(Your Letterhead)

(MP or MLA  Name)

(Constituency Name)

via Email (Email address)

Dear\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_-

**RE:  Urgent - Needed Actions to Offset Effect of COVID-19 on the Nursery Sector**

As an employer in your constituency, you should be aware of the calamitous effect of COVID-19 on my business, affecting (# of employees) with loss of work and wages to support their families.  My nursery business usually generates (\_\_\_\_%) of my total annual revenue within the months of March through May, enabling my business to function and build inventory for the following spring.

The effect of COVID-19 pandemic on my business is cancelled orders resulting in a loss of revenue of over $\_\_\_\_\_\_\_\_\_\_\_\_\_\_, which is \_\_\_\_\_\_% of my total annual revenue.

The timing of COVID-19 could not come at a worse time for the nursery and garden sectors.

To prepare for the effect of this loss I have:

1.    Laid off \_\_\_\_\_\_\_ workers.

2.    Cancelled $\_\_\_\_\_\_\_\_\_\_ of product to build my business for next year.

Nursery plants are perishable and grown to be saleable at a specific time.  Significant amounts of stock will now need to be destroyed, or incur more inputs to make them saleable, further increasing my costs to build inventory for 2021.

In order for my business to survive, it is imperative that several changes take place, to enable workers to be hired to produce product for the 2021 year, and to ensure that my business has enough cash flow to support itself over the remaining 9 months of low revenues.

1. AgriStability:
   1. Raise the Interim Payments for AgriStability insurance from 50% to 85% immediately.  I will not be able to make payroll by \_\_\_\_\_\_\_\_(date) without this funding.
   2. Raise the cap on AgriStability payouts from $3M to $10M.  Larger growers are the biggest employers with largest operating costs.  Access to funding to maintain their workforce and ability to purchase inputs for 2021 is imperative.
   3. Raise the payout cap in AgriStability from 80% in BC and 70% in the rest of Canada to a minimum of 85% accross Canada for the 2020 and 2021 insurance years.
2. Advance Payment Program:
   1. The Advance Payment Program (APP) Stay of Defaults should be expanded to include Trees and Shrubs in the fall.
   2. All Stays of Default should be set aside and not affect the $1M cap just as was done in the past for Cattle and Pork disasters.
3. Farm Credit Corp (FCC)
   1. The FCC additional liquidity through the $500k loan program is a full disclosure loan requiring security.  This program of added liquidity to FCC should allow security to rise above 75% for each borrower and not be capped but reflect the needs of each farm with limited or no cashflow.

(Name of MP), this pandemic is affecting my business right now.  And if the crisis is longer than anticipated, my nursery is able to switch to food production within a short time period, if necessary, which makes it even more important that my production facility remains viable.

My workers follow the Public Health regulations regarding physical distancing, and Best Management Practices (BMP's) have been developed to ensure that Public Health Guidelines are followed, to protect my workers as well as the public.  These BMPS' are also being followed by allied industry members, including arborists, landscapers and retail nurseries, who are providing essential services to protect homes and support homegrown food supplies by the public.

This pandemic needs all of us to grow a strong network of business and people to contribute to mental and physical well-being through gardening for food security and to maintain a degree of happiness during confinement.

Please contact me at the number below to discuss this in more depth.  I look forward to hearing from you soon.

Yours truly

(Signature)

Name

Cel: Direct Email: