



## **AGENDA**

**Agenda for the Regular Meeting of the Tahsis Village Council  
to be held on May 19, 2020 in the Council Chambers  
Municipal Hall, 977 South Maquinna Drive**

**Remote access:** To attend this meeting remotely please dial  
**1-877-385-4099 then enter the participant code 5509888#**

**A. Call to Order** Mayor Davis will call the meeting to order at 7:00 p.m.

Mayor Davis will acknowledge and respect that we are meeting upon  
Mowachaht/Muchalaht territory.

**B. Introduction of  
Late Items**

**C. Approval of the  
Agenda**

**D. Petitions and  
Delegations**

**E. Public Input # 1**

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**F. Adoption of the  
Minutes**

- 1 Minutes of the Regular Council Meeting held on May 5, 2020.**
- 2 Minutes of Special Council Meeting held on May 12, 2020**

**G. Rise and Report**

- H. Business Arising**
- 1 Report to Council Re: Emergency Operations Centre - COVID-19 Response Update**
  - 2 COVID-19- April 9, 2020 Notice to Visitors**

- J. Council Reports**
- 1 Mayor Martin Davis
  - 2 Councillor Elder
  - 3 Councillor Fowler
  - 4 Councillor Llewellyn
  - 5 Cheryl Northcott

- K. Bylaws**
- 1 Amendment to the Fees and Charges Bylaw No. 629, 2020  
1st , 2nd, 3rd Readings and Adoption  
Report to Council Re: Puddle Ducks Daycare Fees

- L. Correspondence**
- 1 Letter to Mayor Davis from Katrina Chen, B. C Minister of State for Child Care Re:  
Thank you for letter in support of expanding the \$10 a day childcare universally  
across B.C.
  - 2 UBCM letter Re: CEPF 2020 Emergency Support Services Program - Approval  
Agreements and Terms of Conditions of Funding
  - 3 John Baker, Mayor, Lake County Letter Re: Interest Charges on Deferred Mortgage  
Payments
  - 4 Al Siebring, Mayor, North Cowichan letter to The Honourable Selina Robinson,  
Minister of Municipal Affairs and Housing Re: Reinstatement of Financial Hardship  
Property Tax Deferment Program
  - 5 Linda Buchanan, Mayor of the City of North Vancouver, letter to Honourable Selina  
Robinson Re: Supporting British Columbians during the COVID-19 pandemic

- M. New Business**
- 1 Wayne Pirson Re: The Canadian Cannabis Craft/ Micro Licenses
  - 2 Tahsis Days - consideration of proceeding in light of the provincial Public Health  
Officer's advice and orders.

- 3 Canada Day Celebrations - consideration of proceeding in light of the provincial Public Health Officer's advice and orders.

N. Public Input #2

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Rise and Report

P. Adjournment



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## Minutes

<u>Meeting</u>	Regular Council
<u>Date</u>	05-May-20
<u>Time</u>	7:00 PM
<u>Place</u>	Municipal Hall - Council Chambers and by electronic means

Present

Mayor Martin Davis  
Councillor Bill Elder  
Councillor Sarah Fowler  
Councillor Lynda Llewellyn  
Councillor Cheryl Northcott

by phone

Staff

Mark Tatchell, Chief Administrative Officer  
Sarah Jepson, Director of Recreation  
Janet StDenis, Finance and Corporate Services Manager

by phone  
by phone

Public

1 member of the public

by phone

### A. Call to Order

Mayor Davis called the meeting to order at 7:00 p.m.

Mayor Davis acknowledged and respected that Council is meeting upon Mowachaht/ Muchalaht territory

### B. Introduction of Late Items and Agenda Changes

M1 under "New Business" - Letter to Mayor and Council from John (Jack) Taylor President of the Seniors Society Tahsis Re: Good Food Access Fund

### C. Approval of the Agenda

Fowler/Elder: VOT 0186/2020

THAT the Agenda for the May 5, 2020 Regular Council meeting be adopted as amended.

**CARRIED**

### D. Petitions and Delegations

None.

### E. Public Input # 1

None.

### F. Adoption of the Minutes

**1 Committee of the Whole April 21, 2020**

**Fowler/Elder: VOT 0187/2020**

THAT the Committee of the Whole meeting minutes of April 21, 2020 be adopted as presented. **CARRIED**

**2 Minutes of the Regular Council Meeting held on April 21, 2020.**

**Fowler/Elder: VOT 0188/2020**

THAT the Regular Council meeting minutes of April 21, 2020 be adopted as presented. **CARRIED**

**3 Committee of the Whole April 28, 2020**

**Fowler/Elder: VOT 0189/2020**

THAT the Committee of the Whole meeting minutes of April 28, 2020 be adopted as presented. **CARRIED**

**G. Rise and Report**

At the April 21st closed Council Meeting Council approved awarding the consulting contract for the Age Friendly Transportation Planning Project to O'Hara Aging and Accessibility Consulting the consulting firm which led and authored the Village of Tahsis Age Friendly Community Action Plan.

**H. Business Arising**

**1 Report to Council Re: Rec Centre Q1, 2020**

**Fowler/Elder: VOT 0190/2020**

THAT this Report to Council be received. **CARRIED**

**2 Report to Council Re: Emergency Operations Centre - COVID-19 Response Update**

**Fowler/Elder: VOT 0191/2020**

THAT this Report to Council be received. **CARRIED**

**3 Councillor Elder: Notice of Motion from the April 21, 2020 Regular Council Meeting Re: Fees and Charges: Moorage and launch of boats be assessed a fee at an industry level.**

Mayor Davis spoke to this item and a discussion of alternatives followed. The CAO informed Council that McElhanney will conduct a full inspection of the dock to provide Council with complete information on the dock's structural integrity and any deficiencies. The CAO also offered that staff could conduct a financial analysis (costs and benefits) of imposing moorage and boat launch fees.

**Elder/Fowler: VOT 0192/2020**

**THAT** this item and example be received.

**CARRIED**

**Elder/Fowler: VOT 0193/2020**

**THAT** staff provide an analysis of potential revenues, operating costs and or other financial aspects of providing moorage and boat launch service.

**CARRIED**

- 4 **Councillor Elder: Notice of Motion from the April 21, 2020 Regular Council Meeting Re: Tahsis Gravel Pit: Tahsis has a gravel pit and the public is not allowed to access it for personal use as several government agencies are mandating that it stay closed. Open it for public use.**

Councillor Elder spoke to his motion. The CAO provided Council with information regarding the legal authorities that govern the management and use of the Leiner Gravel Pit. A discussion followed.

**Elder/Llewellyn: VOT 0194/2020**

**THAT** this notice of motion and Report to Council be received.

**CARRIED**

**Mayor/Elder: VOT 0195/2020**

**THAT** staff write a letter to the Minister of Forests, Lands, Natural Resource Operations and Rural Development, Minister of Transportation and Infrastructure, MLA Claire Trevena and Premier Horgan requesting public access to gravel in the Leiner Gravel Pit.

**CARRIED**

- 5 **Councillor Fowler: Notice of Motion from the April 21, 2020 Regular Council Meeting Re: Federation of Canadian Municipalities- Election to the Board of Directors**

Councillor Fowler spoke to her motion. A discussion regarding travel costs followed.

**Fowler/Elder: VOT 0196/2020**

**THAT** this item be received for discussion.

**CARRIED**

**Fowler/**

**THAT;**

**WHEREAS** the Federation of Canadian Municipalities (FCM) represents the interests of municipalities on policy and program matters that fall within federal jurisdiction;

**WHEREAS** FCM's Board of Directors is comprised of elected municipal officials from all regions and sizes of communities to form a broad base of support and provide FCM with the prestige required to carry the municipal message to the federal government; and

**BE IT RESOLVED** that Council of the Tahsis endorse **Councillor Sarah Fowler** to stand for election on FCM's Board of Directors for the period starting in June 2020 and ending until June 2021); and

**BE IT FURTHER RESOLVED** that Council assumes all costs associated with Councillor Sarah Fowler attending FCM's Board of Directors meetings.

**MOTION FAILED**

#### J. Council Reports

##### Mayor Davis (written report)

Our lives continue to be heavily influenced by COVID-19 as social distancing continues and we continue to discourage travel in BC. Currently, the death toll in BC is 121 with and a similar number of cases reported on Vancouver Island and only four deaths here. The lack of widespread testing continues to be a concern and it is difficult to see a reopening of our economy occurring without having the monitoring in place to allow it to happen safely. I have raised the issue of inadequate testing with the provincial government but to date there has been little change. We certainly don't want to go down the path of the USA which currently has a death rate nine times higher than BC and is expected to increase as the premature reopening of their economy continues. We are currently at only 24 deaths per million in BC, compared to 107 for Canada as a whole.

In the last two weeks, I have attended two online meetings - the Regional District board meeting and the Climate Response Planning Committee on Vancouver Island. At the latter, we finalized a survey that will be sent out to municipalities to gauge their responses to the climate issues facing their communities as well as future directions.

Our community was recently subjected to a 36 hour power outage when a logging mishap took out the main distribution lines near Malaspina Lake, disabling power to Tahsis, Zeballos, Ocluje and Kyuquot. The Village responded by taking a generator to the rec centre which was opened to receive seniors and those in need of a warm drink and meals. People from our emergency program along with staff and other volunteers including myself donated food and cooked meals for everybody. It was attended by about 30 citizens and for the most part, everybody used social distancing and hand washing protocols. It was wonderful to see our community coming together in this time of need.

Today I went down to the community garden to donate several squash and artichoke plants as well as several seed packets to the farm to school program, which will be used by students to grow veggies for their use. Great to see things starting to grow there!

Donate plants.

**Councillor Elder**

No report.

