



Manitoba Pulse Growers Association Inc.

*Annual General Meeting
Convention Center, Winnipeg*

Wednesday, February 11th, 2009

11:45 am – 12:25 pm

Agenda

	Item	Presenter	Action
11:45 am	Call to order	Todd Stewart	
11:45 am	Election Procedure Approval	Todd Stewart	Motion to approve
11:45 am	Minutes of the 2008 Annual Meeting	Chris Sumner	Motion to approve
11:50 am	Financial Report 2008	Dale George	Motion to approve
	Appointment of Auditors	Todd Stewart	Motion to appoint
	Budget 2009	Kim Rheault	Motion to approve
12:05 pm	Board and Manager's Report	Chris Sumner	
12:10 pm	Nominating Committee Report	Todd Stewart	
12:10 pm	Election of Directors		
12:15 pm	Introduction of Resolution Chair	Andrew Saramaga	
12:20 pm	Other Business		
12:25 pm	Adjourn		Motion to adjourn

2008 Board of Directors

Todd Stewart	President	High Bluff
Jack Froese	Vice President	Winkler
Lincoln Wolfe	Past President	MacGregor
Fred Greig	Pea, Faba Bean etc. Committee Chair	Reston
Todd Stewart	Pulse Canada Rep	High Bluff
Nathan Friesen	KAP Rep, Bean Committee Chair	Halbstadt
Kelvin Rothenburger	Safety Nets Committee	Thornhill
Andrew Saramaga	Soybean Committee Chair	Hazelridge
Sue Arntfield	University of Manitoba Rep	Winnipeg
Bruce Brolley	MB Agriculture, Food and Rural Initiatives	Carman
Robert Conner	Agriculture and Agri-Food Canada Rep	Morden
Frank LaBelle	Canadian Special Crops Association Rep	Carman
Shawn McCutcheon	Crop Insurance Committee Chair	Carman
Chris Sumer	Executive Director	Carman
Kim Rheault	Business Manager	Haywood

Manitoba Pulse Growers Association Inc.
Annual Meeting
Thursday, February 21, 2008
MacDon Exhibition Center, Winnipeg, MB

Call to Order – President Lincoln Wolfe called the meeting to order at 9:32 a.m.

President Wolfe reviewed the election procedures and made the first call for nominations

Nomination – D. Sissons nominates Murray Chorney

Minutes of the Previous Annual meeting

C. Sumner read the minutes of the 2007 Annual Meeting.

MOTION N. Friesen/F. Greig that the minutes of the 2007 Annual Meeting be adopted as read. CARRIED

Financial Report – Dale George of D.F. George Chartered Accountants Inc. presented the audited financial statements for 2007.

MOTION R. Dudgeon/D. Lange that the 2007 audited financial statements be adopted as presented. CARRIED.

Appointment of Auditors

MOTION F. Greig/N. Friesen that D.F. George Chartered Accountant Inc. be appointed auditors for the Manitoba Pulse Growers Association accounts for 2008. CARRIED

2008 Budget – K. Rheault presented the 2008 budget.

MOTION J. Froese/F. Greig that the 2008 budget be adopted as presented. CARRIED

Second Call for Nominations with none forthcoming.

Board and Managers Report – C. Sumner reviewed the 2007 Board and Manager's report, which was included in the Annual General meeting booklet distributed to attending members.

Nominating Committee Report

The nominating committee for 2008 included T.Stewart, S.McCutcheon and N.Friesen. On behalf of the nominating committee Todd Stewart presented the following names for the 2008-2011 term:

Kelvin Rothenburger, Murray Chorney, Myron Pedersen, Stephen Moran, Ben Martens

Third call for nominations with none forthcoming.

MOTION – H. Huminski/D. Lange that nominations cease. CARRIED

Resolutions Committee Report – A. Saramaga reported that resolutions could not be received from the floor based on the MPGA By-laws and that no resolutions were submitted prior to the deadline.

