

**Economic Sustainability at the UBC Farm: exploring alternative crops, new partnerships,
and long-term plans**

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AGSC 450

April 8, 2005

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1.0 Abstract

The UBC Farm remains a vestige of invaluable local biodiversity in an increasingly urban setting. It is a unique venue for student-centered learning and locally grown organic produce, which continues to serve a thriving market garden. Considering the research and recommendations of previous assessments of the Farm, it is evident that effort must be made to increase its financial viability, while maintaining its principles and practices of socio-ecological sustainability, in order to ensure its permanence. After analyzing its current operations and surveying various schemes used at other North American university farms, we have developed several recommendations and strategies that take into account the different challenges that pertain to the UBC Farm. It is our view that the Farm needs to expand its cultivated area so as to increase direct sales to current clients (including Sage Bistro and other UBC outlets), expand into new markets (such as local restaurants), as well as develop a mixed-crop plan that would continue to serve the Market Garden and integrate higher-value, long-term crops for new markets. This is a unique vision for a university farm. However, its fulfillment is hindered by a lack of external funding and a relatively small land-base (the cultivatable area is limited to 8 ha, of which less than half is in use). Most importantly, the Farm falls within the UBC Official Community Plan's 'future housing reserve.' This means that it is at risk of development for residential housing. These specific challenges and conditions provided the impetus for our research, and they indicate the need for innovative projects to expand the operation of the farm and preserve its social integrity and economic viability.

2.0 Introduction and Problem Definition

The UBC South Campus Farm is a unique on-campus urban agro-ecosystem. It consists of 40 hectares of forest, brush and gardens (UBC Farm 2005). As a site of small-scale, diversified agriculture, the Farm is integral to the curricula of The Agricultural Sciences department and intrinsically linked to its concepts of land, food and community. It is an invaluable site of experiential learning where students are provided the opportunity to get first hand experience in sustainable agriculture and has hosted nearly thirty courses in forestry, botany, biology, ecology, and applied science (UBC Farm, 2005).

The primary function of the Farm is as an educational and research facility but it is also a multipurpose space. The forest-farm landscape increases the biodiversity of both plants and animals, and provides habitat for a wide range of species. It contributes green, aesthetically pleasing space for community enjoyment, and promotes environmental consciousness as well as respect for nature. Its provision of fresh, high quality, organically grown produce purchasable on site helps foster a closer relationship between producers and consumers. Overall, the Farm is important as a model for sustainable agricultural practices and serves to create a better understanding of local food systems.

That said, despite the farm's undeniable environmental, social and educational value, it also has prime real estate value estimated at four to ten million dollars an acre (Magee, 2003). Due to its high economic worth and ideal location, the farm is at risk of being developed for residential housing. Currently, it is part of the university's 'Future Housing Reserve' and although it would require an amendment to the Official Community Plan, it could be developed as soon as 2012 (UBC OCP, 2003).

A review of student research from the spring and summer of 2004 revealed findings and

recommendations that set the framework for our specific problem definition at the UBC Farm. Conversations with the UBC Farm Program Coordinator, Mark Bomford, and with the manager of Sage Bistro, John Flipse, added invaluable insight and helped refine the scope of our research question. Specifically, the central thesis for our assignment is to investigate ways which we can enhance the Farm's economic sustainability, thus helping to ensure its permanence, given that it may be lost to development in the near future.

3.0 Group Biases and Reflections on the UBCFSP Vision Statement

It is the view of our group that the farm's contribution to UBC as a research facility and education site far outweighs its monetary value. Few North American universities have on-campus farms and its development as anything other than an agricultural centre would be an irreparable loss. We feel it is important to preserve the farm as a model of sustainable agriculture, not only because of its integral significance to the AGSC faculty, but also because of an ethical obligation to future UBC students. We must emphasize our position that we do not feel the farm should be viewed through an economic paradigm and as the farm's primary purpose is for education and research, its goal should not be one of economic profit. However, we do recognize that if the UBC Farm is to be an accurate model of a sustainable, working agricultural site, it must embody the principles of economic as well as ecological and social sustainability. Enhancing its financial viability and creating a diversified revenue stream will help ensure the resilience of the farm to continue its current level of programming.

