



NEWSLETTER

Vol. 19, No. 1 - August 2018

Board Nominations – Three Positions

DFNS opens nominations for three Board Director positions, held by Derick Canning, Greg Archibald, and David Bekkers.

The nomination period starts September 1, 2018. Any producer wishing to stand for election needs to complete the nomination form, agree with and sign the DFNS Code of Conduct (available from the office) and obtain signatures from five other members.

Nomination forms are included in this newsletter and, along with the signed Code of Conduct document, **must be returned to DFNS by 4:30 pm on Friday, September 21, 2018.** Nominees will be posted on our website.

Once nominations close, there is a seven-day “cooling off period” when all nominees are notified who the other nominees are, and they can decide to continue or withdraw.

If four or more nominees continue to let their names stand, an election will be held this fall.

The top three vote-getters will be elected to three-year terms, joining the Board following our AGM in January 2019. If three or fewer candidates stand for election, they will be acclaimed to the positions.

Board members find the experience rewarding but challenging as they address complex issues at the provincial, pool, and national levels, always keeping in mind what is best for the industry as a whole. Directors also need a good support team at home to allow the time required for Board commitments.

Please feel free to talk with a sitting Board member to learn more about their roles and responsibilities.

UPCOMING EVENTS & DEADLINES:

September 1-21, 2018.....Election Nomination Period
September 3, 2018.....Labour Day—Office Closed
September 13, 2018.....Quota Exchange Deadline
September 24, 2018.....Quota Lease Deadline

September 1 Milk Price Change

Due to rising costs of milk production (COP) and inflation, processor billing prices across Canada will increase 4.1% on September 1, 2018.

The 2017 COP data, updated to current figures, shows a 5.1% increase over the updated 2016 data. This jump was mainly due to higher feed, fuel, and interest rate costs.

The higher COP relative to expected producer returns triggered one of the three exceptional circumstances the Canadian Dairy Commission (CDC) established last fall.

This led to stakeholder consultation, after which the CDC increased their support price for butter, which led to an increase in the price of raw milk used in fluid milk and dairy products.

Both the western milk pool and the P5 pool approved the price change at a meeting in late July. In NS, the Advisory Committee for Milk recommended the prices to DFNS, which approved them on August 1, 2018, followed by the Natural Products Marketing Council's August 14, 2018, approval.

This mid-year adjustment means there will be no price change next February, and the formula will be reinstated for a February 1, 2020, adjustment.

In February 2018, the formula triggered a -0.3476% decrease, and another -0.4% in February 2017.

The impact on each farm will vary because of component production, how processors use milk purchased from DFNS each month, and the impact of pooling, special classes (dairy products to further processors), and ingredients.

DFNB Newsletter

Visit www.nbmilk.org/en/ and click on the “Milk Matters” link to read their monthly newsletter.

Results of the August 2018 Quota Exchange

Iteration (all buyers): 0.76 kgs
Prorated for buyers: 6.37%

Kilograms

Purchased (**actual**) 68.53
Offered to Purchase 568.38
Offered to Sell 68.53

Producers

Buying Quota 46
Offering to Buy 46
Selling Quota 3
Offering to Sell 3

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$24,000 MCP	68.53	68.53	-499.85	568.38	568.38

Quota Exchange Deadline	Payment Due Date
August 13, 2018	August 29, 2018
September 13, 2018	September 26, 2018
October 12, 2018	October 29, 2018

Lab Results July 2018

Average IBC: 75,069

Average Somatic Cell Count (SCC): 214,504

Adulteration: Antibiotics (Tankers) 1

P5 QUOTA EXCHANGE MCP

PEI\$24,000
New Brunswick \$24,000
Ontario \$24,000
Quebec..... \$24,000

Send your **CQM/proAction** Self Declarations or corrections to:

Nancy Douglas
(northern regions 1, 2, & 3)
Email: ndouglas@dfpei.pe.ca
Fax: 902-566-2755
Call: 902-394-1657

Lindy Brown
(southern regions 4, 5, & 6)
Email: lindy.brown@nbmilk.org
Fax: 506-432-4333
Call: 506-435-2117

proAction Self-Declarations Expanded

Starting September 1, 2018, proAction Self Declaration forms will include all three modules—Food Safety, Animal Care, and Livestock Traceability. When producers complete their Self Declaration forms they will need to respond for all three modules. This is a result of proAction requirements being expanded last September to include Animal Care and Livestock Traceability.

