

Our 17th Annual General Meeting will be held
January 24-25, 2018
Best Western Glengarry
Truro

Attached are the following documents:

DFNS 17th AGM Booklet

Member Registration Form (producers only)

General Registration Form (non-producers)

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



17th Annual General Meeting

January 24-25, 2018

Best Western Glengarry

Truro, NS



17th Annual General Meeting

January 24-25, 2018
Best Western Glengarry

AGENDA

Wednesday, January 24th

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	Dairy Farmers of Canada Report
11:30 am	Messages from Other Provinces
12:00 pm	Lunch (provided)
1:30 pm	Business Meeting
3:30 pm	Nutrition Break
4:00 pm	Policy Discussions & Stewardship Program Update
5:00 pm	Adjourn
6:00 pm	Host Bar
6:30 pm	Banquet

Thursday, January 25th

7:00 am	Breakfast
8:30 am	Nova Scotia Federation of Agriculture
8:45 am	Nova Scotia Cattle Producers
9:00 am	Canadian Forage & Grasslands Association
9:15 am	Atlantic Grains Council
9:30 am	proAction Update
9:45 am	Business Meeting Reconvenes for Voting on Budget
10:15 am	Nutrition Break
10:45 am	Policy Discussions
12:00 pm	Lunch (provided)
1:30 pm	Closed Session <u>for producers only</u> (+ AVC Research Updates)
3:00 pm	Adjourn

Banquet Program

NS Minister of Agriculture's Address
Excellence Award Winners
Retiring Director—John Vissers
Honorary Members:
Bill Thomas & Jack van Roestel

TABLE OF CONTENTS

Board of Directors' Report.....	Page 2-3
General Manager's Report.....	Page 4-5
CDC "Synopsis"	Page 6
DFC "About Us"	Page 7
Dairy Farmers of Canada Annual Report.....	Page 8-11
proAction Update.....	Page 12
Nova Scotia Federation of Agriculture Report.....	Page 13-14
Nova Scotia Cattle Producers Report.....	Page 15
Natural Products Marketing Council Report.....	Page 16-17
Raw Milk Quality Rules—Effective September 1, 2017.....	Page 18-19
Biographies.....	Page 20-21
NS Milk Processors' Report (Atlantic Dairy Council).....	Page 22
Business Meeting Agenda.....	Page 23
Minutes of 16th Annual General Meeting.....	Page 25-31
2016-17 Financial Statements.....	Page 32-44
2017-18 Budget Projections.....	Page 45-46
2016-17 Excellence Award Winners.....	Page 47
2018 Board Directory and Milk Committee Members.....	Page 48

BOARD OF DIRECTORS' REPORT

We are pleased to bring you an update of the issues and major decisions taken by your Board of Directors in 2017. For the second year in a row, the board held nineteen meetings in person or by conference call to deal with the many issues facing our industry and organization. All Directors were fully engaged in creating solutions and providing direction for the industry. Congratulations to Dustin Swinkels as a returning Director, and welcome to Hans Vermeulen to his first term with DFNS. This report provides a summary of many issues.

On the national front, DFNS became very involved on the trade issues. CETA's phased access began, along with the somewhat surprise re-negotiation of NAFTA and TPP going from twelve to eleven countries. Dairy Farmers of Canada took a lead role in influencing these trade negotiations. DFNS also lobbied provincial government representatives on the importance of not harming dairy farms under any trade deals. Along with trade, DFC led producers and the public in support of keeping dairy as a full category in Health Canada's Food Guide. The changes planned for the Health Guide, along with the federal government's plans to reform income tax rules, led to considerable pushback from dairy producers across the country.

In advance of proAction's rollout in the fall, all but five producers attended training workshops to streamline the implementation. Our proAction Coordinators Nancy Douglas and Ashley Baskin provide valuable support as producers implement the expanded requirements, which now include Animal Care and Livestock Traceability.

The National Ingredient Strategy was implemented last February after considerable effort by DFNS, Council, and processors to line up our legislation and meet audit and reporting requirements. This was a major accomplishment, similar to the establishment of supply management in the 1970's in terms of shaping the next seven years and beyond. Efforts continue on both full program implementation, and outcomes from several working groups, to align future policies in the best interests of stakeholders.

At the regional level, DFNS spearheaded finalization of an agreement with the P5 and Newfoundland and Labrador. While it falls short of forming a "P6 pool," the six boards are more aligned with moving the industry forward, which includes full recognition of the higher costs of producing milk on "the rock." One hundred thirty-one DFNS members participated in a quota survey, along with producers in the other P5 provinces. The results, which will be presented at our AGM, will help boards better gauge the intentions of farms to stay the same, grow, or exit the industry. July saw the highest one-month quota issuance increase of 5%, which was fueled by unprecedented market growth in almost all dairy product categories. The resulting challenges at the farm and within provinces are significant. DFNS also participated in A4 meetings with other Atlantic boards, with a common approach to research requests being determined as the focus for the coming year.

BOARD OF DIRECTORS' REPORT

The formula driving milk price changes triggered down slightly in February 2017, and for February 2018. This is a result of slight decreases in COP and fairly moderate inflation. Our provincial blend price stabilized considerably in the second half of 2017, largely as we moved further away from the bumps created by year-end audits and implementing the National Ingredient Strategy. DFNS also rolled out the P5 harmonized Milk Quality Rules in September 2017. Early results indicate producers generally get in and out of trouble more quickly than under the previous system.

Our Advisory Committee for Milk met five times this past year.

This joint producer/processor committee was directed by Natural Products Marketing Council to review major changes in the industry and report back on the possible impacts on the ACM. This work is almost finalized, with few changes anticipated.

Unfortunately, we had no Assisted New Entrant applications in 2017. The Advisory Committee for Transportation met several times as well, helping DFNS reshape policies around daily pick-up, and the formula used to set transportation rates each quarter.

DFNS signed three-year deals with both the NS government dairy lab (IBC and freezing point testing) and RPC in New Brunswick (components and SCC) this past year.

Consistently achieving the increased number of test results and making them available to producers continues to be an operational challenge, but DFNS is committed to provide accurate and timely information, allowing the production of the highest quality milk possible.

Finally, one file has occupied more Board and Executive time than any other this year – Sussex Milk Allocation. Armed with strong support at last year's AGM, DFNS and Agropur have worked tirelessly to achieve the long-term milk supply commitment both organizations need. The culmination of these tough negotiations – a signed Agreement in Principle for this commitment – is currently in the hands of the Minister of Agriculture and Natural Products Marketing Council. DFNS hopes that early 2018 will successfully end this long road travelled.

Your Board of Directors wishes to thank staff for their continuing hard work as administrative work increases in both scope and complexity. Their experience and commitment to the industry is greatly appreciated.

The board looks back on the accomplishments in 2017 with pride, and is looking forward to taking on new challenges in 2018 and beyond.

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 as I enter my 15th year in the position of DFNS's General Manager. Looking back, there were a number of major accomplishments, with many challenges lying ahead. Here is a snapshot of those accomplishments and challenges:

P4 IT Milk Marketing System (MMS) – For sure this is the largest project DFNS has ever taken on. Despite considerable effort during an in-depth requirements gathering process this past year, more work lies ahead before going live in 2018. In the past year, New Brunswick, Saskatchewan, and PEI have stepped aside from this project. MMS, a common computer program across three western provinces and Nova Scotia, will facilitate all major administrative functions for these boards. Producer pay and information, all aspects of quota management, processor utilization reporting and billing, and transporter payment are the main areas. MMS will replace our legacy system and the many spreadsheets and databases necessary for us to continue our work.

Handheld Data – The electronic data collection gathered through handheld devices provide a reliable source of information on all milk pickups and deliveries, both within NS and other P5 destination plants. Handheld data impacts on most aspects of our information management, leading to a major revamping of work routines and sharing information with our stakeholders (processors and transporters). Managing this new data is done with spreadsheets and databases while we await MMS completion. We participate with six other provinces in a managed services contract for handhelds to ensure the programs remain current and any issues are addressed promptly. Heather Boyd provides valuable help desk support, data handling, and overall project management.

Processor Reporting – Last February, we joined all provinces except Quebec and Newfoundland in implementing a program from Ontario that captures processor milk utilization reporting each month. It required a major effort to link this new program with our existing programs to determine producer prices and generate many reports. Our MMS program will further streamline these important calculations, which are at the heart of our role as a milk marketing board. Esben Arnfast takes a lead role in these areas.

Regulation Changes – Several regulation changes were made this year, in particular the adoption of the National Ingredient Strategy and incorporating the new P5 milk quality rules into the *Milk Producer Licensing* regulations. Transportation regulations were also updated for daily milk pick-up and transportation cost model calculations. Thanks to Council staff and our industry stakeholders for cooperating to amend regulations to reflect improvements needed for the industry moving forward.

Milk Transportation – Coordinating and planning milk transportation has become more difficult and time-consuming as milk production grows and provincial/regional

GENERAL MANAGER'S REPORT

processing capacity does not. We move and sell close to thirty percent of our milk to other P5 boards each month. This remains a moving target, and as national market growth leads to more milk produced, the challenge of placing all that milk becomes difficult. Skim milk disposal remains an important safety valve when seasonally the P5 skim drying capacity is exceeded. Avoiding dumping whole milk remains Dwane Mellish's main marching orders.

Other Items

- DFNS and our Atlantic partners will be hosting Dairy Focus Atlantic, in Halifax in March 2018, and we encourage all producers to participate.
- We are watching the non-compliance rates under the P5 milk quality rules, as some producers need to adjust their management and outlook on producing quality milk.
- With new *Raw Milk Production & Transportation* regulations expected in 2018, DFNS and the provincial government are cooperating on a plan to ensure producers are informed of new requirements and to provide a smooth implementation.
- We also launched our new website this year and hope producers are enjoying the new look and easy navigation to access information.
- I wish to acknowledge the contributions of Ashley Baskin and Nancy Douglas, our proAction Coordinators, for their hard work to train producers leading to a smooth transition from CQM to proAction.

Looking Forward – 2018 will certainly be another busy year at the DFNS office and around the boardroom table. More than ever, the number of open files and inter-connectivity of these issues increases complications moving forward. Using the National Ingredient Strategy as an example, the new information processors report for their utilization led to computer program changes, which delayed the next steps on MMS, and impacts on policy and regulation changes in the province. So, one change leads to many adjustments/alterations. A medium-term plan to update the program supporting handhelds has also been launched.

Despite these challenges, I have full confidence in the dedication of our staff and want to express my admiration for their hard work and problem-solving approaches to carrying out their monthly routines and implementing board direction. However, everyone has their limit, and 2018 will need to see a rebalancing of resources available to continue our work efficiently and accurately in support of our industry.

