



19th Annual General Meeting

January 15-16, 2020
Best Western Glengarry
Truro, NS



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AGENDA

Wednesday, January 15th

9:00 am	Registration
9:30 am	Call to Order and Chair's Opening Remarks
9:45 am	Canadian Dairy Commission Report
10:30 am	NSDA—New Regulations
11:00 am	Masstown Market Creamery
11:30 am	Messages from Other Provinces
12:00 pm	Lunch (<i>provided</i>)
1:30 pm	Business Meeting
2:30 pm	Policy Discussions
3:30 pm	Nutrition Break
4:00 pm	Closed Session <u>for producers only</u>
5:00 pm	Adjourn
6:00 pm	Host Bar
6:30 pm	Banquet

Banquet Program

NS Minister of Agriculture's Address

Special Recognition: Ann Landers

Thursday, January 16th

7:00 am	Breakfast
9:00 am	NSFA Report
9:15 am	proAction Update
9:30 am	Business Meeting Reconvenes for Voting on Budget
10:15 am	Nutrition Break
10:45 am	Dairy Farmers of Canada Report
11:30 am	Policy Discussions
12:15 pm	Lunch (<i>provided</i>)
1:30 pm	Closed Session <u>for producers only</u>
3:00 pm	Adjourn

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BOARD OF DIRECTORS' REPORT

This report will update the issues and major decisions taken by your Board of Directors. The board held twenty-one meetings in person or by conference call, up from 15 last year, to deal with the many issues facing our industry and organization. All Directors were fully engaged in creating solutions and providing direction for our industry. We have three directors acclaimed for another three-year term including Byron Lamb, Andrew McCurdy and myself. Looking ahead, the membership needs to consider stepping up to join the board and shouldn't fall into the state of complacency we saw a number of years ago. This is your industry and I'm making it your challenge for next fall.

On the national front the renegotiation of NAFTA, called CUSMA, was finalized, signed but is awaiting ratification by Canada and the US. This comprehensive trilateral deal included several negatives for our industry, including 3.9% new market access, removal of class 7, and yielding dairy policy sovereignty to the US. But as if that wasn't enough, the Americans imposed tight export caps on skim milk powder, milk protein concentrates and infant formula to ALL other countries! As a follow-up to their commitment to "**full and fair compensation**" a national working group recommended, and the Liberals implemented, a compensation package for dairy farmers. This \$1.75 billion / 8 year package follows the \$250 million CETA Dairy Farm Investment Program. Producers have been applying for their share of year 1 funding of \$345 million as direct payments. I believe I speak for all Canadian dairy farmers that we would far prefer to fill those markets lost to imports – markets which your promotion investments helped grow!

Dairy Farmers of Canada took a leadership role in the run up to the federal election by documenting all party support for no further dairy access in future trade deals. DFC also works for producers on other important national issues including Front-of-Pack warning labels, the reduced profile of dairy in Health Canada's Food Guide, ongoing border issues, and holding the government accountable for CUSMA compensation. DFNS and DFC signed a 2-year Nutrition and Marketing Services agreement this past summer reflecting a shift in funding DFC's promotion, nutrition, and marketing model. This is net new work for DFNS, but increases the transparency of how your marketing dollars are invested.

The P5 Quota Committee had a very active year in sending the right signals to producers to match milk and markets. All provinces returned to a harmonized quota issuance level on November 1. Longer term recommended policy changes which were approved by the five Boards include: moving the lower limit from -30 to -20 days (August 2021) and a further five days to -15 one year later; reducing the SNF:BF deterrent ratio from 2.35 to 2.30 this month; adjusting the New Entrant Program; and revising the producer payment calculations to better reflect components needed in the market.

This fall there were four applicants, the most ever, and two successful candidates to acquire quota in 2020 under our New Entrant Program.

The CUSMA trade deal, which mandated removing class 7 and changing milk classification and pricing under the National Ingredients Strategy, has set off many meetings and negotiations to find the right solution. DFNS is disappointed that all the hard work that went into creating an

BOARD OF DIRECTORS' REPORT

ingredients class just three years ago, is now being largely undone by CUSMA. It has shaken the confidence and the stability needed for much needed processing investments. Our Board undertook an initiative to seek out processors willing to buy more milk in Nova Scotia and help sustain our industry here.

Nova Scotia farms successfully completed their first proAction validations that included Animal Care and Livestock Traceability. Biosecurity, and two signs per farm, was added as a fourth requirement this past September with the Environment module being piloted this winter. Our proAction Coordinators Nancy Douglas and Lindy Brown continue to provide valuable support as producers implement proAction. Nova Scotia proudly hosts the DFC Annual General Meeting this coming July in Halifax.

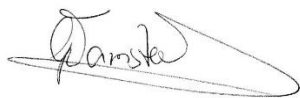
Natural Products Marketing Council has undertaken an extended investigation of DFNS policy and procedures following complaints from producer(s). While the complaints remain unknown to DFNS, the board complied with these directives in – so far – two rounds of information sharing. As well a Council Panel overturned the decisions of the Board relative to a producer catastrophe extension. The Board takes these matters seriously and is concerned with what appears to be a lack of trust and understanding with Council. The question remains about how to get back to a positive, productive working relationship that has the best interests of the industry as a focus.

Monthly reports to the Board indicate consistently improved milk component and quality test results. A minimum number of quality results before a penalty occurs was implemented as a safeguard against too few samples. Zero missing results remains a challenging objective, since it involves many steps and is outside of the control of our staff. The board will be looking at all options as we renegotiate both component and quality lab agreements in the coming year.

Your Board of Directors wishes to thank management and staff for their continued hard work as we work toward a new IT platform. Their experience and commitment to our industry is greatly appreciated.

Looking forward we have to continue to monitor and respond to consumer and public pressures, in particular when reviewing how we transport our livestock and the threat of animal activists, vegan and those trying to put an end to animal agriculture. DFNS is up to these challenges, as we act collectively with fellow producers across the country.

Respectfully Submitted,



Gerrit Damsteegt on behalf of the DFNS Board

GENERAL MANAGER'S REPORT

It is my pleasure to submit this report to our Membership. Our staff accomplished many items in 2019, but some challenges remain. Here is a snapshot:

Information Technology – After withdrawing from our four-year Milk Marketing System project, the Board and staff seriously researched aligning with the PLQ IT system. This resulted in an agreement-in-principle and contract with Quebec covering the expected 2-3 year transition. New Brunswick has joined us in this complex undertaking which helps not only for cost-sharing but may lead to further operational efficiencies. The Board agreed to fund this project, estimated at close to \$400,000, out of the operating reserve.

Handheld Devices – Along with the central IT program mentioned above, we have the option to adopt the Quebec handheld system as well. We are investigating all options, which will optimize the remaining useful life on the devices the bulk milk graders use.

Regulation Changes – The Natural Products Marketing Council's new *Raw Milk Production and Transportation Regulations* comes into force on March 15, 2020. DFNS have joined forces with the Department of Agriculture and Council to ensure smooth adoption on-farm during regulation implementation. A copy is posted on the DFNS website and producers are encouraged to review their farms with the new regulations. The Board also updated the Milk Producer Licensing regulations to include proAction Biosecurity, minimum test results before applying a penalty and a doubling of the inhibitor penalty rates. A full list of regulation changes appears in Council's report.

Staffing Changes – We welcome Brett Purdy to our team as the new Data Systems Analyst. Staff are working hard to streamline work assignments with a goal of rebalancing roles and adding back-up for critical functions.

Pool and National Technical Work – I continue to represent DFNS on several technical committees where options for policy makers are formulated using the most current figures and trend analysis. The *Quota TC* met numerous times this past year, developing policy options plus our usual task of analyzing production and market trends. The P5 Quota Committee was busy researching and negotiating the sleeve reduction, moving the SNF ratio to 2.30, revamping the New Entrant program, and redoing the producer payment model. As well national negotiations between producers and processors required focused technical calculations of the impacts and possible outcomes of scenarios being considered.

Producer Training – We were pleased to learn that Dal 'AC Extended Learning received a grant from the Canadian Dairy Commission to deliver industry-level training. The target audience is herds people or those interested in becoming dairy farmers. More information will be available in 2020 to make sure the students meet industry needs.

GENERAL MANAGER'S REPORT

proAction – Lindy Brown and Nancy Douglas continue to provide valuable support for producers following their proAction validations. In conjunction with DFNB and DFPEI we added to the pool of validators to account for vacations, conflicts, and to rotate validators more deliberately. Despite incurring our first producer penalty for delayed CAR corrections, Nova Scotia producers all maintained their registrations despite Biosecurity being added to the validation checklist. Lindy will be off on maternity leave in 2020 but DFNB will assign a replacement Coordinator until she returns.

DFC Services Agreement – We are developing an improved approach with DFC Marketing and Nutrition Managers both in setting direction / reporting results at the board level and managing the finances. You will hear an open presentation at the AGM on how your promotion checkoff is being managed and invested.

In the Office – This has been a challenging year in milk transportation with the Salmon River powder plant down for repairs for 20 days this fall. Last winter there were several road closures and weather disruptions at the farm and getting milk out of province. We did renegotiate out-of-province rates for a 3-year term which, combined with renewing transporters 3-year licenses, brings cost-certainty. Other “behind the scenes” work included: updating both hand held and milk quality databases to streamline data handing; assisting with a successful Milk & Cookies Day; assisting with Dal ‘AC soybean and cereal variety plots; and negotiating numerous contracts with service providers and stakeholders.

Looking Forward – 2020 will be another year of transition as we start moving to the Quebec IT system, including producer, processor, and transporter web access information pages. We host Dairy Farmers of Canada’s AGM in July 2020 on the heels of another Dairy Focus Atlantic in Moncton in March. The pressure to adopt more common Board policies across provinces continues. Harmonization is an honorable goal but operational efficiency should be the driving force behind these initiatives.

Despite these challenges, I have full confidence in the dedication of our staff and want to express my admiration for their flexibility, hard work, and problem-solving approaches in carrying out their monthly routines and implementing board direction.

Respectfully submitted,



Brian Cameron

The Canadian Dairy Commission

As national facilitator and chief administrator for the dairy industry, the CDC undertakes a number of activities and programs:

Industry Support

Through its chairmanship and work for the Canadian Milk Supply Management Committee (CMSMC), the CDC provides ongoing support to the Canadian dairy industry while operating in close co-operation with national and provincial stakeholders and governments.

Facilitator

It acts as a facilitator and provides secretariat services to the revenue pooling and market sharing systems. Provisions for these functions are set out in the Agreement on the Eastern Canadian Milk Pooling, the Western Milk Pooling Agreement, and the Comprehensive Agreement on the Pooling of All Milk Revenues. The CDC also administers the financial mechanisms required by these agreements.

Quota

It calculates and recommends to the CMSMC the target national milk production for milk.

Imports/Exports

It has the authority to purchase, store, process, or sell dairy products on the domestic or export market, within World Trade Organization (WTO) commitments. The CDC also imports and redistributes tariff rate quota butter on behalf of the industry.

Support Prices

The Commission establishes support prices at which it will purchase butter and skim milk powder. These support prices are used as references by provinces to establish prices for milk used to manufacture products such as butter, cheese, and ice cream.

Industry Programs

- It administers the Special Milk Class Permit Program and issues permits allowing further processors to have access to competitively-priced dairy ingredients, and allowing exporters to export dairy products within Canada’s WTO commitment levels.
- It develops and implements marketing programs and services aimed at encouraging food manufacturers to maintain or increase their use of dairy ingredients in their various products. These activities are guided by the objectives set out in the Dairy Marketing Program.

Audits

The CDC carries out internal audits of its systems and practices as well as external audits, which are in large part performed on companies participating in the Special Milk Class Permit Program and it encourages the harmonization of audit procedures for dairy plants among provinces.

Run for farmers by farmers, DFC is the voice of Canadian dairy farmers.

