

ANNUAL REPORT 2020

nutriVA GROUP





MESSAGE FROM BILL

Our mission is to improve health and well-being through innovation and collaboration. My hope is that, over time, this becomes more and more evident as Nutriva grows and develops.

During 2020, the Nutriva team showcased their agility and resilience during a challenging year. We are fortunate to have well-established Strategies, Operations, people and financial systems to be capable to rise to the challenge. We are thankful for our team of people who made adjustments, helped each other, stayed positive, and kept on trucking, so to speak.

BILL VANDERKOOI
GENERAL MANAGER

MISSION

Improving health and well-being through innovation and collaboration.

VISION

Making a difference for the common good.

VISION 2030

The Nutriva Group is a community of people that are connected to a common purpose, which is to improve health and well-being through innovation and collaboration. The people who work for Nutriva are positive, smart, humble, supportive and confident. Our team members value a healthy lifestyle and find their work enjoyable and meaningful. Nutriva is considered one of the best businesses to work for, where staff are encouraged to be entrepreneurial and embrace ownership-thinking.

Nutriva is a dynamic business group connected to over 30 businesses including directly owned business units, partnerships and business start-ups. The secret to success comes from involving every



OUR MISSION



OUR VISION



OUR VALUES

team member in strategic planning to generate new opportunities using Open Book Management systems and processes. Using the Playbook as a guide, each business unit has a vision for a better future, along with a plan for how to get there and uses dashboards to support decision-making.

Nutriva's operating systems are efficient and effective, resulting in more time and freedom for creativity and building relationships. When it comes to people, team members prioritize communication and are committed to continuous improvement. Nutriva celebrates accomplishments as a team and has a system for recognition and rewards to show appreciation for team member's hard work and dedication.

The Nutriva Group builds strong partnerships and relationships with suppliers and customers by focusing on mutual value creation and excellent customer service. The entrepreneurial nature of the group is a catalyst for change and growth demonstrated through investing in innovations, refining business practices, supporting the local community and building a winning culture. We are one of a kind and poised for growth.



OUR VALUES

1 BE OPEN & HONEST

Have an open mind, listen with empathy and clarify your intentions.

2 CREATE A WIN-WIN

Practice humility, choose a positive attitude, take time for relationships and extend smart-trust.

