

Canadian Seed Growers' Association

ANNUAL REPORT

2016-2017

MESSAGE FROM THE PRESIDENT

Over the course of 2016–2017, beginning at the Annual Meeting in Clear Lake, Manitoba, growers participated in developing CSGA's new Strategic Plan. Member feedback was key in establishing priorities for the Association. The new five-year Strategic Plan, was released July 10th at the Annual Meeting in Halifax. Over the last year, I was very pleased to hear countless members believe we are headed in the right direction and express support for our 'out of the box' thinking. They have encouraged me, our Board and our staff to not let up, as we work with members and value chain partners to chart the future course.

And that's exactly what we intend to. Our focus on the future is increasing as we seek member input on priorities within the Key Result Areas (KRAs) of the new Strategic Plan. These KRAs are the deliverables or the meat of the Strategic Plan. Four medium-term priorities already identified in the KRAs include:

- Modernizing *Circular 6, the Regulations and Procedures for Pedigreed Seed Crop Production*, to revise outdated requirements and make them more accessible to mobile, online growers.
- Strengthening education, training and professional recognition programs for seed growers to ensure they are prepared to take advantage of emerging market and business opportunities.

- Improving the efficiency of seed certification by developing an efficient, effective single window approach to seed certification that lowers costs through further integration or alignment of service providers.
- Increasing collaboration with partners to realize a strong, industry-led, government-enabled seed system.

Our members drive CSGA's focus and path forward. As we begin to implement CSGA's five-year Strategic Plan, we want to hear where you think our resources should be directed. We're working to make that easier with new access avenues like SeedTALK (www.seedtalk.ca), YouTube, and Twitter (@SeedGrowers).

As you work your fields, our association is busy putting boots on the ground too. We're concentrating on what brings value to you. I believe that we are on the right track and I'm encouraged by your feedback.

Kevin Runnalls
President



CSGA OVERVIEW

The Canadian Seed Growers' Association (CSGA) is legally designated as the national standards and certification organization to assure seed crop varietal integrity for the seed certification system in Canada. Since 1904, this non-profit organization, with 3,500 members in nine provinces, seven Branches and five time zones across Canada, has managed varietal certification of the crops that provide the pedigreed seed for commercial crop production. Working closely with value chain partners, within the official seed certification system administered by the Canadian Food Inspection Agency (CFIA), the CSGA annually certifies seed crops of more than 2,300 varieties of more than 50 crop kinds on more than 1.3 million acres, one of the largest, most diverse national acreages of certified seed in the world. This ensures a reliable supply of high quality seed with assured genetic identity for both Canadian and export markets.

From its unique position in the agri-food sector, the CSGA mission and objectives also include representing seed growers and certified seed through a broad national and international network of stakeholders.

CSGA members range in size and scope from independent family farms to large seed companies. As leaders of innovation in Canadian agriculture, seed growers are at the heart of the agri-food sector. CSGA is committed to representing and supporting them, advancing the seed and agriculture sector with its partners and explaining their importance to society.

Details of CSGA certification acreage and membership in 2016 are reported on pages 5–7.

CSGA STRATEGIC PLAN

OUR MISSION

Represent and support our members, advance the seed industry and with our partners, deliver and promote a flexible, responsive, and cost effective seed certification system in Canada

OUR VISION

The CSGA is an innovative, science-based organization committed to supporting a competitive Canadian agriculture sector as a respected global leader in seed quality assurance and genetic traceability

OUR VALUES

Responsibility, Integrity, Accountability, Transparency, Collaboration, and Respect





OUR RESULTS:

DEVELOPING CSGA'S STRATEGIC PLAN AND PRIORITIES

With the rapid innovation rate in Canadian agriculture, the 2015 Action Plan of CSGA's Board identified a five year strategic plan as a top priority. The plan would be based on extensive analysis and broad consultation.

In July 2016, a members' workshop, at the Annual Meeting at Clear Lake, Manitoba, began the feedback on a proposed Strategic Plan for 2017–2023 and implementation priorities. Elements of the Strategic Plan were presented by consultant Monty Doyle and implementation priorities by Executive Director, Glyn Chancey. Key implementation plans and presenters were: *Single Window Initiative*, by Doug Miller, Managing Director of Certification and Technology; *Circular 6 Modernization*, by Mike Scheffel, Managing

Director of Policy and Standards; and *Education and Professionalization*, by Caroline Lafontaine, Managing Director of Communications and Member Services.

In 2016–2017, parallel discussions with seed sector partner organizations, on a Seed Synergy Collaboration Project, developed a vision for a next generation seed system. These sector partners included the five other national seed organizations: Canadian Seed Institute (CSI), Canadian Seed Trade Association (CSTA), Commercial Seed Analysts of Canada (CSAAC), Canadian Plant Technology Agency (CPTA) and CropLife Canada. In 2016, CSGA members were surveyed on Seed Synergy priorities to clarify which aspects of this vision should be embodied in their new five-year Strategic Plan.

