



FARMWORKS

INVESTMENT CO-OPERATIVE LIMITED

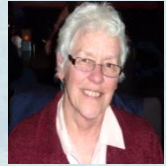
Healthy Farms

Healthy Food

FARMWORKS

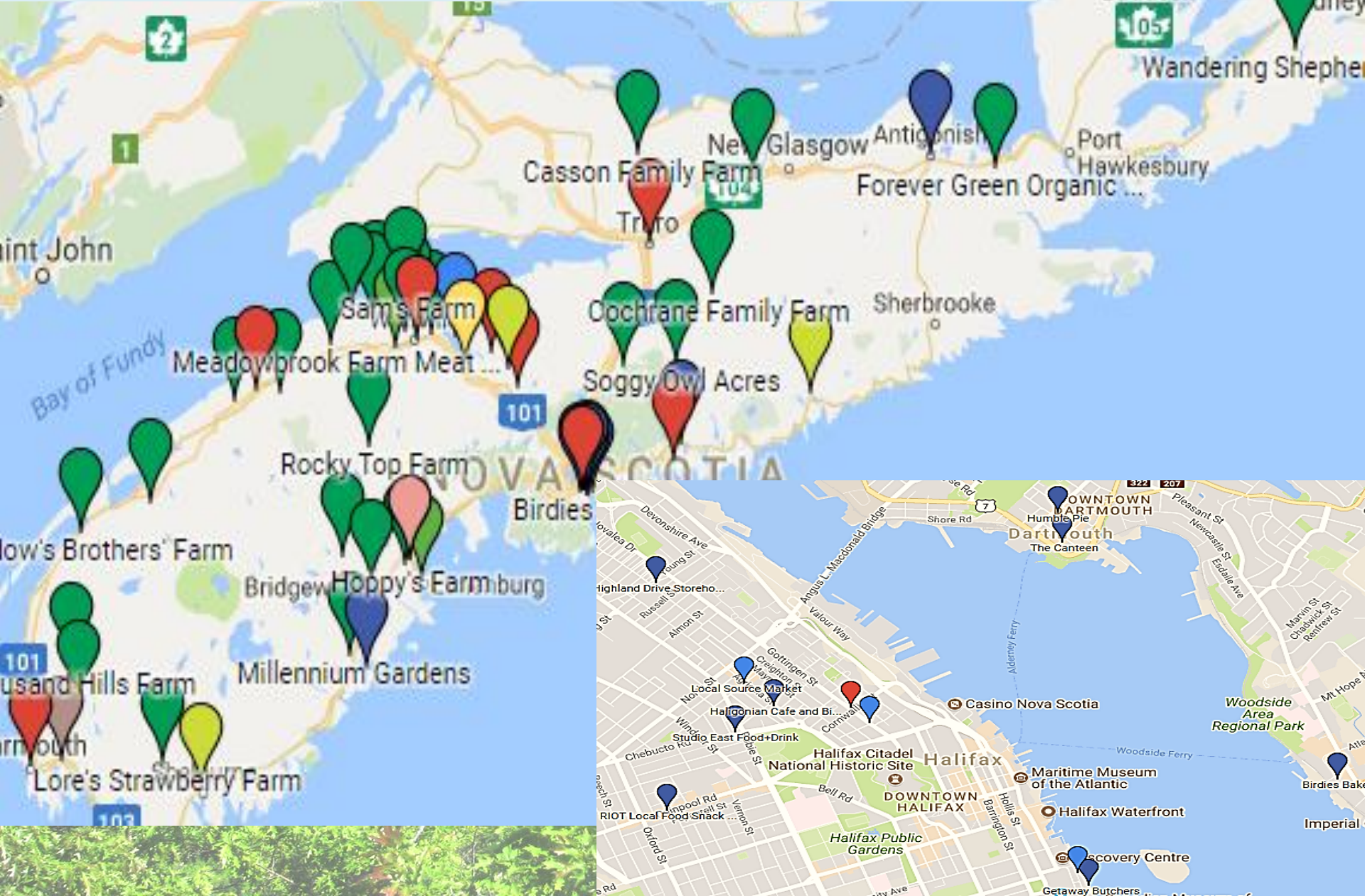
Money invested in food production in NS is an investment in the economy, health, rural areas, communities, culture, and the environment

FARMWORKS DIRECTORS 2017/18



Andrew Meade – Chair
Lawyer, Finance
Bruce Wright – Treasurer
Pathologist, Viticulturist, Winemaker
Valerie VanOostrum – Secretary
Marketing, Just Us Coffee
Linda Best – Founding Director
Microbiologist, Friends of Agriculture Society
Ann Anderson – Founding Director
Educator, Friends of Agriculture Society
Peter Hicklenton – Director
Crop Specialist, Retired, Agriculture Canada
John Webster – Director
Business Development and Analysis
Leslie Brown – Director
University Professor, MSVU
Chris Atwood - Director
CBDC Yarmouth
Jenny Osburn – Director
Restauranteur, Writer
Aaron Eisses – Director
Farmer, Software Developer
Amin Tran– Director
Business Owner and Consultant
David Oulton – Director
Farmer, Value-added farm production
Johanna Kwaakernaak
Health Administration

FarmWorks Loans to date



Issues – Census 2016

There were 11% fewer farms and farm operators in NS in 2016 than 2011.

NS reported the oldest average age of farm operators (56.5 years) nationally.

However, over the same period, the proportion of young operators (under 35 years old) rose from 6.1% to 6.9%.

