

BC Fruit Growers' Association 2018 Annual Convention Portfolio

BCFGA 129th Annual Convention
Coast Capri Hotel, Kelowna
February 15-16, 2018



The Path Ahead



The BC Fruit Growers' Association



Our Vision

A Prosperous, Sustainable, Innovative Tree Fruit Sector in BC that grows products that improve health.

Our Mission

The BCFGGA will ensure a prosperous, financially sustainable and innovative industry through:

- ★ Representing Growers on Trade, Tax, and Regulations at the Regional, Provincial and Federal Levels of Government
- ★ Delivering and Developing Programs that Provide a Benefit for the Tree Fruit Industry
- ★ Promoting Horticultural Knowledge
- ★ Participating in the Design of Risk Management Programs
- ★ Supporting Research and Development in the Tree Fruit Sector
- ★ Establishing Direction for Environmental Farm Plan, Food Safety and Social License Programs
- ★ Developing Area-Wide Programs to Protect Trees and Crops from Pests
- ★ Promoting Marketplace Adaptation through the Adoption of New Varieties of Tree Fruit and New Horticultural Practices
- ★ Alliances with Other Commodity Organizations

Notice of Meeting BCFGGA Annual Convention

Time and Date

Day 1 1 - 5 pm, Thursday, February 15, 2018

Day 2 8 am - 4 pm, Friday, February 16, 2018

Place: Coast Capri Hotel, Kelowna, BC

Cover - Farwell Canyon Road and the Chilcotin River, near Junction Sheep Range Provincial Park, Canada's largest sand dunes and Riske Creek, BC. Photo: Glen Lucas.

Table of Contents

Page

Reports

Board of Directors Report	4
General Manager Report	7

Governance

2018 BCFGAs Delegates and Alternates	10
Nominations for 2018 Board of Directors	10
Business Associate Members; Subscriptions provided with BCFGAs Membership	11
129th Convention Sponsor	12

AGENDA

THURSDAY, February 15, 2018	
Time	Agenda Item
	Business session
1:00 pm	Opening - Welcome from Kelowna Mayor Colin Basran Credentials, agenda, meeting guidelines, election procedure, minutes
1:15 pm	Board of Directors Report - Fred Steele, BCFGAs President
1:45 pm	Financial Statements, Budget and General Manager's Report
2:15 pm	Member Services, Public Relations
2:30 pm	Environment and Food Safety, Water Sustainability Act
3:00 pm	Break
3:30 pm	Replant - Carl Withler
3:45 pm	Crop Protection, Reduced Pesticide Standard Melissa Teche, Acting General Manager, Sterile Insect Release Program
4:30 pm	BC AgriStability Enhancement Program
5:00 pm	Adjourn to Friday
Reception	
6:00 – 8:00 pm	Social and Awards

FRIDAY, February 16, 2018	
Policy Session	
8:00 am	Reconvene, Credentials
8:15 am	BCFGAs Companies - Summerland Varieties Corporation, BCFGAs R&D Orchard
8:45 am	Stan Swales, CEO, BC Tree Fruit Cooperative
9:00 am	Canadian Horticultural Council, Rebecca Lee, Executive Director
9:45 am	BC Agriculture Council (including CFA Update), Sukhpaul Bal, Director and Danielle Synotte, Director of COmmunications and Stakeholder Engagement
10:15 am	Break, deadline for late resolutions is 11:00 am
10:45 am	Labour and Safety
11:15 am	"The Road Ahead", Fred Steele, BCFGAs President
11:45 am	Welcome: Stephen Fuhr, MP, Kelowna Lake Country
Noon	Luncheon - soup and sandwich Deadline to register for voting is 12:30 pm
1:00 pm	Hon. Lana Popham, BC Minister of Agriculture
1:30 pm	Elections: Procedure, Candidate presentations, Balloting
	Deferred and Late Resolutions.
4:00 pm	Concluding Remarks. Adjourn.

updated agenda and all reports will be available at www.bcfga.com after January 15, 2018

Report to the 2018 BCFGA Convention
from the
Board of Directors

Agriculture and the BCFGA have come a long way in the last one hundred and twenty-nine years. Imagine, a hundred years ago in 1918, fifty-two percent of Canadians worked in agriculture. Today, less than two percent work on farms. Two percent of Canadians feed ourselves and the other ninety-eight percent of our fellow citizens - with food to spare for export!

