



## Draft Recommendations and Export Policy

Pricing and Export Policy Review (PEPR) Advisory Committee

January 2026

The BC Turkey Marketing Board (BCTMB) established an [Advisory Committee](#) in September 2025 to provide it with advice and recommendations on the BC Live Price Model and BCTMB's Export Credit Policy.

The Committee met four times in 2025. It conducted industry consultation on the Export Policy through an online survey, which was open from November 11 to November 28, 2025. Eleven (11) registered growers responded to the survey. Based on their comments and discussions at Committee meetings, a set of recommendations for BCTMB have been drafted along with a new Export Policy.

The Committee requests that all registered BC turkey growers and processors review the recommendations, with their accompanying rationales (below) and the draft policy. Comments and feedback are to be sent to [exec.director@bcturkey.com](mailto:exec.director@bcturkey.com) by February 3, 2026. After reviewing any comments received, the Committee will then finalize their recommendations on the Export Policy for the BCTMB's consideration.

Note: the Committee is continuing its work reviewing the BC Live Price Model and has been granted an extension to February 28, 2026 to ensure this can be completed.

### Draft Recommendations on BC's Export Policy

Recommendation 1: That BCTMB adopt a lease rate for growers to pay in exchange for export credits.

- There is currently no lease rate in place for growers who utilize export credits. All other provinces with the processing capacity to produce for the export market charge a lease rate in the turkey industry. There is also a lease rate in the BC chicken industry.
- Processors have expressed that a payment for export credits moving forward is necessary due to the costs they incur to store and export by-products under Section 1 of the TFC Export Policy.
- It is important that Board policies encourage sustainable production levels for the BC turkey industry. Adding a lease rate will encourage processors to export turkey parts from BC and utilize the provincial allowance of 1.5M kg (live weight) of export credits each year.

Recommendation 2: That BCTMB is responsible for negotiating and setting a lease rate by the February preceding each quota year

- It is preferable that a consistent rate is in place for each grower that wants to produce above their base allocation using export credits. This rate will be published by the Board ahead of each quota year to ensure transparency.

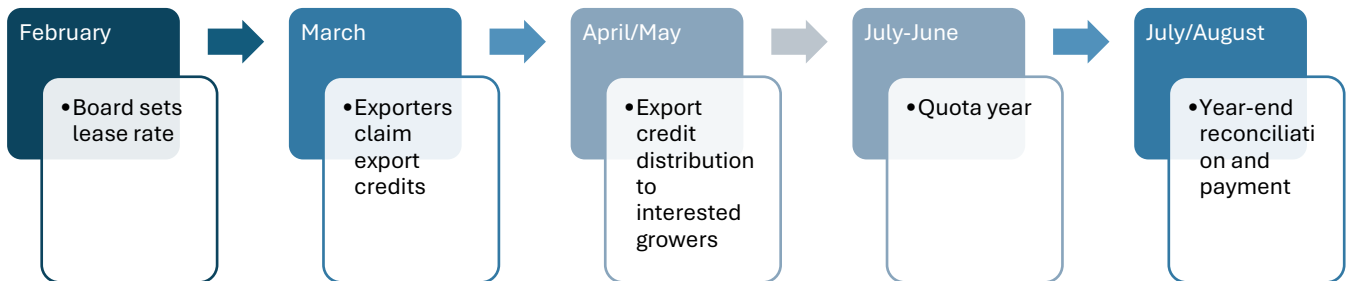
Recommendation 3: That lease payments are to be made directly from growers to processors following year-end reconciliation

- The Board is not involved in financial transactions between growers and processors on a regular basis, and so should not become involved in payments for export credits.
- Reconciliation will still be done between processors and the Board office to ensure fair and appropriate application of the Export Policy and lease rate.
- Year-end payments are preferred to ensure that growers who encounter losses due to disease or natural disasters do not pay for credits that they end up not using.

Recommendation 4: That credits be distributed pro rata to growers that ship to an exporting processor. If a grower decides not to grow for the export market, his/her share of the credits will be divided pro rata amongst the growers who are interested.

- Processors should remain responsible for determining their supply of hens and toms throughout the year based on their demands for the domestic and export markets.
- The Board should maintain equity and fairness by providing all growers who ship to an exporting processor the opportunity to access export credits.
- Credit usage should be maximized by allowing any unused credits to be redistributed amongst growers who are willing and able to take the extra production.

Proposed cycle for administering new Export Policy:



# BRITISH COLUMBIA TURKEY MARKETING BOARD

## EXPORT POLICY AND PROCEDURES

### 1. Introduction

The British Columbia Turkey Marketing Board (the Board) facilitates access to Conditional Allocation granted by Turkey Farmers of Canada (TFC) for exporters and growers to engage in production for export. This allows growers to produce additional quantities of turkey to replace product that has been exported outside Canada, helping to ensure that domestic demand can be filled by the allocation TFC sets each year.

This Policy has been developed by the Board pursuant to its authority derived from the [Natural Products Marketing \(BC\) Act](#) (NPMA) and in alignment with its [General Orders](#) and TFC's Export Policy.