Because of the two-year cycle of full validations and Self Declarations in Nova Scotia, farms receiving the longer Self Declaration forms will already have undergone a validation for all three modules.

Producers are reminded the penalty system in place for proAction non-compliance also applies to Self Declarations returned late. If Self Declaration forms and validation CARs are not returned and verified as correct by the deadline, a \$3/hl penalty applies to all milk shipped in the month the deadline occurred. If the information is still not completed correctly by 60 days, a further \$4/hl penalty applies. For 90 days, it is \$5/hl. After 105 days of non-compliance, the farm's milk pick-up is automatically suspended until they have successfully completed a new full validation.

Don't forget to complete, sign, and return your Self Declarations within the 30-day window. All documents must be current, and Self Declaration forms must be submitted with enough time to be verified, and then corrected if necessary, by your proAction Coordinator before the deadline. Nancy Douglas (Regions 1-3), and Lindy Brown (Regions 4-6) are available to provide direction on both Self Declarations, and following validations. Later this fall, VALACTA is starting an on-farm service to assist producers with their proAction record keeping.

Policy Session Round-Up

Our Board hosted seventeen Milk Committee Members from across the province August 1-2 for a deep dive into various policy subjects. A producer director from each of the other P5 boards, and the Chair of Natural Products Marketing Council, attended as guests. Presentations from Jacques Lefebvre (CEO) and Marie Ly (Policy and International Trade) from DFC on reinventing DFC 2.0, and the costs of milk production, were well received.

Dairy Inspector Scott MacKenzie spoke on areas of farm inspection impacted by pending new regulations, and Natasha McKillop from Holstein Canada outlined results of proAction animal assessments to date. proAction Coordinators Nancy Douglas and Lindy Brown updated the group on common areas of non-compliance, and producer education sessions on Biosecurity and Environment modules in November.

Small group discussion and feedback sessions encompassed trade, New Entrant Program, dairy training, Atlantic Dairy Policy Conference, and a milk production/market update.

The popular open mic sessions provided questions and discussions on a variety of current topics. Overall, the board was pleased with the feedback and policy direction.

Out of province guests commented on the informal nature of the session, and the high level of understanding among NS producers. Thanks to Agropur for supplying milk and ice cream treats throughout the event.

Multiple Bulk Tank Milk Quality

When a farm has two or more bulk milk tanks in the same milkhous, each tank is sampled for components and milk quality testing. For milk penalty calculations, DFNS uses the worst quality result from the two tanks as applying to all milk shipped. Where there are two or more production sites, the results are administered by production site. This aligns with the P5 harmonized milk quality program.

Corn Field Day at Fort Lands Farm

Tuesday, September 18, 2018

11:30 am to 1:30 pm

259 Riverside Road

Fort Ellis, NS

Meet your local Masters Choice Representative

Free BBQ and Homemade Doughnuts

Call or text **902-759-9446** for more information.

Adjustments to Protein Testing, Effective September 1

All provinces are changing raw milk protein testing from total protein to true protein, effective September 1, 2018. This change was negotiated as part of the National Ingredient Strategy. The true protein results will be used for processor billing and producer payment.

This change will result in protein tests decreasing; however, the difference will be recaptured in the lactose and other solids test.

On average, this change will be revenue neutral to producers, since the price charged to processors will be adjusted accordingly. True protein has been used as the official test for payment in the United States since January 2000.

Be aware that your protein results will decrease by an average of 0.19. VALACTA will still report total protein for milk testing results, which will differ by the same 0.19 factor.

Ration formulation could also be impacted by this change, depending on if you use your milk payment or milk recording protein test results. See page seven for an expanded explanation.

