

memo

Randy Williamson

To: Woody Siemens
From: Randy Williamson
CC: Recipient names
Date: July 7, 2022
Re: Meeting July 5, 2022

SUBJECT; First Meeting with Serecon – July 5, 2022 at 1:30 pm.

Meeting was conducted via Teleconference at BCCMB offices in Abbotsford.

Agenda;

1. Introductions and Backgrounds.
 - a. General Introductions of participants; Randy Williamson, Woody Siemens, Bob Burden, Harvey Bradford.
2. Overall Objective
 - a. RWW and WS communicated to Bob Burden and Harvey Bradford;
 - i. the importance of meeting a timeline of November 15, 2022 at the latest.
 - ii. The need for RWW, WS, and Serecon to work in concert to deliver a Grower cost Recovery Model that has been,
 1. Sourced from data that is relevant from a geographic, demographic and financial basis including on the basis of farm size. This may involve the use of a model farm for specific cost components eg. labour, land, building size etc.
 2. Has been reviewed, scrutinized and challenged by the Cost Recovery Model committee (CRMC)
 3. Is defensible relative to **any** further review, including the planned 3rd Party Review stated in the RFP
3. Key Areas of discussion
 - a. Deliverables, timelines, committee involvement and control
 - i. While we will continue to focus on the deadline for completion of November 15, 2022, the fact that progress has been stalled by Processors being unable to meet prior to their previously scheduled

meeting with the FIRB on July 26, 2022 will make meeting the timeline a challenge at the outset. Given the first meeting will not occur until after the July 26 Processor/FIRB meeting, we will target early August as a first meeting – August 2,3,4 Woody to choose and send meeting invite. This in turn suggests first contact with chosen farms will be in the last week of August. (ie. After review and acceptance to move forward in the CRMC meeting by committee members.)

- ii. Deliverables as stated in section 2a ii above.
 - iii. Committee Involvement/control - Bob Burden outlined some past involvement with projects such as this – ie. the BCCMB Grower Cost Component Project, indicating some of the hurdles and pitfalls to be encountered along the way. Our subsequent open discussion focused on the need to listen to the committee, to be open minded, and to provide as much information, feedback and support to any issues brought forward by the committee as is reasonable in pursuit of the best result. But in any case- to move the project along in a timely manner if there is no further advantage in prolonging a discussion.
 - iv. WS has begun the process of identifying farms to be contacted to participate in the survey, who will in turn receive a letter from WS requesting/requiring their participation. We discussed the desire to have face to face contact with Serecon and the farm reps as well as the transfer - digitally - of the required financial information. There is a concern related to the current AI issue that this may not be an appropriate approach. Further discussion required.
4. Communication
- a. RW will Chair the CRMC meetings, RW,WS and Serecon will work in concert to provide information, support and issue resolution to the committee.
 - b. An early discussion will be to solicit from the meeting participants – recommendations for a 3rd party reviewer. RW/WS will put forward MNP and KPMG as candidates
5. Billing – Bob Burden will provide an overview of the manner in which Project billing will occur as well as an estimate of the range of Project costs.

Randy Williamson

July 7, 2022