I often hear politicians ask why government should support our agriculture industry. First, it is ours. There are many reasons we need to ensure we produce our food locally. Secondly, the history of agriculture is that the investments have a great return: not only have we reduced from 50% to 2% of the population, but we have invested in technology and created the related high-tech jobs in the agriculture sector. Finally, many new technological and science breakthroughs originate in agriculture. I want all of you to pat yourself on the back - I believe nowhere else in the economy has any group consistently provided that level of adaptability and leap in productivity, year after year. And that is why government needs to support agriculture.

The Replant Program is one of the ways we improve productivity. The demand has so far exceeded expectations every year of the new 7 year Replant Program (2015-2021), and we have been able to find new resources in industry and government to satisfy this demand. Over a seven year cycle, we expect that some years will have demand that is greater than the program's annual budget, and in some years the demand will be less than budgeted. The 7 Year Replant Program has allowed growers to plan further out. This allows more time to resolve root stock and tree supply issues. One item that was introduced in the new program was the "Replant Plan", and this has been positive for the industry as the quality of applications and finished projects has increased tremendously. Some will tell you this is not good and we should throw out project quality and return to the first-come, first-served method of approving applications. However, the provincial government wants a program that encourages high-quality projects. Farmers are adapting to the idea of presenting a first class business plan. Bankers are more likely to provide funds to a well thought out business plan, which is a side-benefit of a quality-driven Replant Program.

The Replant Program, however, does not cover all of the orchards that are planted. Trees planted in areas that have been out of production more than 5 years are not eligible. The "bare ground" program, as it is known BC, would pay for orchards that are not eligible under the traditional replant program. The "bare ground" program remains a challenge to implement. But we are overcoming hurdles, one at a time. The program proposal is now a national program to make federal consideration possible, so one hurdle is out of the way. We included packinghouse infrastructure improvements, so another hurdle is cleared. The program is a large ask and does not fit into the Growing Forward model, so we are meeting with other branches of the federal government - another hurdle yet to be cleared. This program is essential to the future health and growth of the tree fruit industry. The CHC Apple Working Group has taken on the leadership role in promoting the program to the federal government.

Also on a national level, the next Agricultural Policy Framework is now called the Canadian Agricultural Partnership (CAP). You will be hearing more in the future about the new Business Risk Management Programs, the "Strategic Initiatives Programs" (Environmental Farm Plans, Food Safety, Innovation, etc.) and Research Funding. Mainly, there is not too much change,

considering the broad range of programs. While BC was willing to bring more matching funding to the table, other provinces were unable to make the same offer. Under the financial stresses experienced in other provinces, 'no change' in overall program funding might be the best solution to be hoped for.

The BCFGAs became more involved in local issues such as the attempt to regulate foreign worker housing accommodation on individual farms. What we ended with was a whole lot better than the initial housing plan sent to Kelowna City Council, and we were able to achieve this through a strong, principled approach that emphasized solutions. In addition, the Strengthening Farming Branch of the Ministry of Agriculture was very helpful in bringing a positive result to City regulation of worker housing. Locally, we also engaged in the City of Kelowna's renewal of its Agriculture Plan. Now, the City is inviting us to work with them to help implement the plan.

Back at the provincial level, we were able to move crop insurance for wind damage from quantity to quality coverage on a permanent basis making the insurable outcome far more positive. The one thing that always troubled me was an anonymous message asking me what all the farmers in the South would think once we changed their cherry crop insurance. The tone of the message inferred I would sell those growers out. When the time came to make that decision we took a potential negative and found a solution for both the early variety growers in the South, and a solution for the northern growers with later varieties. Farmers had a choice to either stay with the program they had or adapt to a method called yield to count. I know the initial tone of the message was to be divisive, however it stayed in the back of my mind as a reminder that every grower under the care of my watch would be treated with respect and equal value as a member. *No one* would be left behind.