Year End Round-Up

With the 2017/18 dairy year behind us, here's a snapshot of how the year went:

- Total milk produced 206,835,097 litres, 4.77% more than last year
- Average BF test of 4.10 kg/hl, up from 4.06 last year and 4.02 the year before
- Total BF produced increased by more than 463,000 kg over the year
- 12-month rolling SNF:BF ratio dropped substantially from 2.2294 to 2.2080
- Individual producer total over quota decreased by 12% from last year
- Individual producer unrecoverable almost doubled from last year at 103,000 kg lost credits, which is equal to only 4.4 days of provincial quota
- Average SCC dropped 2% to 196,087, with only 5 monthly averages exceeding 200,000
- Bactoscan results averaged 43,253 IBC, up from last year, possibly due to the unseasonably warm spring and summer



DEADLINE FOR OFFERS IS LAST BUSINESS DAY
BEFORE THE 14th OF EACH MONTH.

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

Quota Exchange Bid to BUY _____

(Exchange Month)

Registered Producer Name: _____

DFNS Registration Number: _____ Phone: _____

Offers above the MCP Cap of \$24,000 will not be accepted. Quantities offered may be in hundredths of a kilogram (two decimal places). Prices must be for a whole kilogram. Offers must not exceed 10% of the producer's total quota (exception for assisted new producers). Offers are limited to one buy or sell per producer per exchange.

Offer to Purchase _____. _____ kgs of TPQ per day @ \$_____ per kg.

☐ Email address: _____
(for confirmation of receipt of offer, if requested)

Payment for quota must be made via the selected method below **on or before the third last business day of the month**. Producers choosing option 2 must have completed a PAD agreement (available on the DFNS website or from the office) and a void cheque.

1. Cheque Payment ☐

Producer will provide a cheque to DFNS by the payment due date. Delivery method may be by mail, XpressPost, courier, or hand delivery. It is the producer's responsibility to ensure payment arrival and accuracy.

2. Pre-Authorized Debit ☐

DFNS will withdraw required funds for quota from producer's bank account on payment due date; service fees will be processed within five business days of the exchange. Authorization provided by producer will be used.

\$17.25 Service Fee must accompany offer (\$15 + \$2.25 HST) Reg No. 107788523

In the event of a cancelled exchange, service fees are returned to the producer (or not collected in the case of PAD). Please note that offer forms cannot be held for future exchanges.

All offers must be signed by the registered quota holder. In the case of a partnership or corporate quota holder, the offer must be signed by designated signing officer(s). It is the producer's responsibility to confirm receipt of offers by DFNS. If the buyer does not pay by the payment deadline, or the buyer's payment is dishonoured, the quota purchased by the buyer will return to DFNS, the producer is liable for all costs associated with non-payment, the producer is not eligible to purchase on the exchange for a period of 12 months, and the producer may only purchase TPQ on a future exchange using a bank draft, direct deposit, or wire transfer for a period of five years.

Date

Signature(s)

The information on this form is a summary of the applicable rules, which are contained in the TPQ Regulations. The DFNS Producer Manual on our website contains the current policies and procedures, or you may contact office staff for assistance.

FOR DFNS OFFICE USE ONLY

Service Fee: ☐ cash ☐ cheque ☐ PAD

Offer Received/Verified By: _____

10/16



TPQ Lease Agreement

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

THIS LEASE made _____ day of _____, A.D., 20____

BETWEEN: _____ DFNS Reg. # _____ 2
hereinafter called the "LESSOR" (Lender of the quota)

- and -

_____ DFNS Reg. # _____ 2
hereinafter called the "LESSEE" (Borrower of the quota)

AGREEMENT

The Lessor and the Lessee agree that:

1. The Lessor shall lease to the Lessee _____ kilograms of daily Total Production Quota (TPQ)
2. The lease term shall commence on the first day and terminate on the last day of _____ (month).
3. The Lessee shall pay to the Lessor \$_____ per kilogram per day for milk quota leased, payable as described below:

4. This lease is not assignable.
5. This lease shall bind the heirs, executors, administrators and successors of each of the parties.