Respectfully submitted,



Brian Cameron



www.dairyfocus.org



MARCH 20-22, 2018
HALIFAX MARIOTT
HARBOURFRONT

CDC "SYNOPSIS"

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.

DFC "ABOUT US"

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

DAIRY FARMERS OF CANADA UPDATE

Dairy Farmers of Canada
Board of Directors
July 2017
Edmonton

Report of the Board of Directors



Introduction

On behalf of your Board of Directors, I'm pleased to present the Report of the Board. This is an opportunity to showcase the dedication of the DFC Board members to you, and to the industry. In addition to our provincial commitments, we devote time and energy to the national organization for the benefit of the entire industry.

Meetings of the Board of Directors and Board Committees

Since the Annual Dairy Policy Conference in February, the Board of Directors has met four times: February, March, April and June.

Of on-going concern to the Board is the potential impact of the NAFTA renegotiations on Canada's dairy farmers. At the February meeting, the Board was advised that DFC's joint letter with the SM5 was sent to the Ministers of International Trade; Agriculture; and Foreign Affairs. The letter outlined our concerns regarding the renegotiation of NAFTA. The NAFTA strategy developed by DFC, with input from the provinces, was presented to and supported by the Board at the March meeting. In the months since, the Federal Government has reiterated its support for supply management. In June, the Board agreed to engage Denton US LLP to gather strategic information, in collaboration with SM5, in response to the NAFTA renegotiations.

In February, the Board approved the 2017 Policy Statement. In an APC post-mortem discussion, the Board expressed its support for the *Day of Reflection* and the private forum it provided for young farmers to engage with one another. The Board approved the revised policies for Anti-microbial Resistance (AMR) and Labelling of Specialized Milk. Updates on the Nutrition, Milk and Chocolate Milk campaigns were also presented.

At the March meeting, the Government Relations action plans for a number of nutrition issues were presented. These included changes to Canada's Food Guide; Front-of-Pack labelling; and marketing to children.

The dry MPC initiative was discussed at both the March and February meetings of the Board. While discussions remain ongoing, the P10 Steering Committee will oversee the issue. The Board agreed that the Canadian Dairy Commission would chair a new committee to address the impact of pooling Class 7 on all milk.

At the June Board meeting, we approved Réal Gauthier as the DFC representative on the Canadian Dairy Network Board of Directors and on the Dairy Cattle Improvement Industry Forum. The Board also reviewed the proposed budget for 2018..

A new slogan, "My Canadian Milk" was approved to replace "Canadian Milk Matters"—the slogan fosters a sense of pride and affinity toward quality milk produced by and for Canadians. To help consumers easily identify products made with Canadian milk, the Board approved a fund of \$1.5M to assist small and medium processors in their transition to the new certification of origin logo by 2018.

DAIRY FARMERS OF CANADA UPDATE

Promotion Committee

The Promotion Committee has met twice since the APC: in February and in May.

At the February meeting, an update was presented on the 2017 Nutrition campaign: Strong People Have More Fun". The campaign was approved by the Board on February 16, 2017.

The marketing campaign for milk, "Pour a Tall Cold One" was presented and showed positive results following the February launch. The committee was advised that retail sales for chocolate milk decreased in recent months due to changes in market trends, despite strong sales in 2016. The Committee agreed to broaden the focus of the chocolate milk campaign to reach a wider audience and revise its sales target.

DFC's sponsorship strategy for 2017 focuses on fewer, but more impactful sponsorships. Milestone dates for the 2017 marketing and nutrition campaign measurement and reporting were also presented. The measurements accounted for consumer attitude, perception and behaviour.

The priorities for both the digital marketing, as well as, synergies and partnerships teams were outlined to the Committee members.

At the May meeting, the Committee was updated on the status and progress of the Nutrition programs since the beginning of 2017. These included national programs and those developed for the provinces of Quebec, Ontario, Alberta and the Maritimes. Of particular note, there has been a 50 percent increase in nutrition training for teachers in Ontario over the last school year.

The first quarter metrics for the Masterbrand campaign indicated that more than 1 million English Canadians are more aware of DFC advertising, when compared to pre-2017.

The summer campaigns for milk, cheese and chocolate milk were also presented to the Committee.

Finally, the committee was presented with the 2018 Strategic Plan for Marketing and Retail, Nutrition and Business Stakeholder Relations. The 2018 Plan will be presented to the General Council at the AGM.

Finance and Audit Committee

Since February 2017, the Finance and Audit Committee has met twice.

In April, the committee reviewed the audited financial statements for the fiscal year 2016 and in June, they reviewed the proposed budget for 2018.

proAction Committee

The proAction® Committee has had five webinars since February. One of the main focus areas of their work, and that of the sub-committees', has been on the integrated pilot, which ran from January to March on 154 farms across the country. Provincial associations conducted the pilot, and gathered feedback from farmers and other participants, to improve the program.

DAIRY FARMERS OF CANADA UPDATE

The committee has also focused on meeting the September 2017 proAction milestone when Animal Care and Livestock Traceability will be included in validations, and the communication phase will start for Biosecurity. ProAction staff and the associated committees have been preparing the final materials for September. These include a revised farmer manual, a validation protocol, and associated communication materials. Staff is also transitioning the registration system to proAction.

A note-worthy achievement is that the National Farm Animal Care Council has recognized the revised Animal Care module of proAction as meeting the requirements in the Canada's Animal Care Assessment Framework.

The proAction Committee continues to report its activities to the DFC Board, and the project is still funded by Agriculture and Agri-food Canada's Growing Forward 2.

Canadian Dairy Research Council

On March 16, the Canadian Dairy Research Council met to review 66 letters of intent received in response to the call for research proposals for Dairy Research Cluster 3. Thirty-nine research teams were selected to submit proposals for funding. The scientific review is underway and the selection of full funding proposals will be completed later this fall. These will be included in DFC's funding application for a Dairy Research Cluster 3.

The subcommittee created by the Canadian Dairy Research Council to develop a national strategy for dairy production research knowledge translation and transfer (KTT) met twice. The CDRC met and agreed on the final version of the strategy in June.

DFC's first National Strategy for Dairy Production Research Knowledge Translation and Transfer was approved by the Board on July 17, 2017.

DFC's new KTT strategy for dairy production research includes the creation of the Dairy Production Knowledge Translation and Transfer Experts Committee. This committee will provide a forum to discuss research results, as well as plan, coordinate and prioritize research translation, transfer and communications activities. A KTT experts committee will be established this fall.

Copies of the new strategy for Dairy Production Research Knowledge Translation and Transfer are available at the Dairy Research for a Healthy World Kiosk as well as copies of the 2016-2017 Dairy Research Highlights.

External Meeting Participation

DFC Board member Pierre Lampron participated in the Tim Hortons Mount Kilimanjaro Charity Challenge Climb in February. On behalf of DFC and all Canadian Dairy Farmers, Mr. Lampron and his fellow climbers raised a total of \$595,000. These funds will give thousands of low-income Canadian children an opportunity to attend summer camp. A TimsTV spot promoting the Climb will air across the country in Tim Horton's restaurants this summer.

Several Board members and DFC staff attended the IDF World Dairy Summit, in Rotterdam, in 2016, at which "The Dairy Declaration of Rotterdam" was presented. DFC Board members will sign the Declaration at DFC's later today.

Pierre Lampron and DFC's Director of Policy and International Trade participated in the World Farmers Organization (WFO) General Assembly from June 12-15 in Helsinki, Finland. At this year's General Assembly, delegates representing

DAIRY FARMERS OF CANADA UPDATE

more than 55 countries endorsed four policy statements. These included: Climate Change, Food Security, Livestock, and Young Farmers.

DFC's President represented Canadian Dairy Farmers and their interests in Washington in June 2017. DFC Policy and Trade Director was invited to participate in the NAFTA Agriculture Consultation Group established by the Federal Government.

The Senior Economist, DFC, attended the 18th IFCN Dairy Conference this June in Germany.

DFC representatives appeared a total number of five times before a number of House and Senate committees, between September 2016 and May 2017. These included Agriculture and Agri-Food, International Trade, and Agriculture and Forestry. DFC representatives advocated on behalf of Canadian dairy farmers on a number of issues including border management, international trade, the Next Agricultural Policy Framework, and the impact of climate change on the agricultural sector.

The Board of Directors also has representatives on several external organizations such as:

- International Dairy Federation (IDF) – Canada
- Beef Value Chain Round Table
- Canadian Forage & Grasslands Association
- Canadian Animal Health Coalition—Program Development Committee
- Dairy Research Cluster (Committees)
- National Farm Animal Care Council; National Farm Animal Health and Welfare Council
- Industry-Government Advisory Committee on Traceability
- Canadian Cattle Identification Agency (Board of Directors)

Conclusion

As you have heard, your Board of Directors has been extremely busy these past few months promoting farmer interests. As we move into the latter part of 2017, we will continue to represent you in the best way possible. We are always available to discuss any concerns you might have. We wish you a productive meeting and look forward to providing you with an update in February at the 2018 Annual Dairy Policy Conference.



*On-Farm Excellence
Excellence à la ferme*

2017 was a busy year for the proAction® program. Producer training sessions for the Animal Care and Livestock Traceability modules were completed in the spring. Overall 98% of Nova Scotia producers attended at least one of the training sessions since September of 2015.

Over the summer the focus was on ensuring that the validators would be prepared to evaluate the new proAction® requirements. The first step was to partner with New Brunswick and divide the two provinces into three regions, Northern NB, Southern NB-Northern NS, and Southern NS. One validator was hired for each region. This re-hiring allowed us to reduce the number of validators overall which has made it much easier to maintain consistency. Other provinces followed this same model. Training included a classroom session with Dairy Farmers of Canada in June and then an on-farm training session in August.

On September 1st, the Animal Care and Livestock Traceability requirements were integrated into the Food Safety (CQM) validations. Approximately 20 producers had completed a proAction validation and acceptance of the new requirements is quite high. The most common corrective action is incomplete Animal Care Standard Operating Procedures.

Training on the Biosecurity and Environment programs launched nationally in December. However, Atlantic Canada will be waiting until later into 2018 to start training producers on the next modules. We would like to focus our energy on ensuring producers are correctly and confidently implementing the Animal Care and Livestock Traceability requirements.

Nancy Douglas and Ashley Baskin
Atlantic proAction® Coordinators



Nova Scotia Federation of Agriculture

Nova Scotia Federation of Agriculture Annual Report - 2018

The Federation of Agriculture is the voice for Nova Scotia farmers and work towards securing a better future for Agriculture in our province. The Federation has had many projects, initiatives, programs and lobby efforts to ensure a competitive and sustainable future for the farming community in Nova Scotia.