Given these group values, our impressions of the general UBCFSP guiding principles were predominantly positive. We highly value the protection of ecosystem diversity and integrity. Our group recognizes that the cultivation of strong local food systems is integral to

many of the goals of the UBC Farm. We are encouraged by ideas surrounding the local handling of wastes and think that the UBC Farm could be an excellent example of “closed-loop” nutrient management- especially if animals were re-introduced to it. We are excited by values that support a socially conscious, community-focused food system and concur that the enjoyment of food is a key tenet of the UBCFSP. (Rojas, personal communication, January 26, 2005).

However, there are two areas in the Vision Statement that we would like to add to or change. First, we agree that education is critical to the success of the UBCFSP but think it is important that education be made available to people, rather than imposed upon them. Universities are essential instigators of change, but they should also be forums for disagreement and debate – education should not change people’s thoughts or actions, but should provide people with the means to change themselves. Second, we find it difficult to reconcile the vision for “affordable food for all” with goals of economic viability. Food *should* be affordable for all, but it is also essential it not be undervalued. Conversely, we think that financial motives may contradict goals for building involved, equitable, healthy, local food communities. We views goals for economic viability with mixed feelings, similar to the views we have regarding the UBC Farm, as expressed above. We recognize that UBC may be viewed as a social microcosm (and therefore must demonstrate economic sustainability), but think that universities, as community leaders and centers of knowledge, should not be profitable. Rather, they should contribute to society by stimulating change and by exploring alternatives to the status quo.

4.0 Tasks

The Farm’s total yearly operating costs for education, research, food production and community outreach is approximately \$150,000 (Mark Bomford, personal communication,

March 10, 2005). Although the Farm as a whole can cover its costs, the market garden runs an annual deficit. It seems reasonable to attempt to earn roughly \$50,000 from the market garden (and related agricultural endeavors) for the food production element to break even (Mark Bomford, personal communication, March 10, 2005). In 2004, farm products incurred \$30,000 so we decided to investigate projects that could come closer to attaining the \$50,000 revenue goal.

Given constraints on capital and labour, we originally believed the best option for increasing revenue was not to cultivate more land for the expansion of current crop production, but instead to focus on producing specialty crops, which have higher profit margins. We later discovered that expansion of cultivated land is also necessary to raise revenues and decided on the following main tasks:

- 1) Consult with campus food providers to address potential levels of collaboration.
- 2) Analyze the Market Garden to determine the most profitable crops to be grown.
- 3) Explore ways to raise funds to acquire a tractor.
- 4) Research other university farms.
- 5) Explore Agroforestry and animal production opportunities at the farm.

5.0 Methodology

Research methods included an overview of past findings generated by AGSC 450 students; interviews with Mark Bomford (UBC Farm Coordinator) and John Filpse (Manager of Sage Bistro); an internet investigation of other university farm models; a review of literature on agro-forestry, free-range egg production, crop prices, crop requirements, specialty crops, etc; and an introductory survey of restaurants in the local communities adjacent to the UBC campus

(Appendix A). This survey was conducted to determine whether there is a market niche for specialty crops and support for the UBC Farm among local restaurants. Preliminary research into edible agroforestry crops was also included in the survey to complement the crop research. The food varieties included in the survey were chosen from a list of high-demand specialty items provided by Sage Bistro and were selected based on the crops' suitability to Vancouver's climate and the constraints of the UBC Farm soil. The North Carolina State University conducted a similar survey at the beginning of their Specialty Crops Program and found conclusive results to successfully launch their Specialty Crops Program (North Carolina State University, 2002).

6.0 Findings

6.1 Most current agricultural schemes at the Farm are socially valuable, but each individual project generates little income and involves only minimal interaction with the other components of the UBC Farm. In other words, each separate plot is its own satellite community – this has the potential for discouraging interaction, sharing, and a “systems” view.

