



Manitoba Pulse Growers Association Inc.
Annual General Meeting
Convention Center, Winnipeg

Wednesday, February 10th, 2010
 11:20 am – 12:00 pm
Agenda

	Item	Presenter	Action
11:20 am	Call to order	Todd Stewart	
11:20 am	Election Procedure Approval	Todd Stewart	Motion to approve
11:20 am	Minutes of the 2009 Annual Meeting	Roxanne Roels	Motion to approve
11:25 am	Financial Report 2009	Dale George	Motion to approve
	Appointment of Auditors	Todd Stewart	Motion to appoint
	Budget 2010	Sandy Robinson	Motion to approve
11:40 am	Board and Manager's Report	Roxanne Roels	
11:45 am	Nominating Committee Report	Andrew Saramaga	
11:45 am	Election of Directors		
11:50 am	Introduction of Resolution Chair	Andrew Saramaga	
11:55 am	Other Business		
12:20 pm	Adjourn		Motion to adjourn

2009 Board of Directors

Todd Stewart	President, Pulse Canada Rep	High Bluff
Andrew Saramaga	Vice President, Soybean Committee Chair	Hazelridge
Lincoln Wolfe	Past President	MacGregor
Fred Greig	Pea, Faba Bean etc. Committee Chair	Reston
Nathan Friesen	KAP Rep, Bean Committee Chair	Halbstadt
Kelvin Rothenburger	CGC Rep, MCVET Rep	Thornhill
Murray Chorney		East Selkirk
Albert Turski		LaSalle
Myron Pedersen	OOPSCC Rep	Elm Creek
Shawn McCutcheon	Crop Insurance Committee Chair	Carman
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
Anfu Hou	Agriculture and Agri-Food Canada Rep	Morden
Frank LaBelle	Canadian Special Crops Association Rep	Carman
Roxanne Roels	Executive Director	Carman
Sandy Robinson	Business Manager	Carman

Manitoba Pulse Growers Association Inc.

Annual Meeting

Wednesday, February 11, 2009
Convention Center, Winnipeg, MB

Call to Order – President Todd Stewart called the meeting to order at 11:45 a.m.

President Stewart reviewed the election procedures and made the first call for nominations with none forthcoming.

Minutes of the Previous Annual meeting

C. Sumner read the minutes of the 2008 Annual Meeting.

MOTION M. Pedersen/N. Friesen that the minutes of the 2008 Annual Meeting be adopted as read. CARRIED

Financial Report – Lorna George of D.F. George Chartered Accountants Inc. presented the audited financial statements for 2008.

MOTION M. Chorney/M. Pedersen that the 2008 audited financial statements be adopted as presented. CARRIED.

Appointment of Auditors

MOTION S. McCutcheon/N. Friesen that D.F. George Chartered Accountant Inc. be appointed auditors for the Manitoba Pulse Growers Association accounts for 2009. CARRIED

2009 Budget – K. Rheault presented the 2009 budget.

MOTION M. Froebe/L. Wolfe that the 2009 budget be adopted as presented. CARRIED

Second Call for Nominations with none forthcoming.

Board and Managers Report – C. Sumner reviewed the 2008 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 2009 included M.Chorney, K.Rothenburger and M.Pedersen. On behalf of the nominating committee Myron Pedersen presented the following names for the 2009-2012 term:

Fred Greig, Andrew Saramaga, Stephen Moran, Albert Turski

Third call for nominations with none forthcoming.

MOTION – L. Wolfe/M. Pedersen that nominations cease. CARRIED

Resolutions Committee Report – C. Sumner 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 – Presentation to Director Jack Froese on behalf of Todd Stewart.

Election results – Fred Greig, Andrew Saramaga and Albert Turski were elected to the board for the 2009-2012 term.

MOTION – M. Pedersen/M. Chorney that the ballots be destroyed. CARRIED

MOTION - L.Wolfe that the 2009 Annual Business Meeting be adjourned. CARRIED

D.F. GEORGE
Chartered Accountant Inc.

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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, 2009 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, 2009 and the results of its operations for the year then ended in accordance with Canadian generally accepted accounting principles.

Carman, Manitoba
January 29, 2010

D.F. George
Chartered Accountant Inc.

MANITOBA PULSE GROWERS ASSOCIATION INC.

