

MPNP-B / FSRI Eligibility

Ineligible applications

Applications will **not** be accepted from individuals who:

- have an unresolved refugee claim in Canada;
- are in Canada illegally;
- are subject to a removal order in Canada;
- are prohibited from entering Canada;
- have an application pending with another Provincial Nominee Program in Canada;
- had a prior MPNP-B or FSRI application refused within the last 12 months; or
- had a prior MPNP-B or FSRI application refused for misrepresentation or false documentation within the last 24 months.

Applicants residing in Manitoba while their applications are being processed are responsible for maintaining their legal status in Canada as defined by the Immigration and Refugee Protection Act (IRPA).

Applicants should be aware that they may be ineligible for nomination by the MPNP-B, if they:

- do not meet the eligibility criteria as determined by the MPNP-B;
- have committed misrepresentation and/or fraud during the application process;
- have been refused by another provincial or federal immigration program in Canada and the reasons for refusal are applicable to the MPNP-B;
- have close relatives and/or children residing in other province(s) of Canada;
- are unable to provide sufficient explanation with supporting documentation proving that the acquisition of their earned income and net worth were legally obtained; or
- are unable to demonstrate that they have the necessary resources and skills to operate their intended business.

Applicants may also be ineligible for immigration to Canada, if:

- the applicant or any dependent family member (whether accompanying or not) has a serious medical condition;
- the applicant or any dependent family member (whether accompanying or not) over the age of 18 has a criminal record; or
- the applicant has unresolved custody or child support disputes affecting any member of the family.

To qualify for the Farm Strategic Recruitment Initiative (FSRI), interested applicants must:

- have a minimum verifiable personal net worth of CDN\$350,000.
- have a minimum of three years farm business management or farm ownership and operation experience supported by verifiable documents.
- demonstrate adaptability, specifically relating to practical farming skills, technical knowledge and experience in technological based farming practices that will transfer directly to Manitoba's current primary farm production industry.

The MPNP-B advises you to review and understand the eligibility requirements carefully. The FSRI is a special rural economic initiative under the auspices of the Manitoba Provincial Nominee Program for Business (MPNP-B). Although the FSRI does not employ an adaptability matrix that awards points for English or French language capabilities, the FSRI recognizes language capabilities in either of Canada's two official languages are an important adaptability skill that will accelerate your ability to become economically established in rural Manitoba. If you feel that you will be unable to demonstrate your adaptability, specifically relating to your practical farming skills, experience and technical knowledge of technological based farming practices which will transfer directly to Manitoba's current primary production farm industry, the MPNP-B does not recommend that you apply to the FSRI Program. Farm business persons who are unable to demonstrate that they meet the FSRI criteria are encouraged to review the MPNP-B criteria. Please refer to FAQ #7 to 12 for further information.

The applicant must also:

- conduct an **Exploratory Visit** to Manitoba. The applicant must provide a visit report and other documents to demonstrate the research conducted during this visit (please see details on page 7 and 8).
- attend and conduct an interview upon request of a MPNP-B officer in either of Canada's two official languages after the Nomination Application with application fee have been submitted.

The applicant must also be prepared to:

- make an Eligible Farm Business Investment in Manitoba; and
- reside in Manitoba along with his/her dependent family members.

Note: Meeting the basic eligibility requirements does not guarantee nomination.

Farm Business Ownership / Operation or Senior Farm Management Experience

You must have at least three years of full time farm business and operational experience in the past five years either as a farm business owner or in a senior farm management role of a successful farming operation. Your job title, place of employment, responsibilities and farm business skills must be described clearly in the resume and in the Manitoba Provincial Nominee Program for Farm Strategic Recruitment Initiative (FSRI) Application Form. You must demonstrate adaptability, specifically that your practical farming skills, technical knowledge and experience in technological based farming practices will transfer directly to Manitoba's current primary farm production industry. The application will be evaluated taking into consideration your farm business ownership and operational experience or your farm managerial experience as senior manager or a combination of both.

Farm Business Owner: As a farm business owner / operator, you must be engaged actively and on an ongoing basis in producing primary agriculture products that are marketed for income purposes. Also, as a farm business entrepreneur, you should bear the risk of return for the capital investment in your farm business enterprise.

Senior Farm Management Experience:

- You have occupied a position in the highest level of the management structure of a major farm business. In that position, you were responsible for the strategic policy development affecting a major component or a wide range of operations of that farm business, and have done so for at least three of the past five years prior to applying. You must demonstrate adaptability, specifically that your practical farming skills, technical knowledge and experience in technological based farming practices will transfer directly to Manitoba's primary farm production industry.
- If your application is based on Farm Managerial experience as senior manager, you must demonstrate that you have had a role with significant decision-making responsibilities involving a minimum of two of the following aspects of business:
 - Crop or livestock production and overall farm operations
 - Sales and marketing of primary agriculture products
 - Accounting and financial management of a farm business
 - Human Resources/Personnel of a farm business
 - Custom farm operation contracting
- In addition to the above, you should also demonstrate that your level of income is commensurate with the prevailing income level of senior farm managers of other major farm businesses in your country. You must clearly demonstrate this level of income through appropriate documentation including government income tax assessments and/or income tax returns.