Call for other Business – None

Election results – K.Rothenburger, Murray Chorney and Myron Pedersen were elected by acclamation to the board for the 2008-2011 term.

MOTION – A. Saramaga/N. Friesen that the ballots be destroyed. CARRIED

MOTION - D.Lange that the 2008 Annual Business Meeting be adjourned. CARRIED

D.F.GEORGE
CHARTERED ACCOUNTANT INC.

113 Second Street S.W.
P.O. Box 567, Carman, MB.
204-745-3380
dfgeorge@mts.net

AUDITOR'S REPORT

To the Members
Manitoba Pulse Growers Association Inc.

I have audited the statement of financial position of Manitoba Pulse Growers Association Inc. as at December 31, 2008 and the statements of operations and fund balances for the administration and research funds for the year then ended. These financial statements are the responsibility of the association's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with Canadian generally accepted auditing standards. Those standards require that I plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In my opinion, these financial statements present fairly, in all material respects, the financial position of the association as at December 31, 2008 and the results of its operations for the year then ended in accordance with Canadian generally accepted accounting principles.

Carman, Manitoba
January 31, 2009

D. F. George
Chartered Accountant Inc.

MANITOBA PULSE GROWERS ASSOCIATION INC.

STATEMENT OF OPERATIONS – ADMINISTRATION FUND
FOR THE YEAR ENDED DECEMBER 31, 2008

	<u>2008</u>	Budget <u>2008</u>	<u>2007</u>
REVENUE:			
Administration fee (note 3)	\$ 15,088	\$ -	\$ 24,927
Check-off	883,880	650,000	650,517
Conference and annual meeting	59,546		41,510
Interest	19,322	30,000	20,983
Miscellaneous and pulse tour	<u>32</u>	<u>-</u>	<u>5,650</u>
	<u>977,868</u>	<u>680,000</u>	<u>743,587</u>
EXPENSES:			
Administration	70,102	88,500	50,832
Travel	74,139	61,500	45,004
Employees	83,458	118,824	57,310
Research	257,000	257,000	175,000
Market development	12,224	47,500	13,132
Member relations	29,562	26,500	18,513
Annual meeting	-	600	229
Memberships	77,260	76,772	74,472
Special crops symposium	-	-	39,558
Can. Pulse Researchers Workshop	<u>43,631</u>	<u>2,500</u>	<u>-</u>
	<u>647,376</u>	<u>679,696</u>	<u>474,050</u>
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	<u>\$ 330,492</u>	<u>\$ 304</u>	<u>\$ 269,537</u>

MANITOBA PULSE GROWERS ASSOCIATION INC.

STATEMENT OF OPERATIONS – RESEARCH FUND
FOR THE YEAR ENDED DECEMBER 31, 2008

	<u>2008</u>	<u>2007</u>
REVENUE:		
Interest	\$ 15,088	\$ 24,927
Research support	257,000	175,000
Registrations and recoveries	125,442	127,873
Seed trials	48,147	71,842
Donations and grants	<u>40,000</u>	<u>45,220</u>
	<u>485,677</u>	<u>444,862</u>
EXPENSES:		
Administration fee (note 3)	15,088	24,927
Custom work	-	8,130
Equipment rental and purchase	21,440	34,301
GST expense	3,653	-
Meetings	7,862	9,842
Memberships	-	271
Office and supplies	11,529	9,161
Market development	-	342
Research	475,367	334,456
Travel and accommodations	2,127	4,908
Wages and benefits	<u>27,325</u>	<u>45,318</u>
	<u>564,391</u>	<u>471,656</u>
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	<u>\$ (78,714)</u>	<u>\$ (26,794)</u>

MANITOBA PULSE GROWERS ASSOCIATION INC.

