



# **SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION Annual Meeting**

***January 10, 2007***

# Crop Production Week Sponsors

- Canadian Wheat Board
- Saskatchewan Agriculture and Food
- Monsanto
- RBC Royal Bank
- The Western Producer
- Saskatchewan Municipal Hail Insurance
- Saskatchewan Wheat Pool
- Kramer Ltd.
- SGS Canada Inc.
- SeCan



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# **SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION Annual Meeting Sponsors 2007**

- **Dow AgroSciences**  
(Lunch Sponsor)
- Demeter Agro, Division of  
Agricore United
- Saskatchewan Wheat Pool



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# SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION

## Information Day, Wednesday, January 10, 2007

- 8:30 am Registration (\$10.00 includes lunch and coffee)
- 9:00 am Chairman's Address  
*Erroll Simington, Chair, SMDC*
- 9:15 am Pesticide Minor Use Program – The Process and Potential for Pesticide Registrations in Mustard  
*Eric Johnson, Weed Biologist, Agriculture and Agri-Food Canada*
- 10:00 am Risk Management and Due Diligence Project – Part III: Avoiding a Problem / Dealing with Fallout in Worst Case Scenarios  
*Patricia Farnese, College of Law, University of Saskatchewan*
- 10:30 am Coffee
- 11:00 am SMDC Annual General Meeting
- 12:00 pm Lunch
- 1:00 pm Food Safety and Quality Assurance Pilot Projects: Review / Quality of the Mustard Crop – a look at the preliminary 2006 mustard data  
*Laura Anderson, Manager, Canadian Identity Preserved Recognition System, Canadian Grain Commission*
- 1:30 pm The “Benchmarking Study for Mustard Seed” – What customers want and how Canada is measuring up  
*Mark Ziegler, Director of the Horticulture and Special Crops Section, Agriculture and Agri-Food Canada*
- 2:00 pm Mustard Market Outlook  
*Steve Gadiant, Montana Specialty Mills*



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# Annual General Meeting Agenda

Call to Order and Opening Remarks

Approval of Agenda

Approval of Minutes

Financial Review – D. Pederson

Annual Report Highlights

- State of the Industry – E. Simington
- Research – B. Meinert
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## Statement of Financial Position As at July 31, 2006

	2006	2005
	\$	\$
<b>Assets</b>		
<b>Current assets</b>		
Cash	172,737	189,223
Accounts receivable	24,349	41,361
Interest receivable	471	-
Investment in Manitoba bond, due 2007 (note 3)	50,345	-
Prepaid expenses	656	-
	<u>248,558</u>	<u>230,584</u>

## Liabilities

### Current liabilities

Accounts payable	27,217	19,218
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## Net Assets

**Internally restricted** (note 4)

Unrestricted	162,636	176,899
	58,705	34,467
	221,341	211,366
	248,558	230,584

**Commitments** (note 5)

On behalf of the Board:

E. H. Livingston

*Eden*

Director

(See accompanying notes to the financial statements)



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# Statement of Operations

## For the Year Ended July 31, 2006

	<i><b>Budget 2006 \$ (note 6)</b></i>	<i><b>Actual 2006 \$</b></i>	<i><b>Actual 2005 \$</b></i>
<b>Revenue</b>			
Producer check-off fees (note 7)			
Fees	170,000	123,919	178,805
Refunds	(8,500)	(2,729)	(5,441)
Net	161,500	121,190	173,364
Sponsorships	2,000	2,100	2,900
Interest and other income	3,000	4,276	1,402
Agriculture and Agri-Food Canada	127,000	96,454	16,144
<b>Expenses</b>			
Guide to on-farm liability	127,000	96,452	16,144
Research and development projects	75,000	39,652	9,200
Administration contract (note 8)	31,000	36,362	33,672
Board of directors	20,000	15,504	14,747
Communications	20,000	14,664	11,015
General and administration	5,000	7,771	2,931
Annual meeting	5,000	3,499	3,099
Election	15,000	141	118
Market facilitation	12,000	-	-
	310,000	214,045	90,926
<b>Excess (deficiency) of revenue over expenses for the year</b>	<b>(16,500)</b>	<b>9,975</b>	<b>102,884</b>



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**Statement of Changes in Net Assets  
For the Year Ended July 31, 2006**

