



*DREAM. GROW. THRIVE.*

*fec*





# *WHO IS FCC?*

- The only lender 100% invested in Canadian agriculture and food
- Established 1959
- \$44 billion-plus portfolio
- 100 offices across Canada
- More than 27 years of growth



*WHAT IS OUR  
MANDATE?*

**We're committed to the ag and food industry**, from those who grow and produce food to food processors, entrepreneurs and logistic providers.





# Mission

---

Provide access to capacity, capital, and agricultural knowledge to empower Indigenous companies and communities to become leaders in agriculture & food.





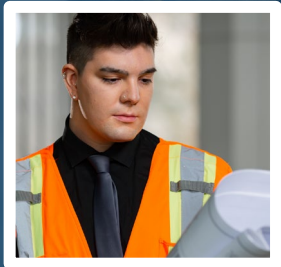
# Vision

---

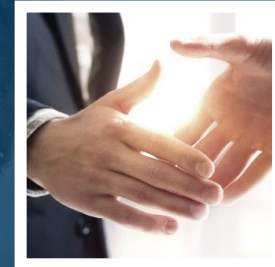
Strengthen Canadian agriculture by advancing and encouraging Indigenous inclusion and traditional knowledge, and by creating a lending environment that recognizes and addresses the unique challenges and opportunities of Indigenous agriculture.



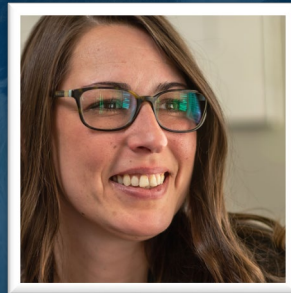
# Indigenous Relations Strategy Pillars



1. Become a lender of choice for Indigenous people



2. Help build capacity in Indigenous communities



3. Become an employer of choice for Indigenous job seekers



# What is FCC doing?

---

## Internally:

- CCAB PAR Certification
- Procurement strategy
- Indigenous Employment
- Indigenous Awareness
- Updated lending policies
- Community Investment
- Internal communications (RRI, Compass, Story, NIPD, NTRD, team and divisional)





# What is FCC doing?

---

## Internally:

- Self-declaration and analytics
- Office Branding Strategy
- Knowledge and events
- Summer student program
- ESG







# What is FCC doing?

---

**Externally** (with Indigenous communities):

- Indigenous school feeding program
- Indigenous student empowerment fund
- CO Flag Raising Ceremony and office branding
- NACCA Indigenous Growth Fund
- Raven Indigenous Capital VC





# What is FCC doing?

---

**Externally** (with Indigenous communities):

- NIO's sponsorship and speaking
- JAED contributor
- Engagement
- Agri-Spirit Fund – opens in April



# What is FCC doing?

---

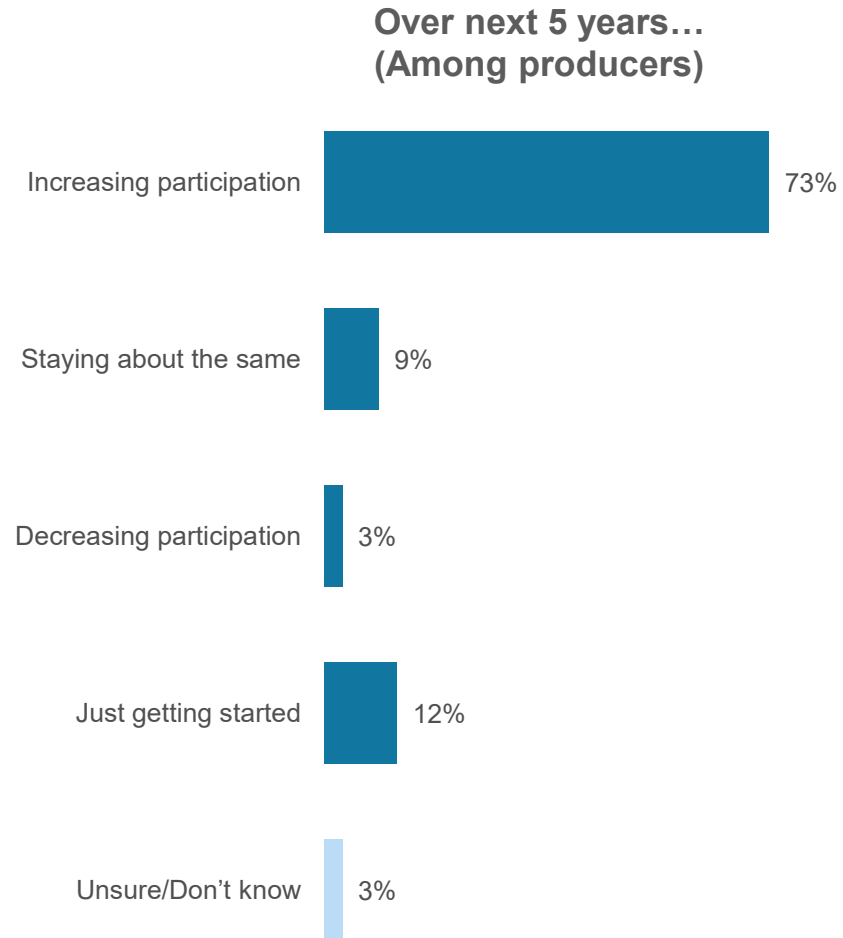
Externally (with the industry):