STATEMENT OF CHANGES IN FUND BALANCES
FOR THE YEAR ENDED DECEMBER 31, 2008

	<u>Administration Fund</u>		<u>Research Fund</u>	
	<u>2008</u>	<u>2007</u>	<u>2008</u>	<u>2007</u>
Fund Balances				
beginning of year	\$704,079	\$434,542	\$511,498	\$538,292
Excess (deficiency) of				
revenues over expenses	<u>330,492</u>	<u>269,537</u>	<u>(78,714)</u>	<u>(26,794)</u>
Fund Balances				
end of year	<u>\$1,034,571</u>	<u>\$704,079</u>	<u>\$432,784</u>	<u>\$511,498</u>

STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2008

ASSETS

	<u>Administration</u>	<u>Research</u>	<u>Total</u>	<u>Total</u>
	<u>Fund</u>	<u>Fund</u>	<u>2008</u>	<u>2007</u>
CURRENT ASSETS				
Bank - unrestricted	\$1,021,778	\$ 447,072	\$1,468,850	\$1,222,941
Accounts receivable	15,088	800	15,888	10,082
Prepaid expenses	-	-	-	3,500
	<u>\$1,036,866</u>	<u>\$ 447,872</u>	<u>\$1,484,738</u>	<u>\$1,236,523</u>

LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES				
Accounts payable	\$ 2,295	\$ 15,088	\$ 17,383	\$ 3,534
Unearned revenue	-	-	-	17,412
	<u>2,295</u>	<u>15,088</u>	<u>17,383</u>	<u>20,946</u>
FUND BALANCES				
Unrestricted	1,034,571		1,034,571	704,079
Restricted for research	-	432,784	432,784	511,498
	<u>1,034,571</u>	<u>432,784</u>	<u>1,467,355</u>	<u>1,215,577</u>
	<u>\$1,036,866</u>	<u>\$ 447,872</u>	<u>\$1,484,738</u>	<u>\$1,236,523</u>

2009 MPGA Budget
as presented Wednesday, February 11th, 2009
Convention Centre, Winnipeg, MB
11:45 a.m. – 12:25 p.m.

	2009 Budget	2008 Actual To Date	2008 Budget
REVENUE			
Check-off Revenue	\$ 807,000.00	883,880.13	650,000.00
Special Crops Symposium	\$ -	-	-
Pulse Tour Revenue	\$ -	-	-
Interest Revenue	\$ 25,000.00	34,410.00	30,000.00
Administration Fee Revenue	\$ -	-	-
Canadian Pulse Researchers Workshop	\$ (15,914.23)	59,545.45	
TOTAL REVENUE	\$ 816,085.77	977,835.58	680,000.00
EXPENSE			
Levy Refund	\$ 72,630.00	44,931.93	58,000.00
Office Rent	\$ 5,256.00	5,256.00	5,500.00
Office & Supply	\$ 3,000.00	2,209.87	5,000.00
Computer Expenses	\$ 1,500.00	2,006.22	2,500.00
Telephone	\$ 6,000.00	6,147.98	6,500.00
Bank Charges	\$ 0.00	0.00	0.00
Meetings	\$ 1,500.00	16.95	0.00
Insurance	\$ 3,500.00	3,445.00	3,750.00
Accountant Fees	\$ 3,500.00	3,371.20	3,750.00
Conference Registration	\$ 3,500.00	2,706.05	3,500.00
Legal Expenses	\$ 0.00	0.00	0.00
Travel & Accommodation	\$ 69,500.00	74,138.59	61,500.00
Employee Expenses	\$ 100,150.00	83,458.36	118,823.80
Research	\$ 337,800.00	257,000.00	257,000.00
Market Development	\$ 77,000.00	12,224.14	47,500.00
Newsletter	\$ 31,500.00	29,561.95	26,500.00
Annual Meeting	\$ 0.00	0.00	600.00
Special Crop Symposium	\$ 0.00	0.00	0.00
CPRW	\$ 0.00	43,631.22	2,500.00
Memberships	\$ 91,800.00	77,260.00	76,772.00
TOTAL EXPENSE	808,136.00	647,365.46	679,695.80