Dairy Farmers of Canada (DFC) is the national policy, lobbying and promotional organization representing Canada’s farmers living on approximately 12,000 dairy farms. DFC strives to create stable conditions for the Canadian dairy industry, today and in the future. It works to maintain policies that foster the viability of Canadian dairy farmers and promote dairy products and their health benefits. Dairy farmers fund its operations, including promotional activities.

DFC’s Mission

- Educate
- Facilitate
- Mobilize

To ensure the sustainable production of milk and the healthy consumption of Canadian dairy products.

DFC’s Vision

Canadian dairy for a healthy future. To enhance the revenue and image of the Canadian dairy farmer and contribute to the growth of the Canadian dairy market. We will:

- Be the voice of all Canadian dairy farmers on the national and international level.
- Lead (in collaboration with members) the development of national dairy position statements and advocate for dairy related policies and regulations.
- Develop, implement and administer designated programs and strategies on marketing, nutrition, policy, communication and government relations.
- Maintain a strong and united support for a national system of supply management.
- Be a credible source of information on dairy related issues and initiatives.
- Support research in dairy production and nutrition.

DFC’s Values

- Teamwork
- Integrity
- Passion
- Dynamism
- Sustainability

DFC is Committed to:

- The Environment
- Our Animals
- Food Safety
- Growing the Market
- Economic Sustainability
- Research & Development

This past year has been one of challenges and change for the dairy industry: Uncertainty over trade agreements, shifting consumer demands and changing government policies were just some of the issues we faced. But with the support of producers from across the country, we've been working tirelessly to assure the long-term viability of our sector. While it is impossible to summarize all of DFC's achievements this past year, here are some highlights.

DFC 2.0: The reengineering of DFC

Under the direction of the Board of Directors and in consultation with provincial members, dairy farmers and other stakeholders, DFC implemented a new strategic plan called DFC 2.0. The strategic plan charted a new course for DFC's future that took into consideration the many pressures and challenges facing the dairy sector. It identified four objectives: ensuring effective governance; engaging Canadians so they better understand the value of dairy and the value of supply management; marketing to millennials; and strengthening the value chain. Governance is the bedrock of a solid organization, so while putting in place a robust strategic planning process, the funding model was restructured to bring stability to the organization and activities have been streamlined to focus on organizational objectives.

National Marketing Initiatives: The Blue Cow Effect

Our research shows that consumers want to know what products are made with Canadian dairy, so we created the Blue Cow logo to offer them clarity. Awareness of the Blue Cow Logo, profiled in all of DFC's campaigns, has reached an all-time high, with four out of five Canadians now recognizing the logo. The logo experienced a 300% increase in certification requests in the months immediately following the CUSMA announcement as Canadian consumers clamoured for Canadian dairy products. Today, over 7,600 products carry the logo, and we expect this number to continue to grow!

DFC's two marquee ad campaigns *Honest Canadian Dairy* and *Dairy Farming Forward* addressed some of the myths and misconceptions around dairy production by shining the light on our industry's contributions in areas such as animal welfare, on-farm sustainability, quality and innovation. Both achieved gold standard in terms of their performance against the set objectives.

DFC's innovative fall campaign, *Milk. It's In The Stuff You Love* aimed to shift perceptions of dairy amongst Millennial and Generation-Z consumers by rethinking how it's consumed. The campaign focused on highlighting the presence of milk in foods that people already enjoy every day, with contemporary, relevant reminders.

DFC's two holiday campaigns, *Santa Surprise* and *Both Sides of the Glass* took on two distinct approaches: *Santa Surprise* focused on the timeless tradition of setting out a glass of milk for Santa on Christmas Eve, while *Both Sides of the Glass* featured a youthful, fun-loving Santa discussing milk and milk production with real millennial dairy farmers in a nod to the popular web series and Netflix movie *Between Two Ferns*.

Tim Horton's

DFC renewed its partnership in 2019 with Tim Horton's, Canada's preeminent quick service restaurant chain with over 4,000 locations across Canada. Tim Horton's featured the Blue Cow logo in their coffee,

ice cappuccino and iced beverage innovations throughout the year, generating over 5 billion impressions.

Cineplex Campaign

DFC entered into a partnership with Cineplex, Canada's leading theatre chain with more than 234 locations and 1,905 screens reaching over 81 million guests per year. Cineplex leveraged the Blue Cow logo to encourage moviegoers to switch to real Canadian butter rather than oil-based topping on their popcorn, which generated over 1 billion impressions. Early results indicate that one third of Cineplex visitors have seen the campaign, 64% of whom reported adding real butter to their popcorn.

National Nutrition Activities

Our nutrition team continued to highlight the health benefits of dairy consumption by meeting with health professionals, organizing conferences and webinars and developing various educational tools for different target audiences. In particular, DFC's annual nutrition symposium positioned dairy favourably in the context of food and sustainability. Given the context of the new food guide, it is especially important that health professionals be aware of scientific evidence related to the benefits of dairy products. Our research shows that our interactions with health professionals do indeed increase knowledge of dairy's nutritional value, dispel myths about dairy consumption and production and inform them of Canadian farm practices. In addition, the tendency to recommend dairy consumption increases after each interaction.

Nova Scotia Marketing and Nutrition Services Agreement

Consistent with the objective of supporting the development of lifelong dairy consumption in early childhood, DFC reached out to teachers and early childhood educators in Nova Scotia throughout the year through new resources, programs and events.

Our farm tour program allows nutrition and dietitian students the opportunity to learn more about the industry and the proAction program. Last September, over 40 students and faculty from Mount Saint Vincent University visited the Bokma Farm in Shubenacadie, NS where they learned more about farming practices and even experienced a cow calving. When asked if the farm visit was useful for their academic training, 92% of the students responded that it was very useful; 64% said they felt more positive towards dairy farming in Nova Scotia and 80% said they increased their knowledge.

DFC reached the health and fitness community with unique interactive displays and giveaways at community events throughout Nova Scotia, with large activations at events such as Valley Harvest Marathon, Blue Nose Marathon, Maritime Race Weekend and Heartland Tour. These activations included a very popular 'hive-five machine' and chocolate milk samples served as post-race rewards. Each of these events provided opportunities to show support for local communities, educate the public and share the nutritional benefits of dairy products. The positive feedback from these events, demonstrated in surveys and in social media reception, highlighted the effectiveness of creating unique experiences that resonate with attendees.

DAIRY FARMERS OF CANADA - 2019 YEAR IN REVIEW

DFC also worked with its counterparts in Nova Scotia and New Brunswick to develop a marketing campaign to promote the School Milk Program to parents. The campaign used humour to encourage parents to integrate the program into their daily lunch-making routine, by showing the convenience of the program in helping their children access proper nutrition at school. The campaign was well received and is part of an ongoing effort by DFC to support the School Milk Program.

This November, DFC was a bronze sponsor of Saltscapes Holiday Expo in Bible Hill, NS. This sponsorship included space on a high-profile stage where DFC Cheese Ambassador David Beaudoin held a cheese pairing and sampling experience. Beaudoin also joined Saltscapes' founder on CTV Atlantic's morning show in promotion of the event, showing off a preview of his pairings for the audience and sharing key messages about dairy production.

Looking forward, DFC is developing a series of fiction books for children that encourage proper nutrition, which is expected in-market in Fall of 2020.

Trade Negotiations and Compensation

Throughout Canada's negotiations on the European, Trans-Pacific and North American trade agreements, DFC worked tirelessly to bring our farmers' concerns to the forefront. Although we would have much preferred not to have concessions made to our dairy market, our government conceded dairy production to foreign producers in all three agreements, so our focus shifted towards seeking compensation for the losses.

On August 16, 2019, DFC welcomed the federal government's announcement of \$1.75 billion dollars to compensate dairy farmers for the losses incurred by the European and Trans-Pacific trade agreements. The \$1.75 billion was in addition to the \$250 million from the Dairy Farm Investment Program which brings the total compensation to \$2 billion. This was no small feat, but with the support of all the provinces speaking with one voice, we were able to bring our sector's concerns to the forefront.

As we enter the ratification phase of the Canada-United States-Mexico Agreement (CUSMA), DFC will continue to press for adequate compensation for the access granted to our dairy market in this agreement.

Advocacy

Canada's Healthy Eating Strategy

The latest Canada's Food Guide combined the "dairy and alternatives" and "meat and alternatives" categories into one "protein" category. DFC expressed concern that the change was rooted in public misconception rather than scientific evidence by communicating with parliamentarians, conducting media interviews, running ads, creating resources for health professionals and highlighting third-party findings. DFC continues to engage with political parties and newly elected MPs on this issue.

DFC also liaised with the government on proposed new front-of-package labelling requirements. If enacted, these requirements could discourage the consumption of dairy products, despite well-established scientific evidence showing their beneficial effects on health, which we consider to be contradictory to the goals of the policy.

DAIRY FARMERS OF CANADA - 2019 YEAR IN REVIEW

The bill that proposed to restrict the marketing of “unhealthy” foods and beverages to children, Bill S-228, was terminated with the dissolution of Parliament before the 2019 federal election. We will continue to argue against the potential mischaracterization of dairy products as “unhealthy” under the expectation that similar legislation may be reintroduced in the future.

We will continue to engage the government on these important issues as both have been made priorities in the new Health Minister’s mandate letter.

DFC also worked jointly with producers this past year as part of the Dairy Strategic Working Group. The Working Group is tasked with exploring how the dairy supply management system can be fully leveraged and identifying actions required to support growth and innovation in the dairy sector to help ensure its ongoing success.

2019 Federal Election

Given the input from farmers at DFC’s Annual Policy Conference last February, our election strategy was to allow the national campaign to unfold naturally while engaging the parties and candidates at the grassroots level on issues affecting the industry. Under that approach, DFC sought commitments from all major parties on important issues for Canadian dairy farmers. In response, all parties were in favour of fair compensation for dairy farmers if CUSMA is ratified; maintaining the current threshold of Canadian content for “Product of Canada”; taking into account all scientific research when developing the Healthy Eating Strategy; and investing more resources to CBSA and CFIA for border enforcement.

On October 21, 2019, Canadian voters elected a minority government to the House of Commons. This outcome makes these commitments all the more significant, and we will continue to make the industry’s concerns a priority as if the campaign never ended.

Dairy Production and Research

Life Cycle Analysis: Improved Environmental Performance

In early 2019, DFC released the latest life-cycle assessment of the industry’s environmental performance, showing that dairy farmers continue to reduce our environmental impact by adopting more sustainable farming practices. The research reveals that the carbon footprint per litre of milk has decreased by 7%, water consumption has decreased by 6% and the land use associated with production per litre of milk has decreased by 11%. Overall, milk production is responsible for less than 1% of Canada’s total greenhouse gas emissions.

Sustainable Production and proAction®

Dairy farmers continued to demonstrate their commitment to excellence in dairy production through the proAction program. The first proAction progress report was released in early 2019 highlighting that the high standards set by and for the Canadian dairy industry are being met. A new version of the Integrated Reference Manual and Workbook was approved along with an update to the 2009 Code of Practice for the Care and Handling of Dairy Animals. New government grants allowed DFC to continue the implementation of proAction, pursue stakeholder engagement and initiate a sustainability strategy. Another grant enabled DFC to further implement the Livestock Traceability module and Dairy Trace. DFC

DAIRY FARMERS OF CANADA - 2019 YEAR IN REVIEW

also completed a benchmarking pilot for cattle assessments with Holstein Canada and began the next round of assessments.

DFC was pleased to receive international recognition from Unilever for its commitments towards sustainable milk production practices, something that would not have been possible without the commitment towards a robust, credible and ambitious program like proAction.

Research initiatives

2019 was an active year in Canadian dairy research. Looking back at the published material of the past year, a common theme stands out: dairy farmers' investments in sustainable milk production and human nutrition and health research continue to drive innovation in Canadian dairy.

In July, an investment of \$16.5 million was announced, officially launching a third Dairy Research Cluster (2018-2023) led by Dairy Farmers of Canada. Joint industry and government commitments to the Dairy Research Cluster 3 include: \$11.4 million from Agriculture and Agri-Food Canada as well as contributions Lactanet, Novalait amongst others. What's more, 1,300 dairy farm operations and 10 dairy processors will be investing their time in select research projects in collaboration with the research teams.

