



Government of Newfoundland and Labrador  
**Department of Forestry, Agriculture and Lands**

# Commercial Farm

## Business Plan Template

A scenic landscape photograph showing a field of golden wheat in the foreground, rolling green hills, and a coastline with the ocean in the background under a clear blue sky.

**Revision: November, 2025**

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Applications for Request for Proposals, Commercial Farming, or proponents intending to become commercial, must complete the Farm Development Plan and this Commercial Farm Business Plan prior to submitting a Crown lands application. Commercial farming is defined as a farm that operates for sale and profit, rather than exclusively for personal consumption.

### **Applicant Information**

Farm Name: \_\_\_\_\_

Farm Owner: \_\_\_\_\_

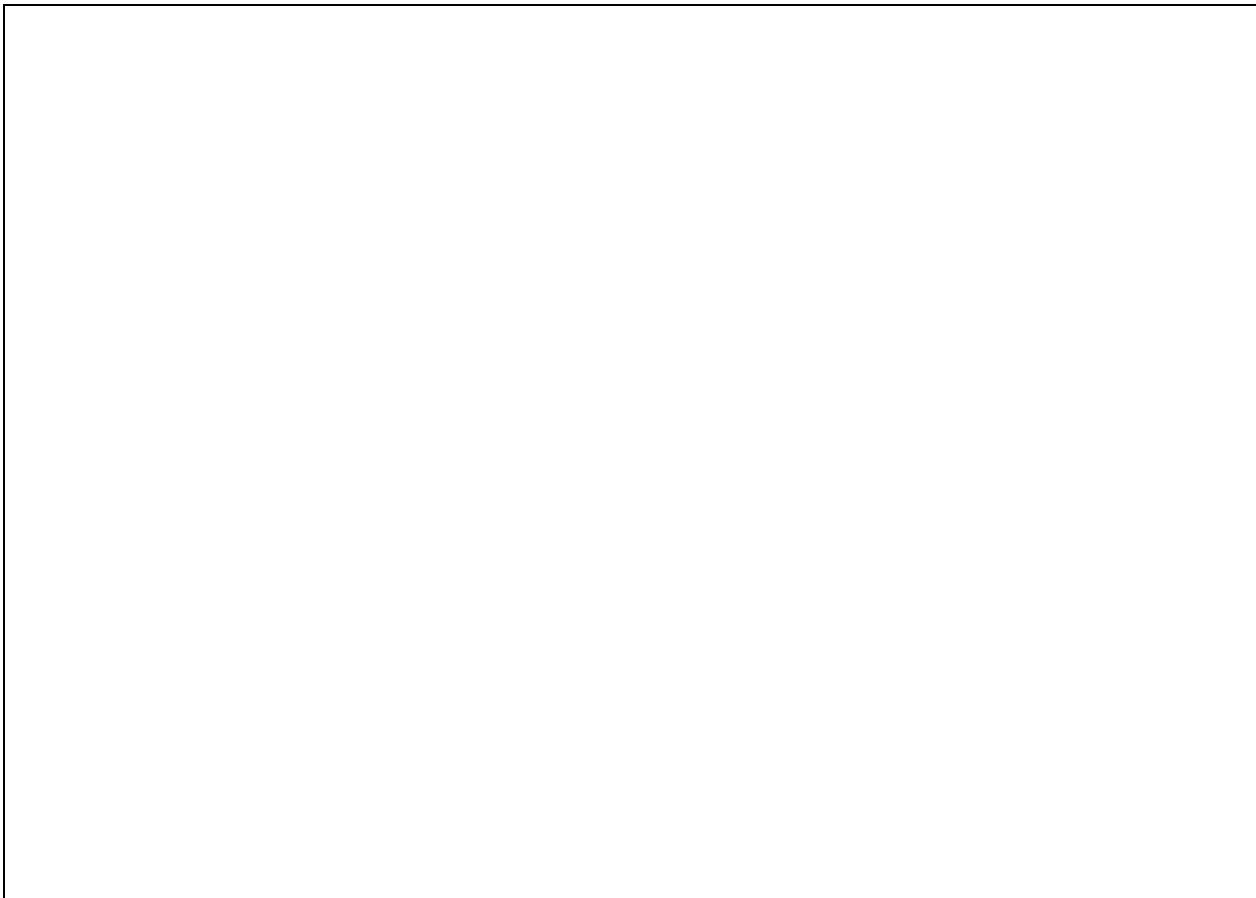
Farm Address: \_\_\_\_\_

Email Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_

### **Executive Summary**

Please clearly explain your farm history, farm size (acres), location, and plans for future growth.

