

Annual General Meeting 2023 Agenda

Tuesday, January 10th at 3:00 pm

Agenda

1. Call to Order
2. Approval of Agenda
3. Review and Approve Minutes of the Last Annual General Meeting
4. Business Arising from the Minutes
5. Report from Organization
6. Audited Financial Statements
7. Appointment of Auditor for 2022/2023
8. Budget
9. Call for Resolutions
10. New Business
11. Adjournment

Motions to be presented

1. That the agenda for the 2023 AGM be approved as presented.
2. That the minutes of the 2022 Annual General Meeting be approved as presented.
3. That the report from the organization be approved as presented.
4. To accept the audited financial statements for the year ending July 31, 2022 as presented.
5. That SaskBarley appoint Lingard + Dreger as auditor for the year ending July 31, 2023.
6. Resolutions



Annual General Meeting 2022

Tuesday, January 11, 2022

IN PERSON AT PRAIRIELAND PARK AND ONLINE VIA ZOOM

Jason Skotheim provided some introductory comments about the technical process for the meeting.

1. CALL TO ORDER

Vice-Chair Jason Skotheim called the meeting to order at 11:15 AM.

Skotheim introduced the Board of Directors and staff of SaskBarley.

Skotheim noted that Brent Johnson and Keith Rueve represented the Resolutions Committee and requested that any resolutions be forwarded to cole@saskbarley.com.

2. APPROVAL OF AGENDA

Motion #1

That the agenda for the 2022 SaskBarley AGM be approved as presented.

Brent Halstead/Maurice Berry/ Carried.

3. REVIEW AND APPROVE MINUTES OF THE LAST ANNUAL GENERAL MEETING

Motion #2

That the minutes of the January 12, 2021 Annual General Meeting be approved as presented.

Glenn Wright/Jeff Mathieson/Carried.

4. BUSINESS ARISING

Skotheim outlined some of the actions SaskBarley has taken to follow up on the resolutions passed at the previous Annual General Meeting.

Resolution #1

Regarding advocating for the establishment of a national Export Sales Reporting Program: SaskBarley highlighted this need in a submission to the review of the Canada Grain Act

SaskBarley also worked with SaskWheat and the Agriculture Producers of Saskatchewan (APAS) to prepare a joint submission to the review.

This issue continues to be a priority for SaskBarley.



Resolution #2

Relating to Saskatchewan farmers being recognized and rewarded for the carbon sequestration from continuous cropping and reduced or zero-till farming practices:

SaskBarley joined with other Saskatchewan groups and crop commissions to communicate to federal and provincial governments and to encourage Saskatchewan farmers to participate in government consultations on the federally proposed Greenhouse Gas Offset Credit System regulations.

SaskBarley participated in consultations on the development of the Saskatchewan Greenhouse Gas Offset Program and Offset Protocol and was advised by both federal and provincial governments that zero-till will not be eligible for carbon offset credits within a regulated offset system in Saskatchewan. Governments have told us that an activity is no longer eligible for offset credit once it passes a threshold of 40% adoption and zero till is widely practiced in Saskatchewan with a 75% adoption rate.

SaskBarley continues to advocate on behalf of producers on this issue.

Skotheim encouraged attendees to submit any resolution

5. ORGANIZATION REPORT

Skotheim provided an overview of the commission's activities over the past year. Attendees were encouraged to view the SaskBarley Annual Report for additional details, which is posted on saskbarleycommission.com.

Research

- 77% of SaskBarley's expenses over the past fiscal year went to research activities.
- SaskBarley issued its own call for barley research proposals, which resulted in an investment of \$1 million in new research with direct benefits to Saskatchewan producers.
- There was an uptick in acceptance of new malting varieties in the past year. AAC Connect, CDC Bow and CDC Fraser are increasingly being used by domestic malting companies and are also being accepted by many international customers. These varieties were supported through producer check-off dollars.
- SaskBarley remained a major financial supporter and partner of the Canadian Malting Barley Technical Centre. CMBTC is integral to the value of Canadian barley and our strong involvement with them allows us to have major reach throughout our industry while maintaining a lean management structure.
- A report commissioned from Dr. Richard Gray at the University of Saskatchewan showed that for every \$1 in Saskatchewan barley check-off dollars, \$26 is returned to producers through increased barley yields.
- The Canadian Barley Research Coalition signed long-term breeding agreements with the Crop Development Centre and Agriculture and Agri-Food Canada last year. CBRC began administering the National Barley Cluster and will lead the development of the next barley cluster, CAP 2.0.
- Considerable reorganization within the Barley Council of Canada this past year. Work continues to determine the best path forward for a national voice for the entire value chain of the Canadian barley industry. BCC relocated to Saskatoon from Alberta last August.
- SaskBarley completed an update of the website, launched a monthly market report, a magazine and a new podcast. Producers were encouraged to visit the website to review these materials.

Motion #3

That the Report from the Organization be approved as presented.

Brent Johnson/Keith Rueve/Carried.

Skotheim asked for any resolutions to be submitted to the committee.