Looking Forward

With the new year upon us, DFC now turns its attention towards implementing our 2020 strategic plan and building upon our progress in areas such as marketing and nutrition. DFC looks forward to another year supporting the success of the dairy industry and continuing to work closely with the DFNS Board and dairy farmers of Nova Scotia.

PROACTION REPORT

2019 has been a busy year for proAction. All producers in Nova Scotia have now undergone a proAction validation involving Food Safety, Animal Care and Livestock Traceability modules. On September 1st, the Biosecurity module was added to the validation process. This has been well received by producers and encouraged collaboration with herd veterinarians to complete requirements.

Behind the scenes, proAction Coordinators underwent an internal audit on behalf of DFNS. One of the principals of proAction is continuous improvement. This is true, not only at the producer level, but throughout the entire program structure. Through the process of internal audits, the provincial (coordinators) and national offices are evaluated. Validators are shadowed by the internal auditor as well. Similar to the validation process, following the internal audit Coordinators receive a report listing their corrective actions. The results indicated the need for additional details to be added to portions of the provincial SOP. Provincial Coordinators were recognized for their consistency and good working relationship.

Another focus area of continuous improvement is the Environment module. Implementation of Phase 1 (Environmental Farm Plan) is scheduled to roll out with validations beginning September 1st, 2021. A Phase 2 is currently under review and being piloted across Canada from January to March 2020.

DFNS will be holding a round table discussion during breakout sessions on the proposed Phase 2 requirements (6 questions) during the AGM. Background information and explanation of the requirements will be presented to producers during the proAction presentation. We ask any and all producers present to take time and join the round table discussion to express their feedback during the breakout sessions. If you agree or disagree with any of the proposals, we are asking that you provide logical reasons why and any suggestions on how to improve them. The information gained from these round table discussions will be sent back to the Environment Working Group for consideration of how to improve the requirements and module.

Nancy Douglas and Lindy Brown
Atlantic proAction® Coordinators



*On-Farm Excellence
Excellence à la ferme*

Operations & Government

Aligning with the direction of our strategic plan an Operations & Government Relations team was established to ensure effective operations of our organization and to enhance policy and relations with government.

Operations Team Members

Shelly MacKenzie, *Administrative Coordinator*
 Maxine MacLean, *Policy & Research Coordinator*
 Tracey Otterson, *Financial Services Coordinator*

NSFA Council

Victor Oulton
 Tim Marsh
 Chris de Waal
 Lauren Park
 Allan Melvin
 Josh Oulton
 Andy Parker
 Jacob Mullen
 Peter Morine
 Chris van den Heuvel

Council – will be the governing body of the Federation and will manage the affairs of NSFA.

Policy Advisory – will be responsible for policy and position formulation, resolutions and liaising member/industry trends and issues to Council.

Strategic Plan 2019 - 2023

In 2018, NSFA underwent a strategic planning process to develop a strategy that would guide the organization over the next five years.

Under the direction of Henry Vissers, Executive Director the following strategic plan will lead the direction of NSFA until 2023.

Mission

To influence and affect change for the continual success of agriculture in Nova Scotia

Vision

A prosperous and sustainable future for Nova Scotia farms and farmers

Our Commitment

To work in the best interest of the farming community in Nova Scotia; presenting a unified voice to effectively advocate and lobby for the betterment of the industry

To work collaboratively with industry and key stakeholders to ensure a prosperous and sustainable future for our farms

To support Nova Scotia farmers in managing their business risks through delivery of programs and services

To connect, engage and communicate with our members

To promote a positive image of our industry

New Bylaws

At our 2019 Annual Meeting, membership voted in favour of the proposed bylaw amendments that were brought forward to improve our governance structure following a few tweaks. This means that the governance model of the NSFA has undergone a major shift. With Council of Leaders and the Executive Committee becoming one, now known as Council. The new bylaws also saw the creation of the Policy Advisory Committee.

Standing Policies 2020

Agricultural Land

Ensuring farmers have access to agricultural land is the primary objective behind this policy. Actions on resources and strategies to keep agriculture land in production are driving the progress of this policy which is guided under the direction of the Agriculture Land Use Policy Committee.

Soil Health

The purpose of this policy is to ensure healthy agriculture soils is a top priority with decision makers. While the exact direction of the policy has yet to be determined, broad themes include lobbying for a comprehensive soil health improvement program, protection from top soil removal and strategies to mitigate against erosion. NSFA has also heard from members regarding laboratory testing for soils.

Labour

A new commitment under the Labour Standing Policy this year is for NSFA to lobby for the Nova Scotia Department of Labour and Advanced Education to review the Labour Standings Code and the Minimum Wage Order with an agriculture lens to understand the full implications to agriculture.

Regulatory Standing Policy

Consistent service delivery of inspectors throughout the province, clear interpretation of regulations and participation in opportunities to consult on changes as they apply to farm businesses are all elements for which NSFA will continue to lobby.

Transportation

Much like the Labour Standing Policy, Transportation is also heavily focused on addressing Agriculture’s uniqueness in using the roads. With the passing of the Traffic Safety Act in the legislature and the following development of regulations, NSFA will ensure that Agriculture’s voice will be recognized in the development of the Traffic Safety Regulations.

Outreach & Member Relations

The Outreach & Member Relations team is responsible for supporting the farm community through communications, member engagement and educational programming. It is our goal to support you in being sustainable and prosperous farms.

Member Relations Highlights

Communications

We are working to increase our communications to our membership and the media – this can be seen through increased social media activity, enhanced newsletters and increased agriculture in the media! Be sure to join us on social media if you haven't already!



Facebook: @NSFAFANE

Twitter: @NSFA

Instagram: @nsfa_fane

Member Benefits

Don't forget about our member benefits! We have a number of great benefit partners providing you with discounts and special promotions throughout the year. From health insurance to car rentals. Check them out on our website!

Corporate Partners

The Corporate Partners Program has been updated with Perennia coming on board as a most recent partner! We have introduced a "Friend of NSFA" level at \$75 Designed for individuals who wish to be a member of the NSFA to keep in touch with the industry – particularly those that are no longer actively farming but want to be kept in the loop! You'll be added to the mailing list and have access to member benefits and training opportunities.

Outreach Team Members

Carolyn Van Den Heuvel, *Director of Outreach*
Katherine Doyle, *Communications Coordinator*
Lori Brookhouse, *Farm Safety Advisor*
Cory Roberts, *Environmental Farm Plan Coordinator*
Trevor Davison, *Environmental Farm Plan Coordinator*
Janette McDonald, *Public Trust Coordinator*
Heather Boyd, *AgSector Program Coordinator*

The Outreach Team continues to work to support farms through program delivery. Programs are delivered on a contract basis with funding from various organizations.

AgSector Program *NEW*

The AgSector Program focuses on human resources, attraction and retention along with industry capacity building and training. This is a new program to the NSFA with a 3-year funding contract from Department of Labour and Advanced Education. We have hired Heather Boyd to support the delivery of this program. Initiatives supported under the AgSector Program will include career promotion, SAWP, immigration programs, apprenticeship programs and workplace education.

Environmental Farm Plan

The Environmental Farm Plan program will be delivered in a 3-way partnership with Perennia, Nova Scotia Department of Agriculture and Nova Scotia Federation of Agriculture. The program will be delivered with a reduced staff complement after receiving a significant budget cut. The review of program continues and you can expect to see a farmer user evaluation in the coming months. The program is currently being benchmarked to the Farm Sustainability Assessment Tool, which is an internationally recognized program – www.fsatool.com.

Farm Safety Nova Scotia

Farm Safety Nova Scotia hired a Farm Safety Advisor, Lori Brookhouse in June of this year. This position is intended to provide resource support to our membership. FSNS continues to delivery training to its members with a focus on online training, increased resource availability and the on- farm inspection initiative.

Public Trust - Meet Your Farmer

Public Trust is not new to the NSFA; however, we will be increasing our capacity over the next year. This will be done through the development of a Public Trust Strategy for Nova Scotia along with providing resources to you to support your work in effectively promotion farming to the public, telling our good news stories and hosting events for the public. Familiar initiatives run under this program include Open Farm Day and Meet Your Farmer. Janette McDonald has joined us as Public Trust Coordinator!



NS CATTLE PRODUCERS REPORT



The Nova Scotia Cattle Producers have had another busy and productive year, as we wrap up some projects and continue working on others into the New Year. We are also busy planning for the upcoming Zone Meetings and Annual Meeting.

The NSCP partnered for another year with the Maritime Beef Council, holding the fourth annual Maritime Beef Conference in Moncton, NB. The “Healthy Cattle, Healthy Grass, Healthy Profit” themed event had such speakers as Lee Irvine (TrustBIX Inc.), Duane Ellard (Canada Beef Inc.), Dr. John Kastelic (University of Calgary) and Dr. Jill Hobbs (University of Saskatchewan), as well as many Maritime based presenters. This conference continues to offer producers a great venue to gather information, network with peers and participate in conversations about the future of the beef industry.

In August, the NSCP organized the fifth annual Nova Scotia Elite Beef Expo held once again at the Nova Scotia Provincial Exhibition. This year’s Expo featured 63 cattle from eight different farms, with over \$5,300 awarded in prize money. We wish to thank all the volunteers for this event, from those who helped organize to those who helped throughout the show. We would also like to thank all our sponsors who provided prize money, particularly our Presenting Sponsor again this year – Atlantic Beef Products in PEI. Congratulations to all of the exhibitors who once again brought great looking cattle to Truro.

This fall, five Forage and Winter Feeding workshops were held throughout the province. Jonathan Wort, Livestock Specialist with Perennia, delivered a presentation discussing the importance of forage sampling and testing and how producers should be aware of their forage quality. Feeding adequate forage to ensure animal requirements are met, as well as strategies to combat forage shortages were discussed. Local forage tests were distributed, to demonstrate how to effectively and efficiently interpret forage testing results. Both beef and sheep components were discussed.

Safe Handling courses were also offered throughout the fall by the NSCP, along with the SPANS, for producers who were requiring a Safe Handling certification. These courses were instructed by Jane Morrigan, Animal Welfare and Humane Handling Trainer, Integrity Livestock Services and Miriam Gordon, Program Coordinator for the Animal Welfare Certificate and Professor at Dalhousie University Faculty of Agriculture.

Since September, the NSCAP has been working collaboratively with the Dairy Farmers of Nova Scotia on the transportation regulations. The proposed regulations, set to come into force in February 2020 will have a significant impact on the movement of cattle to and from Atlantic Canada, especially bob calves. The working group has been focused on working to understand the implication of the changes as well as advocating for delayed implementation, or at least enforcement.

The NSCP is also working through the Maritime Beef Council on a Dairy/Beef Value Chain Coordination Project to increase value of bob calves in Nova Scotia. The changing transportation regulations (coming into effect February 1, 2020) decrease drastically the amount of time young animals who are not yet weaned are able to travel. This in combination with the Code of Practice for both Dairy and Veal, creates an opportunity to grow and finish bob calves as beef. There have been ongoing industry meetings to implement a strategy for this production chain amongst dairy and beef producers for a changing market.

Throughout the year, the NSCP have been working on the Nova Scotia Multi-Species Ultrasound Enhancement Project, which we have secured funding for through the Nova Scotia Department of Agriculture CAP Program. We sent participants to Kansas and Iowa to be trained and certified as ultrasound technicians earlier this fall and are eager for them to begin working with the ultrasound technology. By having this service available, the goal is to see increases within overall carcass quality and subsequently carcass quality genetics within the region.

Another project we have been working on and secured funding for is the Feeder Cattle Vaccination Screening Project. We partnered with Atlantic Stockyards, Fundy Veterinarians and the Atlantic Veterinary College to conduct vaccination screenings on feeder cattle during fall and winter 2019-20. The objectives are to determine the effectiveness of different vaccination protocols in feeder cattle and improve the quality of feeder cattle sold through ASL. We are expecting to sample approximately 500 random cattle who have been identified as vaccinated and non-vaccinated. Samples will be used to test whether or not expected antibodies are present. All data will be combined, with no individual results shared publicly.