Activities and Highlights

NSFA participated in many consultations this year ranging from carbon pricing to corporate tax changes to Health Canada's front of package labelling changes among others. During the provincial election this year, NSFA was actively engaged in encouraging members to reach out to candidates and highlight key issues in the industry – particularly the importance of agricultural land. Additionally, NSFA accessed funding through AgriRisk with additional support provided by Nova Scotia Department of Environment and Nova Scotia Department of Agriculture to assess the implications of climate change on a specific value chain and dykelands. The value chain that is being used as part of this pilot project is grape and is expected to be applied to other agriculture products as well.

Environmental Farm Plan

The Nova Scotia Federation of Agriculture continues to administer the Environmental Farm Plan Program. The team has been actively working to update plans that have or will very soon reach their five-year expiry. If your plan requires an update, please don't hesitate to contact one of the EFP coordinators. The 2016 Environmental Farm Stewardship Award recipient was Hillsdale Fur Farm in Digby County. Award winners receive \$2,000 for further stewardship efforts and a painting of their farm. The 2017 award will be presented at the NSFA banquet on November 30th. EFP is funded through Growing Forward 2, a Federal-Provincial-Territorial initiative. www.nsfa-fane.ca/efp



Training and Courses

The Federation continues to work with the NS Department of Labour and Advanced Education to provide training and education courses at no cost to our membership. There are over 600 graduates from Workplace Education courses coordinated by NSFA. Courses are coordinated based on a needs assessment and a minimum number of participants. Through the Workplace Innovation and Productivity Skills Incentive Program, NSFA also offered a meat cutting course, a post-harvest management course and a livestock medicines course delivered by Dalhousie Faculty of Agriculture in the winter months. Watch NSFA communications over the coming months for more courses being offered to support industry's needs. If you are interested in organizing something in your area, contact the NSFA office.

Member Benefits

Increasing value of being an NSFA member is definitely a priority of the Federation. Check your weekly eNews and monthly News and Views for communication on relevant topics and information on member benefits.

Executive Committee

President

Victor Oulton

First Vice

Tim Marsh

Second Vice

Chris deWaal

CFA Director and Past President

Chris van den Heuvel

Members at Large

Kimberly Stokdijk

Amanda Eisses

Sylvestre Dion

Lauren Park

Federation Contact Information

Phone:

(902) 893-2293

Email:

info@nsfa-fane.ca

60 Research Drive

Bible Hill, NS

B6L 2R2

www.nsfa-fane.ca

Join the Conversation

NSFAFANE

@NSFA

The following policy statements were passed at the NSFA AGM in 2017:

Agriculture Land: Agricultural land continues to remain on the standing policy docket for another year. Concerns around agriculture land include increasing farmland values, trespasser damage to land, urban encroachment and the concern that land planning is not effectively taking place across all of Nova Scotia. “It shall be the policy of the Nova Scotia Federation of Agriculture to address land issues through a joint committee and collaborative effort. The Federation will advocate for a comprehensive land use strategy that will include an agricultural land bank, 0% taxation on land owned by a registered farm or land actively maintained as farmland by a registered farmer, access to Crown Land for agriculture use, and support for those who bring land into agriculture production. The Federation will also use the appropriate avenues to request at minimum that 5,000 acres of agriculture land be placed under easement within the five-year review of EGSPA.”

Labour and Skills Training: The agriculture industry is currently facing a labour gap which will continue to widen unless more is done to recruit and retain skilled employees. Other regions facing similar problems have introduced apprenticeship programs to develop and enhance the farm related skills of employees. “It shall be the policy of the Nova Scotia Federation of Agriculture to work with the Nova Scotia Apprenticeship Agency to implement an agriculture apprenticeship program. NSFA will study the training needs of the agriculture industry and will continue to offer Workplace Education courses and any applicable Workplace Innovation and Productivity Skills Incentive training. NSFA will also continue its relationship with Canadian Agriculture Human Resource Council as a member and participant in projects. NSFA also commits to working with appropriate organizations and governments to ensure successful programs for accessing foreign labour.”

Programs: With the multilateral agreement of the Canadian Agriculture Partnership signed, the bilateral negotiations are underway. The past agriculture funding frameworks have proven their challenges – as examples, the current Risk Management suite of programs has continually proven to be unsuitable for the diversified nature of farms here in Nova Scotia and the application timeline for projects are not favourable for farms. “It shall be the policy of the Nova Scotia Federation of Agriculture to play a meaningful role in the implementation of programs in any policy framework for Canada’s agriculture and agri-food sector. NSFA will advocate for a long-term growth strategy, changes to successor programs and for policies and programs that address the specific needs of Nova Scotia’s primary agricultural industry. The Federation recognizes the need for greater investment in the agricultural industry so that programs can play a meaningful role in farm development on a continual basis.”

Public Trust: Public trust is on the radar of many organization ranging from agriculture industry organizations to government and agriculture supporting organizations. With the inclusion of a specific pillar on Public Trust in the Canadian Agriculture Partnership and the formation of a national public trust steering committees, strategies and opportunities for regions and commodity associations to band together to tell agriculture’s story are emerging. “It shall be the policy of the Nova Scotia Federation of Agriculture to advocate for a collaborative approach for Public Trust during the Canadian Agriculture Partnership negotiations and Public Trust Activities to be farmer driven. NSFA will also work with the Nova Scotia Department of Agriculture on regular benchmarking of public perceptions of agriculture.”

Regulatory Burden: The regulatory burden in Nova Scotia hinders our industry’s competitiveness when compared to other provinces. In part, this burden is caused by unclear, conflicting regulations. Some regulations are time consuming while others require farmers to incur significant costs in order to comply. In some circumstances, service delivery or regulation interpretation is inconsistent across regions. “It shall be the policy of the Nova Scotia Federation of Agriculture to continue to monitor, participate and communicate changes to regulations at the provincial and federal levels that will impact agriculture. NSFA will also advocate for an increase in the lending limit for Nova Scotia Farm Loan Board, and for the NSCLIC Board to determine key reporting deadlines.”

NS CATTLE PRODUCERS REPORT



The past few months have been very productive for the NS Cattle Producers as we have wrapped up some of our summer projects and start to work on fall and winter projects, as well as plan for the winter Zone and Annual meetings.

July and August were very busy for the cattle industry in the region. On July 11th and 12th the Maritime Beef Council hosted the first ever Atlantic Beef Summit with participants from industry, all levels of government as well as local and national researchers and representatives from CCA. The Summit was our opportunity to bring all stakeholders into one room to present the Maritime Cattle Growth and Development Strategy. We came away from that meeting with a strong sense of support for the strategy and within the past few weeks have participated in multiple meetings to discuss the implementation of the strategy. If you haven't had a chance to read the Strategy, please visit www.nsacattle.ca/mbc.

We have already started working on several initiatives outlined in the Strategy including the Beef School and risk management tools. In mid-September the MBC held the first module entitled 'Feedlot School' at the Nappan Pavilion. This module was featured sessions on ration balancing, feed management, carcass grading and marketing and was attended by almost 30 participants from across the region. MBC is also working with a consultant to evaluate the possibilities of a prices insurance program for the region based on the Western Livestock Price Insurance Program, for more information on this program visit www.wlipp.ca.

The 2018 Maritime Beef Conference will be held on March 16th and 17th at the Delta Beausejour in Moncton. This will definitely be the biggest and best Conference to date with special keynote speaker Dr. Temple Grandin making an appearance on both Friday evening and Saturday morning. As part of the conference there will also be a workshop focused on farm financial management with a focus on financing from traditional and non-traditional farm lenders. We will have more information on both these events in the December NSCP Newsletter.

On the national scene there is a lot of activity related to trade negotiations, especially NAFTA and TPP. Both of these trade agreements are important for the Canadian agriculture sector the NSCP stance on trade is that any agreements cannot have undo harm to our other farm partners. Through the Maritime Beef Council we are currently investigating the opportunities that exist for producers in this part of the country to access the European market under the CETA agreement. We have had initial conversations with CFIA on production and processing requirements, which we will provide a more in depth update in the coming months.

We are also working very closely with our provincial partners and the National Check-off Agency on full implementation of the new national check-off amount. Currently Nova Scotia and Prince Edward Island are the only two provinces who have completed all of the regulatory requirements for implementation, it is expected that New Brunswick will complete the progress later this year or in early 2018 and the remainder of the provinces will be completed in early to mid-2018. We encourage all dairy producers to considering participating in the DFNS Levy Prepayment Program and for those who do not an annual reporting form and confirmation of levy will be mailed in the December newsletter of both NSCP and NSFA.

As we move closer and closer to traceability implementation, this file is getting more and more attention at the provincial and national levels. NSCP continues to work with the Canadian Cattle Identification Agency to ensure that producers will be well informed and prepared for traceability implementation for when it comes into effect in the near future. Premises identification is one of the key barriers in Nova Scotia, realizing that we have jointly (with the sheep and hog producers) requested that the NSDA investigate the possibility of incorporating the PID application with the farm registration application to capture a significant amount of farms all at the same time. The groups have also submitted a resolution to the NSFA for consideration at their annual meeting.

If you have any questions, comments or concerns, please feel free to contact Brad at the office office@nscattle.ca or 902-893-7455.

Brad McCallum
NSCP Managing Director

NATURAL PRODUCTS MARKETING COUNCIL REPORT

Natural Products Marketing Council

Report to: Dairy Farmers of Nova Scotia 17th Annual General Meeting

Thank you for the opportunity to report on the work of the Natural Products Marketing 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. Council is also an adjudicative board with a mandate to settle disputes among regulated stakeholders within its jurisdiction.

As part of its operational work, Council appoints a dairy inspector under the *Dairy Industry Act*. The dairy inspector position is within the Department of Agriculture. Council is also responsible for the licensing of all dairy jobbers, distributors and processors, as well as producers of goat, sheep and water buffalo milk.

Council also participates in 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.

As of December 14, 2017, Council has approved the following amendments/replacements under the *Dairy Industry Act* in 2017:

- *Bulk Haulage Regulations – amendment (NS Reg 5/2017)*
- *Milk Classes and Categories Regulations – amendment (NS Reg 12/2017)*
- *Milk Pricing Regulations – amendment (NS Reg 13/2017)*
- *Milk Pricing Regulations – amendment (NS Reg 38/2017)*
- *Bulk Haulage Regulations – amendment (NS Reg 64/2017)*
- *Bulk Haulage Regulations – amendment (NS Reg 65/2017)*
- *Milk Pricing Regulations – amendment (NS Reg 66/2017)*
- *Total Production Quota Regulations – amendment (NS Reg 95/2017)*
- *Bulk Haulage Regulations – amendment (NS Reg 107/2017)*
- *Milk Producer Licensing Regulations – replacement (NS Reg 125/2017)*
- *Abnormal Freezing Point Standard for Cow's Milk Regulations – amendment (NS Reg 126/2017)*
- *Bulk Haulage Regulations – amendment (NS Reg 153/2017)*
- *Milk Classes and Categories Regulations - amendment*

The replacement of the *Milk Producer Licensing Regulations (N.S. Reg. 125/2017)* made compliance with three modules of the Dairy Farmers of Canada's proAction program (Food Safety, Livestock Traceability and Animal Care) a requirement of licensing in Nova Scotia. The replacement of the *Milk Producer*

NATURAL PRODUCTS MARKETING COUNCIL REPORT

Licensing Regulations also provided updates to penalties and other consequences of proAction non-compliance and poor milk quality.

