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Website: <http://farmworks.ca/home/>

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FarmWorks for Food

FarmWorks Loans

Pages 2 – 10

Tides Award

Page 11

Survey Results

Page 11

FarmWorks Flavours

Page 12

Directors and Advisors

Page 13

CHANGE OF ATTITUDE

Page 14

Why Invest in CEDIF?

Page 15

Shift to Delicious

Page 16



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FarmWorks Investment Co-operative Limited

Nova Scotian Money for Farms and Food

Economy + Health + Community + Security

FarmWorks Investments are Making a Difference

Community Economic Development Funds (CEDIF) enable Nova Scotians to receive Provincial tax credits for investing in NS for-profit enterprises.

The 195 Shareholders who have invested in the **FARMWORKS CEDIF** are supporting farmers and food producers who are increasing production and profitability and contributing to the economy of the Province.

A **FARMWORKS** press release noted that the 18 businesses that received loans in the 18 months between May 2012 and December 2013 have created 20 full time jobs and six part time jobs as a result of **FARMWORKS** loans. This is in

addition to 21 full time and 14 part time positions in their businesses held by the owners themselves.

For startup and young businesses about 25% of their total capital came from **FARMWORKS**, a significant contribution to their businesses. For established businesses, FarmWorks provided from 1.5% to 100% of capital requirements for the new project.

Nova Scotians can grow great food sustainably. As consumers buy more local food and invest more money in food production, significant benefits will flow to all Nova Scotians.

FarmWorks – Funds for Farms and Food Producers

FarmWorks Shareholders invested \$224,200 in the First Offer, \$225,300 in the Second Offer and \$271,500 in the Third Offer for a total of \$721,000. FarmWorks has already loaned \$742,500 to Nova Scotian farmers and food producers and as loans are repaid each month that money becomes available to lend to other enterprises. FarmWorks Directors and Advisors are volunteers.

EVENTS

***FarmWorks* Information and "Gentle Dragons" Sessions**

Coming to Communities across NS in February

For further information visit <http://farmworks.ca/home/>

COMING UP - APRIL FLAVOURS

Pie r Squared – Heather Lunan



Pie r Squared supports [farmers and food producers](#), their customers, and communities locally and globally, by transforming bountiful ingredients from the Annapolis Valley into [food that's ready to eat](#).

Pie r Squared is committed to raising awareness of the importance of eating and buying locally. Their vision is that wonderful local food is available for all Nova Scotians.

They support local farmers by purchasing their products and transforming them into convenient, nutritious meals in the form of savoury pies and quiches for those who don't have the time, the space, or the energy to cook for themselves. They buy their supplies locally, provide local work, promote the benefits of Nova Scotian food and love living and working in Nova Scotia!

Big Spruce Brewing and Eatery - Jeremy & Melanie White



Big Spruce Farmhouse Brewery is an organically certified craft brewery dedicated to providing high quality, traditional style full-flavored ales to the Nova Scotia market. Brewery Dinners will pair locally sourced food with craft beer. Big Spruce is located at 64 Yankee Line Road, Nyanza, overlooking the beautiful Bras d'Or Lakes. Big Spruce distributes keg beer providing the highest quality,

freshest draft beer to retailers in Cape Breton and beyond. Two-liter returnable glass growlers of beer are sold at the brewery and at Farmers' Markets.

Some of the fresh brewing ingredients are produced on the certified organic farm – 11 varietals of hops, wild berries, maple and birch sap, potatoes and wild rose hips are used and local supplies of other ingredients will be sought.

Fenol Farm – Dr. Sherri MacFarland & Dr. Colin Cameron



Fenol Farm is a 100 acre farm that concentrates on growing botanical medicinals and producing high-value extracts and preparations primarily for the export market. It is led by two PhD chemists with over 15 years of experience in their respective fields; both are highly skilled at extracting, purifying, and characterizing materials.

Fenol Farm Inc. is developing a way to kill oral bacteria that leads to enamel damage, cavities, gum disease and other health problems. Innovation procedures combine plant extracts and light technology to prevent build up of dental plaque. Other product lines will be added subsequently to expand and diversify the operation, and profits will be reinvested in research.

Kingsville Farm & Haven Coffeebar – Laura & Jamie Jensen

Jamie and Laura Jensen produce baked goods and serve delicious foods at the [Haven Coffeebar in Port Hawkesbury](#) and they own [Kingsville Farm](#) in Kingsville, CB. Jamie and Laura started baking for the local communities of Glendale and West Bay Road in December 2010 after moving here from the UK. Word of mouth led to increasing sales and they started selling at farmers markets in 2011 and then they opened the Haven CoffeeBar which is a cafe & bakery in Port Hawkesbury that specialises in providing healthy, nutritious but above all the great tasting food made from local and organic products wherever possible.

Stewart's Organic Farm – Alan & Janice Stewart

[Stewart's Organic Farm](#) is a [certified organic](#) 100 acre farm in a beautiful setting at the mouth of the Gaspereau River. The Stewart family has been farming in the Hortonville and Grand Pre area and selling to the community for over 100 years.