In closing, we would like to invite everyone to our annual meeting which will be held on March 7, 2020 starting at 10:00am at the Best Western Glengarry in Truro. If you have any questions, comments or concerns, please feel free to contact Brad at the office office@nscattle.ca or 902-893-7455.

BIOGRAPHIES



PIERRE LAMPRON
President
Dairy Farmers of Canada

The president of Dairy Farmers of Canada, Pierre Lampron, has been a dairy farmer since 1987, in Mauricie, Quebec. He was elected to the Board of Directors of the Producteurs de lait du Quebec in 2000 and appointed to the Board of Dairy Farmers of Canada in 2007. Pierre was elected President of Dairy Farmers of Canada in 2017 and re-elected for another mandate this past July.

With his two brothers, Pierre owns an organic dairy farm of 165 cows and 1000 acres of crops. Pierre Lampron's engagement at the national level include having led proAction's animal care committee since its beginning until 2017 and has participated in the DFC promotion committee from 2007 to 2017. Furthermore, he was a member of the Canadian Animal Health Coalition executive committee and served on the board of the National Farmed Animal Health and Welfare Council.

Pierre Lampron has also been active provincially, sitting on various committees and as president of Valacta since 2013 until Valacta became Lactanet in 2019. He now serves on Lactanet's board of directors. As a leader, Pierre believes that by working together, dairy farmers can be more successful in reaching their goals and advancing their cause.

Pierre climbed Mount Kilimanjaro on behalf of DFC in February 2017 and, in association with the Tim Horton Children Foundation, helped raised more than \$500,000.

Pierre and his wife Annick have three children.



BOBBY MATHESON
V-P, Operations
Dairy Farmers of Canada

Bobby Matheson is currently the Vice President, Advocacy with Dairy Farmers of Canada. Bobby originally comes from a dairy farming family in the Maritimes and is a seasoned and results driven executive with extensive experience in policy development, program design and delivery, corporate management and change management. He has previously worked within the executive ranks of the public service, including Public Safety Canada, Employment and Social Development Canada and Agriculture and Agri-Food Canada. He is adept at establishing and maintaining networks and effective working relationships across federal departments and agencies, Indigenous peoples, non-profits, other governments and industry organizations. After obtaining a degree in Animal science, and working a short period of time as a research technician, he went on to complete a Masters at McGill University as well as a PhD at the University of Saskatchewan, both in agricultural economics. He is passionate about agriculture and the dairy sector and is very pleased to have returned to his roots and supporting dairy farmers across Canada.

NATURAL PRODUCTS MARKETING COUNCIL REPORT

Report to: Dairy Farmers of Nova Scotia 19th Annual General Meeting

Thank you for the opportunity to report on the work of the Natural Products Marketing Council ("Council") with respect to the Provincial dairy industry.

The Council is an independent administrative agency created under the *Natural Products Act*. The primary purpose of Council is to supervise the production and marketing of Nova Scotia's regulated agricultural commodities under the *Natural Products Act (1982)* and the *Dairy Industry Act (2000)*. In doing so, Council serves the public interest in maintaining a balance between the interests of industry and the needs of consumers.

Both Council and Dairy Farmers of Nova Scotia derive their respective roles, responsibilities and powers from the *Dairy Industry Act*. The *Dairy Industry Act* provides for the production, transportation and sale of raw milk to be regulated by producers, all of which is subject to the supervisory jurisdiction of Council. Dairy Farmers of Nova Scotia receives its administrative and regulatory powers directly from the *Dairy Industry Act*, and indirectly through powers assigned to Council under the *Dairy Industry Act*. Council chose to delegate some of its powers to Dairy Farmers of Nova Scotia. Dairy Farmers of Nova Scotia may use these delegated powers, subject to the approval of Council.

For example, Dairy Farmers of Nova Scotia's power to fix and allot quota for marketing or production, including the power to make regulations, is a power that has been delegated by the Council to Dairy Farmers of Nova Scotia, subject to the approval of Council. The power to prescribe the price structure of raw milk and any component of raw milk, including the power to make regulations, is another example.

When stakeholders in the dairy industry have concerns, they often bring them to Council. As part of Council's supervisory jurisdiction under the *Dairy Industry Act*, and in fulfilling Council's role under the *Dairy Industry Act*, Council investigates concerns that are brought forward by dairy industry stakeholders. Council takes the concerns of industry stakeholders very seriously. Council has been given the power to investigate under the *Dairy Industry Act*. This is in both the dairy industry's and the public's best interest to maintain the reputation and stability of the dairy industry in the Province.

Over the past year, Council received several concerns from dairy producers regarding Dairy Farmers of Nova Scotia's handling of quota. As such, Council requested information from Dairy Farmers of Nova Scotia regarding its handling of quota over a 3-year period. Council worked diligently to review the information that has been provided.

Council has also received concerns from industry stakeholders with respect to conflict of interest and general governance matters related to the Dairy Farmers of Nova Scotia Board. Again, Council takes these concerns very seriously and has spent considerable time investigating and considering these issues. As a result, Council has provided the Dairy Farmers of Nova Scotia Board with a number of directions for improved governance.

Council is also an adjudicative body with a mandate to settle disputes among regulated stakeholders within its jurisdiction. Under the *Dairy Industry Act*, Council has been given jurisdiction to hear appeals of decisions made by the Dairy Farmers of Nova Scotia by persons who have been aggrieved by such a decision. When Council receives an appeal, the Council Chair sets a Panel of Council members to hear the appeal. Council members receive administrative justice training through the Department of Justice on conducting fair and effective adjudicative hearings. For a Council member to sit on an adjudicative panel, it is a pre-requisite that the Council member has received this training.

NATURAL PRODUCTS MARKETING COUNCIL REPORT

Typically, Council hears 2-3 appeals in total across all commodities per year. To the date of writing this report, Council has heard 1 appeal during the 2019 calendar year.

Liz Crouse, as Director of Council, is a member of the Canadian Milk Supply Management Committee at the national level and P5 Supervisory Board at the regional level. The P5 Supervisory Board guides regional work under the Agreement on Eastern Canadian Milk Pooling (the “P5 Agreement”), to which Nova Scotia is a party, along with New Brunswick, Ontario, Prince Edward Island and Quebec.

Council approved the following amendments/replacements under the *Dairy Industry Act* in 2019:

- *Bulk Haulage Regulations* – amendment (15/2019)
- *Milk Pricing Regulations* – amendment (16/2019)
- *Milk Pricing Regulations* – amendment (29/2019)
- *Bulk Haulage Regulations* – amendment (56/2019)
- *Bulk Haulage Regulations* – amendment (111/2019)
- *Milk Producer Licensing Regulations* – amendment (122/2019)
- *Raw Milk Production and Transportation Regulations* (132/2019)
- *Fluid Dairy Pricing Regulations* – amendment (141/2019)
- *Bulk Haulage Regulations* - amendment (169/2019)
- *Total Production Quota Regulations* – amendment (170/2019)
- *Milk Producer Licensing Regulations* – amendment (192/2019)
- *Milk Pricing Regulations* – amendment (193/2019)

Council was very pleased to approve the new *Raw Milk Production and Transportation Regulations* this year. These regulations will replace five current regulations when they come into effect on March 15, 2020: the *Abnormal Freezing Point Standard for Cow’s Milk Regulations*, the *Milk House Water Quality Regulations*, the *Schedule 2 – Milk Production Regulations*, *Schedule 5 – Milk Transportation Regulations*, and the *Schedule 12 – Goat Milk Production Regulations*. The *Raw Milk Production and Transportation Regulations* apply to all producers, processors and transporters of milk from all dairy animals. In addition to cow’s milk, Nova Scotia presently has producers licensed for goat, sheep and water buffalo milk production. Council extends its thanks to Brian Cameron, General Manager of Dairy Farmers of Nova Scotia, for providing industry input during his extensive work on the Committee that brought these Regulations to fruition.

Council is responsible for the licensing of all dairy jobbers, distributors and processors, and licences producers of goat, sheep and water buffalo milk. Council is pleased to report continued growth in the small dairy processing sector in the Province.

Council is looking forward to continuing to play an active role in working with the Provincial dairy industry.

Sincerely:



Ian Blenkharn, P.Ag.
Chair, Natural Products Marketing Council

SPECIAL RECOGNITION - ANN LANDERS

Ann Landers' dairy career began in 1978 when Farmers Dairy Cooperative hired her into a permanent Accounting position. Landers worked closely with Miss Florence Cox for the next 20 years learning the inner workings of Farmers Dairy. Ann specialized in the industry side of the business which included the cheese plant, raw milk accounting, the quota system and policy development.

In 1990 Landers had learned enough about industry relations and policy development to replace the retiring Miss Cox, her long time protégé, as Corporate Secretary. Ann quickly became the resident expert on dairy policy for the co-operative, attending Farmers Milk Producer Association meetings and participating in developing policies at the national level.

Ann has represented the Nova Scotia processing industry for many years at both the national and Natural Products Marketing Council tables. She was part of the team that negotiated Nova Scotia's entry into the P5 Pool in the late 1990s.

In 2007, Landers was appointed Vice-President of Corporate Affairs keeping her Corporate Secretary role and also becoming responsible for Human Relations and Quality Assurance. According to Ralph Ballam, Landers was responsible for crucially important work at the senior leadership level, greatly assisting him both as Board Chair and later as CEO.

The Farmers / Agropur Cooperative merger in 2013 marked another chapter in Ann's distinguished career. She assumed the position she holds today - Director of Government and Industry Relations. Covering Atlantic and Western Canada meant many more hours on the road and in the air. Her fellow processors showed their confidence in Ann when she was named the initial Chair of the newly-formed Western Dairy Council.

Somehow Ann has managed to balance her busy work life with an active role in her children's and grandchildren's lives. Ann has always approached industry and policy challenges professionally while calling on her deep industry knowledge to seek out a win:win solution.

Already a DFNS Honorary Member from her work when DFNS was formed in 2001, we are pleased to give Special Recognition to Ann Landers for her 40+ years of dedicated service to the Nova Scotia and national dairy industry!

**Excerpts from "A Vision Shared: The History of Farmers Cooperative Dairy"*



Business Meeting Agenda

January 15th & 16th, 2020
Best Western Glengary

1. Call to Order – 1:30 pm
2. Adoption of Agenda
3. Chairman's Address
4. Approval of 18th Annual General Meeting Minutes (January 16-17, 2019)
5. Business Arising from the Minutes
6. Reports
 - (a) Board of Directors
 - (b) General Manager
 - (c) 2018-19 Audited Financial Statements
 - (d) 2019-20 Budget Projections
7. New Business
 - (a) Appointment of Auditors
8. Adjourn – 2:30 pm





**18th Annual General Meeting
Dairy Farmers of Nova Scotia
Best Western Glengarry, Truro, NS
January 16-17, 2019**

January 16th, 2019

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.

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.

Canadian Dairy Commission Report – Jennifer Hayes

DFNS director Hans Vermeulen introduced Jennifer Hayes, Commissioner, Canadian Dairy Commission. Mrs. Hayes introduced Serge Riendeau (CEO, CDC) and Chantal Paul (Communications Services, CDC) who accompanied her to Nova Scotia.

Mrs. Hayes provided an overview of CDC's functions and responsibilities, stating that CDC's role is to provide stakeholders with the tools they need to succeed. Topics included Workforce Development Initiative, monetary funding for graduate scholarships at universities, Young Milkers Program, butter stocks to manage seasonal production, exceptional circumstances used in September 2018 pricing, decline in milk consumption, two working groups to focus on compensation and strategic improvement, and CUSMA. Mrs. Hayes stated CDC is very aware of the problems producers are facing with these trade deals. "It is imperative everyone works together to keep the industry united. That is what has kept us strong over the last 50 years".