OUR FIVE KEY RESULT AREAS (KRA)

KRA 1 OBJECTIVE

The right regulations and systems to support a growing, sustainable seed and agriculture sector

TRUSTED, HIGH PERFORMING SEED SYSTEM

KRA 2 OBJECTIVE

The right professional development and technical support services to enable members' business opportunities

SUPPORTING MEMBERS

KRA 3 OBJECTIVE

A growing seed industry that provides members access to profitable new varieties and value creation and sharing opportunities

SECTOR GROWTH

KRA 4 OBJECTIVE

Industry and Government partners mobilized to enable seed sector success

PARTNERSHIPS

KRA 5 OBJECTIVE

A CSGA that cost-effectively enables all the above

ORGANIZATIONAL EFFICIENCY & EFFECTIVENESS

In November at the Inter-Provincial meeting in Banff, after careful analysis of members' feedback by staff and the Policy, Planning and Governance Committee, national and branch directors reviewed an updated draft of the strategic plan. By December 2016, a further revised version of the plan was approved by the Board for member consultations throughout the winter, directly at CSGA Branch meetings and on a new member engagement website www.seedtalk.ca, launched in 2017 to provide a dedicated space to capture member feedback on key issues.

By March, the plan was completed, approved by the Board and launched in July at the 2017 Annual Meeting in Halifax. The CSGA Strategic Plan 2017–23 is now available online.

The Strategic Plan confirms a core responsibility to work closely with partners in government and industry to support a competitive Canadian agriculture sector and maintain Canada's reputation as a respected global leader in seed quality assurance and genetic traceability.

The Strategic Plan also reaffirms a longstanding commitment of the CSGA to deliver and promote a flexible, responsive and cost-effective seed regulatory and certification system for Canada.

OUR RESULTS: CERTIFICATION AND TECHNOLOGY SERVICES

In 2016, 3,537 members of CSGA applied for inspection and certification of 15,562 fields and 2,647 plots on 1,326,066 acres (536,639 ha), one of the largest national certified seed acreages in the world. To process these applications, over Canada's six-month crop certification season, CSGA reviewed more than 4,800 seed tags and 100,000 documents.

For 2016–2017, the following reports provide national and provincial summaries of CSGA membership as well as the acreage and crop kinds inspected for certification by the CSGA.