Current projects at the UBC Farm include the Market Garden, the Musqueam Community Kitchen Garden, the Maya Demonstration Garden Project, and the Bee Project.

Produce from the UBC Farm is sold in the largest volume at the Saturday morning Market Garden held from May until October. Student gardeners sell over sixty types of fresh vegetables, fruits, berries, herbs, flowers, eggs, and honey. The majority of these products are grown using organic farming methods and many of the crop varieties are rare and reflective of our local agricultural heritage. The UBC Farm Market provides opportunity for customers and gardeners to directly interact and communicate (UBCFarm, 2005).

The Musqueam Community Kitchen Garden plot is managed by students and nutritionists from the Musqueam First Nation. The garden supplies produce that meets specific nutritional needs such as diets that are compatible with diabetes (UBC Farm, 2005).

Ancient agricultural techniques known to the Mayan culture are utilized in Maya Garden Project. The Garden is a place for sharing traditional knowledge, as well as for research and community outreach. It also supplies traditional medicinal and nutritional plants to the Maya Cultural Education Society and community (UBC Farm, 2005).

The UBC Farm also sells honey and beeswax produced by the UBC Farm Bee Project (UBC Farm, 2005).

6.2 Other university farms are larger, operate in multiple locations, and are actively involved in research. As a result, they have a greater capacity for securing funding from government and the private sector.

Group 9 from the spring of 2004 researched other university farm operations as possible models for the UBC Farm (UBCFSP 2004). In conversations with Mark Bomford, he requested additional “information that is not on [the other farms’] websites” such as financial details, successes, failures, and suggestions. Our group identified UBC Farm’s financial need to increase its research and to develop industry partnerships. We expanded on Group 9’s research of other university farms and brainstormed avenues through which the Farm could meet its goals of financial viability. The managers of other university farms were not contacted.

The McGill University and the Universities of Alberta, Manitoba, Illinois, Iowa, and California were researched. These farms have the financial advantage of economies of scale—they are much larger and are more actively involved in on-site research than is the UBC Farm.

As a result, they are in receipt of greater funding from a variety of sources such as government and industry. At present, the South Campus UBC farm is pursuing a limited research agenda that needs to focus on bringing industry, government, researchers and students into a more integrated farm program. The University of California has demonstrated that this idea of pursuing a twin mandate of research and farm production is possible. It has extensive research facilities but also cultivates twenty-seven acres of organic produce under, which it sells at a local CSA (UC, 2005). Group 10 is currently investigating the feasibility of a similar model at the UBC Farm (UBCFSP 2005).

The McGill University farm earns revenue from the delivery of its own curricula. Forty agriculture students from McGill participate in a program where they receive academic credit for milking their farm's dairy cows (McGill, 2005). UBC students can already earn three to six credits for conducting field work at the Farm (Quinde 2005).

6.3 There is a potential market for UBC Farm products. However, local chefs have little knowledge of the Farm's crop selection and therefore, do not buy its products.

Our primary research regarding local demand for specialty crops involved consultations with John Flipse, Manager of Sage Bistro, as well as other Point Grey area chefs. We studied Sage Bistro as a model for other high-end restaurants because it already collaborates with the UBC Farm. Sage Bistro was responsible for approximately \$4000 of the UBC Farm's income last year and, according to Mr. Flipse, is committed to buying "as much produce as [the Farm] can grow".

Also, Mr. Flipse suggested an investigation of crops that local chefs cannot find— for example, heritage crops, edible native plants, and anything of unusual colour. An introductory survey of fine-cuisine restaurants in the Point Grey community was conducted to assess what special produce might be desired by chefs. Internet research helped to determine which of the special crops could be grown given the constraints of climate, soil, labour, capital and funding at the UBC Farm. Mark Bomford provided a list of the Farm’s best-selling produce so we could determine which of the crops (if any) requested by the chefs were already in production.