Gross farm receipts \$693.8 million in 2015

Operating expenses \$616.7 million (89% of income)

A Solution - Community Economic Development Investment Funds (CEDIFs)

More than 98% of NS investment capital leaves NS including \$700+ million in RRSPs annually - we're helping to grow economies other than our own

CEDIF program helps local businesses access local capital to start or stay in communities and provide jobs and services

More than 80 projects and over \$90 million invested by Nova Scotians, helping to fuel economic growth throughout the province

CEDIF and FarmWorks

In 1998 NS established the CEDIF program to encourage residents to invest in NS businesses

CEDIF requires Equity Tax Credit Certificate from Department of Finance, Securities Commission

Sales of \$100 shares (minimum one) provide FarmWorks with capital to lend to food-related Nova Scotian businesses

There are 14 directors from across the Province

Oversight provided by Department of Finance, Directors, independent accountant, shareholders

CEDIF and FarmWorks

CEDIFs provide shareholders with an initial 35% Provincial tax credit (five year hold)

Investments are eligible for RRSP tax deferral

Further Provincial tax credits:

20% at 5 year anniversary, 10% at 10 year

FarmWorks to date:

\$1,784,600 invested by 351 Shareholders

Currently > \$25,000 repayments monthly

\$2,223,000 loaned to 78 clients

FarmWorks Funds

Outcomes:

2012 – raised \$224,200 (5 loans)

2013 – raised \$225,300 (19 loans)

2014 – raised \$271,500 (34 loans)

2015 – raised \$312,400 (50 loans)

2016 – raised \$372,200 (64 loans)

2017 – raised \$378,900 (74 loans)

\$1,784,600 invested by 351 Shareholders

Currently > \$25,000 repayments monthly

\$2,042,000 loaned to 74 clients

FarmWorks Loans

- **No application or legal fees or charges for assistance provided by Directors or Advisors**
- **Interest rates for existing loans may decrease but will not increase during the term of the loan**
- **Loans are unsecured and no chattel security is taken**
- **No payments are required for the first three months**
- **No interest charges for prepayment of all or part of the loan balance after two years**
- **Require: Application, Business plan, Financial information, Personal Worth Statement, Credit check, three year projections**

FarmWorks Loans

- **Businesses submit brief semi-annual reports and Financial Statements 90 days after year end**
- **Directors maintain contact with clients as loan security depends on relationships**
- **FarmWorks provides mentoring and promotion assistance where appropriate**
- **Individuals who borrow from FarmWorks can invest in FarmWorks and receive the 35% Provincial tax credit with 5 year hold and credits of 20% and 10% for subsequent 5 year holds**

FarmWorks Survey 2016

A survey of businesses in operation for more than six months was conducted to gauge

- the economic and social impacts of the businesses**
- FarmWorks role in supporting businesses**
- clients' assessment of opportunities and challenges**

Analysis of the economic and social impacts of clients enables evaluation of the role of the FarmWorks CEDIF in helping to grow rural and urban food-related businesses.

FarmWorks Outcomes 2016

Figure 1. BUSINESS OUTCOMES BEFORE FARMWORKS

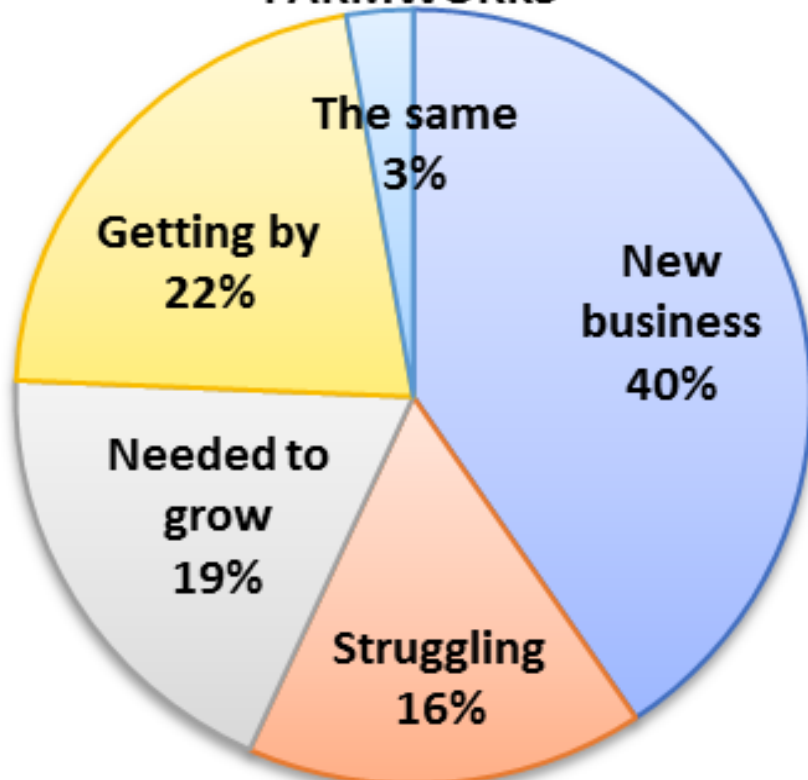
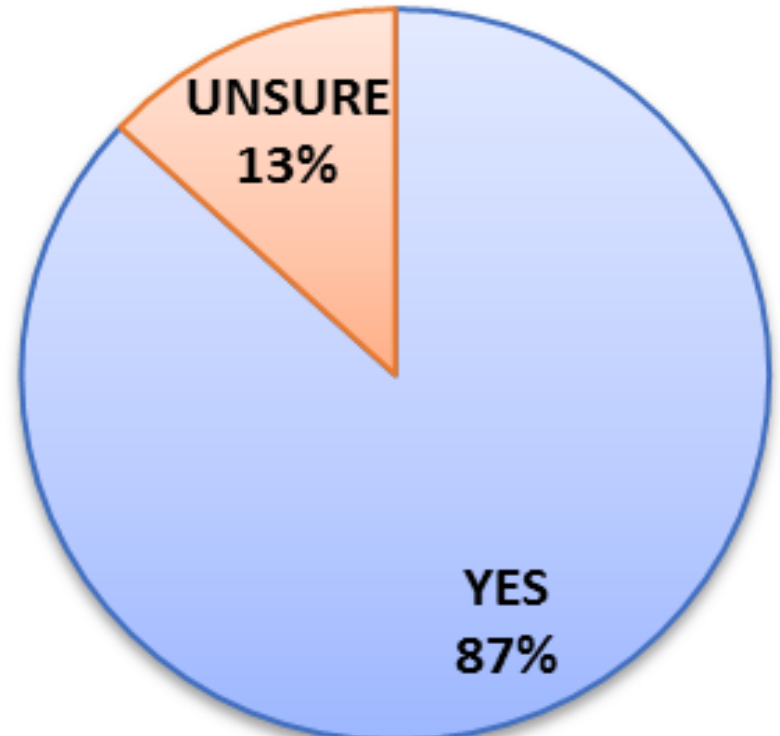


