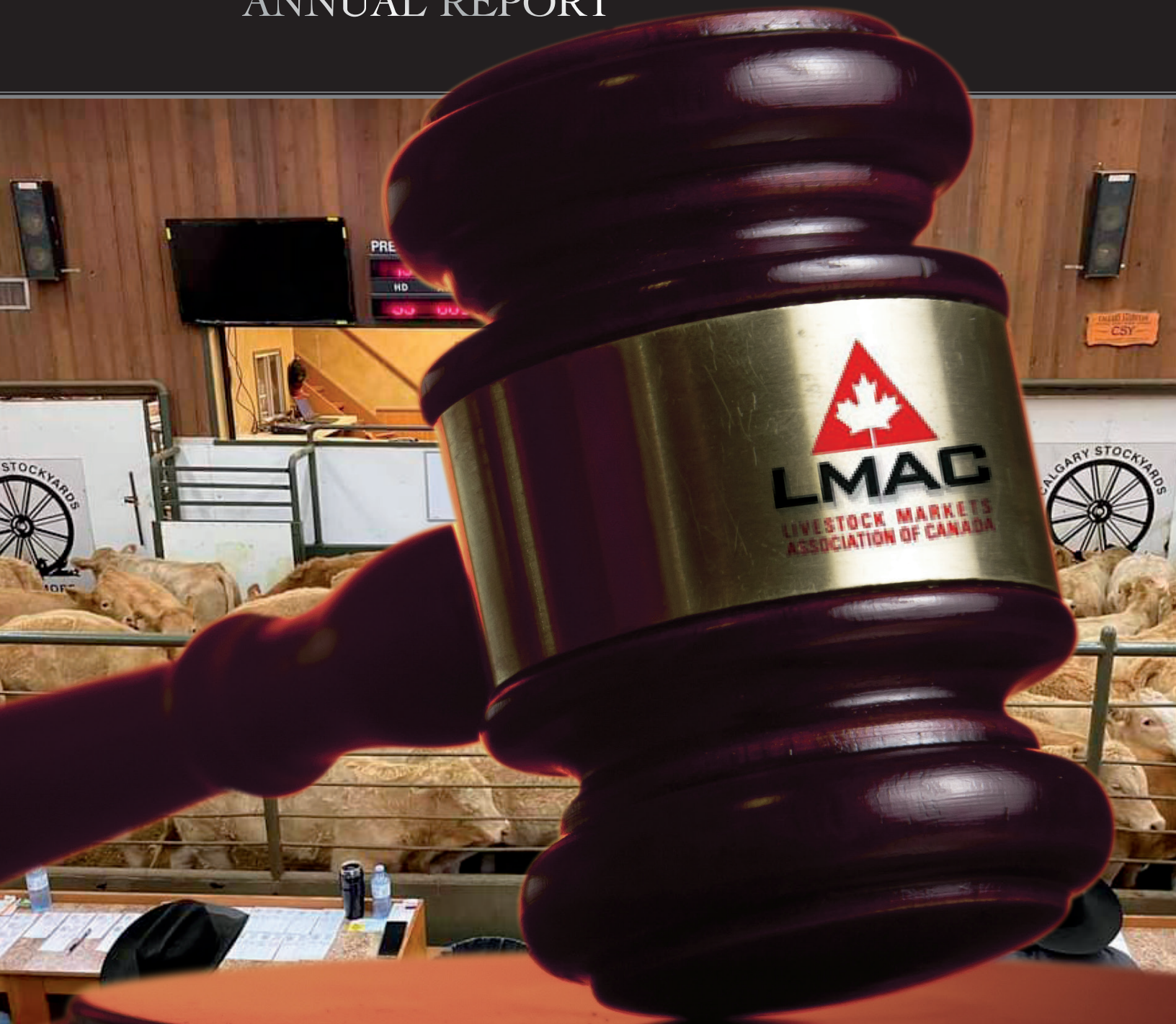




2023-2024

ANNUAL REPORT



LMAC PRESIDENTS 1979-2023

June 2023 - 2026	Craig Jacklin, Ponoka, AB
January 2021-2023	Brock Taylor, Reston, MB
June 2017-2021	Rob Bergevin, Stavely, AB
June 2015-2017	Scott Anderson, Winnipeg, MB
June 2013-2014	Ken Perlich, Lethbridge, AB
June 2010-2013	Jim Abel, Stettler, AB
June 2008-2010	Mike Fleury, Saskatoon, SK
June 2006-2008	Tom Vicars, Kamloops, BC
June 2004-2006	Larry Witzel, Waterloo, ON
June 2002-2004	Gene Parks, Brandon, MB
June 2000-2002	Steve Spratt, Ottawa, ON
June 1998-2000	Blair Vold, Ponoka, AB
June 1996-1998	Rick Wright, Virden, MB
June 1995-1996	Stewart Brown, Melbourne, ON
June 1993-1995	Ron Northcott, Regina, SK
June 1991-1993	Ron Sim, Red Deer, AB
June 1989-1991	Jack McKennitt, Morden, MB
June 1987-1989	Jim Wideman, Waterloo, ON
June 1985-1987	Bill Jameson, Moose Jaw, SK
June 1983-1985	Bruce Whyte, Kamloops, BC
June 1981-1983	Ralph Vold, Ponoka, AB
June 1979-1981	Emerson Gill, Grand Bend, ON

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Email: craigjacklin@hotmail.com

President's REPORT



As we reflect on the past year, I would like to thank each of you for your dedication and hard work in representing our industry. Your commitment has been fundamental to the growth and success that has been achieved.