We face a variety of serious challenges when it comes to pest management. At the CHC Board table we keep pushing to keep Pest Management Regulatory Agency on track to ensure we do not lose vital controls that threaten our ability to fight increased pressure, and the additional challenges from invasive pests. We can help ourselves too, by strengthening the mandate of the Sterile Insect Release board to expand its scope and scale, in order to extend the program's benefits to other pests, while at the same time keeping cost as low as possible.

The key of course is to be out front of what is happening. More and more research is being done in a collaborative venue, as apple producers from Provinces work together to find solutions to everything from the best methods of storage to finding new varieties for the marketplace. BCFGAs is supporting, with funding from the province and federal governments via the BC Investment Agriculture Foundation, a large scale pilot project to control Apple Clearwing Moth with pheromones. We are vigilant in assisting the Canadian Food Inspection Agency and BC Ministry of Agriculture to monitor brown marmorated stink bug and the dreaded apple maggot. In addition, we welcome new science researchers Hao Xu – Tree Fruit Physiologist; Amritpal Singh – Tree Fruit Germplasm Development; and Mehdi Sharifi – Nutrient Management. This renewal of scientific expertise at the Research Station is a strength for us and for all Canadian tree fruit producing areas.

Together we went back and addressed governance changes within our organization. Some needed be in accordance with the new Provincial Societies Act. Other changes went beyond the 'house-cleaning' and sought to make our association more responsive to members. One of these reforms will increase the basic revenue to be considered a commercial farm. It is now fifteen thousand dollars, but the very few members under that level will be able to continue on, as they are 'grandfathered'. In future, those under the mark will be able to join BCFGAs as 'associate members'. We also achieved our goal to have younger people join the ranks, as members can choose to have their children speak and vote for the farm.

The most important change was going to two year terms for our Board of Directors. This was tried before about five years ago. I would like to acknowledge, Jeet Dukhia at this time for his efforts back then. This year, the changes to the length of the directors' terms have been adopted and are now part of governance.

As a Board Member of CHC, I have seen a lot of activity. In addition to the Rejuvenation Program for tree fruits, we have been working to reinstate the PACA Trust we had as a reciprocal agreement with the United States a number of years ago. CHC has taken up the challenge of producing a foreign worker video telling our side of the story. Your investment will show the public the economic benefit to the foreign workers and share their labour. Indeed, many foreign workers send their children to university and have resources to build their own homes. The win win is we benefit from a steady supply of reliable labour and the foreign workers and governments gain in the advancement of the economy at home.

This summer, the hot topic was the tax changes proposed by the Federal Government. The CHC and the BCFGA participated in explaining the negative outcomes for the farm communities and the tree fruit industry. I had a chance to discuss this with Minister MacAulay in Kelowna. On behalf of the BCFGA and the CHC, we presented a position paper. The Minister and Steve Fuhr took the position paper to both the Finance Department and the Caucus. We were respectful but firm that there would be negative consequences that would impact the industry. The Government has adopted a number of changes in response to industry concerns, especially with regard to income splitting and younger family members importance in terms of work and economic contribution to the farm. These events overshadowed some good news - the federal government also announced a reduction in the small business tax.

Lastly, I want to address our financial future as an association. I am leaving the post of President, as you may have heard. One unfinished part of business is building the financial strength of the BCFGA. This is a work in progress, necessitated by a reduction in the number of government programs we administer and for which we generate administration income to help pay the overhead. Part of the solution is the ongoing restructuring of our operation - in effect tightening our belt and finding new sources of income. Another solution is seeking increased income from other sources, including a return to a reasonable administration fee for the Replant Program. I will have more to say about the contribution of SVC to the future of the BCFGA in my outgoing speech to the Annual Convention.

As this is my last President's Report I would like to thank each and everyone of you for your contribution to the tree fruit industry. And I would like to say it has been a privilege and an honour to serve the interests of the tree fruit growers. Your contribution and participation made this a worthwhile mission, and I wish everyone good luck and safe passage on *The Road Ahead*.

