

# New Entrant Program Stakeholder Survey BC Milk Marketing Board

November 2017  
Results



# 173

Total Responses

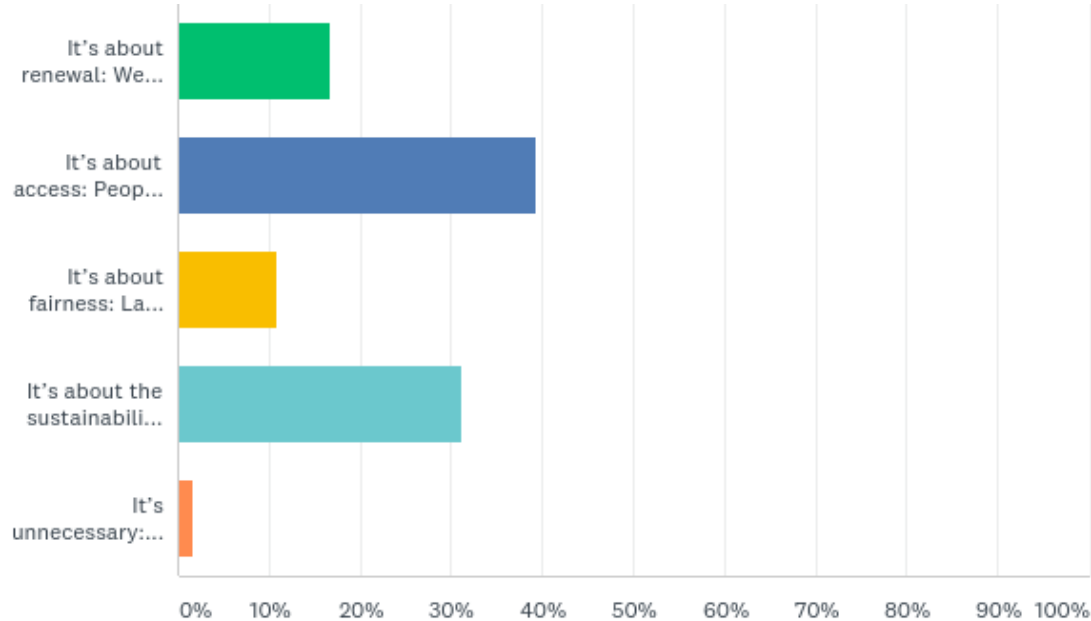
Online Survey completion: October 5 – 22, 2017

Presentation Created: October 23, 2017

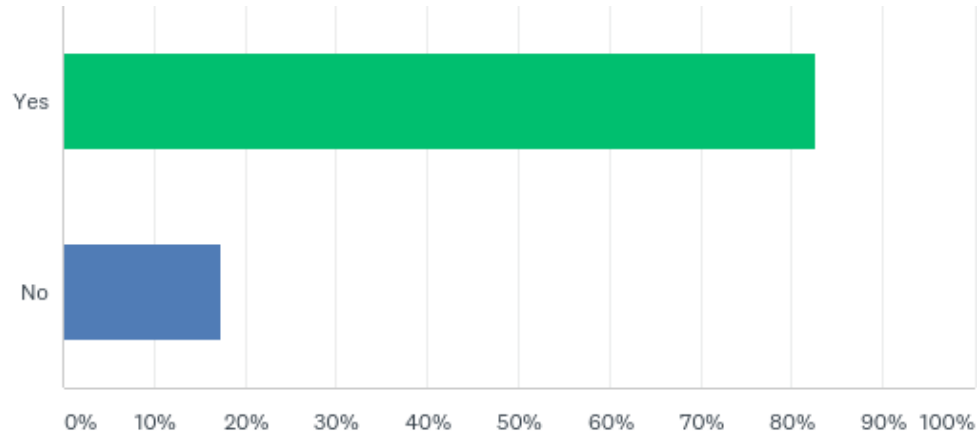


**Q1: Choose the most important reason for having an incentive program that encourages new dairy farmers in BC. Please choose only ONE answer below, even if you agree with more than one reason—choose the MOST IMPORTANT one to you:**