Figure 4. HAS FARMWORKS LOAN IMPROVED BUSINESS OUTCOMES?

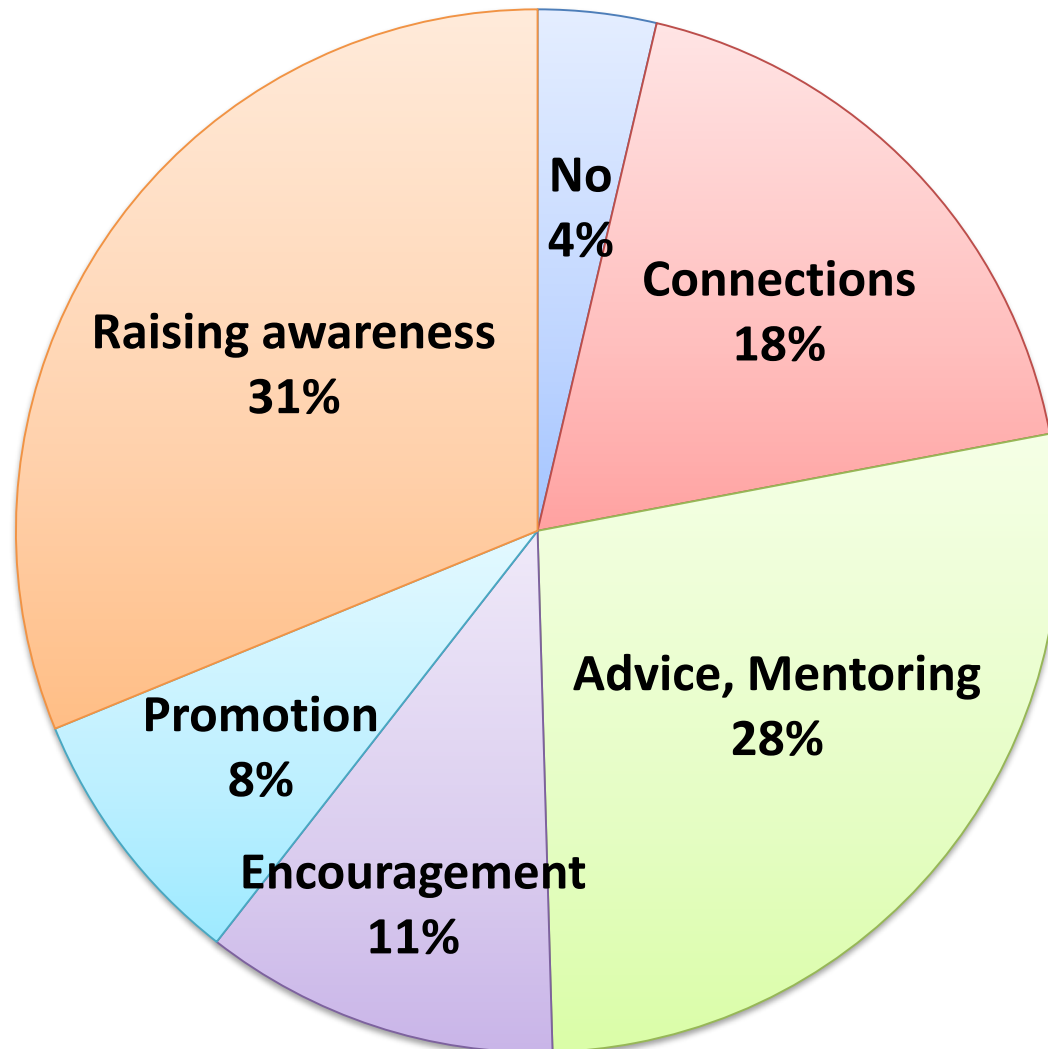


40% businesses reported they would not exist without FarmWorks' money and mentoring

87% reported that support from FarmWorks has improved their overall business outcomes