Board of Directors and Manager's Report for 2008

Administration

Total pulse acreage in 2008 was approximately 560,000 acres, up substantially compared to 2007's 494,000 acres. Most of the acreage increase came from a large jump in soybean acres which topped 310,000 in 2008. The growing season was variable depending on location with the main pea growing region in the southwest experiencing drought early in the year, the Interlake and southeast receiving heavy rainfall throughout the year, and the Red River Valley seeing a combination of both depending on location. Harvest conditions were also variable, with the season drawn out in particular for soybean growers in northern areas. Depending on crop type, yields were average to slightly below. Levy revenue totaled \$883,000 in 2008, a reflection of improved prices for pulses of all types. 53 producers requested a levy refund representing just 4.9% of total levy collected. MPGA has maintained its research and other commitments in 2008, and has budgeted for a balanced budget in 2009. Manitoba Corn Growers Association continued to administer the pulse cash advance program on behalf of MPGA. In general, Cash Advance Program participation remains strong, and MPGA continues to be involved to provide value to producers.

The Board of Directors met 6 times in 2008, in addition to several committee meetings. Directors also attended a significant number of provincial, national and international meetings and conferences. In 2008, MPGA continued its partnership with the National Sunflower Association of Canada (NSAC), the Manitoba Corn Growers Association (MCGA), and Manitoba Agriculture, Food and Rural Initiatives (MAFRI) and helped organize the second Manitoba Special Crops Symposium. The event was held at the MacDon Exhibition Center in Winnipeg. MPGA extended this partnership with NSAC and MCGA by helping to organize the first Manitoba Special Crops Summer Tour which took place July 23rd at the AAFC Morden Research Station, Hyland Research Farm near Carman, and the U of M Carman Campus. The joint tour allowed growers of pulses, sunflowers, and corn to take in one tour instead of multiple tours. Attendance was very good, and it's expected another joint tour will take place in 2009. Other major events MPGA organized and hosted included the annual Soybean Field Day and Tour July 10th at Kelburn Farm, just south of Winnipeg, and the annual Industry Meeting held November 25th where all facets of the pulse industry came together to discuss mutual issues. MPGA also helped organize the first Manitoba Special Crops Summit June 3rd where representatives from the province's smaller acreage crop organizations came together in Carman to discuss issues of mutual concern.

Research

MPGA allocated \$257,000 to research in 2008 maintaining funding to all pre-existing projects and addressing some additional national issues. Approximately 22 different projects were supported focusing on genetic improvement, pathology, agronomy and nutritional analysis research in edible beans, peas and soybeans. Many MPGA contributions are matched either by Matching Investment Initiative (MII), Agri-Food Research and Development Initiative (ARDI), or Covering New Ground (CNG) now known as the Agricultural Sustainability Initiative (ASI).

MPGA continued its commitment to the further development of the fababeen industry by attending a meeting of the Faba Bean "Croppportunity" Strategy team in September. The team includes representation from Alberta and Saskatchewan pulse organizations, plus provincial agricultural departments. MPGA also continues to support fababeen agronomic work conducted by MAFRI.

MPGA continues to collaborate with the Ontario Soybean Growers on research projects, and has been working with the Ontario Oil and Protein Seed Crop Committee with regards to recommendations for soybean variety registrations.

Promotions

MPGA continued to support Pulse Canada initiatives in 2008, as well as the Canadian Soybean Council. MPGA has been very supportive of a number of market development initiatives independently as well as in conjunction with activities coordinated by Pulse Canada. MPGA hosted a portion of the Canadian Soybean Council's 2008 incoming mission from Japan. Representatives from the country's largest soybean buyers toured a farm involved in non-GMO soybean production, as well as MPGA's Soybean variety trials near Carman.

