

Indigenous Agri-food Funders Forum

May 26, 2021

Jamie Hall , General Manager



About IAPO

- Aboriginal Capital Corp. formed 1984
- Mission
“To cultivate sustainable economic growth of Ontario First Nations People for seven generations through the implementation of agricultural related programs”



About IAPO

- Created to provide financing and facilitate access to credit for First Nations Farmers
- Evolved to offer farm financing, business advisory & agricultural extension services to support farm business success



About IAPO

- First Nations membership
- Serve First Nation communities, farmers, agribusiness, ec dev corps., First Nation owned businesses, etc.
- On and Off Reserve
- Business Advisors work with members in their communities.



About IAPO

- Member based not for profit
- 4 districts – 6 Directors
- Directors nominated by members
- Amanda Ioannou - Chairman



IAPO Financing & Programs

- Farm & agribusiness financing – term loans, mortgages, lines of credit, bridge financing
- Targeted financing products – Tile Drainage, HerdBuilder, Youth



IAPO Financing & Programs

- Financing of up to \$1 million available
- Rates based on equity, risk, credit rating
- Cashflow and repayment capacity key



IAPO Financing & Programs

- IEDF Programing - 2021 tba
- Past Programing
 - First Nations Business Start Up & Expansion Program
 - Beginning Farmer Program
 - Business Recovery Financing
 - Community Economic Grants



IAPO Financing & Programs

- Covid Programing – for affected farms & agribusiness
 - Emergency Loan Program - IBSP



IAPO Financing & Programs

- Ag Extension Services – “how to” info on farming, farm business management, farm start up and expansion etc.
- Typically on farm/in community



IAPO Financing & Programs

- Ag Extension Services currently –
 - on line workshops, beef cow herd health initiative, extension staff, phone & zoom out reach

workshops@indianag.on.ca



IAPO Financing & Programs

- Other services – consulting including business planning , agricultural land use, advisory & review services.
- First Nations Agriculture for Seven Generations classroom program developed with AgScape (Ag in the Classroom)



IAPO Financing & Programs

- Facilitate financing and funding
i.e. ABFP, CORDA, NOHFC, CAP, FedNor,
etc.
- Act as sole financier or with multiple lenders
including syndications



IAPO Financing “examples”

Project Costs		Source of Funds & Financing	
Tractor	35,500	Equity	16,250
Feeding Equipment	24,000	Bridge Financing - NOHFC/ABFP	56,000
Handling Facility Equip.	15,000	FNBSEP- tractor, equip	45,000
Cattle Purchase	40,000	FNBSEP OLOC/LOC	45,250
Marketing	1,000		
Working Capital	47,000		

Total \$162,500

Total \$162,500



IAPO Financing “examples”

Project Costs		Source of Funds & Financing	
Additional taps	5,000	Equity	20,000
Pump	9,000		
Pipeline equipment	2,000	Construction Line of Credit	105,000
Sugar Shack	152,000		
Well	10,000	ABFP Bridge Financing	75,000
Septic	20,000		
Syrup equipment	2,000		
Total	\$200,000	Total	\$200,000



IAPO Financing “examples”

Project Costs		Source of Funds & Financing	
Farm Purchase	650,000	Client Equity	65,000
		FNBSEP	200,000
		ABFP-Bridge Financing/LOC	150,000
		Other financing	235,000
Total \$650,000		Total \$650,000	



Thanks!

IAPO

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