

General Manager's Report 63rd Annual Meeting January 13-15, 2016

Here's just a few of the highlights from the GM's desk, which have not already been summarized by Dave Bishop in the Board Report.

- Reworking the strategic plan, and creation of a path forward, has created clarity and focus, with the goal of delivering value to the membership. I am constantly analysing processes to create a more efficient, relevant organization, without losing the organization's great history.
- Booth space for Farm Tech and Ag Expo have been booked for the upcoming trade show season, with the goal of raising the profile of local seed processing facilities, as well as the Association as a whole.
- Group Purchase of safety signs is now available from Work Care Consulting. Safety signage is required under federal OH&S law for all sites, including those that do not handle pesticides.
- With the requirement to establish our own website for 'members - only' data, as well as the fact that we now live in a world with hash tags & abbreviations; our re-branding exercise has taken place. A legal name containing eight words (Association of Alberta Co-op Seed Cleaning Plants Limited) is not friendly to this fast paced world in which we operate within. To that point, we have adopted a new "operating as" name of 'Alberta Seed Processors, while retaining our existing (but long) legal entity. A new website has been formed at www.seedprocessors.ca. The site is still a work in progress, but the goal is to have all resources such as copies of newsletters, an events calendar, and links to important resources such as the Plant Breeders' Rights listing on the site.
- It is imperative for ALL seed processing facilities to have access to email: with the increase of postage costs, and the sheer amount of resource it takes to process a hard copy, versus handling information electronically, embracing technology builds efficiency & cuts waste.
- Meeting with potential new & existing Association partners with the goal of uncovering new business opportunities.
There have been many opportunities for business development over the past year. In June, we were invited to an International Trade Breakfast hosted by Alberta Agriculture & Forestry in conjunction with the Canadian Pulse Convention in Calgary. This was an awesome networking opportunity, and learning experience for myself and the three plants that attended. As a result of this contact, the office has received several opportunities to source, process, and handle various commodity crops. Every effort has been made to ensure member plants receive the information regarding opportunities from potential customers. (Again, if there is no email address, relaying time sensitive information is nearly impossible)
- A focus on Training and Education will continue, in congruence with the strategic plan. The development of a professional development/training data base has been another project in the works. The goal of tabulating all the fabulous education that managers and operators participate in to ensure no gaps in the intellectual property of the managers/operators exist.

- 2016 Annual Meeting Sponsor and Exhibitor Recognition
 - Effort has been made to attract new exhibitors and sponsors to our Annual Meeting with the goal of providing a conduit to connect with suppliers in the Industry. Please take time to check out all of our valuable business partners at the trade show.
 - A sponsor directory has been included in your registration packages with the intent of supplying a resource of our supporting partners.

2016 Annual Meeting Sponsors & Exhibitors

20/20 Seed Labs	Bronze Sponsor	Exhibitor
Accurate Scale Industries Ltd.		Exhibitor
AFSC	in attendance	
AG Growth Internatinal	Gold Sponsor	Exhibitor
All Mills	Bronze Sponsor	
ATB Financial	Gold Sponsor	Exhibitor
ATP Nutrition		Exhibitor
BASF	Premiere Sponsor	
Bayer CropScience	Premiere Sponsor	Exhibitor
BioVision Seed Labs	Silver Sponsor	Exhibitor
Can-Seed Equipment Ltd.		Exhibitor
Certified Weighing Systems		Exhibitor
Delta Technology		Exhibitor
Farm Credit Canada	Premiere Sponsor	Exhibitor
Flaman Grain Cleaning & Handling Systems	Gold Sponsor	Exhibitor
Foster Park Brokers Ins. Ltd.	Premiere Sponsor	Exhibitor
Infinity Belting		Exhibitor
Kenobie Inc.		Exhibitor
Lewis M. Carter Mfg	Premiere Sponsor	Exhibitor
Meridian	Gold Sponsor	Exhibitor
Morneau Shepell	Gold Sponsor	Exhibitor
Nexeed	General Supporter	Exhibitor
NuFarm	Gold Sponsor	Exhibitor
Omex Agriculture Inc.		Exhibitor
Secan	Bronze Sponsor	
Seedcheck Technologies Inc.	Gold Sponsor	Exhibitor
Syngenta	Premiere Sponsor	Exhibitor
WA Grain & Pulse Solutions	Bronze Sponsor	Exhibitor

- **THANK YOU to each and every one of our sponsors and exhibitors**

- Best wishes for a Successful 63rd Annual Meeting. I am looking forward to the round table discussions, which should fuel some great ideas on the future of your membership and this organization. Do not forget about the Business Development workshop on Friday afternoon.

