

Welcome to the BCMMB New Entrant Program Stakeholder Survey

The intention of the NEP Consultation is to encourage input from producers and other interested stakeholders to assist the Board's development of a new program to encourage New Entrants to the dairy industry.

The first step of the NEP Consultation is this online survey, which seeks input from all potentially interested stakeholders: producers, processors and the public at large. Please share the link with others who may be interested.

The survey should only take a few minutes of your time (9 quick questions) and is important to the Board's overall process. The Board wants to hear from you. It will be open for two weeks; the survey closing date is October 20, 2017.

However, the website will remain open for comments beyond that date, and until the closing of the consultation—April 30, 2018.

*1. Choose the most important reason for having an incentive program that encourages new dairy farmer in BC.

Please choose only **ONE** answer below, even if you agree with more than one reason—choose the **MOST IMPORTANT** one to you:

-**It's about renewal:** We need new, young farmers to innovate and bring new ideas to the industry.

-**It's about access:** People who aren't necessarily related to dairy farmers should have an opportunity to pursue dairy farming if it's their passion.

-**It's about fairness:** Land and quota are much more expensive in BC than in the rest of Canada. Even if you grew up on a dairy farm in BC and will one day receive an exempt family transfer, you will need assistance to start your own farm now.

-**It's about the sustainability of BC farms in the industry:** in BC, in the last 10 years, we have lost (on average) 10 farms per year; incentive programs like a New Entrant Program are needed to ensure the BC dairy industry is maintained to meet BC dairy demand.

-**It's unnecessary:** new producers should have to raise all of the working capital to get started on their own.

*2. Should there be some minimum qualifications (beyond the usual age, citizenship, etc.) required for candidates to become approved as New Entrants under a program that provides quota? For example: that a 10-year business plan, or previous farm work experience is a requirement (Yes/No)

*3. Should regional incentive(s) (to try to encourage production in particular regions of the province) be considered as part of a New Entrant program, where it might make sense to the overall industry's efficiency? (Yes/No)

*4. Should a New Entrant program include additional incentives for innovation and/or niche market development, if there is a market need for producers in a particular market? (Yes/No)

***5.** BC's previous Graduated Entrant Program (GEP), which granted successful new entrants 13.7 kgs of incentive CDQ, plus a matching grant of up to 5.5 kgs of incentive CDQ, if the entrant purchased 5.5 kgs, was:

- MORE than adequate for a new producer to get started
- NOT adequate for a new producer to get started
- Adequate for a new producer to get started

***6.** If a future New Entrant program offers incentive quota, as did the previous GEP program, should the length of the program be extended from 10 years to, perhaps 15 or 20 years? (Generally, the program length is the period of time, during which, New Entrants would not be eligible for exempt family transfers or to sell their incentive quota without some assessment or penalty being applicable.)

- Yes, New Entrant participants shouldn't be able to sell their incentive quota (without assessment or penalty) for a longer period than 10 years.
- No, New Entrant participants should be able to sell quota with the same restrictions (or lack thereof) as other established producers.
- Instead of a focus on program length, the incentive quota should simply be "quota for production only" and considered non-transferable indefinitely.

***7.** Some other provinces have an "outside" selection committee that reviews all New Entrant applications and conduct interviews, before approving candidates. For example, in Alberta, their selection committee consists of two producers (non-Board members), two bankers and one veterinarian. Is an independent selection committee something that the BCMMB should consider?

- Yes, that might be a good idea-it's worth considering
- Yes, but they should make non-binding recommendations only to the Board and the Board should still have the final say on approvals.
- No, the Board should make the decisions.
- No, candidates should simply meet a list of minimum qualifications and then be put into a lottery system.

***8.** How many New Entrants per year should the Board aim to start through a New Entrant Program?

- As many as possible; every qualified entrant with a farm should be approved
- Depends on market growth/quota conditions, so as the Board deems necessary to meet market condition
- A minimum of X entrants per year (click this choice and put the number of entrants in comment field below
- I don't know

***9.** Do you agree that the Board should plan staged entry based on a longer time horizon, for example planning several new entrants to start production over the next 2-3 years out, rather than annually?

-Yes, I agree, the Board should look at 2-3 years at a time when approving entrants, this allows New Entrants time to line up the many aspects needed before production can begin

-No, I disagree, approving entrants annually is sufficient

***10.** Please tell us a little about yourself...check all that apply.

-Producer (10 years or more)

-Producer (less than 10 years)

-Processor

-A Dairy Consumer

-Government