Stewart's Organic Farm strives to provide the highest quality food possible, ensuring quality through freshness, care, and leaving the rest to nature! Quality produce

begins with healthy soil that contributes to the flavour, nutritional and aesthetic qualities of everything they grow. The farm grows a wide variety of apples, berries and vegetables and makes apple cider and fresh-squeezed juices. Stewart's Organic Farm was a key participant in building the [Wolfville Farmers' Market](#) with the aim of delivering fine quality, locally produced food directly from farmers to the community.

Oakview Farm – Jennifer & Kevin Graham

[Oakview Farm](#) began in 1996 as a mixed farm, including a small flock of laying hens. Gradually Kevin and Jennifer added pesticide free strawberries, along with peach, apple and plum orchards, a raspberry patch, and a small mixed breed herd of cattle. Greenhouses have recently been added to provide transplants, flowers, lettuce and other crops. Recently they added a facility for cold storage and on-farm processing

and packing of their fruit and vegetables. They have grown their sales through their fresh fruit and vegetable U pick, farm gate sales and as a vendor at the [Halifax Seaport Market](#). They have lots of contact with customers who tend to be well informed, health conscious, interested in production methods, animal welfare and environmental issues, and very supportive of local agriculture.

Meander River Farm and Brewery – Alan & Brenda Bailey



[Meander River Farm and Brewery](#), is located on 186 acres near Brooklyn. Alan and Brenda Bailey and their adult children Fraser and Campbell raise free range poultry and hogs and increasing amounts of hops and lavender. The hops and other local products are used in the beer produced in their new brewery which is attracting many new customers to their farm. The beautiful landscape, clean river and natural beauty of the property

make it a wonderful place to visit. The farm sells all the pork and poultry they can produce, and the lavender is used to develop value added products. An essential oil still is used to distill lavender, hops and other oils for use in soaps and other value added products. All their products contribute to their long term strategy of steady growth focused on creating a sustainable and profitable farm operation.

Valley Flaxflour – Howard Selig



[Valley Flaxflour](#) in Middleton processes and packages premium quality whole, brown and golden flax seeds, the only milled flax seed on the market in Atlantic Canada, using Western Canada flax seeds that are tested to ensure the highest standard for human consumption. The facility is dedicated to Gluten Free production, and the conscientious staff is committed to producing fresh, safe products. Valley flax flour

is stable for over 18 months, and local production reduces transit and storage time helping to ensure freshness. Valley Flaxflour has been selling to the Health Care and Equine markets for over 14 years. With premium fine milled flax flour and the proprietary Natural Bowel Care Program “as easy as eating” supporting the use of flax flour in the Long Term Care market, their sales are expanding beyond Atlantic Canada.

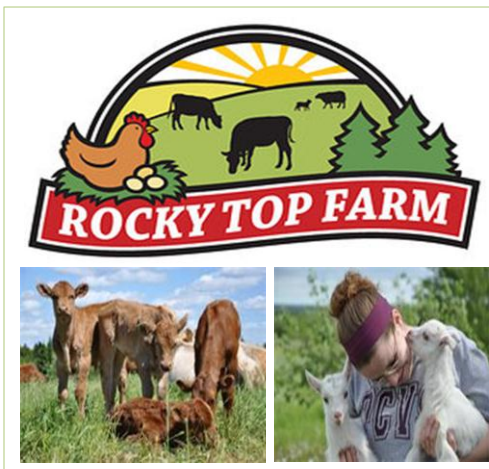
Meadowbrook Meat Market – Jim & Margie Lamb



Meadowbrook Farm, in operation since the 1970s, has operated a meat market for 23 years. Meadowbrook is provincially inspected and all the animals are slaughtered at a Provincially-inspected facility. [Meadowbrook Meat Market](#) started in a small building and In October of 2007, a new, larger processing and retail market opened with more space for processing and selling

Meadowbrook meat products as well as products from over 30 local producers. Catering is provided by Pork on Wheels. New products are always being developed, including the very popular Jimmie Dogs and bologna, both of which are gluten free, and many ready to eat meals such as stews, pot pies and pulled pork. Thanks to the support of their staff and customers, Meadowbrook is thriving.

Rocky Top Farm – Nelson & Isabel Millett



[Rocky Top Farm](#) has been producing high quality, naturally grown products for over 50 years. The farm is located in New Ross where they graze and care for their animals. They both work on the farm - farming is all they do and they are very passionate about it! They strive to provide excellent products for their customers. They attend the Hubbards Farmers' Market Saturdays where you can find Nelson and Isabel on the top floor in the left-hand corner with the showcase full of fresh meats! They also attend the Chester Market on Fridays during the open season. They sell fresh beef, lamb, pork, and chicken and CFIA inspected fresh eggs, brown or white by the dozen.

Helen B's Preserves – Mike and Amelia Bishop



[Helen B's Preserves](#) is a food production company creating exceptional preserves by utilizing the best produce that Nova Scotia has to offer. Helen and David Bishop of Truro started crafting these jars of joy in their kitchen over 15 years ago, "From Our Kitchen to Yours," ensuring quality, homemade products for you and your family. Now Mike and Amelia Bishop have expanded across the Province, putting tradition back on the table with a tremendous selection of over 80 jellies, jams, chutneys, marmalades, sauces, pickles, relishes and other varieties of preserves. Balancing traditional and innovative is a core value of the company and facilitates both brand loyalty and ongoing engagement.

