

## NPP Survey Summary

### Background

The New Producer Program (NPP) was established with the intent to provide BC residents who have an interest in egg production and agriculture, but are from outside the regulated supply chain, an opportunity to contribute to the sustainability and renewal of the regulated egg sector in British Columbia.

Over the last decade, the BC Egg Marketing Board (BC Egg) has effectively used the NPP as a tool to enhance market responsiveness by establishing and growing current and emerging markets. Since 2010, BC Egg has started 18 producers through the NPP. All 18 NPP winners are still in production; nine of the 18 new producers have purchased more quota on our pilot quota exchange.

Through consultation and review, BCEMB is currently establishing if there are opportunities to make improvements or change to the policies that surround incentive quotas issued under the New Producer Program set forward in Part IV of our Consolidated Orders.

### Survey Responses

The review commenced with a survey sent out on June 5, 2018.

The survey was sent to 335 stakeholders and a copy of the survey was posted to the BC Egg website for public comment. In total, 94 completed survey responses were received from various stakeholder segments.

One of the key questions asked in the survey was if 3,000 quota units is sufficient as a starting point in the egg industry. The responses from each segment received were as follows:

Segment	Responses	Yes	No
Largest 25% quota holders (27,001 or more quota)	10	80%	20%
Middle 50% quota holders (6,151 to 27,000 quota)	20	80%	20%
Smallest 25% quota holders (6,150 or less quota)	22	50%	50%
Non-successful NPP	18	56%	44%
Non-producer stakeholders (lenders, graders, feed suppliers, etc.)	5	60%	40%
Other	17	47%	53%

### Responses from the Smallest 25% Quota Holder Segment

Many comments from the smallest 25% quota holder segment concluded that 3,000 quota is enough to get started in the industry, but tight when looking to reinvest their proceeds to grow and expand. It appears that 3,000 quota provides a positive cash flow

but in many instances, it requires a full time job to support a family. For those NPP winners who want to be full time egg farmers, the quota amount is not enough for sustainable growth.

The smallest 25% quota holders who answered that 3,000 quota was not enough as a starting point in the industry offered the following comments:

- 4,000-5,000 birds may be a more realistic number.
- The quota should come with a guarantee to be able to invest in an extra 1,500 units over the next three to four years.
- As farm startup costs increase or decrease, so should the amount of quota provided to a NPP.
- If the NPP were 5,000 units, it still would not provide a comfortable living but would go further in establishing a viable farm.
- What consists of a sustainable number of quota is probably different for everyone depending on their situation but if all NPP winners had the opportunity to invest, I'm positive they would all want to be able to grow to the point where they could do it as a full time job.
- The amount of quota should be more like 4,000 or 5,000. Land costs, building costs, and living costs have gone up so much that the amount of layers handed out needs to go up a certain amount with it as well.
- Would be in favour of an initial allocation of 5,000 quota. Together with an opportunity to expand to a more sustainable flock size of 10,000 in order to support a committed family. It would also be more cost effective in planning the initial barn build.
- Currently, there is very little financial opportunity to expand gradually. The extra allotments have been great to help with the day-to-day expenses. 5,000 units would be a number that would keep NPP winners more sustainable.

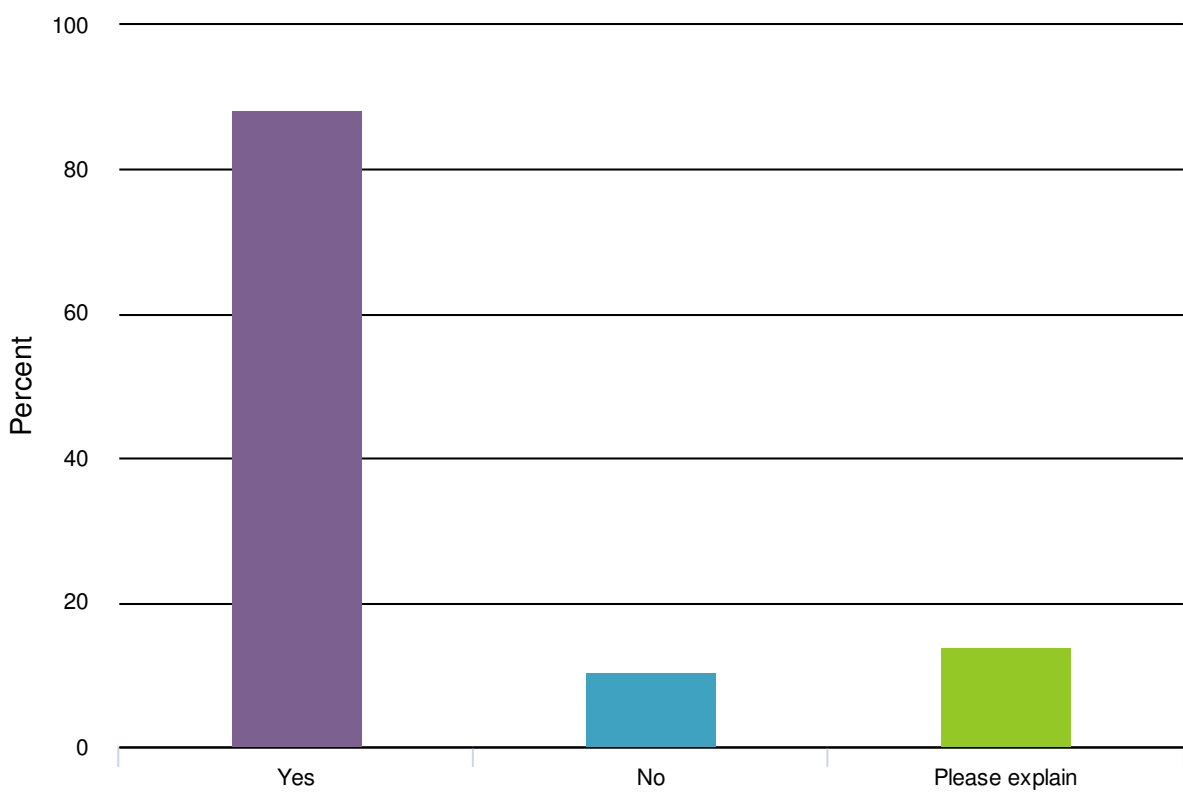
# Report for New Producer Program




## Response Counts



Totals: 103

1. Purpose of the New Producer Program The New Producer Program (NPP) was established with the intent to give BC residents who have an interest in egg production and agriculture, but are from outside the regulated supply chain, an opportunity to contribute to the sustainability and renewal of the regulated egg sector in British Columbia. Over the last decade, the BC Egg Marketing Board (BC Egg) has effectively used the NPP as a tool to enhance market responsiveness by establishing and growing current and emerging markets. Using those producers selected through the NPP in tandem with other BC Egg programs has helped BC Egg to achieve a production mix in our province where specialty egg production represents over 21% of BC Egg’s total production. Nationally, BC is viewed as a leader in specialty production. Since 2010, BC Egg has started 18 producers through the New Producer Program, which includes a mentorship component. All 18 NPP winners are still in production; nine of the 18 new producers have purchased more quota on our pilot quota exchange. Alternatively, after the 2005 specialty review, BC Egg issued Temporary Restricted License Quota (TRLQ) program permits to 19 registered producers as new entrants. Of the 19 TRLQ producers, 10 have sold their quota and left the industry, one of 19 has purchased quota on the pilot quota exchange. In your opinion, has BC Egg effectively administered its New Producer Program?

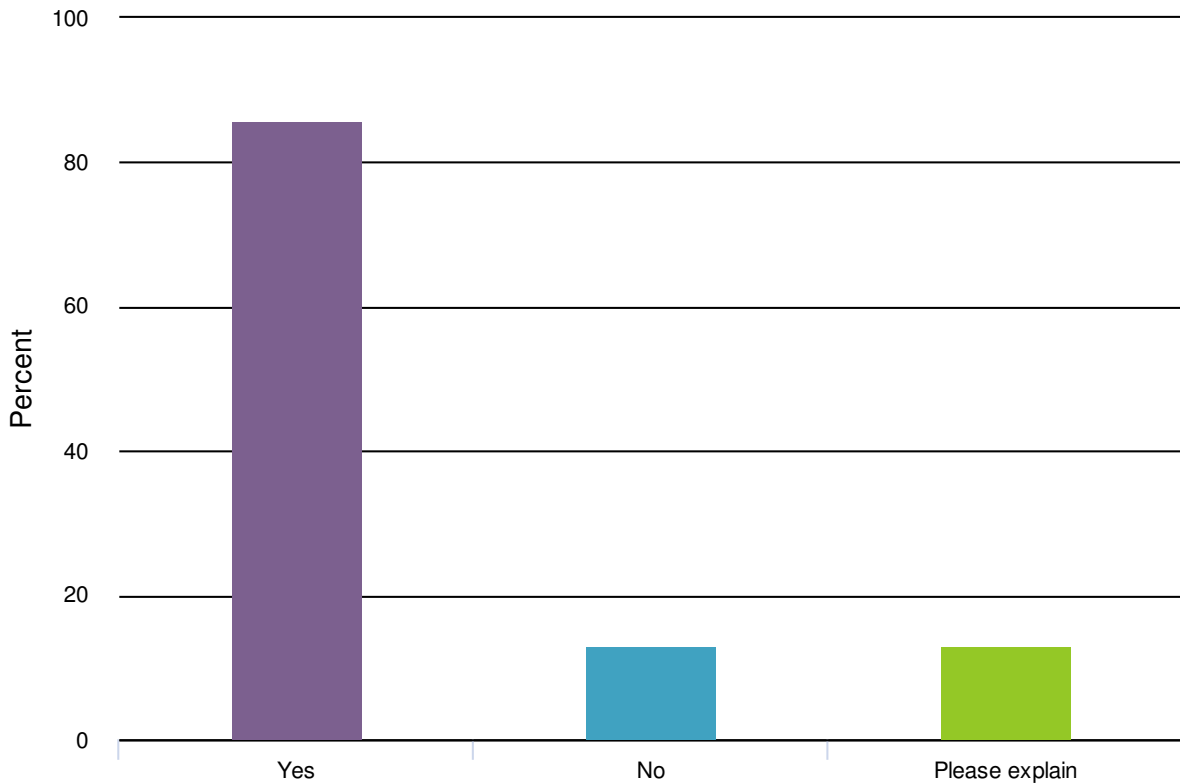


Value		Percent	Responses
Yes		88.3%	83
No		10.6%	10
Please explain		13.8%	13

Please explain	Count
Barriers exist to getting into the npp quota lottery. Some ppl cannot afford land but would still want to rent for example.	1
I think its worked because of the 3,000 bird not the 5,000 that were give away.	1
I think that the statistics are potentially misleading. Meaning that the NPP program has been implement for less than 10 years, with 10 years being the first real opportunity to sell your quota without a penalty. I think you will see if this program is effective once these NPP get beyond the 10 year mark. My concern is the financial viability for these new producers. The initial setup costs for a new chicken farm are extremely high due to the costs of construction, excavation, gas, equipment systems all going up significantly over the years. For a new producer to be able to recover these costs even over a 25-30 year period, will be a challenge. The intent isn't to win the NPP and have a windfall of money, the intent is to have a farm be financial successful enough so that the new entrance can continue to farm for generations. I have a concern that our new business will not be able to accomplish this.	1
I think the New Producer Program should not be placing limitations on regions, or providing a particular advantage to select regions. As the NPP is based on an approved business plan and then luck of the draw, there should not be advantages for production outside of the lowermainland	1
New producers seem to be financially capable to handle the reaponsibility of paying the large expenses a farm brings.	1
No mention of Indigenous new entrants. What percent do we make of the total producers? You should be awarding quota to those who have the capacity to deliver on the outcomes.	1
Other than the application process	1
So so	1
Totals	13

Please explain	Count
Thanks for allowing the processor to bring them on as needed and some ahead of the proposed timelines.	1
The starter quota is not enough to be viable and only creates inefficient micro farms.	1
Why would the 10 sell their farms?...is there a common problem with the 10?	1
You are charged with the control of quota that's it not deciding if the bank can loan me money . A contest should be open to all 1000 bucks and your in that's a contest not to see if you have a business plan that your not charged to evaluate	1
the scrutiny has been done very well and exhaustive in the last 5 years	1
Totals	13

2. In its 2014 NPP Review, BC Egg stated that the objective of the New Entrant Program is to facilitate the entry of new producers into the supply management system to: Sustain and renew the regulated egg industry in new and existing markets; Add to the strength, viability and credibility of the regulated marketing sector; Diversify the producer base; and Encourage innovation, regional priorities, new ideas and new voices. In your opinion, does the current New Producer Program fulfill the above objectives?

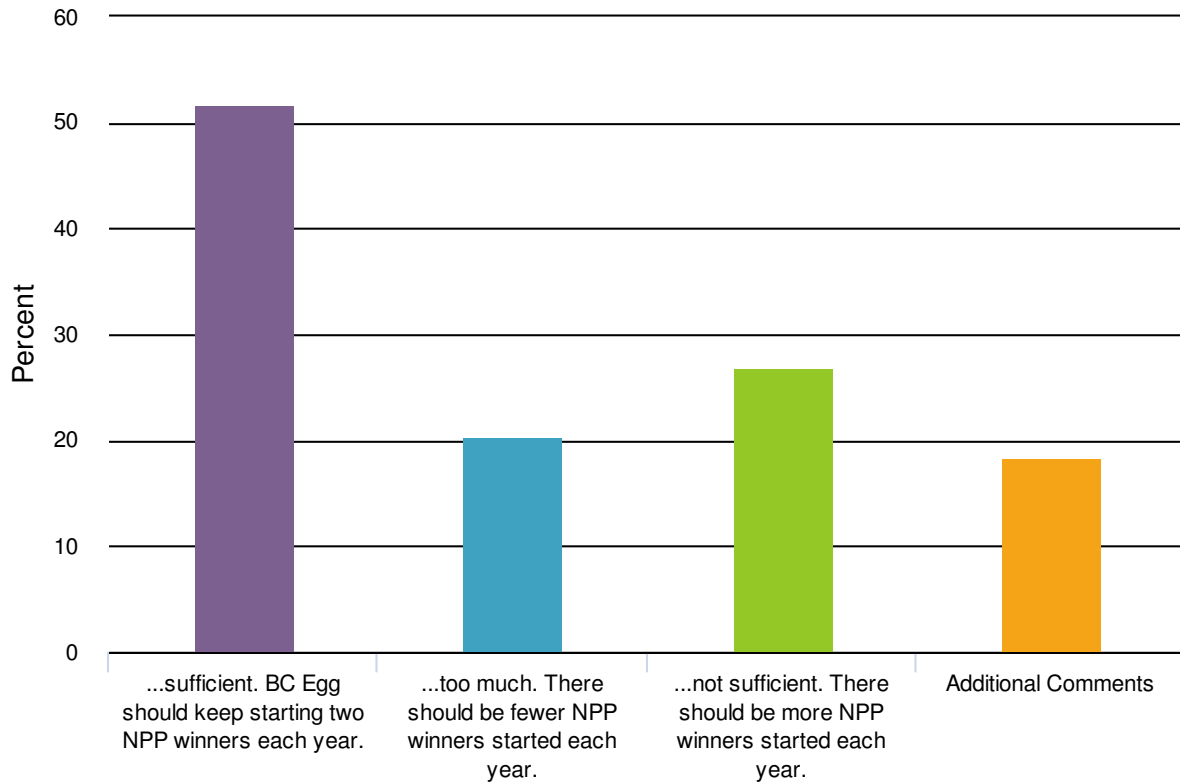


Value	Percent	Responses
Yes	85.9%	79
No	13.0%	12
Please explain	13.0%	12

Please explain	Count
50% of the 3,000 birds have added to there quota	1
Any Indigenous People's part of the diversity of new producers?	1
Bringing new producers into the system is vital to the sustainability of the supply managed system. For SM to stay in place, the general public needs to feel that it is beneficial to them. Having a diverse grower group of various sizes as well as production types will support supply management in the public eye.	1
But it makes some very unviable situations that now need to be cared for!!!! Farms too small.	1
For the most part, however, while the industry has added new entrants, I dont feel the last objective has been fulfilled. T he new entrants are leaning heavy onto the existing producer base for advice and how to operate. I have not seen any innovation from a new entrant. I don't think this is a fair objective to place on new entrants or this program	1
I do not think that the NEP program has "diversified the producer base" very well. Most of the NEP are just the children of other supply managed commodity groups.	1
I think we've been very fortunate to be able to get a few new producers who are industry engaged. Hopefully moving forward they can play a big roll in mentorship of the next run of new producers.	1
It should work for specialty and regional markets. Because of disease challenges, we need to diversify to other locations then in the lower mainland.	1
New entrants are permitted to be family members of holders of dairy, broiler, egg & hatching egg producers. New producers should not include these individuals, and in the least should not be financed by related quota holders	1
The land and costs of equipment and barns land etc are no affordable for new entrants to expand as they can't afford to	1
Too much quota is still being distributed to existing producers. That volume should go to new entrants to bolster the volume so they can apply innovation, and have a viable family farm.	1
we are getting new blood into the system,which challenges all in the industry	1
Totals	12