- Indigenous Awareness training
- Event sponsorships
- Connect Indigenous and non-Indigenous businesses

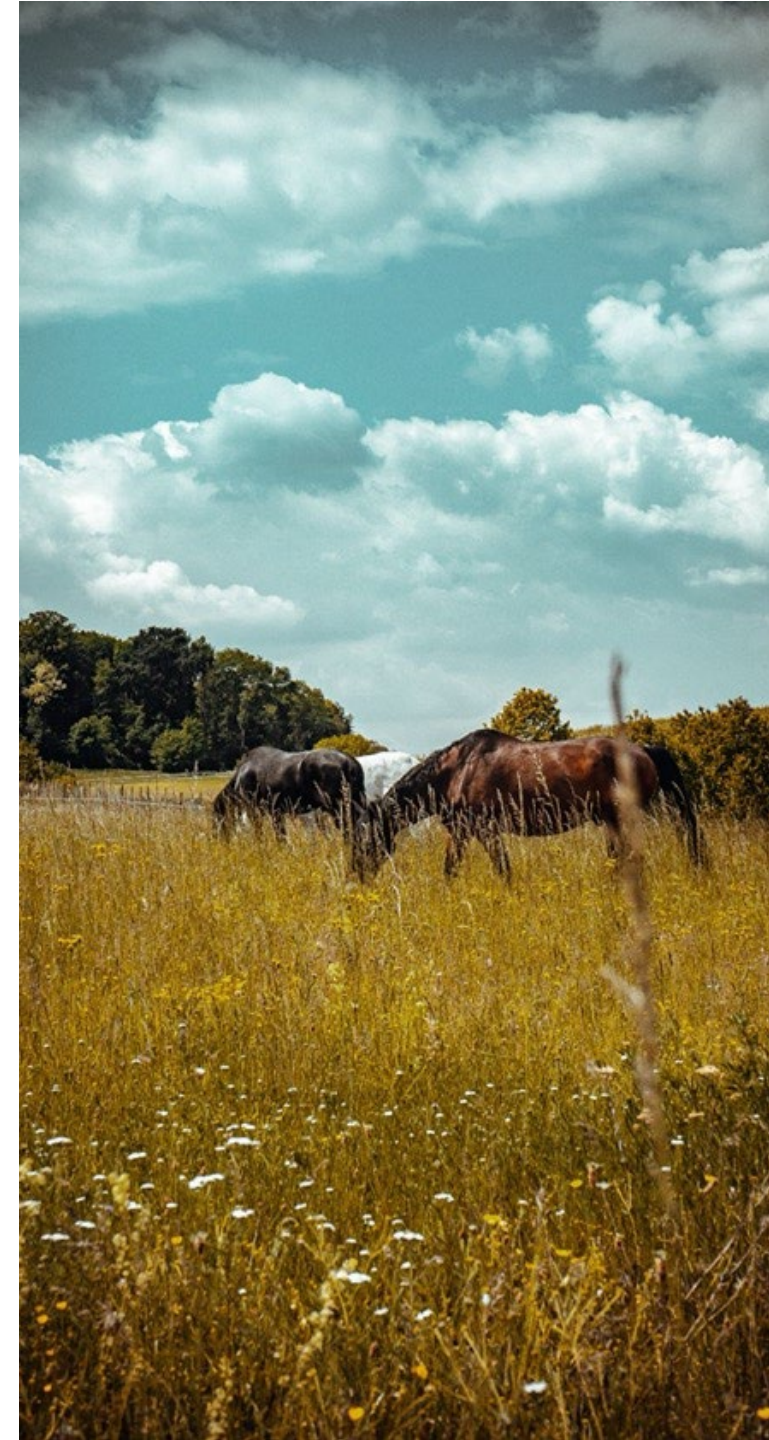




# The vast majority of producers are looking to increase agricultural participation over the next five years



Q4. Over the next 5 years, how would you describe your participation in agriculture personally/for your community/band?  
Base: Producers (community/band or individual) (n=67)

