



**Our 18th Annual General Meeting will be held
January 16-17, 2019
Best Western Glengarry
Truro**

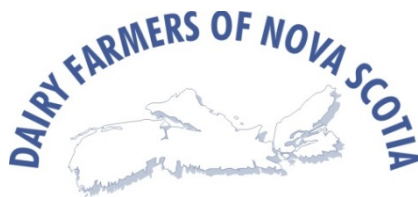
Attached are the following documents:

Member Registration Form (producers only)

General Registration Form (non-producers)

17th AGM Draft Minutes January 24-25, 2018

*Please contact Jennifer Walters at jwalters@dfns.ca
or call 902-893-6455, ext. 6 if you have any questions.*



18th Annual General Meeting
January 16-17, 2019
Best Western Glengarry
Truro, NS

Member Registration Form (producers only)

There is no charge for DFNS members to attend this event. The cost of hotel rooms the evening of January 16th will be covered by DFNS for members or designates (one room per licensed producer). Please indicate below whether you require a room and what portions of the meeting you will be attending.

DFNS Registration Number: _____

Registered Farm Name: _____

Phone Number: _____

Name of Attendee(s): _____

ATTENDING/REQUIRED:

Meetings Wednesday Jan 16th

Banquet Wednesday evening

Hotel Wednesday, Jan 16th

Meetings Thursday Jan 17th

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
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Other Requests/Comments/Special Dietary Needs:

MEETING SPACE IS A SCENT-FREE ENVIRONMENT

Please return this form by Monday, December 31, 2018

Dairy Farmers of Nova Scotia
100-4060 Highway 236 Lower Truro NS B6L 1J9
Phone: (902) 893-6455 | Fax: (902) 897-9768 | dfns@dfns.ca



18th Annual General Meeting
January 16-17, 2019
Best Western Glengarry Hotel
Truro, NS

General Registration Form (non-producer)

PLEASE USE A SEPARATE FORM FOR EACH REGISTRANT

Fees: There is no registration fee to attend the meetings. Meals and banquet are complimentary for invited guests (*maximum of two representatives per organization*).

Hotel: Hotel reservations will only be accepted through the DFNS office by way of this registration form. Confirmation numbers will be provided by email; credit card will be required by the hotel upon check-in. Our negotiated room rate is \$101.99/night. Please visit www.bwglengarry.com for hotel details.

Name/Position: _____

Organization: _____

Telephone: _____

Email: _____

ATTENDING/REQUIRED:

Hotel Room Tuesday, Jan 15th
Meetings Wednesday Jan 16th
Banquet Wednesday evening
Hotel Wednesday, Jan 16th
Meetings Thursday Jan17th

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

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**17th Annual General Meeting
Dairy Farmers of Nova Scotia
Best Western Glengarry, Truro, NS
January 24-25, 2018**

January 24, 2018

1. Call to Order and Chair's Opening Remarks

DFNS Chairman Gerrit Damsteegt called the meeting to order at 9:37 am. He welcomed members, out-of-province producers, processors, government and agribusiness representatives, and other guests, acknowledged the sponsors, and invited everyone to participate during the meetings and discussions.

2. Roll Call

Roll call was conducted by having members sign in prior to entering the meeting room. A list of the 86 registered producers attending is attached to these Minutes.

3. Canadian Dairy Commission Report – Jennifer Hayes

DFNS director John Vissers announced that Jennifer Hayes, Commissioner, Canadian Dairy Commission, was unable to attend the meeting due to weather. Mr. Vissers introduced DFNS General Manager Brian Cameron, who delivered Ms. Hayes' presentation. "The Canadian Dairy Commission: Supporting a Growing Industry" encompassed our industry's national scope and evolution, with emphasis on relationships with industry partners and stakeholders. Topics included BF and total quota requirements, retail sales, milk production trends, butter stocks, P10 producer revenue, COP, and national pricing formula. Mr. Cameron addressed questions covering the anticipated TRQ fill rate for the 17,700 MT of CETA cheese access, COP calculations, current P5 over-issuance, and anticipated market growth for the remainder of the 2017/18 dairy year. Mr. Vissers thanked Mr. Cameron for presenting the CDC report.