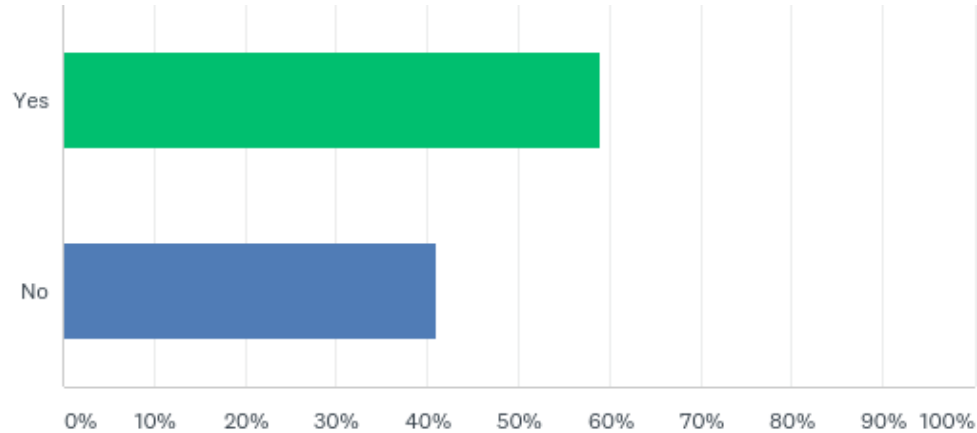
Answered: 173



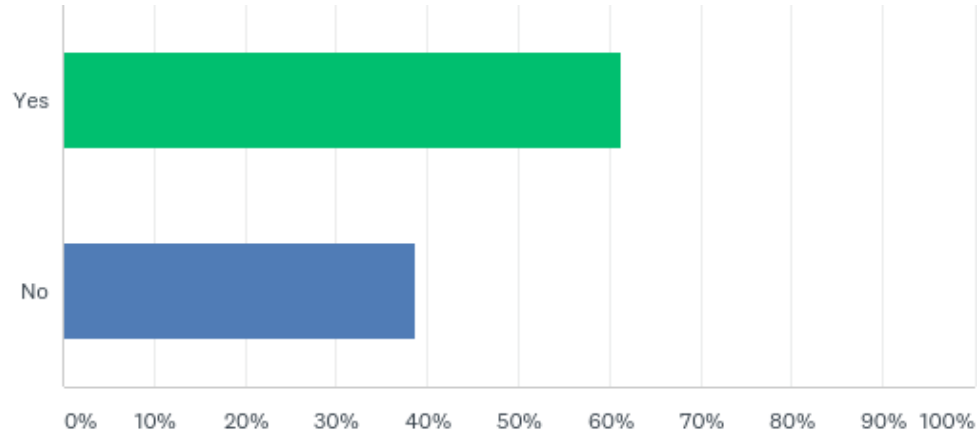
**Q2: Should there be some minimum qualifications (beyond the usual age, citizenship, etc.) required for candidates to become approved as New Entrants under a program that provides quota? For example: that a 10-year business plan, or previous farm work experience is a requirement.**



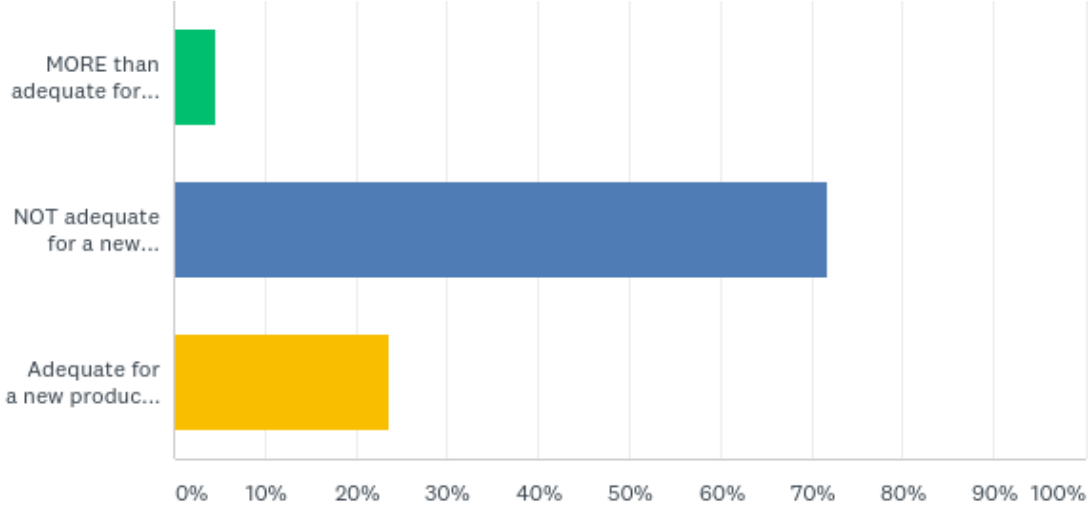
**Q3: Should regional incentive(s) (to try to encourage production in particular regions of the province) be considered as part of a New Entrant program, where it might make sense to the overall industry's efficiency?**