Mr. Vermeulen thanked Mrs. Hayes for presenting the CDC report.

Dairy Farmers of Canada Report – Jacques Lefebvre and Pierre Lampron

DFNS director Hans Vermeulen introduced Pierre Lampron, President, Dairy Farmers of Canada. Mr. Lampron welcomed everyone to the meeting, giving special recognition to Nathalie Roy as an instrumental member DFC and Gerrit Damsteegt as an excellent DFC Board member and chair to DFNS. Mr. Lampron informed the crowd of how hard Mr. Damsteegt works and how his opinions are truly valued amongst his colleagues.

Mr. Lampron emphasized the importance of the dairy brand and encouraging the use of the 'blue cow' logo on packaging. He explained the recent changes within DFC, including the hiring of new CEO Jacques Lefebvre, realignment of staffing and objectives. Looking ahead, Mr. Lampron said strategic objectives will include marketing to millennials, engaging Canadians and driving effective partnerships.

Hans Vermeulen then introduced Jacques Lefebvre, Chief Executive Officer, DFC. Mr. Lefebvre discussed challenges within the government's Healthy Eating Strategy which has recommended changes to Canada's Food Guide and new front of pack labelling.

“Any dairy product with front of pack labelling would be deemed unhealthy,” he said, noting the DFC had been advocating strongly against this and continuing to stress, “we can not concede dairy is unhealthy.”

Mr. Vermeulen thanked Mr. Lefebvre and Mr. Lampron for their presentations.

Messages from Other Provinces

Hans Vermeulen welcomed out-of-province guests: Harold MacNevin (DFPEI); Nick Duivenvoorden (DFNB); Jan Bassa (DFM); Paul Tenhave (PLQ); Conrad Van Hierden (Alberta Milk); and Henry Wydeven and Paul Risebrough (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. A few key statements below:

- Mr. MacNevin reiterated that speaking with one voice as producers was one of the most important things the Dairy Industry must do this year.
- Mr. Duivenvorden stated “we seem to have many more things in common than we have different.”
- Mr. Bassa noted there are currently 275 producers in Manitoba, down from over 1,300 in 1991.
- Mr. Wydeven, stated DFO values hearing what is important to other provinces. He said it was a difficult year for producers in Ontario with many finding it hard to pay the bills.
- “Processing capacity is an issue in Alberta” said Conrad Van Hierden after a record production in 2018. He said the carbon tax is taking its toll on farmer’s.
- Mr. Tenhave thanked DFNS for the invitation stating, “we all have the same concerns and the same intensity”.

Mr. Vermeulen thanked the out-of-province guests for their remarks.

A4 Committee Update

Hans Vermeulen welcomed Derick Canning, Chair, A4 Committee. Mr. Canning defined the A4 Committee as the coalition of the Atlantic Boards. Mr. Canning gave a short presentation explaining the committee’s focus on harmonizing board governance and operations to improve efficiency.

Mr. Vermeulen thanked Mr. Canning for his presentation.

Milk & Cookies Day

Brian Cameron presented a slide informing everyone of Milk & Cookie Day taking place on February 8th. Local dairy farmers and volunteers will gather in ten retail locations across the province to thank consumers for purchasing Canadian milk by providing them with some free milk and cookies. While enjoying delicious milk and cookies, consumers will be able to chat with their local farmers on topics ranging from how to recognize Canadian dairy products, to life on the farm.

Lunch

BUSINESS MEETING

Call to Order

Chairman Damsteegt called the business meeting to order at 1:35 pm. He explained the voting procedure and voting cards to members. Chairman Damsteegt appointed Alana Croft, Ashley Baskin and Nancy Douglas as scrutineers during the voting portion of the meeting.

Adoption of Agenda

Motion: A motion to approve the agenda, as presented, was moved by Curtis Moxsom and seconded by Paul Taylor.

Motion Carried.

Chair's Address

Chairman Damsteegt began his address by introducing the 2019 DFNS Board of Directors, including Liz Crouse. Mr. Damsteegt reflected on the industry's challenges over the past year. The renegotiation of NAFTA took center stage with our industry incurring further injury through a combination of increased market access, capping protein exports, and our government forfeiting sovereignty to the US over our domestic dairy policy. Mr. Damsteegt stated we have a very full year ahead of us with CETA, CPTPP, CUSMA, Canadian Food Guide, front of pack labeling, marketing to children and other important issues. Mr. Damsteegt went on to thank the members for all their hard work and speaking with their MPs and Senators. He stated, "we need to find solutions to move forward and allow this industry to grow and seek every opportunity to support supply management. We need to speak with one voice."

Mr. Damsteegt stressed the importance of good stewardship of our industry. He thanked the board and 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.

Approval of Minutes of 17th Annual General Meeting – January 24-25, 2018

Motion: A motion to approve the minutes of the 17th Annual General Meeting, as circulated, was moved by John Vander Reit and seconded by John Walderbos.

Motion Carried.

Business Arising from the Minutes

Doug Bacon referenced page one of the minutes and requested confirmation whether or not quota is property owned by producers, and encouraged the board to discuss this.

Reports

Board of Directors

Byron Lamb read the Board of Directors report. A number of questions were raised regarding the quota increase and then decrease, butter stocks and cheese stocks. Staff responded to the questions and Chairman Damsteegt assured the membership their concerns are shared by the board. Mr. Damsteegt thanked Mr. Lamb.

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 2018*,” which covered significant events happening each month of the last year.

2017-18 Audited Financial Statements

Nancy Frame, PricewaterhouseCoopers, reviewed DFNS’s 2017/18 audited financial statements, noting it is a “clean report”. These statements were previously approved by the DFNS Board. In response to a question, Ms. Frame explained why the audit fees were higher for one year, but expected to come down the following year.

Motion: A motion accepting the auditor’s report was moved by John Waalderbos and seconded by Robert J. Dillman.

Motion Carried.

2018-19 Budget Projections

Esben Arnfast, DFNS’s Chief Financial Officer, 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 questions ranging from budgeted Milk Quality / proAction penalty dollars to budgeting a deficit for 2019.

Board Compensation Committee

John Vissers presented the Board Compensation Committee’s findings. After an extensive review, the committee recommended a 10% increase of both honorariums and per diems for directors and MC members. This recommendation was included in the 2018-19 budget.

New Business

Appointment of Auditors

Motion: A motion to reappoint PricewaterhouseCoopers as DFNS’s auditors for the 2018-19 fiscal year was moved by Brian Smit and seconded by Jack Ferguson.

Motion Carried.

Motion to Destroy Election Ballots

Motion: A motion to destroy the ballots from the fall 2018 director elections was moved by Elizabeth Biggs and seconded Chris Vanden Houvel.

Motion Carried.

The Business Meeting adjourned at 3:35 pm.

Break

Policy Discussions

Computer Highway

Brian Cameron presented a slideshow titled, “Computer Highway”, which detailed the objectives and benefits of streamlining IT and investigating the PLQ system further. DFNS has numerous business functions that work outside a main central system, which runs the risk of potential errors and data integrity issues.

Mr. Cameron fielded questions around timeframe of possible PLQ integration, amount of money already spent on MMS and confidentiality issues with information going to PLQ.

Credit Exchange

DFNS director, Dustin Swinkels, welcomed Ashley Baskin, Policy Analyst, DFNB. Ms. Baskin presented an informative slideshow regarding “Credit Exchange”. She provided the similarities between Credit Exchange and Quota Exchange; as well as Credit Exchange and Quota Leasing. Ms. Baskin explained how the N.B. Credit Exchange works, the restrictions, timelines, and presented example statements.

Ms. Baskin addressed questions from the membership before Mr. Swinkels thanked her for her presentation.

The meeting adjourned for the day at 5:15 pm.

Banquet and Presentations

A banquet was held at 6:30 pm. Chairman Damsteegt introduced the Honorable Keith Colwell, NS Minister of Agriculture. Minister Colwell offered words of support to the industry, recognizing the tough year producers have faced with CUSMA causing serious concern for the industry. He said the Department is working hard, with a very strong voice in Ottawa, to mitigate these impacts and offers his full support of supply management. He also mentioned, there is a positive side. There is growth in the dairy market, new young farmers getting into the industry and the fact that Canada has one of the most efficient dairy operations in the world.

Ashley Baskin and Nancy Douglas, Atlantic proAction Coordinators, joined Minister Colwell in acknowledging this year’s winning farms.

Retiring director, Derick Canning was honored for his successful 9 years on the board. Mr. Canning made a very heartfelt and moving speech regarding his struggles with depression.

Bob Adams was presented with an Honorary Membership in DFNS for his work as independent chair on the Advisory Committee for Milk and the Advisory Committee for Transportation, a total of 17 years, beginning in 2001.

Nathalie Roy received special recognition for her work with Dairy Farmers of Canada, out of the Moncton office, as Assistant Director, retiring from this position after 18 years.

Dwane Mellish received special recognition for his work for the past 16 years as Operations Office, with DFNS. Mr. Mellish retired in June, 2018.

The meeting reconvened at 9:09 am with DFNS board member David Bekkers as Chair.

Brooke McNeil (Dalhousie Faculty of Agriculture)

David Bekkers introduced Brooke McNeil, a fourth year Animal Science student at Dalhousie Faculty of Agriculture. Ms. McNeil presented interesting research findings from her honor's project that focused on 'Parity effects on Holstein colostrum and the impact on calf performance'. Ms. McNeil responded to various questions from the membership before Mr. Bekkers thanked her for her presentation.

proAction Update

David Bekkers introduced Atlantic proAction Coordinator Nancy Douglas, who presented a 'Back to the Basics: Why we do what we do'. Ms. Douglas stated, "with food product recalls, rumors about unsafe food additives and videos of animal cruelty facing consumers on a daily basis it is paramount to have a plan in place to ensure this industry is doing its best. With proAction, farmers offer proof to customers that they work to ensure milk quality and safety, and to continually improve animal health and welfare as well as environmental stewardship." Ms. Douglas explained the different quality assurance programs of other countries, focusing on the similarities and subtle differences with USA's FARM Program. Ms. Douglas went on to explain proAction's importance and the wide range of support proAction has in Canada. From processors, industry partners, to the public, proAction ensures the sustainability of the dairy industry in Canada.

David Bekkers thanked Ms. Douglas for her presentation.

Break

BUSINESS MEETING – Reconvenes for Voting on Budget

Reports – Continued

2018-19 Budget Projections – Continued

Gerrit Damsteegt, Brian Cameron and Esben Arnfast addressed questions on the 2018-2019 budget from the membership. Members asked for the Board to provide an annual update of research dollar investment.

Motion: A motion endorsing the board's conditional approval of the 2018-2019 DFNS budget, as circulated, was moved by John van de Riet and seconded by Chris van den Heuvel.

Motion Carried.

Morneau Shepell – Producer Benefit Changes

Andrew McCurdy introduced Devon Forshner, Morneau Shepell, who presented 'Benefit Plan Landscape and Upcoming Program Changes'. Mr. Forshner provided details on the new plan coming into effect May 1st, with enhancements of coverage to help manage chronic disease and other enhancements based on member feedback.

Mr. McCurdy thanks Mr. Forshner for his presentation.

Phil Vanderpol (Vitalus)

Andrew McCurdy introduced Phil Vanderpol, Vitalus Nutrition Inc. Mr. Vanderpol gave a very informative presentation on 'Accelerating Innovation and Competitiveness in the Canadian Dairy Industry'. He told producers, "If we redefine our current mindset and embrace innovation, we can create a vibrant industry, where milk components will be used in ways and means that we haven't thought of or imagined yet." Mr. Vanderpol discussed some of the new and innovative products found globally, including A2 milk, which has been shown to reduce milk sensitivity due to the lack of A1 beta casein protein. Mr. Vanderpol touched on the challenges of consumers choosing non-dairy diets and the need for dairy processors to tell their story better, innovate faster and have transparency from farm to product. Mr. Vanderpol stated that the dairy industry needs to send a very strong message to government to ensure industry and government alignment and it is important to "get together as an industry and get behind innovation."