Exploratory Visit

What is an Exploratory Visit?

If you are considering immigrating to Manitoba through the FSRI, you must make an Exploratory Visit to Manitoba to investigate farm business and lifestyle opportunities in rural Manitoba.

The Exploratory Visit is mandatory for the Farm Strategic Recruitment Initiative (FSRI) and must be completed prior to submitting a Nomination Application to the FSRI. The Exploratory Visit must be conducted no more than one year prior to submission of an FSRI Nomination Application.

You must visit Manitoba for a period of not less than five business days (excluding the days of arrival and departure), to conduct extensive farm business and rural lifestyle-related research. Although an Exploratory Visit to Manitoba must be for a minimum of five business days, longer visits are recommended as they provide the applicant with a better opportunity to explore Manitoba.

An Exploratory Visit provides you with time to research farming opportunities available, as well as the rural lifestyle in Manitoba. It is expected that you will conduct research activities such as, but not limited to:

- Collecting necessary information to prepare your Statement of Farm Business Intent, which may include farm purchase price, crop or livestock cost of production, marketing farm production, farm machinery and equipment, analyzing competition, or investigating customers and farm suppliers.
- Researching information related to moving to and living in Manitoba such as schooling for children, recreational activities, services available for newcomers and the general cost of living.

During an Exploratory Visit, you must dedicate a significant portion of time conducting farm business-related research and meeting with various stakeholders such as farm business lenders or farm business advisors etc. You are expected to provide details of your business and lifestyle research through an Exploratory Visit Report which forms part of your Nomination Application.

How to Request and be Approved for an Exploratory Visit

You are **not** required to send any request to the MPNP-B nor do you require any approval from the MPNP-B to conduct this visit. The MPNP-B will **not** issue a letter of invitation to support an Exploratory Visit to Manitoba. It is your responsibility to ensure that you have the necessary travel documents (such as a Visitor's Visa) required for travel to Manitoba, Canada. The MPNP-B does not provide letters of invitation or support for you to obtain a Visitor's Visa and cannot intervene in cases in which a potential applicant is denied a Temporary Resident Visa.

Submitting an Exploratory Visit Report with the Nomination Application

If you have conducted an Exploratory Visit to Manitoba, you are required to submit a report of this visit with the Nomination Application. There is no prescribed format for this report; however, you must describe all the activities you have undertaken during this visit. This report must cover the entire period of stay in Canada starting from the first day of entry to the day of leaving Canada and also include time spent in other provinces, if any. You should include airline tickets, boarding passes, hotel receipts, business cards and all other relevant details to describe the activities undertaken during the visit. Please do not attach brochures, flyers, maps or information booklets collected during the Exploratory Visit with this report.

Business Intent

What is a Farm Business Intent?

The Manitoba Provincial Nominee Program – Farm Strategic Recruitment Initiative (FSRI) is for individuals with proven farm business experience, sufficient available capital to invest, and who intend to establish and operate a farm operation in rural Manitoba. It is expected that successful applicants of the FSRI will establish a farm business in Manitoba that reflects the province's current farm industry with regard to the type of operation and investment amount that correlates with Provincial statistics. The Province of Manitoba requires that applicants provide details of the farm business / operation which they intend to undertake once they land in Manitoba.

The Summary of Farm Business Intent is required for three reasons:

- 1) A sound business intent is a good indication that the applicant has come up with a business plan to operate a farm business in Manitoba that will utilize his/her existing farm business skills and experience. The business intent should contain a well-thought out idea to demonstrate that the farm operation being proposed is relevant to the Manitoba farm business industry, economically viable and that the intended farm operation has a reasonable chance to succeed.
- 2) To assess whether the intended farm business / operation meets the minimum investment requirements and that the applicant will have an active and ongoing role in the management of the business.
- 3) To determine the terms and conditions of the Deposit Agreement under which the deposit will be released.

Guidelines for Preparation of the Summary of Farm Business Intent

The following is an outline of what the Summary of the Farm Business Intent should contain:

I. Farm Business Idea / Operation

Describe the proposed farm business idea or farm operation and include:

- Primary farm Production or contracting services that will be provided.
- Market segment the farm business will compete in.
- Who the target customers are.
- The geographic coverage – local, regional or national.
- Identify whether this is a new farm business being purchased from an existing owner.