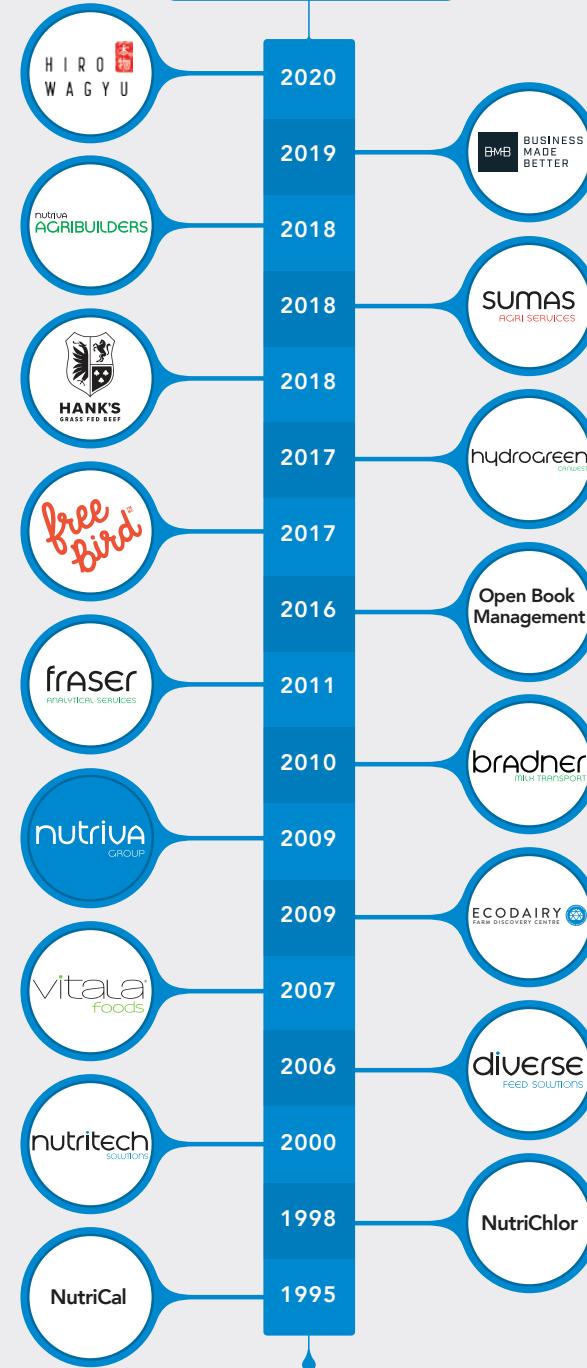
3 FIND A SOLUTION

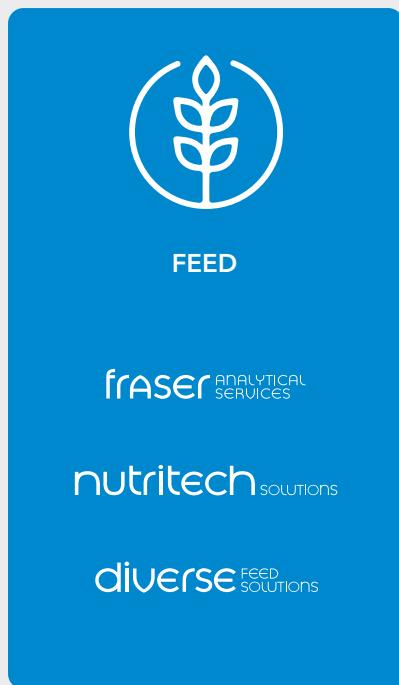
Focus on the important, stay out of urgent mode, keep it simple, always add value.

4 MAKE A DIFFERENCE

Fuel your fire, write a personal purpose, mission and vision statement, increase your integrity, see the potential in others.

OUR JOURNEY





BUSINESS UNITS

2020 HIGHLIGHTS



FRASER ANALYTICAL SERVICES

Covid changed how we did our business. We now have a contact-less dropbox and don't get to see our clients often, however, it did not slow things down. In fact, 2020 was our best year financially....ever! We had received funding for a summer intern from the government of Canada.

In 2021, our focus is on streamlining our processes in the lab so we are prepared for a busy corn season. In approximately 2 months we receive over half of our samples for the year.

- THE "A" TEAM -
MARIAH & LARA WORK TOGETHER
EVERY DAY – SHARING A LOVE FOR
KITTENS, A GOOD PATIO BEVvy,
AND TRUE CRIME PODCASTS.



FRASER ANALYTICAL SERVICES DID YOU KNOW



Fraser Analytical processes over 20,000 samples in house per year. We have clients from BC to Nova Scotia who send in samples regularly.

TRUSTED PRODUCTS THAT WORK



nutritech solutions **Acidified Copper Sulphate**



CONTAINS THE HIGHEST & MOST
CONSISTENT CONCENTRATION OF
PALMITIC ACID ON THE MARKET.
THIS TRANSLATES INTO BETTER
PERFORMANCE FOR
MILK AND BUTTERFAT %



nutritech solutions

NUTRITECH SOLUTIONS

The pandemic brought some unique challenges to Nutritech, including unpredictable product demand, volatile pricing, and significant shipping delays. Through it all Nutritech managed to maintain strong sales and customer satisfaction, specifically with Energizer RP10 and Acidified Copper Sulphate. Both of these products have established themselves as premium products amongst a very competitive environment. Energizer RP10 continues to perform extremely well on-farm, consistently delivering increases to butterfat levels. Acidified Copper Sulphate sales continue to grow, and this past year continued to expand throughout Canada.

The goal for Nutritech in 2021 is centered around an innovative new product called Enervive Ole. It is a combination of palmitic and oleic acid, formulated to become an all-purpose bypass fat for dairy cows. The palmitic acid content delivers the strong production boost that farmers are looking for, while the oleic acid balances energy for the cow, aiding with maintaining better body condition and improving reproduction. Pending CFIA registration, Nutritech will plan to launch this product by targeting specific customers to conduct on-farm trials.



diverse FEED SOLUTIONS

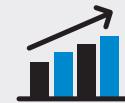
DIVERSE FEED SOLUTIONS

In 2020, the Diverse site got a facelift of sorts and while we continue with the day-to-day operations, the upgrades are exciting improvements. On-site, our old steel tanks were replaced with 2 stainless steel tanks, both capable of holding 180,000 litres of product. We upgraded the pump, pipe and valve system, installed a new control system with custom software. Why upgrade? The upgrades improve pumping time and blending accuracy, increases storage capacity, and reduces downtime.

Our goal in 2021 is to complete the site upgrade. Removal of remaining old steel tanks, installation of an additional stainless steel tank, plus plastic tanks where required to increase our holding capacity and flexibility.