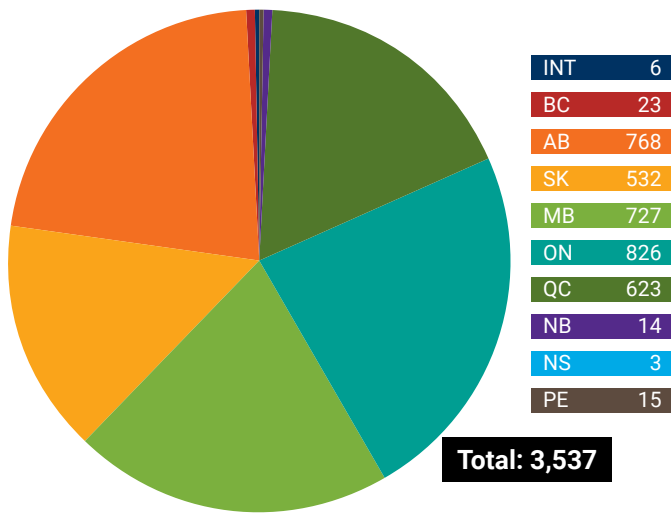


Table 1: 2016 Inspected Acreage

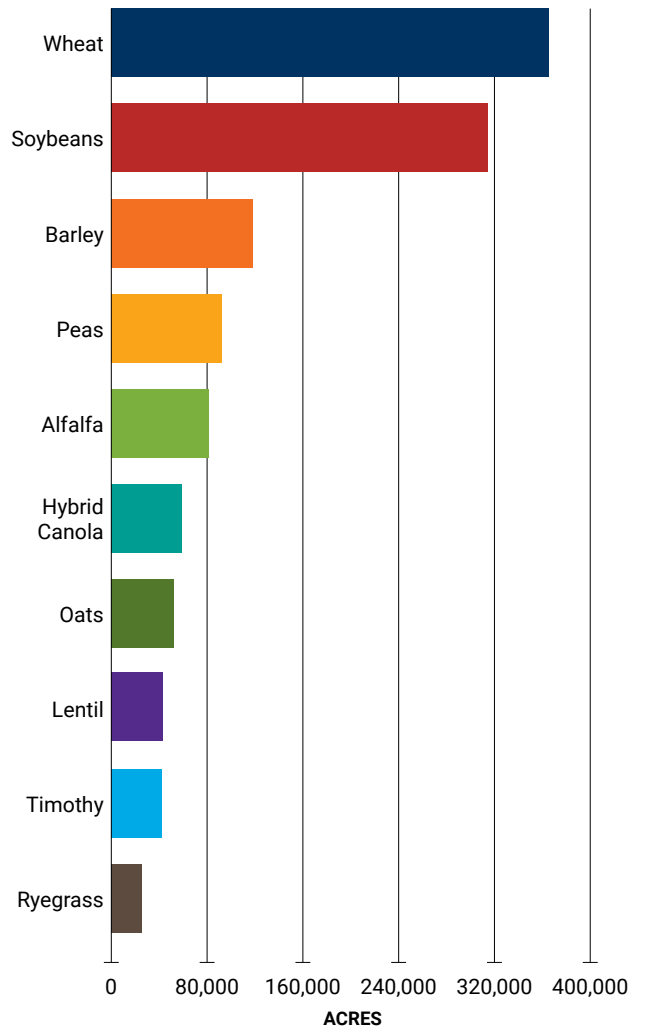
CROP KIND	PE	NS	NB	QC	ON	MB	SK	AB	BC	INT	2016	2015	2014	2013	2012	CHANGE (+/-)*
ALFALFA						15,753	18,877	46,630			81,260	69,967	56,319	51,019	47,456	11,293
BARLEY	447		1396	8,714	3,516	12,168	41,241	50,378	347		118,207	111,474	92,313	134,700	147,490	6,733
BEAN					2,492	606	250				3,348	3,846	4,032	4,001	5,645	-498
BIRDSFOOT TREFOIL						2,007	100				2,107	2,606	3,910	7,442	7,315	-499
BROMEGRASS						660	2,720	5,932	560		9,872	6,685	5,372	5,587	5,138	3,187
BUCKWHEAT			324	145	1113						1,582	1,141	730	743	1231	441
CANARYGRASS							550				550	195	275	385	1654	355
CHICKPEA							1,966	848			2,814	956	3508	4,476	1,921	1,858
CLOVER						415	3,657	2,034			6,106	5,870	2,494	4,247	3,886	236
HYBRID CORN					18,487						18,487	13,692	19,161	31,926	29,562	4,795
FABA BEAN	53		62			772	3,625	4,017			8,529	13,421	10,993	3,609	1,869	-4,892
FESCUE						6,641	626	11,631	500		19,398	14,501	10,230	12,039	10,875	4,897
FLAX			21		5,368	11,103	4,589				21,081	40,017	39,338	24,649	16,545	-18,936
HEMP			118	185	1,994	2,459	2,492				7,248	8,322	9,690	5,595	7,388	-1,074
HYBRID CANOLA					107			50,306		8,388	58,801	53,831	62,942	79,861	68,184	4,970
LENTIL							39,503	3,763			43,266	29,454	22,385	19,742	29,340	13,812
MUSTARD						40	382	3740			4,162	3,126	2,480	2,188	2,641	1,036
OATS	174		2,075	14,318	3,027	12,870	11,882	7,352	240		51,938	59,966	46,718	51,798	49,683	-8,028
PEAS	82		294	40	9,713	42,032	39,840	667			92,668	71,426	64,354	58,165	58,311	21,242
RAPE							280	2814		370	3,464	407	863	1994	2,273	3,057
RYE	15		594	383	3976	770	2,033	12			7,783	6,186	5,659	6,775	5,318	1,597
RYEGRASS						22,201	2,485	550	150		25,386	24,851	15,714	15,564	18,469	535
SOYBEANS	778	62	286	51,332	125,533	131,955	4,420	167			314,533	338,769	319,416	299,350	255,062	-24,236
TIMOTHY				50		22,877	4,438	12,854	2,027		42,246	43,763	41,271	37,582	33,012	-1,517
TRITICALE			87	53		780	3,216				4,136	3,511	4,264	3,526	2,485	625
WHEAT	557	63	295	17,771	26,939	105,551	128,440	84,789	640		365,045	399,470	320,626	437,810	387,349	-34,425
WHEATGRASS						130	1,675	4,100	470		6,375	5,044	4,959	3,857	5,290	1,331
MINOR CROPS					292	980	3,217	1141	42		5,672	3,309	1,763	1,290	1,375	2,363
2016	2,105	125	4,052	93,684	181,200	357,791	327,480	345,216	5,655	8,758	1,326,066					
2015	2,162	123	6,463	99,692	193,732	380,131	333,293	304,971	6,426	8,812		1,335,805				-9,739
2014	2,126	88	6,015	94,596	184,924	311,190	276,310	279,331	7,094	10,103			1,171,779			154,287
2013	3,471	62	6,563	89,356	205,373	330,648	330,040	325,708	5,962	12,736				1,309,919		16,147
2012	3,364	98	6,322	88,310	194,771	298,430	312,510	289,286	4,887	8,786					1,206,765	119,301
CHANGE (+/-)*	-57	2	-2411	-6,008	-12,532	-22,340	-5,813	40,245	-771	-54						

*Change between 2016 & 2015

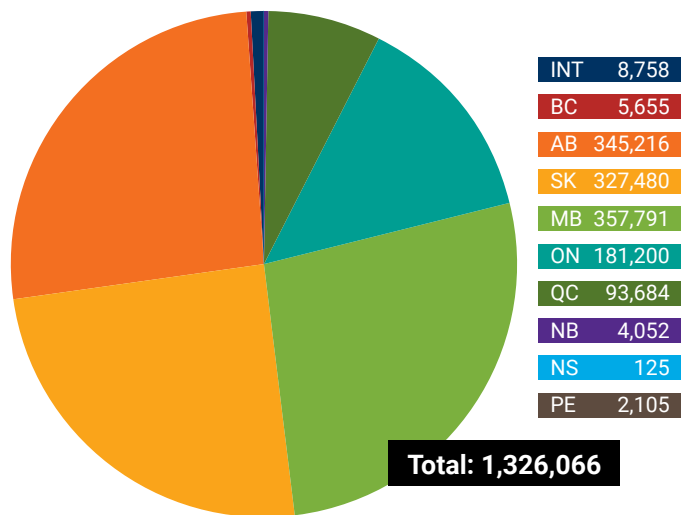
CSGA Membership by Province 2016



Canada's Top 10 Pedigreed Seed Crop Kinds 2016



Pedigreed Seed Crop Acreage by Province 2016





OUR RESULTS:

MODERNIZING CSGA'S ASSURANCE SYSTEM AND STANDARDS

Assurance System

Continuous improvement is a primary focus of the quality management system at CSGA which annually reviews more than 100,000 client documents and is subject to annual third party audits for ISO 9001 certification. Modernization of online and information management (IM) systems remained a high priority in the Board's 2015 Action Plan and in the transition from CFIA to alternative service delivery (ASD) of seed crop inspections.