MPGA's domestic market development efforts continued in 2008 with two appearances on the popular cooking show *Great Tastes of Manitoba*. MPGA also took part in the Canadian Diabetes Association's annual Livesmart Diabetes Expo which took place in Brandon. Demand for recipes and nutrition information continues to increase each year. In 2008 MPGA joined its provincial partners and Pulse Canada to develop a new cookbook/nutrition guide for pulses. *Pulses Cooking With Beans, Peas, Lentils and Chickpeas* will be available to consumers and health professionals this spring.

Communication

The *Pulse Beat* is published 3 times a year, and continues to be the main communication tool with members. The Variety Trial Evaluations are published in December of each year, and included in that month's edition of *Pulse Beat*. MPGA participates with Alberta Pulse Growers and Saskatchewan Pulse Growers in the distribution of the *Feed Pea Focus* newsletter aimed at increasing utilization of feed peas within livestock rations. MPGA's website www.manitobapulse.ca was totally redesigned in 2008, and now features even more information for members including previous issues of *Pulse Beat*, Variety trial results, market reports, coming events, and much more.

Policy

MPGA continues to be active on numerous committees including the NAFTA Technical Working Group on Pesticide Harmonization, Pulse Canada, the Canadian Grain Commission's Western Standards committee and the Special Crops Subcommittee, Keystone Agricultural Producers.

Consultations with Manitoba Agricultural Services Corporation remain a very high priority as MPGA works to convey the concerns of producers by providing constructive suggestions. 2008 involved several important consultations including the push for an expansion of the crop insurance area for soybeans, and the methods used to adjust losses in edible beans after hail damage occurs.

MPGA also worked extensively with its provincial partners and Pulse Canada in 2008 to develop a new vision document for the industry as the basis for accessing funding under the Government of Canada's new agricultural policy framework *Growing Forward*.

Profile of the Manitoba Pulse Growers Association

MPGA represents approximately 3800 producers of peas, edible beans, soybeans, fababeans, chickpeas and lentils throughout Manitoba. MPGA is governed by a 14 member board, 10 elected active producers and 4 appointed directors representing Agriculture and Agri-Food Canada, Manitoba Agriculture, Food and Rural Initiatives, The Faculty of Agricultural and Food Sciences, University of Manitoba, and Manitoba Pulse Crop processing firms as nominated by the Canadian Special Crops Association. The office is located at 38 4th Avenue N.E. in Carman, Manitoba and is staffed by two full time employees.

Mission Statement

To provide its members with production and marketing support, through focused research, advocacy and linkages with industry partners.

Focus Statement

Improve members' profitability from pulses through:

- Broadened access to pulse markets.
- Giving leadership and focus to research and development.
- Representing Manitoba pulse producers in areas of government and industry policy affecting returns to pulse growers.

The Association is funded by a check-off of .5% of pulse crop sales. Close to 50% of the funds are used for research to improve varieties, disease control, and agronomy for Manitoba producers. As well, MPGA provides a voice to governments and their agencies in regards to changes in crop insurance, safety nets, grading and standards, licensing and security, and pesticide policies. The organization has a domestic promotion program to improve and increase the use of pulse crops both for human and animal consumption, and is intensely involved in the efforts of Pulse Canada to access new markets throughout the world.

Profile of Pulse Canada

Pulse Canada is a national industry association formed through the partnership between the pulse growers and the pulse trade in Canada. This organization represents provincial pulse grower groups from Alberta, Saskatchewan, Manitoba, Ontario and the pulse trade from across Canada that are members of the Canadian Special Crops Association (CSCA). The success of Pulse Canada has been in finding areas of common interest between member organizations, as well as with the Government of Canada, and finding the most efficient and effective way to address those interests on a national basis.

Pulse Canada operations can be categorized into several focus areas. Under Market Access, staff address critical tariff and non-tariff barriers in international markets. Within Transportation, Pulse Canada is working to bring the industry together to address shipping problems that confront the pulse sector and undermine profitability. Food and Feed Business Development initiatives are focused on expanding market opportunities for pulses in North America and in overseas markets. The attractive health, nutrition and environmental attributes of pulses are key opportunities to create new demand. In addition, staff conduct market intelligence work and promote Canadian pulse crops internationally by communicating with and visiting major customers around the world and attending key trade shows. Within the Environment profile, information is provided to producers on maximum residue limits for chemical inputs, work is carried out to harmonize regulations with trading partners (particularly cross border), and down the road, the focus on issues surrounding energy and sustainable production is poised to increase. Pulse Canada also acts as the industry voice on certain domestic policy matters.