Respectfully submitted,

Fred Steele
President

BCFGA Board of Directors

Pinder Dhaliwal, Vice President

Ravinder Bains

Sukhdeep Brar

Peter Simonsen

Sukhdev Goraya

Surjit Nagra

Tony Nijjar

Report to the 2018 BCFGGA Convention
from the
BCFGGA General Manager

The year 2017 was one of transition - the BCFGGA is looking to "The Road Ahead". For the BCFGGA, major events were the (lengthy) transition to a new provincial government and seeing the Agriculture Minister's mandate letter from the Premier set some new direction - the coming years will see how new direction and programs and thinking will assist the development of the tree fruit sector. Also, the BCFGGA

- Negotiated a one-year extension to the replant administration agreement.
- Continued a second year of the three year Apple Clearwing Moth project, but with a redirection of the program in the year due to discovery that the pheromone lures last one year, not two years as was planned.
- Saw the SAWP program challenged by a more demanding Mexican consulate, with many changes to improve systems that ensure housing quality meets standards.
- Updated the bylaws of the association. We are transitioning to a new name for the BCFGGA Executive, which will now be called the BCFGGA Board of Directors. The 2018 Convention will be transitional to the new two-year terms for the Board of Directors. After 2018, one-half of the Board will be elected each year, rather than the whole Board of Directors.
- Adjusted financially due to fewer programs administered and a change in the administration of the Replant Program. Oddly, the replant program is taking more of our time and delays have resulted (growers and staff have observed that turn around times are extended and duplicate work occurs). We have cut our operation to the core, as our accounting staff is reduced to the minimum.
- The new "Canadian Agricultural Partnership" or CAP, is replacing Growing Forward 2 on April 1, 2018. CAP programs are similar to predecessors, but there are some important changes.

Other items are part of our regular work, and also require a significant effort:

- There is increased work on the Seasonal Agricultural Worker Program. BCFGGA staff Bunvir Nijjer has noticed an increase in the number of growers using BCFGGA services to help apply for the program. BCFGGA staff Glen Lucas is confirmed as the Assistant General Manager of the Western Agriculture Labour Initiative. WALI interacts with the Foreign Government representatives and Service Canada to establish contracts.
- Communications through our Friday File continued and the newsletter is mainly delivered via email. The remaining growers not possessing an email address are encouraged to adopt this communication method as it is now standard and becoming a requirement to do business in an effective and efficient way.

We are now settled into our new office at 880 Vaughan Avenue, in the North End of Kelowna. The office is in the old BC Fruit Packers Cooperative site.

Major activities for the past year include:

- Supporting agriculture and chamber of commerce candidates forums leading up to the May 9 Provincial Election.
- Supporting the proposal for a national Tree Fruit Rejuvenation Program.
- Monitoring and contributing to the design of the Canadian Agricultural Partnership (CAP), the replacement for Growing Forward 2.

Some activities are important to continue if BCFGA is to maintain its presence and to support growers needs:

- We have continued our usual annual presentation to the Select Standing Committee on Finance and Government Services (the provincial budget review committee).
- We were able to carry out our public relations program, attending the Interior Provincial Exhibition, though we dropped the Apple Triathlon in the prior year and Salmon Arm Apple Festival participation this year, as we tighten our financial belt.

BCFGA Staff

The staff of the BCFGA continue to support grower needs. Brenda Jorde, Member Services Coordinator, is currently very busy completing the 'intake' of the 114 Replant applications received for the 2018 program. Bunvir Nijjer, Corporate Secretary works 25% for BCFGA and 75% for Summerland Varieties Corporation. Bunvir is receiving training as an Immigration Consultant to enable BCFGA to improve its support of the Seasonal Agricultural Worker Program. Sheila MacGregor, Accountant, primarily works for Summerland Varieties Corporation, but continues to be available for core BCFGA accounting needs. Ron Forrest is employed seasonally and is responsible for the summer labour project and helped out at the Interior Provincial Exhibition.