STATEMENT OF OPERATIONS - ADMINISTRATION FUND
FOR THE YEAR ENDED DECEMBER 31, 2009

	Budget		
	<u>2009</u>	<u>2009</u>	<u>2008</u>
REVENUE			
Administration fee (note 3)	\$ -	\$ 953	\$ 15,088
Check-off	807,000	893,787	883,880
Can. Pulse Researchers Workshop	-	-	59,546
Interest	25,000	2,154	19,322
Miscellaneous	-	1,080	32
	<u>832,000</u>	<u>897,974</u>	<u>977,868</u>
EXPENSES			
Administration	100,386	90,551	70,102
Travel	69,500	55,469	74,139
Employees	100,150	83,944	83,458
Research	337,800	340,000	257,000
Market development	77,000	14,288	12,224
Member relations	31,500	19,058	29,562
Memberships	91,800	94,186	77,260
Can. Pulse Researchers Workshop	<u>15,914</u>	<u>15,915</u>	<u>43,631</u>
	<u>824,050</u>	<u>713,411</u>	<u>647,376</u>
EXCESS (DEFICIENCY) OF			
REVENUES OVER EXPENSES	<u>\$ 7,950</u>	<u>\$ 184,563</u>	<u>\$ 330,492</u>

MANITOBA PULSE GROWERS ASSOCIATION INC.

STATEMENT OF OPERATIONS - RESEARCH FUND
FOR THE YEAR ENDED DECEMBER 31, 2009

	<u>2009</u>	<u>2008</u>
REVENUE		
Interest	\$ 953	\$ 15,088
Research support	340,000	257,000
Registrations and recoveries	106,061	125,442
Seed trials	40,200	48,147
Donations and grants	<u>29,166</u>	<u>40,000</u>
	<u>516,380</u>	<u>485,677</u>
EXPENSES		
Administration fee (note 3)	953	15,088
Equipment rental and purchase	3,592	21,440
GST expense	5,455	3,653
Meetings	5,320	7,862
Office and supplies	14,333	11,529
Research	408,693	475,367
Travel and accommodations	3,649	2,127
Wages and benefits	<u>25,693</u>	<u>27,325</u>
	<u>467,688</u>	<u>564,391</u>
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	<u>\$ 48,692</u>	<u>\$ (78,714)</u>

MANITOBA PULSE GROWERS ASSOCIATION INC.

STATEMENT OF CHANGES IN FUND BALANCES
FOR THE YEAR ENDED DECEMBER 31, 2009

	<u>Administration Fund</u>		<u>Research Fund</u>	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Fund Balances beginning of year	\$1,034,571	\$ 704,079	\$ 432,784	\$ 511,498
Excess (deficiency) of revenues over expenses	<u>184,563</u>	<u>330,492</u>	<u>48,692</u>	<u>(78,714)</u>
Fund Balances end of year	<u>\$1,219,134</u>	<u>\$1,034,571</u>	<u>\$ 481,476</u>	<u>\$ 432,784</u>

STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2009

ASSETS

	<u>Administration Fund</u>	<u>Research Fund</u>	<u>Total 2009</u>	<u>Total 2008</u>
CURRENT ASSETS				
Bank - unrestricted	\$1,224,878	\$ 496,073	\$1,720,951	\$1,468,850
Accounts receivable	<u>18,340</u>	<u>3,200</u>	<u>21,540</u>	<u>15,888</u>
	<u>\$1,243,218</u>	<u>\$ 499,273</u>	<u>\$1,742,491</u>	<u>\$1,484,738</u>

LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES				
Accounts payable	<u>\$ 24,084</u>	<u>\$ 17,797</u>	<u>\$ 41,881</u>	<u>\$ 17,383</u>
FUND BALANCES				
Unrestricted	1,219,134		1,219,134	1,034,571
Restricted for research		<u>481,476</u>	<u>481,476</u>	<u>432,784</u>
	<u>1,219,134</u>	<u>481,476</u>	<u>1,700,610</u>	<u>1,467,355</u>
	<u>\$1,243,218</u>	<u>\$ 499,273</u>	<u>\$1,742,491</u>	<u>\$1,484,738</u>

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2010 MPGA Budget
as presented Wednesday, February 10th, 2010
Convention Centre, Winnipeg, MB
11:20 a.m. – 12:00 p.m.