4. Dairy Farmers of Canada Report - Pamela Harrod & Erwan Picard

John Vissers introduced Pamela Harrod, General Counsel and Corporate Secretary, DFC. Ms. Harrod delivered a presentation, "Together for a Healthy Future," which encompassed updates on policy and trade, government relations and communications, and proAction.

Mr. Vissers then introduced Erwan Picard, Director, Marketing, Partnerships, & Synergies, DFC. Mr. Picard focused on business stakeholder relations, research, and nutrition and marketing. He presented promotional videos representing several recent advertising campaigns, and recapped 2017 national retail sales volumes, and performance objectives relative to white milk, cheese, and chocolate milk. Ms. Harrod then encouraged members to sign up for "DairyExpress," and visit the on-site nutrition booth during the meetings.

Mr. Vissers thanked Ms. Harrod and Mr. Picard for their presentations.

5. Messages from Other Provinces

John Vissers welcomed out-of-province guests: Ron Maynard (DFPEI); Nick Duivenvoorden and Bob Woods (DFNB); Miriam Sweetnam (DFM); Bryan Denis and Gabriel Belzile (PLQ); and Murray Sherk (DFO), who each brought greetings from their respective provinces, thanking DFNS for the invitation. In particular, the P5 representatives expressed appreciation for DFNS's leadership efforts and overall commitment to our industry, and acknowledged John Vissers' strong contributions as he steps down from the Board.

Lunch

BUSINESS MEETING

B1. Call to Order

Chairman Damsteegt called the business meeting to order at 1:38 pm. He explained the voting procedure and voting cards to members. Chairman Damsteegt appointed Nathalie Roy, Alana Croft, and Ashley Baskin as scrutineers during the voting portion of the meeting.

B2. Adoption of Agenda

Motion: A motion to approve the agenda, as presented, was moved by David Bekkers and seconded by John van de Riet.
Motion Carried.

B3. Chair's Address

Chairman Damsteegt began his address by introducing the 2018 DFNS Board of Directors, including Liz Crouse. Mr. Damsteegt focused on unprecedented growth in our industry, citing quota increases totaling twenty-two percent in the past three years. In reference to the motion made at last year's AGM directing DFNS to pursue an industrial milk allocation policy, he announced both the Minister of Agriculture and Natural Products Marketing Council approved milk being committed to Agropur's planned expansion in Sussex, NB. He thanked the membership for their support of this initiative during the December authorization letter campaign.

Mr. Damsteegt noted the Board is actively working together with all processors as full industry partners. He noted that, while the number of farms has decreased in the past year, expansion, growth, and new opportunities are still present. Dairy industry stakeholders are privileged to have our Supply Management system, but it comes with obligations, such as filling the market. He expressed disappointment in the January 23rd Comprehensive & Progressive Agreement for Trans-Pacific Partnership (CPTPP) announcement, which excluded increased dairy access.

Mr. Damsteegt stressed the importance of good stewardship of our industry. He thanked the board for their dedication; in particular, John Vissers, who is stepping down following the AGM. He commended Mr. Vissers on his wisdom,

fairness, and commitment to DFNS and our industry. He also expressed appreciation to DFNS staff for their hard work and dedication. He said it is a privilege to be a dairy farmer in Canada, and welcomed producers to continue their hard work and create opportunities for our next generation.

B4. Approval of Minutes of 16th Annual General Meeting – January 25-26, 2017

Motion: A motion to approve the minutes of the 16th Annual General Meeting, as circulated, was moved by Derick Canning and seconded by Elizabeth Biggs.

Motion Carried.