We make use of contractors on a temporary basis as well. Mike Read and Sera Lean are contract Replant Program inspectors. They are dedicated to doing a thorough and accurate job, and their work is essential to the Replant Program's success. Also during the year, we employ student research assistants on various industry research projects, with salaries fully recovered from the project funding. As in previous years, we retained Hugh Philip to do contract work on Crop Protection tasks. Hugh is truly retiring and we will miss his able assistance. As you can see, we engage many people in our operations to bring value to our members. The contributions of all of our staff and contractors is truly appreciated.

Services and Programs

This is the seventeenth year that the Convention Portfolio has been delivered to all BCFGA members, though starting last year it is in abbreviated form to respond to member concerns for economy in the use of BCFGA resources. The usual reports will be available online at www.bcfga.com in mid-January. The reports will also be available in printed form at the Annual Convention.

Programs are delivered, either directly by BCFGA or indirectly through our subsidiary BCFGA Research and Development Orchard Ltd., as follows:

- BC Tree Fruit Replant
- Pesticide-Applicators Recertification Program.
- Pesticide Handlers Certification Program.
- Tree Fruit Production Guide spray schedules and TFPG online (www.bctfpg.com).
- Assistance in completing Seasonal Agricultural Worker Program applications.
- BCFGA Farm Labour Orientation and Safety Program.
- Export Inspection Coordination.

Support for Other Organizations

The BCFGA continues to provide administrative support for the BCAC Interior Horticulture Sector. We cooperate and partner with a number of industry organizations, in particular the BCAC Labour Committee, the BC Cherry Association, the BC Grapegrowers Association, and Summerland Varieties Corporation. Sean Beirnes is the new SVC General Manager, starting in early 2017 and everyone is excited to be working with Sean in the variety development that is so important to industry success.

Financial

The financial picture for the association reflects a difficult 2017 year. We gained some Replant Program funding, but it is still not up to the level that we need to support the true costs of administering the program. We hope to rectify this in the coming year. We recognise that dropping the administration of the Replant Program would result in reduced service and create problems with the program, but we cannot continue to subsidize the administration of the program. Financially the past three years of loss are catching up to us this year. Change is needed - the province needs to pay properly for the administration.

Both BCFGA companies are helping the BCFGA by:

- taking on projects normally done at BCFGA (i.e. the BCFGA R&D Orchard Ltd. conducts labour, Apple Clearwing Moth and other projects).
- Funding projects conducted by the BCFGA (i.e. SVC funds many BCFGA projects).
- Sharing some of our staff (SVC shares staff, and R&D Orchard contributes with overhead).
- Making direct contributions to advertising at BCFGA events - thank you to SVC..

The BC Tree Fruit Cooperative continues to be a key supporter of BCFGA activities, as this is the eleventh year that all co-op members will be BCFGA members. This support helps to strengthen the BCFGA and allows us to focus on providing value to members.

Conclusion

The future path of the BCFGA will be determined by the Province's decisions on Replant Administration and the election of the new BCFGA Board of Directors. Many new delegates at the meeting will need to get up to speed quickly on making responsible decisions - the credibility and success of the BCFGA depends upon it. Fred Steele, who has contributed greatly to the industry as President for the past 3 years, is retiring and we will have a new leader after the Convention. A special thanks to Fred for his zest and zeal!

At your service,
Glen Lucas
General Manager

2017 Resolutions

The resolutions will be available after January 15, 2018 on the BCFGA website and distributed to members via the "Friday File" BCFGA newsletter.

**BC Fruit Growers' Association
Delegates and Alternate Delegates 2018**

North

Delegates

Tarsem Goraya
Jeet Dukhia
Iqbal Kandola
Amarjit Lalli
Joginder Dhand
Balwinder Khun Khun
Karmjit Gill
Gurmail Dhillon
Jora Dhaliwal

Alternates

Madeleine van Roechoudt
Penny Gambell
Dalbir Deu
Dave Dobernigg
Kamanjit Badhan

South

Delegates

Mohinder Dhaliwal
Charanjit Ghuman
Kiranpreet Gill
Balwinder Sidhu
Baljinder Gill
Michael Sidhu
Sukhvire Dhindsa

Alternates

Rajinder Brar
Mewa Gill
Mehar Khaira
Doug Nield
David Machial

Nominations for the 2018 BCFG Board of Directors (recorded in alphabetical order)