Signature of LESSOR

Date

Signature of LESSEE

Date

AUTHORIZED BY _____

on behalf of Dairy Farmers of Nova Scotia this _____ day of _____, 20____.

IMPORTANT NOTES

Leases will be for a one-month duration and will expire at the end of the month, so any adjustments to provincial TPQ do not apply to leases.

Quota may be leased in denominations of tenths of a kilogram.

A producer can lease in or out up to a maximum of 25% of the sum of current owned and non-saleable TPQ holdings.

A producer cannot be both a lessor and a lessee during the same month.

Only leases applying to the current month will be accepted.

DFNS is not responsible for receipt of lease forms mailed or faxed to our office. **IT IS THE PRODUCER'S RESPONSIBILITY TO CONFIRM RECEIPT.**

DEADLINES

Completed lease forms must be delivered to the DFNS office no later than 4:30 p.m. on the fifth (5th) last business day of the month in which the lease will be effective.

<u>Lease Month</u>	<u>Deadline</u>
July	July 25, 2018
August	August 27, 2018
September	September 24, 2018
October	October 25, 2018

Produce more profits

It takes long hours and careful management to run a successful dairy farm. Success is also built on the decisions you make about succession, herd size, barn expansion and quotas.

Grant Thornton LLP advisors are here to help. Our experienced, reliable and friendly advisors have been serving farmers and business owners in Nova Scotia for decades. We care about your family business, because we're part of your community.

grantthornton.ca

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Our team can help you with:

- year-end accounting and tax compliance,
- cash flow and financing plans for expansion
- family succession and estate planning
- personal and corporate tax planning, and
- financial and business advice.

Let's start the conversation.

For Nova Scotia farmers seeking support — Farm Family Support Line

A confidential, short-term counselling and advisory service — to help you manage and reduce the stresses in life, including mental health, legal, financial and more.

No cost for up to 3 hrs of service per issue. If you require more specialized or longer-term support, professionals will help you find an appropriate specialist or community service that can provide continued assistance.

Line is open 24 hours a day —
Available to farmers or their immediate family members

1.844.880.9142

TTY: 1.877.338.0275

workhealthlife.com



*Farm Family Support Line
is managed by Morneau
Shepell as a Member
Assistance Program.*



**Bluenose
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Ruth Scothorn - Insurance & Financial Advisor

T: 902-758-1448
C: 902-324-1969
F: 902-236-2444
rscothorn@eastlink.ca

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www.pwc.com/ca

Business advisors to the dairy industry

Business advisory services, accounting and auditing, estate and succession planning, personal and corporate income taxes.

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Dwayne A. MacKay, CPA, CA
Lisa A. Poehl, CPA, CA

For more information, please contact our Truro, Nova Scotia location at 902 895 1641.



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From "total protein" to "true protein"

Provided by Dairy Farmers of Quebec

As of September 1, 2018, you will notice a drop in the protein composition of your milk. This is due to the introduction of a method of analysis that will now determine the exact composition of casein and milk whey protein, and exclude non-protein nitrogen (NPN) from the composition result. This change will have no impact on producers' income and will be effective across Canada.

"True proteins" and "total proteins:" what's the difference?

What is commonly known as "true protein" is actually casein and whey protein. These proteins have the greatest nutritional value and they contribute in particular to the cheese yield. All over the world, to measure the protein content of foods on a large scale, automated analyzers based on infrared spectrometry are used. This technique provides a reliable, efficient, and inexpensive measurement for quickly processing a large quantity of samples. So far, spectrometers are calibrated from standards whose protein composition is based on total nitrogen.

For a long time and for convenience, what we called "milk protein" was actually total nitrogen. This "total nitrogen" actually contains a small amount of NPN. It is said to be non-protein because these components are not part of the protein structure. Essentially, it is urea, ammonia, and other small nitrogen molecules, which do not have a functional role in dairy processing. It is therefore by subtracting "non-protein nitrogen" from "total nitrogen" that we obtain "true proteins." Measuring total nitrogen slightly overestimates by 0.19 the amount of "true protein" actually contained in milk.

