

April 27th, 2023



FRÉDÉRIK
DION



MESSAGE from the PRESIDENT

Subject: Survey and approach to financial partners

Dear members,

The 2023 maple season is almost over for everyone and there is no doubt about it; we are far from a record year and it will be a season to forget for many maple producers. This disastrous situation is generalized for the whole province.

With production barely reaching 50% of their usual crop, many of you will inevitably suffer losses. This poor season will mean difficult times for the next few months on many levels. This may mean putting development projects on hold, but it may also mean difficulties in meeting financial obligations and ensuring repayment of debts, whether it be for the Advance Payment Program (APP) and/or loans from financial institutions, including Farm Credit Canada (FCC) and the Atlantic Canada Opportunities Agency (ACOA).

In an effort to be proactive, the Association has already contacted several financial institutions to inform them of the current situation and to gauge their interest in implementing certain relief measures. All of them, without exception, have confirmed that they want to work with you, the producer, to ensure the long-term viability of your business. They want you to contact your account manager at any time with your situation or any other concerns you may have. The same goes for your FCC or ACOA representative.

In order to properly assess the situation at the provincial level and obtain more accurate data, we ask that you complete the short survey we have prepared by Friday, May 5, by clicking on the link below:

<https://www.surveio.com/survey/d/E9Y5F5H8U9R9P3I9N>

This survey is very important in order to get an accurate picture of the difficult season we have had. It will allow the Association to communicate the compilation of the results to the media, the provincial government and the various partners. It will also facilitate our request to Agriculture and Agri-Food Canada (AAFC) to allow the deferral of payments to APP participants until next year. It is important to note that each file will be processed on a case by case basis, depending on your total production. Finally, please be assured that your **individual information collected in the survey will remain confidential** and that only the total compilation of results will be used for our communications and advocacy purposes.

For those who are enrolled in AgriStability, please refer to the web link below. It is possible that this program will give you access to an interim payment (still on a case by case basis). Do not delay in applying if you are eligible. The ongoing federal government strike may slow down the processing of your application. Please note that your AgriStability reimbursement will be prioritized over your APP payment (if you have enrolled).

<https://agriculture.canada.ca/fr/programmes/agri-stabilite/nous-joindre>

The good and bad years are an integral part of your reality as a maple syrup producer. In both cases, in the highs and lows, your association is there to represent and support you. Don't hesitate to contact us if you have any questions or if you think we can help you with anything.

Sincerely,

Frédéric Dion
President , NBMSA