**Councillor Fowler (written report)**

Reflecting on the power outage I used that time to call the last few numbers of people on my list of Christmas hamper recipients, to touch base and see how they are fairing with the COVID-19 crisis. My friend told me about the dinner offered at the rec centre and I was grateful to the people who were able to mobilize quickly to the needs of people under prepared for such a long hydro deficiency. It is very difficult for vulnerable population who rely on the support of their friends and neighbors to be effected by the physical distancing compounded.

Personally, I missed the following meetings myself, during the power outage but we were prepared with camp gas and Graham even had an opportunity to take his new generator out of the box. I currently am researching the accommodations that will be close to the convention center for the UBCM and I have overwhelmed with my successful face book fundraiser, (200\$ in 2 days) whereby 7 supporters donated campaign dollars for stickers and other promotional materials to be distributed at the provincial forum. I also enjoyed a webinar this morning, put on by tourismresiliency.ca with Dierdre Campell called reputation management.

Nevertheless I have attached the NSW draft letter for the minutes and hope to have dates soon about the rescheduling of the age friendly action committee (TAAC) and the Unity Four Communities U4C AGM. I also have been loosely involved with some hopeful gardeners who are trying to do a bulk soil order, and support the late item of village resources to be used to help distribute the dirt locally.

attachment- NSW draft letter to Honorable Minister Donaldson Apr 18, 2020

Respectfully submitted.

Sarah Fowler

**Councillor Llewellyn (written report)**

As I listen to the other reports tonight it is the first time I knew that a meal was offered during the power outage. Unfortunately my phone does not work during a power outage and my cell phone of course did not have a charge by the first morning without power. I don't have data on my phone, something I may rethink. I also didn't know about the fire department bringing around a generator. I have to think there must have been others who also didn't know about these things.

**Councillor Northcott**

No report.



**Fowler/Elder: VOT 0197/2020**

**THAT the Council Reports be received.**

**CARRIED**

**K. Bylaws**

None.

**L. Correspondence**

- 1 **Email from Dennis Sterritt, Mayor, Village of Hazelton Re: BC Gaming Grant**
- 2 **Trent Tabor, Search and Rescue Program Officer, Canadian Coast Guard letter Re: Inshore Rescue Boat Program 2020**
- 3 **Crystal Dunahee, President, Child Find B.C. letter Re: Proclamation for National Missing Children's Month and Missing Children's Day.**

**Fowler/Elder: VOT 0198/2020**

**THAT these correspondence item be received.**

**CARRIED**

**M. New Business**

- 1 **Letter to Mayor and Council from John (Jack) Taylor President of the Seniors Society Tahsis Re: Good Food Access Fund**

**Report to Council Re: Good Food Access Fund Grant Application**

The CAO noted that the funding organization did not provide details about a trustee's responsibilities.

**Fowler/Elder: VOT 0199/2020**

**THAT this letter and Report to Council be received.**

**CARRIED**

**Davis/Fowler: VOT 0200/2020**

**THAT the Village of Tahsis as the Trustee for the Tahsis Seniors' Society Grant from the Good Food Access Program be approved**

**CARRIED**

**N. Public Input #2**

A member of the public thanked all the volunteers and staff that come out to help during the power outage. Council also thanked her for her help during the outage.

**Adjournment**

**Fowler/Elder: VOT 0201/2020**

**THAT the meeting be adjourned at 8:40 p.m.**

**CARRIED**

**Certified Correct this**

19th Day of May, 2020

Chief Administrative Officer

NSWS Letter head-DRAFT

April 18, 2020.

Honorable Doug Donaldson,  
Minister of Forests, Lands, Natural Resource  
Operations and Rural Development.  
Room 248 Parliament Buildings  
Victoria, BC V8V 1X4

(Via e-mail to [FLNR.Minister@gov.bc.ca](mailto:FLNR.Minister@gov.bc.ca))

Honorable Minister Donaldson

RE: Tree Farm Licence # 19 Annual Allowable Cut Review

Greetings! We are a non-profit watershed-based public organization operating in Nootka Sound, that contains Tree Farm Licence 19. This forest tenure rate of cut is under your scrutiny to re-evaluate and reset the course for reaching the ecologically sustainable rate of cut on this parcel of land as soon as possible. Our mandate is to work toward rebuilding our fisheries by supporting salmon and steelhead habitat restoration and enhancement, and most importantly of all protection of salmon habitat. Unfortunately, FLNRO regulations and outdated Vancouver Island land use plans that govern logging are far from being ecologically sustainable in 2020.

You are aware of the proposal for Salmon Parks across the TFL and Nootka Sound by the Mowachaht/Muchalaht, Ehattesaht and Nuchatlaht First Nations who visited your Deputy. These Nuu-chah-nulth Nations support the absolute protection of those watersheds to secure part of their food baskets. Accommodating these First Nations requirements for the protection of their fish, fish habitat and fish cultural resources are claimed of paramount importance to the Province and Canada. A large AAC reduction of at least 20% will be required to meet that objective on these lands and additional reduction is required over the rest of the landscape. We are certain you are aware of this as an avenue for British Columbia to start the necessary reconciliation with these three Nations. Any further logging in those drainages will put the salmon and steelhead stocks at higher risk of extinction. Better behaviour toward fish habitat on the rest of the landscape is required outside of the boundaries of Salmon Parks.

As a group working toward fish recovery are very concerned about the urgent need to review the Land Use Plan and reduce the timber supply to the long-term ecologically sustainable level now. The last two Ministers presiding over the AAC reviews dodged the tough decision now before you and your Chief Forester. You must choose to reduce the AAC significantly, now, and aim for the long-term level. Delay will only impoverish future British Columbians further and that can be avoided by action now or face more severe cuts in the future.

The Vancouver Island Land Use Plan (VILUP) review occurred in the 1990's. The VILUP is outdated and the forestry regulations have been considerably weakened since then. We have seen no attempts made by FLNRO to stop the widespread chronic erosion from roads into salmon streams. The operations are essentially unmonitored. Ask yourself how protecting less than 10% of a stream from riparian harvesting (S1 and S2 streams) is appropriate for protecting salmon habitat when 90% are first order streams given no protection? Please consider the implications for salmon and steelhead across BC. For example, in this TFL Gold River steelhead appear to be extinct now likely due to the cumulative effects of as-practiced forestry and climate change.

The last AAC adjustment elevated the topographic operability lines to permit more helicopter logging at higher elevations. Since then there has been a relative increase in harvest targeted at old-growth Douglas Fir and Western Red Cedar stands. Our observations indicate the operations are logging above the average species composition profile. The AAC should be adjusted to take account of this species high grading which is common knowledge around our towns. If Hemlock is not being harvested at all, the AAC must be adjusted to reflect the loss of land base in the hillsides where the high value wood has been removed. A recent presentation by the Licence to the NSWIS indicated they are targeting the highest value wood. In reality the adjacent scrub and bluffs left behind will not contribute to a future harvest within 60 years, nor will any of the sites be as productive again after erosion of the soil organic horizons. It is entirely unlikely a helicopter show will ever viably harvest small poles from these sites again even in the next lifetime.

There is very little low elevation mature forest remaining. It will be entirely gone in another fifty years or less and with it all the ecosystem services except floods. The benefits of all our restoration efforts and those BC have funded are foregone if the rate of cut is not reduced to sustain fish habitat.

A very large issue of the utmost importance to salmon and steelhead across the Province are the negative summer streamflow deficits arising in clear-cut basins. It has been demonstrated by our U.S. neighbors that rapidly growing Douglas Fir plantations from 15 to 50+ years of age in clear-cut watersheds can reduce summer baseflows by 50% (Hicks et al. 1991, Jones and Post 2004, Perry 2007, Perry and Jones 2017). This issue is entirely being ignored in British Columbia and in this AAC review it is not even mentioned as having effect on the base case. It would behoove the FLNRO Research Branch to catch up on this subject. This is a critically important impact on salmon from forestry. Droughts are going to become more severe on Vancouver Island (Coulthard and Smith 2015) with climate change. Stream rearing salmon are suffering widespread habitat loss as a result along with ocean warming. Interior Fraser River coho and stream dependant Chinook are collapsing now. Climate change will exacerbate logging effects on salmonid habitat and must be considered in the Annual Allowable Cut Review. Climate change is a reality and must be considered in this review. Deferring tough decisions until a later date is not acceptable.

We trust you will make the right and only reasonable decision and that is to boldly reduce the rate of cut to a truly ecologically sustainable level now. Doing otherwise will defer even greater hardship to future dependants of this forest, especially First Nations and including the Licensee. Over the last decades this TFL has delivered less local employment to six Nootka Sound communities as nearly every log is exported from here.

Following our process of consensus, we report that that the representative of WFP Ltd. is in conflict with the decision to reduce the rate of cut, and may not agree with the majority of our constituents who support these recommendations.

On behalf of the NSWS and the future fisheries of Nootka Sound,

Kent O'Neil  
President

CC: XXX XXX, Chief Forester of British Columbia, FLNRO  
Dr. Judith Sayers, Nuuchahnulth Tribal Council  
Village of Zeballos  
Village of Tahsis  
Village of Gold River  
Mowachaht/Muchalaht First Nation  
Ehattesaht First Nation  
Nuchatlaht First Nation  
Alex Gagne, T'aaq-wiihak



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**Minutes**

<b><u>Meeting</u></b>	<b>Special Council</b>
<b><u>Date</u></b>	<b>12-May-20</b>
<b><u>Time</u></b>	<b>7:00 PM</b>
<b><u>Place</u></b>	<b>Municipal Hall - Council Chambers and by electronic means</b>

**Present**

Mayor Martin Davis  
Councillor Bill Elder  
Councillor Sarah Fowler  
Councillor Lynda Llewellyn  
Councillor Cheryl Northcott

by phone

**Staff**

Mark Tatchell, Chief Administrative Officer  
Deb Bodar, Director of Finance  
Janet StDenis, Finance and Corporate Services Manager

by phone

**Public**

1 member of the public

by phone

**A. Call to Order**

Mayor Davis called the meeting to order at 7:00 p.m.  
Mayor Davis acknowledged and respected that Council is meeting upon  
Mowachaht/ Muchalaht territory

**B. Introduction of Late Items and Agenda Changes**

None.