Position	Nominations from the Northern Region	Nominations from the Southern Region
President	Pinder Dhaliwal Jeet Dukhia	Pinder Dhaliwal Jeet Dukhia
Vice-President	Parmjit Patera Rana Sidhu Peter Simonsen	Peter Simonsen
3 Northern Board of Directors to be elected	Jora Dhaliwal David Dobernigg Karmjit Gill Sukhdev Goraya Surjit Nagra Tony Nijjar	
3 Southern Board of Directors to be elected		Ravinder Bains Sukhdeep Brar Emerson Khosa David Machial

Business Associate Members

The BCFGA expresses its thanks to the following Business Associate Members for their support of the BCFGA.

- ★ **BC Tree Fruit Co-operative** (relationship agreement)
- ★ **Summerland Varieties Corporation** (relationship agreement)
- ★ **BDO Canada LLP** (relationship agreement)

- ★ **Bayer CropScience** 376 Rio Drive, South, Kelowna BC
- ★ **Fairview Orchards Ltd** 816 Road 5, Oliver, BC
- ★ **Cawston Cold Storage** 2058 Main Street, Cawston BC
- ★ **Fernandes Farm Ltd** 3719, 62 Ave, Osoyoos, BC
- ★ **BMO - Lynn Lashuk** 294 Bernard Ave, 2nd floor. Kelowna BC
- ★ **Consolidated Fruit Packers Ltd.** Suite 1004, 1708 Dolphin Ave, Kelowna
- ★ **Kiliad Industrial Ltd** 112 Greenhow Rd, Vernon, BC
- ★ **Pro Ag Canada** 1-6285, 205 St, Langley, BC

Subscriptions provided with BCFGA Membership

- BC Fruit Grower Magazine
- Orchard and Vine Magazine
- The Grower Newspaper
- Country Life in BC Newspaper
- The BCFGA Friday File

BCFGA Services

Need Local Labour?

BCFGA Labour Orientation and Safety Program operates from June to October each year. Contact Ron Forrest 250-859-7503.

Need to apply for workers from the Seasonal Agricultural Worker Program?

Contact Bunvir Nijjer at the BCFGA office, 250-762-5226, extension 4.

Need a Farmer Identity Card at a discounted rate?

Apply online at www.bcac.ca/farmeridcard, use the discounted BCAC member rate.

Need to know if your Pesticide Applicators Certificate is up for renewal and whether you have enough PAC points to renew?

Contact Brenda Jorde at the BCFGA office, 250-762-5226, extension 1.

Need to let a neighbour know the benefits of joining BCFGA?

http://www.bcfga.com/files/MembershipsBenefits_doc.pdf

And how to join?

<http://www.bcfga.com/186/How+to+join>

Feeling a need to become more involved and join a BCFGA Committees and Organizations?

Register your interest and find out more by calling a director or Glen Lucas at 250-762-5226 extension 2.

Appreciation for the Annual Convention Sponsor



Summerland Varieties Corporation (SVC) is a variety rights management company that licenses new varieties of tree fruits and berries domestically and internationally.

SVC represents both government and private plant breeders. On behalf of variety owners, SVC grants rights to growers and other third parties to propagate new varieties and produce and sell the fruit of such varieties. In return, the licensees pay licensing fees and royalties to SVC which SVC administers on behalf of the owners.

With its share of the royalties, SVC supports

- **the basic business of plant breeder rights, but also supports research projects on tree fruits.**
- **the promotion of new varieties and club varieties to Canadian growers.**
- **the BC Fruit Growers' Association by providing dividends when needed and affordable.**
- **SVC works in partnership with many industry organizations in Canada, sponsoring several horticultural meetings.**

SVC operates a demonstration and testing orchard located in Oliver, BC. The orchard will test new varieties in early stages of development, and will test and demonstrate horticultural practices for select new varieties.

SVC also operates Canada's only virus free budwood tree fruit orchard at Summerland, which supplies plant propagation material to nurseries, orchardists and commercial growers worldwide.

www.summerlandvarieties.com