In 2016–2017, technical improvements included a major overhaul of the Members' Area on the CSGA website including an enhanced platform for SeedCert, the online web portal and access point for CSGA certification services. Through SeedCert, growers apply online for crop certification, staff review applications, inspectors access inspection requests and submit completed reports, staff appraise inspection reports and growers verify that their crops are certified. Government inspectors also use SeedCert to find the data required to audit licensed crop inspectors.

Laserfiche e-forms are used to transfer most certification information. To improve that data transfer, in 2016–2017 new e-forms were introduced for online applications for certification, land use verification, hemp and hybrid corn crop inspection reports, and applications for Breeder crop certificates.

Standards and Procedures

Building on input from strategic plan consultations in 2016–2017 and direction from the Standards and Circular 6 Committee, CSGA began planning a complete overhaul of Circular 6 that included input from workshops at Branch meetings. In 2016–2017, a crop-specific survey of key conditioners and organizations was completed on certification standards for mechanical impurities.

In 2016–2017, specific changes in standards and procedures included:

- wheat varietal impurity standards were revised to those used for Canadian Prairie Spring (CPS) wheat varieties.
- hemp standards were revised for number of inspections, isolation and previous land use.
- pulse varietal impurity standards were revised for Registered status crops.
- removal by CFIA of inspection reporting for weed species not in CSGA standards.
- adjustments to application deadline dates, to ensure crop inspections at correct stage of maturity, now that most applications are received electronically.
- introduction of a Field Definition guidance document.

Other topics reviewed in 2016–2017 by the Standards and Circular 6 Committee involved:

- appropriate use of CFIA check inspection reports.
- a separate section in Circular 6 for hybrid cereal crops.

Member feedback throughout 2016–2017 supported the extensive modernization of Circular 6 that is planned for 2017–2019.





OUR RESULTS:

COMMUNICATIONS, MEMBER SERVICES AND STAKEHOLDER RELATIONS

CSGA is committed to providing prompt effective services and communications in both official languages. Members have secure online access anytime to their certification records and can contact the CSGA office by phone, email or online chat.

Ongoing communications and member services include:

- *Seed Scoop*, a members' e-newsletter on CSGA regulations and activities.
- *Seed to Succeed*, a semi-annual publication on current seed sector issues.
- a *National Pedigreed Seed Locator*, www.seedlocator.net, an online searchable database tool for all seed crops annually certified by the CSGA.
- seed education modules for colleges, universities, secondary and elementary schools.
- seed certification support in the presentations of the Canadian International Grains Institute (CIGI) for international trade missions.

In 2016–2017, CSGA communications and member services were improved by launching:

- a CSGA Twitter page as well as SeedTALK, a new website to capture member feedback on specific issues like strategic plan development and standards modernization.
- videos for food processors on the value-added features of grain produced from Certified seed: <https://www.youtube.com/watch?v=Id7D9eOwZk4> and <https://www.youtube.com/watch?v=NXnbLpVTjCU>.
- an Agri-Retailer Education Program on Certified seed with the Canadian Association of Agri-Retailers (CAAR).
- stakeholder feedback sessions, with input from the Canadian Agricultural Human Resource Council (CAHRC), on grower education, training and professionalization.

Stakeholder Relations

Always a priority, stakeholder relations activities at CSGA ensure that capable representatives bring the voice of seed growers to the many meetings that could impact the interests of seed growers or seed certification. Always a high priority for CSGA, the Board's Action Plan of 2015 supported increasing stakeholder relations activities, especially building common vision and leverage for change with government and value chain partners.

Stakeholder relations for CSGA include:

- i) **Branch Associations** that provide regional representation of seed growers in each province. In 2016, an Inter-Branch Management Team was formed to improve inter-Branch issues coordination with the National office.
- ii) **Plant Breeders** from many countries, who meet CSGA regulatory requirements, are provided professional recognition by CSGA and for Breeder seed certification. In 2016–2017, nine (9) new Breeders joined the 582 active Plant Breeders recognized by CSGA.
- iii) **Seed Synergy Partners**
Extensive collaboration with these five national seed organization partners has been required to develop vision documents for a Next Generation Seed System and complete extensive member feedback and follow-up consultations. CSGA overall liaison with seed sector partners and meeting coordination have also increased in 2016–2017.
 - a) **Canadian Seed Institute (CSI)**
 - b) **Canadian Seed Trade Association (CSTA)**
 - c) **Commercial Seed Analysts of Canada (CSAAC)**
 - d) **Canadian Plant Technology Agency (CPTA)**
 - e) **CropLife Canada**

iv) Value Chain Partner

- a) **Canadian Federation of Agriculture (CFA)**: Active membership by CSGA supports seed sector policy coordination with the CFA position on agricultural policies and programs.
- b) **Canada Grains Council (CGC)**: Active membership by CSGA ensures seed sector policy coordination with grains sector.
- c) **Canadian Association of Agri-Retailers (CAAR)**: provides the Agri-Retailer Certified Seed Training Program developed with CSGA.
- d) **Canadian Agricultural Human Resource Council (CAHRC)**: In 2016, provided CSGA with expertise required for stakeholder feedback sessions on grower education, training and professionalization and planning a sector needs assessment.
- e) **Canadian Roundtable for Sustainable Crops (CRSC)**: CSGA actively supports development of this national agri-food traceability framework.

v) Federal Government

CSGA meets regularly with senior members of many key government departments. In 2016–2017, its Government Relations Plan included ministerial meetings and a lobby day in Ottawa on issues that included small business taxation, the Canadian Agricultural Partnership, cannabis regulation, carbon management and seasonal agricultural workers.