B5. Business Arising from the Minutes

Doug Bacon referenced page one of the minutes and requested confirmation whether or not quota belongs to the farm, and encouraged the board to discuss this. Chairman Damsteegt stated the board would take this under advisement.

Chairman Damsteegt introduced Vice Chair John Vissers, who thanked Mr. Damsteegt for his presentation.

B6. Reports

a. Board of Directors

John Vissers read the Board of Directors report. A number of questions were raised about the missing quality and component samples, along with delays in posting the results on MQM and MILKLINE. Staff responded to the questions and Mr. Vissers assured the membership their concerns are shared by the board and improvements are being pursued. Chairman Damsteegt thanked Mr. Vissers.

b. General Manager

Brian Cameron thanked DFNS staff and the board for their dedication to our industry. He invited participants to read his report, which was included in the AGM booklet. He then presented “*A Year in Review 2017*,” which covered significant events happening each month of the last year.

c. 2016-17 Audited Financial Statements

Nancy Frame, PricewaterhouseCoopers, reviewed DFNS’s 2016/17 audited financial statements. These statements were previously approved by the DFNS Board.

Ms. Frame noted it is a “clean report,” with no long-term debt, and clarified the “Notes to the Financial Statements” remain largely unchanged from previous years.

Motion: A motion accepting the auditor’s report was moved by John van de Riet and seconded by John Waalderbos.

Motion Carried.

d. 2017-18 Budget Projections

Esben Arnfast, DFNS’s Finance and Systems Administrator, presented the Treasurer’s Report, noting the budget, which the board conditionally

approved, will be voted on tomorrow during the policy discussions. Approving the budget is the responsibility of the board, but directors recognize the importance of input from, and endorsement of, the membership. Mr. Arnfast fielded a number of questions including: the size of the general surplus; IT capital costs and depreciation; and the factors influencing staff salary and benefit changes.

B7. New Business

a. Appointment of Auditors

Motion: A motion to reappoint PricewaterhouseCoopers as DFNS's auditors for the 2017-18 fiscal year was moved by Lauchie MacEachern and seconded by Brian Smit.

Motion Carried.

The Business Meeting adjourned at 3:23 pm.

Break

6. Policy Discussions & Stewardship Program Update

DFNS Director David Bekkers recognized those who sponsored this year's AGM. He then introduced John Sutherland, Atlantic Dairy Council, who presented, "NS Milk Packaging Stewardship Agreement," which emphasized the program's primary objective - to obtain a steady increase in recycled fluid milk packaging, and manage it cost effectively.

Mr. Bekkers thanked Mr. Sutherland for his presentation.

Mr. Bekkers introduced DFNS director Dustin Swinkels, who presented, "P5 Producer Survey - Fall 2017." The survey helped gain a better understanding of producers' intentions for expanding facilities and milk production, and identified that thirty-six percent of producers are ready to transition. Mr. Swinkels addressed questions from the membership on extra milk production capacity and farm attrition rate.

Mr. Bekkers thanked Mr. Swinkels for his presentation.

The meeting adjourned for the day at 5:07 pm.

Banquet and Presentations

A banquet was held at 6:30 pm. Chairman Damsteegt introduced Liz Crouse, General Manager, Natural Products Marketing Council. Ms. Crouse brought greetings on behalf of Minister of Agriculture Keith Colwell, who was unable to attend. She relayed that Minister Colwell acknowledges the dairy industry is an essential contributor to our provincial economy, and remains the top agriculture generator for Nova Scotia, especially in rural communities, and it is very important to our food security. Further, Minister Colwell extended his appreciation for DFNS's work to support the dairy industry and grow our economy.

Ashley Baskin and Nancy Douglas, Atlantic proAction Coordinators, then acknowledged this year's winning farms. Retiring director John Vissers was honoured, along with dual Honourary Membership Award recipients Bill Thomas and Jack van Roestel. Chairman Damsteegt recognized MLA guests Lenore Zann , representing Truro-Bible Hill-Millbrook-Salmon River, and John Lohr, representing Kings North.