**IN 2020 DIVERSE HAULED
120 MILLION LITERS
OF PERMEATE & WHEY
FROM MAINLY 4 PROCESSORS.**

THIS WAS AN
INCREASE OF 5%
OVER 2019



nutriVA GROUP



bradner MILK TRANSPORT

BRADNER MILK TRANSPORT

In early 2020 we added a set of super train trailers, which increased our per load capacity by 33%. Previously, all our hauling was done with tri-axle trailers, utilizing 2 trucks one day and 3 trucks the next. The super train allowed us to reconfigure our pick-up and delivery schedule, resulting in the need for only 2 trucks per day, every day.

Our goal for 2021 is to complete a thorough analysis of the Route Based Formula, working in collaboration with the BC Milk Marketing Board in order to achieve optimal route efficiency, delivery volumes and equipment utilization. This would benefit all industry stakeholders (farmers, processors, and Bradner) making it a Win-Win-Win.



BRADNER MILK TRANSPORT *Tri-axle Trailer*

VOLUME CAPACITY	KMS RUN IN 2020	TOTAL LITRES HAULED
29,000 LITRES	83,000 KMS	>10 MILLION



BRADNER MILK TRANSPORT *Super Train Trailer*

VOLUME CAPACITY	KMS RUN IN 2020	TOTAL LITRES HAULED
39,000 LITRES	96,000 KMS	17 MILLION

SUMAS AGRI SERVICES

SUMAS BIN + DECK

SUMAS BIN & DECK

In 2020 we purchased a tandem axle van truck, complete with new power tailgate and electric pallet jack. This truck can haul 12 pallets of bagged product, without having to worry about the weather and elements. The power tailgate allows us to unload each pallet quickly and safely.

Our goal in 2021 is to continue building on our customer base, both with the bin truck and van truck. Through the Nutriva connection there are some opportunities for the bin truck to haul some new products - oat hulls and compost manure. The van truck has capacity throughout the week, so the goal is to solicit customers that require specialized pallet delivery service.



OUR CURRENT
BIN TRUCK
HAS A HAULING
CAPACITY OF

5,500 KG



WHILE THE
TANDEM AXLE
VAN TRUCK
CAN HAUL

12,500 KG

SUMAS VACUUM SERVICES

This past year we entered into a win-win arrangement for hauling liquid Ammonium Sulphate produced by Convertus (Surrey Bio-Fuel). Farmers can use it as a fertilizer for spreading on their fields, substituting this for higher priced fertilizer.

In 2021, our goal is to continue establishing a consistent customer base, therefore increasing the utilization of our second truck. We continue to explore various opportunities, working with processors of food & beverage waste, anaerobic digesters, and local farmers.



**SUMAS
VACUUM
SERVICES**
**HAULS A RANGE
OF PRODUCTS:**

Liquid Dairy Manure
Fertilizer (Digestate &
Ammonium Sulphate)
Site Drain Water
Fructose Syrup
Food Waste
Beer Waste
Liquid Eggs
Whey Fat
& MORE PRODUCTS!

SUMAS AGRI LOGISTICS

SUMAS AGRI-LOGISTIC SERVICES

In 2020, we upgraded the racking system in the warehouse, replacing worn out parts and improving the safety and capacity. We also sent one of our staff members "Back to School", where he achieved his Forklift Trainer Certification.

In 2021, our goal is to improve the space utilization of the warehouse and increase the number of pallets we can store at one time.



FULLY LOADED



**OUR WAREHOUSE FACILITY IS
FULLY EQUIPPED & VERSATILE,**

including a loading/unloading ramp, forklift, pallet weigh scale, packaging materials, even a custom-made system for dumping dry feed ingredients from bags into totes.



nutrieva AGRIBUILDERS

NUTRIVA AGRIBUILDERS

In 2020, Agribuilders worked on U&D Meier Dairy #2 and completed a parlour renovation. We also worked on a new barn addition and a facelift, making something old, new again.

In 2021, Agribuilders will be working on Argovia Dairy Farm and helping them with barn renovation and construction. For this 8,000 sq ft barn we will strip the framing to restructure and re-design the layout of the building, and add a new roof. Along with serving external customers, we are continually supporting the HydroGreen system retrofit project at Bakerview Farm and adding new concrete pad extensions.



BAKERVIEW FARM

They say farming is a 24/7 job 365 days a year which it clearly is seeing from our extensive list below...there is never a dull moment. Here is what we have accomplished in 2020.

HYDROGREEN

We started a dairy feeding trial using HydroGreen. The purpose of this trial is to determine the effects of replacing increasing amounts of Dry Matter – DM (forage only or grain only) with HydroGreen in lactating dairy cattle. This project will help us determine the optimal DM costs, milk yield, milk components (BF Protein), reproductive performance and general health.