A large, empty rectangular box with a thin black border, intended for the applicant to provide an executive summary of their farm's history, size, location, and future plans.

## **Business Structure**

Describe the structure of your business per the following:

- Ownership structure (Sole Proprietorship, Partnership, Joint Venture, Incorporated Company, Co-operative)
- Key Partners (consultants, subject matter experts, written agreements)
- Employees (number of employees, job responsibilities, and related skills)

## **Marketing**

Describe why your product is unique to the marketplace, and how you plan to market and promote your products. This could include, but not limited to private farmstands, grocery stores, online markets (i.e. the Food Hub) ...etc.

## Production Plan

Describe your existing production activities, including any crop rotations (if applicable), your current suppliers, lead times from suppliers, and a brief description of value-added products.

Explain how your proposed use of the land under application corresponds with identified soil suitability. If land enhancements including clearing, drainage, fertility, or road improvements are required, how do you intend to carry out these enhancements?

Provide a brief description of your proposed crop/ livestock production activities, clearly demonstrating the requirement for additional land, and complete the following tables that are related to your proposed agricultural developments. If any information below is not applicable to your proposal, please indicate with "N/A".

<b>Proposed Livestock Operations</b>	
Breed(s):	
Total anticipated herd size (at the end of five (5) years):	
Number of breeding males (at the end of five (5) years):	
Number of breeding females (at the end of five (5) years):	
Are animals intended for slaughter? Yes or No. If YES, please indicate which licensed abattoir will process the animals:	
How will deadstock be disposed of?	
How do you intend to manage manure?	
How do you intend to feed your animals? Will feed be primarily produced or purchased?	
Do you currently have infrastructure to shelter livestock? If yes, please describe. If no, describe your plan to construct.	

<b>Proposed Poultry Operations</b>	
Will your operation raise layers, broilers, or turkeys?	
Total anticipated flock size:	
Are animals intended for slaughter? Yes or No. If YES, please indicate where the animals will be disposed of.	
How will the deadstock be disposed of?	
How do you intend to manage manure?	
Do you have access to a cooler/ freezer room for egg and/ or meat production?	
Do you currently have infrastructure to shelter livestock? If yes, please describe. If no, describe your plan to construct.	
Are you aware of any other poultry operation in your surrounding area? If yes, please describe.	

<b>Proposed Apiculture Operations</b>	
Importing honeybees is prohibited, have you contacted the provincial apiarist?	
It is recommended that honeybees are sourced from a provincially registered beekeeper. Where will you be sourcing your honeybees?	
Will you be planting forages? If yes, what varieties?	

## Financial Planning

The following questions are related to anticipated costs of production. While exact costs are not necessary, an educated estimate is required. This exercise will serve as a guide to financially plan your new proposed developments. If expenditures are not relevant to your proposal, please indicate this in your response. Please estimate the anticipated **annual** costs associated with each activity below.

Operating Activity	Estimated Expense
Purchase of animal units	
Grains and supplements	
Hay and forage (purchased and produced)	
Bedding	
Veterinary visits/ medications	
Transport to/ from processing facilities (for meat production)	
Packaging materials (meat, eggs, honey, crops)	
Disposal of deadstock/ offal	
Labour (daily and/or seasonal)	
Electricity for structures	
Repairs and maintenance	
Accounting fees	
Insurance and taxes	
Land fees	
Honeybee forage/ feed	
Seed and seed treatment	
Fertilizers	
Limestone	
Pesticides (herbicide/ fungicide/ insecticide)	
Laboratory expenses (soil, plant and feed analysis)	
Planting/ harvesting (including consumables such as inoculant, bailing twine, tunnel plastics...etc.)	