From our Specialty Food survey, we found that high-end restaurants (such as Provence Mediterranean Grill) import specialty items within Canada and from the United States. These include items such as field mint, baby carrots, Japanese eggplants, black raspberries, oyster mushrooms, wild strawberries, shiitake mushrooms, and vanilla beans. After talking to the Food Import Manager of Provence Mediterranean Grill, Justin Faubert, we found that he would be interested in purchasing specialty food items and regular produce from the UBC Farm. However, he has never done so as he is unaware of the UBC Farm’s production capabilities. We also found that the owners of The Naam are interested in buying organic crops from the Farm. However, they are not interested in the purchase of specialty items, which are too exotic for their cuisine. Instead, they would like to purchase items such as potatoes and onions.

Additionally, we found that West Point Organic Produce, an organic shop along West 4th, sells specialty foods such as baby carrots, snow peas, sugar snaps peas, shiitake mushroom and Asian bok choy. Though we did not have the chance to speak with the owner or manager, we believe that a potential collaboration could exist between West Point Organic Produce and the UBC Farm, given their close proximity to each other and their shared organic vision.

6.4 There is a potential local market for non-timber forest products, but any attempts at agroforestry need to involve a well-researched, well-funded, long-term commitment.

Fifteen hectares of the UBC Farm are forested (Bomford, personal communication, March 2005) and as a result, there is great potential for the production of non-timber forest goods (Smith, personal communication, March 2005). Small-scale mushroom cultivation was attempted in the past and was unsuccessful. This failure seems to have produced a reluctance to further explore agroforestry possibilities at the Farm. However, our research (supported by responses from our restaurant survey (Appendix A)) suggests that edible native plant production (elderberry, soapberry, wild onion, wild ginger, etc.), mushroom production, and landscape tree/herb/shrub production could profitably satisfy a local niche market *and* could create exciting research opportunities (Small Woodlands Program of BC, 2001). Furthermore, agroforestry ecosystems enhance forest biodiversity, animal habitat, soil nutrient cycling, water conservation, and microclimate stabilization (Kurtz, Garret, and Slusher, 1996), thus supporting the UBCFSP goal of enhancing ecosystem biodiversity and integrity (Rojas, personal communication, January 26, 2005). Currently, the success of agroforestry at the UBC Farm is constrained by poor funding and limited human labour.

6.5 The production of specialty eggs has the potential to increase the revenue of the UBC Farm as currently in BC, the demand for specialty eggs (particularly organic, free range) exceeds the supply.

We investigated the possibility of producing free range, organically grown eggs at the UBC Farm. A project to produce specialty eggs is currently being implemented by several

AGSC students and eggs should be available for purchase by the UBC community in spring 2005. Although the Farm is not certified organic, the flock will be managed using Certified Organic Associations of British Columbia (COABC) standards and customers can observe the local, on-site production (Davis et al., 2005).

Eggs will be sold at the UBC Farm Market, Sprouts and the MacMillan building for \$5.00/dozen in reused cartons (the break even price for the first year is \$4.69/dozen). The first year sales are projected to be \$6586.67 with a net income of \$406.35 and the second year projection is \$7866.67 with a net earning of \$678.13. The goal of the current egg production project is not profit, but instead education so they plan to reinvest net income back into the flock (Davis et al., 2005).

Egg production for specialty eggs (organic, free range) is subject to quota over 99 birds (CEMA, 2005). In the current egg production plan, the flock will consist of 80 birds and will not exceed 99 birds. However, unlike other small producers, because UBC Farm is legally structured as a research institution, it is exempt from the 99-bird quota limit, which leaves room to expand the flock in the future.

Currently in BC, the demand for specialty eggs (particularly organic, free range) exceeds the supply (BC Egg Producers Association, 2005) so expanded production would increase profits. The Farm already has the long-term capital equipment required to manage a small flock – land, buildings for a chicken run, a hen house with nesting boxes, perches, feeders, waterers, an egg washer and a storage room with a cooler. However, the current hen house cannot accommodate more than 85 birds and higher egg volume would require more handling. Therefore, increasing the current production plan would require a financial investment and an increase of labour.