Council continues to engage in discussions with the dairy industry regarding the Province's milk allocation system.

Council is pleased to report growth in small dairy processing in the Province, with several amendments requested by small processors to their licenses over the last year. These amendments will result in greater volumes of milk being processed by small processors in the Province into a wider variety of products. Council is also seeing the prospect of new small processor applications on the horizon.

Work on the *Raw Milk Production and Transportation Regulations* by a Steering Committee made up of Council staff, the General Manager of DFNS, and Council's Processor Association representative, is nearing completion. These new *Regulations* will apply to all producers, transporters and processors in the Province and are expected to become effective in Nova Scotia in the latter-half of 2018.

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

Elizabeth A. Crouse, P.Ag.
General Manager, Natural Products Marketing Council

RAW MILK QUALITY RULES—EFFECTIVE SEPTEMBER 1, 2017



Raw Milk Quality Rules

Effective September 1, 2017

Dairy Farmers of Nova Scotia has implemented a new set of milk quality rules, starting September 1, 2017. These rules have been agreed to by the P5 boards and are contained in both the P5 Agreement and the *Milk Producer Licensing Regulations*.

The new rules cover penalty calculation and pickup shutoffs for Bacteria (IBC), Somatic Cell Count (SCC), Freezing Point (FP), and Inhibitors. Standards for these criteria are unchanged: up to 121,000 IBC; up to 400,000 SCC; below -0.525° Hortvet for FP; and absence of Inhibitors.

IBC, SCC and FP

a) Triggering a Penalty

Penalties will continue to be determined separately for each milk quality criterion after every month end. What has changed is that we will no longer be using monthly averages. Instead, all individual tests will be used to determine if a penalty has occurred for each criterion.

For all milk quality criteria, the total number of results above the standard, in a rolling three-month window, divided by the total number of all results in the same period, must be at or above 40% for a penalty to be incurred in the third month. Also, at least one of the results exceeding the standard must have occurred in the third month.

For example, if a farm has 8 high SCC results out of 24 total results in a three-month window, and at least one high result in the third month, the calculation is $8 \div 24 = 33\%$ which is under the 40% threshold and no penalty applies. But, if a farm has 10 high SCC results out of 24 and at least one in the third month, $10 \div 24 = 42\%$, leading to a penalty in the third month.

b) Calculating Penalty Level

Penalty levels (P1, P2, P3+) are determined using a 12-month historical window, such that if a farm had a P1 for a quality criterion within the last 11 months and a penalty for the same criterion is calculated for the current month the current month would be a P2.

Penalty within 12 months	\$/hl deduction on all milk sold to DFNS that month
1	\$3.00
2	\$4.00
3+	\$5.00

c) Pickup Shutoff

Shutoff 1 – If a farm incurs a fourth penalty within a 12-month window, it is assessed a penalty of \$5/hl for milk sold to DFNS that month, PLUS milk pickup is shutoff for a minimum of six days. Pickup will be reinstated when a two-day milk sample test result complies with all quality criteria, and the minimum shutoff period has been met.

Shutoff 2 – If a farm incurs a fifth penalty within a 12-month window, it is assessed a \$5/hl penalty for milk sold to DFNS that month PLUS milk pickup is shutoff for a minimum of 12 days. Pickup will be reinstated when a two-day milk sample test result complies with all quality criteria, the farm passes a dairy farm inspection, and the minimum shutoff period has been met.

RAW MILK QUALITY RULES—EFFECTIVE SEPTEMBER 1, 2017

Shutoff 3 and License Cancellation – If a farm incurs a sixth penalty within a 12-month window, it is assessed a \$5/hl penalty for milk sold to DFNS that month PLUS their milk pickup is shutoff and a hearing is held with Board Directors to determine whether the producer's license will be permanently cancelled. If the license is not cancelled, pickup will only be reinstated:

- after a minimum period of 24 days;
- if the Board agrees that evidence provided by the producer supports that the sustained poor milk quality was due to exceptional circumstances; and
- a two-day milk sample test result complies with all quality criteria.

Inhibitor Penalties and Shutoff

A farm with a positive inhibitor will incur a penalty based on the following:

Inhibitor Positive within 12 months	\$/hl deduction on all milk sold to DFNS that month
Once	\$3.00
Twice	\$4.50 + shutoff
Three or more	\$6.00 + shutoff

** Note: Inhibitor penalties double to meet P5 agreed level starting November 2019*

If a farm incurs two inhibitor penalties in the same month, they are assessed the higher penalty only. The shutoff remains in place until the producer has successfully undergone a new proAction validation. If the shutoff persists for more than 60 days, the Board may cancel the producer's license following a hearing.

As currently happens, any farm with a positive inhibitor must:

- Not be paid for their milk on the disposed compartment/truckload; and
- Pay DFNS for the value of the milk from other producers on that compartment/truckload at the monthly 4(d) milk price (~\$80/hl); and
- Pay DFNS admin fee to cover contaminated milk disposal and paperwork; and
- Not ship milk again until their milk tests negative for inhibitors.

Board Hearings & Reviews

Any producer can ask the Board to review a milk quality shutoff, in which case DFNS will convene a panel of at least three Directors to review their situation. DFNS can also hold a hearing with a producer over poor milk quality. Hearings can be conducted by face-to-face meetings or by conference call. The Dairy Inspector and a processor representative also participate in hearings.

proAction Non-Compliance

Being proAction registered is a requirement of being a licensed milk producer. Any producer with corrective actions due from a validation or self-declaration, going beyond 30 days without having them verified as complete and correct, is penalized \$3/hl for all milk sold during the month of the deadline. This moves to \$4/hl if 60 days passes, \$5/hl if 90 days passes, and leads to shutoff of milk pickup if 105 days passes. Reinstatement is granted once the farm again complies with the proAction program requirements. If a shutoff lasts more than 60 days, the producer's license may be permanently cancelled following a hearing with the Board.

For further information please review the regulations at:

<http://www.novascotia.ca/just/regulations/regs/dimilkli.htm> or contact DFNS.

BIOGRAPHIES

Jennifer Hayes, Commissioner, Canadian Dairy Commission

Jennifer Hayes is a dairy and beef farmer on Quebec's Gaspé Peninsula. She is the third generation to farm at Pine Crest Farms in Shigawake, which she co-owns with her father and uncle. Her farm is the most eastern dairy farm on the mainland in Quebec. Ms. Hayes has extensive governance experience as an active member of the UPA (L'Union des Producteurs Agricoles). In addition to her position as a regional elected board member for Les Producteurs de lait de la Gaspesie Les Iles, Ms. Hayes was regional vice president for the beef producers association, and an executive member of the provincial cull cattle and bob calf marketing committee.

Ms. Hayes holds an MBA from Concordia University and has professional networks in the fields of agriculture and rural development.

Pamela A. Harrod, General Counsel & Corporate Secretary, DFC

Pamela Harrod is General Counsel and Corporate Secretary to Dairy Farmers of Canada. Pamela joined DFC in January 2010 as Assistant Director, Policy and Law, a position she held for five years. In September 2015, she became General Counsel for DFC. Pamela provides and manages legal services, assists with the management of the legal risks associated with DFC's operations, and provides guidance in contractual and other legal matters.

In 2017, Pamela's role expanded further to include full responsibility for DFC's board governance and corporate secretarial services.

Her twenty-five year career includes corporate commercial legal expertise in the government, post-secondary, and not-for-profit sectors. Prior to joining DFC, she was Secretary of the University of Ottawa, Associate General Counsel at Canwest Global and Legal Counsel at General Electric. Her work has addressed both international and domestic legal issues.

Erwan Picard, Assistant Director, Marketing, Partnerships, & Synergies, DFC

Erwan Picard joined DFC in November 2016 as the Assistant-Director, Marketing, Partnerships & Synergies.

Erwan has over twenty years' experience in marketing, having worked at national marketing agencies for different types of clients across Canada such as Nestlé, Canada Bread, Molson, Nissan, Alcoa, Nivea, BMW, Bell, and Fido.

He acts as the DFC liaison agent with the provinces to provide support and to obtain relevant input for strategic planning.

BIOGRAPHIES - DFNS HONOURARY MEMBERS - 2018

Jack van Roestel

Jack's early training as a crop specialist really got started in the 1960's and 1970's in Annapolis County on the family dairy farm that was purchased in 1958 by his parents, who had emigrated from Holland six years prior. Besides the farm upbringing, he really benefited from a fantastic 4-H experience.

University training started with a Bachelor of Science in Agriculture degree (majoring in Soils and Crops) from NSAC, and MacDonald College in 1980. After graduation, Jack was Assistant Agricultural Representative in Colchester County for his first two years. During this time, he received mentoring under the strong leadership of George MacKenzie and Dick Huggard. Then he went on study leave from 1982-1984 to do a Master's degree at Guelph in Corn Tillage Systems.

In 1984, Jack began a crop advisory career with the Nova Scotia Department of Agriculture with sound mentoring in the early Truro years from Dwane Mellish, Jim Goit, and Jack Johnson. Some of the local farmers by the names of McCurdy, Scothorn, Bokma and others were also impactful on his early crop mentoring. He transferred to the Kentville office in 1987.

In 2000, when NSDA got rid of all staff in Crops, Livestock and Engineering, he formed a consulting company with Bill Thomas, that was called Top Crop Agri-Services. In 2001, Bill and Jack were hired by the 'new extension company' which has morphed into Perennia. During those sixteen years with Perennia, Bill and Jack tag teamed to provide forage, corn, soybean, wheat and soil fertility advisory services to Nova Scotian farmers.

Jack's biggest career satisfaction was working with growers to improve crop yields, feed quality and profitability on individual farms. He is also proud of his role in recent Atlantic Grain Council crop management research. It's been thrilling for him to witness the fantastic yield increases in corn, soybeans, winter wheat and forages over the past 10-20 years. These yield increases in corn and soybeans are a result of improved genetics, GMO traits, better in-field cropping techniques by our growers and a solid Maritime Variety Performance Testing program, the latter of which really needs DFNS and NSFA lobby support to go forward for 2018.

Lastly, Jack leaves this job with many treasured friendships with farmers, former work colleagues and Bill Thomas who has been a fantastic associate of his for over 30 years. Jack and his wife Betty are both excited about the freedom and adventures that their retirement schedule will offer.