- a) **Agriculture & Agri-Food Canada (AAFC)**: CSGA is active on AAFC Roundtables for Grains, Bee Health and the Seed Sector Value Chain. All involve issues that potentially impact seed growers.
- b) **Canadian Food Inspection Agency (CFIA)**: CSGA works closely with many CFIA staff in seed related programs. In 2016–2017, this involved ongoing ASD transition tasks by the Technical and Industry-Government. Work Groups, standards for seed crop inspectors, improving variety description operations, lab liaison and priorities for the Variety Verification Program as well as a Board meeting briefing by senior management on CFIA modernization plans.

- c) **Health Canada**, Office of Controlled Substances (HC OCS): CSGA is an original member of the Interdepartmental Working Group on Hemp Cultivars and, in 2016–2017, provided technical support for cannabis standards development.
- d) **Environment and Climate Change Canada (ECCC)**: CSGA provides technical and policy input to EC committees developing input for seed related meetings such as the Convention on Biological Diversity and the Food and Agriculture Organization (FAO) Treaty of the United Nations on Plant Genetic Resources for Food and Agriculture.
- e) **Canadian General Standards Board (CGSB)**: CSGA provides input to committees developing standards for the agri-food sector such as organic certification.

vi) **Provincial Government**

Advisors on CSGA Board, appointed by provincial Ministers of Agriculture, provide crucial input on governance and policy development.

vii) **International**

- a) **Association of Official Seed Certifying Agencies (AOSCA)**: As a founding member of AOSCA, which involves agencies from 44 U.S. states and 7 other countries, the CSGA is a recognized leader there with Doug Miller as Global Region co-chair on the Certification Standards Council, Mike Scheffel with his many years of regulatory experience and Glyn Chancey on the Board of Directors.

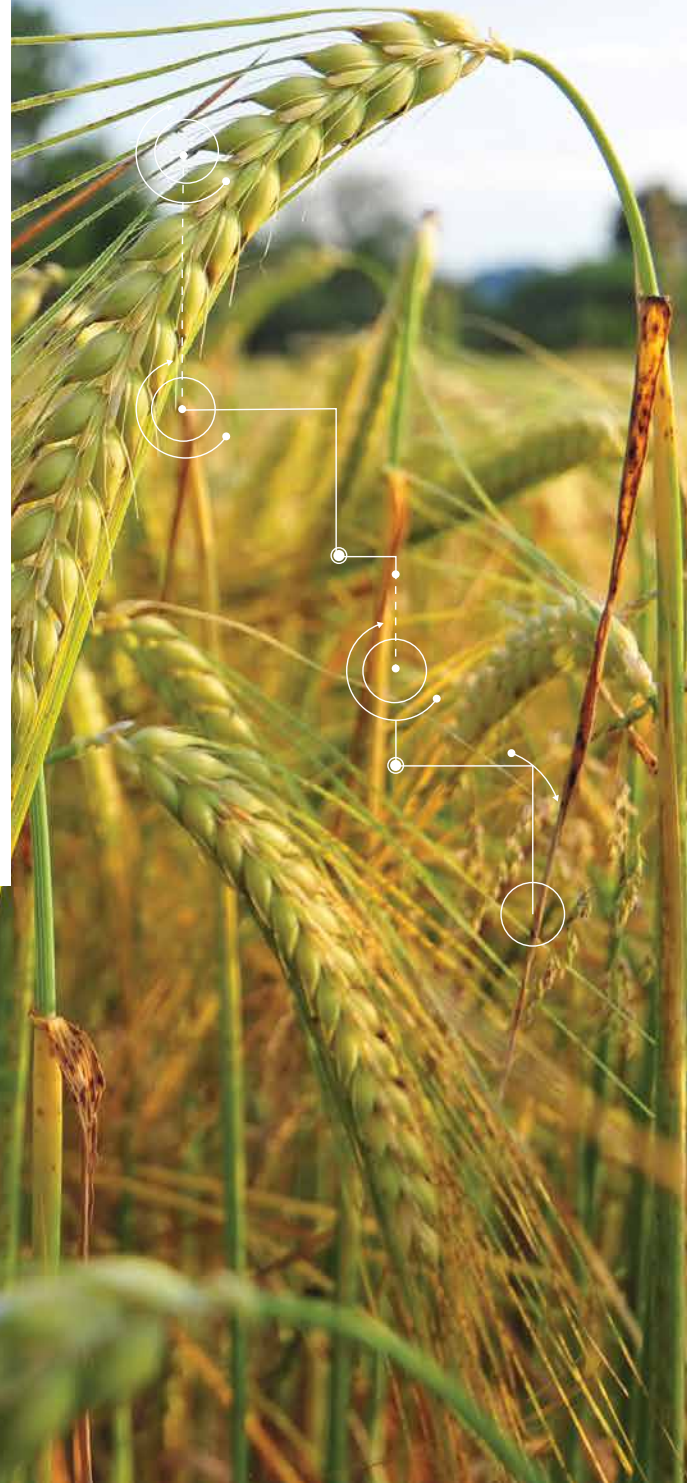
In 2016–2017, Canada provided technical input to proposed revisions of hemp seed certification standards as well the introduction of certification standard for hybrid wheat.