	2010 Budget	2009 Actual To Date	2009 Budget
REVENUE			
Check-off Revenue	\$ 911,200.00	1,006,306.27	807,000.00
Interest Revenue	\$	2,153.61	25,000.00
Administration Fee Revenue	\$ -	-	-
Canadian Pulse			
Researchers Workshop	\$	-	(15,914.23)
TOTAL REVENUE	\$ 911,200.00	1,008,459.88	816,085.77
EXPENSE			
Levy Refund	\$ 65,000.00	59,679.71	72,630.00
Office Rent	\$ 5,256.00	5,256.00	5,256.00
Office & Supply	\$ 6,000.00	7,247.19	3,000.00
Computer Expenses	\$ 2,500.00	509.05	1,500.00
Telephone	\$ 6,700.00	6,664.89	6,000.00
Meetings	\$ 150.00	137.15	1,500.00
Insurance	\$ 3,554.00	3,554.00	3,500.00
Accountant Fees	\$ 3,500.00	3,280.48	3,500.00
Conference Registration	\$ 2,500.00	2,467.50	3,500.00
Travel & Accommodation	\$ 57,000.00	55,280.44	69,500.00
Employee Expenses	\$ 110,000.00	84,133.35	100,150.00
Research	\$ 400,000.00	340,000.00	337,800.00
Market Development	\$ 25,000.00	14,288.21	77,000.00
Newsletter	\$ 24,000.00	19,057.93	31,500.00
Memberships	\$ 94,000.00	94,186.07	91,800.00
TOTAL EXPENSE	\$ 805,160.00	695,741.97	808,136.00

Board of Directors and Manager's Report for 2009

Administration

Total pulse acreage in 2009 was approximately 674,700 acres, up from 560,000 in 2008. 2009 acres are up substantially from 2007, when they were at 494,000 acres; a growth we are pleased to see in the pulse sector. Most of the acreage increase came from a large jump in soybean acres which hit a record 440,800 acres. The growing season was cool and wet throughout most of Manitoba. We experienced an incredibly challenging harvest. Luckily, September was warmer than July, which helped most crops reach maturity. However, following that was a miserable October, in which we saw lots of moisture and cold nights. Most growers did not harvest any acres in October, but were able to finish up in November. Despite harvest conditions, yields turned out to be fairly average and quality was not too bad.

Along with record acres and strong pulse prices in 2009 came record levy revenue for MPGA, which totaled \$1,006,306. 64 producers requested a levy refund representing 5.9% of total levy collected. MPGA has maintained its research and other commitments in 2009, and will be budgeting for a balanced budget in 2010. 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 2009, in addition to several committee meetings. Directors also attended a significant number of provincial, national and international meetings and conferences. In 2009, 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 third annual Manitoba Special Crops Symposium. The event was held at the Winnipeg Convention Centre. MPGA, in conjunction with NSAC and MCGA, also helped to organize the second Manitoba Special Crops Summer Tour which took place July 22nd 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 the 2010 joint tour is currently set to take place again on July 22nd.

Research

MPGA allocated \$337,000 to research in 2009, which included maintaining funding to all pre-existing projects and addressing some additional national issues. Approximately 36 different research projects were supported focusing on genetic improvement, pathology, agronomy and nutritional analysis in edible beans, peas, soybeans and faba beans. Several MPGA contributions were matched by Agri-Food Research and Development Initiative (ARDI).

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.

MPGA also took part in several international meetings with other provincial organizations. Science clusters have been formed and submitted to Agriculture and Agri-Food Canada in order to obtain matching federal funding under the *Growing Forward* program. MPGA was involved in two science clusters: the Pulse Science Cluster and the Eastern Field Crops science cluster.

Promotions

MPGA continues to support Pulse Canada and their initiatives, as well as the Canadian Soybean Council. MPGA has been very supportive of a number of market development initiatives coordinated by Pulse Canada. MPGA participated in a portion of the Canadian Soybean Council's 2009 Soybean Program for Journalists. Journalists from Japan and Singapore toured a Manitoba farm that produces non-GMO soybeans.

MPGA's domestic market development efforts continued in 2009 with two appearances on the popular cooking show *Great Tastes of Manitoba*. Demand for recipes and nutritional 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*. Consumers and health professionals find this resource very valuable, and requests for it are continually pouring in.

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 are 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 Pulse Canada, Canadian Soybean Council, the Canadian Grain Commission's Western Standards committee and the Special Crops Subcommittee, and 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.

Profile of the Manitoba Pulse Growers Association

MPGA represents nearly 4,000 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, a Business Manager and an Executive Director.