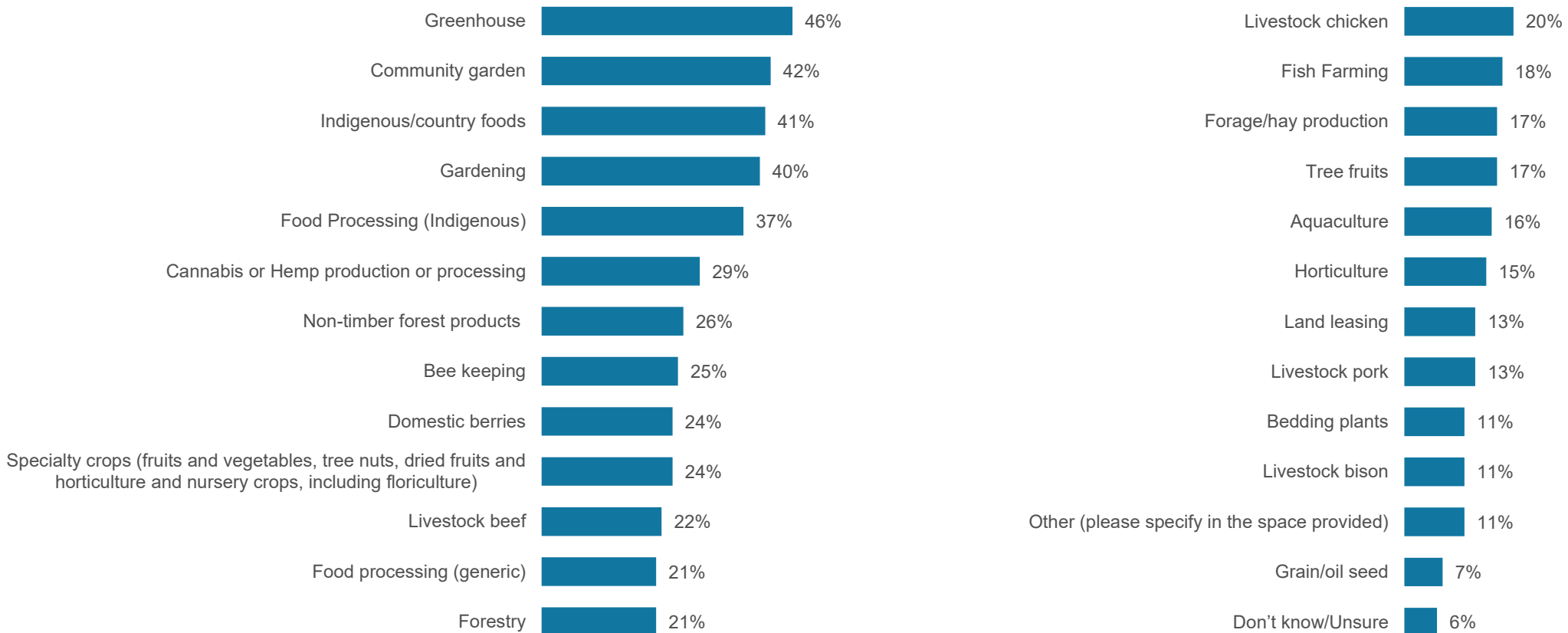




# Agriculture Business: Opportunities for Future

Consideration for future involvement reflects the same trends as current involvement – greenhouse, gardening, Indigenous foods; but again, the breadth of business types mentioned highlights opportunities across multiple categories.

## % Considering – Next 5 Years



Q3. And which agriculture business are you considering or planning to be involved in within the next 5 years?