3. BC Egg has committed to starting two New Producers each year through the New Producer Program. In your opinion, starting two new producers each year is:



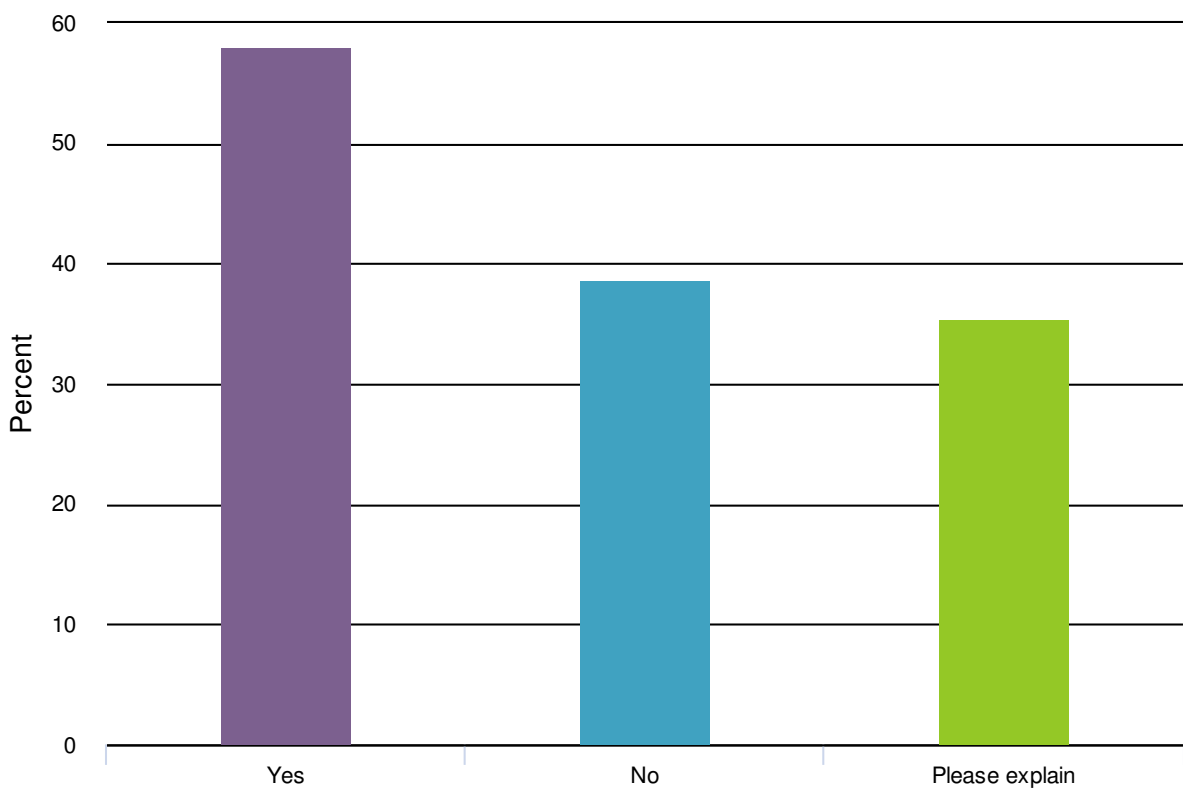
Value	Percent	Responses
...sufficient. BC Egg should keep starting two NPP winners each year.	51.6%	48
...too much. There should be fewer NPP winners started each year.	20.4%	19
...not sufficient. There should be more NPP winners started each year.	26.9%	25
Additional Comments	18.3%	17

Additional Comments	Count
Totals	17

Additional Comments	Count
3000 birds too small. they should do 1 farm at 5000 birds per year.	1
I see a benefit to having a draw each year instead of more names drawn and varied start dates.	1
It might be helpful to have past winners share best practices to help new winners be successful	1
It should be linked to market growth not a set amount every year	1
Let's see some Indigenius Producers. We need in our communities.	1
New entrants are important but mandating two per year can reduce efficiencies, ie: finding pullet growers for small numbered farms.	1
New producers could potentially outvote experienced producers.	1
Only if the market supports it. T o many new producers can create difficulties in such things finding pullet growers. for such small numbers.	1
T hat should be the max	1
The NPP is great... however, what about the producers who are small and are buying in quota. I think more can be done to support New Entrant Growers who have not necessarily come in through the NPP. Quota lease or QC's that are made directly available to small producers would be helpful. Innovative succession plans that may extend to non-family members under board approval etc. With the high capital cost of quota, some creative policy around this would be beneficial to the sector as a whole.	1
There should be many more New entrants started the two per year. Given the quota increases that the existing egg producers have received, starting 2 new entrants is not nearly sufficient. It amounts to a tiny bit of overall quota. I think that it should depend on the demand of egg production, and that half of the new increases should go to new entrants.	1
They will end up having more voting power than the producers that have long term experience.	1
This number of new entrants placing a huge burden on industry to assist them in becoming successful and creates significant inefficiencies.	1
Totals	17

Additional Comments	Count
This should be based on market demand of eggs. If the market is growing allocations should be awarded accordingly.	1
Two NPP's as a target is good but should be open to more if there are proven needs like regionalization etc	1
With limited quotas for sale, and many new farmers (not just new entrants) hoping to expand their operations, adding more will increase the pressure on quota price and access. Especially with the everchanging landscape of clawbacks and retroactive rulings.	1
the quota should be a minimum of 5000 birds to make the investment of \$500000.00 for barn and equipment pay off.	1
Totals	17

4. New Producer Program Quota is made available to applicants that belong to the following categories: One NPP position is open to genuine new entrants that are current holders of BC Egg Small Lot permits (Small Lot Permit Holders have between 100 and 399 hens and apply for an annual licence from BC Egg). One NPP position is open to genuine new entrants that, if successful, will locate their egg production unit outside the Lower Mainland. Do you agree with the categories outlined above as the basis for eligibility for each NPP quota?



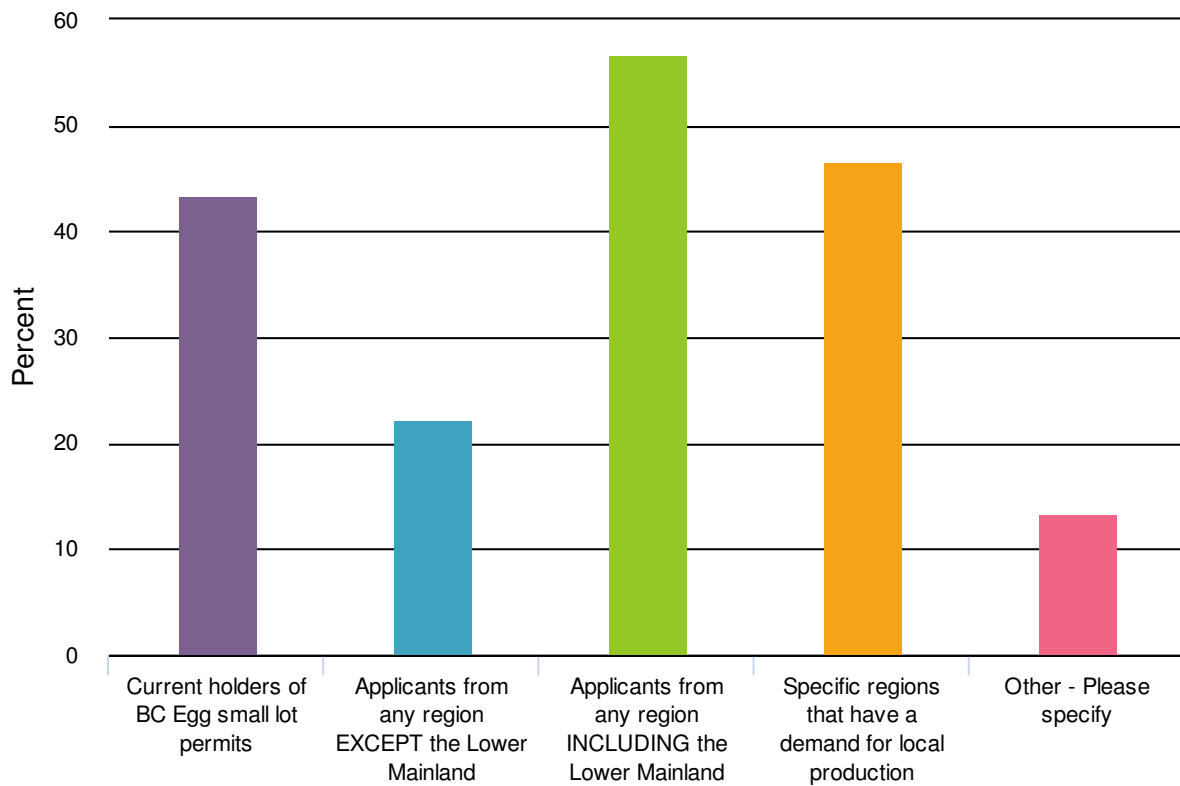
Value	Percent	Responses
Yes	58.1%	54
No	38.7%	36
Please explain	35.5%	33
<b>Please explain</b>		<b>Count</b>
Totals		33

Please explain	Count
2 new producers outside the Lower mainland. More diversity and rural employment, reducing disease with wider distribution of producers.	1
2 small lot permit holders yearly	1
2 small lot permit holders; 1 other	1
2 small lot, out of region NPP yearly with 1 other who needs to relocate into regions that need eggs	1
As a previous winner located in the Fraser Valley I think that it is important to keep the option to produce in the Fraser Valley available if there is demand for product.	1
Don't agree with the caveat "outside of the lower mainland"	1
Except I disagree with excluding the lower mainland.	1
I agree with small lot draw, however my concern is I expect to see a huge influx of people applying for the small lot permit, just to have a better chance in the NPP draw, and who really don't have a genuine interest in raising 100-399 hens and selling their eggs "farm gate".	1
I don't feel that it is fair or equitable to discriminate against those that want to be located within the lower mainland	1
I think it shouldn't be restricted to just people outside of the lower mainland. I think that because there's young people here including myself who would like to be able to get into layers but it's so very expensive to get into.	1
I think that all new entrants should be BC Small lot permit holders. Obviously by holding a small lot permit, they want to be egg producers and are not just in the industry for the quota.	1
I think that more than one position should be opened per year in the Lower Mainland due to industry growth	1
I'd suggest 2 from small permit holders, and 1 other	1
It should be equal opportunity for everyone, regardless of location or involvement.	1
Totals	33

Please explain	Count
Keep your processor in mind and remove the location requirement. Unless the new entrant is going to self-market, most of those eggs have to come back to the Lower Mainland to be graded anyways.	1
More positions should be available to small lot producers.	1
Only small lot producers that actually have an existing market should be eligible, and only if they want to increase their market.	1
Should be open to anyone in all regions	1
Should not exclude the lower mainland. Is unfair.	1
Shouldn't have to be outside LM	1
Small lot should not have preferred status, all applicants should be equal.	1
The new producers should be able to produce anywhere in BC, including the lower mainland	1
The word is out, people are applying for Small Lot Permits without even having chickens to get in the Smaller Lottery Draw. I know two farmers with two different Small Lot Permits for each farm title without even having a single chicken. This has to change. They take away Small Lot Permits from people who genuinely want to have them.	1
There should be 2 NPP living outside lower mainland and if needed a third from lower mainland could move to another location. But there should be 2 from outside the lower mainland for sure.	1
There shouldn't be restrictions like this, if you are eligible then that's it. If you are a bonafide qualifier for producing eggs because you have the means and the ability, then that should be it.	1
We live outside the lower mainland, in Lytton. We don't have much in local production and so many First Nations have little food security. Eggs are a staple.	1
What about folks in the lower mainland and involved in the industry but don't have a small lot?	1
Totals	33

Please explain	Count
Why do new producers have to locate outside the lower mainland? Is this because production is needed there? Also why are people with small lot permits given priority over anyone else. It should be based on the merit of the applicant not weather they already have a small lot permit.	1
Why should the board decide that a producer can't be in the lower mainland.	1
everyone in BC should have he same odds. The small lot is even worse as I could apply of a small lot keep 300 birds for a year and get a even better chance at winning. That seams wrong	1
if the 399 permit holders are audited properly annually, and they score well I believe they should be able to have this privilege.	1
setting production units up too far from a registered grader just adds cost to the system and makes it hard for the new entrant to get their product to market	1
shouldn't matter where a new entrant wants to farm	1
Totals	33

5. Please select the criteria you think should be used to determine who should be eligible to enter a draw:

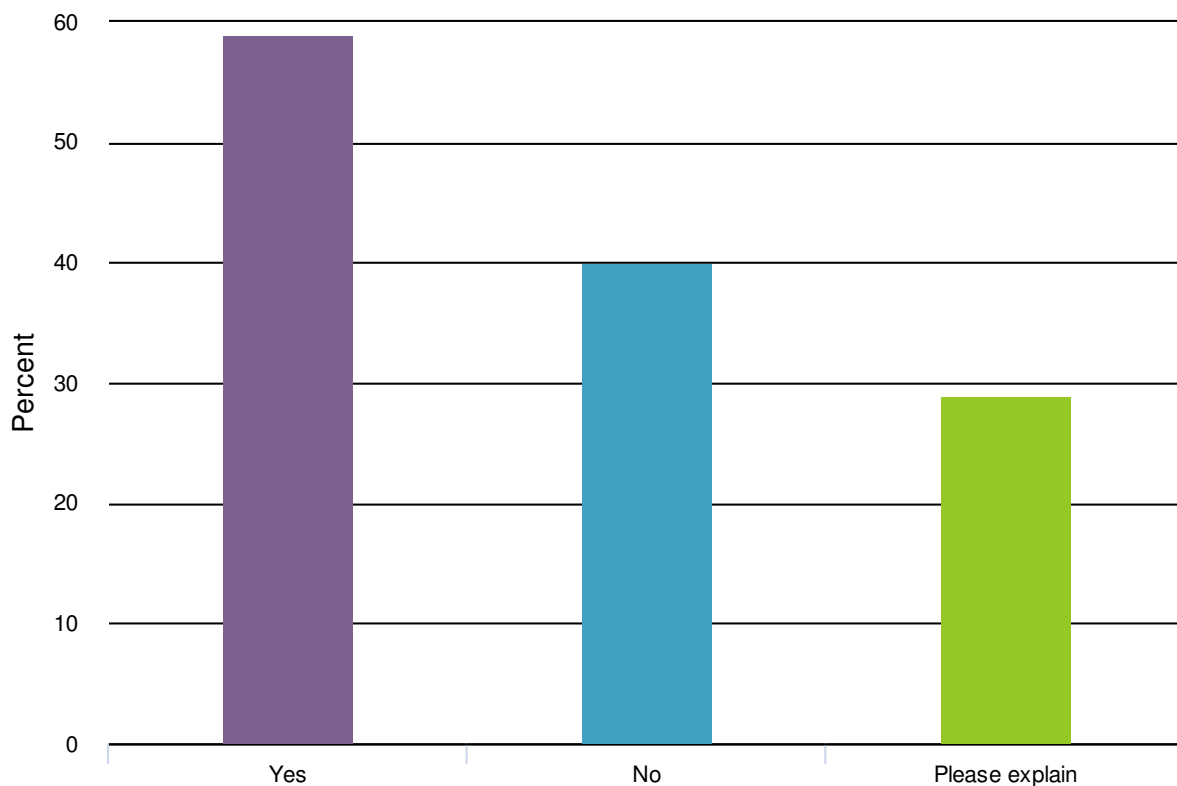


Value	Percent	Responses
Current holders of BC Egg small lot permits	43.3%	39
Applicants from any region EXCEPT the Lower Mainland	22.2%	20
Applicants from any region INCLUDING the Lower Mainland	56.7%	51
Specific regions that have a demand for local production	46.7%	42
Other - Please specify	13.3%	12



Other - Please specify	Count
An applicant from the lower mainland may want to relocate to another area. I don't think the applicants location should be the factor but rather a decision of where the quota needs to be located	1
Applications from any region that do not have family ties to the industry	1
I would include Indigenous producers also in the lower mainland	1
If anything you should do a self marketer outside the valley not inside the valley. That would give the outside region the product. Keep in mind they need to market it all	1
If the goal is to move production out of the lower mainland then the LML should be excluded or reduced in opportunity	1
It should be open to everyone provided that they have market, or are willing to ship to the market. Eggs are easily shipped so location shouldn't be an issue.	1
Keep it open to everyone, regardless of location.	1
Preference Sb given to longest term small lot producers	1
See previous statement, Eggs can be shipped along with all the other domestic goods that are transported daily around the province. It shouldn't matter where your farm is located.	1
Small lot permit holders only if they are actively engaged in producing and not the wanna-be draw winners	1
Specific regions that need production should be given priority. Then it should be open to anywhere in BC based on the merit of the applicant.	1
more production on Vancouver Island is needed to service that market	1
Totals	12

6. Quota Issued to NPP Winners Applicants who are successful in the New Producer Program are issued 3,000 units of layer quota. BC Egg has received conflicting messages from producers regarding the amount of quota that an NPP producer starts with in this industry and the supporting programs they are offered after they are established. Some producers have reported that 3,000 quota units are not enough, while others have reported that 3,000 is appropriate. The 3,000 quota units issued under the New Producer Program is not intended to provide adequate cash flow to comfortably support a family without additional sources of income. The 3,000 quota is intended to provide a first step into the regulated egg sector by providing the initial seed quota that will generate enough cash flow via egg production to cover reasonable debt payments incurred during the initial construction of the layer barn as well as the day-to-day operational costs with a little extra cash to support gradual expansion over an extended period of time. This situation is one of the reasons that the application process is extensive -- with scrutiny of applicants' intentions and their financial backing -- to ensure they are genuinely interested in becoming egg farmers and that every selected applicant is poised for success in the industry. Is 3,000 quota units sufficient as a starting point in the egg industry?