**C. Approval of the Agenda**

**Fowler/Elder: VOT 0202/2020**

**THAT** the Agenda for the May 12, 2020 Special Council meeting be adopted  
as presented.

**CARRIED**

**K. Bylaws**

- 1 2020-2024 Financial Plan Bylaw No. 626, 2020**  
**1st , 2nd, 3rd Readings and Adoption**

**Fowler/Elder: VOT 0203/2020**

**THAT** the 2020-2024 Financial Plan Bylaw No. 626, 2020 be received for  
consideration.

**CARRIED**

**Fowler/Elder: VOT 0204/2020**

**THAT** the 2020-2024 Financial Plan Bylaw No. 626, 2020 receive a first reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0205/2020**

**THAT** the 2020-2024 Financial Plan Bylaw No. 626, 2020 receive a second reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0206/2020**

**THAT** the 2020-2024 Financial Plan Bylaw No. 626, 2020 receive a third reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0207/2020**

**THAT** the 2020-2024 Financial Plan Bylaw No. 626, 2020 be reconsidered, finally passed and adopted as presented this 12th Day of May, 2020. **CARRIED**  
**1"no" vote registered**  
**Councillor Elder**

**2 2020 Tax Rate Bylaw No. 627, 2020**

**1st , 2nd, 3rd Readings and Adoption**

The Director of Finance spoke to her revision to the total taxation document presented at the May 5th Committee of the whole meeting.

**Fowler/Elder: VOT 0208/2020**

**THAT** 2020 Tax Rate Bylaw No. 627, 2020 be received for consideration. **CARRIED**

**Fowler/Elder: VOT 0209/2020**

**THAT** the 2020 Tax Rate Bylaw No. 627, 2020 receive a first reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0210/2020**

**THAT** the 2020 Tax Rate Bylaw No. 627, 2020 receive a second reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0211/2020**

**THAT** the 2020 Tax Rate Bylaw No. 627, 2020 receive a third reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Llewellyn: VOT 0212/2020**

**THAT** the 2020 Tax Rate Bylaw No. 627, 2020 be reconsidered, finally passed and adopted as presented this 12th Day of May, 2020. **CARRIED**  
**1"no" vote registered**  
**Councillor Elder**

**3 Amendment to the Fees and Charges Bylaw No. 628, 2020**

**1st , 2nd, 3rd Readings and Adoption**

**Fowler/Elder: VOT 0213/2020**

**THAT** the Amendment to the Fees and Charges Bylaw No. 628, 2020 be received for consideration. **CARRIED**

**Fowler/Elder: VOT 0214/2020**

**THAT** the Amendment to the Fees and Charges Bylaw No. 628, 2020 receive a first reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0215/2020**

**THAT** the Amendment to the Fees and Charges Bylaw No. 628, 2020 receive a second reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0216/2020**

**THAT** the Amendment to the Fees and Charges Bylaw No. 628, 2020 receive a third reading this 12th Day of May, 2020. **CARRIED**

**Fowler/Elder: VOT 0217/2020**

**THAT** the Amendment to the Fees and Charges Bylaw No. 628, 2020 be reconsidered, finally passed and adopted as presented this 12th Day of May, 2020. **CARRIED**

**M. New Business**

**1 Report to Council: Re Staff capacity to meet Council expectations and priorities.**

The CAO spoke to his report to Council. A discussion followed.

**Fowler/Elder: VOT 0218/2020**

**THAT** this letter and Report to Council be received. **CARRIED**

**Davis/Fowler: VOT 0219/2020**

**THAT** Council accept that staff may be unable to meet all of Council's directions and expectations in a timely manner. **CARRIED**

**Adjournment**

**Fowler/Elder: VOT 0220/2020**

**THAT** the meeting be adjourned at 7:52 p.m. **CARRIED**

**Certified Correct this**

19th Day of May, 2020

**Chief Administrative Officer**



# VILLAGE OF TAHSIS

## Report to Council

**To:** Mayor and Council

**From:** Mark Tatchell, CAO and EOC Director

**Date:** May 15, 2020

**Re:** Emergency Operations Centre - update

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### **PURPOSE OF REPORT:**

To provide Council with an update from the Village's EOC regarding COVID-19 response and related activities.

The report is structured according to the standard EOC organization sections.

### **B.C.'s RE-START PLAN**

Beginning May 19<sup>th</sup>, B.C. moves into Phase 2 of the Re-Start Plan (Phase 1 included essential services operating since the State of Provincial Emergency was declared on March 17, 2020). Under Phase 2, the following workplaces and services, which specifically pertain to Village operations, will re-open, under enhanced protocols:

- Museums
- Office-based worksites
- Recreation and sports
- Parks, beaches, and outdoor spaces
- Child care

Work is under way to develop and implement the enhanced protocols so services can be provided. The status of the work to prepare these protocols is described in this report.

### **OPERATIONS:**

Social distancing has been implemented since March 17<sup>th</sup> in all municipal work places. No public are permitted in any of these workplaces. All Village facilities (Municipal Hall, Fire Hall, Public Works and Rec Centre) are sanitized at least once per day Monday to Saturday.

### Municipal Hall:

All finance, administrative, planning and project activities are fully operational. To comply with social distancing two work “pods” of two persons/pod alternate working in the office. Those working remotely are connected to the Village’s network and server to ensure we meet FOIPPA requirements and for cyber-security reasons. The work “podding” will continue as long as social distancing is required by the PHO.

To prepare to open to the public, the following modifications have been made:

- Plexiglass barrier installed at the front counter
- Decals affixed to the floor to demarcate 2-meter distances
- Doorbell installed so staff can be alerted when a member of the public has arrived.

A protocol has been developed for greeting customers and processing financial transactions. Staff are encouraged to wear a mask if they believe they have been in contact with a person or space where there is a heightened risk of infection transmission. However, mask wearing is not required as long as social distancing is maintained. Further details on the protocols for re-opening are described in the Planning Section below.

The Municipal Hall will open to the public during the week of May 25<sup>th</sup>.

### Operations/Public Works

All Village operations are continuing and infrastructure is being maintained. Social distancing has been implemented as much as possible. One person per vehicle at all times and breaks are staggered to reduce the number of personnel in the office. Vehicle interiors are disinfected daily. Where social distancing is not possible, for example, working in the sanitary sewer trench on Tootouch, masks are being worn. If tailgate meetings are required, personnel stand at least 2 metres apart. The Free Store remains open as social distancing is being observed at this site. Operational Guidelines have been written and implemented for wastewater operations and solid waste and recycling services.

### Recreation Centre

The Rec Centre remains closed. Daycare has been providing service to essential service worker families, but will re-open in the near future. Details on the Daycare enhanced protocol plan under Phase 2 are described in the Planning section.

The Director of Recreation is working from the Recreation Centre. All other staff have been laid off or re-deployed.

### Tahsis Volunteer Fire Department and Protective Services

The Fire Department is fully operational. Wednesday night drill practice remains cancelled; however, this is under review. The department is carrying out Sunday training outdoors during the day while maintaining social distancing. Members are wearing masks when traveling together in the apparatus.

An acting Fire Chief has been appointed to ensure continuity the service. All fire apparatus are sanitized and ready to be deployed in response to any emergency. All fire department members have been trained on the COVID-19 medical protocol to assist with BC ambulance. BC Fire Chiefs' Association provides updates on medical protocols and fire response practice in the COVID-19 environment

There is no bylaw enforcement officer, due to a lag in SRD hiring. Building inspection services are available, but subject to SRD COVID-19 protocols.

The RCMP continue to deliver response to call and routine patrols. The Nootka Sound detachment is at full strength. The detachment commander checks in at least weekly. The RCMP provides some bylaw enforcement services.

### **PLANNING:**

#### **Office Setting**

The Re-Start Plan requires that the Village develop and implement a plan for opening the Municipal Hall that covers procedures for:

- Self-monitoring
- Physical distancing
- Personal hygiene
- Cleaning and disinfecting
- Signage
- Meeting protocols
- Mental health
- Document handling
- PPE
- Customer greeting and financial transactions

Staff are reviewing plans prepared by other local governments for applicability and completeness to the Village of Tahsis.

### **Child Care Setting**

Daycare policies and procedures have been prepared so that the facility can re-open to serve all families in the community. The Daycare's policies and procedures adhere to the Province's guidelines for child care facilities, which include three key components:

- Routine daily symptom screening for all staff and students.
- Routine and frequent environmental cleaning.
- Explicit policy for children or staff who have the symptoms of a cold, flu, or Covid-19 with any coughing or sneezing not coming in to child care settings.

In consultation with the Vancouver Island Health Authority, a daily questionnaire has been developed which will be used to screen children and staff. A letter will be sent to all families informing them that the Daycare is open under these enhanced protocols.

### **Other Plans**

Plans for enhanced protocols are also required for the Rec Centre, Tahsis Museum and Village parks and trails. Staff will work on these protocols over the next few weeks.

A comprehensive Business Continuity Plan has been written and is undergoing a review. The plan should be ready for Council's consideration in June.