JANUARY 25, 2018

The meeting reconvened at 8:39 am with DFNS board member Derick Canning as Chair.

7. Nova Scotia Federation of Agriculture

Derick Canning introduced Tim Marsh, first vice president, NSFA. Mr. Marsh referenced the NSFA's full report in the AGM booklet, highlighting scholarship endowment, training and courses, environmental stewardship, on farm energy needs, and the Environmental Farm Plan Program.

Derick Canning thanked Mr. Marsh for his presentation.

8. Nova Scotia Cattle Producers

Derick Canning introduced Brad McCallum who delivered a presentation that included a 2017 year in review, national activities summary, beef strategy summary, regulation update, the "Veal Code of Practice" affecting the 9-10,000/year male dairy calves in NS, and upcoming projects.

Derick Canning thanked Mr. McCallum for his presentation.

9. Canadian Forage & Grasslands Association

Derick Canning introduced Cedric MacLeod, president, MacLeod Agronomics, who delivered an operations and projects update for CFGA including the forage industry's scope, value, and environmental impact, and research, marketing, and export development.

Derick Canning thanked Mr. MacLeod for his presentation.

10. Atlantic Grains Council

Derick Canning introduced Alan Miller, consulting strategist, Atlantic Grains Council, who presented, "Building Research Partnerships for Atlantic Agriculture," highlighting dairy priorities, and regional and national partnerships. He encouraged DFNS to actively consider a regional research investment partnership and to lobby the provincial government to financially support varietal plots across the province.

Derick Canning thanked Mr. Miller for his presentation.

11. proAction Update

Derick Canning introduced Atlantic proAction Coordinators Ashley Baskin and Nancy Douglas, who presented an update of the program's vision, timelines, module integration, producer requirements, and compliance measures. Biosecurity and Environment training sessions will begin this year. Environmental Farm Plan was also highlighted. In response to a question, it was noted that Holstein Canada is asking provinces and DFC to re-sign them as sole delivery agents of Animal Care Assessments.

Derick Canning thanked Ms. Baskin and Ms. Douglas for their presentation.

Break

BUSINESS MEETING – Reconvenes for Voting on Budget

B8. Reports – Continued

d. 2017-18 Budget Projections – Continued

DFNS director Dustin Swinkels asked Esben Arnfast to address questions on the 2017-18 budget from the membership.

The following motions were made:

Motion: A motion approving a review of director honorariums, with appropriate adjustments made to the 2018/19 budget, was moved by Tony Versteeg and seconded by Harry van der Linden

Motion Carried.

Motion: A motion endorsing the board's conditional approval of the 2017-18 DFNS budget, as circulated, was moved by John Vissers and seconded by Hans Vermeulen.

Motion Carried.

12. Policy Discussions

Dustin Swinkels introduced Brian Cameron, who presented a slide deck relative to milk production, quota, and milk quality. Mr. Cameron addressed questions from the membership on Additional Production Days, P5 partner comparisons of over quota and unrecoverable credits, leasing utilization, debt loads, and future quota increases.

Dustin Swinkels recognized those who sponsored this year's AGM, and thanked industry guests for joining our meeting.

Lunch

13. Closed Session

DFNS director Byron Lamb introduced Dr. Frank Schenkels, who spoke on antimicrobial resistance and guidelines for strategies to reduce antibiotic use. He stressed this is a worldwide, federally regulate issue, with a December 1, 2018, implementation date. In response to a question, DFNS committed to inform their membership, in cooperation with provincial veterinarians. Mr. Lamb thanked Dr. Schenkels for his update.

Mr. Lamb introduced Dr. Greg Keefe, Professor and Dean, AVC, who provided an update on dairy research, highlighting bovine leucosis testing. Mr. Lamb thanked Dr. Keefe for his update.