Bill Thomas

Bill retired as Director of the Field Services Division at Perennia Food and Agriculture Inc. in August 2017. Bill has over 33 years of extension service in Nova Scotia specializing in forage quality, forage mixtures, silage fermentation, pasture management and soil fertility. Over his career Bill conducted many adaptive research trials addressing issues around forage establishment, cutting and grazing management, hay preservatives, silo management, corn hybrid development and pasture season extension. Bill has coordinated the Atlantic Canada forage cultivar evaluations trials for many years, he was responsible for the central Nova Scotia corn hybrid evaluation trial and has served on several regional and national crop committees including the Canadian Forage and Grassland Association and the former Canada Expert Committee on Corn.

Bill is a Certified Crop Advisor as well as a long-standing member of the Nova Scotia Institute of Agrology, Agrology Institute of Canada and a Fellow of the Canadian Society of Agronomy. Bill says for now he wants to keep working part time. He recently finished teaching the second-year soils course at Dalhousie University where he is an adjunct professor. He is currently working on a short term project for the Cumberland Business Connector.

NS MILK PROCESSORS' REPORT



Executive Office:
Suite 502, 5657 Spring Garden Road
Box 142
Halifax, NS B3J 3R4
Tel: 902-425-2445
Fax: 902-425-2441
Email: association@pathfinder-group.com

ADC: 10.1.15 C

2017
REPORT TO DAIRY FARMERS OF NOVA SCOTIA
SUBMITTED BY:
NOVA SCOTIA PROCESSORS DIVISION
ATLANTIC DAIRY COUNCIL

The Nova Scotia Processors' Division of the Atlantic Dairy Council represents processing dairies licensed in Nova Scotia and includes Saputo Dairy Products Canada G.P., Agropur Cooperative, and Fox Hill Cheese House.

Nova Scotia Milk Packaging Stewardship Program

This program has done well in the past year, recycling over 66% of fluid milk packaging in Nova Scotia. The program is now entering its 18th year of operation. It was the first voluntary stewardship agreement in Nova Scotia and was established with significant support and cooperation of dairy farmers in Nova Scotia and began operation on February 1, 2000. Diversion rates vary from year to year based on the amount of packaging, and the amount waste management commissions have waiting to be sent to market. The diversion rate we are currently experiencing in the province is exceptionally high considering that the system is voluntary and does not depend on deposit returns for results.

Funding for the program goes directly to the seven waste management commissions in Nova Scotia based on the amount of fluid milk packaging recycled and sent to market by each commission.

Review of Solid Waste Packaging Regulations in Nova Scotia

In the last two years, we have reported that the Nova Scotia Processors Division of the Atlantic Dairy Council had been involved in the consultation process initiated by the Nova Scotia Department of the Environment regarding proposed changes to solid waste resource management regulations in Nova Scotia. Consultation continues. We continue to be hopeful that we can maintain the existing fluid milk packaging recycling program and, perhaps, find a way to add additional dairy packaging to that program. This, however, may not be possible. At present, our understanding is that the provincial government continues to favor the recycling system that operates in British Columbia which, we believe, is potentially more expensive than we currently now have for recycling fluid milk packaging in Nova Scotia.

School Milk Program

The School Milk Program in Nova Scotia is now under the guidance of the Nova Scotia School Milk Committee.

Natural Products Marketing Council

Council, from time to time, requires input from dairy processors and this input is discussed at processor meetings.

REPORT TO DAIRY FARMERS OF NOVA SCOTIA 2017

BUSINESS MEETING AGENDA

1. Call to Order – 1:30 pm
2. Adoption of Agenda
3. Chairman's Address
4. Approval of 2017 Annual General Meeting Minutes
5. Business Arising from the Minutes
6. Reports
 - (a) Board of Directors
 - (b) General Manager
 - (c) 2016-17 Audited Financial Statements
 - (d) 2017-18 Budget Projections
7. New Business
 - (a) Appointment of Auditors
8. Adjourn – 3:15 pm

NOTES

**16th Annual General Meeting
Dairy Farmers of Nova Scotia
Best Western Glengarry, Truro, NS
January 25-26, 2017**

January 25, 2017

1. Call to Order and Chair's Opening Remarks

DFNS Chairman Andrew McCurdy called the meeting to order at 9:35 am. He welcomed members, out of town producers, vendors, and other guests, acknowledged the sponsors, and invited everyone to participate during the meetings and discussions.

2. Roll Call

Roll call was conducted by having members sign in prior to entering the meeting room. A list of the 103 registered producers attending is attached to these Minutes.

3. Canadian Dairy Commission Report – Jacques Laforge

Gerrit Damsteegt introduced Jacques Laforge, Chief Executive Officer, Canadian Dairy Commission. Mr. Laforge delivered a presentation on several topics including National Ingredient Strategy momentum, CMSMC decisions, CETA, cheese imports, scholarships, milk price adjustments, structural surplus, domestic demand and production, price adjustments, butter stocks, and market growth.

He highlighted changes in production and products, market demand for specific products, and milk supply for class 5d exports in the early fall.

Mr. Damsteegt thanked Mr. Laforge for his presentation.

4. Dairy Farmers of Canada Report - Wally Smith

Gerrit Damsteegt introduced Wally Smith, President; Caroline Emond, Executive Director; Nathalie Roy, Marketing & Nutrition; and Erwan Picard, Assistant Director, Synergies & Partnerships, DFC.

Mr. Smith recognized Gerrit Damsteegt's hard work and leadership on the DFC board. He then delivered a presentation which encompassed DFC's new brand conviction which included a video depicting the new logo. He spoke on use of the new logo by Agropur on qualifying products, three year strategic plan, DFC's seven priorities for 2017, Eco Resources study of economic impact, \$250 million for CETA "transition package" versus "compensation," TPP, NAFTA renegotiation, proAction, communication, growth reserve, nutrition, research, and market development.

Mr. Damsteegt thanked Mr. Smith and Ms. Emond for their presentation.

5. Messages from Other Provinces

Dustin Swinkels welcomed out-of-province guests: Harold MacNevin (DFPEI); Richard Vanoord (DFNB); Miriam Sweetnam (DFM); Real Gauthier (PLQ); and Klaas Vander Veen (Alberta) 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 towards National Ingredient Strategy, COP, milk quality, and overall commitment to our industry.

6. Divert NS

Dustin Swinkels introduced Lise Leblanc, LP Consulting, and Alanna McPhee, Director of Programs & Development, Divert NS, who spoke about the success of the Recycled Bedding Program which has garnered worldwide attention. The three main pillars of the initiative are Innovation, Stewardship, and Catalyst for Change. Over 90,000 MT have been diverted from landfills (the equivalent of forty-eight football fields covered six feet deep).

Mr. Swinkels thanked Ms. Leblanc and Ms. McPhee for their presentation.

Lunch

BUSINESS MEETING**B1. Call to Order**

Chairman McCurdy called the business meeting to order at 1:30 pm. He explained the voting procedure and voting cards to members. Chairman McCurdy appointed Carol Versteeg, Alana Croft, and David Bekkers as scrutineers during the voting portion of the meeting.

B2. Adoption of Agenda

Motion: A motion to approve the agenda, as presented, was moved by Robert Noble and seconded by Tim Marsh.
Motion Carried.

B3. Chair's Address

Chairman McCurdy began his address by introducing the 2016 DFNS Board of Directors, including Liz Crouse. He stated that upcoming commitments on his farm, including building a new barn in 2018, will prevent him from continuing as chair. Mr. McCurdy outlined the advantages and disadvantages of his two years as chair. He thanked his staff at home, Liz Crouse, and Brian Cameron for their dedication to the industry.

B4. Approval of Minutes of 15th Annual General Meeting – January 6-7, 2016

Motion: A motion to approve the minutes of the 15th Annual General Meeting, as circulated, was moved by Gerrit Damsteegt and seconded by Brian Smit.
Motion Carried.

Chairman McCurdy introduced Vice Chair Gerrit Damsteegt, who thanked Mr. McCurdy for his presentation.

B5. Business Arising from the Minutes

There was no business arising from the minutes.

B6. Reports

a. Board of Directors

Gerrit Damsteegt read the Board of Directors report and thanked outgoing chair Andrew McCurdy for his commitment during the past two years.

b. General Manager

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

c. 2015-16 Audited Financial Statements

Nancy Frame, PricewaterhouseCoopers, reviewed DFNS's 2015/16 audited financial statements. These statements were previously approved by the DFNS Board.

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

Motion: A motion to accept the auditor's report was moved by Jack Ferguson and seconded by John Waalderbos.

Motion Carried.

d. 2016-17 Budget Projections

Esben Arnfast, DFNS's Finance and Systems Administrator, presented the Treasurer's Report, noting that 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.

B7. New Business

a. Appointment of Auditors

Motion: A motion to reappoint PricewaterhouseCoopers as DFNS's auditors for the 2016-17 fiscal year was moved by John van de Riet and seconded by Phillip Vroegh.

Motion Carried.

b. Motion to Destroy Election Ballots

Motion: A motion to destroy the ballots from the fall 2016 director elections was moved by Elizabeth Biggs and seconded by Lauchie MacEachern.
Motion Carried.

The Business Meeting adjourned at 3:25 pm.

Break

7. Policy Discussions

DFNS Director Gerrit Damsteegt recognized those who sponsored this year's AGM. He then introduced Brian Cameron who presented a slide deck on milk price, production, and industrial milk allocation.

Directors and Brian Cameron then addressed questions from the membership on National Ingredient Strategy, quota issuance, class 7, SNF:BF policy, hand held initiative, high BF demand, milk testing, MMS, and school milk program.

Mr. Cameron introduced Ann Landers, Director of Government and Industry Relations, Agropur. Ms. Landers read an announcement that Agropur is building an ingredients plant in Sussex, NB, with a final decision to be made this spring, and ground breaking in the fall of 2017.

The meeting adjourned for the day at 5:10 pm.

Banquet and Presentations

A banquet was held at 6:30 pm. Chairman McCurdy introduced Allan Eddy, Associate Deputy Minister of Agriculture. Mr. Eddy brought greetings on behalf of Minister of Agriculture Keith Colwell, who was unable to attend. Mr. Eddy relayed that Minister Colwell acknowledges that the dairy industry is an essential contributor to our provincial economy and remains the top agriculture generator for Nova Scotia, especially in rural communities, and it is very important to our food security. Minister Colwell extended his appreciation for DFNS's work to support the dairy industry and grow our economy. Associate Deputy Minister Eddy and Ashley Baskin then presented the DFNS Excellence Awards to milestone-year winners.

JANUARY 26, 2017

The meeting reconvened at 8:35 am with DFNS board member Derick Canning as Chair.