Ratinaud French Cuisine – Frederic Tandy & Tom Crilley



[Charcuterie Ratinaud French Cuisine](#) is wowing customers with cured meats, cheeses and pâtés, prepared dishes and cheeses, conserves and other accompaniments. Frederic Tandy was born in France and grew up eating his grandparent's *paté de campagne* or country paté. Now he makes his own patés and other charcuterie, including sausages and more. Frederic's food is inspired by the seasons and what's available locally. Twice monthly, the quickly sold out [Ratinaud Kitchen Table Dinners](#) provide people with the opportunity to watch the preparation and enjoy an authentic French meal. Guests see more of the shop and kitchen and interact with the Chef in a way that's not possible in most restaurants.

Wandering Shepherd Cheese – Ron Muise & Christa MacKinnon



[Wandering Shepherd Cheese](#) opened in 2011 as the first commercial sheep's cheese producer in Nova Scotia. Cheese maker Ron Muise, who worked internationally as a chef, and his wife Christa MacKinnon, came home and started [Fearann Kisha](#) sheep farm in Cape Breton. Ron now produces fine artisan ewe and cow milk cheeses. Some are only produced during the sheep milking season, to make fresh cheeses that reflect the terroir of the farm. As an artisan, with a tendency to wander, Ron will produce some cheeses in limited supply while others will be available year round. Ron strives to produce the best possible cheeses that reflect his location, his beliefs about food and that taste delicious on their own or with other wonderful foods.

Local Source Market & Bakery – Sean Gallagher



[Local Source](#) was founded by Sean Gallagher in 2005 to provide local, fresh and healthy food alternatives. Local Source provides services of the highest quality by ensuring that the best quality, freshest goods are available for customers. Three Local Source businesses - [Catering](#), [Market](#), [Bakery](#) - feature local and seasonal with an emphasis on delicious foods. The Market recently moved into adjacent larger premises on Agricola Street in order to offer customers more of the very best in food produced by Nova Scotia's farmers and food producers. Local Source Market and the new Lion & Bright Café provide great food and beverages and have become a gathering place for conversations, meetings and food events.

Gold Island Bakery – Jessica Ross



[Gold Island Bakery](#) is an artisanal bakery using organic ingredients to produce sourdough breads and other baked goods. The objective is to promote the consumption of highly nutritious, delicious, and locally crafted food products through the production of sourdough breads, whole grain sweets, low-sugar fruit preserves, crispy low-sodium pickles and the distribution of small-scale artisanal cheeses. Since 2009 this has been carried out through direct-retailing at farmers' markets, wholesaling, catering and relationship building with other small-scale food producers. The new wood-fired oven has increased the potential of Gold Island Bakery to capitalize on the momentum and customer base generated over four years in business.

Vincent Dressings - Gary Kent



[Chef Gary Kent](#) returned home to Yarmouth 1997 and has been a well-known caterer within the community since that time. With experience both at White Point Beach Resort on Nova Scotia's south shore, and as the Sous Chef at Milford House Lodge in the Annapolis Valley, Gary also co-hosted "The Sweet Life" cable TV cooking show for 12 years, and teaches cooking classes. He opened Vincent at the Market in the Yarmouth Farmers Market and that led to the development and production of '[Vincent Food Dressings](#)' which are now sold at more than 50 stores and restaurants. Vincent Food Dressings are not only delicious on salads but also as a veggie dip, on pizza, wings, burgers, steaks, and on sandwiches instead of mayonaise.

Good Lake Farm - James Lake



[Good Lake Farm](#) is a family owned and operated small farm located in Southampton, close to Parrsboro, Springhill and Amherst. The farm is focused on naturally produced grass fed beef, vegetables, free range poultry and free range eggs. Animal welfare, land stewardship and low ecological impact are vital components of maintaining their rural farm. The family has combined their passions for healthy eating, gardening and working with the land to create an ecologically friendly farm that provides healthy, nutritious alternatives to store bought vegetable, eggs, chicken and beef, using no pesticides or chemicals. The farm serves the community by providing good food at the Parrsboro Market and through Community Supported Agriculture Shares.

Field Guide Restaurant - Ceilidh Sutherland & Dan Vorstermans



Dan Vorstermans and Ceilidh Sutherland named their new small casual dining space the [Field Guide Restaurant](#), inspired by Peterson Field Guides that Sutherland read while growing up in Tatamagouche. Field Guide is dedicated to bridging the gap between guests and their food through passionate service, an open-concept kitchen and by working with local producers who are profiled on an ever-changing chalk board menu. Eating locally produced, high quality food makes sense so the menu will be a constant reflection of what is being grown and produced in Nova Scotia. Dan and Ceilidh have created a wonderful atmosphere and their great food shows guests that local products are truly fantastic.

Fruition – Jessie Doyle & Seth Graham



[Fruition](#) uses local and organic ingredients to create raw foods that satisfy your taste buds and nourish your body. They started selling Kale Krisps at the Seaport Market in 2011 and when winter came and local kale was no longer available, since they promote eating local and raw food, they started making crackers, bars, salads and dips. They quickly outgrew a 2012 expansion to a small kitchen at the Seaport Farmers' Market and on January 4th, 2014 opened a brand new storefront space on the main level of the Market with twice the square footage, their own entrance and an larger product selection including fresh juice, smoothies and a salad bar.

