

Artisan SakeMaker Inc.

Submission to Business Technical Advisory Panel - March 13-16, 2018

BACKGROUND

1. Artisan SakeMaker Inc.(ASM) is licensed to manufacture SAKE as Commercial Winery since 2006.
2. Production Facility is located at 1339 Railspur Alley (Granville Island) Vancouver, B.C. V6H 4G9.
3. Used imported ingredient (2006 - 2014).
4. Began commercial scale rice farming operation (2011) after two years of trials.
5. Manufactures entire liquor products from 100% BC grown rice (2015 - 2017).
6. Operates rice farming operations in Abbotsford and Surrey, B.C. (16 acres).
7. Conducts rice trial project with The Department of Agriculture and Agri-Food Canada (AAFC).

POINTS OF APPEAL

Create new licensing category for rice-based liquor producer

Approve mark-up exemption

REASONS FOR APPEAL:

1. Unfairly treated in comparison to Craft Distillery

In-city production facility with BC ingredient **with** full mark-up exemption (Craft Distillery)

vs

In-city production facility with BC ingredient **without** any mark-up exemption (Artisan SakeMaker)

2. Business growth is inhibited under the present liquor manufacture licence classification
Liquor mark-up represents 38% of total receipts from bottle sales and 26% of gross annual revenue.
3. Unable to retain business on Granville Island if land-based winery option is pursued
Cross ownership between Commercial Winery and Land-based Winery licences is not allowed.

RATIONAL

1. ASM satisfies conditions to receive mark-up exemption in the same manner as Craft Distillery
2. Makes contributions in agricultural economy
3. Contributes in new BC agricultural crop development (Table Rice production)
4. Offers unique and diverse cultural component in multicultural society
5. Supports local economy and tourism sector
6. Continues to create new employment