### **LOGISTICS:**

The Village has a 3 to 4 week supply on hand of the requisite PPE. Staff continue to place orders and receive shipments. Supply has not been an issue. As of this date, the Village has the following key PPE supplies:

N95 masks -	107
Face Shields -	4
Nitrile gloves -	10 boxes
Tyvek suits -	31

Other PPE are in supply as well. The Logistics section head is monitoring PPE and other supplies to ensure supply continuity. The Village is well-stocked with cleaning supplies, hand sanitizer and disinfectant wipes.

**FINANCE AND ADMINISTRATION:**

Staff have submitted three claims and three Expenditure Authorization requests to EMBC for approval and reimbursement of Village COVID-19 response costs. The Expenditure Authorizations have been approved. No payments have been received to date.

Respectfully submitted:

A handwritten signature in dark ink, appearing to be 'Mark Tatchell', written in a cursive style.

---

Mark Tatchell, CAO and EOC Director



## **VILLAGE OF TAHISIS**

### **COVID-19 NOTICE TO VISITORS**

Village of Tahsis Council is urging all persons considering a trip to Tahsis to follow the Provincial Health Officer's direction to avoid non-essential travel and stay home.

As much as we want you to experience the natural beauty of this area, this is not the time to visit Tahsis and the Nootka Sound region.

Like elsewhere, non-essential businesses and public services are closed to support social distancing measures which are critical to prevent the spread of virus transmission. With Tahsis having very limited medical resources and a proportionately high number of vulnerable persons, we must do all we can to protect our community from COVID-19.

We have survived mill closures, wildfires, landslides, floods and personal tragedies. To keep our community safe and healthy, our residents are "all in" - consistently practising social distancing and self-isolation. Tahsis will still be standing - and thriving - when this pandemic ends, but we need you to do your part by staying away.

Thousands of people visit Tahsis for world class sport fishing, diving, caving, hiking the Nootka Trail and other local trails or just to experience our amazing community spirit. COVID-19 won't change any of these, so please venture out our way when it's the right time. We'd love to see you then!

A handwritten signature in black ink, appearing to read "Martin Davis".

Mayor Martin Davis on behalf of Tahsis Council

**VILLAGE OF TAHSIS**

**AMENDMENT TO FEES AND CHARGES BYLAW NO. 629, 2020**

A BYLAW TO AMEND THE FEES AND CHARGES BYLAW NO. 594, 2017

WHEREAS the Council of the Village of Tahsis wishes to amend the *Fees and Charges Bylaw* No 594, 2017 to establish the fees for the Puddle Duck Daycare

NOW, THEREFORE, the Council of the Village of Tahsis in open meeting assembled ENACTS AS FOLLOWS:

1. The *Fees and Charges Bylaw* No 594 is hereby amended:
  - a) by adding "N" Puddle Duck Daycare Fees on the next line and immediately following "M" Credit Card Fees for Payment of Property Taxes in section 2; and
  - b) by adding Schedule "N" as annexed immediately following Schedule "M".
2. This Bylaw may be cited for all purposes as the "*Fees and Charges Amendment Bylaw* No.629".

Read a First, Second and Third time this \_\_\_\_\_ day of \_\_\_\_\_, 2020.

Adopted this \_\_\_\_\_ day of \_\_\_\_\_, 2020.

\_\_\_\_\_  
Mayor

\_\_\_\_\_  
Chief Administrative Officer

**Schedule "N"**

**Puddle Ducks Daycare Fees**

	Monthly (under 36 months)	Monthly (3 years to Kindergarten)	Daily (under 36 months) 4 hours or less	Daily (under 36 months) 4 hours or more	Daily (3 years to Kindergarten) 4 hours or less	Daily (3 years to Kindergarten) 4 hours or more
Per Child	\$500.00	\$500.00	\$6.00	\$12.00	\$12.00	\$20.00

**Other Child Care Services**

Per Child	Daily	Hourly
Before school care	\$8.00	
After school care	\$10.00	
Half Day	\$10.00	
Before & After school	\$15.00	
Pro-D Day	\$20.00	
Full Day	\$20.00	
Lunchtime		\$6.00
Emergency care		\$10.00





L1

April 30, 2020

VIA E-MAIL

Ref: 248790

His Worship Mayor Martin Davis  
E-mail: [reception@villageoftahsis.com](mailto:reception@villageoftahsis.com)

Dear Mayor Davis:

Thank you for your letter in support of expanding \$10 a Day Child Care universally across British Columbia. As the Minister of State for Child Care, I am pleased to respond, and I apologize for delay in doing so.

I understand that finding affordable child care is a challenge shared by many families across the province, including in the Village of Tahsis. In these extraordinary times child care providers, Early Childhood Educators and parents are additionally challenged by the impacts of COVID-19.

Under the Childcare BC Plan, the Ministry is investing \$630 million over three years in improving the affordability of child care. As part of this investment, the Affordable Child Care Benefit (ACCB) and Child Care Fee Reduction Initiative (CCFRI) were launched in 2018 to begin to address the issue of affordable child care. The combined impact of these programs is providing real savings to families. From September 2018 to December 2019, over 28,800 children have received child care for \$10 a day or less. Of these, more than 12,000 children from low income families are paying nothing at all for child care.

The province is also working to improve access to affordable child care through the creation of more child care spaces through the Childcare BC New Spaces Fund, the Community Child Care Space Creation Program and the Start-Up Grant Program, which supports unlicensed providers to become licensed. Since July 2018, these three programs have funded over 10,400 new licensed child care spaces throughout British Columbia. You can find more information on these resources at: <https://www2.gov.bc.ca/gov/content/family-social-supports/caring-for-young-children/running-daycare-preschool>.

Through the province's Early Learning and Child Care Agreement with the Government of Canada, the province is investing \$60 million to convert approximately 2,500 licensed child care spaces into low-cost spaces at existing child care facilities across British Columbia. Over fifty sites across the province now offer full time, regular hours child care for a maximum parent fee of \$200 per month. This initiative is being evaluated and will inform Government's plan to implement a universal child care system.

.../2

We know that we also need to support the Early Childhood Educator (ECE) workforce to ensure children are getting quality care and learning and that there are enough qualified staff to support the new spaces being created. Through our Early Care and Learning Recruitment and Retention Strategy, we have: implemented a \$1 an hour wage enhancement for almost 11,500 ECEs with a second \$1 an hour increase in April 2020, injected almost \$16 million to award more than 5,400 bursaries to help students studying to become an ECE, and added hundreds of new ECE seats funded at post-secondary institutions, including online and in rural and remote communities.

Finally, to assist child care operators with the unique challenges associated with COVID-19, the Ministry is offering temporary emergency funding for child care operators who remain open, as well as those who opt to close. In addition, parents who are essential service workers are able to indicate their need for child care through an online form. More information is available here: <https://www2.gov.bc.ca/gov/content/family-social-supports/caring-for-young-children/child-care-response-covid-19s>.

Thank you again for writing and for sharing your concerns and your support of Universal Child Care in British Columbia.

Sincerely,

A handwritten signature in black ink, appearing to read 'Katrina', with a long horizontal flourish extending to the right.

Katrina Chen  
Minister

April 24, 2020

Mark Tatchell  
Chief Administrative Officer  
Village of Tahsis  
Box 219  
Tahsis, BC V0P 1X0

**RE: CEPF: 2020 Emergency Support Services Program – Approval Agreement & Terms of Conditions of Funding – IN CONFIDENCE**

Dear Mark Tatchell,

Thank you for submitting an application under the 2020 Emergency Support Services funding stream under the Community Emergency Preparedness Fund.

I am pleased to inform you **in confidence** that the Evaluation Committee has approved funding for your project, *ESS Modernization & Training Project*, in the amount of \$15,641.00.

As outlined in the Program & Application Guide, grant payments will be issued when the approved project is complete and UBCM has received and approved the required final report and financial summary.

The Ministry of Public Safety and Solicitor General has provided funding for this program and the general Terms & Conditions are attached. In addition, in order to satisfy the terms of the contribution agreement, we have the following requirements:

- (1) This approval agreement is required to be signed by the CAO or designate and returned to UBCM;
- (2) To provide the Province of BC with the opportunity to make announcements of funding approvals under this program, please keep information regarding this funding approval in confidence until May 15, 2020;
- (3) The funding is to be used solely for the purpose of the above named project and for the expenses itemized in the budget that was approved as part of your application;
- (4) All expenditures must meet eligibility requirements as defined in the Program & Application Guide;
- (5) All project activities must be completed within 12 months and no later than April 30, 2021;

*The Community Emergency Preparedness Fund is funded by the Province of BC*

- (6) The Final Report Form is required to be submitted to UBCM within 30 days of the project end date and no later than May 31, 2021;
- (7) Any unused funds must be returned to UBCM within 30 days of project end date;
- (8) Applicants who submitted funding requests for Justice Institute of British Columbia Emergency Support Services courses are advised that if a course is approved for funding under the regular Provincial ESS training program, this cost will no longer be eligible through the CEPF grant. Applicants are also advised that the ESS Director's Course is funded by the Province and is not eligible for funding under CEPF. For more information on ESS training provided by EMBC please contact your EMBC regional manager.
- (9) The approved public bodies are required to comply with the Freedom of Information and Protection of Privacy Act (FolPPA) and ensure that any collected personal information about an identifiable individual as part of the approved project is compliant with the residency and sovereignty requirements of that legislation.

Please note that descriptive information regarding successful applicants will be posted on the UBCM and/or the provincial government websites, and all final report materials will be made available to the provincial government.

On behalf of the Evaluation Committee, I would like to congratulate you for responding to this opportunity to develop ESS capacity to support the resiliency of BC communities. If you have any questions, please contact Local Government Program Services at 250-387-4470 or [cepf@ubcm.ca](mailto:cepf@ubcm.ca).