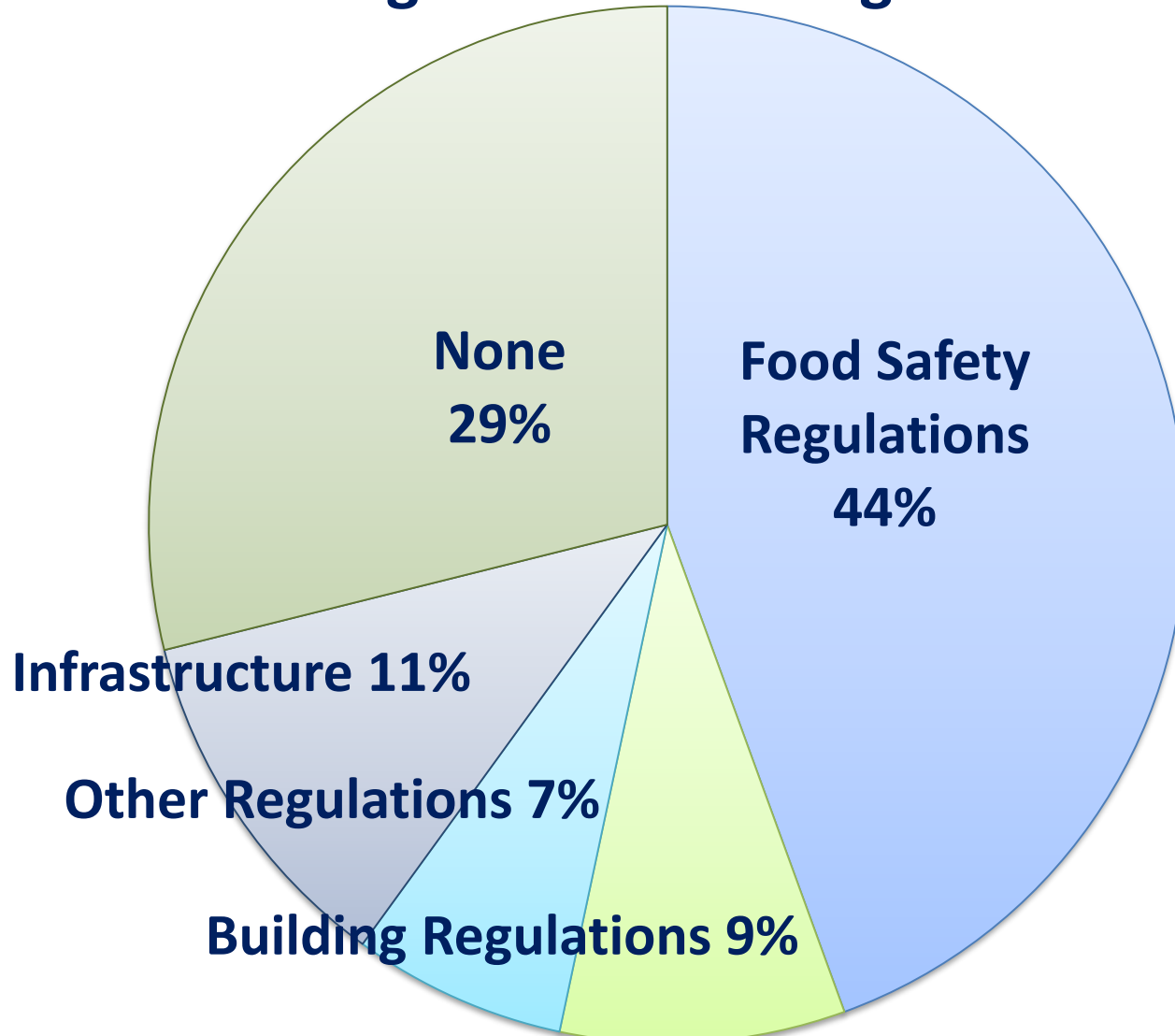
FarmWorks Outcomes 2016

Figure 6. FARMWORKS ASSISTANCE IN ADDITION TO LOANS



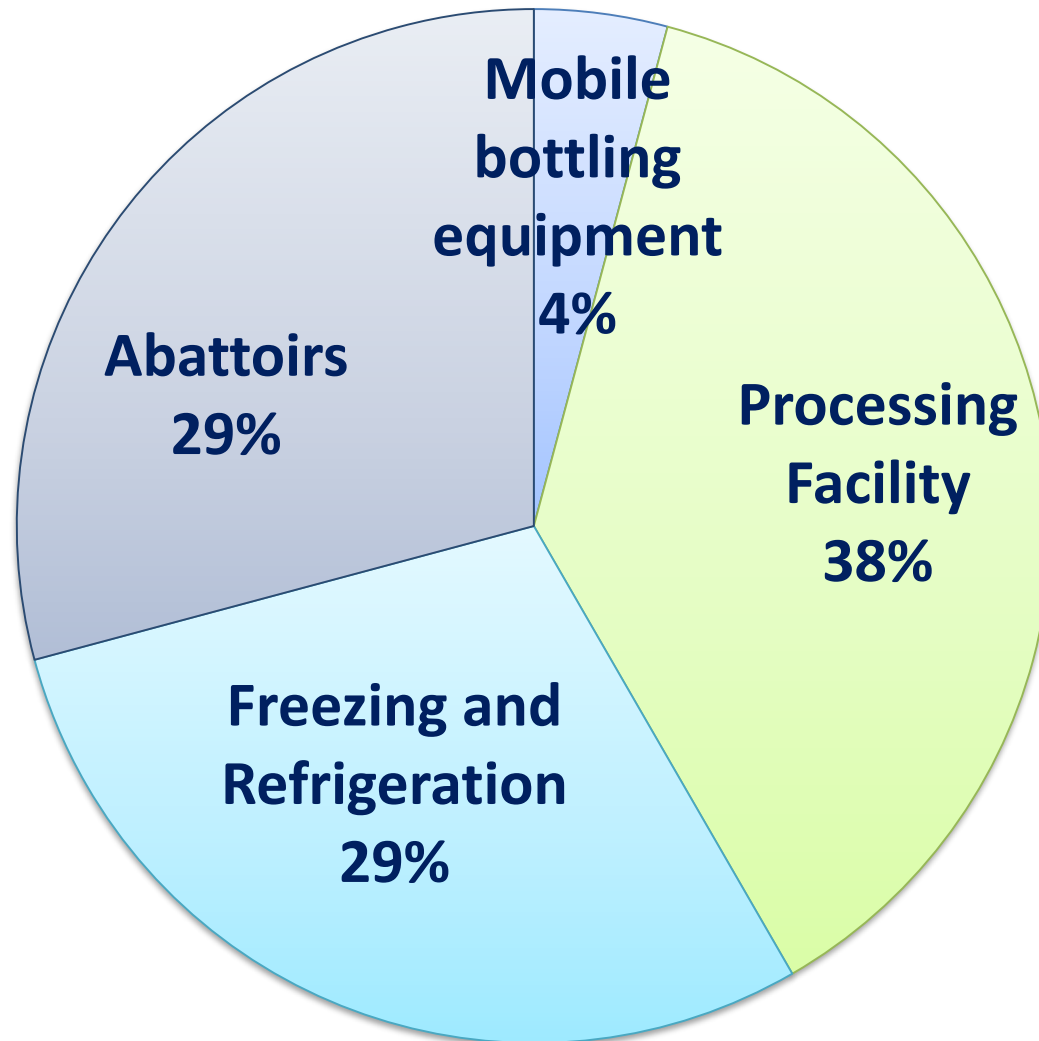
FarmWorks Outcomes 2016

Figure 20. Challenges