Respectfully Submitted,


 Monica Klaas
 General Manager

Grain Cleaned Volume Summary - Volume per Year

Year	Volume in Bushels	3-Year Average
2015	38,010,572	38.0 million bushels
2014	39,594,581	39.5 million bushels
2013	36,620,932	37.3 million bushels
2012	42,262,909	
2011	33,013,201	
2010	30,722,737	30.1 million bushels
2009	31,573,931	
2008	27,878,323	
2007	29,413,800	29.6 million bushels
2006	29,276,000	
2005	30,053,000	
2004	32,147,000	31.6 million bushels
2003	32,701,000	

2015 based on 67 plants*2014, based on 66 plants *2013 based on 69 plants, 2012 based on 70 plants,
2011 & 10 based on 69 plants, 2009 based on 67 plants, 2008 based on 72 plants,
2007 based on 73 plants, 2006 & earlier based on 75 plants

Average Volume per Plant

Year	Volume in Bushels	Running 5 Year Average(bushels)
2015	567,322	554,796
2014	599,918	530,331
2013	530,738	504,548
2012	604,000	476,000
2011	472,000	433,600
2010	445,000	417,200
2009	471,000	408,400
2008	388,000	398,800
2007	392,000	407,200
2006	390,000	
2005	401,000	
2004	423,000	
2003	430,000	

Top 5 Volume Plants for 2015

Overall Volume

1	Stony Plain	1,507,325
2	Taber	1,294,922
3	Morinville	1,281,431
4	Westlock	1,268,970
5	Three Hills	1,258,247

37 plants processed over 500,000 bushels, compared to 31 last year
7 plants processed under 200,000 bushels, compared to 8 last year

Commercial Seed:

1	Coronation	780,547
2	Foremost	773,002
3	Vulcan	765,223
4	Sexsmith	764,163
5	Three Hills	734,809

Pedigreed Seed:

1	Taber	554,787
2	Westlock	540,027
3	Paradise Valley	385,868
4	Three Hills	354,936
5	Enchant	293,163

Seed Treated:

1	Westlock	302,947
2	Strathmore	236,104
3	Three Hills	198,884
4	Foremost	198,215
5	Forestburg	114,918

In 2015 – 38 Plants treated 2,670,735 bushels
In 2014 - 39 Plants treated 2,603,611 bushels
In 2013 – 39 plants treated 2,689,893 bushels
In 2012 – 39 plants treated 2,341,645 bushels
In 2011 – 40 plants treated 2,132,741 bushels
In 2010 -- 41 plants treated 2,011,883 bushels

Export & Dockage

1	Stony Plain	1,117,727
2	Strathmore	691,270
3	Morinville	623,104
4	Alliance	520,600
5	High Prairie	414,349

Volume Range

# of plants 2015	# of plants 2014	# of plants 2013	# of plants 2012	# of Bushels
0	1(not reported)	1	0	<100,000
7	5	7	9	>100,000
8	10	7	8	>200,000
9	5	9	8	>300,000
6	11	14	10	>400,000
10	6	7	6	>500,000
6	4	6	9	>600,000
7	12	7	3	>700,000
5	2	3	3	>800,000
1	2	2	1	>900,000
8	9	6	13	>1,000,000

Service Charges (pricing in cents/bushel)

Commercial Cleaning - Cereals	2015	2014	2013	2012	2011
Average charge/bushel	67.5 cents	63 cents	63 cents	61 cents	61 cents
Lowest charge/bushel	40 cents	36 cents	35 cents	32 cents	32 cents
Highest charge/bushel	95 cents	90 cents	90 cents	90 cents	90 cents

Regional Data

Facility	Total Seed	Farm Saved Seed	Pedigreed Seed	Separation & Export	Treating 2014-2015	Total Processing 2014-2015	Pricing Range \$0.00/bu
Region 1	7,895,646	6,579,499	1,316,147	677,687	549,342	8,573,333	40-80
# of Facilities	13	13	7	11	8		
Region 2	4,261,614	3,615,345	646,269	1,134,768	750,250	5,396,382	47-88
# of Facilities	8	8	4	5	7		
Region 3	3,530,006	3,354,735	175,271	1,194,622	338,784	4,724,628	40-71
# of Facilities	8	8	5	6	5		
Region 4	2,349,098	2,041,951	306,604	341,307	273,591	2,690,405	55-85
# of Facilities	6	6	5	5	6		
Region 5	4,687,218	4,058,934	628,067	585,040	275,619	5,272,259	47-80
# of Facilities	12	12	7	12	6		
Region 6	3,404,271	2,462,042	942,229	1,786,206	378,129	5,190,477	53-90
# of Facilities	6	6	5	6	4		
Region 7	5,520,833	5,061,609	459,224	777,795	70,514	6,298,628	55-95
# of Facilities	14	14	6	8	2		

Additional Data Collected:

Investments in Upgrading Facilities

From 2012-2014, an excess of 15 million dollars were invested by member plants to upgrade facilities. This does not include the new facilities at High Prairie, and Strathmore, nor does this include regular maintenance. That's a lot of investment made by farmers/shareholders of Seed Processing Co-ops! Way to Go!

Fusarium Policies

When member facilities were asked in 2014, if they had a Fusarium Policy, 6 did not report, 3 indicated they did not have a policy and 58 have policies.

Employment

In a 2015 survey, 57 out of 67 members reported that they employed 122 full time employees, and 53-part time employees.