Mr. McCurdy thanked Mr. Vanderpol for his very insightful presentation and the guests for their participation in the meeting.

Lunch

Closed Session

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

Chairman Damsteegt addressed the Membership and reviewed the rules of engagement for the closed session. Mr. Damsteegt commenced with a presentation titled, 'Council Directives'. The objective of the presentation is 'to inform the members of circumstances leading to Council directing DFNS to change our bylaws putting voting, non-producers on our board.'

After much discussion, the following motion was made:

Motion: A motion stating this meeting supports the position of DFNS as not being in a conflict of interest and (to) maintain (the) current board structure, was moved by Dean Cole and seconded by Robert J. Dillman.

Motion Carried.

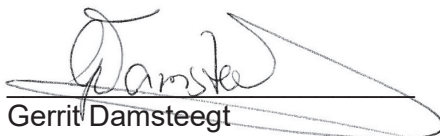
Sleeve Reduction


Dustin Swinkels gave a quick presentation regarding 'Reduction of the Current Sleeve.' As Nova Scotia's representative on the P5 Quota Committee, Mr. Swinkels informed the group of the recommendation to each of the P5 Boards to discuss the move to a sleeve of +10/-15 days for full implementation by August 2021, and for the P5 Boards to consider a provincial credit exchange as an avenue to accomplish the implementation. Mr. Swinkels addressed questions and received feedback that he will report back to the P5 Quota Committee.

Wrap Up and Adjournment

Chairman Damsteegt concluded the meeting by thanking members and out of province producer 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 3:20 pm.


Gerrit Damsteeg
Chair


Brian J. Cameron
General Manager

REGISTERED ATTENDEES 2018 AGM (JANUARY 16 & 17 2019)

A & J Bent Farms Ltd.	Hillpeak Farms Limited
Afton Hills Farm Ltd.	J&L Oostvogels Farms Inc.
Antrim Farms Limited	James & Colin Kent
Archibald Dairy Inc.	James H. Lamb Farms Limited
Arnel Levy & Sons Farms Limited	John J. van de Riet
Aron & Elma Penner	John van den Hof
Bacon Farms Limited	Jubilee Lane Dairy Farm Limited
Ballam Farms Limited	Lake Mabou Farms Limited
Bay Bend Farms Limited	Langelaan Farms Incorporated
Beech Hill Farm Limited	Lellavan Farms
Bekkers Farms Incorporated	Levi D., Marvin and Lena Friesen
Belland Farms Limited	Lindenoord Farm
Bethesda Holsteins	Luchtenberg Farm Inc.
Bidalosy Farms Limited	MacGregor Dairy Farm Limited
Biggs Farms Ltd.	Matthews Farms Limited
Bishop Farms Ltd.	Michael & Sandra van Oirschot
Black Avon Farms Limited	Michael & Tammy Carree
Bokma Farms Ltd.	Norman and Dora Penner (New Entrants)
Boundary Lane Farms Ltd.	Northumberland Dairy Farm
Broad Cove Farm Limited	Oostdale Farm
Browntown Farms Limited	Overview Farms Limited
Canning Farm Limited	Patterson Farms Ltd.
Carree Valley Farms Inc.	Paul Taylor & Bill Munroe
Casey McLellan	Pine Haven Farm Limited
Charles Hill & Son Limited	Roddie J. Kennedy
Churchill Bros. Farm Limited	Roguniel Farm Limited
Clover Crest Farm Limited	Scothorn Farms Ltd.
Cornelius Penner	Smit Farms
Curtmar Farms Ltd.	Sunny Point Farms Limited
Dabro Farms Inc.	Sunnycroft Farms Limited
Dale P. Henderson	Trevor Forbes
Dalhousie University	Trivee Farms Limited
Dean & Sandy Cole	Troy Van den Hoogen & Melissa Cummings
Dykheuvel Farm	Tulip Farm
Ferguson Brothers	Valleyside Holsteins Ltd.
Fireblade Holsteins Limited	Van Vulpen Farms Limited
Folly River Farms Limited	Vermeuland Farms Limited
Fort Lands Farm Limited	Viking Crest Farm Limited
Frank P. Dueck	W.J. Anderson & Sons
Gary S. Benison	Windcrest Farm Limited
Green Oaks Dairy Farm Limited	Winding River Farms Limited
Harry & Joanne Van der Linden	Windy Lane Farms Ltd.
Havey M. Whidden	Wynt Farm Ltd

Dairy Farmers of Nova Scotia

Financial Statements
July 31, 2019



Independent auditor's report

To the Members of Dairy Farmers of Nova Scotia

Our opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Dairy Farmers of Nova Scotia (the Organization) as at July 31, 2019 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

What we have audited

The Organization's financial statements comprise:

- the statement of financial position as at July 31, 2019;
- the statement of receipts and expenditures for the year then ended;
- the statement of changes in net assets for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies.

Basis for opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial statements* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada. We have fulfilled our other ethical responsibilities in accordance with these requirements.

Responsibilities of management and those charged with governance for the financial statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

PricewaterhouseCoopers LLP
Cogswell Tower, 2000 Barrington Street, Suite 1101, Halifax, Nova Scotia, Canada B3J 3K1
T: +1 902 491 7400, F: +1 902 422 1166

"PwC" refers to PricewaterhouseCoopers LLP, an Ontario limited liability partnership.



In preparing the financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.



- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

PricewaterhouseCoopers LLP

Chartered Professional Accountants, Licensed Public Accountants

Halifax, Nova Scotia
December 6, 2019

Dairy Farmers of Nova Scotia

Statement of Financial Position

As at July 31, 2019

	2019 \$	2018 \$
Assets		
Current assets		
Cash and deposits		
Internally restricted	3,690,289	3,465,743
Unrestricted	14,089	-
Accounts receivable (note 3)		
Unrestricted	22,937,248	24,116,420
Internally restricted	-	246,540
Prepaid expenses	39,997	34,576
Inventory (note 4)	8,735	9,635
	<u>26,690,358</u>	<u>27,872,914</u>
Property and equipment (note 5)	<u>246,789</u>	<u>284,840</u>
	<u>26,937,147</u>	<u>28,157,754</u>
Liabilities		
Current liabilities		
Accounts payable and accrued liabilities (note 6)	19,216,876	18,939,914
Deferred revenue – promotion levy (note 8)	631,585	-
Operating line of credit (note 7)	2,135,000	4,341,000
	<u>21,983,461</u>	<u>23,280,914</u>
Deferred revenue (note 8)	<u>32,147</u>	<u>40,184</u>
	<u>22,015,608</u>	<u>23,321,098</u>
Net assets		
Net assets – investment in property and equipment	246,789	284,840
Unrestricted	<u>984,460</u>	<u>839,533</u>
	<u>1,231,249</u>	<u>1,124,373</u>
Net assets – internally restricted for		
Bad debt reserve (note 9)	3,523,839	3,293,491
Milk pricing	142	254,403
Quota exchange	1,920	-
Projects (note 10)	164,389	164,389
	<u>3,690,290</u>	<u>3,712,283</u>
	<u>4,921,539</u>	<u>4,836,656</u>
	<u>26,937,147</u>	<u>28,157,754</u>
Commitments and contingencies (note 12)		

Signed on behalf of Dairy Farmers of Nova Scotia



The accompanying notes are an integral part of these financial statements.

Dairy Farmers of Nova Scotia

Statement of Receipts and Expenditures

For the year ended July 31, 2019

	2019 \$	2018 \$
Receipts		
Unrestricted		
General receipts (Schedule 2)	1,557,166	1,582,233
Internally restricted		
Milk pricing (Schedule 1)	182,288,220	177,158,356
Quota exchange (Schedule 1)	8,589,360	23,013,897
Bad debt reserve (Schedule 1)	230,348	207,301
Promotion levy (Schedule 1)	2,492,551	3,347,042
Projects (note 10)	-	19,428
	<u>193,600,479</u>	<u>203,746,024</u>
	195,157,645	205,328,257
Expenditures		
Unrestricted		
General expenses (Schedule 2)	1,450,290	1,384,851
Internally restricted		
Milk pricing (Schedule 1)	182,542,481	177,102,199
Quota exchange (Schedule 1)	8,587,440	23,035,022
Promotion levy (Schedule 1)	2,492,551	3,347,042
Projects (note 10)	-	13,573
	<u>193,622,472</u>	<u>203,497,836</u>
	195,072,762	204,882,687
Excess of receipts over expenditures before write down of intangible asset	84,883	445,570
Write-down of intangible asset	-	(499,860)
Excess of receipts over expenditures (expenditures over receipts) for the year	<u>84,883</u>	<u>(54,290)</u>

The accompanying notes are an integral part of these financial statements.

Dairy Farmers of Nova Scotia

Statement of Changes in Net Assets

For the year ended July 31, 2019

	General \$	Bad debt reserve \$	Milk pricing \$	Quota exchange \$	Projects \$	2019 \$	2018 \$
Net assets – Beginning of year	1,124,373	3,293,491	254,403	-	164,389	4,836,656	4,890,946
Excess of receipts over expenditures (expenditures over receipts) for the year	106,876	230,348	(254,261)	1,920	-	84,883	(54,290)
Net assets – End of year	1,231,249	3,523,839	142	1,920	164,389	4,921,539	4,836,656

The accompanying notes are an integral part of these financial statements.

Dairy Farmers of Nova Scotia

Statement of Cash Flows

For the year ended July 31, 2019

	2019 \$	2018 \$
Cash provided by (used in)		
Operating activities		
Excess of receipts over expenditures (expenditures over receipts) for the year	84,883	(54,290)
Amortization, not affecting cash	50,024	56,775
Write-down of intangible asset	-	499,860
	<u>134,907</u>	<u>502,345</u>
Net change in non-cash working capital items related to operations		
Decrease (increase) in accounts receivable	1,425,712	(474,298)
Increase in prepaid expenses	(5,421)	(13,104)
Decrease (increase) in inventory	900	(9,635)
Increase (decrease) in accounts payable and accrued liabilities	276,962	(234,408)
Increase in deferred revenue – promotion levy	631,585	-
	<u>2,464,645</u>	<u>(229,100)</u>
Investing activities		
Additions to property and equipment	(11,973)	(19,288)
Additions to intangible asset	-	(112,550)
	<u>(11,973)</u>	<u>(131,838)</u>
Financing activities		
Increase (decrease) in operating line of credit	(2,206,000)	454,000
Decrease in deferred revenue	(8,037)	(16,322)
	<u>(2,214,037)</u>	<u>437,678</u>
Net change in cash and deposits during the year	238,635	76,740
Cash and deposits – Beginning of year	3,465,743	3,389,003
Cash and deposits – End of year	3,704,378	3,465,743

The accompanying notes are an integral part of these financial statements.

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2019

1 Governing statutes and nature of activities

Dairy Farmers of Nova Scotia (“DFNS”), a corporate body, commenced its operations pursuant to Section 5 of the Dairy Industry Act, Bill No. 64, of the Province of Nova Scotia, dated November 27, 2000.

DFNS provides a regulatory and administrative service on behalf of the dairy industry of Nova Scotia including the operation of the quota exchange. The responsibility includes the purchase of milk from producers and the sale of milk to the processors who have been designated as payment agents for DFNS. DFNS strives to ensure that efficient producers receive a fair return for their product and consumers have a continuous supply of quality dairy products at reasonable prices. DFNS represents the interests of milk producers in the province of Nova Scotia through research, promotion and communications to government and the public.

The activities of DFNS include the following:

Milk pricing

DFNS has legislative authority to purchase milk from Nova Scotia milk producers and sell milk to processors for processing into milk products. The milk products are paid for by processors at the legislated prices according to reported utilization in various classes and recorded as revenue for DFNS. Payments to producers for raw milk received are made by processors, acting as payment agent for DFNS, and recorded as milk purchases by DFNS.