8. Nova Scotia Federation of Agriculture

Derick Canning introduced Chris van den Heuvel, President, NSFA. Mr. van den Heuvel referenced the NSFA's full report in our AGM booklet, highlighting scholarship endowment, environmental stewardship, on farm energy needs, and the Environmental Farm Plan Program.

Derick Canning thanked Mr. van den Heuvel for his presentation.

9. Nova Scotia Cattle Producers

Derick Canning introduced Brad McCallum who delivered a presentation that included a 2016 year in review, current levy structure, levy prepayment program, regulation update, and upcoming projects and workshops.

Derick Canning thanked Mr. McCallum for his presentation.

10. proAction Update

Derick Canning introduced Atlantic proAction Coordinators Ashley Baskin and Nancy Douglas who presented, "proAction Provides Assurance to Customers About What We Do," which outlined vision, timelines, program integration, producer requirements, and compliance measures. Ms. Baskin and Ms. Douglas were very excited to report that Nova Scotia has 100% compliance with CQM, which was met with applause from the membership.

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

BUSINESS MEETING – Continued

B8. Reports – Continued

d. 2016-17 Budget Projections – Continued

Chairman McCurdy asked Esben Arnfast to address questions on the 2016-17 budget from the membership.

After a discussion, the following motion was made:

Motion: A motion endorsing the board's conditional approval of the 2016-17 DFNS budget, as circulated, was moved by John Waalderbos and seconded by Paul Taylor.

Motion Carried.

Break

11. Policy Discussions

DFNS Director David Bekkers introduced Brian Cameron, who presented a slide deck relative to milk testing, and an update on the National Ingredient Strategy. Mr. Cameron addressed questions from the membership on current and future milk testing fees, school milk fee, routes during spring weight restrictions, milk allocation to Agropur and other processors, industrial milk versus cascading, and the need for board, other provinces, and government to be onside.

The following motion was made:

Motion: A motion directing DFNS to pursue an industrial milk allocation policy was moved by Tony Versteeg and seconded by Reg

Dillman. This will replace the province's cascading milk allocation policy with a system that provides each industrial milk processor with a share of the non-demand raw milk available.

Motion Carried Unanimously.

David Bekkers recognized those who sponsored this year's AGM.

Lunch

12. Closed Session

Byron Lamb introduced Carolyn van den Heuvel, Farm Safety Nova Scotia, and Yvonne Thyssen-Post, Thyagrissen, who provided an update on safety, events, youth initiatives, on farm investigations, OH&S, and a request for an online survey, the link to be provided to members. Byron Lamb thanked Ms. van den Heuvel and Ms. Thyssen-Post for their updates.

Mr. Lamb introduced Dr. David Gray, Dean, Dalhousie Faculty of Agriculture. Dr. Gray spoke on the limited dairy research conducted at the university and requested a meeting with DFNS with a view to facilitating further research going forward. Byron Lamb thanked Dr. Gray for his update.

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

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

Chairman McCurdy, Gerrit Damsteegt, John Vissers, and Brian Cameron addressed questions from members relative to National Ingredient Strategy, surplus milk during the holidays, DFC promotion, P5/NL agreement, milk testing, demand for butterstocks, production, and a common leasing/credit program.

13. Wrap Up and Adjournment

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

The meeting adjourned at 3:15 pm.



Andrew McCurdy
Chair



Brian J. Cameron
General Manager

16th Annual General Meeting – Registered Producers in Attendance

Aron & Elma Penner	Fireblade Holsteins Limited	Springbrook Farms Ltd.
Afton Hills Farm Ltd.	Folly River Farms Limited	Sunny Point Farms Limited
Amber Hill Farm	Fort Lands Farm Limited	Sunnycroft Farms Limited
Andrew and Susie Dueck	Gary S. Benison	Trevor Forbes
Antrim Farms Limited	Green Oaks Dairy Farm Limited	Tulip Farm
Archibald Dairy Inc.	Greenough Family Farms	Valleyside Holsteins Ltd.
Autumn View Farms Limited	Havey M. Whidden	Van Vulpen Farms Limited
Bacon Farms Limited	Hillpeak Farms Limited	Vermeuland Farms Limited
Ballam Farms Limited	Hilltop Dairy & Poultry Farm	Vermeulen Agricultural Company Ltd.
Bay Bend Farms Limited	Huybers Dairy Farm Limited	Viking Crest Farm Limited
Bayview Dairy Farm Ltd.	James & Colin Kent	Vriesland Farm Ltd.
Beech Hill Farm Limited	James H. Lamb Farms Limited	Windcrest Farm Limited
Bekkers Farms Incorporated	John J. van de Riet	Winding River Farms Limited
Ben J. Harbers & Sons Farm Ltd.	John van den Hof	Windy Lane Farms
Benvie Farms Inc.	Jubilee Lane Dairy Farm Limited	Wynt Farm Ltd
Bethesda Holsteins	Karran Farms Limited	
Bidalosy Farms Limited	Lake Mabou Farms Limited	
Biggs Farms Ltd.	Langelaan Farms Incorporated	
Bishop Farms Ltd.	Lellavan Farms	
Black Avon Farms Limited	Levi D., Marvin and Lena Friesen	
Bokma Farms Ltd.	Lindenoord Farm	
Bonnie Vale Farms Ltd.	Lonely Maple Holsteins	
Boundary Lane Farms Ltd.	Luchtenberg Farm Inc.	
Broad Cove Farm Limited	MacGregor Dairy Farm Limited	
Browntown Farms Limited	Mark & Randy Keddy	
Bruce L. Sinclair	Marsh Farms	
Burnside Farms Inc	Marshcrest Farms Incorporated	
Canning Farm Limited	Matthews Farms Limited	
Caper Farms	Menkhorst Farm Limited	
Carree Valley Farms Inc.	Misty Hills Farm Limited	
Casey McLellan	Northumberland Dairy Farm	
Charles Hill & Son Limited	Oostdale Farm	
Churchill Bros. Farm Limited	Overview Farms Limited	
Cinnabar Farms Limited	Patterson Farms Ltd.	
Clover Crest Farm Limited	Paul Taylor & Bill Munroe	
Cornelius Penner	Pine Haven Farm Limited	
Curtmar Farms Ltd.	Ridgewood Ayrshire Limited	
Dabro Farms Inc.	Robert S. Noble	
Dale P. Henderson	Robert Sutherland	
Dean & Sandy Cole	Roddie J. Kennedy	
Derek MacNeil	Roguniel Farm Limited	
Donald and Karen MacDonald	Scothorn Back Forty Farms Ltd.	
Dykheuvel Farm	Scothorn Farms Ltd.	
Ferguson Brothers	Smit Farms	

January 5, 2018

Independent Auditor's Report

To the Members of Dairy Farmers of Nova Scotia

We have audited the accompanying financial statements of Dairy Farmers of Nova Scotia, which comprise the statement of financial position as at July 31, 2017 and the statements of receipts and expenditures, changes in net assets and cash flows for the year then ended and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these 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.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Dairy Farmers of Nova Scotia as at July 31, 2017 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.

Chartered Professional Accountants, Licensed Public Accountants

PricewaterhouseCoopers LLP
710 Prince Street, PO Box 632, Truro, Nova Scotia, Canada B2N 5E5
T: +1 902 895 1641, F: +1 902 893 0460

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

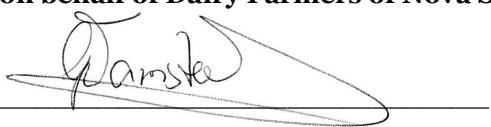
Dairy Farmers of Nova Scotia

Statement of Financial Position

As at July 31, 2017

	2017 \$	2016 \$
Assets		
Current assets		
Cash and deposits		
Unrestricted	—	195,813
Internally restricted	3,389,003	3,461,766
Accounts receivable (note 3)		
Unrestricted	23,750,882	19,670,517
Internally restricted	137,780	—
Prepaid expenses	21,472	12,139
Inventory (note 4)	—	15,413
	<hr/>	<hr/>
	27,299,137	23,355,648
Property, plant and equipment (note 5)	322,327	332,768
Intangible asset (note 2)	<hr/>	<hr/>
	387,310	306,268
	<hr/>	<hr/>
	28,008,774	23,994,684
Liabilities		
Current liabilities		
Accounts payable and accrued liabilities (note 6)	19,174,322	17,506,787
Operating line of credit (note 7)	<hr/>	1,795,000
	<hr/>	<hr/>
	23,061,322	19,301,787
Deferred revenue (note 8)	<hr/>	<hr/>
	56,506	74,538
	<hr/>	<hr/>
	23,117,828	19,376,325
Net assets		
Net assets – investment in property, plant and equipment and intangible assets – unrestricted	<hr/>	<hr/>
	659,406	576,247
	<hr/>	580,346
	<hr/>	<hr/>
	1,364,164	1,156,593
Net assets – internally restricted for		
Bad debt reserve (note 9)	3,086,190	2,967,438
Milk pricing	198,246	138,013
Quota exchange	83,812	160,915
Projects (note 10)	<hr/>	195,400
	<hr/>	<hr/>
	3,526,782	3,461,766
	<hr/>	<hr/>
	4,890,946	4,618,359
	<hr/>	<hr/>
	28,008,774	23,994,684
Commitments and contingencies (note 13)		

Signed on behalf of Dairy Farmers of Nova Scotia




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

(1)

Dairy Farmers of Nova Scotia
Statement of Receipts and Expenditures
For the year ended July 31, 2017

