarmersfinancial.ca](http://www.accfarmersfinancial.ca)