HANK'S GRASS-FED BEEF EXPANSION

With Hank's Grass-fed Beef gaining popularity in the market there was a need to increase production. We had been shipping 5 head a week but now it has increased to 10 per week.

OAT HULLS

Oat what? Oat hulls are the hard outer shell removed from the oats before they make their way into your bowl of oatmeal. These hulls are a great addition to add a little fiber to the dry cow & heifer feed and are also a good mix for cattle bedding. The hulls are picked up from a bakery and brought to our farm. We use some on site but also have customers who use oat hulls on their farms.

COMPOSTING

We developed beef manure composting on site that injects air into beef manure turning it into excellent fertilizer. Getting rid of manure used to cost us money, but now people are paying for our nutrient-rich compost. That's what we like to call 'reduce, reuse, recycle'.

IN VITRO FERTILIZATION (IVF)

We have set up a facility and now are able to conduct IVF barn services.

BC AGRICENTER

We have submitted development applications for the proposed 15 acre BC Agricenter site that we hope to establish as an ag-tech hub.

– FARMING –

IT'S A BIG PART OF OUR PAST,
OUR PRESENT, AND OUR FUTURE...

Our goal for 2021 is partnering with Subtilia Ranch to produce and market HIRO Wagyu Beef-burger patties coming soon to a market near you.



Wagyu is Special
Japanese Beef

WA = JAPANESE
GYU = BEEF

It is considered one of Japan's national treasures for its superior taste and buttery texture.

WE ARE
RAISING
100%
CERTIFIED
HIRO
JAPANESE
WAGYU
RIGHT
HERE ON
THE FARM.

nutriVA GROUP



vitala[®] foods

VITALA FOODS

MILKING IT

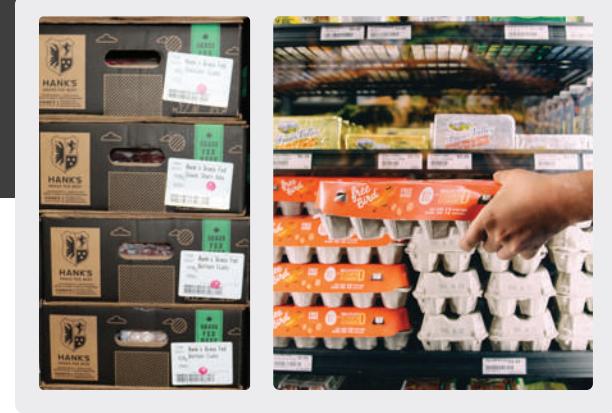
In 2020, Vitala Foods supported the launch of EcoDairy Milk. With our sales and customer relationship management efforts, EcoDairy Milk is now available at 5 new locations, and sales have doubled from the previous year.

I SCREAM, YOU SCREAM, WE ALL SCREAM FOR ICE CREAM

Following the success of EcoDairy Milk, we have added EcoDairy Ice Cream. Having EcoDairy branded dairy products is proving to be a successful brand strategy for local customers who have stronger community connection with EcoDairy. What we call Win-Win-Win!

DISTRIBUTION

We added a new local distribution partner – Coligny Creek. They will be distributing Vitala



Foods products to retailers, restaurants and direct consumers via their online store. We are excited to partner with a like-minded local grassroots business.

WEBSITE REFRESH

Vitala launched their new website to enhance the consumer experience.

Check out vitalafoods.com

For 2021, Vitala Foods is focusing on increasing sales and listings for Vitala products in collaboration with local processors and distributors.



OUR PRODUCTS



ECODAIRY MILK



ECODAIRY ICE CREAM



FREE BIRD EGGS



DID YOU KNOW?
ECODAIRY VANILLA
ICE CREAM IS
HANDCRAFTED BY
ECODAIRY STAFF



HANK'S GRASS-FED BEEF



VITALA FREE RUN EGGS



ECODAIRY
FARM DISCOVERY CENTRE



DAIRY INNOVATION ASSOCIATION

EcoDairy invites people to 'get their farmhand experience' in order to inspire a love for agriculture. Nutriva Group is a proud sponsor of the EcoDairy and this mission.

In 2020, EcoDairy, like the rest of us was contending with Covid. Following Covid

closures in March it was one of the first tourism spots in the Fraser Valley to reopen and offer safe tours to the public. Being in education and tourism one would expect a challenging year, and while it was challenging and required adjustments there were many victories and accomplishments along the way.