DFNS, along with other provincial signatories, have entered into an arrangement with other provinces to equalize the milk prices paid to producers throughout the participating provinces. To provide for the equalization function, an amount is calculated and billed to (receivable from) the Canadian Dairy Commission (“CDC”) each month. The monthly equalization bill (receivable) from the CDC is in turn, billed (paid) by DFNS to milk producers in the province. Any adjustments required resulting from the equalization calculation will be accounted for in the same period billed by the CDC and will be billed to the provincial milk producers in that same period. Milk haulage costs are also equalized. Milk haulage revenue represents amounts received by DFNS from equalization while milk haulage expense represents reduction in the transportation rates paid by producers.

Quota exchange

The Dairy Industry Act and Regulations provide the authority and mechanism for the operation of a quota exchange by DFNS. The quota system is a means whereby DFNS regulates the supply of milk by producers to processors. The quota exchange is a mechanism to allow individual producers the flexibility to increase or decrease their individual share of the provincial market. Producers’ offers to buy/sell quota (market share) are received by DFNS and are accepted/rejected on the monthly quota exchange in accordance with DFNS regulations and policy.

Projects

DFNS is responsible for funds restricted by the board for the cost of projects, including the quality milk program, research, image of dairy program, new initiatives and dairy focus. Net costs of the projects are recorded as expenditures in the year incurred.

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2019

1 Governing statutes and nature of activities (continued)

General

All other DFNS revenues and expenditures are considered to be part of its general operations, with any resulting surplus or deficit forming the accumulated balance.

DFNS is a non-profit organization as defined in Section 149(1)(l) of the Income Tax Act and therefore is not subject to income taxes.

2 Summary of significant accounting policies

Basis of presentation

These financial statements are prepared in accordance with the Canadian accounting standards for not-for-profit organizations (“ASNPO”) as issued by the Canadian Accounting Standards Board.

Revenue recognition

Milk sales are recognized in the period the milk has been utilized.

Quota exchange receipts are recognized as revenue in the period the quota is sold.

All other sources of receipts are recognized as revenue in the period in which they are earned.

DFNS follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Management estimates

The presentation of financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements and the reported amounts of receipts and expenditures during the reported period. Actual results could differ from those reported.

Inventory

Inventory is recorded at the lower of cost and net realizable value.

Financial instruments

DFNS initially records its financial instruments at fair value. Subsequently, these financial instruments are measured at amortized cost, net of transaction costs, using the effective interest method.

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2019

2 Summary of significant accounting policies (continued)

Fair market value

DFNS has evaluated the fair value of its financial instruments based on the current interest rate environment, market values and the actual prices of financial instruments with similar terms. The carrying value of financial instruments is considered to approximate fair value. Financial instruments consist of accounts receivable which will result in future cash receipts, as well as accounts payable and accrued liabilities, which will result in future cash outlays.

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instruments. These estimates are subjective in nature and involve uncertainties and matters of judgment and, therefore, cannot be determined with precision. Changes in assumptions could affect the estimates.

3 Accounts receivable

	2019 \$	2018 \$
Milk sales	13,010,731	12,427,319
Dairy processors – price equalization	1,554,494	1,359,830
Dairy producers – price equalization	1,770,495	2,042,515
CDC price equalization	6,392,289	7,971,676
CDC surplus	131,892	254,262
Dairy Farmers of Canada (“DFC”) promotion fees	-	281,193
Other receivables and accruals	77,347	26,165
	<hr/> 22,937,248	<hr/> 24,362,960
Consist of:		
Unrestricted	22,937,248	24,116,420
Internally restricted	-	246,540
	<hr/> 22,937,248	<hr/> 24,362,960

4 Inventory

	2019 \$	2018 \$
Supplies	8,735	9,635
	<hr/> 8,735	<hr/> 9,635

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2019

5 Property and equipment

			2019	2018
	Cost	Accumulated depreciation	Net	Net
	\$	\$	\$	\$
Office equipment and computers	85,572	65,197	20,375	25,467
Furniture	4,750	3,793	957	1,195
PAQS (software)	274,393	201,126	73,267	81,408
Handheld equipment (note 8)	212,831	103,159	109,672	123,622
IT hardware	85,089	42,571	42,518	53,148
	662,635	415,846	246,789	284,840

6 Accounts payable and accrued liabilities

	2019	2018
	\$	\$
Milk purchases	13,010,730	12,681,581
Dairy processors – price equalization	3,953,037	3,754,875
Trade payables and accruals	1,089,197	1,193,396
Producers quota exchange	337,915	794,873
DFC	694,105	515,189
CDC – payable to producers	131,892	-
	19,216,876	18,939,914

7 Operating line of credit

The Bank of Nova Scotia operating line of credit with a \$6,500,000 (2018 - \$6,500,000) limit bears interest at the bank prime lending rate minus 0.5% per annum with a balance of \$2,135,000 at July 31, 2019 (2018 - \$4,341,000). This operating line is secured by a general security agreement over deposit accounts and trade receivables.

8 Deferred revenue

Promotion services agreement

A policy change at DFC, effective January 2019, resulted in a change to the presentation of producer promotion dues paid to DFC. This flows from the newly executed DFC 2.0 Promotion Services Agreement for 2019. The agreement covers budgeted Nova Scotia services in areas of DFC Core Functions and Strategic Objectives, along with Nova Scotia Regional Services, which includes nutrition programs, marketing and provincial initiatives. The collection of the dues from the producers and the promotional services provided by DFC are recorded on the statement of receipts and expenditures on a gross basis whereas in prior years, these services were recorded on a net basis.

During the year ended July 31, 2019, DFNS collected \$3,124,136 from producers in connection with the DFC 2.0 Promotion Services Agreement, continuing the \$1.50/hl check-off rate in effect since 2013. As at July 31, 2019, \$631,585 of the levies collected during the year had not been invested. Therefore, this amount has been recognized as deferred revenue and will be recorded as receipts once the related expenses have been incurred.

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2019

8 Deferred revenue (continued)

The DFNS Board of Directors formed a promotion sub-committee of the board on October 30, 2019 tasked with co-ordinating with DFC to support Nova Scotia milk marketing initiatives.

Handheld equipment

In 2015, DFNS received a grant of \$69,765 from the Province of Nova Scotia to assist in funding the purchase of handheld equipment. This grant will be amortized into income at the same rate in which amortization expense is charged against the handheld equipment commencing once the handheld equipment is put into use. The total amount amortized into income at year end is \$8,037 (2018 - \$10,047).

9 Bad debt reserve

As of February 1, 2003, DFNS is collecting \$0.32/hl on white milk sales. This amount will be set aside in a bad debt reserve to be administered by DFNS. The purpose of the bad debt reserve will be to minimize any negative financial impact resulting from the possible failure by a processor to pay for raw milk by accumulating in the reserve a full month's milk value for the largest payment agent/producer supplied by DFNS. Included in the increase in the bad debt reserve is \$66,212 (2018 - \$42,061) of interest earned on these funds.

10 Projects

There was no activity related to the projects during the year ended July 31, 2019.

	Dairy Focus \$	Milk Maritime Refund \$	Total 2019 \$
Balances – Beginning and end of year	34,047	130,342	164,389

11 Government remittances

Government remittances consist of amounts required to be paid to government authorities and are recognized when amounts become due. In respect of government remittances, \$22,146 (2018 - \$20,348) relate to payroll taxes and are included within accounts payable and accrued liabilities.

12 Commitments and contingencies

During the year, DFNS renewed its office lease agreement for a one year period ending February 28, 2020. Minimum annual lease payments are \$24,224, inclusive of HST.

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2019

13 Financial instruments and risk management

Senior management of DFNS is responsible for setting acceptable levels of risk and reviewing risk management activities as necessary.

a) Concentration of credit risk

Management believes that DFNS has no significant credit risk due to mitigating factors described in note 9. A significant portion of DFNS's accounts receivable represents amounts due from the provincial milk processors. No provision for uncollectible accounts has been made as none was considered necessary at year end.

b) Interest rate risk

DFNS has exposure to interest rate risk related to its operating line as described in note 7.

c) Liquidity and cash flow risk

Management believes DFNS has no significant risk from liquidity or cash flow due to DFNS having significant cash in hand and the reasonable expectation of receiving sufficient revenue to enable DFNS to meet its core needs for the next year.

Dairy Farmers of Nova Scotia

Statement of Receipts and Expenditures – Internally Restricted

For the year ended July 31, 2019

Schedule 1

	Actual 2019 \$	Actual 2018 \$
Milk pricing – Receipts		
Milk sales	173,719,670	166,312,020
Interprovincial milk haulage	3,289,487	4,184,590
Provincial milk haulage	5,500,945	5,636,801
Milk skimming pooling revenue	76,557	128,425
School milk program fees	70,814	65,835
Milk testing revenue	274,601	298,559
Interprovincial pooling	(775,746)	277,864
CDC surplus	131,892	254,262
	<u>182,288,220</u>	<u>177,158,356</u>
Milk pricing – Expenditures		
CDC surplus payment	386,154	198,104
Milk sales costs	155,271	97,456
Milk purchases	172,790,802	166,492,428
Milk skimming costs	45,469	76,304
Provincial milk haulage	4,903,250	5,636,801
Milk haulage for skimming	29,488	46,021
Skim milk disposal costs	1,600	6,100
Interprovincial milk haulage	3,885,032	4,184,590
School milk program fees	70,814	65,835
Milk testing expenses	274,601	298,559
	<u>182,542,481</u>	<u>177,102,199</u>
Milk pricing – Excess of receipts over expenditures (expenditures over receipts)	<u>(254,261)</u>	<u>56,157</u>
Bad debt reserve – Receipts		
Milk sales	164,136	165,240
Interest	66,212	42,061
Bad debt reserve – Excess of receipts over expenditures	<u>230,348</u>	<u>207,301</u>
Quota exchange – Receipts		
Quota sales	8,589,360	23,013,897
Quota exchange – Expenditures		
Quota purchases	8,587,440	23,013,840
Operating expenses	-	21,182
	<u>8,587,440</u>	<u>23,035,022</u>
Quota exchange – Excess of receipts over expenditures (expenditures over receipts)	<u>1,920</u>	<u>(21,125)</u>

Dairy Farmers of Nova Scotia

Statement of Receipts and Expenditures – Internally Restricted (*continued*)

For the year ended July 31, 2019

Schedule 1

	Actual 2019 \$	Actual 2018 \$
Promotion levy – Receipts		
Producer promotion levies collected	3,124,136	3,347,042
Deferred producer promotion levies (note 8)	(631,585)	-
	<u>2,492,551</u>	<u>3,347,042</u>
Promotion levy – Expenditures		
DFC core functions/strategic objectives	676,783	-
DFC regional services/operations	458,570	-
DFC payments August 2018-December 2018 (2018 - August 2017- July 2018)	1,357,198	3,347,042
	<u>2,492,551</u>	<u>3,347,042</u>
Promotion levy – Excess of receipts over expenditures	<u>-</u>	<u>-</u>