Hoppy's Farm – Byford & Lee Hopkins



The wide range of vegetables and herbs grown at Hoppy's Farm are chemical and pesticide free. They also grow ornamental landscaping plants and berry bushes. Their products are sold at the Farm Gate, to several restaurants, and soon will be available at Farmer's Markets or through a CSA. They have returned an old farm to production by carefully rebuilding the the soil and building greenhouses and a barn, and they have installed a highly efficient outdoor furnace that heats the greenhouse so that they are able to sell salad greens and herbs to restaurants and other customers throughout the year. Production will continue to increase to meet the demand for local produce.

***The Port Grocer, Café and Art Space –
Annabel Singleton & Deb Melanson***



The Port Grocer's mission is to provide year-round access to locally produced food, products and resources for Queens and Lunenburg County residents and visitors. [The Port Grocer, Cafe & Art Space](#) strives to create an open and welcoming community hub; where young and old can come together to eat, learn, share and grow. The Port's core values are to be a business with a conscience; to respect and protect the environment; and to lead by example. Their goals are to create a community hub by providing access to healthy, wholesome food as well as being a centre for art, music, culture and community. The Port supports other, local and small businesses and makes "buying local" a priority. The Port aims to be a space for local people and local small businesses to support one another.

The Flying Apron Inn and Cookery- Chris & Melissa Velden



The mission of [The Flying Apron Cookery and Inn](#) is to showcase Nova Scotia Foods and the Farmers who grow them through Culinary Education events taught by European Trained Master Chef Chris Velden using locally sourced, honest food offerings. The Flying Apron Cookery and Inn offers gourmet food and catering featuring seasonally and sustainably grown produce, and a wide selection of prepared foods and pantry items are available for purchase through home delivery service and at the Hubbard's and Lunenburg Farmer's Markets. The Flying Apron is located in Summerville on the Noel Shore and features a fine restaurant, food shop, catering kitchen, cooking classes and the Inn.

Millennium Gardens – Vicky & Scott Conrad



[Millenium Gardens](#) is owned and operated by Scott and Vicky Conrad. They have been raising animals and growing vegetables for 26 years. Currently the farm has three greenhouses that produce greens and other vegetables as well as flowers. The Conrad's raise their animals ethically and grow produce with as few inputs as possible. [Millennium Gardens](#) strives to supply locally grown and processed foods that are good, nutritious and affordable. The farm is located on the picturesque Medway River on the East Mill Village Rd, in Mill Village, Queens County.

Down on the Corner Farm - Dave Lahey



Down on the Corner Farm is a family farm owned and operated by Dave and Anita Lahey. The farm is located in Maitland, Lunenburg County on the Northfield Rd. The farm raises chicken, eggs, ducks, turkeys, and pork, all of which are free range and grass fed. The farm also specializes in growing organic vegetables, using two greenhouses to extend the growing season in the spring, fall and early winter. Down on the Corner Farm can be found at three farmers' market locations – Hubbards, Lunenburg, and Mahone Bay.

South Shore Farms- David Eisnor



[South Shore Farms](#) located in Upper Branch, on the South Shore is an old farm being returned to production by entrepreneur and new farmer, David Eisnor. Farming began in May 2014 and five acres of haskap orchard will come into full production by the summer of 2016. Other crops suitable to the good soil and climate will be grown, such as hops, garlic, lavender, and value added products will be developed ranging from wine, juice, preserves, dried fruit and other value added products made from haskap berries, and the other crops. Eventually the farm will also become an agri-tourism destination.

Getaway Farm – Poyser & Kennedy Families



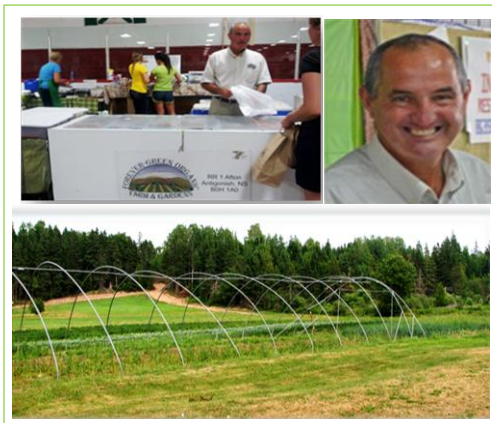
Located on the North Mountain with scenic views of the Bay of Fundy [Getaway Farm](#) raises beef on an exclusively grass-fed diet. The cattle are on pasture in the summer and are fed a healthy mix of hay and silage through the winter. Grass fed beef tends to grow slower than grain fed beef, and as a result there are much higher levels of heart healthy Omega 3 fats, and great flavour in the meat. [Getaway Farm](#) beef and other meats can be found at the Halifax Seaport Farmers Market six days a week as well as at the [Highland Drive Storehouse](#) on Kaye Street in the Hydrostone area of Halifax. Getaway Farm is dedicated the concepts of local and sustainable agriculture and the economy. We are your local butcher selling local sustainably raised meat.