DID YOU KNOW SUMMER KIDS CAMP ATTENDANCE INCREASED BY 20%?

Summer Camp was a huge success and attendance increased by 20%. EcoDairy's 7th annual MOO or BOO Halloween event sold out for the first time ever. EcoDairy products are now going onto shelves across the lower mainland - look for EcoDairy Milk in the dairy aisle, ungraded eggs in the cooler and EcoDairy Ice Cream in the freezer.

It's rewarding to see the impact EcoDairy is having on the community to inspire a love for farming and teach people where their food comes from. 2020 was a good year for EcoDairy thanks to all the help from people here on the farm and countless supporters and sponsors.

**7,360
ICE CREAMS
SOLD IN 2020**
(7,009 in 2019)

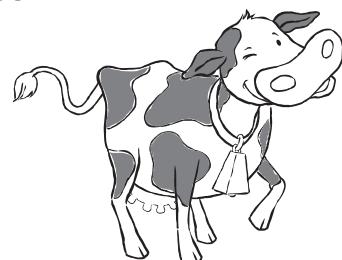


ECODAIRY
FARM DISCOVERY CENTRE



EcoDairy's goal for 2021 is GROWTH. The goal is to increase the foot traffic and number of people coming through the front doors and subsequently increase memberships, field trips, community events, venue rentals and sponsorships.

"COME ONE, COME ALL"
- VICKI THE COW



WE ARE NOT A
TEAM BECAUSE WE
WORK TOGETHER
**WE ARE A
TEAM BECAUSE
WE RESPECT,
TRUST AND CARE
FOR EACH OTHER**

– VALA AFSHAR

TEAM

Nutriva Group consists of several different business units and teams – yet we are all Nutrivans and as such we respect, trust and care for each other.



Together we have a shared mission and vision: improving health and well being through innovation and collaboration to make a difference for the common good.

All sorts of individuals are represented at Nutriva – young & old, those still in high school and those with grandkids in high school, skilled laborers, quick learners, self taught experts and highly

educated masters, people from different parts of the globe to home grown locals, those who are at the forefront as brand ambassadors and those who put their heads down and get the job done quietly. One thing about each and every one of them is that they are all equally valued and important and Nutriva wouldn't be what it is today without our past and present team and we are looking forward to a bright future.



2020 HIGHLIGHTS & ACCOMPLISHMENTS

Surviving 2020 is an accomplishment in and of itself, is it not? As we found ourselves in the midst of a global pandemic, we have experienced waves of emotion, we've been instructed on so many guidelines, protocols, lockdowns, and restrictions it is hard to keep up. Our world has been impacted by a virus that no one can see but everyone can feel. Nutriva has continued on with 1+1 Community Connections both locally and globally.



2021 GOAL Adjusting and Adapting Our Community Connections.

1 FOOD FOR THE HUNGRY

We continue to support the community of Acul in Guatemala. Updates from the community are posted on the bulletin board in the staff kitchen. Once again this Christmas we selected items from the Food for the Hungry Gift guide to help further support the community. We bought bee hives, garden seeds, cows, goats & chickens and maybe even a load of crap (fertilizer).

2 FRASER VALLEY GLEANERS

Our regular visits to the Gleaners have come to a halt due to Covid. Fraser Valley Gleaners still welcomes regular volunteers to book a spot but no walk-ins or new volunteers.
www.fvgleaners.org

3 RUN FOR WATER

The Run For Water events were cancelled this year but we encouraged event organizers to use our funds where needed. Due to local generosity of like-minded supporters, several communities received clean water systems, a school was built and a Covid 19 action plan was implemented that impacted 53,000+ people in Ethiopia.

4 DAIRY INNOVATION ASSOCIATION

Last but certainly not least are our neighbors over at the EcoDairy. We continually support the cause and we partnered with them to do a Food Drive where many people brought in food for the local food bank and were rewarded with a bucket of the new EcoDairy Ice Cream.

nutriva GROUP

NUTRIVA GROUPIES ARE GENEROUS!

DID YOU KNOW THAT BEYOND OUR 4 CHOSEN ORGANIZATIONS OUR TEAM MEMBERS VOLUNTEER TIME & RESOURCES TO OTHER CAUSES SUCH AS:

Canuck Place, ACS, Crystal Gala, MS Society, local community sports clubs, kids programs, churches, making soup for the marginalized in our community,

volunteering in addiction recovery homes, distributing necessities to the homeless, ringing the Salvation Army bell, showing solidarity with farmers in India, and so much more.

Thanks everyone for your perseverance, resilience, kindness, commitment, and comradery.



nutriVA GROUP

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