Value		Percent	Responses
Yes		58.9%	53
No		40.0%	36
Please explain		28.9%	26

Please explain	Count
3000 is a good start, but the opportunity to buy more quota on top of 3000 at a better price than market would help to sustain and establish stronger growth. The initial capital investments (land, equipment, ect) is extensive.	1
3000 is enough to get started but it is very tight considering the need to grow and when one looks at the current price of \$360/unit, if it becomes available.	1
3000 is great for entry in the industry	1
3000. But then give another 3000 that is not ever owned by the new entrant, but can be farmed by the new entrant. This extra 3000 would be given back to the board if the new entrant sold. This follows a program the dairy board has in some or all provinces	1
4000-5000 birds would make it for the business would cash flow better. But I understand that other producers already in the industry see new entrants coming in with quota that was allocated to them for free. If the number was to go up to the new entrants, there could be some controversy.	1
5,000 would be a more viable number	1
Due to higher land prices, it could be increased slightly to compensate for it. I agree that there should be additional sources of income	1
I agree that it is not enough and person still has to have a 2nd job	1
I see very little financial opportunity to gradually expand. The extra allotments have been great to help with the day to day expenses. Honestly 5000 would be a number that would keep us more sustainable. This business is truly a labour of love for me and I only want to continue to grow it. I have a true passion for farming and 3000 birds is not quite enough.	1
Totals	25

Please explain	Count
I think it needs to be a bit more because since it was first I introduced, land prices and living costs have gone up including building and equipment costs.	1
I think that 3,000 birds is fine IF more new entrants are going to be started each year. If the new entrants are only going to be a couple, then I would recommend increasing it to 5,000 birds.	1
I think the 3000 is a good starting point but how attainable is buying more quota for the npp. I may be wrong but I am under the impression that when bidding on quota you need to be able to purchase what is available if it's 6000 units that would be unattainable for a new producer. Is there anyway that for the first 5 years that the npp producers would get a priority bid on small amounts of quota even if it is set at 20% of the quota offered?	1
It's enough but should come with a guarantee to be able to invest in an extra 1500 units over the next 3 to 4 years so that those farm end up profitable and that they are able to grow even if quota is not available on the quota exchange.	1
It's very hard to find pullet space for flocks that small.	1
Let the bank do there job and you do yours if there the applicant does have the means for cash flow then they should be let into the draw. Not you deciding let the draw decide	1
Lots of current producers had to find other ways to get in. Also 3000 elimates the "lottery" feeling	1
NPP's seem to be reluctant to borrow money. They should have some skin in the game	1
Producers can make a decent income and gain experience. That is \$1,000,000 worth. Half the farmers started increasing their farms so it is a great start.	1
Should be a minimum of 5000.	1
They should have the opportunity to purchase more so they can build an efficient and sustainable barn and develop systems around a sustainable size right away.	1
Totals	25

Please explain	Count
<p>This question is impossible to answer as it will vary between each NPP. There is no question that even with the support of the NPP that the applicant must have some financial capacity to own land, build a barn, and cashflow the business. An applicant that has a networth of 2 million, will become much more sustainable and be able to grow their farm much faster than an applicant that has a networth of \$500k. In my opinion I would suggest keeping with the 3000 quota units for the NPP as the base, but look at a QC program, continue to look at the exchange and provide a portion of quota to NPP and smaller producers to support future growth.</p>	1
<p>With today's prices of land and construction cost that number may have to be increased</p>	1
<p>Yes it's enough, you can still hold a job and farm. The quota is not so you can retire.</p>	1
<p>Yes, they just received a free \$1,000,000+ tax free - Also the 3000 hens allows them to make income and gain experience while still being able to do their other work on the side. The stats show that all 18 NPP winners are still farming and half of them are growing the farm which shows that its working - NO MORE FREEBIES - they have to work for growth and theres leasing opportunites and other incentives that help this new producers out!</p>	1
<p>quota is available to be bought on the exchange, that is how all farmers increase their farm size. The same should apply to new producers</p>	1
<p>Totals</p>	25

7. Please comment and express your experience and/or opinion of why 3,000 quota is or is not enough for New Producer Program winners.

ResponseID	Response
18	3,000 birds does not produce sufficient revenue to support the debt of building a new facility to house the birds
19	3000 units is enough. I am grateful for the opportunity. It will give me the necessary income to get started and hold a full time job. What could change is the priority as a small farmer to purchase more quota. Maybe when you get your 3000 you have the ability to purchase another 1000 units? This could go back into the board funds for adds and promoting the industry? Which could in a way benefit all quota holders.
20	This question is impossible to answer as it will vary between each NPP. There is no question that even with the support of the NPP that the applicant must have some financial capacity to own land, build a barn, and cashflow the business. An applicant that has a networth of 2 million, will become much more sustainable and be able to grow their farm much faster than an applicant that has a networth of \$500k or less. In my opinion I would suggest keeping with the 3000 quota units for the NPP as the base, but look at a QC program, continue to look at the exchange and provide a portion of quota to NPP and smaller producers to support future growth.
21	It's enough to get started. Maybe BC egg could go to 5000 and claw back 2000 after 5 years. That gives them 5 yrs too purchase 2000 every time they buy the same amount gets clawed back after 5 yrs all the 2000 should be back at BC egg.
22	Even the board knows its not sufficient to grow. They should give each NPP 5,000 retroactively since day one. You are asking NPP to fail
26	It is not enough because it is difficult to find pullet space for those few birds. We had major struggles to fit in all the producers on the last lottery. We ended up combining flocks with 2-3 producers being grown in one larger barn. If only two npp are given this will be difficult. Much easier with more birds.
27	I am currently building a barn to house 2000 research birds for Ritchie smith feeds. I have also been producing 399 hens through the small lot program for the last 2.5 years. I believe that 3000 hens is enough to finance a barn and a small property as long as you work off the farm, which i believe to be essential and fair.

## ResponseID Response

28	<p>If there is inadequate cash flow it is very difficult to expand. It should not be a windfall lottery but if the goal is to keep people in the industry it also has to be enough to support family or attain the ability to support a family soon after. Nothing sets people up for failure more than starting a business with big debt while learning the business side of it and having to work full time on the side to support a family .</p>
29	<p>Skid and a half of eggs per</p>
31	<p>To have a stable, professional industry it would make sense that the quota given would cover enough expenses that the farmer could dedicate all his time and effort to producing eggs, instead of having to finance his farm and living from else were to. If he can only make half his living with raising eggs, then the industry only has half a egg farmer.</p>
32	<p>3000 is enough because it covers the payments and gets your foot in the door. Should not be intended to make a living off of</p>
33	<p>The cash Flow with out an outside job would be impossible for most people if they had to buy property down Here in the lower main land</p>
34	<p>Increased land and construction costs</p>
35	<p>The egg industry is generally very responsive to the needs and demands of the markets we serve. As prices, demand and public needs change, we are meeting these demands in a proactive way as an industry. The same should be true with the New Producer program. The original amount of 3000 quota for a new producer has to also fairly mirror change and increase as the cost of farm start up, barn building, costs of systems, labour costs, land costs and the additional costs of specialty production that new producers face each year continues to rise. If the cost of building supplies or land were decreasing then perhaps the new producer amount would be able to be reduced, however the cost of everything since the inception of the New Producer program has risen at significant rates. The amount of quota provided to new producers should reflect these increases fairly in order to still achieve the goal of providing new producers with an sustainable amount of start up quota. The break even point for new producers is becoming longer and longer. The original amount is dated and is in need of an update to more accurately reflect the costs of current start up.</p>
36	<p>The NPP intent shouldn't be that of a windfall. Responsibility needs to be that of the winner to establish and grow their production if they so choose.</p>

## ResponseID Response

38	3000 birds is a great start. New Producers can purchase more quota if available to grow.
39	See answer to question 6.
40	3000 too small for most situations. you can win 3000 but must buy up to 2000 to be a new entrant. 5000 is a much better number for pullets/egg pickup/cash flow.
41	3000 birds is nothing really. How do you make money on 3000 birds. Should be 5000 birds. The only problem with the program is it favours people who have money and the average person cannot afford to get into bc egg production. I have been involved in the B.C. egg industry for over 40 years as a manager, I cannot hope to ever get my own quota. Who better to get involved in the industry than those who know it well but are on the management side rather than ownership. I see other big farms in the dairy and other industries getting these new producer grants because they have the money.
42	3000 Bird for new entrants is a big number compared to farm size as average farm size is approximately 20000 birds and there are farmer who have been farming for a very long period of time and would be eligible for around 3% of growth or 600 birds when growth occurs
43	3000 quota units is enough provided there is opportunity to expand. With the Pilot Quota Exchange it is difficult to expand quickly so new producers are stuck carrying the construction costs of a facility with extra capacity for an extended period of time before it can be used to its full potential.
44	The startup costs for a 3000 bird allocation hardly gives room for opportunity to expand. If the NPP was 5000, it still would not provide a comfortable living but would go further in establishing a viable farm. Today's marketplace is asking for egg farmers who are knowledgeable and competent. A producer with only 3000 birds, busy with trying to provide a living and also trying to subsidize farm expansion, will have a difficult time being the farmer a consumer expects.
46	3000 birds does not give a producer enough cash flow to make the farm a viable operation. I feel that if the producer could buy more quota (say double or triple the amount) at a fair rate than they could build a facility to suit taking advantage of economies of scale. Also it would allow them to be a full time farmer so they can focus on the production and ensure the very best for the whole production system. As it stands the egg production will remain secondary in time invested and in priority.



## ResponseID Response

47	I think it's enough, however Saskatchewan gives 5000 and you end up paying a percentage which I think is a better system.
49	I believe, 3,000 units of quota is not enough for the lower mainland division. My reasons for this is as follows: 1) land price is higher than everbefore 2) construction material and labour of the last few years has increased in price. 3) I don't believe a NPP winner should have it easy. We need to work for what we want to obtain in this industry, but 3,000 units is not truly viable with the growing costs. Example: a farmer setting a farm in the area of Ryder lake only way to make it viable for his farm. Ryder lake is not a good place for graders to pick up.
50	3000 quota provides enough income to pay the cost of the land & barn, with a bit left over to re-invest or take a wage. This provides a starting point for those who find the initial cost of quota too high to get into the industry while still requiring a level of commitment to the industry in order to replace careers.
51	for the investment made and time required it does not generate enough income to buy more quota to expand. Its a program that works well only for the wealthy that dont have to borrow money for the project.
52	3000 is a perfect amount as a "foot in the door" to the egg industry. And I agree fully with the above statement that it will cover construction debt and operating expenses with extra for future expansion. I feel those who complain that it is not enough should quit whining and be thankful for what they have received through the NPP:)
53	3000 is really just enough to cover the building of a barn and for the most part look after day to day expenses. In the event of any difficulties (drop in production or unexpected losses of birds) there just is not enough financial room to handle any kind of emergencies.
56	3,000 birds x \$365 is \$1,095,000. If this is not enough (equity) to kick start a farmer then how much should they get? A lot of them look at it as a lottery win. The fact that many are still in means it is still profitable, and this means they can start like other farmers by working at another job to pay for the farm.
57	I would think 5000 would be a good number. This guarantees a full income so the industry does not suffer from producers not doing a good job because of needing to work off farm to supplement income
58	4000-5000

## ResponseID Response

61	It is tough going financially, building a new barn, buying land, etc for someone starting up.
62	Sorry I think it is enough.
64	5000
65	We won 3000 units and have been producing it for 8 months now, it's definitely enough to get started but we need to be able to grow to a sustainable size with all the investment that we made. Everyone was told to build bigger to allow for growth but if there is no extra support to achieve a sustainable number and no quota available for purchase, how are we supposed to be able to grow? The hardest thing at this stage is not having enough time to spend in the barn and keeping track of what is going on in the industry, it feels like we are on the side line watching the gameplay and not really be part of it. What consist of a sustainable number of quota is probably different for everyone depending on their situation but if all NPP winners had the opportunity to invest, I'm positive they would all want to be able to grow to the point where they could do it as a full time job.
70	Quota is a valuable asset. Should not just be granted out. Also smaller amounts like this could be distributed to more new producers.
71	Agreed with statement 6, this is a foot in the door, and a free ride to be equal to those who have contributed to the industry for many years. We must all earn our way to where we need to be.
72	I think based on pricing of land in BC that is not sustainable. There should be given a licence of 5000 to 10,000 but not be given the quota after 10 years. They should be allowed to purchase more based on there own ability but if ever they were to quit farming the they would also forfeit the birds given them. This would sort out the people only interested in selling after 10 years of farming and those who truly would like to farm.
73	3000 allows more new entrants than if it were higher. If 3000 is not enough then why is the program so popular?
75	I believe 3000 birds is enough, growing to a viable size should be up to the new entrant, although I would support some kind of incentive program to facilitate new entrants buying quota on a one time basis and for a limited amount.

## ResponseID Response

78	3000 wouldn't be enough. Back of the envelope math would put their gross profit at somewhere around \$50K/ year. That will take a long time to expand especially if they had to take on debt to make it happen.
79	It's a tough question when you talk only of the Lower Mainland, as 3,000 birds quota will not cashflow when you have to account for land purchase. Most areas outside of that, 3,000 birds can cashflow.
80	5,000 would be easier to cash flow and more economically viable
82	My personal production unit is only 2200 base quota units and with additional sources of income we are optimistic that we are earning enough to expand.
83	Not enough to make a living from need a 2nd job
84	I think it needs to be more like 4000 or 5000 even. Land costs and building costs and living costs have gone up so much that the amount of layers handed out needs to go up a certain amount with it as well.
85	Quota is too expensive it would take years to generate enough money with 3000 layer to buy more. Would have to be at least 5000 layers.
86	The 3,000 birds as one would say may cover the cost of start up, but in other thoughts the market should be as such that would allow them to buy more quota at half price or at a subsidized price to help grow these start up farms if they wish. To a total of 6,000 birds. This would still show that the NPP would be backing the idea of growth, and not be giving more quota.
87	Not enough cash flow
89	It could be a little higher
90	Three thousand provides the start they can then purchase more
91	Yes, they just received a free \$1,000,000 tax free - Also the 3000 hens allows them to make income and gain experience while still being able to do their other work on the side. The stats show that all 18 NPP winners are still farming and half of them are growing the farm which shows that its working - NO MORE FREEBIES - they have to work for growth and theres leasing opportunites and other incentives that help this new producers out!
92	Answered in #6.

