

Iain Sutherland, P.Ag.

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February 9, 2024

To: Nominations Committee of the BCIA,

I would like to let my name stand as nominated by Melanie Lantz P.Ag., for the position of Registrant Board Member, Regional Electoral District 2 with the BCIA.

I currently hold my P.Ag. (active) #2150 with the Fraser Valley Branch, although I do reside in the Okanagan. My work over the past 30 years has been throughout BC.

Through both my employment and volunteering positions, I have gained considerable Board experience with respect to decision making processes, Board oversight, policy, governance, and organizational leadership. Often the most successful Boards are those that have a clear vision or mandate and can build relationships to successfully solve challenges and reach common goals. The ability to consider others' opinions and perspectives is paramount while being a member of a Board.

My experience as a Board member first began with the BC Pacific Field Corn Association from 2003-2017 and continued with both the International and the Northwest Region Certified Crop Advisor Boards (American Society of Agronomy) from 2009-2019. I continue to sit on this Board as a member of the Examination Review Committee since 2019. I was Treasurer and member of the Board for the B.C. Agriculture in the Classroom Foundation from 2014-2017 and sat on the Greenfields Scholarship Selection Committee (American Society of Agronomy) from 2014-2015 and 2019-2022. In 2022 I was a member of the Canadian Cattle Young Leaders Selection panel, a program of the Canadian Cattleman's Association. In addition, I am a member of the Board of B.C. Berry Cultivar Development Inc. (a plant breeding and commercialization entity for blueberries, raspberries, and strawberries) since 2017.

My employment experience of 20 years working directly with producers throughout BC with farm inputs (manufactured feeds, fertilizer, soil testing, herbicides etc) has given me a broad and perhaps unique view of BC agriculture, and the agronomic and policy challenges faced by producers across the province.

My employment experience of 13 years working with the Agriculture Divisions of both BMO and RBC allowed me to develop skills with respect to farm debt, financial statements, projections, budgets, and debt structure. While working with producers over the years, I have had the opportunity to initiate sometimes difficult conversations regarding finances, budgets, and debt levels, encouraging dialogue so a mutually agreeable solution to financial issues is arrived at.

I sincerely feel that my experience and skills would be an attribute to the BCIA in this position and ask that you accept this cover letter as part of my application.

Kind regards,

Iain Sutherland.

February 8<sup>th</sup>, 2024

To Whom It May Concern:

It is my pleasure to nominate Iain Sutherland for a seat on the BCIA Board of Directors.

My name is Melanie Lantz, Vice President Agriculture with RBC. I have over 25 years of experience working across Agriculture and Agribusiness in BC and have seen many professionals come and go. I consider Iain an industry colleague and an individual I have had the pleasure to work with and who uniquely stands out.

I hired Iain into a Business Development role at RBC in 2020 during the height of the Pandemic, primarily for his extensive network connections but also for his ability to connect with and relate to people. He has over 30 years of education and career related experience in agriculture and puts those skills to work with every interaction. He is adaptable and always provides thoughtful insights based on his extensive knowledge across the commodities prevalent here in BC.

Iain was always a pleasure to work with because of his positive attitude and work ethic. His selflessness and willingness to collaborate were valued by both me and our team, who relied on him often for his expertise and partnership.

I am confident that Iain would be a great fit for the Board. He will bring a wide breadth of skills and experiences and dedicate his efforts to the betterment of the Board and the Institute.

Please do not hesitate to contact me at [melanie.lantz@rbc.com](mailto:melanie.lantz@rbc.com) should you have any questions or wish to discuss further the nomination.

Sincerely,

*M. Lantz*

Melanie Lantz, BSc. Ag., P.Ag  
Vice President, Agriculture, RBC

Iain Sutherland

**Education**

1991 Bachelor of Science (B.Sc.) Agriculture, Animal Science Major, University of British Columbia.

**Certifications**

2007 Certified Crop Advisor (CCA) with the International Certified Crop Advisor Board, American Society of Agronomy.

2006 Professional Agrologist (P.Ag.), BC Institute of Agrologists.

**Volunteer Experience**

2019-current Northwest CCA Exam Committee member, Northwest Region Certified Crop Advisor Board, American Society of Agronomy.

2017- current Member of the Board, B.C. Berry Cultivar Development Inc., Abbotsford, B.C.

2022 Canadian Cattle Young Leaders (CYL) Selection panel member.

2019-2022 Greenfields Scholars Selection Committee, American Society of  
2014-2015 Agronomy.

2014-2017 Treasurer and Member of the Board, B.C. Agriculture in the Classroom Foundation.

2013-2014 Member of the Board, International Certified Crop Advisor Board, American Society of Agronomy, representing the Northwest Region.

2010-2020 Team Lead for the Employee Giving United Way Campaign.

2009-2019 Member of the Board, Northwest Region Certified Crop Advisor Board, American Society of Agronomy, representing British Columbia. (Board Chair 2013-2014).

2003-2017 Auditor, B.C. Pacific Field Corn Association, Agassiz, B.C.

## **Work Experience**

February 2024- present	Agronomist, Okanagan Fertilizer Ltd.
October 2020- Oct 2023	Director, Business Development, Agriculture and Agribusiness. RBC Royal Bank of Canada
August 2010- Sept 2020	Agriculture Manager- BC&Yukon Region BMO Bank of Montreal
March 2006- August 2010	Agronomist, Okanagan Fertilizer Ltd.
February 2005-March 2006	Technical Marketing Representative, Agricore United.
September 2001-Feb 2005	Senior Marketing Representative, TerraLink Horticulture Inc.
May 2000-September 2001	Technical Marketing Representative, Burgess Agri Supplies Ltd.
October 1993- May 2000	Territory Sales Manager, Agro Pacific Industries Ltd.
October 1991- Oct 1993	Forage Product Specialist, Dawson Seed Company Ltd.