- b) **OECD Seed Schemes**: At meetings of 61 member countries, CSGA actively supports the CFIA in representing Canadian concerns in the development of internationally recognized seed varietal certification standards and liaison with International Seed Federation (ISF), International Seed Testing Association (ISTA) and the International Union for the Protection of New Varieties (UPOV). In 2016–2017, the first OECD seed certification standard was approved for hybrid barley.

OUR RESULTS: GOVERNANCE AND MANAGEMENT

Building on their Action Plan of 2015 and their overall review of performance and governance, the Board supported several fundamental changes at CSGA in 2016–2017:

- Governance Committee's role was strengthened and expanded to include Policy and Planning responsibilities.
- The role of directors appointed to the CSGA Board by provincial Ministers of Agriculture was clarified to be advisors.
- A new Inter-Branch Management Team was tasked with improving inter-Branch issues communication and coordination with the National office.
- To increase policy and operations capacity, high priorities involved rebuilding human capital with new managing director positions that clarified responsibilities, more flexible staffing plans and office skills support programs as well as the office modernization required to support a virtual working environment.
- CSGA Committee and work group meetings would be scheduled as required, often online, and no longer limited to semi-annual meetings.
- Advocacy activities were strengthened to include a lead role in Seed Synergy.





OUR RESULTS: **FINANCIAL UPDATE**

STATEMENT OF FINANCIAL POSITION

The financial position of the association is marginally lower as at April 30, 2017 when compared to April 30, 2016 as the association's net assets decreased by \$18,283. The change in net assets is made up of operational deficiencies of \$353,147 and a significant remeasurement related to the pension liability that is in favor of the association in the amount of \$334,864.

Operational deficiencies were funded primarily through the reduction of cash in the amount of \$298,541 and the reduction of investments in the amount of \$131,519.

The association's net assets have a healthy operating reserve of 52.5% (available net assets over total expenses). This reserve combined with the association's low long-term debt provides the association with a good ability to fund future programs and support its mission.

The association should target higher current assets over current liability to ensure the required funds are available to meet current liability obligations.

STATEMENT OF OPERATIONS

Net fees for the year-ended Apr 30, 2017 were marginally lower than the prior year in the amount of \$19,337.

Salaries increased by a nominal amount of only \$1,009 over the prior year. This is a favourable change for the organization, however, consideration should be given to providing appropriate wage increases that are in line with the industry to avoid losing key employees and incurring high training costs.

General expenses were significantly higher than the prior year in the amount of \$269,833. The primary reason for this large increase is due to the increase in special projects in the amount of \$242,846. Other large expense increases over the prior year were too technical and data development, employee benefits, data processing, and insurance for \$32,153, \$27,563, \$22,468 and \$13,169 respectively.

Large favourable decreases to general expenses over the prior year were to publicity, travel (directors & staff), and professional fees for \$64,942, \$17,542, and \$16,570 respectively.

Annual general meeting revenue was much lower than the prior year and decreased by \$70,998. Revenue from investment income produced a favourable increase of \$46,593 over the prior year.

There was good adherence to the budget since actual figures were lower than the budget and favourable for the association. Net fees were on budget, general and administrative expenses were lower than the budget by \$134,166, and other revenue was higher than the budget.

The association's actual general and administrative expenses were lower than the budget in almost every category. The largest deviation from the budget was from the annual general meeting which was higher than the budget by \$61,249.

Budgeted government grants of \$233,591 resulting in Nil actual revenue. We expect these grants to be received in future years as part of the government contribution agreements.

SUMMARY

Operating deficiencies of \$353,147 occurred during the 2017 fiscal year, however, these were foreseen as part of the operating budget deficiency of \$506,296. Actual operations were favourable when compared to the budget, thus the association appeared to adhere to the budget very well.

Although there was a large operating deficiency in the 2017 fiscal year, the association's financial position appears very healthy. Continued operating deficiencies should be closely monitored so that the association can continue to support its mission.