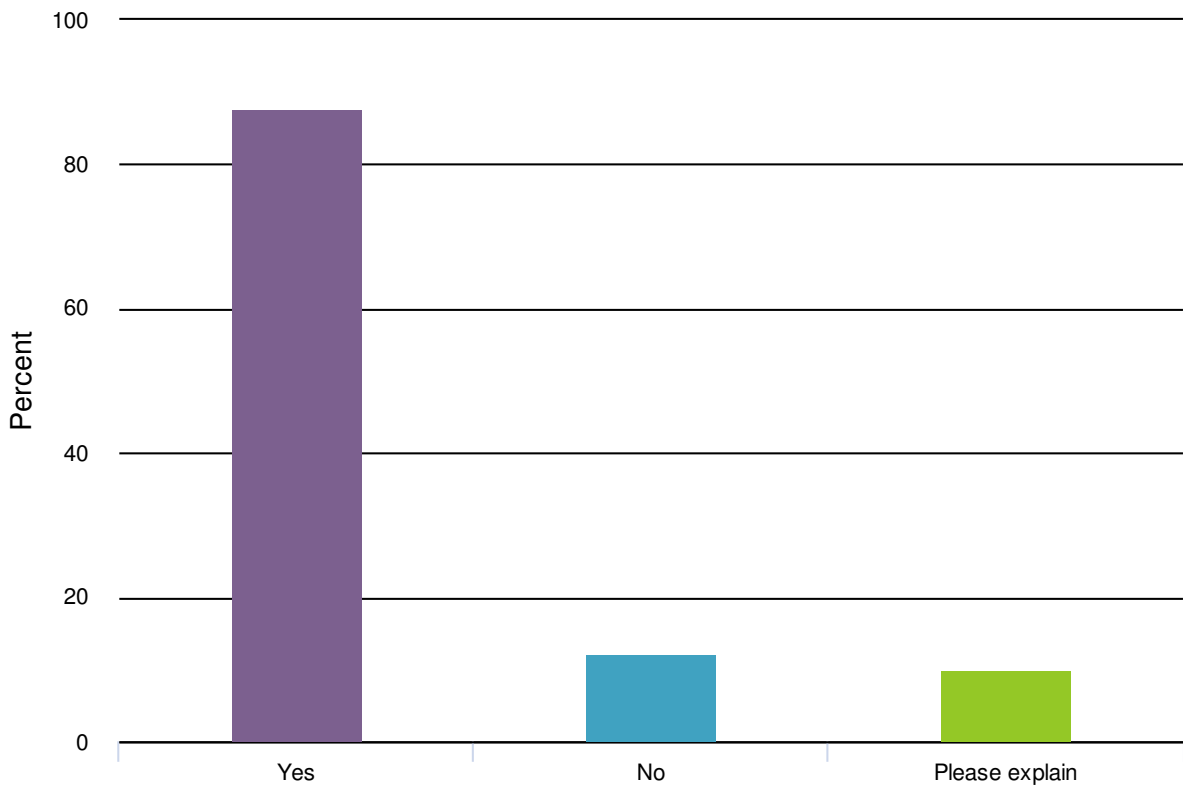
## ResponseID Response

96	It is a stepping stone into the industry. They sign up knowing what they are getting.
97	3000 bird quota not enough to start winners at. If they could acquire additional quota at a reduced cost they would be able to take advantage of bulk buying, as well as focus more time on farming compared to trying to run a 3000 bird barn on the side of their day jobs.
98	to see if the commitment is there
100	Due to higher land prices, it could be increased slightly to compensate for it. I agree that there should be additional sources of income
101	someone who buys a farm still might need to work outside the farm to support the farm. Their cash flow could be much tighter than someone who wins the NPP. Not one 3,000 has left the industry so I think it works
102	3000 birds is enough to cash flow barn construction debt, but it's very tight when you need to include land mortgage as well in BC. And I would assume that the majority of new producers will be needing to buy a small parcel of land.
104	Good start number. It's a gift so if they want more they should earn the right, demonstrate commitment and pay for increases.
105	3000 birds are enough, they need to invest their own money as well, that way we can see that they are serious about becoming egg farmers.
106	3000 is meant to get a producer started only; it's enough of a gift. After that they can purchase more quota if they want/need
107	After developing a proposal for a previous NPP draw, the cash-flow isn't enough to both pay off costs of starting the farm (not even including any purchase of land, which we possessed already) and to also make some kind of living off of. If you are bringing people in as farmers, they should have the means to commit to the farming practice.
111	I think it is enough because it's not so much that it's overwhelming financially and mentally for a brand new producer. It gives a new producer enough to get comfortable farming and enough to have cash to buy credits or quota. It isn't too much that existing producers would feel growth is all used up by new producers

## ResponseID    Response

112	The amount of quota that is allocated to new entrants is a tiny portion of the total quota, and of the total quota increases that have occurred over the past several years. Why only give NPP winners 3,000 birds. That number could be 4,000 or 5,000. I think that efficiencies can be gained if the NPP winners receive more quota.
113	I think it should be more so a new producer has a better ability to focus on egg production
115	The initial 3,000 is a good start for anyone lucky enough to get a start this way. And as the program intends, it is not a stand alone business.
116	I would be in favour of an initial allocation of 5000 quota. Together with an opportunity to expand to a more sustainable Flock size of 10000 in order to support a committed family. It would also be more cost effective in planning initial barn build.
118	3000 is enough to get started but it is very tight considering the need to grow and when one looks at the current price of \$360/unit, if it becomes available. Both my spouse and I must work off farm to make our farm work. Another consideration is rising interest rates. We have all enjoyed lower rates the last number of years. I'm concerned interest rates expected to go higher will further make it difficult. Please understand these comments are not complaints but simple feed back.

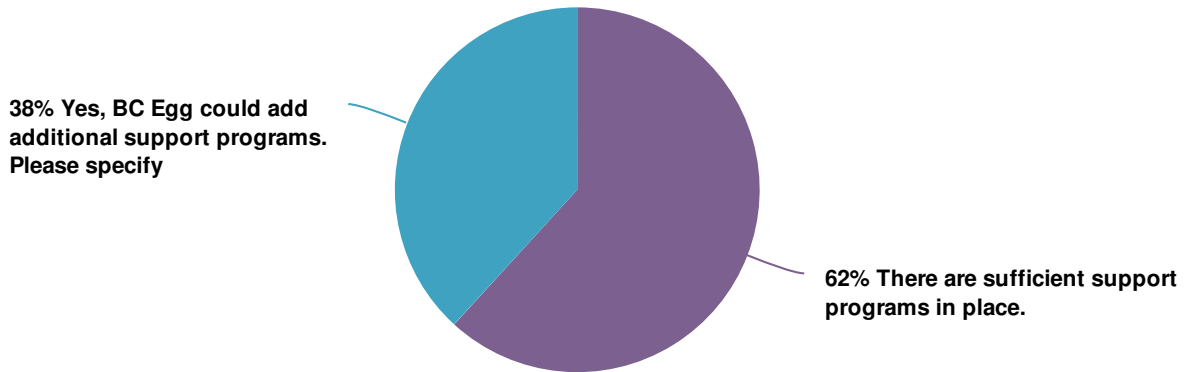
8. Preferential Pool on Pilot Quota Exchange Currently, BC Egg gives ALL stakeholders with 6,000 quota units or less access to a preferential pool on our pilot quota exchange. This pool gives the smaller producers access to buy some (if multiple buyers) or all (if he/she is the lone buyer) of the first 1,000 quota units whenever there is quota available for purchase on the pilot quota exchange. This is the only preferential treatment given to any producers. Do you agree with this program?



Value	Percent	Responses
Yes	87.8%	79
No	12.2%	11
Please explain	10.0%	9

Please explain	Count
As a new producer who bought 100% of my own quota not from a lottery. I find this terribly unfair as I am being penalized and can't grow at the same pace as a npp.	1
Especially for new producers because they are usually the ones that need to build up there flock size the fastest to increase the cash flow to pay the initial start-up costs of the business. It's a way of helping the new producer succeed.	1
I dislike preferential treatment. I also disliked being a white caged farmer was substandard for quota purchase over specialty as was the case a while back.	1
In theory, these people shouldn't have deep pockets, so this additional help to a graduated entry program is the way to go.	1
Larger farms are often supporting several families and thus require larger purchases to impact each family. With the current exchange program all farms that bid to purchase quota receive the same number of birds. This already favours smaller farms and an extra incentive shouldn't be needed.	1
The industry benefits from small < 6000 farms staying viable, both from a public and government perception point of view.	1
This allows the smaller producers to grow faster (with their own money), which will help them to increase efficiencies on their farms.	1
This is one step to allow small producers get to an efficient size.	1
it is a nice gesture but only the rich can take advantage of it.	1
Totals	9

9. Should BC Egg offer other supporting programs to make quota more available to NPP winners?



Value	Percent	Responses
There are sufficient support programs in place.	61.8%	55
Yes, BC Egg could add additional support programs. Please specify	38.2%	34

Totals: 89

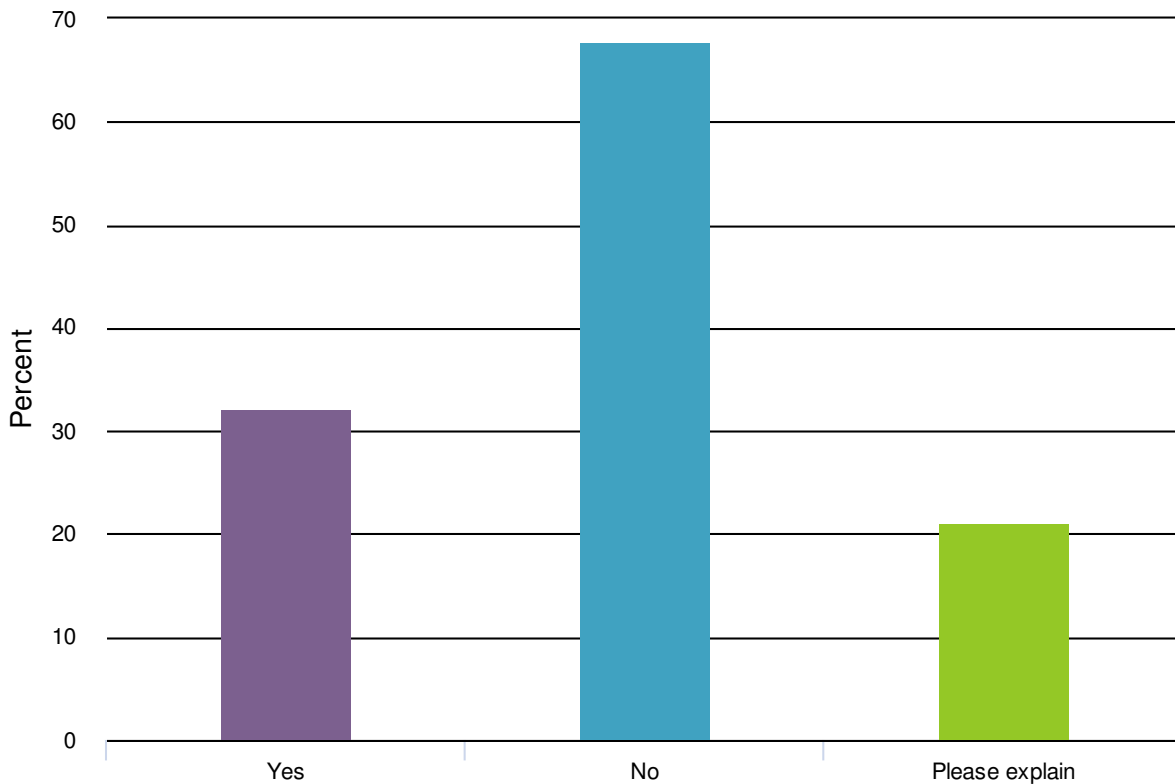
Yes, BC Egg could add additional support programs. Please specify	Count
A small portion of the transfer tax could fund a limited reserve of quota that is reserved for purchase by small producers.	1
Allow a new producer to buy more quota, before they even place their first flock.	1
Create a program with purchased quota is matched with quota from the NPP pool.	1
Totals	27



Yes, BC Egg could add additional support programs. Please specify	Count
I don't know what this could look like , but more opportunity would be helpful to be able to compete at a similar level to the historical quota holders	1
I think new producers should have a matching (50%) program for quota similar to the broiler industry purchased after allocation of the 3,000 to help them grow to an economic scale and encourage long term investment in the industry.	1
It would be helpful for the BCEMB to adopt a quota matching program. For example, give the NPP winners 3,000 birds quota, and then match the next 1,000 birds. So the NPP winner buys up to 1,000 birds, and the BCEMB matches it with up to 1,000 birds. (This is similarly done in the BC Dairy new entrant program.)	1
It would be nice if a leasing program was available to the small producer. This would give more on farm income so it's more viable to stay on farm and do a superb job on farm	1
Lease program for more quota. Or do like the new entrant for dairy; the dairy board gives some quota to be used by new entrants for thier lifetime, but is never thiers	1
Leasing quota or having quota put aside and give the NPP winners the opportunity to buy some up to set amount.	1
Make it possible to get to a more viable Flock size through financial incentives but also limitation on selling quota.	1
Make quota or lease quota more accessible and with assistance whenever possible.	1
Modify the quantity of quota units in the preferential pool of the pilot quota exchange. Instead of 1000 units the amount could be the greater of 1000 units or 10% of quota available on the exchange.	1
NA I am unfamiliar with the additonal support progams	1
NPP have trouble borrowing against free quota. BC Egg could offer some type of guarantee on purchased quota of NPP, so banks could lend 100% of value of purchased quota	1
Perhaps give smaller producers full preference on all quota available on the exchange, if there is more than one smaller producer looking to aquire more quota.	1
Perhaps increasing the pool from 1000 to 2000 or a 1 for 1 type option. Both New Entrants and NPP producers should be treated equally.	1
Totals	27

Yes, BC Egg could add additional support programs. Please specify	Count
Research or specialty ie: vitala	1
See note in prior question	1
The strategy above is a good starting point, but even a more short term program maybe involving credits or something that would be more like a "short term loan" of quota until the producer can reach a certain size. It would still cost something, but the producer will have that available cash flow to continue to build up the business.	1
There are 35 or so language groups in BC First Nations. We cover the Province. Eggs needed all over.	1
We need to expand at a faster pace to fill our barn up	1
a one time quota matching program, of a limited amount, say, buy 1500 , get 1500, I believe would be good to encourage them to grow	1
allow a percentage of their quota as a lease in program.	1
increase the amount of quota given to an amount that can justify staying on the farm more than 50% of the day.	1
set aside allocations and only offer them to the NPP program.	1
they need to be able to grow without competing with larger quota holders	1
yes through long term board administered lease options	1
Totals	27

10. Do you think that BC Egg should provide preferential treatment to New Entrants (people who became producers within the last 10 years by purchasing quota on the pilot quota exchange) over NPP winners?



Value	Percent	Responses
Yes	32.2%	29
No	67.8%	61
Please explain	21.1%	19

Please explain	Count
10 years is not 'new'	1
All producers should be treated equally in the industry. No one should be favoured over anyone else.	1
Totals	18

Please explain	Count
As a new entrant, it is difficult to acquire any substantial amount of quota on the exchange. Since no quota has been given to the new entrants, versus the NPP program, I feel the PoolA should only include new entrants up to 10 yrs or 10,000 birds quota. NPP producers should be in PoolB, as they already had the benefit of free quota whereas new entrants have not received any benefits.	1
Because they paid for it and have more at stake than the NPP winners.	1
Both New Entrants and NPP producers should be treated equally.	1
Don't understand question	1
Every one should have a chance to purchase quota	1
I think even 5 years. Five years in the industry priority should put you in a good place financially.	1
It should be same for all producers.	1
No everyone should be treated fairly I also think that after say five years or so some quota should be taken back from the new producers to help start other producers the first group can buy quota that is taken back	1
No sure if I understand the question but I think all the new producer should have access to it until they reach a certain size.	1
No. Those producers have all benefited from quota allocations over the last number of years. They have had ample time to grow their production.	1
The board should define the term NPP, when does the NPP title removed? is it when a NPP purchases quota?	1
These people invested their own money compared to NPP who got it for free.	1
Treat them the same	1
What if someone wants to become a new producer by buying quota? Why shouldn't they also get similar treatment?	1
each producer needs enough quota to pay for their investment and be covered for the time it takes to care for that investment.	1
Totals	18

**Please explain**

**Count**

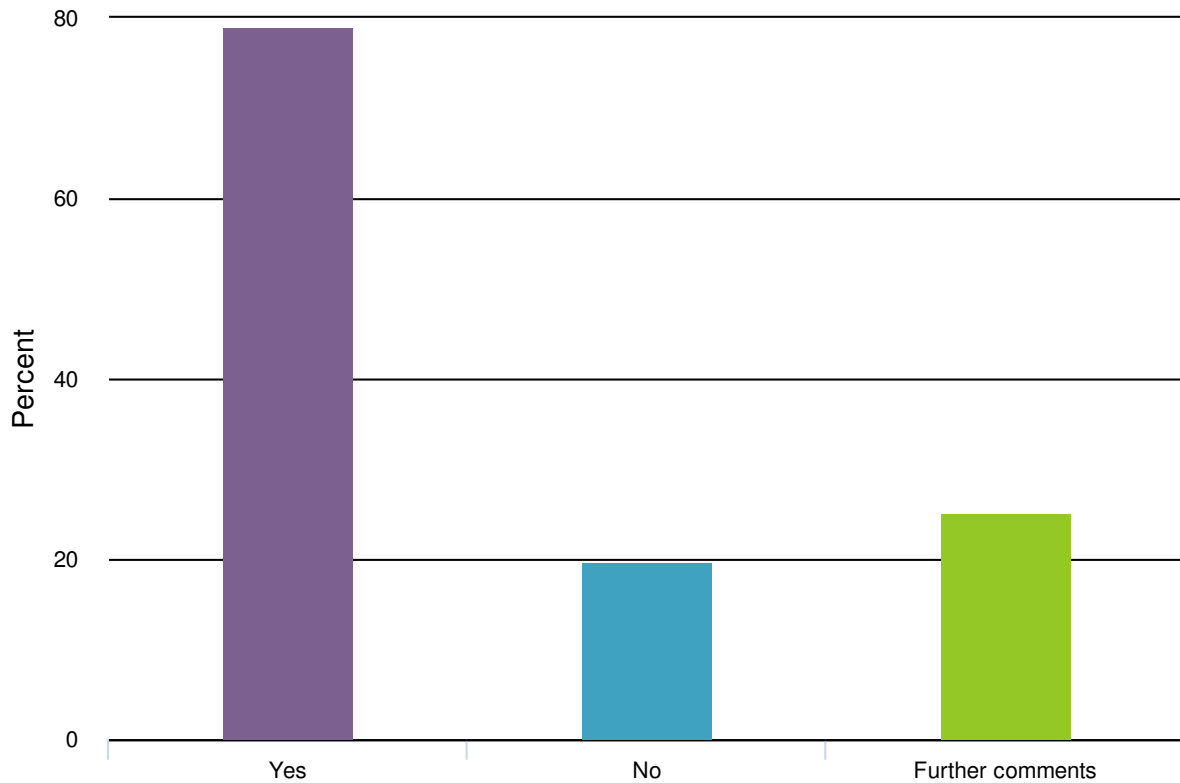
it will encourage the producer to stay with the industry after the first 10 year anniversary has been met

1

Totals

18

11. Notification procedure for upcoming NPP Draws Twenty-eight (28) days prior to posting the rules and accepting applications for the upcoming NPP draw: BC Egg announces the upcoming NPP draw in local papers throughout the British Columbia; and BC Egg posts the draw notification on our public website. Is BC Egg doing enough to notify potential applicants of an upcoming draw?