Boxing Rock Brewery – Emily Tipton & Henry Pedro



[Boxing Rock Brewing Company](#) was founded in 2012 by two engineers and is located in a newly constructed 5000 square foot building located off Highway 103 in Shelburne, Nova Scotia. The Boxing Rock Brewing Company was born from the desire of two talented chemical engineers who want to live and raise their families in Shelburne while applying their skills and passion to creating a product that they can sell locally and further afield. Brewing beer sustainably lends itself to the history of this Loyalist town, and is already making a significant contribution to the local economy. The Brewers are actively seeking farmers and producers who they can contract to grow the ingredients they need for their beer.

Forever Green Farm and Gardens – Terry & Mary Boyle



Terry and Mary Boyle and their family operate Forever Green Farm and Gardens in Afton Station which consists of 600 acres of crop land used to grow forages and pasture for their herd of beef, flock of sheep and hogs. All meat products are processed at their provincially inspected meat plant on the farm. Ten acres of vegetables are also grown for fresh market sales through the Antigonish and Mabou Farmers' Markets. All their animals are grass fed and pasture raised, and the vegetables are grown using organic practices and standards.

FarmWorks honoured among Tides Top 10 awardees for 2013



Tides Canada named FarmWorks Investment Co-operative Limited among its Tides Top 10 – a national annual award honouring some of Canada's most innovative social change efforts that inspire people to take action, think in new ways and make the world a better place.

Tides Canada is the country's largest public foundation dedicated to the environment and social justice – a network that connects an ecosystem of donors and doers who care about our people, our environment and our future.

We chose FarmWorks for: Creating meaningful partnerships with investors and with loan recipients, businesses and other lenders – partnerships that contribute to the growth of food-related enterprises across Nova Scotia.

“Our Tides Top 10 award is an opportunity to shine the spotlight on some of Canada's most innovative social and environmental initiatives,” said Ross McMillan, President and CEO of Tides Canada. “Each of this year's recipients has demonstrated innovation, creativity and impact while working at the intersection of social, ecological and economic considerations. We're pleased to recognize and celebrate their collective dedication to social change.”

<http://tidescanada.org/about/tides-top-10/top-10-for-2013/#farmworks>

Why FarmWorks Matters, in Nova Scotia and Beyond

Prepared for the Board of Directors of FarmWorks Investment Cooperative Limited

The survey was conducted by Dr. Irena Knezevic, PhD, Laurier Centre for Sustainable Food Systems and Chloe Kennedy, MSc, Farm to School Coordinator, Clean Nova Scotia, in March and April 2014

More than 25 jobs were created within two years by entrepreneurs supported by FarmWorks

FarmWorks Investment Co-operative Limited has announced that 18 Nova Scotian food-related businesses receiving loans in the 18 months between May 2012 and December 2013 have created 20 full time jobs and six part time jobs as a direct result of FarmWorks loans. This is in addition to 21 full time and 14 part time positions in their businesses held by the owners themselves. *The 2013 Workforce Multiplier Effect Study of Local Farms and Food Processors in Northwestern Ontario* described a multiplier of 1.4, which indicates that 20 jobs in the local farm and food processing sector in Northwestern Ontario support 8 extra jobs indirectly with suppliers and retailers.

For startup and young businesses roughly 25% of their total capital came from FarmWorks, representing a significant contribution to their businesses. For established businesses, loans accounted for 1.5% to 100% of project capital.

FarmWorks was established in 2011 to promote and provide strategic and responsible community investment in food production and distribution in order to increase access to sustainable local food for all Nova Scotians. Money invested in the FarmWorks CEDIF is used to provide subordinated debt funding to farms and food-related businesses to help increase the supply of local food, and the level of agricultural and related economic activity. Multipliers ranging from 1.5 to 2.5 bring about direct, indirect and induced economic improvement with relatively small amounts of local investment.

FarmWorks does not require collateral, payments are deferred for three months, and no fees are charged for loan applications or early repayment. Applicants' values and goals must align with FarmWorks', and extensive due diligence is required before loans are made. Protection of shareholder investments in the FarmWorks Community Economic Development Investment Fund is paramount in order to ensure the ongoing success of the CEDIF program.

The amount invested in the surveyed businesses was part of \$449,500 raised in the first two CEDIF offers. The third offer raised \$271,500 and in less than three years \$721,000 has been raised for food related businesses across the Province.

2014 - FARMWORKS FLAVOURS - ENTREPRENEURS' SHOWCASE

Took place at Alderney Landing Market on Sunday, October 26th, 2014

FARMWORKS MARVELOUS MENU!