	(Unaudited) Budget 2017 \$	General \$	Bad debt reserve \$	Milk pricing \$	Quota exchange \$	Projects \$	2017 \$	2016 \$
Receipts								
Milk sales	-	-	167,145	155,521,112	-	-	155,688,257	135,080,637
Interprovincial milk haulage	-	-	-	3,109,983	-	-	3,109,983	1,679,698
Milk skimming pooling revenue	-	-	-	143,509	-	-	143,509	207,818
School Milk Program Fees	-	-	-	80,913	-	-	80,913	107,053
Milk Testing Revenue	-	-	-	129,051	-	-	129,051	77,192
Interprovincial pooling	-	-	-	8,316,560	-	-	8,316,560	7,592,460
Quota sales	-	-	-	-	18,769,440	-	18,769,440	6,214,840
Quota transaction fees	15,000	28,525	-	-	-	-	28,525	20,160
Milk producer dues	1,261,723	1,283,355	-	-	-	-	1,283,355	1,188,434
Cost of production study	16,000	16,940	-	-	-	-	16,940	15,986
Canadian Quality Milk program	40,000	23,675	-	-	-	-	23,675	22,480
Milk quality and proaction penalties	-	27,637	-	-	-	-	27,637	-
Project revenue (note 10)	-	6,144	18,327	-	-	-	31,076	21,949
Interest	6,000	-	-	198,104	6,605	-	198,104	30,543
CDC surplus	-	25,032	-	-	-	-	25,032	137,872
Grants and cost recoveries	15,000	6,443	-	-	-	-	6,443	24,727
Other income	8,000	6,443	-	-	-	-	6,443	7,382
	1,361,723	1,417,751	185,472	167,499,232	18,776,045	-	187,878,500	152,429,231
 Expenditures								
Milk purchases	-	-	-	163,837,672	-	-	163,837,672	142,475,557
Interprovincial milk haulage	-	-	-	3,109,982	-	-	3,109,982	1,679,697
Milk haulage for skimming	-	-	-	40,775	-	-	40,775	42,960
Skim milk disposal costs	-	-	-	2,300	-	-	2,300	48,090
Milk skimming fees	-	-	-	100,434	-	-	100,434	116,768
School milk program contributions	-	-	-	80,896	-	-	80,896	106,975
Milk testing costs	-	-	-	129,414	-	-	129,414	79,930
Quota purchases	-	-	-	18,767,040	-	-	18,767,040	6,220,220
Canadian Quality Milk program	60,000	35,919	-	-	-	-	35,919	28,568
Project cost (note 10)	-	-	-	-	-	-	36,866	21,932
CDC Surplus paid	-	-	137,872	-	-	-	137,872	462,169
Insurance	-	-	-	-	-	-	66,720	65,000
Meeting expenses (Schedule 1)	257,000	227,441	-	-	-	-	227,441	255,596
Operating expenses (Schedule 1)	690,540	825,020	-	-	-	-	848,459	718,066
Other expenses (Schedule 1)	217,899	184,123	-	-	-	-	184,123	175,442
	1,225,439	1,272,503	66,720	167,439,345	18,790,479	36,866	187,605,913	152,496,970
 Excess of receipts over expenditures (expenditures over receipts) for the year	136,284	145,248	118,752	59,887	(14,434)	(36,866)	272,587	(67,739)

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, 2017

	General \$	Bad debt reserve \$	Milk pricing \$	Quota exchange \$	Projects \$	2017 \$	2016 \$
Net assets – Beginning of year	1,156,593	2,967,438	138,013	160,915	195,400	4,618,359	4,686,098
Excess of receipts over expenditures (expenditures over receipts) for the year	145,248	118,752	59,887	(14,434)	(36,866)	272,587	(67,739)
Internally restricted transfer	62,669	–	–	(62,669)	–	–	–
Internally restricted transfer	(346)	–	346	–	–	–	–
	207,571	118,752	60,233	(77,103)	(36,866)	272,587	(67,739)
Net assets – End of year	1,364,164	3,086,190	198,246	83,812	158,534	4,890,946	4,618,359

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

(3)

Dairy Farmers of Nova Scotia

Statement of Cash Flows
For the year ended July 31, 2017

	2017 \$	2016 \$
Cash provided by (used in)		
Operating activities		
Excess of receipts over expenditures (expenditures over receipts) for the year	272,587	(67,739)
Amortization, not affecting cash	60,985	34,051
	<hr/>	<hr/>
	333,572	(33,688)
Net change in non-cash working capital items related to operations		
Increase in accounts receivable	(4,218,145)	(1,286,716)
Increase in prepaid expenses	(9,333)	–
Decrease (increase) in inventory	15,413	(4,985)
Increase in accounts payable and accrued liabilities	1,667,535	1,290,296
	<hr/>	<hr/>
	(2,210,958)	(35,093)
Investing activities		
Additions to property, plant and equipment	(50,544)	(111,749)
Additions to intangible asset	(81,042)	(150,066)
	<hr/>	<hr/>
	(131,586)	(261,815)
Financing activities		
Increase in operating line of credit	2,092,000	541,000
(Decrease) increase in deferred revenue	(18,032)	4,773
	<hr/>	<hr/>
	2,073,968	545,773
Net change in cash and deposits during the year	(268,576)	248,865
Cash and deposits – Beginning of year	<hr/>	<hr/>
Cash and deposits – End of year	3,657,579	3,408,714
	<hr/>	<hr/>
Cash and deposits	3,389,003	3,657,579
Internally restricted	3,389,003	3,461,766
Unrestricted	–	195,813
	<hr/>	<hr/>
	3,389,003	3,657,579

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

(4)

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2017

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 agents 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 each month. The monthly equalization bill (receivable) from the Canadian Dairy Commission 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 Canadian Dairy Commission 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.

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2017

1 Governing statutes and nature of activities (continued)

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. The Quality Milk Project balance has been increased as a result of unrefunded penalties collected for milk quality infractions during the year.

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 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.

(6)

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2017

2 Significant accounting policies (continued)

Property, plant and equipment

Amortization of property, plant and equipment is calculated on the diminishing balance method using an annual rate of 20%, except for Production and Quota Software (PAQS), which is calculated using an annual rate of 10%. Acquisitions made during the year are amortized at one-half the stated annual rate provided they are in use at the end of the fiscal year.

Intangible asset

Intangible asset, which represents the cost of software development, is recorded at cost. There has been no amortization expense recorded during the year as this asset was not in use at year-end.

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.

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.

(7)

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2017

3 Accounts receivable

	2017 \$	2016 \$
Milk sales	12,846,978	11,642,004
Dairy Processors – Price Equalization	1,308,589	820,009
Dairy Producers – Price Equalization	1,984,512	–
Canadian Dairy Commission		
Price Equalization	7,263,930	6,825,017
CDC surplus	198,104	137,872
DFC promotion fees	235,311	184,899
Other receivables and accruals	51,238	60,716
	<u>23,888,662</u>	<u>19,670,517</u>
Consist of:		
Unrestricted	23,750,882	19,670,517
Internally restricted	137,780	–
	<u>23,888,662</u>	<u>19,670,517</u>

4 Inventory

	2017 \$	2016 \$
Supplies	–	15,413

5 Property, plant and equipment

	Cost \$	Accumulated depreciation \$	Net \$	2017	2016
Office equipment and computers	79,244	55,243	24,001	15,027	
Furniture	3,730	3,384	346	433	
PAQS (software)	274,394	183,940	90,454	100,503	
Handheld equipment (note 8)	198,115	46,676	151,439	152,396	
IT hardware	75,891	19,804	56,087	64,409	
	<u>631,374</u>	<u>309,047</u>	<u>322,327</u>	<u>332,768</u>	

(8)

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2017

6 Accounts payable and accrued liabilities

	2017 \$	2016 \$
Milk purchases	12,846,978	11,642,004
Dairy Processors – Price Equalization	3,968,039	4,012,417
Dairy Producers – Price Equalization	–	792,078
Trade payables and accruals	493,536	405,651
Producers		
Quota exchange	1,195,195	55,195
Dairy Farmers of Canada	266,900	239,604
Refundable Dairy Farmers of Canada promotion fees	204,618	160,782
CDC – Milk purchased from pool	199,056	199,056
	<hr/> 19,174,322	<hr/> 17,506,787

7 Operating line of credit

The Bank of Nova Scotia operating line of credit with a \$6,500,000 (2016 - \$2,500,000) limit bears interest at the bank prime lending rate minus 0.5% per annum with a balance of \$3,887,000 at July 31, 2017 (2016 - \$1,795,000). This operating line is secured by a general security agreement over deposit accounts and trade receivables.

8 Deferred revenue

In 2016, DFNS received \$11,750 from Dairy Farmers of Canada to be used to fund promotion related to skim milk powder. \$5,475 was incurred during 2017 for skim milk powder promotion. The remaining \$6,275 will be incurred in the July 31, 2018 year.

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 \$12,558 (2016 - \$6,977).

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 \$18,327 (2016 - \$20,084) of interest earned on these funds. An insurance policy has been purchased to further mitigate the risk of a processor default and the cost of this insurance is an expense of the bad debt reserve.

(9)

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2017

10 Projects

Project cost activity during the year consists of:

	Dairy Focus \$	Research \$	Milk Maritime Refund \$	Total 2017 \$
Balance – Beginning of year	34,048	5,563	155,789	195,400
Receipts Expenditures	(11,419)	–	(25,447)	(36,866)
Balance – End of year	<u>22,629</u>	<u>5,563</u>	<u>130,342</u>	<u>158,534</u>

11 Dues collected

DFNS is responsible for collecting and remitting marketing and promotion fees for Dairy Farmers of Canada. The amount collected from the producers and remitted to Dairy Farmers of Canada totalled \$3,165,877 (2016 - \$2,931,717).

12 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, \$1,375 (2016 - \$10,136) relate to payroll taxes and are included within accounts payable and accrued liabilities.

13 Commitments and contingencies

During the year, DFNS renewed its office lease agreement for a two year period ending February 28, 2019. Minimum annual lease payments are \$24,224, inclusive of HST.

DFNS has entered into agreements to complete Steps 1A – IT Infrastructure, 2A – assessment of data suitability and business requirements and 2B – MMS Statement of Work for a common application of the P8 IT aggregation proposal. Expenses incurred in 2017 were \$81,041 (2016 - \$150,066). The remaining commitment is approximately \$182,027 (2016 - \$124,750).

(10)

Dairy Farmers of Nova Scotia

Notes to Financial Statements

For the year ended July 31, 2017

14 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, bad debt reserve. 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.