Sincerely,



Rebecca Bishop, CEPF Program Officer – *VIA EMAIL*

*Enclosure*

**Approval Agreement** (to be signed by the CAO or designate)

I, \_\_\_\_\_, have read and agree to the Terms & Conditions, and the requirements for funding under the 2020 Emergency Support Services funding stream.

\_\_\_\_\_  
Signature, Title

\_\_\_\_\_  
Date

*Please return a scanned copy of the signed Approval Agreement to [cepf@ubcm.ca](mailto:cepf@ubcm.ca)*



**Municipal Hall**  
**Mayor's Office**  
 10150 Bottom Wood Lake Road  
 Lake Country, BC V4V 2M1  
 Tel: 250-766-6670  
 Fax: 250-766-2903  
[mayorandcouncil@lakecountry.bc.ca](mailto:mayorandcouncil@lakecountry.bc.ca)

April 15, 2020

The Honourable Bill Morneau  
 Minister of Finance  
 House of Commons  
 Ottawa, ON K1A 0A6

Dear Minister Morneau,

**Re: Interest Charged on Deferred Mortgage Payments**

On behalf of Council we want to convey our citizens significant concern, frustration and frankly disgust at the way mortgage providers, particularly the big banks are charging interest and delayed payment fees for deferred mortgage payments.

Citizens in our community are deeply troubled and trying to navigate how they will provide for their family in the coming months, into the future, and when the economy is in a recovery phase. Council appreciates your request to financial institutions to provide mortgage deferral options to customers who are financially unstable as a result of the pandemic. It's unjust and wrongful, that lending institutions are taking advantage of the unavoidable situation customers find themselves facing and profiting from an emergency. Programs offered force customers to pay exorbitant deferral rates and fees, knowing the customer has no other option to exercise. Across Canada individuals and businesses are being called out and punished for profiteering in this crisis yet our wealthiest institutions stand to profit even more, charging interest on interest.

District of Lake Country Council, community and all Canadians trust that you and your staff will review the situation and put suitable regulations into place to eliminate the financial gain banks, our richest, most profitable and protected companies are incurring as a result of COVID-19.

Sincerely,

James Baker  
 Mayor

cc: Honourable Carole James, BC Minister of Finance & Deputy Premier  
 British Columbia Municipalities

May 4, 2020

The Honourable Selina Robinson  
Ministry of Municipal Affairs and Housing  
PO Box 9056 Stn Prov Govt  
Victoria BC V8W 9E2

By email: MAH.minister@gov.bc.ca

Dear Minister Robinson

**Re: Reinstatement of Financial Hardship Property Tax Deferment Program**

This letter is to confirm that North Cowichan Council, at its meeting on April 29, 2020, endorsed a motion urging your government to reinstate the Financial Hardship Property Tax Deferment Program, initially announced in November 2008 by then-Premier Gordon Campbell.

As you may know, this program allowed eligible homeowners facing financial hardship due to the economic conditions of the day to defer their property tax payments for the following two years, with no requirement to repay the deferred taxes until the homes were sold or transferred. This program temporarily expanded eligibility for property tax deferral while ensuring local governments would receive property tax revenues. Our Council is asking that this be done again in the context of the COVID-19 economic crisis. Our motion – which passed unanimously – reads as follows:

*"That the Mayor be authorized to write the Minister of Municipal Affairs and Housing, with copies being sent to Vancouver Island municipalities, to request the reinstatement of the financial hardship property tax deferment program to provide support to property owners facing hardships from COVID-19, who are not eligible for the existing property tax deferment programs".*

Sincerely



Al Siebring  
Mayor

[mayor@northcowichan.ca](mailto:mayor@northcowichan.ca)

cc: North Cowichan Council  
Vancouver Island Municipalities



April 30, 2020

Hon. Minister Selina Robinson  
Room 310 Parliament Buildings  
501 Belleville St.  
Victoria, BC V8V 1X4

Dear Minister Robinson:

**RE: Supporting British Columbians during the COVID-19 pandemic**

As Mayor of the City of North Vancouver I want to start by thanking you for your tireless work during these difficult times. Residents are appreciative of the work done by the Province to assist individuals, municipalities, and businesses.

As you know, in a letter dated March 23, 2020 to Hon. Premier John Horgan and yourself, a number of Metro Vancouver Mayors including myself asked the Province to expand the Provincial Property Tax Deferment Program to include all property owners.

We have yet to receive a formal reply regarding this request.

On Monday April 27, 2020 at the City's Council meeting, Council members shared their concerns regarding the accessibility of the Provincial Property Tax Deferment Program and the current eligibility stipulations.

Council and staff have received numerous communications from residents who are facing new financial challenges as a result of the ongoing pandemic, and who are not currently eligible to access the Provincial Property Tax Deferment Program. As a result, Council passed the following resolution unanimously:

**THEREFORE BE IT RESOLVED THAT** the Mayor, on behalf of Council, write to the Provincial government requesting that a Financial Hardship Program be added to the Provincial Property Tax Deferment Program for a limited time, similar to what was introduced in 2009;

**AND BE IT FURTHER RESOLVED THAT** a copy of this resolution be forwarded to all BC local governments, UBCM, LMLGA and North Shore MLAs and MPs.

Council has requested that if your government is unable to expand the current program to include all property owners, that you consider implementing a Financial Hardship Program similar to the program that was introduced for a limited time following the 2008 economic recession.

An increasing number of experts predict that the COVID-19 pandemic will be more detrimental to the world economy than the 2008 economic recession, and therefore the

addition of a Financial Hardship Program component to the current Provincial Property Tax Deferment Program should be given serious consideration.

Do not hesitate to contact me if you require additional information. I thank you in advance for your consideration.

Yours Truly,



**Linda Buchanan**  
**Mayor of the City of North Vancouver**

c.c. All B.C. municipal governments  
UBCM  
LMLGA  
Bowinn Ma, MLA for North Vancouver-Lonsdale  
Ralph Sultan, MLA for North Vancouver-Capilano  
Jane Thornthwaite, MLA for North Vancouver-Seymour  
Jordan Sturdy, MLA for West Vancouver-Sea to Sky  
Terry Beech, MP for Burnaby North-Seymour  
Hon. Johnathan Wilkinson, MP for North Vancouver  
Patrick Weiler, MP for West Vancouver-Sunshine Coast-Sea to Sky Country



**From:** Wayne  
**To:** Mark Tatchell  
**Subject:** Re: Golden Opportunities with huge potential  
**Date:** May 4, 2020 11:52:10 AM

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Mark,

No i'm not looking for any investment from Tahsis unless the town itself wants it. Like every other community the government is the one the controls the number of active cannabis businesses their are in their community. So yes while the BC government is required to license the dispensary it first has to be licensed by the local civil community government IE the town council. You are also the conduit to the town itself and if people want to get involved then some deal needs to be worked by all parties involved. To be honest and Blunt Mark, lots of communities want what i have and are willing to work with me. What i want is exclusive all things cannabis. The town will not allow other cannabis related business to open if they are in competition with me. So that's why I have said everyone that wants in, needs to be seated at the table so deals all around can be worked out. You do realize that the competition will try and get into the town with the intention of running us into the ground. There are some that don't really want the competition and will make all sorts of promises about how they are there to bring fair markets but in reality will just price us out even if it costs them millions and millions. Those in the industry know the value their companies hold and everyone in the industry knows i am the best. So my biggest fear to success isn't anything that i'd do but what others will do in pursuit of the wealth our industry brings without the proper knowledge of this industry. I have 30 solid years as i've said. When we have a deal between yourself, council, and town then i will bring my investors through and you all can meet them. The only one that matters to you in this deal is me.

Wayne

On Sat, May 2, 2020 at 10:18 AM Mark Tatchell <[MTatchell@villageoftahsis.com](mailto:MTatchell@villageoftahsis.com)> wrote:

Wayne,

Thanks for returning my call. Here are my initial questions and some information which may assist you.

- Are you seeking a financial or in-kind commitment from the Village of Tahsis? More specifically, are you asking the Village to be an investor under the terms described in your document? It would be helpful to know exactly what it is you are asking of Council.
- The Province has the authority to issue cannabis retail store licences and cannabis marketing licences. How do you see the Village, as local government, restricting the Province from issuing licences to other applicants from Tahsis?
- The *Community Charter* (s. 25) prohibits municipal councils from providing any form of assistance to businesses (except with respect to types of heritage conservation). How do you see your request for "exclusive contracts" in the context of this statutory prohibition?

- Are you aware of other local governments which have become partners or investors in cannabis retail or marketing businesses?
- Could you elaborate on the terms and conditions of the exclusive contracts you mention in your email?
- Who are your current investors?
- If you are seeking the Village as an investor, do you have a prospectus for review by our lawyers and accountants?
- For your information, the former United Church property was sold at tax sale last year to a private individual. Western Forest Products Inc. owns the former hemlock mill site and the and former cedar mill site. I can provide you with the contact information for WFP's Director of Real Estate if you are interested in buying or leasing either mill property.
- Also for your information, the zoning bylaw amendment which governing zoning for cannabis retail stores is at the link below. The zoning map is on the Village website, as is this bylaw.

<http://villageoftahsis.com/wp-content/uploads/2018/07/ZONING-AMENDMENT-BYLAW-NO.-607-2018.pdf>

Thanks again Wayne. Look forward to your responses which will be shared with Council at an open meeting.

