

I would like to add my perspective to the draft as a new entrant on the Island, making me the most vulnerable of growers in the industry.

I appreciate the work involved in producing this draft, and even though our farm is facing insolvency, the draft seems well thought out but for a few exceptions. I would like to make two suggestions that I think are reasonable and would be acceptable to most, once they have taken the time to understand the industry climate here on the Island.

1) Address the failings of the Island New Entrant Program

Vancouver Island growers receive the smallest returns in the province, which is a well established fact. Of that Island group, the newest new entrants see the smallest returns, and are facing insolvency as we speak because of that fact. This is the category that I am in.

The reason that the NEP does not work on the Island is largely because the amount of incentive quota that was issued is not enough to address the Island-specific challenges that dictate our bottom line. It is also a well established fact that COP is highest on the Island. For this reason, a NEG on the Island should receive more incentive quota than a NEG in the interior. In order for the NEG program to work here, we must recognize that it is a benefit to the industry to have a growing number of healthy Island farms, especially in light of the recent flood events in the Fraser Valley. With the proper planning, the Island industry is capable of improving in the area of COP and be better equipped to supply the growing Island population.

The survival of the NEGs are the key to a strong future and we cannot be left to teeter on the brink of collapse for a few years until we finally are forced into selling out. I have felt abandoned by this industry and there seems to be no will on the part of the board to see that I succeed.

We also know that viability is a direct function of the size of the farm. If I was to receive an immediate increase of incentive quota, it would allow me to continue on as a grower. I have leveraged everything I own in order to buy land, build a barn, and purchase quota. I have proven my commitment level, and we NEGs are asking that you make the decision that will allow us to stay in the industry. A new issuance of Island quota would go a long way to ensuring our viability.

2) Interim Pricing

The interim pricing proposal will by no means address the desperate situation that many of us face today.

Please recognize that we are now in a crisis!

I just received word that my feed prices are going to spike another \$75 per ton over the next 3 cycles. For me that is equivalent to a \$7500 higher cost per cycle than the one that I just shipped last week- and that one was at a heavy loss already. How are we going to survive this??? That is not a rhetorical question. We MUST see an immediate and considerable increase in order for many of us to keep our farms. I cannot overstate this. We cannot wait for more rounds of discussion, studies, and debates if we are to survive this crisis that is only getting worse by the month.

I am in the process of selling out as we speak, and not because I want to, but I see no other way through. Please act in time for me to be able to remain in the industry.

I appreciate your attention to these matters,

Ben Lazar

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Good morning Chicken Marketing Board,

RE: 2022 Pricing Review comments

Firstly, we find it quite disheartening that we put time into a letter and excel spreadsheet outlining the costs of production difficulties under the current pricing. The data was not included in the report because our farm has 48,000 kgs. Farms under 100,000 kgs? were not included in the calculations for the Fraser Valley. We are thankful that the data for the Interior and Vancouver Island was included as a comparable farms to ours, but these farms have different costs associated to production than the Lower Mainland.

We feel that by not including the cost of land and quota purchase, the results of this report do not accurately represent new entrant growers who most likely have these start up costs. The Friesen report quoted in this draft policy states a 7% return on margin of profit, which is represented only for the farmers who have been in operation for years, if not generations, and do not hold a significant mortgage for their farming operation. For farms like ours, we had to purchase land, quota, construct a barn and purchase equipment. As a result, for the five years that we have been raising broilers, we are loosing \$10,000 every month. Adding to this loss of revenue, we have had flocks where we have been affected with I.B.H. or other foreseen circumstances. We do not recover financially from this loss of production.

If the conclusion of this draft is to keep producers at a low margin of profit, farms will not perform equipment upgrades. New entrant producers will not likely invest in on farm improvements, thus letting the farm become obsolete in relation to animal welfare and current technologies. If we want to continue to create a positive public presence, the chicken industry needs to create a pricing formula that includes all the costs of production, inclusive of all producers. We need a profit margin that allows the producers to invest in their farm, to improve animal welfare, to explore renewable energy sources.

Thank you,

Lance & Carolyn Nickel
Dime Acres Poultry Ltd
Chilliwack, BC

Re Draft Pricing Review Submission

With BC Feed Prices, as an established grower and in support of small starting growers, we cannot survive at only a 75% difference in feed and chick cost
From Draft "75% of the difference in feed and chick costs per kilogram of live chicken between BC and Ontario."
The last months of feed price increases, has verified that 75% cannot sustain OUR COSTS IN BC.

I therefore recommend to FIRB and to BCCMB that the new formula advances to the "Plus 100% difference in feed and chick bracket over the next 3 years. The Real COP of Growing BC Chicken."

Thanks

John Bartel

Cherwood Farms #180