Overall, specialty egg production has the potential to increase the Farm's revenue if the flock is expanded in the future. In the interim, the current egg project will help achieve the Farm's goals of providing locally, agro-ecologically produced food to the UBC community. The inclusion of an animal component at the Farm will also create a more complete farm model. Lastly, it will provide further research opportunities and create an experiential learning environment in the areas of animal science, animal management and animal welfare.

6.6 Sprouts maintains an interest in supplying Farm produce to customers, but is not interested in buying unusual/specialty produce.

Our group approached the UBC Food Co-op (Sprouts), which is located in the Student Union Building. Unfortunately, the idea of supplying Sprouts with specialty crops was rejected by the staff. The management of the store concluded that currently there is no demand for specialty items among their customers and that most novelty products end-up as waste. Therefore, Sprouts will continue to order only the most popular products. Possibly, a more intensive marketing strategy would help to change this situation; regardless, the store is not yet ready to commit to this.

6.7 The UBC Farm requires a tractor. An individual or group is needed to commit to a long-term industry partnership or fundraising campaign.

The market garden is not financially viable in part because the cultivated area of the Farm is small and cannot benefit from economies of scale. One way of increasing revenues would be to expand production, but this is not possible without at least one additional tractor. Furthermore, the Farm's existing tractor will soon need to be replaced (Bomford, personal

communication, March 21, 2005). However, the Farm cannot afford any new machinery given its current revenues. These factors combined trap the Farm's production in a negative economic cycle.

One possible way of circumventing this cycle would be to obtain a tractor through a donation or an industry partnership. Mark Bomford advised that the attainment of a tractor is not an appropriate project for our group because the research process could prove to be lengthy, because UBC must follow a specific fundraising protocol that ensures a professional donor relationship, and because the individual who secures the donation must maintain a connection with the donor over a number of years (personal communication, March 21, 2005).

7.0 Discussion

Our research findings suggest that the growing of specialty crops does have the potential to enhance the financial viability of the farm, as there is a high demand for these crops. However, contrary to our initial belief, for this plan to be financially successful it may be necessary to expand the cultivated area. Such an expansion would require a monetary investment, which due to the farm's uncertain future is not without risk. However, we arrived at the conclusion that although there is some risk involved, making a financial commitment to expand farm production will help ensure the Farm's permanence for future UBC students and community members.

7.1 Physical Expansion of Cultivable Farmland on the Farm

The UBC Farm currently has eight hectares of farmland with three hectares cultivated land and five hectares uncultivated. While production and sales have increased dramatically during the first four years of the UBC farm's operation, revenues from product sales remain

insufficient to cover the costs of production. Therefore, the problem does not appear to be due to a lack of interest from customers, but rather due to limits of production. UBC Farm Market Garden only made \$33,280 from sales in 2004; however, to work within the economically sustainable model suggested by Mr. Bomford, it should make \$50,000 annually to cover its production costs. As soon as possible, three hectares of the currently uncultivated land should be used to grow the specialty crops demanded by local restaurants.

7.2 Specialty Item Production and Research Potential on Farm

Given the constraint of limited cultivatable lands on the UBC farm, planting specialty crops that yield higher profit appears to be one of the most efficient ways to improve the profitability of the UBC Farm. Upscale restaurants and specialty stores are often willing to pay higher prices for quality produce and hard-to-get items (Colorado State University, 2003). In some cases, growers can receive a minimum of 10 percent increase in profit over wholesale terminal prices for standard items at mainstream restaurants (Colorado State University, 2003). However, specialty crops may have a limited market as they are considered to be too exotic for smaller restaurants and regular households. Furthermore, upscale restaurants may buy in limited quantities only for a short season. As a result, a survey was conducted in the local communities adjacent to the UBC campus to determine whether there is a demand and market niche for specialty items and support for the UBC Farm among the local restaurants. A sample survey can be found in Appendix A.