Mark

Mark Tatchell

Chief Administrative Officer/EOC Director

Village of Tahsis

(250)934-6344 (office)

(778)966-1012 (mobile)

*We acknowledge and respect that we are on the territory of the Mowachaht/Muchalaht First Nation*

**From:** Wayne <[wayne.pirson@gmail.com](mailto:wayne.pirson@gmail.com)>  
**Sent:** Friday, May 1, 2020 2:45 AM  
**To:** Martin Davis <[iskarst22@gmail.com](mailto:iskarst22@gmail.com)>  
**Cc:** Mark Tatchell <[MTatchell@villageoftahsis.com](mailto:MTatchell@villageoftahsis.com)>; Sarah Fowler <[SFowler@villageoftahsis.com](mailto:SFowler@villageoftahsis.com)>; Mayor Davis <[Mayor@villageoftahsis.com](mailto:Mayor@villageoftahsis.com)>; Lynda Llewellyn <[Lynda@villageoftahsis.com](mailto:Lynda@villageoftahsis.com)>; Bill Elder <[BElder@villageoftahsis.com](mailto:BElder@villageoftahsis.com)>; Cheryl Northcott <[northcott.council@gmail.com](mailto:northcott.council@gmail.com)>  
**Subject:** Re: Golden Opportunities with huge potential

Martin, Sara, and Council,

Thanks for your quick responses. First to Sara, it was more an accident. I just wrote to the cards I was given when I last visited Tahsis looking things over. It looks to have been corrected and there wasn't anything in that first email that really I don't speak about willingly and if I'm granted exclusive rights then it won't matter going forward. Now I can address Martin and the council as a whole as to what my group is looking for more specifically.

We're looking for a place to host multiple Micro/Craft Cannabis Licenses. Yes, as a collective we are looking to have the only local dispensary and lounge, not only from a competition standpoint but also in order to uphold the quality we would like to showcase. With the size of the town and seasonal operations I don't believe the town will need more than one dispensary. Furthermore, we are looking for exclusive contracts across the board with the town when it comes to anything Cannabis related in a business sense. I'm hoping to start with between 10-20 licences and proposed to the government for additional funds in our quest to revitalize a small town in BC. Along with this there will be expectations to expand into other cannabis related industries from plant waste product use, to clothing manufacturing, the potential energy in the form of bio-fuel, and perhaps bottling drinks and food production as well. All craft licenses will be operating through a shared management service. We are discussing investments in the millions and so I hope you could appreciate our need to protect our investments and our investors, hence the exclusive proposal. Since this is an ever growing and evolving industry and we are looking to also be holding weekly events all summer long and will want space for that as well.

I understand as things progress, some may want to get in this industry on their own, but in order for my ideas and plans to succeed in your town the only way to compete in the main cannabis industry is through my micro craft licenses as there will be quality and standards in place and we will need to uphold the standards since we be dealing with the governments. This will ensure the investors will stay in this town

for years to come. If people have the interest in getting in on the production side of things we could certainly have a discussion should they wish to invest for their own micro craft license; however, with an exclusive contract I would like the autonomy to make decisions of what I feel would be good for my group. With that, even though I may not be able to accommodate everyone who might be interested in the cannabis side of things, I am hoping to make other areas thrive in your town such as bringing in tourism to help boost local businesses (restaurants, hotels, retail stores). I would very much like the town and I to have a mutually beneficial relationship whereby I will help the local economy thrive and having you support and protect my investments. Let's not compete with each other in any way but to work strongly together in having a thriving industry like the saw mill days.

One stipulation I would request is that everyone must agree to stay away from the grey and black markets. I am looking to run a legal business and as mentioned I have written to our governments for possible further support. All business dealings will be legitimate and as mentioned I am looking to produce certain quality products. For those who wish to grow for their own personal use, that is perfectly fine and I am in support of that, but when it comes to retail or the business side of things I would expect the town to work with me in maintaining a legal market. In order to continue to draw a market, we need to maintain the standards of products hence we do not wish for grey/black market products to hit our customers especially when we are looking to hold events.

So again let me reiterate that if people want to invest in the cannabis industry then the craft license is your only real option for long term viability. For anyone with a serious interest and have the income to invest I have included a proposal that I send to my investors. Otherwise, in order to have a stable economy and for investors to feel welcome and their millions of dollars protected we will need to have the above agreed upon and enforced.

I'm the gentlemen with 30 years of experience and I've worked as a medical grower for the government so I'm am considered an expert. I think your town works well because it used to support an industrial industry and has some of the infrastructure still in place. Its remote yet accessible location provides operational security. The lower cost for certain things is also an attractive reason (the ongoing rumour was the mill owners were trying to offload the old mill property for \$1!). The final piece is I used to live there and my father worked and lived there for decades before he passed a few years ago. I'd like to do this in honour of my dad since he loved Tahsis so much. For myself, ideally I'd like to have the old spot where the burnt down church was as my office and the old mill property for my facilities. Now baring the fact I like Tahsis, this will only work for my investors if the first 3 points remain in effect. We are willing to bring investment and prosperity and I certainly want to keep the town as a resort haven in the summer, but perhaps with a little boost in recognition.

So perhaps some might say our expectations are high but we know we bring prosperity that hasn't been seen since the height of the forest industry. This is a relatively new industry still and I believe there is a lot of room to grow and a large market to capture especially when we have seen other large producers pull back. I am looking for that one secure town that I am familiar with, that will have their trust and full support and hoping you will consider this opportunity to work together. Does this sound like something you would want to continue to discuss?

Thanks for your time so far,

Wayne Pirson

778-885-6443

On Thu, Apr 30, 2020 at 12:11 PM martin davis <[iskarst22@gmail.com](mailto:iskarst22@gmail.com)> wrote:

Hi Wayne,

Thanks for your email. We are always interested in investment opportunities in our community and would welcome further dialogue on this. I am assuming from your email that you are looking for a potential growing site with a retail component? We have talked about this as a possibility for this town for many years. There are currently no licensed operations in our village.

Regards

Martin Davis

Mayor of Tahsis

778-746-1157

On Wednesday, April 29, 2020, Wayne <[wayne.pirson@gmail.com](mailto:wayne.pirson@gmail.com)> wrote:

Gentleman and Ladies,

I hope all of you are safe and sound during this time of crisis. Things have been crazy but with that brings opportunity. I represent a group of cannabis growers and investors that sees the potential in your small town to be home to our craft licenses. We want to keep your town a resort town but with an added small

industry. We want to keep it "the resort town" so it holds value for group because we wish to host events in a resort like setting.

Because of the fact this truly is a brand new industry at a delicate stage we need some exclusive contracts for dispensaries, micro/craft licenses and our other cannabis related industries. This isn't the time and place in this new venture to have that kind of local ongoing competition that undercuts the value we are bringing. We need to protect the industry and the prosperity it will bring.

I spent a few years there back in the early 90's as a high school student. I was through last year talking about this potential with some of the locals as i could. I would like to continue this dialogue and open further discussions. I look forward to hearing from you all.

Thanks for your time and energy

Wayne Pirson

--

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# **The Goose That Lays the Golden Eggs**

## **The Canadian Cannabis Craft/Micro License**

Vancouver BC

2020

### **Executive Summary of “The Goose”**

“Your Goose Name Here”

The Cannabis Craft license is your best opportunity since the Yukon gold rush of 1896-99. This is an unprecedented time within a new industry to get in at the beginning and create the wealth to establish you and your family's financial freedom. I absolutely believe there are applications in both the medical and recreational markets. I plan to focus on the recreational markets in this proposal at this time, but you will soon realize there are endless potentials and further expansion opportunities.

### **Ownership**

As a small business, the plan is for each investor to own their own craft license. The Management Services Company will provide the assistance to you under 2 options: 1) turn key up to 18 months 2) full management services up to 5 years. I believe that by then your brand and company will be well established to run on its own; However, if you wish to continue with the management services, I will be happy to oblige. This will enable you to start maximizing the potentials and profits of a craft license.

### **Initial Goals and Objectives**

Since this is a new industry the likes of which hasn't been since the internet was created, we are looking at the next 5 – 10 years for brand extension and launch of multiple craft licenses in order to be a collective group with like minded people with common goals. The next few years could give us a head start against true competitors if we take the opportunity now.

The first 3 years will focus on facility building, branding and products developing, testing and refining and ironing details. The goal is to work on getting investors in craft licenses and starting and moving in the right direction as a strong solid group yet operating separate licenses and as separate owners. Within this time frame should allow the investors to make their initial investments return.

Year 4 and 5 we will focus on finalizing sales details, obtaining contracts, and brand marketing plans. I hope everyone stays on board thereafter for all the good things to come. If you wish to depart with the services provided by The Management Services Company then year 6 we will help you transition off with hiring your own staff and other areas of need with the agreement you won't pursue our existing management company's staff and resources. Formal contract and agreement will be in place outlining all details and responsibilities.

## The Product and Target Markets

The Cannabis plant is the best product since the inception of the internet. It is one of the few things in this world that sells itself and is 100% natural with medicinal benefits. It has a whole host of applications in both recreational and medical sectors. There is a large market share to obtain since we are only in the infancy of legalization. Most products in the industry is not up to par or what we would consider quality and yet others choose to use harsh chemicals. With a clean grow system and eliminating harsh chemicals we would like to cater to the top 20% of the market deemed the connoisseurs. Once we capture this target market share we don't plan on losing it, in fact like the craft beer industry it's been proven consumers demand the variety, the quality and the exclusivity of specialized products.

## The Pricing Strategy

Our pricing strategy for the products, for the first 5 years is about keeping it simple. With a quality product better than what is out in the market and offering an introductory pricing of \$8-\$10 per gram retail we hope to compete with the current market pricing from the onset. We want to establish a foothold in the industry and create a strong demand for your unique products. There is an expectation that each license may take about 2-3 years to be running at full production; However, once reached we are expecting a 600kg a year yield per license allowance. I am projecting a conservative \$1,500,000 wholesale pricing revenue per grow licence and \$3,000,000 retail pricing revenue with a sales license.