One of the significant highlights has been the record high livestock prices! The future projections continue to bring optimism, yet, as the year progresses, we must still be mindful of the risks associated with the livestock industry.

This past fall, I assisted Jason Danard as he hosted a beef sector tour at the Calgary Stockyards. CFIA, AAFC, CCA, and NCFA were in attendance. The tour involved a walkthrough of the facility during a live sale, allowing the representatives to observe directly the operation of an auction facility, focusing primarily on the critical role of speed of commerce and its impact on the producer's bottom line. This tour also provided us with the opportunity to meet Dr. Heather Brown, the national manager within CFIA.

As a result of this meeting, this spring Rick and I were invited as representatives in Ottawa to meet with Dr. Heather Brown prior to her final review of the soon-to-be published Canadian Gazette. This legislation outlines the traceability requirements and included LMAC's stand on "group movement" over individual tag reading in livestock arriving at intermediate sites, which was a crucial win for

the producers and LMAC. This meeting was significant, as it provided us with the opportunity to have our voices heard prior to the final review.

The development committee finalized a "Recommended Best Practices" handbook for the handling, storage, and welfare of livestock at intermediate sites. This handbook will be available to all LMAC members in hard copy at the 2024 convention. LMAC has also been involved with other industry groups on developing an app for producers and industry services to be used in compliance with the regulatory requirements for movement reporting, transfer of care and feed, water, and rest reporting.

As we move forward, we will continue with initiatives already underway that will advocate for and grow this industry for auction marketers and producers.

As I conclude my first year as president, I am thankful for the exciting opportunities I have been involved with. I would like to recognize and thank the exceptional Board of Directors who dedicates countless volunteer hours to various boards representing LMAC. A special thank you to Rick Wright for his commitment to LMAC, tirelessly working behind the scenes as the backbone of this organization. His invaluable contribution to various committees, such as CCA, has helped build strong relationships with key stakeholders, leading to the growth of the livestock industry. I look forward to my second year and continuing to represent such a strong and successful organization.

Kind regards,

Craig Jacklin
President



LMAC Board of Directors

**LMAC MAKES A DIFFERENCE!
Strong Membership Makes a Difference!**

The Livestock Markets Association of Canada's Board of Directors represents the livestock marketing industry on a number of issues that support the sustainability of our industry.

LMAC is made up of five appointed directors, one from each province west of Quebec, and five directors-at-large elected by the membership at the Annual General Meeting. The executive is appointed at the recommendation of the board of directors, with approval from the membership. The LMAC board of directors meets in person twice a year and deals with committee meetings and other issues via conference calls. Some of the board members serve on external committees such as Canadian Cattle Identification Agency, CCA and IGAC. LMAC is always looking for new directors to fill the directors-at-large positions on the board. A term on the LMAC Board of Directors can be very rewarding. If you are interested in serving the marketing industry on the LMAC board, please contact Brock Taylor or Rick Wright about letting your name stand. This is an excellent opportunity to work with and become one of the marketing industry's leaders. This year there are two directors-at-large (two-year term) positions to be filled at the AGM on Saturday.



CRAIG JACKLIN - LMAC President Craig has been a Director-at-Large since 2017. Craig has been in the livestock marketing business over 25 years and is currently the Operations Manager for the VJV Livestock Marketing Group. VJV operates five livestock auctions in Alberta and British Columbia. Craig is a past president of the Alberta Auction Markets Association. He also works as the LMAC liaison with some of LMAC's largest corporate sponsors. Craig's interest in LMAC has helped him to be an engaged and effective leader during his first year as President.



BROCK TAYLOR - LMAC Past-President Brock is co-owner of Taylor Auctions, in Melita, Manitoba. His market holds regular cattle sales and offers export testing. Taylor Auctions also operate live farm equipment and consignment sales with Internet bidding. He has been on the LMAC board for six years and has served on numerous committees.



ALLAN MUNROE owns the Killarney Auction Mart in southern Manitoba. He was elected as President of the Manitoba Livestock Marketing Association in the spring of 2022. Allan has been an active member of both MLMA and LMAC. He has competed in many of the LMAC auctioneering competitions. He is the appointed delegate representing Manitoba on the LMAC board of directors. He is now completing his third year on the LMAC board of directors. He sits on the LMAC "Best Practices" development committee.



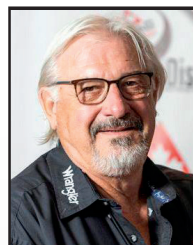
LARRY WITZEL is the owner-operator of the Ontario Livestock Exchange in Waterloo, Ontario. Larry has been on the LMAC board for over 25 years and is the appointed delegate from Ontario. In the past year he was a lead in the revitalization of OLAMA in Ontario. Larry serves on a number of important LMAC committees and is respected by both industry and government. Larry Witzel was rewarded for his dedication to LMAC by being inducted into the LMAC Hall of Fame. He has served as President of both LMAC and OLAMA.