Mr. Lamb introduced Bryan Wattie, Sales and Technical Engineering Lead, SomaDetect. Mr. Wattie explained their focus - piloting an inline sensor for somatic cell and fat content determinations from raw bovine milk. Mr. Lamb thanked Mr. Wattie for his presentation.

All AGM guests left the meeting and the producer-only Closed Session began.

Byron Lamb addressed the Membership and reviewed the rules of engagement for the closed session.

Chairman Damsteegt, Byron Lamb, and Brian Cameron addressed questions from members relative to CPTPP, milk supply management, calculating over quota and unrecoverable credits, leasing policy, Additional Production Days, status of the New Entrant Program, and the DFNS budget.

14. Wrap Up and Adjournment

Chairman Damsteegt concluded the meeting by thanking members and out of province guests for their attendance and participation throughout the meeting, and positive remarks going into the future. He stated the closed session is a good opportunity to receive direct input from members and to develop solutions for issues in our industry. He assured the Membership that good communications between the board and producers will continue, and feedback is always encouraged and welcomed.

The meeting adjourned at 3:22 pm.

Gerrit Damsteegt
Chair

Brian J. Cameron
General Manager

17th Annual General Meeting – Registered Producers in Attendance

Afton Hills Farm Ltd.	James & Colin Kent
Andrew and Susie Dueck	James H. Lamb Farms Limited
Antrim Farms Limited	John J. van de Riet
Archibald Dairy Inc.	John van den Hof
Aron & Alma Penner	Jubilee Lane Dairy Farm Limited
Bacon Farms Limited	Karran Farms Limited
Ballam Farms Limited	Lake Mabou Farms Limited
Bay Bend Farms Limited	Langelaan Farms Incorporated
Beech Hill Farm Limited	Levi D., Marvin and Lena Friesen
Bekkers Farms Incorporated	Lindenoord Farm
Ben J. Harbers & Sons Farm Ltd.	Luchtenberg Farm Inc.
Bethesda Holsteins	MacGregor Dairy Farm Limited
Bidalosy Farms Limited	Matthews Farms Limited
Biggs Farms Ltd.	Menkhorst Farm Limited
Black Avon Farms Limited	Michael & Tammy Carree
Bokma Farms Ltd.	Musquie Valley Farms Limited
Boundary Lane Farms Ltd.	Northumberland Dairy Farm
Broad Cove Farm Limited	Overview Farms Limited
Browntown Farms Limited	Patterson Farms Ltd.
Bruce D. Leck	Pine Haven Farm Limited
Canning Farm Limited	Pineriver Farms Ltd.
Caper Farms	Robert Sutherland
Carree Valley Farms Inc.	Roddie J. Kennedy
Casey McLellan	Roguniel Farm Limited
Charles Hill & Son Limited	Scothorn Back Forty Farms Ltd.
Churchill Bros. Farm Limited	Scothorn Farms Ltd.
Clover Crest Farm Limited	Smit Farms
Cornelius Penner	Springbrook Farms Ltd.
Dabro Farms Inc.	Sunny Point Farms Limited
Dale P. Henderson	Trevor Forbes
Dalhousie University	Trivee Farms Limited
Dean & Sandy Cole	Tulip Farm
Donald and Karen MacDonald	Valleyside Holsteins Ltd.
Dykheuvel Farm	Vermeuland Farms Limited
Ferguson Brothers	Viking Crest Farm Limited
Fireblade Holsteins Limited	Vriesland Farm Limited
Folly River Farms Limited	W.J. Anderson & Sons
Fort Lands Farm Limited	Winding River Farms Limited
Frank P. Dueck	Windy Lane Farms Ltd.
Gary S. Benison	Wynt Farm Ltd
Green Oaks Dairy Farm Limited	
Harry & Joanne Van der Linden	
Havey M. Whidden	
Hillpeak Farms Limited	
Hilltop Dairy & Poultry Farm	
J&L Oostvogals	