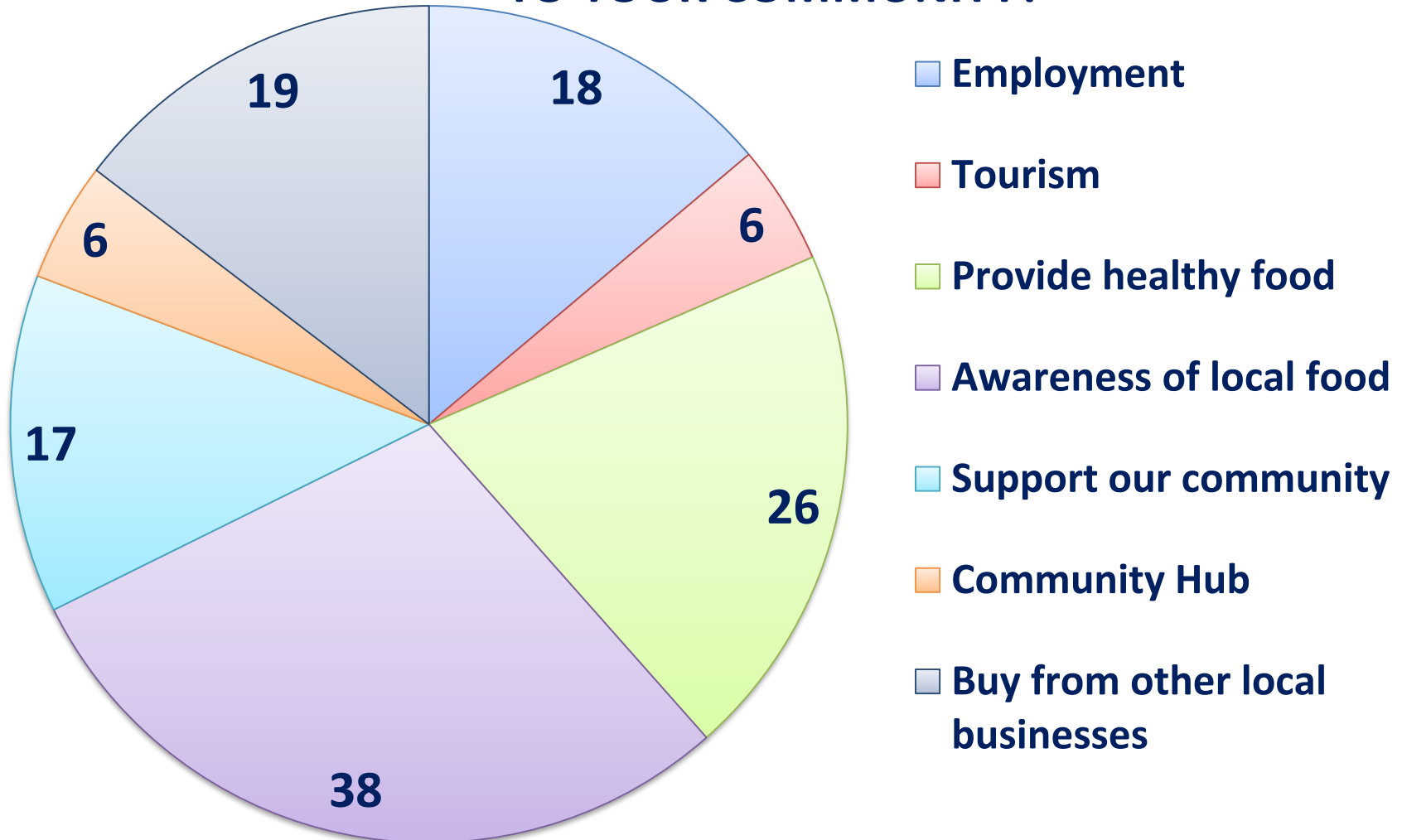
FarmWorks Outcomes 2016

Figure 21 . INFRASTRUCTURE REQUIREMENTS



FarmWorks Outcomes 2016

Figure 19. IN WHAT WAYS ARE YOU CONTRIBUTING TO YOUR COMMUNITY?