Value	Percent	Responses
Yes	79.1%	72
No	19.8%	18
Further comments	25.3%	23

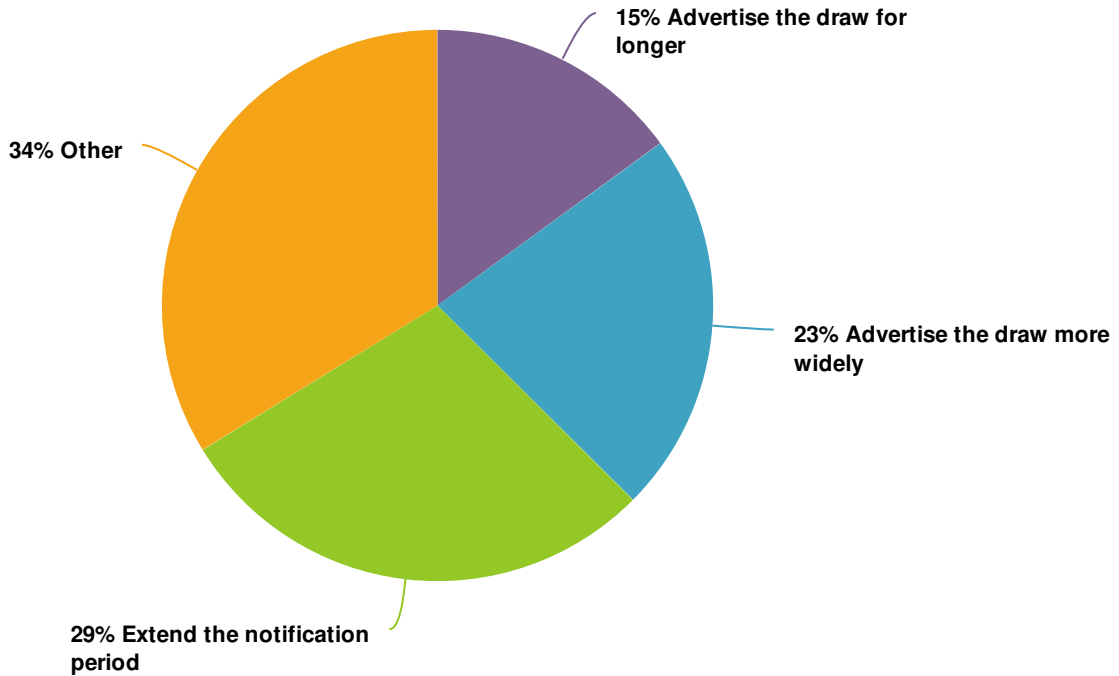
Further comments	Count
A suscribed email list would be very helpfull.	1
Totals	22

Further comments	Count
BC egg should email all producers with information of the draw	1
Directly contact them or publish in email	1
I think it should be 60 days.	1
I think there could be more it seems that now only people who are connected to the industry are vaguely aware of the lottery	1
I think there should be much more information provided for all potential new entrants, we had to dig very hard to find information required for the application process.	1
I wonder if I miss it by not checking the website enough	1
I'd like to see an email list people could sign up for for news	1
If an individual wants to be involved in the industry they should have to follow the marketing boards posting	1
If you are interested you will have your ear to the ground	1
If you have a genuine interest in becoming a farmer it's not hard to find the information.	1
It would be nice if we could sign up for an email alert at that same time.	1
More than enough	1
Social media also most people don't read papers any more	1
The option to sign-up for an email notification seems much more appropriate in this day and age.	1
Those who are interested should be aware of the draws and have enough time to apply.	1
Way to much	1
You should have a mailing list one can sign up for to be certain that interested individuals wether they have internet or read newspapers can also know. That's a neuroses year road block. Tech so easy these days to sign up to get notified on time,not read who got it by default.	1
Totals	22

Further comments	Count
but, I would increase the time to 60 days, as it can be quite onerous gathering all the information required for the application.	1
should be 60 days. So you could run a few webinars to explain	1
there should be an e-mailer list individuals can sign up to be notified of upcoming draws	1
those who are interested will stay in tune as to what is going on in the industry	1
Totals	22



## 12. What more could BC Egg do to notify potential applicants?



Value	Percent	Responses
Advertise the draw for longer	15.0%	12
Advertise the draw more widely	22.5%	18
Extend the notification period	28.8%	23
Other	33.8%	27

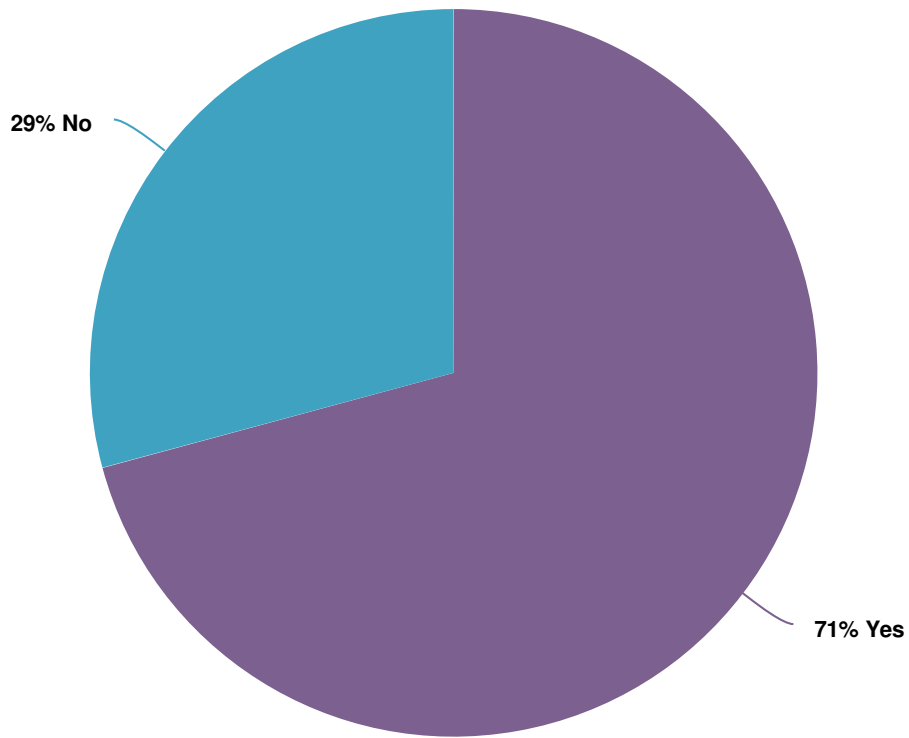
Totals: 80

Other	Count
60 days	1
As I already commented, the option to sign-up for an email notification.	1
Totals	25

Other	Count
Email	1
Email notification.	1
Fine as is	1
I like the way it's done now	1
I think BC Egg is doing enough based on the number of applications they are receiving.	1
I think it's fine the way it is advertised.	1
I think the process is fine	1
I think there are enough new applicants but a need for more information to weed out the frivolous.	1
I think there is enough notification,	1
It's fine the way it is look st all our new entrants.	1
It's sufficient	1
Judging by the popularity it seems well advertised	1
Nothing	1
Nothing. Those who are serious ensure they follow industry info.	1
Notify all small lot permit holders	1
Notify the small lot permit holders directly - by email of the upcoming draw.	1
Social media	1
They are doing more than enough already	1
They do enough - just look at the entry amounts.....	1
an email subscription list would be beneficial.	1
Totals	25

Other	Count
good enough.	1
its sufficient	1
no need to do more	1
Totals	25

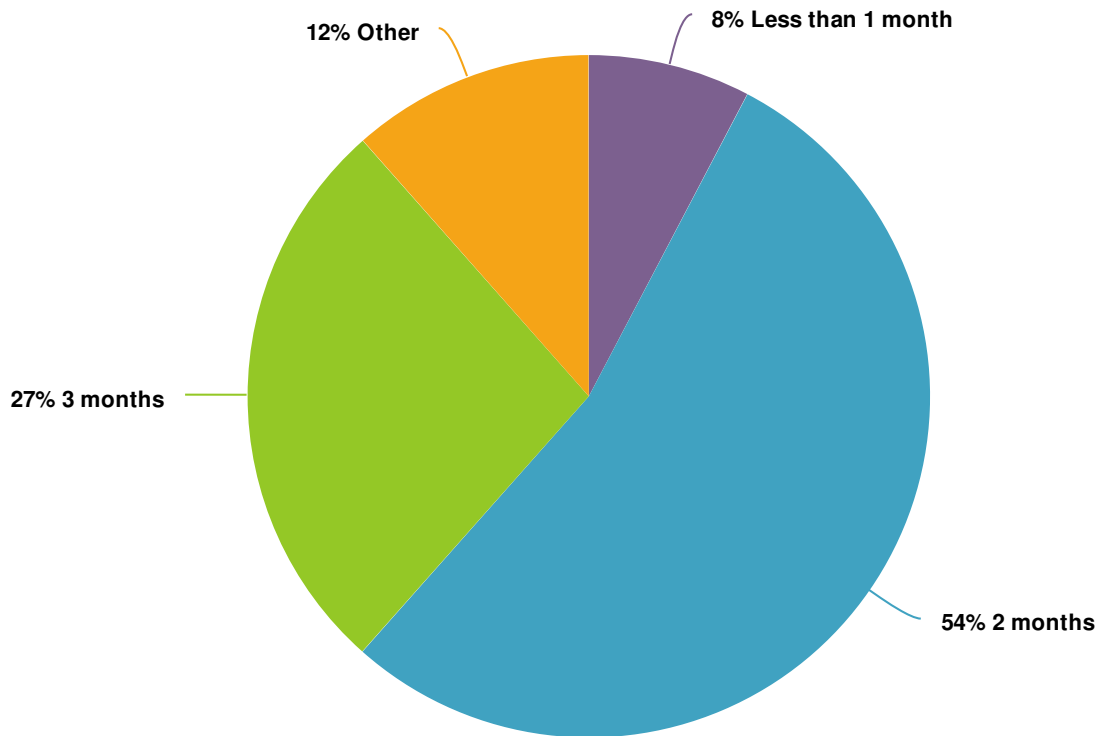
13. Once BC Egg begins to accept applications, potential applicants have 30 days to submit their application to the board. Is this enough time to prepare and submit applications?



Value		Percent	Responses
Yes		70.8%	63
No		29.2%	26

Totals: 89

14. In your opinion, what is a sufficient period of time for application submission?

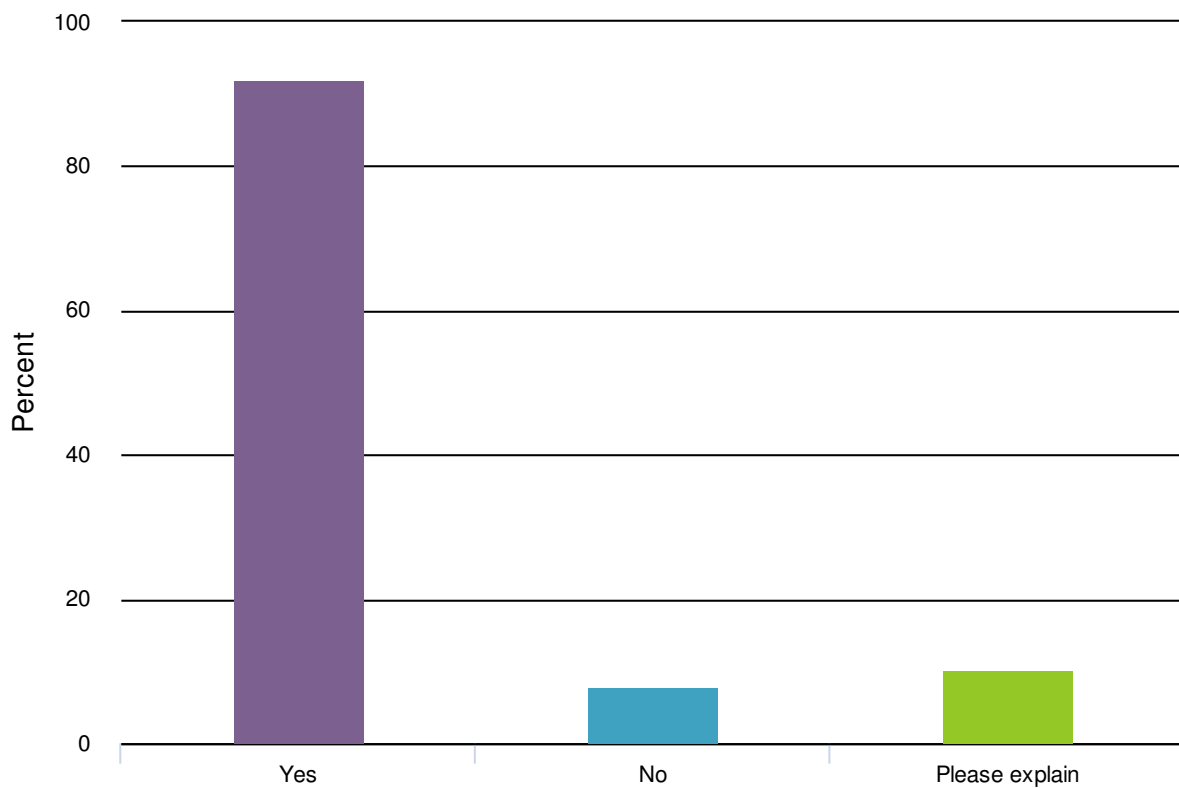





Value	Percent	Responses
Less than 1 month	7.7%	2
2 months	53.8%	14
3 months	26.9%	7
Other	11.5%	3

Totals: 26

Other	Count
1-1/2 months	1
30 days is enough if you would ask for a reasonable submission package. As it stands you ask them to basically set up a farm without actually doing that. It just upsets the suppliers and is a bunch of extra work for no reason. The winners should provide this information and a plan within 30 or 45 days to hold their spot. If not then a new name is drawn.	1
60 days.	1
Totals	3

15. Who Can Participate in the NPP Draw A person seeking to participate in a New Producer Program draw must have the following qualifications: a genuine intention to be actively engaged in egg production, conforming to all applicable requirements under the Consolidated Order, by an Independent Production Unit that is owned by the applicant, or will be owned by the applicant prior to the commencement of egg production; be a Canadian citizen, or permanent resident, and a permanent resident in the Province of British Columbia; be at least 19 years of age at the time of application; and neither the applicant, nor the spouse of the applicant, nor any co-applicant, may hold, or have held at any time, any legal or beneficial interest in quota or any similar transferable production right issued or issued by a supply management commodity board or commission in British Columbia, including layer quota, whether directly or indirectly, through any organization or entity. must be willing to produce all 3,000 hens. must be able to demonstrate financial ability to establish an Independent Production Unit conforming to all applicable requirements under the Consolidated Order for the production of eggs. Do you agree with these qualifications?