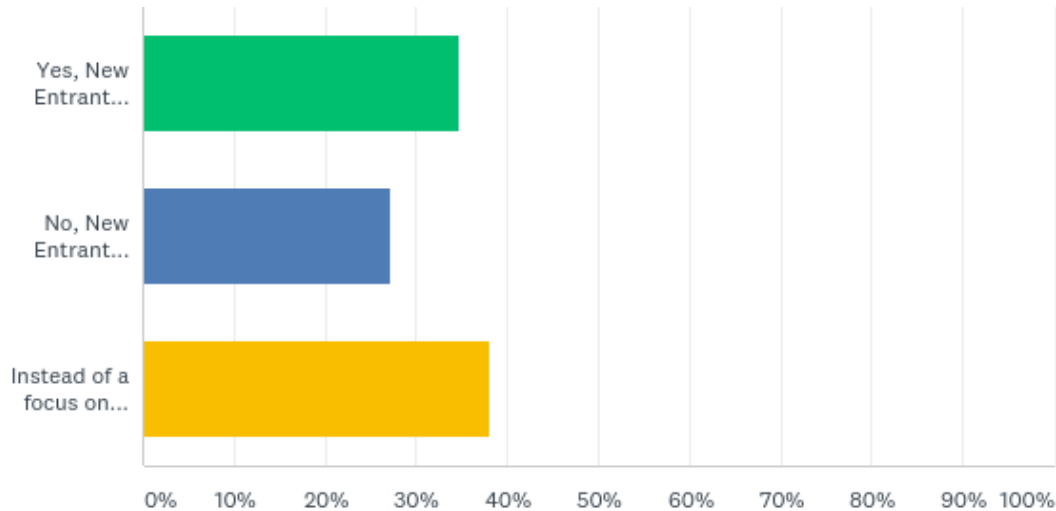
**Q4: Should a New Entrant program include additional incentives for innovation and/or niche market development, if there is a market need for producers in a particular market?**



