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RECEIVED

JUL 16 2018

Andrew Graham, Executive Director
Ontario Soil and Crop Improvement Association
1 Stone Rd. West, 1st Floor
Guelph, ON N1G 4Y2

July 12, 2018

Dear Mr. Graham,

Re: Formal resolutions from your annual conference

Thank you for your letter of April 10, outlining three formal resolutions for our consideration and comment. We appreciate the ongoing support and input we've received from the OSCIA as we work to ensure the relevancy of the programs we deliver.

As part of our business planning process, Agricorp's Board of Directors and senior management team review input from industry on a regular basis to prioritize requests for future program coverage. We prioritize requests in collaboration with OMAFRA, by considering the need and value to industry, resource requirements and capacity.

After meeting with commodity groups last year, we are now working to develop coverage options for pedigree seed and separate plum plans. Work is also underway to modernize our Production Insurance program delivery, an important initiative that will allow us to better serve Ontario farmers through faster processing, more convenient customer service, and faster rollout of new plans and coverage changes. This work will continue until March 2020, at which time we can start implementing the plan changes being designed now.

I have asked Debbie Brander, Manager of Product Management and Industry Relations, to follow up with you in the coming weeks to further evaluate these resolutions and discuss potential options to move forward. We can then determine where these initiatives might fit in our future plans.

Thank you again for your support in helping us improve our program coverage. We are committed to working with the OSCIA, OMAFRA and commodity groups to ensure our programs remain relevant and responsive to industry needs. Please contact Debbie Brander at 519-826-3616 or Debbie.Brande@agricorp.com if you have any further questions.

Sincerely,

Doug LaRose
CEO, Agricorp

- C. Mike Vlcek, Senior Director, Program Development, Agricorp
Debbie Brander, Manager, Product Management & Industry Relations, Agricorp
Heather Cassidy, Acting Director, Farm Finance Branch, OMAFRA