As the survey has demonstrated, it appears a market niche does exist for UBC Farm specialty items. However, the Program Coordinator of the UBC Farm, Mark Bomford (personal communication, March 16, 2005) has indicated that many of the specialty items on the survey

are either being produced currently, or have been attempted unsuccessfully in the past. This leads our group to conclude that the specialty crop program at the UBC Farm must be expanded beyond its current scale in order to increase the farm's revenue. Aside from physical expansion of the Farm, investments should be made on research of suitable production methods for some of the high-margin, high-demand crops such as shiitake mushrooms and oyster mushrooms, which were either produced unsuccessfully in the past or have not yet been attempted.

Organic green houses can be considered to implement year-round production on the UBC Farm to maximize production potential as well as its value in innovative agricultural research. In addition, the UBC Farm should consider investing in establishing closer relationships with merchants and residents of the local community. This can be done by hiring a marketing team to contact potential major customers and advertise for the UBC Farm in the local neighborhood. As menu planning for restaurants can take up to 6 months, a marketing team could also establish better communications on the types and availability of produce at the UBC Farm to facilitate this planning (Justin Faubert, Provence Mediterranean Bar and Grill, personal communication, March 22, 2005). The current UBC Farm website could be improved to allow feedback from customers, so that the changing needs of the buyers can be met. This would help develop the niche for UBC Farm produce. At the launch of the official Specialty Crop Program at the UBC Farm, demonstration booths could be set up on the farm to which local businesses and residents could be invited to sample the products and be familiarized with the value and mission of the Farm.

7.3 Exploring Strawberry Production Potential

We recommend using the remaining two hectares of cultivatable land to grow strawberries as a longer-term investment for three reasons. First, there is a great demand for strawberries in Canada. Presently, Canada consumes far more strawberries than it produces, thus importing the majority of purchasable strawberries from California, Florida, Poland and Mexico. Secondly, strawberries have the fastest positive return in three years with the lowest initial cost during the first two years. Under the current circumstances, this is exactly what the UBC Farm needs, fast returns with low investment. Thirdly, strawberry farm-sale prices have increased by 42% over the last four years (BCMAFF).

This section focused on specific programs currently undertaken by universities across North America that are transferable or congruent with our vision plan for the UBC farm. However, given the duality of the Farm's mandate for education and economic viability, it is clear that UBC farm has a unique set of circumstances. Diversifying the Farm's crop plan and expanding the cultivated area has several challenges and during the investigation of other university farms, it was evident that to achieve these changes a board of managers, a professional staff, and a combination of private / public investment would be necessary.

8.0 Recommendations

Based on our group's findings and discussions above, we arrived at the following recommendations for the UBC Farm with the goal to secure long term financial viability of all aspects of the farm:

1. Amplify the financial investments to the farm, possibly through government farm loan programs or research partnerships with private companies. This would enable the farm to:

- (a) Purchase a new tractor to cultivate currently unused farmland and expand beyond current production potential.
 - i) Research tractor models (and compatible attachments) appropriate for the market garden.
 - ii) Investigate potential donors and partnerships. For example, a research partnership with the bio-diesel industry.
 - iii) Prepare persuasive reasons *why* a dealership might want to collaborate with the UBC Farm.
 - (b) Implement an agroforestry program. This will require detailed research and a long-term commitment.
 - (c) Resume research on high-profit, high-demand items which have been produced unsuccessfully on the farm in the past (ex. exotic mushrooms)
 - (d) Establish a marketing team to enhance communications with restaurant buyers and promote specialty items.
2. Explore potential to implement actions outlined in points (a) to (d) above.
 3. Explore strawberry production and greenhouse production potentials.
 4. Collaborate with students from the Sauder School of Business to develop a business plan for the Farm.
 5. Improve the network between the UBC Farm, UBC's dairy research facility at Agassiz, and any future UBC farms in the Okanagan. This could synergize research and the market garden by supplying services and foods that are unavailable at the Farm.
 6. Contact other university farms for specific information and suggestions.