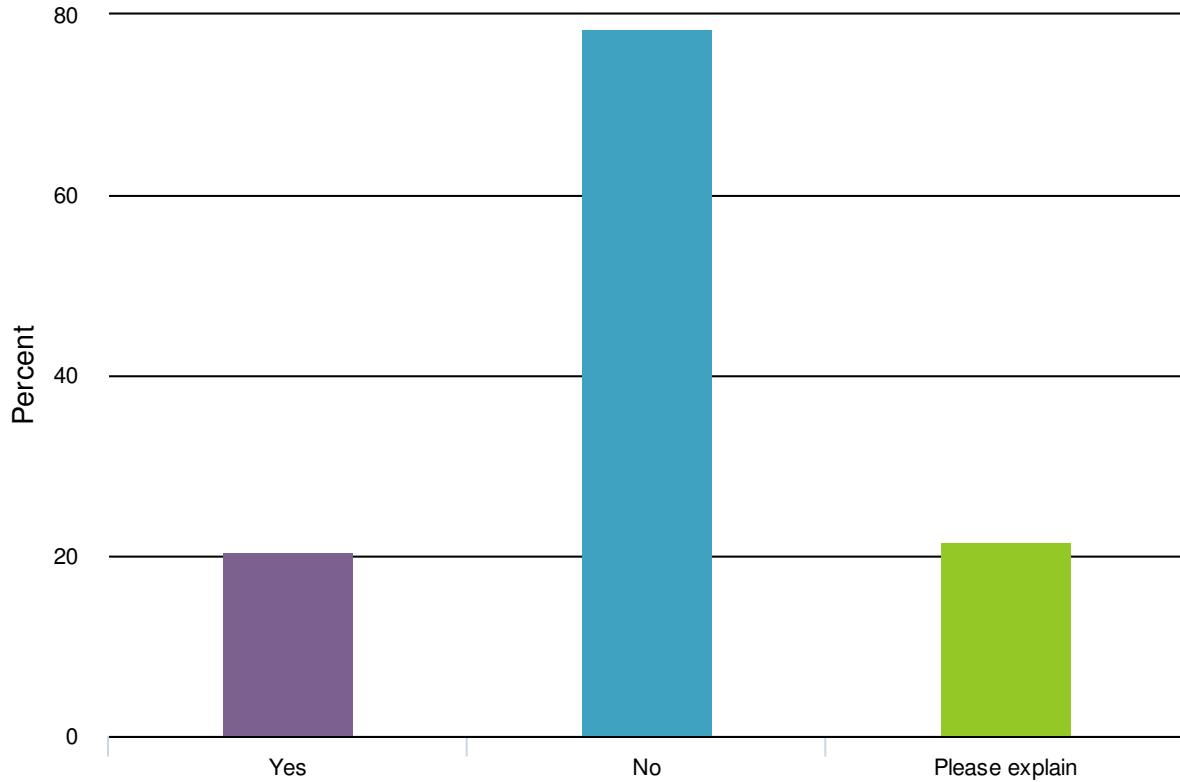


Value		Percent	Responses
Yes		92.0%	80
No		8.0%	7
Please explain		10.3%	9

Please explain	Count
But there should be a full plan as how you are going to support the farm	1
I also recommend that the eligible people are small lot permit holders.	1
I feel the land barns are built could be financed by a quota holder. Land values are so high now that it becomes unaffordable to purchase land to start a new farm.	1
I think we have to be more careful with farmers who don't actually have shares of quota but have shares of the farm or intention of taking over. The purpose of the NPP is to help families get started not give away more quota to farmers kids.	1
I think we should look at not accepting applicants of those who have direct family in the business as well.	1
It is essential that people understand the financial implications of producing eggs before they make a major commitment like building a farm.	1
It would be nice to have a system where those that don't have the money to meet the financial ability are offered help to get into the industry. Like I said earlier. People like myself who have all the skills but not the financial means are unable to even apply for this program.	1
Should be allowed to scale up production from less hens to the max quota	1
There should be a vetting allowed to help individuals gather and confirm their application meets the criteria.	1
Totals	9



16. In your opinion, should applicants who are current or previous holders of layer, broiler, turkey, hatching egg, or milk quota outside of British Columbia be eligible to participate in the New Producer Program?



Value	Percent	Responses
Yes	20.4%	19
No	78.5%	73
Please explain	21.5%	20

Please explain	Count
Allowing this erodes the intent of the NPP and diversity.	1
Find a way to exclude their family members too (financial plan not to allow support from related quota holders)	1
Totals	17

Please explain	Count
Give someone else a try	1
If there is someone that is enthused about farming in BC as a small farmer, they should have a chance. They of course need to be living and running the farm on there own; there must not be investment type farming. But if someone's enthused about the Egg industry and the small family farm, they should have a chance	1
If they are wanting to move into a location that is open for new entrants and are enthused about the chicken industry; we should give them this opportunity. But we would not be looking for corporations or any funny business to happen with this. It would need to be legitimate families wanting to start a family farm	1
If they were former owners of quota and have sold it, they should have sufficient cash flow to purchase quota again.	1
In fact, I believe that applicants who's parents are current registered producers should be restricted from participating. It sends the wrong message to the public. Although the process is transparent, it screams the opposite. Already there is a mistrust for supply management. Why feed the beast.	1
Not NEW producers in the literal ssense mar they are experienced	1
Only if they move to a region that is need of chicken. This would give them an opportunity to get started in chicken farming in BC.	1
The NPP is to bring new entrants into the egg industry. If the applicant current holders (or did hold) poultry quota outside of BC, they are not new entrants to the industry.	1
The idea of a NPP is to encourage new participants outside of supply management	1
The program is designed to help new farmers not diversify existing	1
The program is intended to provide a means of entry into the quota system. If someone is already a part of the system or has sold out of the system they don't require this assistance.	1
They can typically afford to buy.	1
This is for B C residents only	1
Totals	17

**Please explain****Count**

This should be meant as a competitive advantage for those who don't have deep pockets to have an opportunity to become a producer in a supply managed commodity.

1

Why would you do that ? Then why can't a current egg quota holder enter the draw.

1

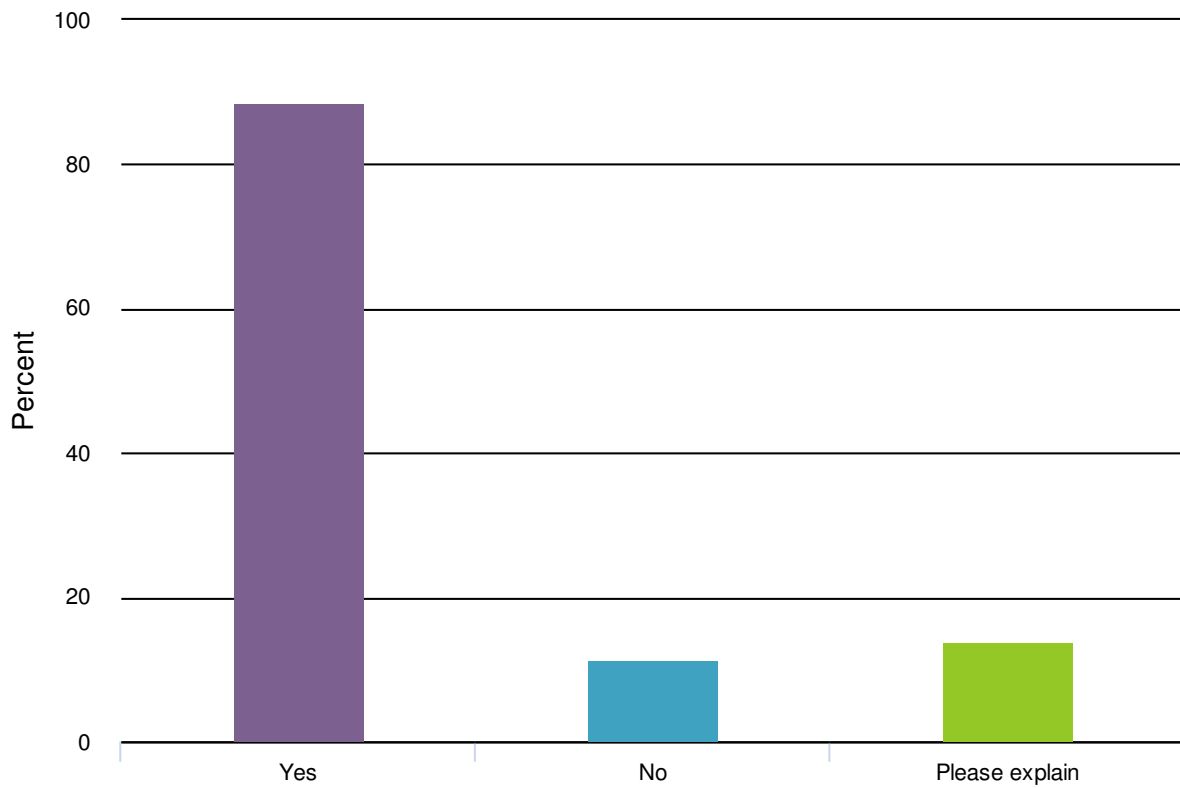
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Totals

17

17. Requirements on Applications Applications to participate in a New Producer Program draw are completed and filed with the program administrator, and contain the following components: an application form, obtainable from the Board, duly completed by the applicant; a certified true copy of the applicant's birth certificate or other certified true copy of proof of age acceptable to the Board; a certified true copy of the applicant's Canadian passport, Canadian citizenship card, or Canadian permanent resident card; a certified true copy of the applicant's British Columbia driver's license or British Columbia identification card; a non-refundable application fee of \$250.00, payable to the "British Columbia Egg Marketing Board" by way of cheque; proof, in a form satisfactory to the Board, of the applicant's financial ability to establish an Independent Production Unit conforming to all applicable requirements under the Consolidated Order for the production of eggs; proof, in a form satisfactory to the Board, that the applicant has economically viable plans to sustain the production of eggs; proof, in a form satisfactory to the Board, that the applicant will be able to establish an Independent Production Unit conforming to all applicable requirements under the Consolidated Order for the production of eggs within a time period acceptable to the Board; proof, in a form satisfactory to the Board, that the applicant's Independent Production Unit will be within economic access of a Grading Station Operator. This may include grading station sign-off or a plan to become a producer-vendor; proof, in a form satisfactory to the Board, that the applicant owns, or will own prior to the commencement of egg production, an Independent Production Unit conforming to all applicable requirements under the Consolidated Order; if applicable, proof, in a form satisfactory to the Board, that the applicant meets the program requirements as determined by the Board. an essay communicating: why the applicant wishes to be actively engaged in egg production; the applicant's past experience in, or knowledge of, farming in general and egg production in particular; and why it would be in the interests of the industry as a whole for the applicant to be actively engaged in egg production; and a statutory declaration declaring: that the applicant understands, and agrees to be bound by, and to comply with the terms and conditions of the New Producer Program as specified herein; that the applicant does not object to the publication of the applicant's identity by the Board; that the applicant owns, or will own prior to the commencement of egg production, an Independent Production Unit conforming to all applicable requirements under the Consolidated Order; if applicable, that the applicant meets the program requirements as determined by the Board that neither the applicant, nor the spouse of the applicant, nor any co-applicant, holds, or has held at any time, any legal or beneficial interest in quota or any similar

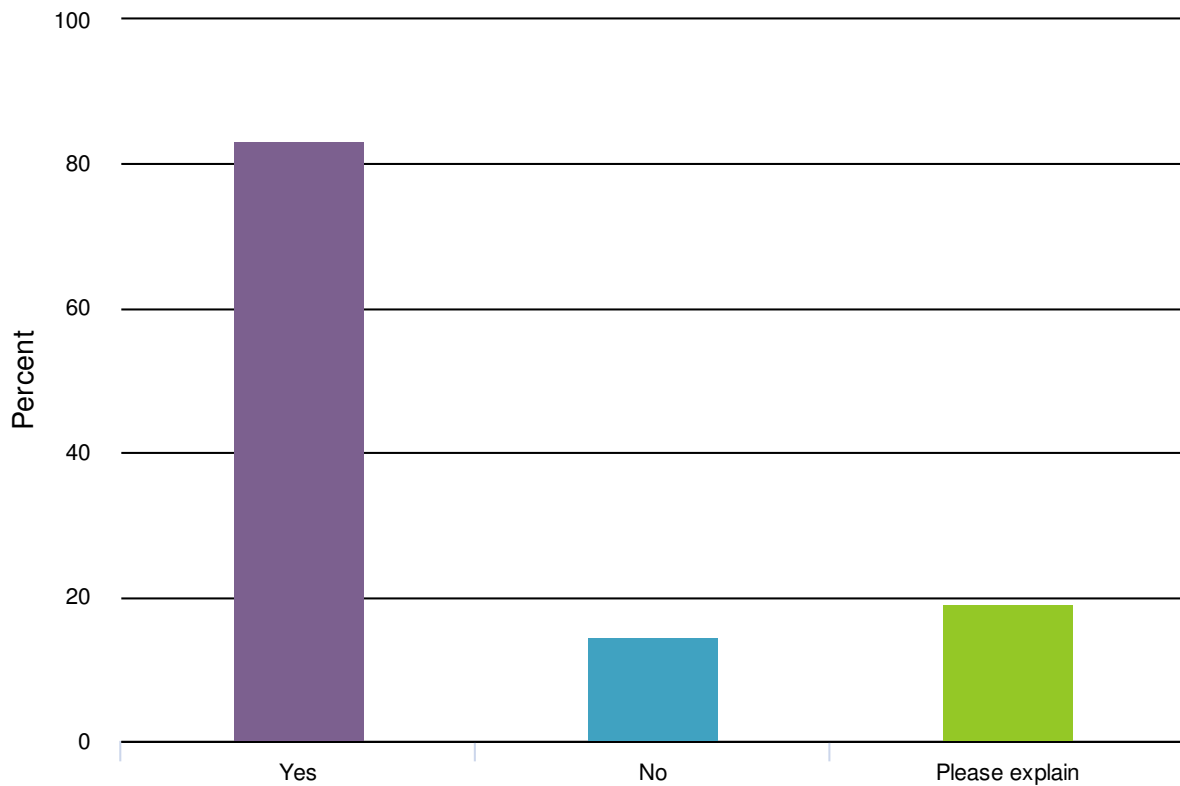
transferable production right issued or issued by a supply management commodity board or commission in British Columbia, including layer quota, whether directly or indirectly, through any organization or entity. Do you think the application requirements are clearly stated?



Value	Percent	Responses
Yes	88.5%	77
No	11.5%	10
Please explain	13.8%	12

Please explain	Count
Clearly stated and readable. Not necessarily agree to all stated.	1
I feel it's hard to know the exact details of what the board is looking for. A question and answer period face to face with producers that make it through the written part may add clarification applications	1
I have qualified in years past and did not qualify the last time? I figured I clearly demonstrated that I would be a valuable asset to the industry. I feel there needs to be a clear explanation of what IS required, not "proof in a form that is acceptable to the board". Just tell us exactly what you want! Everyone can submit the same 10 documents or whatever, and then as a way to cut through the numbers or standardized forms like the financials etc., have an essay to be completed or have everyone tell a story about themselves and their history in Ag, and why they would be a great addition to the industry. For me the current format is too ridiculous and isn't clear. I feel if you were to actually look at my last application, there is NO WAY POSSIBLE that I shouldn't have been accepted into the draw. Except perhaps if I didn't do something right in terms of "proof acceptable to the board" which is extremely vague and very subjective.	1
I remember a few things that could use some more clarification	1
I would like to have chicken experience a requirement. It's more important that the NPP has experience with chicken in some form or another, then anything else.	1
No the whole satisfactory to the board makes it judgemental. Just because I didn't hire someone to put my application together makes mine look worse than others so I never get chosen.	1
Some of the essay questions are vague.	1
That info is hard to find on your website	1
There should be better detailed plan on how you are going to Financially Viable	1
This is ridiculous. You should ask for this after the successful candidate is chosen. everyone should be prepared to submit this info but not required until they win.	1
What a waist of time. Let the financial insittutions do there job and you do yours hand out the quota and Let the draw do its job	1
What is considered "satisfactory to the board". This is entirely without objective measures and no way of reconciling the subjectivity of the requirements.	1
Totals	12

18. Do you feel that an applicant who appropriately addresses and satisfies each of the criteria is prepared (within reason) to become an egg producer?