Once demand is up and our branding is recognized in the marketplace then in years 4 and 5 we are looking to increase the retail pricing upwards of \$15 per gram. Expectations are that we will have an average of \$12-\$14 per gram easily. The Management Service Company will charge 22.5% commission on the retail price from year 4 and onward.

## The Competitors

Competition in the market is low at this time in terms of Cannabis Craft Licenses and especially with a plan of a collective group operating as one. The licensed producers of Canada/USA for the most part are playing the stock markets and not developing their industry as they should be. They have been promising high quality products to the clients, but telling investors they can do it for bargain prices and we understand that model cannot be sustainable on a long term basis. In recent news we have even heard of massive layoffs as well as licensed producers shutting down large facilities in BC. With possibility of shortage of products, this will be a great time to enter the market and serve that demand.

Other semi craft license growers I have talked with or gathered information on wants to operate in the medical side yet continue to sell in grey market thus limiting the legitimacy of this industry to its full potential. These factors will ensure that we are successful if we have the right plans and goals in place and willing to showcase the industry in a legal, professional and beneficial way, both for our government and society as a whole.

## The Capital Investments

This opportunity cannot be a better return on your investment as we know the product is highly sought after and not enough supply to feed the demand. This new market is prepped for the right group to take charge and lead it into the future. We can all gain great economic stride together. The proposed



investment I am seeking is \$1,500,000 in a full capacity Micro License package and that will provide you a turn key company ready for production on a full scale basis.

There are 2 options.

- 1) Signing an agreement whereby at the end of the construction or obtainment of your facility (up to about 18 months) you will have your turn key facility. During this length of time aside from your facility, we will also install all equipment and obtain stock, to show you how the equipment works (without impeding on proprietary information), to grow the first crop and to do test runs and submitting to Health Canada for product approval. If you wish to run the business on your at this time, we will turn it over to you. Should you wish for added services like the assistance to hiring your own staff, or recommending suppliers, etc. we could have further discussions.
- 2) Signing a 5 year management agreement which includes the above, but also adding strains development, brand development, marketing, financial book keeping, security, sales structure, web designing and other logistics.

I would strongly recommend option 2 because if we could run a group of licensed production together, that would be the most cost effective and efficient, while maximizing gain. Either way I know you can and will earn your financial freedom. We could discuss other pricing models if the \$1,500,000 is not viable at this time, but of course the more capital we could work with the better.

Investment schedule is as follows:

5% on agreement

50% when we break ground for a new build or when facility is obtained (depending on location)

25% when we plant the first crops

Final 20% after the first successful crop is produced

## **The Devil is in the Details**

### **Your In Depth Proposal**

**“So have you chosen your Goose's name yet?”**

This really is an opportunity of a lifetime. This one investment is your chance for complete financial independence for your family generations to come. “The goose that lays the golden eggs” has never been more true. If we get in now, we could create a brand and capture the 20% market share while creating a loyalty following in the cannabis industry much like Kleenex for tissues or Coca Cola for the soda industry. Lots of people will quote the Canadian government statement of a \$200 Billion dollar a year industry and me saying that I want to capture 20% is practically absurd for many. That equates to \$40 billion a year; However, I am quite confident that if we make the right decisions now then it is very attainable.

This is absolutely a brand new business sector that we are expanding into which gives us the chance to write the rules on how the recreational market will expand. We will get to be a large driving force within Canada. Our companies will be profitable and generate large number of jobs and stimulate Canada's economic growth. It can be an infinite renewable resource of the future for our country with many areas of expansion. Although the industry is new from a legal perspective, but as you know the process has been done for decades, so much so that we could pretty much follow a wash, rinse, repeat process. We know what it costs, what we'll build and what we'll get out of it. We know the market price for the quality and who our clientele is. All we need are great products to fill the demand and there is a huge demand out there.

Some of the future opportunities will be discussed further in the proposal, but for examples think sustainable textile, fertilizers, pharmaceutical or the possibility of creating bio fuel. There are many possibilities that we could explore and we are only on the tip of the iceberg. This product will see itself in both the recreational and medical industries beyond the current alternative medical use. For the time being we will concentrate on the connoisseurs within the recreational markets. This will ensure we get our foot in the door and generate the revenue we need within 5 years.

### **The Products (Dried Flowers and Extractions)**

The main product we want to concentrate on is the dried cannabis flower. This will be the main revenue stream for the licenses. Each license is allowed to produce up to 600kg of the cannabis flowers. For best results your license will need to have a variety of different strains that become your signature strains. A common consensus at the moment is about 3-4 of each type: sativa, indica, and hybrids families. Since there are hundreds of strains with more being developed all the time, there may be issues of intellectual properties in the future, so we would want to establish a library of strains for record keeping.

Through the harvesting process there will be large amounts of waste materials. The waste is actually valuable as well. We can extract further materials from this waste to manufacture other products such as edibles and as mentioned perhaps fabric. There are several ways of extraction and my preferred is through carbon dioxide method. Since this is what we breath out then there is little health risk because it's a natural gas. I expect each craft license owner will use their own mix of extraction method(s) to

manufacture their own products in a unique manner. What I'm telling all my investors is that we're looking to be the Coca Cola brand where it's instantly recognizable and you always expect the same great taste and quality no matter where you go in the world.

## The Marketing Plan

In order to capture a majority of the market, we are looking at hundreds if not thousands of licenses and this is virtually unachievable. There are too many companies and individuals who only care about quantity and not quality and playing on the lower tiers. Our target market is the connoisseurs that represent the top 20% of consumers, the ones who could distinguish between the fine wines from the \$10 bottles. We want to move away from only being associated with "potheads" or a stereotype of the kinds of consumers. Why can't the elite enjoy cannabis like a Gurkha cigar? In order to do that we would like to have your products out to as many avenues as we could to advertise your name as a great and quality brand. We will not mass produce to ensure that demand is always stronger than supply in order to keep the exclusivity.

One of our greatest marketing advantages is that we are going to launch all of our products from lower mainland, BC. BC is well known in the cannabis industry for having some of the best products in the world. In fact, a true story told to me where someone visiting Scotland was offered cannabis and advised it was the best that they have ever obtained and it turned out to be a BC product and this was 25 years ago before decades of further modification and alteration. Still, there is more room to improve. This reputation is advantageous while we build up the markets in both Quebec and Ontario. Both these markets would generate nice revenue streams for all the craft licenses. I have been developing all the inroads for both these markets already. Quebec is much like BC in that it has a provincial wholesaler. This will allow our brand names to be easily recognizable to large numbers. We will use the open market that is in Ontario to focus more on our brand in building our exclusiveness. By utilizing both these avenues in conjunction to the BC market will allow us to drive our brand awareness across Canada.

I personally have 30 years experience in this industry. I have made a large number of connections from my work in this industry already as a government recognized grower. I also have a patented extraction machine that is perfect for our craft license applications.

I would like to have my own craft license also and know that the team required to run the business will need to be highly specialized. At the same time because the grow process is on cycle basis, staff members may have a long down period. In order to utilize the resource to full capacity and promote cost efficiency, the most economical way is to use the same crew for several owners, hence my original promotion of a collective group of licensed owners. I hope this could be arranged through The Management Services Company which the details are in my other proposal.

We have a simple strategy when it comes to pricing. The BC provincial website has retail prices ranging from \$7-\$14 a gram. I have inspected their products and I know from experience we could produce much better quality products. The more crafts we can gather as a group the bigger the impact we can have on the market place because we could offer an array of products. This is why the target retail price of \$8-\$10 as an introductory pricing method during the first 2-3 years to saturate the market and getting name recognition while we fine tune our products, then increasing upwards to \$15 per gram with the average acceptable \$12-\$14 range is highly attainable. Depending on how unique and what strains we could yield, we may even create \$30 a gram products and beyond.

I believe that our best advertising advantage will be our numbers and variety of strains. The more craft licenses we have working together the larger the market share as a group we will be able to penetrate. There will also be many industry events we could and should attend. We could look at sponsoring some or even holding our own. The Management Services Company will have a great marketing team just for these launches, again more details are in the other proposal.

## Competitor Analysis

The first comments and/or questions are always about the large licensed commercial producers/ and my response is always the same, that the large production facilities are too busy playing the stock market and have committed themselves to a situation that is unattainable. Some have over promised by saying they can produce high quality cannabis at large scale for very competitive prices. This is a very much a paradox. The success rate of these companies are often low as demonstrated by news articles of mass layoffs and even closing down of facilities within the short period of time they have entered the scene. Since these producers are producing at a mass and trying to capture as much of the market as they could (catering to the general masses) then we are going to capture the top 20%. Our plan is to produce smaller batches, in a reliable manner, higher quality products using clean systems. This will also be well received as people are more conscious on environmental responsibility and going natural. In the end, licensed producers are tasked with different goals and therefore unlikely to be a direct competitors with us.

After the discussion on licensed producers, naturally the next thought will be other craft licenses. After travelling across country, the number of craft licensed producers are just not there to meet the demand. Some are still using harsh chemicals, some are focusing on medical production and hoping to avoid certain requirements, some are hoping to run their business toeing the line of staying in the grey market, some are not wanting to work with our governments and yet others are simply producing products that are of lesser quality. We want to be among the small elite group at the onset that do the right thing. A group who will work with our governments, abide by the regulations that are set, produce the right products using the right methods and while working with our communities to promote "Safe Use". I believe with their current practice of business to date, will only delay themselves from our markets for years to come.