FarmWorks Outcomes 2016

FarmWorks clients cited services and benefits over and above job creation and income

“Our business has become an integral part of the community; a local meeting place where people meet friends and neighbours and interact – it has strengthened the community

“Our business is providing a healthy place to eat while promoting and raising awareness about food sustainability issues locally and globally”.

FarmWorks Outcomes

	2016 Survey (38)	2017 Projections (72)
Loan Amount	\$1,005,500	\$2,000,000 +
Full Time Jobs	148	250 +
Part-time Jobs	110	200 +
Attributed to FarmWorks	180	300 +
Total Revenue	\$8,000,000	\$16,000,000 +
Total Expense	\$6,800,000	\$14,000,000 +

FARMWORKS "GENTLE DRAGONS"



Port Grocer wins Hospitality Award



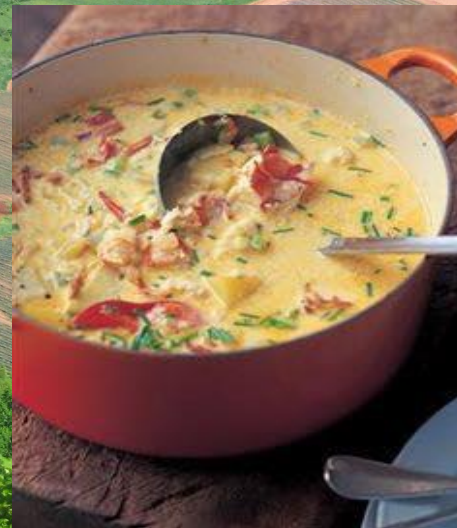
Restaurant of the Year

BOURGEOIS GOURMET: Year-end restaurant awards

■ BILL SPURR BOURGEOIS GOURMET | PUBLISHED
JANUARY 1, 2016 - 2:12PM | UPDATED JANUARY 01, 2016
- 6:49PM



Saronn Pov and Ray Bear's restaurant, Studio East, located on Cunard Street in Halifax, is the Restaurant of the year in Bourgeois Gourmet Bill Spurr's eyes. (TIM KROCHAK / Staff)



2015 Prestige Award Winner Restaurant of the Year Chef-Inspired Casual Dining




2016 Taste of Nova Scotia Award Winner Product of the Year

SHOW SPECIALS!

GLUTEN FREE & WHEAT FREE

A uniquely nutritious family of mixes made from freshly milled ingredients



VALLEY FLAX FLOUR BREAD DOUGH
Préparation pour pain
sans gluten et sans blé / sans blé et sans gluten

VALLEY FLAX FLOUR PANCAKE & COOKIE MIX
Préparation pour crêpes et biscuits
sans gluten et sans blé / sans blé et sans gluten

VALLEY FLAX FLOUR CAKE & LOAF MIX
Préparation pour gâteaux et pains
sans gluten et sans blé / sans blé et sans gluten




MAKES DELICIOUS RECIPES EASY!



News from Valley Flaxflour

New recipe!

"let's just be natural"



South Shore Farms



Hoppy's Farm



Field Guide



MILLENNIUM GARDENS FARM & GREENHOUSES



**The Flying Apron Inn & Cookery
OPEN YEAR ROUND**



Meadow's Brothers' Farm



upROOTed Market & Café



**6oz. GETAWAY
BEEF PATTY
\$2.95/ea**



Bully Goth Farm



Oakview Farm

**Vincent
Food
Dressing**

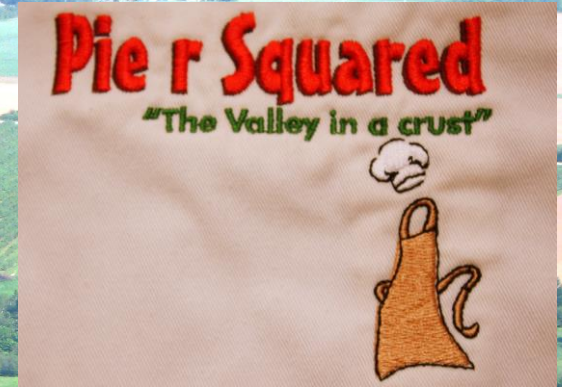


**MILLENNIUM GARDENS
FARM & GREENHOUSES**





Pie r Squared, Wolfville



Big Spruce Brewery and Eatery, Nyanza



Oakview Farm, Kingsville



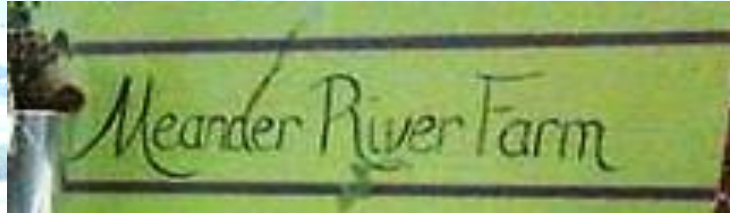
Oakview Farm



Horton Ridge Malt House , Hortonville



Meander River Farm and Brewery, Ashdale



Meadowbrook Meat Market, Berwick



Helen B's Preserves and The Barn, Mahone Bay



AMERICANO	\$2.75	COFFEE	\$3.50
ESPRESSO	\$2.75	TEA	\$3.50
CAPPUCCINO	\$3.75	CHAI	\$3.75
MACCHIATO	\$3.25	HOT COCOA	\$3.25
MOCHA	\$4.25	CHAGA	\$3.50
LATTE	\$4.25	KOBUCHA	\$5.00
FLAVOUR SHOT	\$0.50		
SANPELEGRINO	\$3.00		
FERRIERE	\$2.00		
JUICE	\$2.75		
SODA			