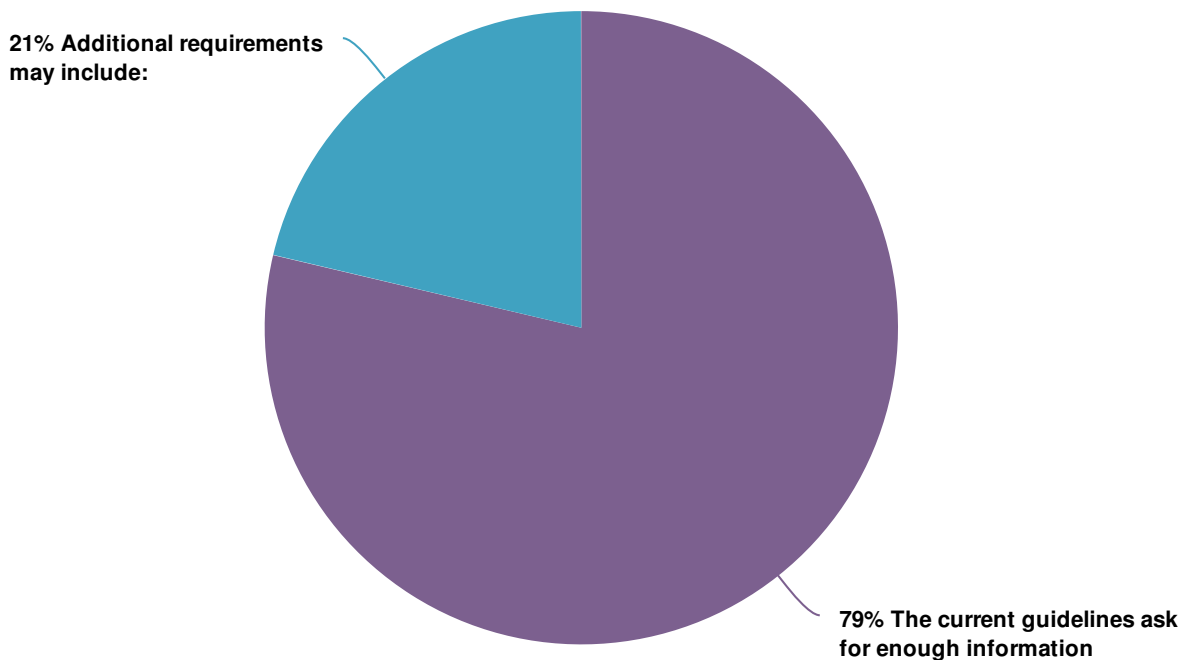
Value	Percent	Responses
Yes	83.1%	74
No	14.6%	13
Please explain	19.1%	17



Please explain	Count
(within reason)	1
A lot a smart well versed people can write an application. It's different to enter a 365-24/7 career	1
All you have asked people for is paper you have no idea they are farmers of any kind	1
Totals	15

Please explain	Count
An interview with regards to respect for the industry as a whole, and with regards to their knowledge and care for the animal care and welfare programs which "we" have in place may be a good idea?	1
Assuming the criteria is clarified. How do we know the board is above reproach?	1
Because people always put there best foot forward. You can't base everything on a application. You won't know until they either rise to the challenge or not.	1
I mentioned in the previous question; I'd like to see experience with chicken a bigger requirement	1
It is a large financial outlay that needs to be quantified to ensure that someone is financially viable.	1
Less Story More Day to day running of the farm	1
Should check to see if their vegans first.	1
The listed criteria does not offer or grade on any previous experiance by NPP Aplicants. Most NPP that I have talked to have little to no idea the time commitment as well as little to no experience in other ag. businesses.	1
There is no requirement for the applicant to have any knowledge of animal care. This is a huge problem with animal welfare with some of the mistakes new entrants are making due to ignorance.	1
This in no way measures someones ability or drive to be a successful farmer, nor does it test business acumen.	1
Without engagement with current producers and events held to reach out to new producers I don't think new producers will be successful. Satisfying the criteria is the bare minimum a person needs to be a new producer. With out a network of experienced farmers around them, willing to assist, I think success would be difficult.	1
Yes but the key to this is "appropriately addresses". How do you appropriately address something that is completely subjective. This process needs to be defined more objectively. The board should have everyone fill out an application package and then have only one component help define the people who are applying. The package process can be viewed many ways by many individuals.	1
Totals	15



19. Can you think of any additional requirements that would better screen and prepare new entrants to become egg producers?

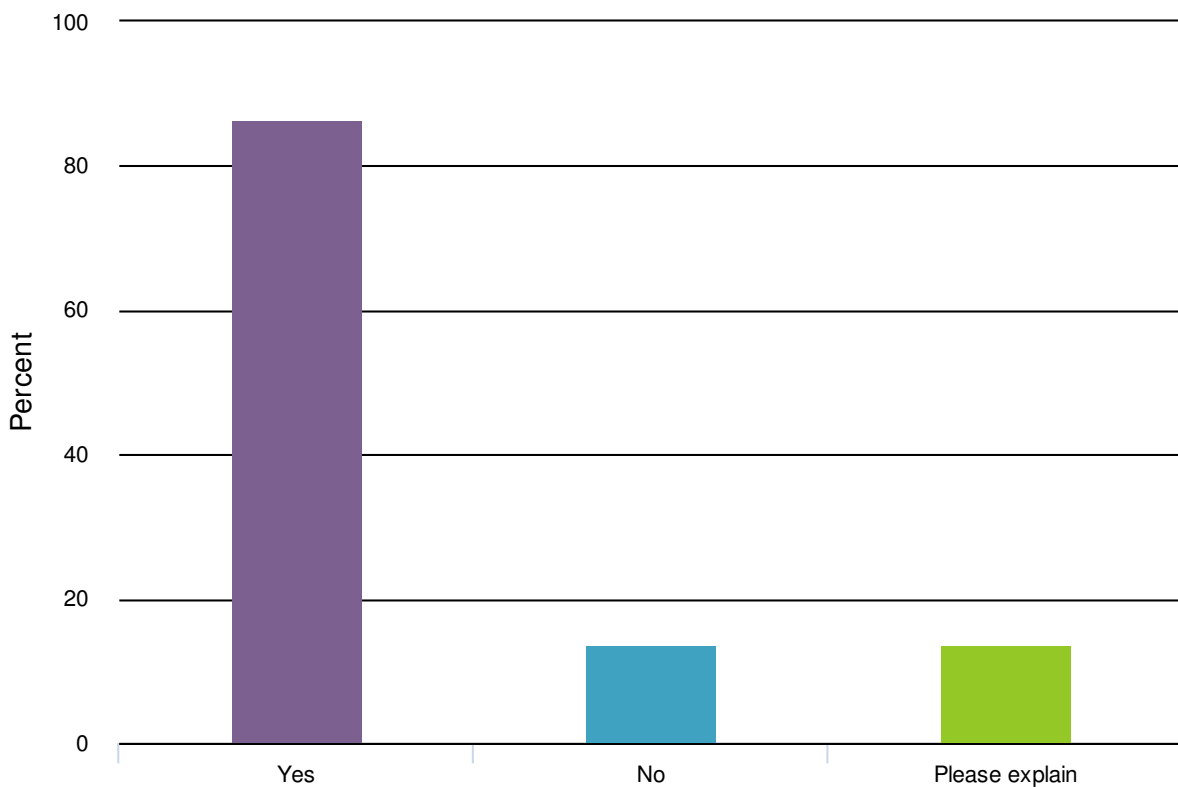





Value		Percent	Responses
The current guidelines ask for enough information		78.7%	70
Additional requirements may include:		21.3%	19

Totals: 89

<b>Additional requirements may include:</b>	<b>Count</b>
A final interview might be valuable	1
A reasonable time limit with which production must be commenced	1
An interview	1
Background check - criminal history screening	1
Criminal check.	1
Farm Tours.	1
Have a 1000 dollars as the entry fee and make a draw don't become financial advisors or business plan evaluators that's not the job your charged with	1
Have some of the established NP's have a sit down with potential newbies? if that isn't already the case.	1
Less Story More Day to day running of the farm	1
More objectivity	1
Not hiring someone to do the application for you.	1
On-farm experience in caring for layers (small lot or layer farm employee).	1
Practical experience in agriculture, previous experience in business opp.	1
That they are small lot permit holders.	1
To ensure they are really interested and not just lottery winners, to be eligible a person should be required to physically attend 10 (3 hours sessions). These sessions could include animal care, bio-security, nutrition, choosing equipment, different housing, completing board paperwork, SOP, how to complete the application, etc	1
With an increase in quota I would want to see deep commitment to the industry.	1
You are not going to sell your quota for x time.	1
sdfdf	1
<b>Totals</b>	<b>18</b>

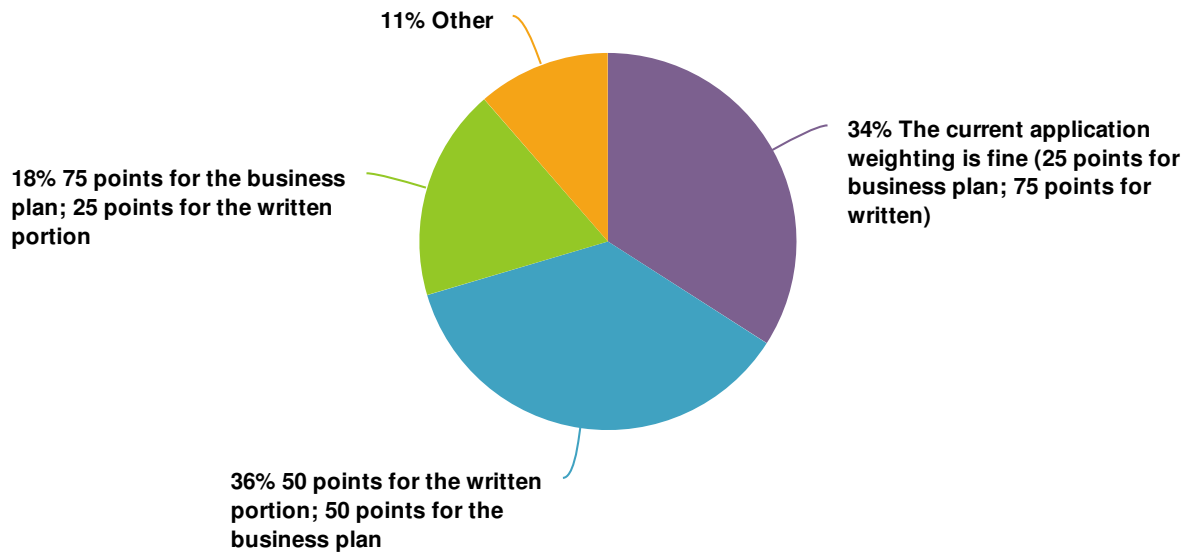
20. Determination of Eligibility Applications received are graded by an independent review committee. An application can score up to 100 points for their ability to fully satisfy the following requirements: 25 points assigned for the extent to which the applicant has economically viable plans to sustain the production of eggs; and the extent to which the applicant's Independent Production Unit will be within economic access of a Grading Station Operator; 25 points assigned for the reasons why the applicant wishes to be actively engaged in egg production; 25 points assigned to the applicant's past experience in, or knowledge of, farming in general and egg production in particular; 25 points assigned to the applicant's explanation as to why it would be in the interests of the industry as a whole for the applicant to be actively engaged in egg production. To qualify for the NPP draw, applicants need to achieve a minimum score of 75 or higher out of the possible 100 points from the review committee. Do you agree with this requirement?



Value		Percent	Responses
Yes		86.4%	76
No		13.6%	12
Please explain		13.6%	12

Please explain	Count
Thus might be ok if we know what the expected financial plan should look like.	1
85	1
Again I'd like more points for experience in chicken farming.	1
I hope if an applicant fails, they are given an explanation why and also a chance to redeem their application if possible.	1
If you are trying to have new producers enter the industry, there shouldn't be 25 points assigned if you have past farming experience, etc.	1
In addition to the minimum score of 75 applicants should be required to score a minimum of 15 points out of 25 in each category.	1
In addition to the minimum score of 75/100 there should be a secondary requirement to score a minimum (for example 15/25 points) in each of the 4 categories to ensure a balanced application.	1
New applicants could be given preferential points to increase draw odds success for the NPP. Depending on feasibility those qualifying for the draw could also go through an interview process.	1
Should be 85% minimum - nobody can farm successfully at a grade of 75%	1
Still too subjective though If you don't show the appropriate "proof in a form" then you get axed. This shouldn't mean that you are not a qualified potential winner, it just means you misinterpreted what the requirement should look like because every requirement is vague.	1
There is too much subjectivity in the scoring.	1
These are subjective evaluations . I can go to a bank and give them my business plan and they can see my cash flow yet your panel was in able to see the same thing yet wasn't lending me a dime. You need to stick to your job handbout quota make a draw	1
Totals	12

21. The NPP scoring process has been questioned by a number of applicants regarding the heavy weighting attributed to the written requirements. How do you think the scoring should be weighted?

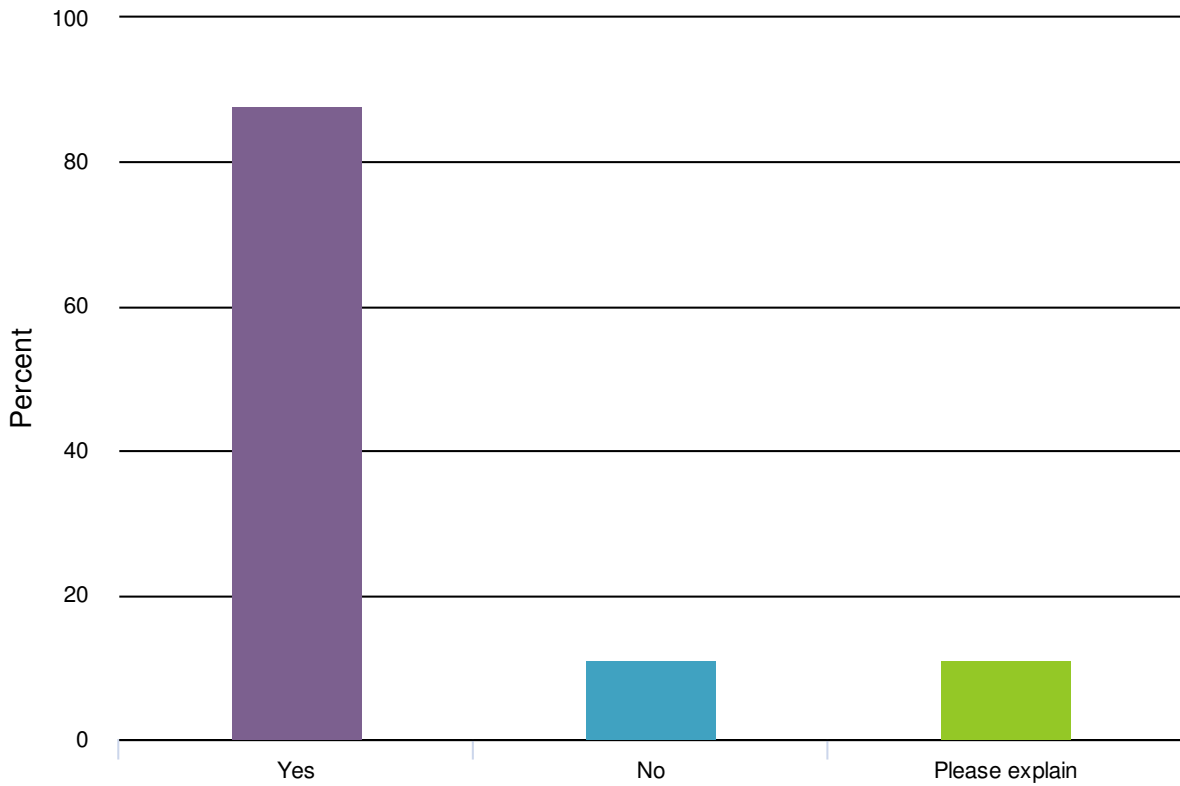


Value	Percent	Responses
The current application weighting is fine (25 points for business plan; 75 points for written)	34.1%	30
50 points for the written portion; 50 points for the business plan	36.4%	32
75 points for the business plan; 25 points for the written portion	18.2%	16
Other	11.4%	10

Totals: 88

Other	Count
25 points for business plan. 25 points for written, and 50 points for experience in the chicken industry	1
Business plan could be weighted higher but no higher than 40 points.	1
Get rid of all the writing and let the people who lend them the Money and see if they have a business plan make the decision do the job your charged to do hand out egg quota	1
I have never once read in all the documentation the request for a formal business plan until now?! If you want a formal business plan put together maybe ask for one in those terms. Again I find the application format confusing in terms of what EXACTLY you require. You guys should put the application package together, so there are no GREY areas.	1
Not sure	1
Not sure? Has there been a problem with the current method?	1
[50/50 as mentioned above] A solid business plan is essential but the written portion is the only way of getting a sense as to the passion and longer term commitment of the applicant.	1
afd	1
no opinion	1
while some individuals are able to communicate there passion on paper others may be able to communicate better verbally	1
Totals	10

22. BC Egg requires a \$10,000 deposit from each applicant that is deemed eligible for the draw. The deposit is returned: If the eligible applicant's name is NOT selected in the random draw; or Upon the successful applicant's first flock's 19 week date. Is the \$10,000 deposit sufficient as collateral?