**Q5: 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:**

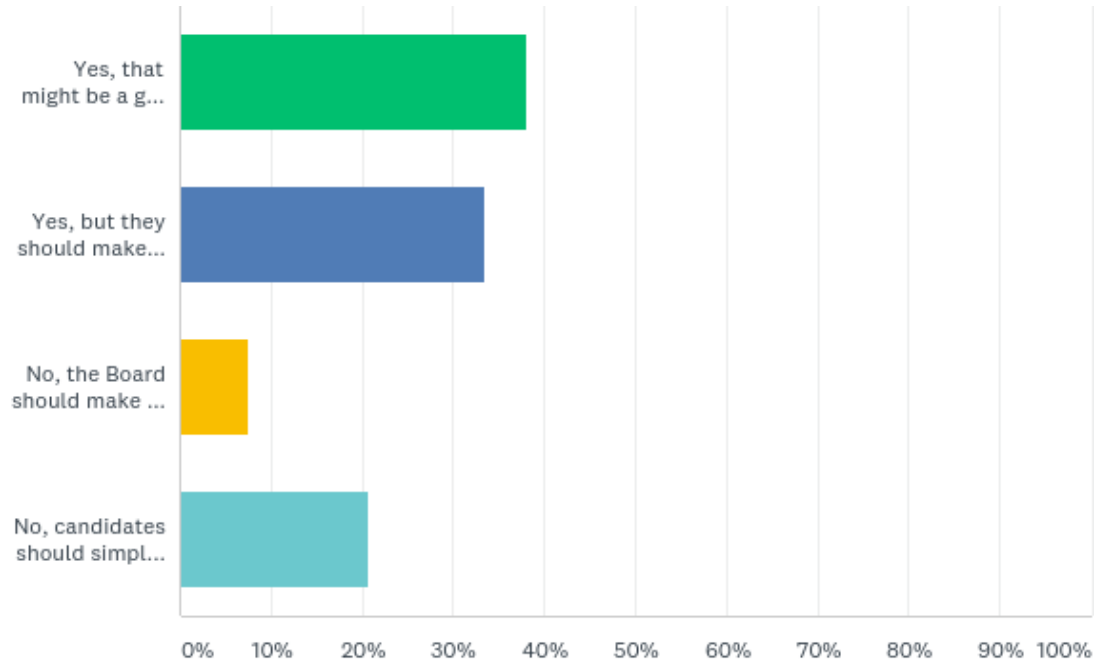


**Q6: If a future New Entrant program offers incentive quota, as did the previous GEP program, should the length of the program be extended from 10 years to, perhaps 15 or 20 years? (Generally, the program length is the period of time, during which, New Entrants would not be eligible for exempt family transfers or to sell their incentive quota without some assessment or penalty being applicable.)**

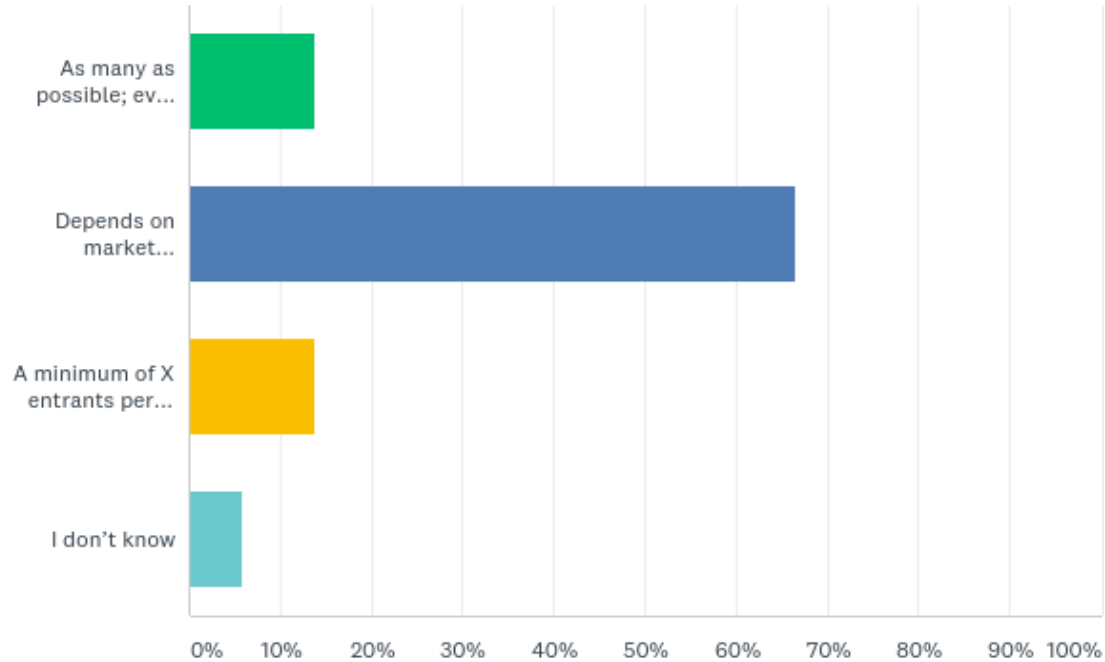




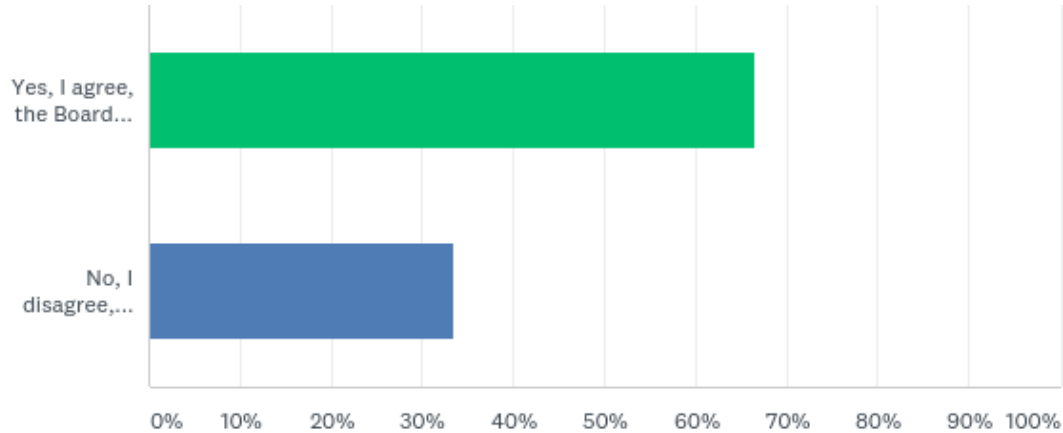
**Q7: Some other provinces have an “outside” selection committee that reviews all New Entrant applications and conducts interviews, before approving candidates. For example, in Alberta, their selection committee consists of two producers (non-Board members), two bankers and one veterinarian. Is an independent selection committee something that the BCMMB should consider?**