Wandering Shepherd, Intervale



Local Source, Halifax



Gold Island Bakery, Scotch Village



Ratinaud French Cuisine, Halifax

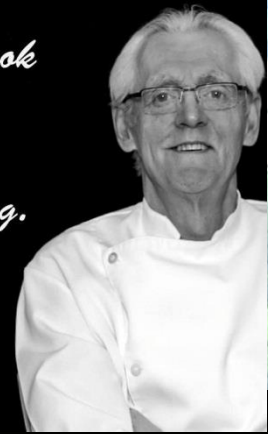


Vincent Food Dressings, Yarmouth



*Cook and cook
until you
know what
you are doing.
The journey
is worth it.*

*Chef Gary Kent
www.vincentdressings.ca*



Field Guide Restaurant, Halifax



Fruition, Halifax



Hoppy's Farm, Blockhouse



The Flying Apron Cookery, Summerville



South Shore Farms, Upper Branch



Millennium Gardens, Mill Village



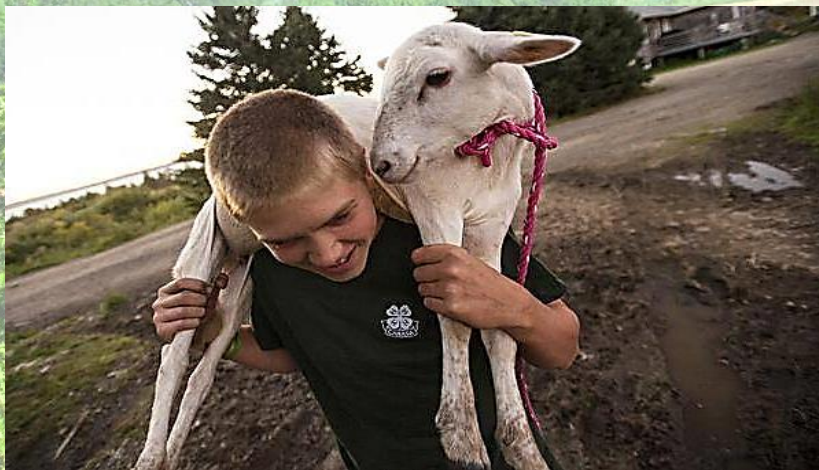
Forever Green Farm & Garden, Afton



Getaway Farms and Highland Drive Storehouse



Meadow's Brother's Farm, Barton



Loré's Farm, Middle Clyde



Thousand Hills Farm



BullyGoth Farm, Carleton



Avondale Sky Winery, Avondale



UpRooted Market and Café, Musquodoboit Harbour



Casson Family Farm, New Annand



Studio East Food+Drink, Halifax



South Hill Farm, Clementsvale

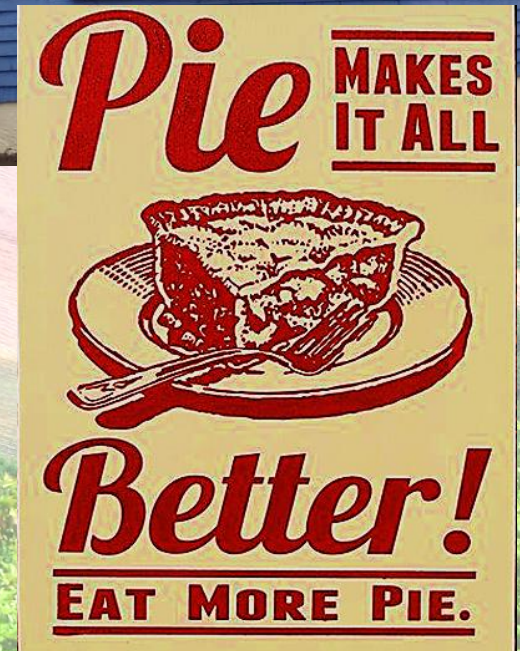


South Hill Farm Introduction

Poyser Farm, Hall's Harbour



Humble Pie, Dartmouth



HumbleBee Farm, Tremont



Sober Island Brewing, Sheet Harbour



Henny Penny's Farm Market, New Minas



Sunnybrook Mill Market



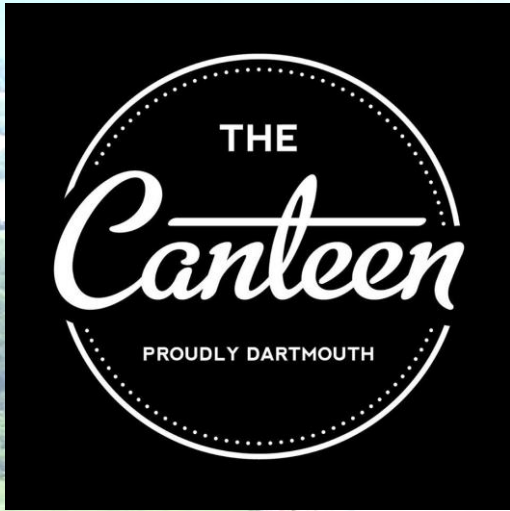
All Sauced Up, Truro



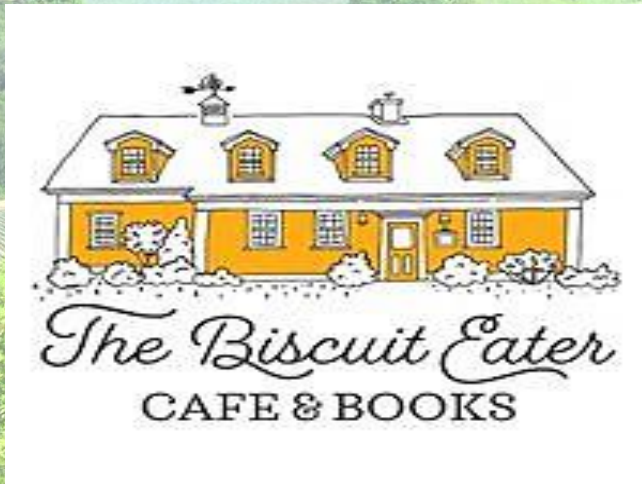
Food Intuition, Musquodoboit Harbour



The Canteen, Dartmouth



The Biscuit Eater, Mahone Bay



Cochrane Family Farm, Stewiack

Cochrane Family Seeds

Formerly Pumpkin Moon Seeds

2017 SEED CATALOG



Cochrane Family Farm

Heirloom and Organic Seeds

Organic Certified CSA Farm

Box #22 5324 Hwy 289, Upper Stewiacke, NS B0N2P0

Phone: 902-671-2378 www.cochranefamilyseeds.com

www.cochranefamilyfarm.com

cochranefamilyfarm@bellaliant.com



Birdies Bakery, Dartmouth



Katrina's Kitchen, Baddeck



The Last Straw Farm, Point Edward



Bramble Hill Farm, Westville



BRAMBLE HILL FARM 



Hill's Grills, Kentville



MacDougall Meadow Farm, Newport



Bessie North House, Canning



Tuckamore Farm, Lakeville



Eagle Crest Farm, Port Williams



Vandal Doughnuts, Halifax



Annapolis Valley Luffa, Avonport



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Money invested in food production in NS is an investment in the economy, health, rural areas, communities, culture, and the environment

An aerial photograph of a rural landscape. In the background, a large blue lake stretches across the horizon. The middle ground shows rolling hills with patches of green fields, brown plowed earth, and clusters of trees. A few small buildings are visible. In the foreground, there are more green fields and a dirt road. A large, stylized logo for 'FARMWORKS' is overlaid on the center of the image. The logo consists of a green silhouette of the state of Michigan with the word 'FARMWORKS' written in a bold, blue, bubbly font with a yellow outline, all contained within the green silhouette.