*Audited Financial Statements for 2016–2017 are available at: www.seedgrowers.ca

Statement of Operations

Year ended April 30, 2017, with comparative information for 2016

	BUDGET	ACTUAL 2017	ACTUAL 2016
Fees (including branch and inspection fees)	\$ 2,004,410	\$ 2,542,750	\$ 2,633,768
Less:			
Branch fees	–	620,949	609,440
Inspection fees	401,625	319,064	402,254
	401,625	940,013	1,011,694
Net fees	1,602,785	1,602,737	1,622,074
General and administrative expenses (schedule)	2,805,032	2,670,866	2,401,033
Loss before the undernoted	(1,202,247)	(1,068,129)	(778,959)
Other revenue:			
ASCIS fees	263,060	267,251	259,737
Amortization of deferred capital contributions	–	163,591	150,093
Annual General Meeting	125,000	107,241	178,239
Investment income	48,000	82,548	35,955
Penalty fee income	19,200	47,465	44,253
Miscellaneous	2,100	43,392	42,984
Sale of pedigree seed production reports	5,000	3,494	2,553
Government grant	233,591	–	17,229
	695,951	714,982	731,043
Deficiency of revenue over expenses	\$ (506,296)	\$ (353,147)	\$ (47,916)

Statement of Changes in Net Assets

Year ended April 30, 2017, with comparative information for 2016

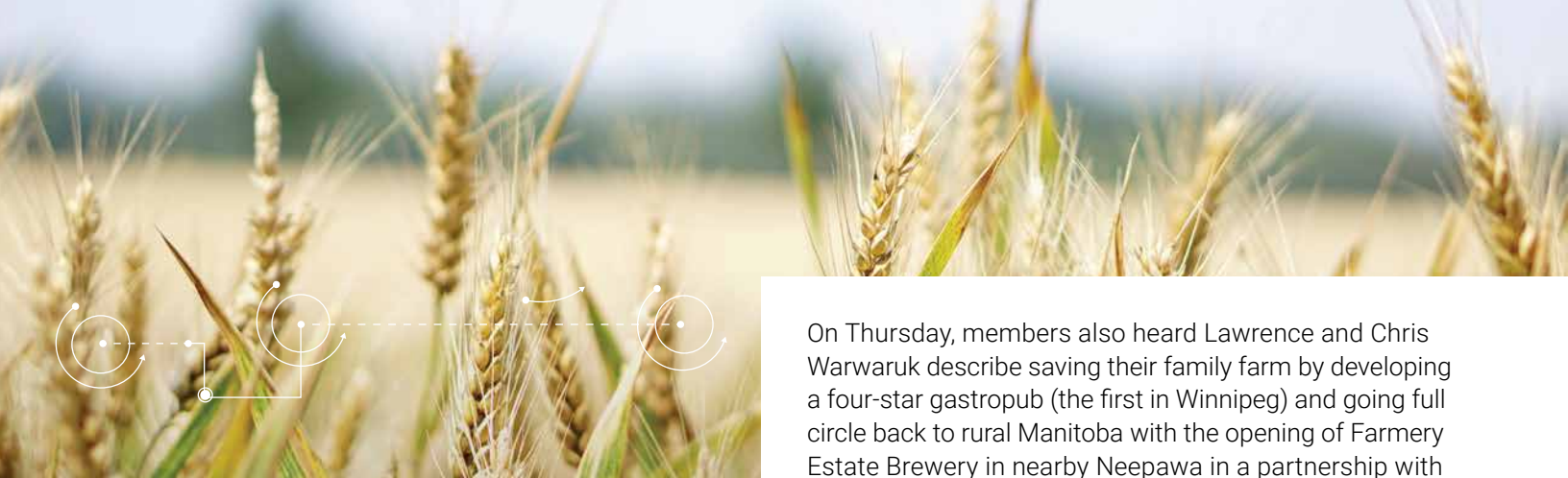
	INVESTED IN TANGIBLE CAPITAL AND INTANGIBLE ASSETS	UNRESTRICTED	2017	2016
Balance, as reported	\$ 170,516	\$ 1,911,134	\$ 2,081,650	\$ 2,457,397
Deficiency of revenue over expenses	-	(353,147)	(353,147)	(47,916)
Remeasurements related to pension liability	-	334,864	334,864	(327,831)
Purchase of tangible capital and intangible assets	83,926	(83,926)	-	-
Amortization of tangible capital and intangible assets	(251,782)	251,782	-	-
Amortization of deferred capital contributions	163,591	(163,591)	-	-
Balance, end of year	\$ 166,251	\$ 1,897,116	\$ 2,063,367	\$ 2,081,650



Schedule of General and Administrative Expenses

Year ended April 30, 2017, with comparative information for 2016

	BUDGET	ACTUAL 2017	ACTUAL 2016
Salaries	\$ 917,187	\$ 882,582	\$ 881,573
Special projects	240,000	258,948	16,102
Amortization of tangible capital and intangible assets	269,591	251,782	246,456
Travel, directors	244,067	230,641	240,608
Employee benefits	227,048	214,935	187,372
Annual general meeting	105,370	166,919	165,154
Data processing	112,383	101,907	79,439
Technical and data development	120,200	99,432	67,279
Rent	94,651	94,676	92,786
Travel, staff	105,301	80,951	73,376
Professional fees	144,900	79,953	96,523
Honoraria	42,000	42,000	42,000
Insurance	25,307	32,460	19,291
Publicity	45,000	26,187	91,129
Rental of equipment	16,670	18,838	19,905
Membership fees	25,425	18,251	15,196
Internet and web site service	14,700	17,562	14,309
Office supplies and stationery	15,550	15,188	16,282
Postal services	13,250	12,901	13,497
Telephone	9,480	10,858	11,028
Printing	5,952	7,616	2,778
Presentations and sponsorships	7,500	3,150	3,000
Bad debts	1,000	1,694	3,203
Promotional material	1,500	1,003	2,311
Subscriptions	1,000	432	436
	\$ 2,805,032	\$ 2,670,866	\$ 2,401,033



OUR 2016 ANNUAL MEETING

'Invigorate' was the theme for CSGA's 112th annual general meeting July 6–8, 2016 at the Elkhorn Conference Centre at Clear Lake, Manitoba in Riding Mountain National Park.