7. Advertise amongst UBC students that academic credits can be earned for work done at the Farm. Encourage participation of on-site research projects by various faculties and schools at UBC for a more holistic improvement of individual components of the farm system.
8. Develop a non-profit component to the UBC Farm that could support the local Food Bank and thus be eligible for the Vancity Credit Union EnviroFund Grant of up to \$40,000.
9. Expand the production of free-range, organically produced eggs.

The basis for our recommendations can be found in the discussion and findings sections of this paper.

9.0 Conclusion

Our research findings suggest that the growing of specialty crops does have the potential to enhance the financial viability of the farm, as there is a demand for these crops by restaurants and organic produce stores. Since the revenue generated from Market Garden is just sufficient to maintain current operation of the farm, in order for this plan to be financially successful, there needs to be an expansion in cultivatable area. This will require monetary investment from the government or other institution for the purchase of new tractor and for human labor. Although there is some risk involved, making a financial commitment to expand farm production will help ensure the Farm's permanence for future UBC students and community members.

10.0 Appendix A

Restaurant Name:

UBC Farm Project – Specialty Item Survey

Please highlight your choices for the questions below:

1. Does your restaurant purchase any of the following specialty food items?

- | | | |
|--|--|--|
| <input type="checkbox"/> Black huckleberry | <input type="checkbox"/> Field mint | <input type="checkbox"/> Red oak lettuce |
| <input type="checkbox"/> Red huckleberry | <input type="checkbox"/> Yerba Buena | <input type="checkbox"/> Enoki mushroom |
| <input type="checkbox"/> Low bush/mountain
cranberry | <input type="checkbox"/> Soapberry | <input type="checkbox"/> Oyster mushroom |
| <input type="checkbox"/> lingoberry | <input type="checkbox"/> Soopolallie | <input type="checkbox"/> Wild strawberry
[woodland
strawberry] |
| <input type="checkbox"/> Blue elderberry | <input type="checkbox"/> Wild ginger | <input type="checkbox"/> Mountain sweet
cicely |
| <input type="checkbox"/> Chocolate lily | <input type="checkbox"/> Baby carrot | <input type="checkbox"/> Purple sweet cicely |
| <input type="checkbox"/> Nodding onion
[Hooker's onion] | <input type="checkbox"/> Snow peas | <input type="checkbox"/> Wild
caraway/carrot |
| <input type="checkbox"/> Harvest onion | <input type="checkbox"/> Sugar snaps peas | <input type="checkbox"/> Indian celery |
| <input type="checkbox"/> Tiger lily | <input type="checkbox"/> Green zucchini | <input type="checkbox"/> Shiitake mushroom |
| <input type="checkbox"/> Fairy slipper | <input type="checkbox"/> Japanese eggplant | <input type="checkbox"/> Vanilla bean |
| <input type="checkbox"/> Pink slipper orchid | <input type="checkbox"/> Iceberg lettuce | <input type="checkbox"/> Red raspberry |
| <input type="checkbox"/> Sheep sorrel
[mountain sorrel] | <input type="checkbox"/> Blackcap | <input type="checkbox"/> Trailing blackberry |
| <input type="checkbox"/> Saskatton berry | <input type="checkbox"/> Black raspberry | <input type="checkbox"/> Asian Bok Choy |
| <input type="checkbox"/> Serviceberry | <input type="checkbox"/> Thimbleberry | <input type="checkbox"/> Salmonberry |

2. If any of the products were purchased, where are they imported from?

- | | |
|--|---|
| <input type="checkbox"/> Within lower Mainland | <input type="checkbox"/> From U.S |
| <input type="checkbox"/> Within B.C | <input type="checkbox"/> Outside of North America |
| <input type="checkbox"/> Within Canada | <input type="checkbox"/> Others:
_____ |

3. If any of the products were purchased, would your restaurant consider buying it from the UBC farm if they are available?

- Yes
- No

4. Aside from the items listed above in Q1, are there other specialty items your restaurant would like to purchase from a local producer? If yes, please specify:

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