II. Personal Details

- Education background
 - Does your education relate to the proposed business idea?
 - Do you have farm business experience in the proposed business idea?
 - If no relevant experience, can your knowledge or experience be applied to the proposed business idea?
- Qualifications and skills
 - Demonstrate adaptability to reflect that your practical farming skills, experience and technological operations will transfer directly to Manitoba's primary production farm industry that is currently in practice today.
- Language skills
 - Language proficiency in English or French
 - Language barriers

III. Critical Factors

- Identify government regulations that will be applicable to the proposed business idea such as environmental regulations, manure management regulations, and labour rules.
- Are there special crop / livestock insurance requirements?
- Outline any overall anticipated challenges in addition to those identified above.

IV. Market Analysis

- Market size
 - What is the size of the market? Is it local, regional, or export-oriented?
- Market segment
 - Which segment of the market will the proposed business target? Will the farm operation be focused on crop production, livestock production, mixed farming, apiary, etc.
- Market trends
 - Is the market growing, contracting, or static? What is the industry forecast?
- Target market and customer profile
 - What kind of customers will your proposed farm business target? Provide demographics data.
- Competition
 - List the existing competitors.
- Marketing
 - What farm marketing efforts will be required to sell the farm production?

V. Resource Requirements

- Location and distribution
 - What is the proposed location of the farm business?
 - Is the planned farm location close to farm suppliers, farm markets, trucking routes?
- Farm machinery and equipment
 - What type of farm equipment will be required? Is there any special equipment?
- Suppliers
 - Identify farm suppliers that will supply the crop or livestock inputs and services.
- Farm Marketing
 - What marketing channel will be used to sell or market the farm production?
- Professional Advisors
 - Do you plan to utilize farm marketing consultants or livestock specialists?

VII. Human Resource Requirements

- Your role
 - You must outline your intended role and clearly demonstrate that you will have an active and ongoing day-to-day role in the management of the farm business.
- Employees (if applicable)
 - Will you employ workers? If so, what are the strategies around finding, hiring and keeping employees?
 - Have you taken into consideration federal and provincial regulations around occupational safety and health, as well as labour issues such as wages?
 - Will you employ an accountant for payroll issues? If not, are you familiar with requirements for making payroll deductions, such as income tax, Employment Insurance (EI) and Canada Pension Plan contributions (CPP)?

VI. Financial Feasibility

- Capital requirements
 - How much capital investment will be required to purchase the farmland and begin farm production? Will there be any leased farmland?
 - How much working capital is required to get the business started?
 - How much capital is required to keep the farm business going before break-even occurs?
- Credit requirements
 - Will financing be required? How much?
 - Source of financing? (Financial institutions? Applicant's Personal Equity?)
- Breakdown of investment
 - List the total amount of investment.
 - List how the investment will be broken down.
 - List the amount of personal funds to be invested as well as amount to be financed (borrowed).

Eligible Farm Business Investments

What is a farm for the purposes of the Farm Strategic Recruitment Initiative (FSRI)?

You must make an investment which meets the following criteria:

- You must live on your farm in rural Manitoba on a day-to-day basis;
- The farm must be in active primary agricultural production, must be economically viable and must not be out of production;
- You must not lease your farm land to others;
- You must manage the farm operation actively on a day-to-day basis. You must not use a third party or farm manager to run the farm; and
- You must not buy a farm for only land value appreciation purposes.

Farm Business Investments will not be eligible if they do not meet these additional requirements for investment and farm business activities.

Investment

1. The Investment from the Nominee's personal assets should be with no less than \$150,000 in tangible assets** in Manitoba.
2. If an investment is into an existing farm business, the Nominee must control at least 33.33% of the equity, or make a minimum \$1 million equity investment in the farm business. In addition, a redemption option should not be included in terms of investment.
3. Investment into personal items, such as the principal residence that is located off the farm and motor vehicles for personal use, will not be counted as part of business investment.
4. Investments into a farm business operated primarily for the purposes of deriving passive investment income are not eligible.

Business Activities

1. A farm business entity should have ongoing and recurring business activities in Manitoba.
2. The Nominee is required to actively participate in the management of the farm business on an ongoing basis from within Manitoba.
3. The farm business must be legal and viable in Manitoba's economic environment, and the applicant should have the necessary resources and skills to operate such a farm business.
4. The MPNP-B requires the Nominee to conduct value-added farm business activities in Manitoba. Purely speculative activities do not qualify under the MPNP-B.

*Tangible assets are items such as farmland, farm buildings, farm related vehicles, office equipment, computers, farm machinery, livestock, tools and fencing supplies, etc.

**Farm businesses that depict the characteristics of a hobby farm will not be eligible for refund.

***Farm businesses that are not established or based in rural Manitoba will not be eligible for refund.