- Cereal Killer Oatmeal Stout, Kitchen Party Pale Ale
Bitter Get'er India Black IPA
[Big Spruce Brewery & Eatery](#)
- Fresh Apple Cider made from Stewart's Organic Apples
[Stewart's Organic Farm](#)
- Homegrown Wet Hopped Ale
Lavender and Hop Condiments and Other Products for sale
[Meander River Farm](#)
- Country Pâté, Coppa, Saucisson Sec, Duck Prosciutto, Chutney, Pickles
[Charcuterie Ratinaud French Cuisine](#)
- Many Hands Pale Ale - an Annual Harvest Collaboration with North Brewing
Crafty Jack English Ale - a Dark Brown English Ale perfect for cooler weather
[Boxing Rock Brewery](#)
- Wild Mountain Farm Pulled Pork on a Hand Pressed Pizzelle (Italian Style Cookie) or Belgian Waffle Made Using Valley Flaxflour Golden Flax & Buckwheat Garnished with Apple & Onion Confit Featuring Stirling's Apples & Stewart's Organic Onions
[Pie r Squared - Dedicated Gluten-free Kitchen](#)
- Cool mini Pork Sliders Mixed with Millennium Gardens Spinach & Humming Bird Herbals - Red Pepper Mint Herb Salt, Topped with Cucumber Chips & a Dollop of Cool Cucumber Dip made with Humming Bird Herbals fresh Cucumber Spice & Herbal Vinegar
[Millennium Gardens](#)
- Chicken Liver Crostinis with Pickles and Herbs and Flavours of Fall Soda
[Field Guide Restaurant](#)
- Wood-Fired Oven Baked Sourdough Loaves with Local Fruit Preserves and Maritime-Made Cheeses
[Gold Island Bakery](#)
- Grass-fed Highland Beef Garlic Meatballs
[Good Lake Farm](#)
- Variety of Delicious Potato Salads Blended with Garlic, Burger Bomb or Curry Luv Food Dressings
[Vincent Food Dressings](#)
- Arctic Char Gravlax on Crostinini with Lemon Dill Quark & Housemade Pickles
[Local Source Market & Afashionado Halifax Fishmonger](#)
- Roasted Leg of Lamb with Apricot, Ginger, and Honey Glaze
Smokey Bacon and Gouda Quiche with a Microgreens Garnish
[Rocky Top Farm](#)

- Valley Mushroom Caps Stuffed with Meadowbrook's Honey Garlic Sausage and Ran-Cher Acres Goat Cheese
[Meadowbrook Meat Market](#)
- Beef Brisket on Buttermilk Biscuits with Sauerkraut & Cajun Sour Cream
[Flying Apron Cookery](#)
- Hipster Toast Bar - Fine Selection of Artisanal Toasts and Jams
[Helen B's Preserves](#)
- Valley Kitchen Wheat Free Toasted Rounds - Assorted Savory & Sweet Accompaniments
Van Dyk's Wild Blueberry Juice Smoothie with Golden Flax Flour
[Valley Flaxflour](#)
- Braised Beef Neck Tart with Bone Marrow and Parsley Crust
[Getaway Butchers](#) and [Highland Drive Storehouse](#)
- Blueberry Macaroons & Chocolate-Dipped Raspberry Macaroons made with Local Berries
Kale Krisps & Flatbread to sell
[Fruition](#)
- South Shore Duck
[Down On The Corner Farm](#)
- Variety of Apples & Tiny Red Thumb Potatoes for sale
[Oakview Farm](#)
- "Little Sweet" - Sweet Potato, Blue Cheese, Prosciutto, Caramelized Onions, Orange Preserves, Roasted Pears, Shoots and "Combo 2" - Coconut Quinoa, Broccoli Couscous, Butternut Squash Puree, Fried Chickpeas, Pickled Corn, Lime. Both Gluten-free
[Piez Bistro](#)
- Chocolate Espresso Brownies, Cape Breton Blueberry Scones
[Haven Coffeebar](#)
- Mini Quiche & Side Salads featuring Rocky Top eggs, Webberfoods Bacon, Speerville Flour Crust, Millennium Gardens Greens & Vinegar
[The Port Grocer](#)
- Variety of Local Foods
[Rockwell Valley Foods](#)
- Chocolate Silken Tofu Pie
[The Wooden Monkey](#)
- Selection of Oakhaven Breads Hand Made with Stone Ground Organic Grains Baked in Wood Fired Oven
[Noggins Corner Market](#)
- Coffee and Tea
[Just Us Coffee Roasters](#)

FARMWORKS DIRECTORS 2014

Past Chair: Richard Melvin – Vitabite Farms, Canning
Co-Chair: Peter Hicklenton – Agricultural Research, Waterville
Co-Chair, Treasurer: Linda Best – Microbiologist, Greenwich
Secretary: Ann Anderson – Teacher, Wolfville
Director: Stephen Anderson – Food Economy Group, Wolfville
Director: Alison Scott Butler – Lawyer, Canning
Director: Robert MacEachern – Confederacy of Mainland Chiefs, Halifax
Director: Alicia Lake – Cape Breton Food Hub Development, Baddeck
Director: Doug Brown – Baker, Belleisle
Director: Chloe Kennedy – Clean Nova Scotia, Halifax
Director: Chris Atwood – Community Business Development Bank, Yarmouth
Director: Lucia Stephen – ACORN Beginning Farmer Program, Halifax
Director: Bruce Wright – Pathologist, Bridgewater
Director: Valerie VanOostrum – Just Us Coffee Roasters, Berwick