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 0.5% of pulse crop sales. Close to 50% of the annual revenue is used to support research activities that 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, critical tariff and non-tariff barriers in international markets are addressed. 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, Pulse Canada conducts market intelligence work and promotes 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, Carl Potts – Director of Market Development, Julianne Curran - Manager of Market Innovation, Peter Watts - Director of Market Innovation, Jackie Tenuta – Director of Market Development, Mark Goodwin, - Pest Management Coordinator, Gord Kurbis – Director of Environment, Jeff Bond – Director of Feed Pea Network, Brian Gilchrist - Finance Manager, and Denise Medeiros - Office Manager.

MPGA Research Projects
Approved for Funding - 2009 Fiscal Year

Researcher	Project	Funding
AAFC - Hou	Development of Dry Bean Cultivars for Production In Manitoba	38,000.00
AAFC - Balasubramanian, Conner, Hou	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, Hou	Development of Peruano and Slow-Darkening Pinto Bean Germplasm and Cultivars for Production in Manitoba	22,500.00
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, Hou, 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
Brolley	Zero Tannin Fababean Project	5,000.00
CIGI - Malcolmson	Enhancing World Markets for Canadian Pulses	5,000.00
AAFC - Chang, Conner	Impact and Control of Root Rot in Faba Bean	8,000.00
AAFC - Cober, Poysa, Brolley	AAFC Soybean Breeding and Research for Pest Resistance and for Enhanced Soy Utilization	17,000.00
U of M - Holliday	Lygus Bugs on Edible Beans	15,000.00
U of Guelph - Hallet/Schaafsma/Sears	Distribution and Abundance of Alpheinus Albipodus and it's relationship to soybean aphidsand field cropping systems	2,000.00
U of Guelph - Hooker/Baute	Filling the Gaps in Soybean Aphid Management	3,500.00
MCVET	Manitoba Crop Variety Evaluation Trials	7,000.00
AAFC - Hou, Conner, Balasubramanian	Characterization and Selection of Dry Bean Germplasm for Adaptation to Manitoba	12,650.00
AAFC - Conner, Hou	Identification of New Sources of Root Rot Resistance in MB Grown Dry Bean Cultivars	8,000.00
AAFC - McLaren, Conner	Identification of the Pathogens Associated with Root Rot of Dry Bean In Manitoba	6,000.00
AAFC - Conner, McLaren, Hou	Evaluation of Dry Bean Germplasm and Cultivars for Partial Field Resistance and Physiological Resistance to Sclerotinia Sclerotiorum (White Mould)	4,000.00
AAFC - Conner	Identification of Tissue-Specific Resistance to Ascochyta Blight in Newly Developed Cultivars of Field Peas	4,000.00
AAFC - McLaren, Conner	Identification of the Pathogens Associated with Root Rot of Field Pea in Manitoba	6,000.00
U of M - Entz	Weed Management in Organic Soybean Production	12,000.00
AAFC - Hou	Genetic Enhancement of Germplasm Collections for Soybean Breeding in Manitoba	8,600.00
U of Waterloo - Moresoli, Simon	Development of Novel Soy Based Thermoplastic Composites	2,300.00
U of Guelph - Bohner, Gillard	Is the Soybean Variety Important to Making Fungicide Application Decisions	18,000.00
U of Guelph - Earl	Drought Stress in Soybean: How Much Yield Are We Losing and What Can be Done About it	3,500.00
MPGA/Pea Committee	Funding to Support Pea Agronomy Research	6,560.00
MPGA/Edible Bean Committee	Funding to Support Edible Bean Agronomy Research	8,970.00
MPGA/Soybean Committee	Funding to Support Soybean Agronomy Research	29,220.00
MPGA	Funding to Support Utilization and Functionality Research	9,000.00
U of Guelph - Tardif/Swanton	Weed Control Strategies for IP Soybean Production	2,000.00
U of Guelph - Mohanty	Improved Utilization of Soy Polyol by Hybridizing with Dupont's Cerenol™ in the Design and Engineering of Novel Polyurethanes for Greener Auto Parts Uses	5,000.00
U of Guelph - Gillard/Hall/Brolley	Refinement of Dry Bean Harvest-Aid Herbicides to Protect Seed Quality	8,000.00
MAFRI - Brolley	Manganese Glyphosate Trial	7,500.00
MAFRI - Brolley	Soybean Population Study	8,000.00
MPGA	2009 MPGA Soybean Trials	3,000.00
TOTAL		\$ 337,800.00