FARMWORKS



FOOD GROWS HERE!

**FRIENDS OF
AGRICULTURE IN
NOVA SCOTIA**

FarmWorks CEDIF Shares

- **The price per share is \$100 and the minimum share purchase under this Offering is: 1 share for \$100.00.**
- Minimum number of Shares offered is 500 and total proceeds if minimum sold is \$50,000. Maximum number of Shares offered is 20,000 and the total proceeds if maximum sold is \$2,000,000.
- **The Issuer will distribute securities until March 30th, 2018.**
- Shares are fully paid, newly issued voting common shares that are non-retractable, non-redeemable for 5 years, non-convertible and not restricted in profit sharing or participation upon dissolution.
- **Investments may be eligible for a 35% Nova Scotia non-refundable Equity Tax Credit (may be carried forwards 7 years and backward 3 years) and for RRSP tax deferral.**
- **Investments are eligible for further Equity Tax Credits of 20% and 10% at the 5 and 10 year investment anniversaries, respectively, if the CEDIF meets certain conditions.**

Registered Retirement Savings Plan

Canadian Workers Cooperative Federation (CWCF) administers RRSPs for FarmWorks and other CEDIFs

RRSP investments - transferred to FarmWorks from other financial institutions or new investments (additional tax credit)

Your RRSP purchases are paid directly by CWCF to FarmWorks and the \$65 annual fee is the amount CWCF receives for administering the program on our behalf

FarmWorks RRSP investors pay an annual flat \$65 management fee which amounts to 0.65% of a \$10,000 or 1.3% of a \$5,000 investment.

For comparison Morningstar data shows that 2.35% is the average equity mutual fund MER in Canada (<http://bit.ly/2n2ITjF>) although some funds and ETFs can be lower.

CEDIF Tax Credits

Invest	35% Tax Credit (5 year hold)	20% Tax Credit (10 year hold)	10% Tax Credit (15 year hold)	Total CEDIF Tax Credit after 15 Years	Taxable Income	RRSP Tax Savings	Potential Total Tax Savings
\$100	\$35	\$20	\$10	\$65	---	---	---
\$1,000	\$350	\$200	\$100	\$650	---	---	---
\$2,000	\$700	\$400	\$200	\$1,300	---	---	---
\$5,000	\$1,750	\$1,000	\$500	\$3,250	\$25,000	\$1,190	\$4,440
\$10,000	\$3,500	\$2,000	\$1,000	\$6,500	\$50,000	\$3,545	\$10,045

AMOUNT INVESTED - NOVA SCOTIA TAX CREDITS - TOTAL CEDIF TAX CREDIT - RRSP FEDERAL TAX SAVINGS
 (35% Tax Credit is equivalent to 7% return in each of 5 years)