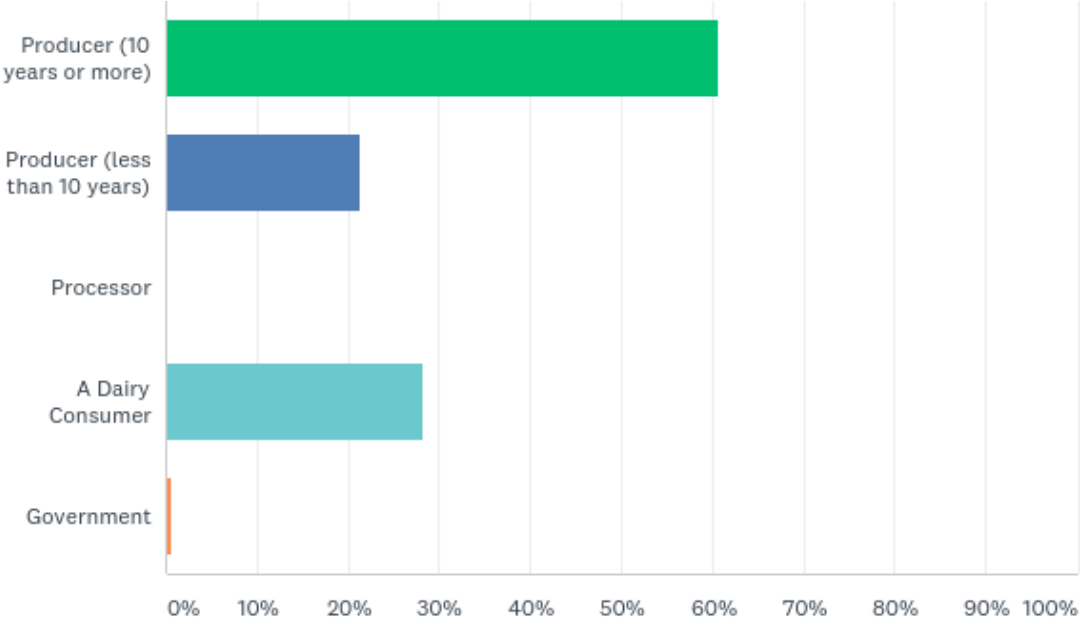
## Q8: How many New Entrants per year should the Board aim to start through a New Entrant Program?



**Q9: 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?**



# Q10: Please tell us a little about yourself...check all that apply.



## Summary of Survey Data: themes from data and comments

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- **A revised** new entrant program is strongly supported by respondents
- **Access to industry** main reason, but **sustainability** a close 2<sup>nd</sup>
- Minimum qualifications strongly supported; dairy farming is not to be taken lightly—**experience and business plan** a must
- Ensuring “**legitimate**” farmers a big concern— using a manager for quota “grab” was a clear issue

## Summary of Survey Data: themes

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- A lot of support for an outside selection committee, however many indicated Board final discretion
- Support for regional incentives--many comments encouraging **Vancouver Island** starts, but comments were cautious overall on regional incentives
- Clear that **previous quota grant was NOT enough** to be viable, but also NEP not a **guarantee** of success
- Overall strong support for either “non-transferable” quota or longer period than 10 years before can sell incentive quota

## Summary of Survey Data: themes

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- Many comments about maintaining/encouraging long-term commitment to dairy farming and discouraging “windfall” mentality
- General sense that new entrants should NOT have to work an outside job while starting a dairy farm, and concerns with debt load, real costs of farming in BC
- Many comments estimating minimum quota “grant” should be 40-50 kgs to start and/or increase the matching grant opportunity

Thank you!

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