Why change now and not before?

Technically, the determination of the true protein in milk has been possible for several years. It would have been sufficient to calibrate the spectrometers from samples whose protein contents are based on protein nitrogen analysis. But when payment according to milk components started in the early 1990's, the method of analysis of "total protein" was the norm in the world for milk.

Several countries including France, Australia, and the United States, have been implementing true protein analysis for a long time. In Canada, the industry has not seen real interest until recently. But with the introduction of the National Ingredient Strategy, it became essential for both producers and processors to quantify the precise concentration of true protein in order to track liquid ingredients and ensure equity, verification, and billing correctness.

Will a lower protein content now affect producers' income?

The change will not have an economic impact for the producers. Protein levels will decrease, as the amount of casein and whey protein will be measured, but NPN-related components will now be counted with lactose and other solids. The amount of total solids (P+OS) will remain the same. The price of the protein and OS will be adjusted to obtain a neutral result for the total producer revenue.

Can the impact be different depending on the producers or breed of cows?

The amount of protein varies in cow's milk, depending on feeding strategies and, to a lesser extent, breed and genetic background. The new analytical method will accurately determine the amount of true protein, which made up the largest part of the protein results; i.e., $\pm 95\%$ of what was called the "total protein." Calibrating the devices to determine the true value of the milk protein means each sample will continue to reflect the practices of each producer and the milk of his herd.

What will be the impact of this change on production statistics and ration formulation?

Milk recording will continue to express compositional results on the basis of "total protein." You will be able to compare your payment composition results payment with the milk composition history of your cows by adding a factor of 0.19 to the true protein result. It is a constant that expresses NPN, which can also be used for ration formulation, if required, and for milk recording composition records. The better accuracy of the analytical results will contribute to a more accurate payment of protein quantities for both producers and processors.

Milk Production and Pricing

Esben Arnfast, Finance and Systems Administrator

July's farm milk production declined which is a normal seasonal occurrence. Despite a large one-month drop in production from 23,539 kgs of butterfat per day to 22,122 kgs of butterfat per day, total butterfat production for July remained 1.4% more than last July. July marks a change from the past several months with production running close to 5% ahead of the previous year's butterfat production levels.

The combination of lower production, and the recent two quota reductions, led to July marking the first month since last fall whereby production did not exceed total provincial quota.

The result was a turning point from several months of increases in the average number of days of utilized tolerance, to a decrease from -10.9 to -11.1 days. In July, the new over quota penalty of \$20/hl was implemented in accordance with the P5 decision communicated with producers earlier. More details are available on the DFNS website.

<https://www.dfns.ca/quota-hub/p5-additional-production-days-1/>

The equalized pool transportation rate resumed to a more normal level of \$2.59/hl, following various adjustments in the past few months. The quarterly adjustment of NS rates applies August 1, and will likely reduce the August rate based on pending transporter rate declines before pooling. Of course, that prediction could be offset if higher July costs are pooled by the other P5 provinces.

The raw milk average in-quota price in July dropped more than \$2/hl from \$73.77/hl in June to \$71.53/hl in July. It was the typical situation where a higher than normal utilization value reported in one month leads to a higher pooling adjustment and therefore lower producer price the following month. The net pool payment to the P5 for June was \$461,560 (used for July price calculation purposes), compared to only \$84,417 for May.