Perhaps there could be some international competition in the near future. With the current state of affairs across our border and cannabis is still illegal federally I don't believe many growers and their products will make their way to Canada. Europe and Australia in my opinion are just as far behind. Even if they produce, they will mostly concentrate on their local markets. Perhaps we may have the opportunity to sell globally as we are well ahead and already established as an international products leader.

After consideration of all these angles and my last two years out in the pre-legal recreational market studying the competition, it's an easy analysis and conclusion at this time we just don't have the fierce competition as one would assume. In fact, we should welcome some competition as there is always room to improve. As the late Steve Job quoted *"Innovation distinguishes between a leader and a follower."* Without competition we may stay complacent. That said, we will not stay the course, but will work on strategies to anticipate the explosion in this industry when these competitors start to become a threat to our market share. The next 5 years will definitely be an interesting time as more countries look to legalize this industry while others put further restrictions. What we do know is that

Canada is open and there is a large demand for this product and we are at the beginning of a great journey. I truly believe the cannabis industry could be our next big natural resource.

## Operations

When it comes to the operation side of things, I would like The Management Services Company to work along side you to handle all aspects of your business, from strains development to final packaging (but with your input and involvement of course), except some aspects may be proprietary and cannot be shared. We will share an amazing team between your business and other craft licensed producers to maximize cost and efficiency, from start to finish. Not only is sharing personnel cost effective, but also some spaces, equipment, utilities, ideas and information could be valuable. Of course agreements and formal contracts will be in place for each licensed owner to make sure all checks and balances are in place, that everyone is comfortable with the arrangements as well as security in place to protect privacy.

The daily operations for most days are fairly straight forward. Other than the planting, harvesting and processing stages which are more labour intensive, the growing stage require fewer people monitoring and just making sure the plants are healthy and happy. During these times are where we could maximize resources by planting on a rational basis. All other logistics could be discussed and finalized.

The process breaks down as follows:

1. Creating your nurseries “babies”. This could be through seeds, cloning, and/or pheno-typing. Growth is typically 2 weeks and this isn't a labour intensive phase.
2. Planting phase usually takes a few days and it's the movement of babies to the grow rooms. This phase is only moderately labour intensive.
3. Growth phase is between 8-12 weeks depending on various strains and is the least labour intensive of all the phases.
4. Harvest phase takes place over 1-2 weeks and is very labour intensive. This is the stage where the plants are all cut down and properly dried.
5. Drying phase is about 21 days and is also low physical intensive phase.
6. Trimming phase is where we clean up the cannabis flower for sale. This is a very labour intensive phase as well and you want it done within the first week so you can get the cannabis in the cure phase as fast as possible.
7. Cure phase could typically take 1 month to 1 year depending on strains, conditions and techniques.
8. At this final stage we prepare our final product for sale and shipping.

As you can see the labour intensity levels increase and decrease during the stages of the planting cycles, hence the stress on one of the ways to maximizing resources. Should the time come where you prefer to terminate the contract with The Management Services Company and operate on your own we will make sure you will be well taken care of to ensure a smooth transition period including hiring competent and well trained staff (5 year agreement option). I do however, suspect The Management Services Company will be of your service for years to come.

The staffing breaks down as follows:

1. Management Team : Managers, Marketers, Human Resources, Security, R&D, IT and Finance

2. The Grow Room : Master Grower, Assistant Growers & Planters, Harvesters and Trimmers
3. Environmental Services : Air, Water, and Power. These systems each require their own staff
4. Sales Group: These will be our account managers out in the field generating customers and showcasing our products
5. Transportation: We will want our own secure transportation to move our products
6. Other Personnel: Secretary, website designer, quality control tester, janitor, etc.

As The Management Services Company will be set up as wholesaler to obtain equipment and supplies, this will ensure we get the best pricing on a variety of supply needs, thus providing further cost savings and higher revenue retention. When we streamline the flow and have all process up and running, we could explore designing our own custom equipment and foods for the plants. Our expansion is only limited by our imagination.

## Capital Requirements

So, do you want to get your goose? In order to build a facility that could produce the full capacity of 600kg yield per year that is permitted on the Canada Micro/Craft License the cost is roughly \$2,000-\$2,500 per kg of production investment for the first year. This translates to about \$1,500,000 and is your most cost-effective and revenue maximizing option. The offer is a complete turn key business up and running for \$1,500,000. The Management Services Company could also build your business over a 5 year plan as another option. I have strong commitment to return on your investment in 3 years time and start earning profits from year 4 and onward with a solid brand by year 5.

If the above investment doesn't suit you at this time we could have other smaller production options. For example, an investment of \$600,000 will generate about 200-250kg yield per year in production of dried cannabis. This will work out to be about \$400,000-\$500,000 in profits (starting year 4) and a potential to easily reach \$1,000,000 after 10 years and thereafter. If The Management Services Company is able to find other investors we could have a top up option to maximize under-funded licenses to the full 600kg yield capacity. For everyone's ease and protection the investment will be managed by The Management Services Company. Each license owner will be individually negotiated as there are many factors that will come into play.

Of course there are costs for each license that are fixed and we can't change. The licensing package that we will need to obtain from the government will run upwards of \$50,000 per license, no matter the size of your crop. The facility size required will have to have a minimum square footage to house everything. By joining a group of like minded individuals and sharing resources we could bring some of these costs down.

Breakdown of Investment as follows:

Year 1

- 5% down payment on signing
- 50% when we break ground on the facilities or obtain a facility (depending on location)
- 25% when we plant the first crops
- Final 20% after the first successful crop is produced

Years 2-3 are focused on your return on investment. Further income generated will be reinvested back towards building the infrastructure and fine tuning all the systems in place. Years 4-5 will be

concentrated on real profits and finalizing your brands to make it as recognizable as possible.

## S.W.O.T Analysis Of the Canadian Cannabis Craft/Micro Industry

### Strengths

1. The Cannabis craft business will be as close to recession proof as you could want in an industry. Even in the current pandemic, people consider this industry an essential service and many fight for the stores to stay open.
2. Is a business where you could also do home deliveries or online sales.
3. Locally produced therefore Canadian made products.
4. The craft/micro license is a large number of small businesses across Canada, creating prosperity, jobs and wealth for Canada.
5. The cannabis plant is multi-functional and with some research and development even the “waste” material could become profit making products. There could be large number of spin-off businesses.
6. The cannabis plant is 100% a natural product.
7. Absolutely the cannabis plant has medicinal benefits and maybe beyond the current known use. As it is a natural product it has fewer side affects than even some modern medicines. For many this option may even be more affordable than some kinds of medications. Certainly cancer patients have attested to the help cannabis has provided whether it was to ease the pain or help gain appetite in order to strengthen the body to fight the disease. However, “Safe Use” will be our foremost concern.

### Opportunities

1. There will be plenty of opportunities in making other cannabis related products than just for smoking. Some of this will just be the infusion of things we already have on our shelves like drinks, candies, various finished/processed foods (honey, peanut butter, chocolates).
2. Restaurants are experimenting in incorporating cannabis ingredients with fine dining cuisines.
3. We could branch into tourism by providing an experience for travellers who want to enjoy a great BC product.
4. As mentioned under strengths it currently has medicinal benefits already, but there could be many more health benefits that are unknown.
5. The hemp plant is already known for a good material to make ropes and clothing, but it has room to grow to become a common fabric that is sustainable.
6. We may even study the plant for bio-fuel, clean energy or alternative energy.
7. Left over products could be studied further to utilize as fertilizer.
8. We could dream big and turn custom hydroponic systems into growing foods on the moon, Mars and in space. There are endless opportunities to discover the potentials of this plant.
9. Even though cannabis has been around for decades if not centuries, the use has only been legalized for over 1 year, but many owners are still fighting the changes in order to make this a clean and well respected industry and some simply just don't want to follow the rules. If we could get in now, we will be able to write the rules of our industry (so to speak) by working with all levels of the government and different sectors. We could also discuss with non-profit associations and hopefully we could work together as one voice under one roof and turn this

industry around.

10. As we have seen other natural resource sectors struggle over the last few decades whether due to lack of supply, foreign interference, or environment concerns, this could become Canada's next major natural resource sector and is not restricted to one location or one province.

### Threats and Weaknesses

1. New industry, but we can turn this around and make it a strength by developing it right and making sure the public and the country see the value this plant and this industry could bring.
2. There is a lot of bad misinformation out there in our industry that needs to be corrected. Many are old when it was widely used in the black market. The ones in control at that time wanted to sell their products at any cost even if it were bad products, for example "It's not a toke if you don't choke" was widely used to hide bad cannabis.
3. The industry is still largely running in a grey market and needs to clean up itself and self regulate with better standards. We will separate ourselves from the rest of the market with the promotion of clean production and "Safe Use".
4. The stigma in society of cannabis use, the "pothead", "dopiness", "hooligans", are all negative connotations, but much like smoking a cigar, or drinking that 20 year old scotch we could elevate the perception by doing the right things like growing using clean methods, being responsible and not advertising to minors or enticing them in any way, working with gov't to make sure we meet all the standards and even working with advocacy groups like MADD or addiction centres and schools to promote "Safe Use".
5. Although I mentioned general licensed producers are not within the market share we want to capture, but nonetheless they are producing the same products and marketing to the same consumers and they do have very large capital especially being publically traded and already having agreements with Canada. But like many craft beer producers who are able to not only survive in local markets, but often thrive to the point where their products are demanded from across the country because people want the unique flavours, they want the specialized products and never before has locally owned, craft market products, and supporting that small business been so popular and sought after.
6. The recent news of large licensed producers laying off staff and vacating large facilities may cause a backlash from public's view on the industry, but since we are looking to operate differently hopefully we could turn this around and strengthen this industry. We are in for the long term.