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Gordon Caldwell: Grant Thornton Accounting
Jonathan McClelland: NS Co-op Council Business Development
Gordon Michael: Continuing Education SMU
Jeff Moore: Just Us! Coffee, Just Us Development & Education Society
Thomas Krausse: Dandelion Community Invest Fund
Gary Morton: Morton Horticultural Consulting
Av Singh: Organic & Rural Infrastructure Specialist, Community Leader
Edith Callaghan: School of Business, Acadia
Hank Bosveld: Bosveld Fruit Farms
Jo Ann Fewer: CEO Perennia, One Nova Scotia Commission
Susan Carroll: Executive Chef, Paddy's Pub & Rosie's Restaurant
Charles Keddy: Charles Keddy Farms Limited
Rupert Jannasch: Ironwood Farm
Ross Piercey: Production and Quality Consultant
Duncan Ebata: Web, Marketing & Media Consultant
John Aylward: Venture Solutions, Consultant
Jeremy White: Engineer, Marketing, Big Spruce Brewing
Irena Knezevic: Communications, Food Systems, Research
Melissa Quinn: Entrepreneurship, Nutrition, Product Development
Mark Vardy: Insurance Professional, Community Volunteer
Leah Kavan-Ross: Research, Writing, Food Entrepreneur
Kris Keddy: Financial Consultant
Shanon Archibald: Public Engagement Coordinator
David Bethune: Business and Financial Consultant
Chris Walker: Business Management and Evaluation

FarmWorks welcomes expressions of interest from Shareholders and other Nova Scotians who may be interested in becoming Board members or Advisors. Please review the information on the [website](#) and contact Linda Best lbest@ns.sympatico.ca, phone 902-542-3442, or any of the Directors with any questions you may have.

A change of attitude – grow entrepreneurs here

It is hard to open a newspaper or visit a website these days without discovering a column on entrepreneurship and its undeniable importance to the future of our Province.

Frequently we hear of a new product or innovation, often in the tech sector, that is being created right here in Nova Scotia, and we rejoice that the spirit of risk taking and enterprise is by no means dead, or beyond our capabilities. The truth is that Nova Scotians have always demonstrated skills and aptitudes that have supported and nurtured a vibrant economy, and as the Ivany report indicates, we simply must harness those traits to move through the crucial demographic and economic bottleneck faced by our Province.

Some would hold that the future depends largely on exploiting opportunities in the knowledge economy, that our start-ups must compete on the basis of intellectual excellence and marketability in a world dominated by digital devices and that the resource economy is dead. Yet, the farming community continues to challenge that view; farmers, local food processors, distributors and restaurants show us repeatedly that their ability to blend skills in food production, engineering, business, and marketing among many others, builds economic activity that is both sustainable and profitable.

Consider the assets that Nova Scotia provides for businesses. We are blessed with a quiet rural environment linked to one of the most livable, vibrant and cosmopolitan cities in Canada; a juxtaposition that is the envy of millions of our fellow citizens. Business in general, and the business of farming and food production in particular could have no better foundation, and Nova Scotians are beginning to turn around a decades-long decline in the resource-based industry that both feeds and nurtures us, attracts visitors and builds our economy. There are positive signs including a 2.9% increase in the number of farms in the last (2006-2011) census period, the only Province to show an increase, but the 3,905 census farms is a far cry from the 12,518 active in 1961 when more than 60% of the food consumed in the Province was produced here and our agricultural exports provided revenue to support a buoyant economy.

Not unlike entrepreneurs in other fields, the agriculture and food community faces two principle challenges: access to capital, and compliance with government regulations. FarmWorks Investment Co-operative Limited was incorporated in 2011 and operates under the Nova Scotia Community Economic Development Investment Fund (CEDIF) program with a mission to promote strategic and responsible community investment in food production and distribution. FarmWorks has provided start-up or sustaining funding to 30 food-related businesses in less than three years of operation. A total of \$721,000 has been invested by Nova Scotians in fellow Nova Scotians involved in food production. The effects are evident in nearly every corner of the Province. From Yarmouth where chef Gary Kent has created Vincent Dressings using local ingredients in a unique selection of tasty food dressings, to Big Spruce Farmhouse Brewery and Eatery in Nyanza, Cape Breton, FarmWorks has been active not only in providing much needed funding, but in advising and mentoring, catalyzing success. In the first 18 months 20 full-time and 6 part-time positions were created as a result of FarmWorks loans, and farms and businesses based on local food have flourished. In many cases, loans provided by the cooperative have leveraged other investments in businesses that have captured the essence of their communities.

That FarmWorks has been successful in helping to establish new food-related businesses, and in facilitating new projects for others, is satisfying. But access to capital alone will not establish this sector as a driving force of the new economy in Nova Scotia. Farmers, restaurateurs, food distributors and local food entrepreneurs are showing exceptional innovation in creating new models for food production, preparation, and marketing, creating cross-overs between the agri-food economy, tourism and education. But just as it takes a village to raise a child, it will take the combined efforts of citizens, community-based organizations like FarmWorks, and governments to ensure a route to success for our farms and food-related businesses.

Regulations exist to protect consumers and producers and to ensure the highest quality of products, produced safely in sustainable and ethical ways. They are not designed to impede development, or entrepreneurship. Governments and government officials must adopt a facilitative role, ensuring that regulations are applied appropriately and in a spirit of cooperation. Once the 'Government Inspector' is viewed as a colleague working together with the entrepreneur to protect standards and safety, and to help correct deficiencies, then businesses will be eager to engage. This is one of the 'low hanging fruit' that will move forward the goals of the Ivany report.