Pulse Canada's head office is in Winnipeg, with Barry Grabo of the Alberta Pulse Growers Commission as Chair, Gordon Bacon - CEO, Greg Cherewyk - Director of Transportation, Jackie Tenuta and Carl Potts - Directors of Market Development, Mark Goodwin, - Pest Management Coordinator, Peter Watts - Director of Market Innovation, Chantal Dupasquier – (Acting) Manager of Market Innovation, Heather Maskus - Manager of Food Innovation, Nikki Donald - Food Product and Recipe Developer, Gord Kurbis - Director, Environment, Jeff Bond - Director, Feed Pea Network, Brian Gilchrist - Finance Manager, and Denise Medeiros - Office Manager.

**MPGA Research Projects
Approved for Funding - 2008 Fiscal Year**

Researcher	Project	Funding
AAFC - Kiehn	Development of dry bean cultivars for production in Manitoba.	37,000.00
AAFC – Balasubramanian, Conner	Evaluation of dry bean lines in the long season (MB) WR and NR Coop Registration Trials for white mould resistance.	5,000.00
AAFC - Balasubramanian, Kiehn	Development of Peruano and slow-darkening pinto bean germplasm and cultivars for production in Manitoba.	22,000.00
AAFC - Conner, Hambleton	Early detection of Asian soybean rust.	1,500.00
AAFC - Conner, McLaren, Chang, Gossen, Hwang, Mohr	New management strategies for controlling fusarium root rot of field peas.	6,000.00
AAFC - Conner, Mundel, Kiehn, Vandenberg	Screening for anthracnose resistance in dry edible bean in the Coop Registration Trials.	5,000.00
AAFC - Bing, Conner, Chang	Development of field pea varieties for western Canada.	25,000.00
MAFRI – Brolley	Zero tannin fababean project.	7,500.00
CIGI – Malcolmson	Enhancing world markets for Canadian pulses.	5,000.00
CIGI – Malcolmson, Balasubramanian	Effects of genotype and environment on the end-use quality of beans grown in Manitoba.	18,000.00
AAFC – Cober, Poysa, Brolley	AAFC soybean breeding and research for pest resistance and for enhanced soy utilization.	16,000.00
U of M – Holliday	Lygus Bugs on Edible Beans	10,000.00
U of Guelph – Hallet, Schaafsma, Sears	Distribution and Abundance of Alphelelus Albipodus and it's relationship to soybean aphids	2,000.00
U of Guelph – Hooker, Baute	Filling the gaps in Soybean Aphid Management	3,000.00
MCVET	Manitoba Crop Variety Evaluation Trials	12,000.00
MAFRI – Brolley, Guillemette	Western Manitoba Soybean Adaptation Trials	6,000.00
U of M – Oresnik	Development of Molecular Based PCR Diagnostic Tool to Quantify	12,500.00
MPGA/Soybean	Identification of Soybean Varieties Tolerant to Iron Chlorosis	4,000.00
MPGA/Soybean	Soybean Phenology and Maturity Project Seeding Date Component	4,000.00
MPGA/Soybean	Herbicide Screening for Edible Beans & Soybeans	4,000.00
MPGA/Soybean	Inoculants in Edible Beans & Soybeans	3,000.00
MPGA/Peas	Funding to Support Pea Agronomy Research	4,500.00
MPGA/Soybean	Support for Soybean Agronomy & Scientific Research	19,000.00
AAFC, Hou	Support for Dry Bean Breeder at AAFC Morden	25,000.00
Total		<u>257,000.00</u>