(11)

Dairy Farmers of Nova Scotia

Statement of Operating, Meeting and Other Expenses

For the year ended July 31, 2017

Schedule 1

	(Unaudited) Budget 2017 \$	Actual 2017 \$	Actual 2016 \$
Meeting expenses			
Advisory Committee on Milk	2,000	1,502	4,818
Annual meeting	25,000	25,679	23,834
Directors, executive and committee	145,000	141,869	145,480
Honorariums	34,000	33,500	34,000
Milk committees	11,000	1,111	7,291
Regional and zone meetings	40,000	23,780	40,173
	257,000	227,441	255,596
Operating expenses			
Amortization – General fund	24,000	37,546	16,469
Bank charges	2,500	1,031	2,326
Computer expenses	83,540	72,721	86,530
Consultant fees	5,000	57,273	21,259
Insurance	6,500	6,076	6,618
Office supplies	5,000	5,857	4,832
Postage/courier	15,000	13,488	13,314
Printing	5,000	6,814	4,828
Professional fees	43,000	76,139	53,509
Rent	27,000	28,365	20,752
Salaries and benefits	405,000	455,663	406,221
Scholarships/donations	21,000	23,905	20,299
Telephone	8,000	7,456	7,551
Travel	40,000	32,686	35,976
	690,540	825,020	700,484
Amortization – Quota fund	–	23,439	17,582
	690,540	848,459	718,066
Other expenses			
Communications	8,000	6,982	8,268
Cost of production study	16,000	15,000	15,750
Dairy Farmers of Canada dues	74,449	77,060	74,480
Dairy Farmers of Canada special assessment	–	–	1,100
Research	10,000	–	–
Fresh sampling	6,000	1,500	5,690
Handhelds	23,700	23,503	6,343
Miscellaneous	750	314	253
Proaction	56,000	31,657	31,193
Staff/board development	8,000	3,990	6,647
Milk transportation supplies	15,000	24,117	19,528
	217,899	184,123	169,252

(12)

Draft 2017-2018 Budget Notes

The draft budget shows the budget and actual for the previous fiscal year along with budgeted amounts for the current dairy year (2017-2018). Membership dues are 16 cents/kg BF as implemented August 1, 2014. Additional comments on items for the 2017-2018 Budget:

- Milk Producer Dues are based on filling 99.5% of the August 1st, 2017, Nova Scotia provincial quota allocation. The budget is based on the quota allocated to producers August 1st including the 1% November 1st increase for nine months of the dairy year.
- 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.
- Interest Revenue will be minimal with a decision to limit the calculation of the interest deduction from the in-quota milk price to the line of credit borrowing costs.
- ProAction Validation Revenue and Expenses reflect the \$250 per farm fee with 100 farms planned to have validations completed during the dairy year. The ProAction Coordinators' Expense includes NS shares of their salaries, travel, and meetings.
- A new revenue account, Milk Quality and ProAction Penalties, has been added showing an amount of \$27,637 deducted from producer payments. No amount has been budgeted since it is unknown, but will increase the Board's net income.
- Depreciation Costs reflect increased investment in equipment, mostly handhelds and IT infrastructure. MMS software, not expected to be completed and in use during the current dairy year, is not included but will be at least \$50,000 in the following year(s).
- Software Support Expense includes an allowance for license and support of the new MUV (Milk Utilization and Verification) program, as well as another year of maintenance costs associated with the DFNS legacy system.
- Computer Network Expense includes access to shared IT resources for both MMS and the DFNS computer network and associated managed services. The expense also contains monthly local environment costs such as the internet connection fee and services for the management of the network and staff desktops.
- Staff Salaries includes an additional full-time position and similar overtime costs experienced during the previous dairy year.
- Handhelds Expense includes the costs of monthly software maintenance along with licenses and monthly connection costs, replacement batteries and charging units.
- Research costs have not been incurred as planned during the dairy year as delays occurred with a planned project. The research fund also has remained at \$5,563.
- The Surplus balance shown excludes the portion of Net Assets of \$659,406 on the balance sheet invested in assets held by DFNS. The remaining amount of \$704,758 is considered unrestricted and available for other purposes at the discretion of DFNS.

2017-18 BUDGET

	Budget 2016/17	ACTUAL 2016/17	% OF BUDGET	Budget 2017/18
REVENUE				
Milk Producer Dues	\$1,261,723	\$1,283,355	101.7%	\$1,354,294
National COP Income	16,000	16,940	105.9%	16,874
Grants and Cost Recoveries	15,000	25,032	166.9%	15,000
Interest Revenue	6,000	6,144	102.4%	1,000
Quota Transaction Fees	15,000	28,525	190.2%	15,000
Milk Quality/ProAction Penalties		27,637		
ProAction validations	40,000	23,675	59.2%	25,000
NSCP Fees	1,000	1,869	186.9%	1,000
Miscellaneous	7,000	4,574	65.3%	5,000
TOTAL REVENUE	\$1,361,723	\$1,417,751	104.1%	\$1,433,168
EXPENSES				
<u>Meeting Expenses</u>				
Annual Meeting (Lodging, Meals, Room rental)	25,000	25,679	102.7%	27,000
Other Meeting Expenses (AGM, Policy, Reg., BOD)	40,000	23,780	59.5%	43,000
Directors (Travel, Meals, Per diems, Registrations)	145,000	141,869	97.8%	145,000
Honorariums	34,000	33,500	98.5%	34,000
Milk Committees (Per diems, Mileage)	11,000	1,111	10.1%	8,000
Advisory Committee (Chair, meals, meeting rooms)	2,000	1,502	75.1%	2,500
Total Meeting Expenses	257,000	227,441	88.5%	259,500
<u>Operating Expenses</u>				
Accounting/Audit	13,000	15,810	121.6%	15,000
Scholarship/Donations	21,000	23,905	113.8%	24,000
Depreciation	24,000	60,985	254.1%	56,184
Rent	27,000	28,365	105.1%	28,000
Board/Office Insurance	6,500	6,076	93.5%	6,500
Bank/Operating Line Expense	2,500	1,031	41.2%	1,000
Software Support	57,410	17,638	30.7%	24,000
Telephone	8,000	7,456	93.2%	8,000
Computer Network	26,130	55,083	210.8%	48,000
Legal Fees	30,000	60,329	201.1%	40,000
Postage & Courier	15,000	13,488	89.9%	15,000
Printing	5,000	6,814	136.3%	7,000
Office Supplies	5,000	5,857	117.1%	6,000
Consultants / Casual	5,000	57,273	1145.5%	59,000
Staff Salaries & Benefits	405,000	455,663	112.5%	482,000
Staff Travel	40,000	32,686	81.7%	36,000
Total Operating Expenses	690,540	848,459	122.9%	855,684
<u>Other Expenses</u>				
DFC Dues	74,449	77,060	103.5%	79,368
Staff/Board Development	8,000	3,990	49.9%	5,000
Producer Communications	8,000	6,982	87.3%	13,000
Milk Transportation supplies, misc	15,000	24,117	160.8%	25,000
Handhelds	23,700	23,503	99.2%	30,000
Fresh Sampling	6,000	1,500	25.0%	0
National COP	16,000	15,000	93.8%	15,000
ProAction Validations	60,000	35,920	59.9%	30,000
ProAction Coordinators	56,000	31,657	56.5%	40,000
Research	10,000			10,000
Miscellaneous	750	314	41.9%	750
Total Other Expenses	277,899	220,043	79.2%	248,118
TOTAL EXPENSES	1,225,439	1,295,943	105.8%	1,363,302
NET INCOME (Loss)	\$136,285	\$121,808		\$69,866
Surplus Balance July 31, 2017 and Projected 2018		\$704,758		\$774,624



2016-17 DFNS Excellence Award Winners

ANNAPOLIS

Lone Willow Farm Inc.

ANNAPOLIS

Lone Willow Farm Incorporated

ANTIGONISH

Allan MacDonald

COLCHESTER

Charles Hill & Son Limited
Fort Land Farm Limited
Havey M. Whidden

CUMBERLAND

Bacon Farms Limited

HANTS

Ballam Farms Limited
John Suideest

KINGS

James H. Lamb Farms Limited
Jeffrey and Josee Morse
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 CQM /proAction registration for the entire dairy year.*

These awards are based on milk shipped during the August 2016-July 2017 dairy year.

2018 BOARD DIRECTORY

The 2018 Board of Directors will take effect on January 25, 2018, 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
email: lgarchibald@live.ca

David Bekkers

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

Derick Canning

940 Southside Rd.
Upper Stewiacke NS B0N 2P0 cell:
902-956-0109
email: derickcanning@gmail.com

Gerrit Damsteegt

919 North Salem Road
Shubenacadie NS B0N 2H0
cell: 902-758-5857
home: 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
email: byronalexanderlamb@gmail.com

Andrew McCurdy

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

Dustin Swinkels

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

Hans Vermeulen

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

Elizabeth Crouse

Appointed by Minister of Agriculture
74 Research Drive
Bible Hill NS B6L 2R2
phone: 902-893-6511
fax: 902-893-6573
email: elizabeth.crouse@novascotia.ca

2018 MILK COMMITTEE MEMBERS

Region 1

Gary Benison
William Cox
Robbie Sutherland
Arnold Verschuren

Region 3

Vincent Kouwenberg
Alan Porter
Lauchie MacEachern
Nick van Vulpel

Region 5

David Anderson
Darren Davidson
Lindsay Greenough
Phillip Vroegh

Region 2

John Oostvogels, Jr.
Mark Dykstra
Derek MacNeil
Tony Versteeg

Region 4

Alex Brown
Joseph Heukshorst
Jeff Scothorn
Hans Vermeulen

Region 6

Geoff Bishop
Rob Carree
James Kinsman
Kees Langelaan



17th Annual General Meeting
January 24-25, 2018

EVALUATION FORM

PROGRAM

How informative/useful did you find the following:

	(low)				(high)
Canadian Dairy Commission Report	1	2	3	4	5
Dairy Farmers of Canada Report	1	2	3	4	5
Business Meeting	1	2	3	4	5
Policy Discussions & Stewardship Program	1	2	3	4	5
Nova Scotia Federation of Agriculture	1	2	3	4	5
Nova Scotia Cattle Producers	1	2	3	4	5
Canadian Forage & Grasslands Association	1	2	3	4	5
Atlantic Grains Council	1	2	3	4	5
proAction Update	1	2	3	4	5
Policy Discussions	1	2	3	4	5
Closed Session	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:

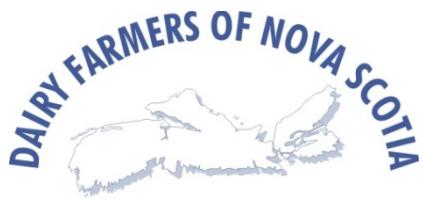
DFNS gratefully acknowledges the support of



Saputo



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



17th Annual General Meeting
January 24-25, 2018
Best Western Glengarry
Truro, NS

Member Registration Form (producers only)

There is no charge for DFNS members to attend this event. The cost of hotel rooms the evening of January 24th will be covered by DFNS for members or designates (one room per licensed producer). Please indicate below whether you require a room and what portions of the meeting you will be attending.

DFNS Registration Number: _____

Registered Farm Name: _____

Name of Attendee(s): _____

ATTENDING/REQUIRED:

Meetings Wednesday Jan 24th

Yes

No

Banquet Wednesday evening

Hotel Wednesday, Jan 24th

Meetings Thursday Jan 25th

Other Requests/Comments/Special Dietary Needs:

MEETING SPACE IS A SCENT-FREE ENVIRONMENT

Please return this form by January 5, 2018

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



**17th Annual General Meeting
January 24-25, 2018
Best Western Glengarry Hotel
Truro, NS**

General Registration Form (non-producer)

PLEASE USE A SEPARATE FORM FOR EACH REGISTRANT

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

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

Name/Position: _____

Organization: _____

Telephone: _____

Email: _____

ATTENDING/REQUIRED:

Hotel Room Tuesday, Jan 23rd
Meetings Wednesday Jan 24th
Banquet Wednesday evening
Hotel Wednesday, Jan 24th
Meetings Thursday Jan 25th

Yes

No

Other Requests/Comments/Special Dietary Needs:

MEETING SPACE IS A SCENT-FREE ENVIRONMENT

Please return this form by January 5, 2018

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