6. AUDITED FINANCIAL STATEMENTS

Skotheim provided an overview of the Statement of Financial Position, Statement of Operations, Statement of Changes in Net Assets, Statement of Cash Flows and Notes to the Financial Statements.

- The number of refund requests has stayed relatively stable in the past year.
- Largest expenditure by far was \$2.2 million toward research projects.
- Board increased its internally restricted assets to \$1 million.
- A question was asked regarding how SaskBarley's investment in barley research compares to other commission research investments in western Canada. It was noted that Alberta takes in similar level of revenues from grower levies and invests about \$600,000 into research.

Another question was raised about how the amalgamation of other barley groups with Crop Alliance may have affected barley research. It was remarked that this is difficult to evaluate because of the number of different factors involved. SaskBarley continues to invest to a high degree in research and is pleased to realize a 26 to 1 rate of return on this investment. SaskBarley also collaborates on research with numerous other organizations.

A question was raised as to why the SaskBarley Board expended \$2.2 on research against a budget of \$1.6 million expenses. The Board explained that SaskBarley went over budget on its research call because of the significant opportunities available in research and research infrastructure that existed in the past year. The Board felt these opportunities provided important potential benefits to producers and would not place the organization at financial risk.

Motion #4

To accept the audited financial statements for the year ending July 31, 2021 as presented.

Allen Kuhlmann/Cody Glenn/ Carried.

7. APPOINTMENT OF AUDITOR FOR 2021/2022

The Board recommended Lingard + Dreger for the upcoming year.

Motion # 5

That SaskBarley appoint Lingard + Dreger LLP as auditor for the year ending July 31, 2022.

Zenneth Faye/Glenn Wright/Carried.

8. BUDGET FOR 2021-2022

Skotheim outlined SaskBarley's budget for 2021-2022.

Levy collection is ahead of collection at this time last year, but it is anticipated that levy income will drop dramatically once barley stocks are depleted. The 2021 drought significantly reduced the amount of barley produced last crop year.

The Board proposed a budget deficit of \$1.6 million. It is anticipated that this deficit will be for one year only.

SaskBarley is projecting to spend \$2.6 million in the area of research, while other areas will continue at levels similar to the past year.

Hoping to be a deficit for one year only

Skotheim offered the final call for resolutions.



9. ELECTION RESULTS

Skotheim reported on the 2021 election for SaskBarley.

- Three directors completed their terms and will retire from the Board at the close of this AGM: Brent Johnson, Allen Kuhlmann and Jason Skotheim.
- Three candidates were nominated for three vacancies on the Board of Directors, which meant that three new directors were elected through acclamation: Maurice Berry of Carievale, Zenneth Faye of Foam Lake, and Cody Glenn of Climax, SK.

Motion # 6

To approve the Election Report for 2021.

Brent Johnson/Glenn Wright/Carried.

10. CALL FOR RESOLUTIONS

Chair announced the deadline for resolutions. The following resolutions were received.

Resolution #1

Whereas the production year of 2021-2022 was one of widespread drought in the Canadian prairies of an unprecedented nature and in the last year, Saskatchewan producers have seen grain companies move to recover unfillable forward contracts by unevenly applying service fees and penalties that are both punitive and unfair;

And Whereas in many cases, these fees are not specific or spelled out in the contracts producers have signed;

And Whereas the variance in how these punitive measures have been applied has given the appearance of favoritism or bullying in many cases;

Therefore, Be It Resolved That the Saskatchewan Barley Development Commission lobby the government to protect producers with fair contract terms and require grain contracts to:

- Remove administration fees from contract buyouts when a producer provides evidence of crop failures and;
- Require all contracts to include a buyout option clause with a pricing formula at time of signing that is triggered when producers provide notice of a crop failure and;
- Require these changes to be applied evenly to all grain contracts signed in the province of Saskatchewan or Canada as the case may be within the jurisdiction of the legislating government.

Moved by Glenn Wright

Seconded by Brent Johnson

Glenn Wright spoke to the resolution. The resolution is asking for basic production in the event of a crop failure.

Brent Johnson spoke to the resolution. He acknowledged that the provincial government is moving in this direction and stated the resolution is meant to keep fairness in our grain marketing.

Jeff Mathieson spoke to the resolution. He supported the pursuit of fairness in grain contracts, but was not supportive of requesting government intervention. Instead, Mathieson encouraged growers to work with individual companies to resolve differences. SaskBarley could develop and circulate contract templates to better educate farmers to negotiate



fair contracts.

Bernie McLean spoke to the resolution. He supported the intent to encourage fairness in grain marketing, but feels this resolution represents a last resort. The role of government is to facilitate discussion between grower groups and companies and across provinces.

Matt Enns spoke to the resolution. Perhaps “lobby the government” may not be the correct wording. SaskBarley is working with several groups to pursue fairness in grain contracts. The resolution can be interpreted to encourage the government’s role in terms in establishing fair terms for contracts, not in adjudicating individual contracts.

The vote was called. The resolution was passed.

No further resolutions were received.

11. NEW BUSINESS

No other new business was identified.

12. ADJOURNMENT

Brent Johnson moved to adjourn the meeting at 12:15 PM.