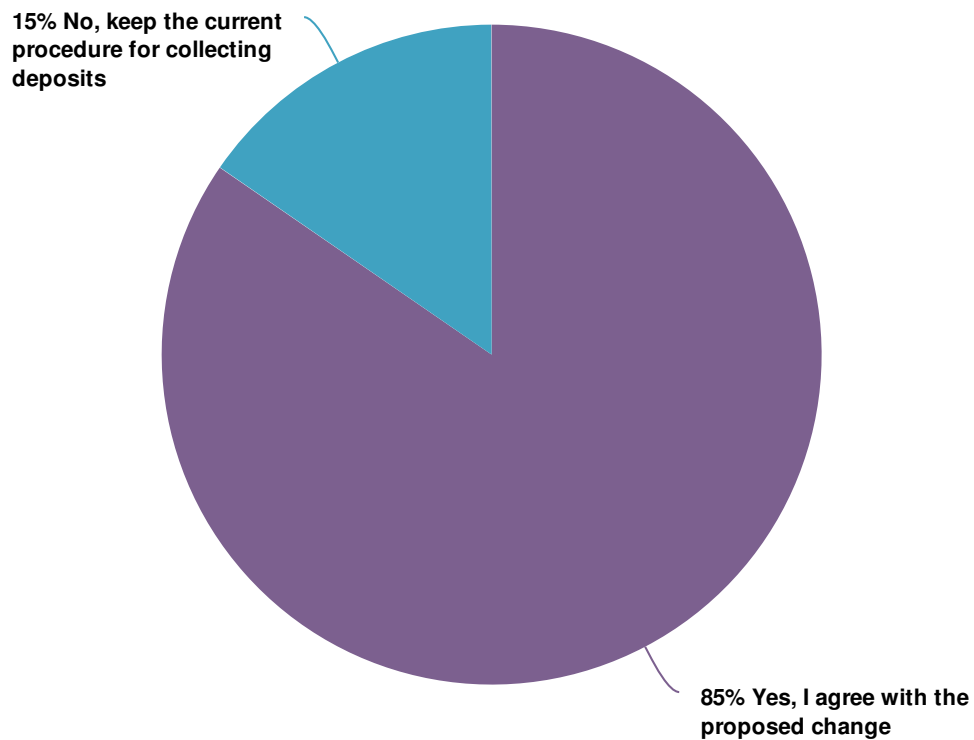


Value	Percent	Responses
Yes	87.8%	79
No	11.1%	10
Please explain	11.1%	10



Please explain	Count
I think the \$10,000 deposit is NOT fair. Why ask for people to pledge \$10,000 when only a handful of NPP winners are chosen. I think that the \$10,000 should be due to the BCEMB within 10 days of being the successful winner of the NPP quota.	1
If too many applicaitons are recieved, an increase in deposit could potentially limit the amount of work needed in narrowing down the application list.	1
Make it \$25000 with the burden of proof on the applicant to provide proof that the funds are not provided by parents or other family members. A goal of limiting applicants whom financial plan is based on patents net worth. Having to pony up the \$'s yourself will always weed out the less serious applicants.	1
Make it 20,000	1
Significant investment is required to enter the egg business even with the support of the NPP. I would suggest that the initial application fee be \$1000 and that the deposit be \$25,000.	1
That is not even 1%. Should be at least 5%.	1
That's a lot for a new start	1
Thats not even 1% of the potential winnings. 5% = 50k minimum	1
This \$10000 should only be put up by the successful candidates as a deposit until they place quota. To take that from everyone is unnecessary.	1
Yes. However ther should not be a long delay with that amount of money held in trust	1
Totals	10

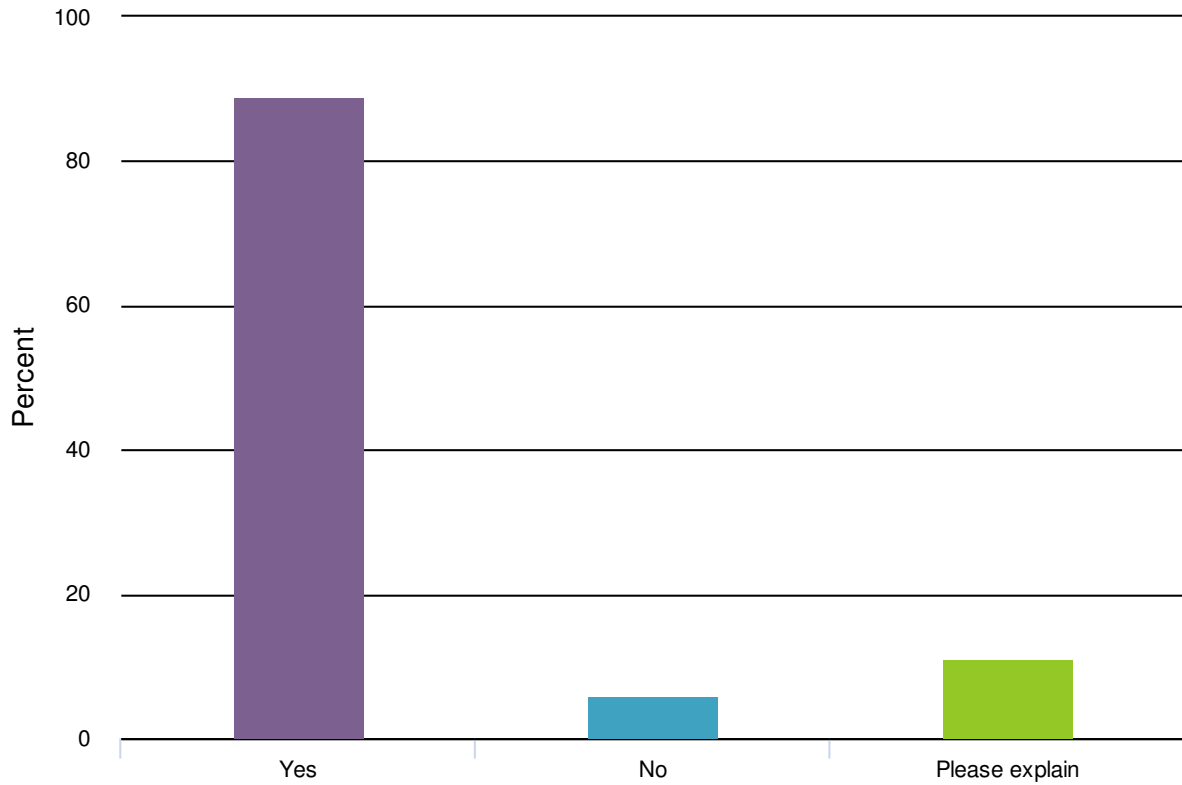
23. Currently, eligible applicants are required to submit their \$10,000 deposit within 30 days of the date they are notified that their application scored 75 or higher. Once the applications are graded, ineligible applicants have 30 days to appeal BC Egg’s rejection decision to BCFIRB. Any delays in the draw can result in BC Egg holding multiple deposits for a substantial length of time. BC Egg would like maintain the 30-day time-frame to submit the deposit but delay the timing of when the deposit is collected to after the list of eligible producers has been finalized. This change would mean that the \$10,000 deposit would become due after the appeal timeline had passed. Do you agree with this change?



Value	Percent	Responses
Yes, I agree with the proposed change	84.6%	77
No, keep the current procedure for collecting deposits	15.4%	14

Totals: 91

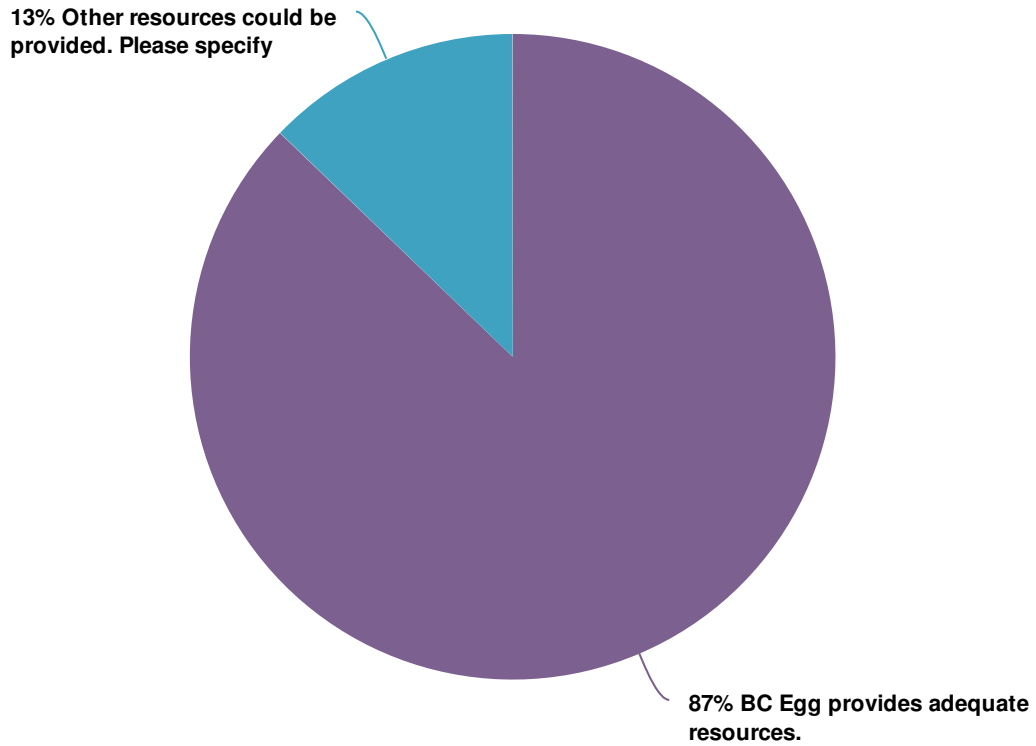
24. Support for New Entrants The Egg Producers Association (EPA) matches successful NPP applicants and New Entrants from the quota exchange with volunteer producer mentors to assist them throughout their first few years in the industry. Does BC Egg do enough to support NPP winners and New Entrants?



Value	Percent	Responses
Yes	89.0%	73
No	6.1%	5
Please explain	11.0%	9

Please explain	Count
Don't know...	1
I am not sure. I have no experience from this perspective.	1
I dont know	1
I would like to see a mentor program for all new entrants, whether they are NPP or New Entrants.	1
My mentor hasn't help me but I did meet some very helpful farmer that are guiding me. I think BC egg should have a list of farmers willing to help and let the new entrant make their own connections from that point.	1
That may be enough for some and others may need more. Go with that as a minimum with options to apply for more or more frequent mentoring	1
There are a lot of questions for sure! I believe the process is done properly, but previous NP's should have to spend time with the newbies to help them get their bearings and to understand the industry.	1
can't comment as I have no experience with this.	1
this mentorship program is an excellent idea	1
Totals	9

25. In your opinion, are there any additional resources that BC Egg could provide?



Value	Percent	Responses
BC Egg provides adequate resources.	87.2%	75
Other resources could be provided. Please specify	12.8%	11

Totals: 86

Other resources could be provided. Please specify	Count
Help for those who would be an asset to the BC egg industry that don't have the money. Such as people like myself.	1
Help getting this going for First Nations in BC	1
I think the BCEMB can assist the new entrant applicants with their business plans.	1
More information, possibly a meeting BEFORE construction starts with auditors for Start-Clean Stay Clean etc.	1
Much better Information on how the industry operates. It would require a series of workshops.	1
Ten sessions (if you can't commit to 30 hours, you are not committed to farming for a lifetime)	1
Yes, adding a hands on farm component to ensure the new producer has a better chance of success when first starting. A simple understanding of animal needs/health, barn computer and equipment could go along way.	1
an email blast that we can sign up for to keep us aware of what's happening.	1
classrooms sounds a bit crazy but, compile a list of questions from newbies and do some form of a roundtable with the board and established producers answering questions and giving direction possibly.	1
Totals	9

26. It there anything that you would like to add regarding the NPP program that you feel was missed in this survey?

ResponseID	Response
16	dfadfada
17	sdfadsfa
19	You're doing a good job guys!
20	In having been involved in various other commodity boards and their NPP programs I have to commend the Egg board for doing a great job on running a highly successful NPP. Of course there is always room for improvement... I do feel that with a few more tweaks as mentioned in my survey that the existing program could be further strengthened which will continue to serve BC egg producers and the general public.
23	No, just the application process is a mess.
26	Thanks
28	I have talked to a number of people that have entered past draws and it seems that the grading of the entrants is not clear. Why are we heavily weighted on our essay writing we are wanting to become farmers not teachers or writers. This seems a ridiculous requirement especially with almost all the people I know who entered having this come back as one of the reasons they were deemed ineligible.
30	I think a category should be created for people who work in the industry but are not owners. Like farm staff or managers. People who obviously want to be in the industry even if they arnt lottery winners
33	You need to see that your easy conest is valued on subjective making, ones opinion. Your business plan idea should be evaluated at the bank level, as they are the ones lending the money not you. T he Egg board was created to do one thing to control quota and not be discourage people from being farmers because you don't like there business plan or are unable to read it, yet aren't envolved in lending money. Stick to your job

## ResponseID Response

35	<p>With quota exchanges occurring less and less often, it's difficult for new producers to increase their quota amount by purchasing quota on the exchange. So due to the limited amount of exchanges, new entrants may spend years before being able to increase their quota. It's difficult for New Producers to break even. New producers who are required to produce Organic or any other production type that has extra start up costs are not close to breaking even for a long long time. The key to that is increasing the amount of quota. Many are happy to purchase it but can't because there is very little and often none for sale. Therefore new producers are forced to be nothing more then part time farmers because they need a full time job to pay the bills for their barn, not to mention their household bills. To truly create farmers through the new Producer program, access to quota either through purchase opportunities or increasing the base amount is very important. Land is almost unaffordable and the cost to build a barn and fill it with the new systems that meet the standards is rising annually. The NPP program needs to evolve and catch up or at least match the industry increases or rise proportionally with start up costs. Nothing in this world remains the same price and the same amount year after year. Yet the NPP amount has not changed from 3000. New producers aren't getting rich and they aren't greedy or ungrateful. They are committed to contributing to the industry and becoming farmers. They deserve to be compensated fairly for their product and be able to succeed. 3000 is simply not enough to move forward with debt repayment anymore. If the intentions of the program were originally established to allow a new producer to manage debt repayment, it is no longer meeting that goal. An increase or option needs to be created to address the rising costs.</p>
36	<p>I took part in the 2014 NPP review and believe that the changes that have made have been positive and on the right path. I would like to see more opportunity for looking no term small lot producers in the future.</p>
39	<p>I found at the start when I placed my flock and stating recording for start clean stay clean and EFC that it was a lot to learn right off the bat and I had to go to producers and ask specific questions. If BC Egg provided training for these areas and understanding the grade out process and how we are payed. This Ifed would be better for all of us because we would start our record keeping perfect and with a good understanding.</p>
40	<p>AGAIN 3000 too small.</p>
42	<p>No</p>
44	<p>Not yet...</p>



## ResponseID Response

46	<p>I feel the process is improved over the recent past but the whole system is flawed. Too many farmers are holding Quota for equity when really it should have a zero value. The system needs to switch to farming for profit not equity, and the quota transfer should be a profit share over a set number of years. Tim Hortons has a great transition strategy that would be worth reviewing. It would require open thinking but it is truly a better system than the excessively capital intense system we have now. This way we would have professional farmers that were in the industry because that is what they want to do rather than a large number of farmers just holding equity and building a "nest egg" (pun intended) with artificial quota values.</p>
50	<p>I believe it is an important program in our industry, but that the number of new entrants must be a reasonable number that includes new producers who have purchased quota in order to keep a healthy balance of farms of various sizes.</p>
51	<p>I would like to see the minimum amount of hens at 5000. Each producer with less could be increased to that amount. The quota required to do that could come from the npp fund. This would mean that the draws would resume when the npp quota fund would again be replenished. The new amount could than be set at 5000 birds. In my opinion this would make the program much more workable. If I error not the very first specialty producers were given 5000 birds. Manitoba gives 6000. It could be of advantage to see how this is working for them.</p>
52	<p>As a small lot permit holder now and new producers in the works:), we are very thankful to be a part of the egg industry in BC. Keep up the good work BC Egg.</p>
55	<p>I feel that the quota systems, including leases, credits, etc. should be explained in detail to new entrants and NPP. It is not enough to assume that new entrants know the systems when they buy quota. Also, the audits should be explained as well. Maybe a new producer manual??</p>
56	<p>The 3,000 should never become saleable and should only be returned to Board to hand out to another NPP</p>
62	<p>Help Indigenous communities and farmers get going.</p>
72	<p>No.</p>
79	<p>On the \$10,000 deposit, it should only be required of successful new applicants, 30 days after their name has been selected, not of every new applicant. Due to the many delays the past two NPP draws have had, the Egg Board has held a lot of deposits for a long period of time.</p>

## ResponseID Response

85	No all is good
90	I think after five years a small portion of the new producers quota should be taken back to start other new producers the amount taken back can be replaced br the producer purchasing quota on the exchange
91	BC Egg does an exceptional job with the NPP. They go above and beyond to serve their needs while still trying to protect and appease the long term stake holders - anything more and itll just be hurting the industry by giving more votes and power to the new producers who have less at stake financially and less experience.
97	no
98	NPP should be required to meet with at least 4 or 5 "long term" egg producers to get a feel of what is needed of the them in this industry
99	Keep up the good work!
100	I feel that this is a good program and creates a level of excitement in the industry. It will help bring in new people to the industry.
111	I think a clearer insight on what is all required for the application. It seems as though there is a variety of information that could be added or necessary to be selected for the draw
112	I think that more due diligence needs to be done around who is supporting the new entrant financially. Very often there are games played and family (parents, etc.) who are egg producers are pledging the land, or providing a guarantee to the new entrant. That is not bringing a new entrant into the egg industry as they would be entering the egg industry anyway.
116	I believe the. NPP program is essential to the future of our industry.
118	I would like to add that as an NPP ourselves, we are grateful to the industry for the opportunity we have been given...THANK YOU.