Dairy Farmers of Nova Scotia

Statement of Receipts and Expenditures – General

For the year ended July 31, 2019

Schedule 2

	(Unaudited) Budget 2019 \$	Actual 2019 \$	Actual 2018 \$
General receipts			
Quota transaction fees	15,000	10,245	15,807
Milk producer dues	1,290,521	1,327,459	1,356,795
Cost of production study	17,662	16,672	17,161
Canadian Quality Milk program	2,000	-	-
Proaction validations	30,000	22,250	21,325
Milk quality and proaction penalties	65,000	127,754	129,033
Interest	1,000	1,147	1,427
Grants and cost recoveries	15,000	42,770	33,414
Other income	5,000	8,869	7,271
	1,441,183	1,557,166	1,582,233
Meeting expenses			
Advisory Committee on milk	2,500	1,967	1,938
Annual meeting	32,000	35,127	31,563
Directors, executive and committee	151,000	144,690	123,351
Honorariums	37,500	37,500	33,500
Milk committees	8,500	19,706	7,726
Regional and zone meetings	43,000	52,613	36,330
	274,500	291,603	234,408
Operating expenses			
Amortization – General fund	56,000	50,024	35,593
Bank charges	5,000	3,536	4,177
Computer expenses	70,000	42,269	66,119
Consultant fees	60,000	58,637	85,521
Insurance	6,500	7,758	6,044
Office supplies	6,000	2,636	7,332
Postage/courier	13,000	15,164	12,308
Printing	8,000	6,938	9,049
Professional fees	55,000	39,805	55,284
Rent	30,000	29,775	29,398
Salaries and benefits	565,000	571,493	507,615
Scholarships/donations	24,000	19,165	19,343
Telephone	8,000	7,935	8,247
Travel	44,000	30,486	43,600
	950,500	885,621	889,630
Other expenses			
Communications	10,000	12,084	8,698
Cost of production study	15,500	15,750	15,450
Dairy Farmers of Canada dues	79,000	76,244	74,434
Research	40,000	342	11,730
ProAction/CQM validations	41,000	-	-
Handhelds	40,000	29,738	49,037
Miscellaneous	750	230	439
Proaction	52,838	92,670	76,072
Staff/board development	5,000	4,854	4,462
Milk transportation supplies	25,000	41,154	20,491
	309,088	273,066	260,813
Total expenditures	1,534,088	1,450,290	1,384,851
Excess of receipts over expenditures (expenditures over receipts)	(92,905)	106,876	197,382

DRAFT 2019-2020 BUDGET NOTES

The draft budget shows the budget and actual for the previous fiscal year along with budgeted amounts for the 2019-2020 dairy year. Membership dues are 16 cents / kg BF as implemented August 1, 2014. Additional comments on items for the 2019-2020 Budget:

- Milk Producer Dues are based on filling 99.5% of the August 1, 2019 Nova Scotia provincial quota allocation. The budget is based on the quota allocated to producers August 1 and adjusted for the Nov 1, 2019 1% increase.
- Grants and Cost Recoveries have been budgeted for known regular items such as AGM sponsorships and funds from DFC used for a skim milk powder donation. Also, DFNS recovers, from other Atlantic provinces, approximately 2/3 of the Agri Commodity Management Association estimated costs of \$30,000 charged to Consultants expense.
- Milk Quality and proAction Penalties has been budgeted for \$60,000 to help offset some the budgeted proAction program costs not covered by the validations fees that are charged directly to producers. proAction Validation Revenue reflects the \$375 per farm fee with 100 farms planned to have validations completed and charged directly during the dairy year.
- proAction Validation Expense provides for the estimated validation costs and the proAction Coordinators Expense includes the NS shares of their salaries, travel and meetings.
- Meeting Expenses for 2018-2019 reflect two policy meetings within the same fiscal year. Other Meetings, Directors and Milk Committees have been budgeted for 2019-2020 recognizing additional costs associated with the combination of the annual policy meeting and the DFC 2020 meeting planned for Halifax next July.
- Computer Software support includes the costs to support and license the two main software programs used by DFNS to process monthly producer and processor information. The Production and Quota System (PAQS) requires additional program support and modifications in the upcoming year and the budget has been increased accordingly. Computer Network costs are the monthly fees paid by DFNS and have been lowered to match the prior year's savings.
- Consultants includes the ACMA costs that are paid by DFNS with recovery from other provinces. Additional costs have been budgeted in this category for expert assistance with the planned legacy software conversion to PLQ software system.
- Staff Salaries and Benefits have been increased for cost of living 2.4%
- Handhelds Expense has been reduced to \$30k in line with the 2018-2019 year.
- The Surplus balance of \$984,460 shown excludes the investment in Net Assets as of July 31, 2019 and is projected to decrease to \$936,505 with the budgeted 2020 deficit of \$47,955. DFNS and DFNB have made a commitment for PLQ to configure their system to replace our legacy systems with estimated capital costs to DFNS of \$350,000 over the next 2-3 years.

DAIRY FARMERS OF NOVA SCOTIA DRAFT BUDGET

DAIRY YEAR ENDING JULY 31, 2020

	Budget 2018/19	Unaudited 2018/19	% OF BUDGET	Budget 2019/20
REVENUE				
Milk Producer Dues	\$1,290,521	\$1,327,459	103%	\$1,313,183
National COP Income	17,662	16,672	94%	17,662
Grants and Cost Recoveries	15,000	42,770	285%	35,000
Interest Revenue	1,000	1,147	115%	1,200
Quota Transaction Fees	15,000	10,245	68%	10,000
Milk Quality/ProAction Penalties	65,000	127,754	197%	60,000
ProAction validations	30,000	22,250	74%	37,500
NSCP Fees	2,000	1,978	99%	2,000
Miscellaneous	5,000	6,891	138%	5,000
TOTAL REVENUE	\$1,441,183	\$1,557,166	108%	\$1,481,545
EXPENSES				
<u>Meeting Expenses</u>				
Annual Meeting (Lodging, Meals, Room rental)	32,000	35,127	110%	35,000
Other Meeting Expenses (AGM, Policy, Reg., BOD)	43,000	52,613	122%	44,000
Directors (Travel, Meals, Per diems, Registrations)	151,000	144,690	96%	152,000
Honorariums	37,500	37,500	100%	37,500
Milk Committees (Per diems, Mileage, Registrations)	8,500	19,706	232%	22,000
Advisory Committee (Chair, meals, meeting rooms)	2,500	1,967	79%	2,500
Total Meeting Expenses	274,500	291,603	106%	293,000
<u>Operating Expenses</u>				
Accounting/Audit	15,000	15,385	103%	16,000
Scholarship/Donations	24,000	19,165	80%	
Depreciation	56,000	50,024	89%	50,000
Rent & Office Expenses	30,000	29,775	99%	32,000
Board/Office Insurance	6,500	7,758	119%	8,000
Bank Interest and Service Fees	5,000	3,536	71%	5,000
Software Support	20,000	12,110	61%	33,000
Telephone	8,000	7,935	99%	8,000
Computer Network	50,000	30,160	60%	30,000
Legal Fees	40,000	24,420	61%	30,000
Postage & Courier	13,000	15,164	117%	15,000
Printing	8,000	6,938	87%	8,000
Office Supplies	6,000	2,636	44%	4,000
Consultants	60,000	58,637	98%	70,000
Staff Salaries & Benefits	565,000	571,493	101%	596,000
Staff Travel	44,000	30,486	69%	35,000
Total Operating Expenses	950,500	885,620	93%	940,000
<u>Other Expenses</u>				
DFC Dues	79,000	76,244	97%	79,000
Staff/Board Development	5,000	4,854	97%	5,000
Producer Communications	10,000	12,084	121%	15,000
Milk Transportation supplies, misc	25,000	41,154	165%	21,000
Handhelds	40,000	29,738	74%	30,000
National COP	15,500	15,750	102%	15,500
ProAction Validations	41,000	43,965	107%	37,500
ProAction Coordinators	52,838	48,706	92%	53,000
Research	40,000	342	1%	40,000
Miscellaneous	750	230	31%	500
Total Other Expenses	309,088	273,068	88%	296,500
TOTAL EXPENSES	1,534,088	1,450,291	95%	1,529,500
NET INCOME (Loss)	(\$92,905)	\$106,875		(\$47,955)
Surplus Balance July 31, 2019 and Projected 2020		\$984,460		\$936,505

2018-19 DFNS EXCELLENCE AWARD WINNERS

Congratulations to the following Excellence Award Winners for 2018-2019:



A & J Bent Farms Ltd.

Allan MacDonald

Amber Hill Farm

Bacon Farms Limited

Dalhousie University

Fort Land Farm Limited

Lone Willow Farm Incorporated

Mark & Randy Keddy

Windcrest Farm Limited

In order to receive the DFNS Excellence Award, a producer must have:

- ✓ All individual bacteria count (IBC) results less than 30,000/ml for the dairy year;
- ✓ All monthly SCC averages are less than or equal to 150,000/ml;
- ✓ A farm inspection score from the NSDA of 94 or higher;
- ✓ An appearance score on the farm inspection report of five or higher;
- ✓ No freezing point or antibiotic infractions during the dairy year; and
- ✓ Maintain proAction registration for the entire dairy year.

2020 BOARD DIRECTORY

The 2020 Board of Directors will take effect on January 16, 2020, and will be comprised of the members listed below. Officers will be elected at a board meeting held immediately following the AGM.

Greg Archibald

19 Higginsville Road
Middle Musquodoboit NS B0N 1X0
cell: 902-890-2938
home: 902-384-2439
fax: 902-384-2439
email: lgarchibald@live.ca

David Bekkers

583 Route 337
Antigonish NS B2G 2L2
cell: 902-870-9002
home: 902-863-6403
fax: 902-863-2012
email: davidbekkers@gmail.com

Gerrit Damsteegt

919 North Salem Road
Shubenacadie NS B0N 2H0
cell: 902-758-5857
home: 902-758-3550
fax: 902-758-3550
email: g.damsteegt@eastlink.ca

Byron Lamb

4385 Brooklyn Street
Berwick NS B0P 1E0
cell: 902-670-1879
home: 902-538-8922
fax: 902-538-1782
email: byronalexanderlamb@gmail.com

Andrew McCurdy

2408 Highway 236
Beaver Brook NS B6L 1H4
cell: 902-897-7998
home: 902-895-0142
fax: 902-843-2475
email: bidalosy@gmail.com

Dustin Swinkels

7685 Highway 4
Afton NS B0H 1A0
cell: 902-870-2980
fax: 902-386-2710
email: aftonhills@ns.sympatico.ca

Hans Vermeulen

65 Main Street W.
Stewiacke NS B0N 2J0
cell: 902-440-3595
home: 902-639-1552
fax: 902-758-2590
email: hans.m.vermeulen@gmail.com

Tony Versteeg

2362 Heatherton Guysborough Rd.
Heatherton NS B0H 1R0
home: 902-863-7999
fax: 902-386-2816
email: silversteeg@hotmail.com

Elizabeth Crouse

Appointed by Minister of Agriculture
74 Research Drive
Bible Hill NS B6L 2R2
phone: 893-6511
fax: 893-6573
email: elizabeth.crouse@novascotia.ca

2020 MILK COMMITTEE MEMBERS

Region 1

Gary Benison
William Cox
Robbie Sutherland
Arnold Verschuren

Region 3

Vincent Kouwenberg
Alan Porter
Lauchie MacEachern
Nick van Vulpen

Region 5

David Anderson
Darren Davidson
Lindsay Greenough
Phillip Vroegh

Region 2

John Oostvogels, Jr.
Jason Van der Linden
Derek MacNeil
William Vosman

Region 4

Alex Brown
Joseph Heukshorst
Jeff Scothorn
Murray Holman

Region 6

Geoff Bishop
Rob Carree
James Kinsman
Kees Langelaan





19th Annual General Meeting
January 15-16, 2020

EVALUATION FORM

PROGRAM

How informative/useful did you find the following:

	(low)				(high)
Canadian Dairy Commission Report	1	2	3	4	5
NSDA - New Regulations	1	2	3	4	5
Masstown Market Creamery Discussion	1	2	3	4	5
Business Meeting	1	2	3	4	5
Policy Discussions	1	2	3	4	5
NSFA Report	1	2	3	4	5
proAction Update	1	2	3	4	5
Dairy Farmers of Canada Report	1	2	3	4	5
Closed Sessions	1	2	3	4	5
Overall Program	1	2	3	4	5

MEETING FACILITY

	(low)				(high)
Meeting Room.....	1	2	3	4	5
Hotel Room	1	2	3	4	5
Meals.....	1	2	3	4	5
Banquet.....	1	2	3	4	5

TIME OF YEAR: Good ___ Poor ___ Change to: _____

NEXT YEAR'S ANNUAL MEETING:

Suggested location(s): _____

Suggested topic(s)/speaker(s): _____

General Comments:



Saputo



100-4060 Highway 236
Lower Truro NS B6L 1J9
Phone: (902) 893-6455
Fax: (902) 897-9768
www.dfns.ca
dfns@dfns.ca