Total Licensed Producers in June: 207

Continuous Quota Positions

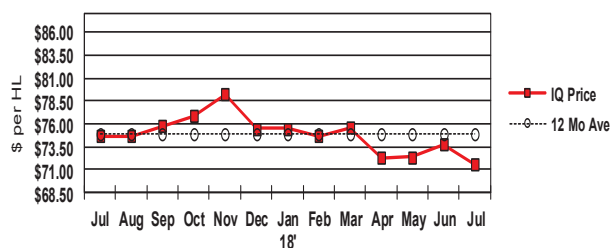
As of the end of June 2018, figures are expressed as a percent of each province's annual quota. Note that the June 1 starting positions for provinces was reset to be the March 2016 levels. This was done to align reinstatement of the upper (+0.5%) and lower (-1.5%) limits to the point when the limits were suspended. As a result, the P5 is slightly above the upper limit and was assessed an over quota penalty of 1.5 times the value of the over quota components. Approximately 80% of these penalty dollars come back to the P5 while 20% goes to the western provinces and NL. Recent measures to slow down P5 milk production, perhaps combined with the hot, humid weather, are expected to align milk production with market requirements. Further discussions are ongoing at the national level to adopt a monthly total requirements/total quota model which will generate more timely market information. If this is approved and implemented in the next few months, the upper and lower limits will need to be expanded to account for greater month-to-month market variation.

Alta. -1.06%	Sask. -0.90%	Ont. +1.97%	NS +0.12%	PEI -1.95%	P5 +0.75%
BC -0.21%	Man. -2.98%	Que. -0.14%	NB -0.32%	NL -18.45%	WMP -1.07%

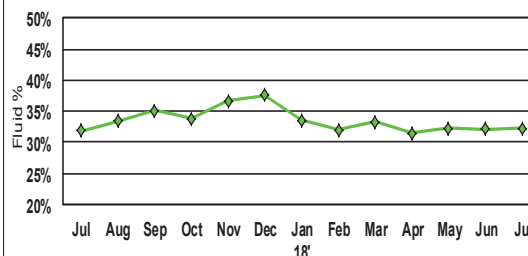
Milk Marketing Report July 2018

PRODUCTION	2018	2017		
Average Liters/Day	561,539	556,059		
Average kg Butterfat/Day	22,122	21,813		
Average Composition, kg/hl				
Butterfat	3.9395	3.9228		
Protein	3.2780	3.2398		
Other Solids	5.7367	5.7148		
Bulk Haulage (\$/hl)	2.59	2.56		
PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
July In-Quota	10.3707	6.8868	1.4126	71.53
July Butterfat Premium (\$/kg) SNF/BF<2.35	0.0589			
July Over-Quota	-2.7327	-1.9107	-0.3917	
August Over-Quota Penalty	-2.7327	-1.9107	-0.3917	

NS Average In-Quota Producer Price
Per HL basis



Fluid Utilization Percentage





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

NOMINATION FORM

We hereby nominate _____ as a candidate
(please print)
for election as a Director on the Dairy Farmers of Nova Scotia Board of Directors.

NOTE: In order to be valid, the nomination requires the signature of five DFNS members (i.e., five separate producers).

	Name <i>(please print)</i>	Signature	Date
1			
2			
3			
4			
5			

**COMPLETED NOMINATION FORMS MUST BE RECEIVED BY DFNS
BY 4:30 PM on Friday, September 21, 2018.**

Full Name of Nominee

Farm Name

Address

Phone

Cell

email

As indicated by my signature below, I hereby accept this nomination as a candidate for election as a Director on the Dairy Farmers of Nova Scotia Board of Directors. Pursuant to Section 19(1)(d) of the DFNS By-laws attached is a signed [Code of Conduct](#).

Signature of Candidate

Date

A copy of the DFNS Code of Conduct and by-laws may be obtained from the DFNS office upon request.

**OPEN
HOUSE
INVITATION
SATURDAY,
SEPTEMBER 22, 2018
10AM-3PM**

BOKMA FARMS LTD.

40 Crombe Road
Shubenacadie, Nova Scotia
B0N 2H0



BUILDING FEATURES:

- RPS Steel Structure
- 418' x 212' Main building
- Cross ventilation system
- 8 Group barn

EQUIPMENT FEATURES:

- 7 DeLaval VMS units
- DeLaval Herd Navigator
- DeLaval 32000 litre Cooler
- DeLaval 3200 litre Cooling Buffer Tank
- Mueller Variable Speed Cooling units
- Mueller Heat Recovery Unit
- DeLaval T100 Controls
- DeLaval SCB Cow Brushes
- Artex Deluxe Self Locks
- EasyFix Plastic Looped Stalls
- Valmetal 2020 robotic feed pusher
- Jamesway Manure system
- Secco Cross Ventilation System with Edge Controller
- Dairycheq Q3 TTR

Congratulations from:



Congratulations to Bokma Farms Ltd.
on your new DeLaval VMS facility.