Purchasing foods and beverages and other goods produced in Nova Scotia benefits all citizens. Strategies to increase awareness of Nova Scotian products, and to enable efficient distribution to all consumers, are essential to encourage more production. Many departments and organizations including FarmWorks are working towards the goals of healthy farms and healthy food, but much more can be achieved by cooperatively supporting Nova Scotian entrepreneurs in their endeavors.

After all, the tools and processes are in place – what's needed is a slight change of attitude.

Peter Hicklenton and Linda Best
Co-chairs, for the Directors of FarmWorks Investment Co-operative Limited

Why and How to Invest in FarmWorks?

FarmWorks Mission: Promote and provide strategic and responsible community investment in food production and distribution in order to help increase access to a sustainable local food supply for all Nova Scotians.

Shareholders in FarmWorks have a vision – healthy farms and healthy food – and they're investing in FarmWorks to provide new sources of capital for farmers and food producers.

The Directors of FarmWorks Investment Co-operative lend capital to sustainable food-related businesses across the Province, and those farmers, food processors, retailers and restaurants are producing, employing, and profiting – adding value to their businesses and the Province as a whole.

People who support local businesses – buying locally, investing locally – realize that they hold some of the keys to their future in their hands. Food is one of those keys.

Excellent foods and beverages are produced in Nova Scotia, creating jobs on farms and throughout the food system, providing food grown closer to home, keeping money circulating in the region, bringing people back to rural communities, helping to increase the viability and sustainability of agriculture and providing economic stimulus for the whole Province.

FarmWorks established a Community Economic Development Investment Fund (CEDIF) that enables investors to receive tax credits for investing in a broad range of food-related businesses in Nova Scotia. The Directors strategically provide subordinated debt financing to enterprises that will successfully and sustainably increase production and profitability. Directors and Advisors mentor and promote businesses that receive loans.

In just 30 months \$721,000 was invested in FarmWorks and loans have been made to 30 businesses. Loan repayments are immediately available to lend to other businesses. FarmWorks Flavour Trail <http://farmworks.ca/about/loan-recipients/> shows where to buy locally from these businesses.

The [Fourth Offer](#) is now open for continuing and new investors. FarmWorks <http://farmworks.ca/about/investment/> describes the benefits of investing locally.

FarmWorks Community Economic Development Investment Fund (CEDIF)

- Pool of capital, formed through the sale of shares, created to operate or invest in profit oriented local businesses. **By April 2014 FarmWorks had raised \$721,000 and invested in 30 food-related businesses.**
- Cannot be charitable, non-taxable, or not-for-profit. **FarmWorks is a for-profit Co-operative.**
- Must have at least six directors elected from the defined community. **FarmWorks 14 Directors and many Advisors across the Province.**

The Province supports CEDIFs because:

- Mutual Funds, stocks and bonds and approximately \$600 million contributed annually to RRSPs draw billions of dollars from NS. **FarmWorks CEDIF enables citizens to invest in food production in NS.**
- Less than 2% is re-invested in NS. **CEDIFs are a means for keeping investments in the local economy.**
- Most of our investment dollars are benefiting external economies (TSX). **The multiplier effect of investments in qualifying Nova Scotian businesses can help to rebuild rural and urban economy.**

CEDIFs provide shareholders with an initial 35% Provincial tax credit

Further Provincial tax credits of 20% at the 5 year anniversary and 10% at the 10 year anniversary

Investments in CEDIFs are eligible for RRSP tax deferral

FarmWorks Fourth Offer is open. Information is available at <http://farmworks.ca/fourth-offer-now-open/> or contact best@ns.sympatico.ca phone 902-542-3442, cell 902-670-3660, or contact any of the Directors.



Delicious!

Nova Scotian Food!

When you buy local food, you vote with your food dollar for family farms, thriving communities, and healthy, flavorful, plentiful food.

Locally grown food tastes really good!

Crops are picked at their best, and products are carefully prepared to keep people coming back for more.

Local food is good for you.

With shorter times between the farm and your table fewer nutrients are lost from fresh food.

Local food is safe.

Producer's livelihoods depend on providing safe food, and they take that responsibility very seriously.

Local food supports local families.

Local food production provides employment and keeps money closer to home where it multiplies throughout the local economy.

Local food builds community.

Buying local food connects you to farmers and food producers. Getting to know people who provide your food connects you to the land, the seasons, environment and the beauty of rural Nova Scotia.

Local food preserves open spaces.

Buying locally grown food helps preserve farmland and the rural landscape which is an essential ingredient for other economic activities such as tourism and recreation.

Local food benefits the environment and wildlife.

Well-managed farms conserve the soil protect water sources. Farms are patchworks of fields, meadows, woods, ponds and buildings that provide habitat for wildlife.

Local food preserves biodiversity.

Local farms often grow many different varieties of crops to provide a long harvest season and the best flavors. Livestock diversity is usually higher where there are many local farms rather than few large farms.

Local food is an investment in the future.

By supporting local farmers today, you are helping to ensure that there will be farms in Nova Scotia in the future.

This is important for food security and our economy, health, communities and environment.

VOTE WITH YOUR FOOD DOLLARS!