Please estimate the anticipated <b>total</b> costs associated with each activity below.	
Operating Activity	Estimated Expense
Barns and stalls	
Storage buildings/ sheds	
Fencing and maintenance	
Feeders (indoor/ outdoor)	
Watering systems	
Scales/ chutes	
Coolers for meat and/ or eggs (if applicable)	
Cold storage for vegetables (if applicable)	
Livestock trailers	
Farm vehicles and large equipment	
Fuel	
Fuel storage	
Manure storage	
Pesticide storage	
Starter honeybee colonies (nucs or splits)	
Honeybee hive equipment, winter wraps, mouse guards...etc.	
Smokers, hive tools	
Protective beekeeping equipment (i.e. suits and gloves)	

<b>Will the proposed development require outside source of funding?</b>		<b>Yes</b>	<b>No</b>
If yes, please indicate proposed amount and sources below:			
Source	Type (loan, grant...etc.)	Estimated Amount	

### Current Financial Standing and Projection

Three-Year Cash Flow Projection				
Name of Farm or Business Owner:				
		Year 1	Year 2	Year 3
Opening Cash Balance				
CASH IN				
Cash from Sales				
Cash from Loans				
Taxes Collected from Sales				
Other Cash Collected				
<b>Total Cash In</b>				
Cash Out				
Cost of Sales				
<b>Staff Expenses</b>				
	Salaries			

<b>Marketing Expenses</b>				
	Website			
	Marketing			
	Advertising			
	Other			
<b>Facilities</b>				
	Office Rent			
	Utilities			
	Furniture			
<b>Information Technology / Systems</b>				
	Telephone			
	Software			
	Network Supplies			
<b>Financial</b>				
	Acquisitions			
	Loan Payments			
	Short Term Debt			
	Aged Accounts Payable			
Travel				
Office Supplies				
Office Equipment				
<b>Professional Fees</b>				
	Legal			
	Accounting			
	Bookkeeping			

<b>Banking Charges</b>				
	Bank Fees			
	Credit Cards & Interest			
<b>Taxes</b>				
	Sales Tax			
	Income Tax			
<b>Miscellaneous</b>				
	Insurance			
	Membership Fees			
	Courier, Mail, Postage			
Other				
<b>Total Cash Disbursements</b>				
Net Cash				
Closing Cash Balance (Cumulative)				

## Present Financial Situation and Net Worth Statement

Name:			Date:		
<b>Farm Assets</b>			<b>Farm Liabilities</b>		
<b>Current (Year)</b>			<b>Current (year)</b>		
Cash	(A)		Operating Credit (Bank, Farm Credit Canada, etc.)	(R)	
Accounts Receivable	(B)		Accounts Payable (Suppliers)	(S)	
Farm Supplies	(C)		<b>Total (R+S)</b>	(T)	
Market	(D)				
Livestock	(E)				
<b>Total (A+B+C+D+E)</b>	(F)				
<b>Intermediate</b>			<b>Intermediate (1-10 yrs)</b>		
Breeding Livestock	(G)		Livestock	(U)	
Machinery	(H)		Machinery	(V)	
Other	(I)		Other	(W)	
<b>Total (G+H+I)</b>	(J)		<b>Total (U+V+W)</b>	(X)	
<b>Fixed</b>			<b>Long Term</b>		
Buildings	(K)		Buildings	(Y)	
Land	(L)		Land	(Z)	
Other	(M)		Other	(aa)	
<b>Total (K+L+M)</b>	(N)		<b>Total (Y+Z+aa)</b>	(bb)	
<b>Total Farm Assets</b>			<b>Total Farm Liabilities</b>		
Total Assets (F)+(J)+(N)	(O)		Total Liabilities (T)+(X)+(bb)	(cc)	
Non-Farm Assets	(P)		Non-Farm Liabilities	(dd)	
<b>Total Assets (O+P)</b>	(Q)		<b>Total Liabilities (cc)+(dd)</b>	(ee)	
Net Worth = Total Assets (Q) - Total Liabilities (ee)					
<b>Net Worth (Q) - (ee) =</b>					

### **Key Performance Measures**

Please outline the key indicators that will quantify the success of your farm. (i.e. financial goals, customer satisfaction, labor efficiencies...etc.)

### **Risk Assessment and Mitigation**

Please describe potential strengths and weaknesses of your proposal that may impact the success of your business (i.e. skill set, succession planning, capital investments, available resources...etc.).

Additionally, describe potential threats and opportunities that may impact the success of your business (i.e. policy development, market stability, disease outbreak, labor availability...etc.).

**I/we hereby declare that the information contained in this application form and in the attached supporting documents is true and correct in all respects to the best of my/our knowledge. I/we also acknowledge that approval or part or all of this application does not commit the Government to providing financial assistance or any other Government sponsored programs or services. Personal information collected is used to process applications, this information is confidential and handled as required by the Access to Information and Protection to Privacy (ATIPP) Act. It may be within the Department for program delivery purposes.**

**Applicant Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Witness:** \_\_\_\_\_ **Date:** \_\_\_\_\_