	<b>2006</b>		<b>2005</b>	
	<b>Internally restricted \$</b>	<b>Unrestricted \$</b>	<b>Total \$</b>	<b>Total \$</b>
<b>Balance – Beginning of year</b>	34,467	176,899	211,366	108,482
Excess of revenues over expenses for the year	-	9,975	9,975	102,884
Transfer (note 4)	24,238	(24,238)	-	-
<b>Balance – End of year</b>	58,705	162,636	221,341	211,366

**Statement of Cash Flows  
For the Year Ended July 31, 2006**

	<b>2006 \$</b>	<b>2005 \$</b>
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Receipts from producers	237,385	176,071
Other receipts	6,157	4,302
Payments to board members	(13,658)	(14,853)
Payments to research and development projects	(135,698)	(25,344)
Payments to producers	(3,122)	(5,618)
Payments to suppliers	(22,128)	(17,162)
Payments to Saskatchewan Canola Development Commission	(34,823)	(25,909)
<b>Investing activity</b>		
Purchase Manitoba bond	(50,599)	-
<b>Increase (decrease) in cash</b>	(16,486)	91,487
<b>Cash – Beginning of year</b>	189,223	97,736
<b>Cash – End of year</b>	172,737	189,223



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# **SASKATCHEWAN MUSTARD DEVELOPMENT COMMISSION**

## **Budget for Year Ending July 31, 2008**

### **Revenues**

Producer check-offs	150,000
Check-off refunds (5%)	-7,500
Interest and other income	5,000
<b>Total Revenue</b>	<b>147,500</b>

### **Expenditures**

Research projects	71,100
Communications	20,000
Market development	15,000
Election	15,000
Annual Meeting	5,000
Board of Directors	20,000
General and administration	8,400
SCDC contract and administration	39,200
<b>Total Expenditures</b>	<b>193,700</b>

<b>Surplus (Deficit)</b>	<b>-46,200</b>
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# Research Projects 2005/2006

- Managing weeds in brown, oriental and yellow mustard: Herbicides and herbicide combinations will be screened for potential as weed control. (Johnson, AAFC)
- Lubricant base oils from oilseed: The lubricity enhancing components will be analyzed with the goal to produce less toxic, more biodegradable functional biolubricants. (Reaney, U of S)
- Effect of seed quality and seeding date on performance of yellow, brown and oriental mustard: Standardized vigour tests will be developed and establishment, growth and yield assessed under conventional and minimum till systems. (Elliott, AAFC)



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# Communications 2005/2006

- SMDC 2006 Annual Meeting
- SMDC partnered with AAFC in Saskatoon to host field day on July 14, 2006
- Mustard Grower Newsletter published three times



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# Proposed Activities for 2006/2007

## Research

“MUSTARD 21 – Leading Canada’s Mustard Industry through the 21<sup>st</sup> Century”

This project is an opportunity to protect Canada’s investment in the mustard industry. Federal and provincial governments as well as industry have generously contributed research funding and infrastructure to create an industry that is beginning to create new value added opportunities for Canada.



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# Proposed Activities for 2007/2008

## **Research**

“MUSTARD 21 – Leading Canada’s Mustard Industry through the 21<sup>st</sup> Century”  
- Phase II

This involves the development of a business plan.



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# Proposed Activities for 2006/2007

## Market Development

- Participate with the Canada Grains Council and Agriculture and Agri-Food Canada in the Mustard Quality Management System (QMS) pilot project
- Develop product awareness programs in cooperation with other agencies to promote utilization of mustard
- Develop resource material for mustard promotion

## Communications

- Publish three newsletters for growers
- Hold an annual meeting and extension day during Crop Production Week
- Hold a Field day for farmers in July
- Ongoing website development
- Meet with other agencies and industry to develop cooperative information programs
- Represent SMDC on the Canadian Special Crops Association
- Hold membership in the Canadian Mustard Association



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# Proposed Activities for 2007/2008

## **Market Development**

- Continue to develop product awareness programs in cooperation with other agencies to promote utilization of mustard
- Continue to develop resource material for mustard promotion

## **Communications**

- Publish newsletters for growers
- Hold an annual meeting and extension day during Crop Production Week
- Hold a Field day for farmers in July
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