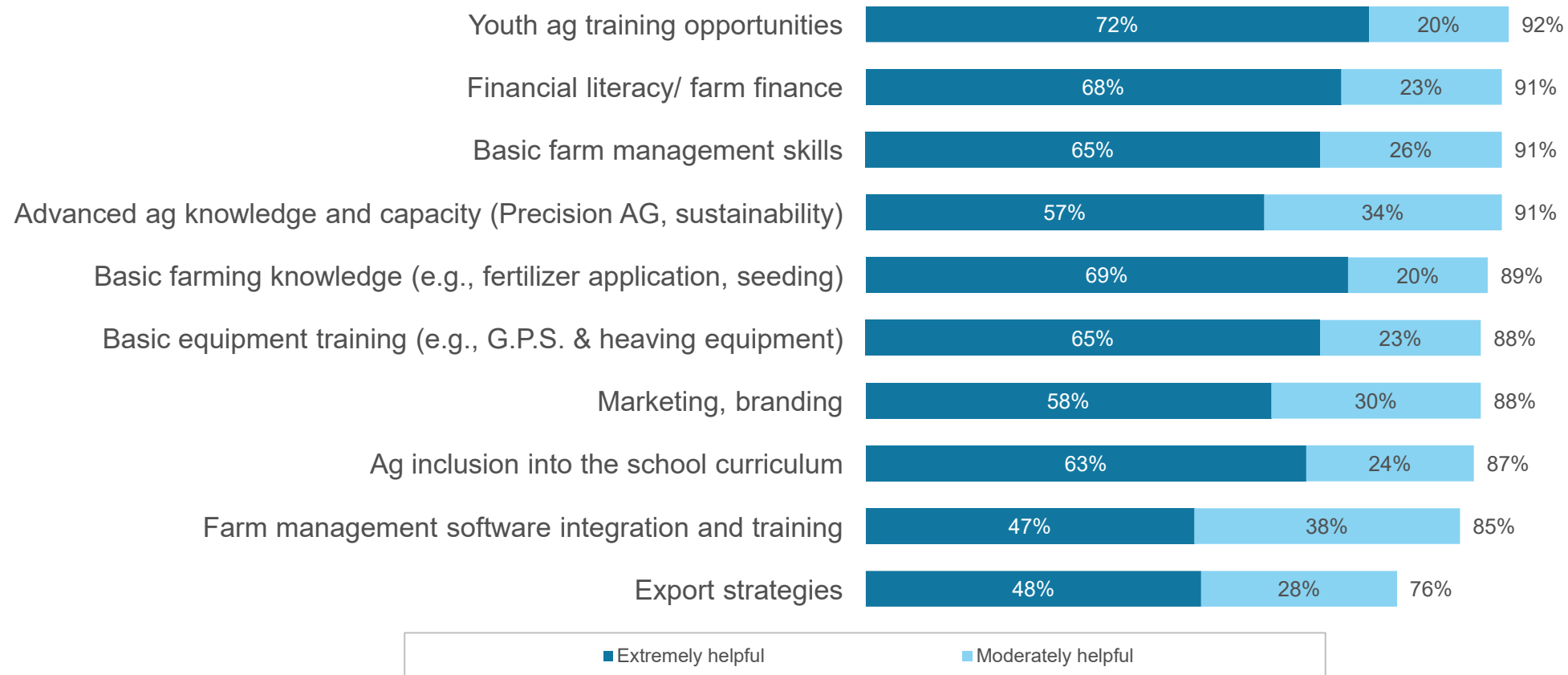
Base: Total respondents (n=100)



# And there is a clear appetite for a wide variety of training opportunities to support growth

Most helpful training opportunities are related to youth training, financial literacy and farm management – support in these areas would benefit some of the earlier stated challenges related to access issues.

## Helpfulness of Training Opportunities



Note that the high ratings (and strong intensity for those rating “extremely” helpful is somewhat atypical for questions asked in a similar fashion. Responses tend to be more muted in intensity and show stronger distinction in ratings overall.

Q20. How helpful would the following training opportunities be for your farm team members?  
Base: Total respondents (n=100)





# *WHO DOES FCC FINANCE?*

**Indigenous entrepreneurs, economic development corporations and First Nations communities** exploring opportunities in agriculture and food.



# WHO DOES FCC FINANCE?



Wild rice



Wild mushrooms



Wild berries



Pine tree sap



Fireweed



Various herbs and spices



Fresh water wild fish



# WHO DOES FCC FINANCE?



## AGRICULTURE OPERATIONS

---



Inputs



Livestock



Equipment



Land and buildings



Environmental solutions



Greenhouses



Aquaculture

## AGRIBUSINESS

---



Crop input suppliers and retailers



Equipment manufacturers and dealers



Food processors



Wholesale, storage and distribution



Grain handling and logistics

## FOOD AND LOGISTICS

---



Food processors and manufacturers



Oil refining and blending



Frozen foods, blending and milling



Wineries and distilleries



Wholesale and distribution



Commercial bakeries



Ethnic and speciality foods



Food and beverage equipment



Packaging



Abattoirs and meat processors



# FCC Young Farmer Loan

---

- Special interest rates, no loan processing fees
- Available for eligible farmers under 40
- Up to \$1,500,000
- Free one-year subscription to the AgExpert Premium Bundle





# FCC Young Entrepreneur Loan

---

- Purchase or improvement of an agriculture- or food-related business
- Up to \$1,500,000
- Special interest rates
- No loan processing fees
- For entrepreneurs under 40





# FCC Women Entrepreneur Program

---

## Provide access to capital

- FCC Women Entrepreneur Loan

## Support skill development

- FCC content and events, strategic partnerships and sponsorship support

## Tools, resources and people





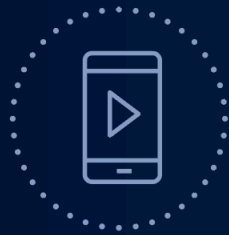
# FCC KNOWLEDGE

---

Take your business management skills to the next level.



Articles



Videos



Events



AgriSuccess



Podcast



e-Newsletter

Discover all the ways to learn at [fcc.ca/Knowledge](https://fcc.ca/Knowledge)