### 2. Interpretation

Definitions from the Board's General Orders apply to this Policy and are to be taken into context with the following additional definitions:

**“Conditional Allocation”** means a quota allotment available to the Board for increased marketings of turkey in export trade;

**“Export Credits”** mean the amount of additional production, expressed in kilograms of eviscerated or live weight, that an exporter can market due to their engagement in export activities;

**“Export Regrow Quota”** means the quota issued by the Board to growers, expressed in kilograms of live weight, to fill requests from exporters within the Board's Conditional Allocation; and,

**“Export Lease Rate”** means the amount of money paid per kilogram of live weight for the usage of Export Regrow Quota from a grower to an exporter.

### 3. Objectives

Through this Policy, the Board intends to:

1. Maximize the Conditional Allocation made available to British Columbia (BC) each year through TFC's Export Policy;
2. Facilitate engagement in export opportunities using Export Credits for exporters and Export Regrow Quota for growers;
3. Provide a transparent and efficient procedure for allocating, distributing, and reporting on export production each year; and,
4. Outline the obligations of growers and exporters for reporting and paying the Export Lease Rate as applicable.

## 4. Eligibility

Exporters that hold a valid license from the Board are eligible to apply for Export Credits.

Growers that ship turkeys to a licensed exporter are eligible to receive Export Regrow Quota.

## 5. Availability of Conditional Allocation

TFC sets the maximum Conditional Allocation that can be earned in a year by each province under Section 1 of its Export Policy. As of the effective date of this Policy, BC's upper limit is 1,292,411 kg (eviscerated weight) per year. With an 82.7% conversion rate, this equates to 1,562,770 kg in live weight.

The Board allocates this amount between exporters based on the allocations made in previous years as follows:

Table 1: Export Credits per Exporter

| Exporter                              | Export Credits (evis) | Export Credits (live) |
|---------------------------------------|-----------------------|-----------------------|
| Sofina Foods Inc.                     | 952,153 kg            | 1,151,334 kg          |
| Superior Poultry Processors Ltd.      | 134,450 kg            | 162,576 kg            |
| Rosstown Farms and Natural Foods Ltd. | 83,736 kg             | 101,253 kg            |
| Other                                 | 122,073 kg            | 147,609 kg            |
| <b>Total</b>                          | <b>1,292,411 kg</b>   | <b>1,562,770 kg</b>   |

The amounts in Table 1 are valid for each quota year and shall remain fixed while this Policy is in effect. Exporters that do not utilise their share of Export Credits in a given year will remain eligible to participate in the Export Policy in subsequent years.

Export Credits are not transferable and cannot be carried forward between years.

## 6. Administrative Procedures

The process for administering the Export Policy each year is outlined in this section. The procedures are provided in chronological order.

### 6.1 Setting the Export Lease Rate

Each year, the Board sets the Export Lease Rate that growers pay to exporters for the use of Export Credits. This Export Lease Rate is intended to offset the carrying costs and transportation costs that exporters incur when they export turkey by-products under Section 1 of TFC's Export Policy.

The Board will set the rate by February 28 each year. It will consult with exporters before doing so but retains full authority to set the Export Lease Rate.

### 6.2 Declaring Export Credit Intentions

Exporters that wish to obtain Export Credits must notify the Board in writing of their desired amount for the upcoming quota year by March 31. They may request less or more than their share of the Export Credits in Table 1.

If there are Export Credits remaining after the initial declaration by exporters, the Board will make the remaining amount available to all exporters who have indicated a desire to utilize more than their Export Credit allocation. The Export Credits will then be divided between those who indicate their interest pro rata based on the shares of each exporter in Table 1.

### 6.3 Distributing Export Regrow Quota to Growers

Following receipt of the export intentions from each exporter, the Board will allocate Export Credits to eligible growers on a pro rata basis. This allocation is done using Export Regrow Quota, a Secondary Quota type as categorized in the Board's General Orders.

The Board will notify eligible growers of their option to utilize Export Regrow Quota along with the Export Lease Rate that has been set by April 30 each year. Growers have the option to refuse the Export Regrow Quota. They must notify the Board in writing of their refusal by May 15 each year.

If there is remaining Export Regrow Quota due to a grower's refusal, the Board will reallocate the remaining amount to the eligible growers. The final amount of Export Regrow Quota will be kept on file at the Board office and is available to the directly impacted exporter and grower at any time.

### 6.4 Paying the Export Lease Rate for Utilized Export Credits

Payments for the use of Export Credits are to be made directly from growers to exporters following year-end reconciliation.

Exporters are responsible for determining if an individual grower utilized Export Credits during the year. Each exporter must provide a full summary of growers and Export Credit usage to the Board by July 31.

The Board will review the summary to ensure it aligns with the reported production and export filings for the year. This step must be complete before the exporter invoices the grower.

If a grower has not filled their base allocation, they are not to be charged for Export Credits, even if the Export Regrow Quota generated from those credits was included in their program for the year. This applies to all growers and is particularly important for those that have flock losses due to disease or natural disasters.

## 7. Reporting Requirements

Exporters must complete all required forms and submit all required documentation to the Board within 35 days from the last day of the month in which exports took place.

## 8. Effective Date and Review

This Policy comes into effect on February 17, 2026. The first full quota year that this Policy will be utilized for is 2026/2027.

The Board may review and amended this Policy from time to time.