



Farm Financial Management Options

John Murray, Special Credit



Nova Scotia
Farm Loan Board



Lending to Nova Scotia Agriculture

- Over 70 years
- Providing stable long term interest rates



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Challenges

- Environmental
- Operating costs
- Capital costs
- Interest Rates
- Human Resources
- Market



What do I do now?

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A cartoon illustration of a man with a large, overflowing money bag. He has a distressed expression and is asking, "What do I do now?". The bag is tied at the top and has a large dollar sign on it. The background is a simple landscape with a blue sky and yellow ground.

When faced with Challenges

- The 5 " R's "

Review

reflect

React

RECONSIDER

REMEDY

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A collection of five icons representing the 5 "R's": "Review" (a yellow book with a magnifying glass), "reflect" (a piece of torn cardboard), "React" (a blue square with white text), "RECONSIDER" (a white arrow pointing right with black text), and "REMEDY" (a black square with a white mortar and pestle icon).



Financial Checkup

- Review your plan/options with a loan officer
- Programs
- Growing Forward 2: Home Grown Success
- Business Development & Market Enhancement
- <http://novascotia.ca/programs/homegrown-success/HGS-Pgm-Guidelines-2016-17-v2.pdf>
- 902-893-6377



Other Options

- Farm Debt Mediation Service



Agriculture and Agri-Food Canada
Farm Debt Mediation Service
P.O. Box 57000
Research Centre, 850 Lincoln Road
Fredericton, NB
E3B 6C2

Toll Free Number: 1-866-452-5556

Telephone: 506-460-4453

TDD/TTY: 613-773-2600

Fax: 506-452-4975

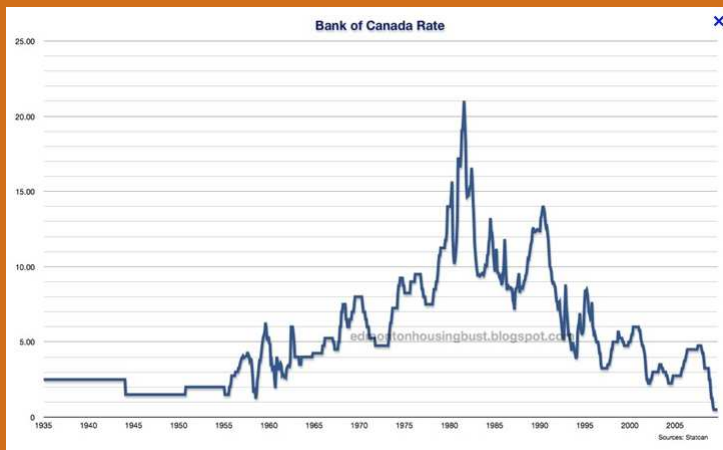



Wise Advice



**Production of Wild Blueberries
(million lbs)**


YEAR	PRICE/LB	NS (Million lbs)	TOTAL (Canada + Maine)
2000	0.60	41.0	192.8
2001	0.45	26.5	175.3
2002	0.40	39.1	163.4
2003	0.50	57.3	200.7
2004	0.55	41.2	159.7
2005	0.80	32.0	163.8
2006	1.05	30.6	203.4
2007	1.05	26.4	180.0
2008	0.60	40.1	244.2
2009	0.35	30.0	225.5
2010	0.60	33.0	163.4
2011	0.80	28.0	216.5
2012	0.75	42.0	258.2
2013	0.65	37.5	213.0
2014	0.55	62.0	326.1
2015	0.50	65.0	306.0
2016	0.30	60.0	386.0








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Amortization - Full Term	Interest Rate %	Interest Rates - Term Loan			
		Amortization	Three-year Term %	Five-year Term %	Ten-year Term %
1 to 5 years	2.85	1 to 5 years	2.75	2.85	--
6 to 10 years	3.20	6 to 10 years	2.85	3.05	3.20
11 to 15 years	3.80	11 to 15 years	2.90	3.15	3.55
16 to 20 years	4.25	16 to 20 years	2.90	3.15	3.85
21 to 25 years	4.70	21 to 25 years	2.90	3.20	3.90
26 to 30 years	5.00	26 to 30 years	2.90	3.20	3.90





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novascotia.ca/farmloan

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