Latest News...

Dairy Farmers of Canada

August 2018

CELEBRATING A SUCCESSFUL AGM

Dairy Farmers of Canada (DFC) kicked off this year's AGM with a welcome message via video from Prime Minister Justin Trudeau in which he stated his belief that the continued prosperity of Canada's dairy farmers helps Canadians benefit from high-quality, nutritious and safe food. The Prime Minister also said that supply management provides a fair-price for farmers, stability for processors, and high-quality dairy products at an affordable price for consumers. The remarks concluded with a pledge to protect and defend supply management during the NAFTA negotiations.

The 2 days in Quebec City included Quebec MPs representing all three major parties attending the President's reception, the publishing of DFC's annual report, available at <https://www.dairyfarmers.ca/news-centre/document-library/annual-report>, and a number of guest speakers presented including: Pierrette Desrosiers, Occupational Psychologist, David Coletto, CEO of Abacus Data, Simon Dupuis of IPSOS, Alexandre Lazier of Bioenterprise Corporation Canada, Dr. Sievenpiper from the University of Toronto and Dr. Holloway from McMaster University.



DFC President Pierre Lampron opens the 2018 AGM with the President's Address

Pierrette Desrosiers presented on the topic of mental health, educating attendees in a humorous and empathetic fashion about how to recognize when someone is in distress, and what you can do. David Coletto presented on the topic of millennials. Simon Dupuis presented consumption trends and barriers to consumption of milk and cheese based on an online study conducted for DFC. Alexandre Lazier shed some light on the future of proteins and discussed how options for proteins are increasingly divers and over time innovations will increase adoptions. Dr. Sievenpiper kicked off the nutrition discussion by looking at the relationship of saturated fat, sugar, and sodium to chronic disease and how dairy contributes – which was, in many cases, shown to be neutral to positive. Following Dr. Sievenpiper, Dr. Holloway shared the links between diet, muscle mass, and chronic disease.

ABOUT DAIRY FARMERS OF CANADA

Founded in 1934, Dairy Farmers of Canada (DFC) is the national organization which defends the interests of Canadian dairy farmers and strives to create favourable conditions for the Canadian dairy industry. Working in accordance with supply management principles, DFC promotes safe, high quality, sustainable, and nutritious Canadian dairy products made from 100% Canadian milk through various marketing, nutrition, policy, and lobbying initiatives. Driven by a strong sense of community and pride, DFC and Canadian dairy farmers actively support a number of local and national initiatives. Visit [dairyfarmers.ca](https://www.dairyfarmers.ca) for more information.



Keynote speaker David Coletto wowed attendees with his segment “Who are Millennials”. Coletto highlighted the opportunity for the dairy industry to engage and connect with millennials by creating experiences as millennials value food and view themselves as “foodies”. As millennials ask many questions, want to know where their food comes from, and with the value they place on authenticity, it is critical that dairy farmers continue to tell the story of their shared values in an honest way.

Several presentations from the AGM are available on the DFC website: <https://www.dairyfarmers.ca/news-centre/events/dairy-farmers-of-canada-annual-general-meeting>

DFC would like to thank all those who attended and contributed to the success of this year’s AGM.

A FRIENDLY REMINDER: STAY INFORMED WITH THE *DAIRY EXPRESS*!

You are a dairy farmer? Sign up now for the *Dairy Express*, the bi-monthly e-newsletter published by Dairy Farmers of Canada. To do so, simply send an email to [Rebecca Ritchie](mailto:Rebecca.Ritchie@dfc.ca) who will happily add your name to the mailing list.



Dairy Farmers of Canada



@dfc_plc