On Wednesday, July 6, after annual reports from CSGA, CSI and CFIA, a stakeholder panel reviewed the state of the seed sector and its value chain in Canada. In a question and answer session, led by Shawn Brook from Issues Ink, members asked many probing questions of panel participants who represented key stakeholders, Brent Derkatch and Peter Entz from the seed trade, Mike Scheffel, Caroline Lafontaine and Doug Miller from CSGA office, and Cathy Fedoruk, Quentin Martin and Craig Riddell, seed growers from across Canada.

On Thursday, July 7, a members' planning workshop provided extensive feedback on the first draft of a five-year strategic plan to invigorate CSGA. Priorities in their feedback included updating content of and access to Circular 6, single window access to seed certification services, non-mandatory training and professional recognition programs for growers and increased collaboration with seed sector partner organizations. President Kevin Runnalls thanked outgoing President Norm Lyster, and everyone who invested time and effort to develop this new strategic plan especially the CSGA Board of Directors. Recognition plaques were presented by the Board to retiring provincial government representative Dawn Pate from Ontario, and retiring seed grower director Jim Baillie from Nova Scotia.

On Thursday, members also heard Lawrence and Chris Warwaruk describe saving their family farm by developing a four-star gastropub (the first in Winnipeg) and going full circle back to rural Manitoba with the opening of Farmery Estate Brewery in nearby Neepawa in a partnership with David Chilton and Arlene Dickinson of CBC's Dragon's Den. Then Eduardo de la Sotta, manager of Curimapu, provided an international perspective by describing production, processing and export to Canada of seed from Curimapu's contra season nurseries in Chile.

On Friday, July 8, the meeting approved committee reports, a budget, with increases for acreage fees of \$0.15 and membership fees of \$100, and resolutions that requested more flexible rules for probation plot production and modernization of Circular 6.

The meeting closed with an inspirational presentation by Jon Montgomery, a host of the Amazing Race Canada from nearby Russell, Manitoba, describing his amazing saga to winning a gold medal at the 2010 Olympic Games in Vancouver.

SeCan, which celebrated a 40th Anniversary in 2016, provided the traditional Meet and Greet family barbeque on Thursday at Danceland in nearby Wasagaming. At the annual banquet on Friday, the following awards were presented to our industry's best:

- Honorary Life Award: Dr. Anita Brulé-Babel of Winnipeg, Manitoba, Glen Green of Winnipeg, Manitoba, Don Pollock of Neepawa, Manitoba, and Harold Rudy of Guelph, Ontario.
- Robertson Associate Award: Randy Court of Plumas, Manitoba, Gerald Girodat of Chauvanon, Saskatchewan, Craig Riddell of Warren, Manitoba, John Smith of Pilot Mound, Manitoba.
- Clark-Newman-Clayton Award: Dr. Brian Rossnagel of Saskatoon, Saskatchewan.

*Minutes of the 2016 Annual Meeting are available at: www.seedgrowers.ca

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Jay Patel
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Hugh Berges
André Lussier
Marian Stamp
Jack van Roestel
Ryan Murray
Mitchell Japp
Dale Connell

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Dale Connell
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Mitchell Japp
Bryan Harvey
Jonathan Nyborg
Joe Rennick
Martin Provencher
Djiby Sall
Richard Stamp
David Wuthrich

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Hugh Berges
Bryan Harvey
Doug Heaman
Mark MacNaughton
Ron Markert
Joe Rennick
Djiby Sall
Jack van Roestel

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Cathy Breadner
Jim Downey
Willy Drost**
Anita Gilmer**
Bryan Harvey
Rick Love
André Lussier
Norm Lyster
David MacKellar
Mark MacNaughton
Ron Markert
Martin Provencher
Patti Rothenburger
Bob Rugg
David Wuthrich

* Chair

** Official Observers

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GLYN CHANCEY

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Managing Director, Finance and Administration

CAROLINE LAFONTAINE

Managing Director, Communications and Member Services

DOUG MILLER

Managing Director, Certification and Technology Services

MIKE SCHEFFEL

Managing Director, Policy and Standards

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GAYE O'BERTOS

Executive Assistant and Event Planner

BRIANNA CHOUINARD

Operations and Policy Officer

EMMANUEL FONDI

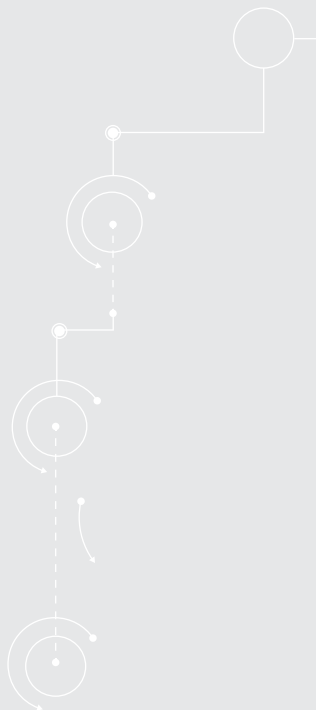
Operations and Policy Officer

LATONA NICHOLSON

Member Service Coordinator

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