RICK WRIGHT is the longest serving LMAC Board member having served on the LMAC board for over 30 years. He managed livestock markets for 29 years and has been an order buyer for the past 15 years. Rick operates his own cattle consulting business and order buys cattle for JGL Livestock. He has been the Executive Administrator of LMAC since 2014 and is an elected director-at-large. He is a past President of LMAC and a Hall of Fame inductee.



TYLER CRONKHITE is a co-owner and manager of the Cowtown Livestock Exchange in Maple Creek, SK. He was re-appointed as the delegate representing the Livestock Marketers of Saskatchewan. He is a Man/Sask auctioneering champion and has competed in numerous LMAC competitions. He is just completing his third year on the LMAC board of directors. Tyler was recently appointed to the LMAC Hall of Fame selection committee.



MARK CANART is the appointed delegate representing the Mountain Livestock Markets Association of BC. Mark operates Canart Cattle Company, an order buying and assembly yard in the Kamloops area. He also operates a fleet of livestock trucks and brings valuable insight to the transportation recommendations from LMAC. Mark brings over 45 years experience in the cattle marketing and feeding industry. When Mark is unavailable, Bob Miller serves as the alternate representative. Mark has judged at the LMAC competition twice.



CHANCE MARTIN is a former LMAC Champion Auctioneer and is a co-owner of the Thorsby Stockyards Inc. in Alberta. He was elected as a director-at-large in 2018 and is currently the President of and the appointed representative for the Alberta Auction Markets Association. Chance and his partners were the hosts of the 2019 convention and auction competition. Chance sits on the LMAC Labour Committee, Auction Competition and Convention Committee. He has both judged and performed master of ceremonies duties at the Canadian Livestock Auctioneering Championships.



BRENT BROOKS was elected as director-at-large in 2018. He is the owner of Northern Livestock Sales with successful branches in Lloydminster, Meadow Lake and Prince Albert, Saskatchewan. Brent is currently the Past-President of the Livestock Marketers of Saskatchewan. Brent was the host market for the 2022 LMAC convention. He is a very strong supporter of LMAC and serves on many committees both provincially and nationally including the "Best Practices" development committee.



CASEY LAWES was elected as a director-at-large to the LMAC at the Olds annual meeting in 2023. Casey is a third generation livestock marketer and auctioneer. His family operates successful auction markets in Provost and Vermilion, Alberta. He is currently serving his first term as a director at LMAC. Casey has completed in a number of LMAC auctioneering championships.



MARK FERRARO was elected as director-at-large at the 2022 LMAC annual meeting. He now is serving his second term as a director-at-large. Mark owns and operates livestock markets at Brussels and Cookstown Ont. The Brussels Market was the host of the very successful LMAC convention in 2018. Mark is also active in the farm machinery and equipment industry. He was a judge at the Auctioneering Championships in Whitewood, SK in 2021. Mark also sits on the "Best Practices" development committee for LMAC.



Chief Executive Officer's REPORT



Training and Safety Handbook

One of the major projects for LMAC this past year has been the development of a "Recommended Best Practices Handbook for Intermediate Sites." The Board of Directors at LMAC felt that current information was outdated and disjointed. The directors felt there was a need for a consistent message across the country for LMAC members and industry partners. The directors agreed that the document would be "recommendations only" and not a code or practice. LMAC has no authority to enforce or audit whether a market is using any of the recommendations at its site. The vision was that market operators, buying stations, assembly yards and feed, water, and rest locations could use the handbook as resource material for employee training and as reference material for employees who have to make decisions when management is not readily available.

The document was built around four main pillars: Low Stress Cattle Handling, Employee Training and Safety, Site Design and Maintenance, and Emergency Planning. Additional sections were added on dealing with the public and inspectors, along with bio-security. The Canadian Cattle Association was approached for support of the project through the Animal Health Committee, with the hope that CCA would endorse the final version of the document. Information currently available to the public was gathered and consolidated. Some sections were supplemented with information provided by member markets, written by LMAC staff or subject matter experts.

After a number of drafts had been completed and reviewed by Rick Wright from LMAC and Dr. Leigh Rosen, the Chief Veterinary Officer of the Canadian Cattle Association, the document was sent to committee level. The committee consisted of two sections, Brent Brooks, Craig Jacklin, Mark Ferraro and Allan Munroe representing LMAC, with Kirk Jackson, Craig McLaughlin, Arnold Balicki and Melissa Downing representing CCA. There were numerous changes and additions recommended by the Review Committee with the majority being incorporated in the draft document. The review committee signed off on the content material final draft. The document still had to be edited for grammar and formatting.

There was discussion on a French version. Kirk Jackson offered to bring the matter to the Beef Producers of Quebec with a request from LMAC to have BPQ staff do the translation and fund the cost.

The intent was to present the final draft to the CCA Animal Health Committee, asking for a motion to endorse the document. However, the discussion at the meeting was moved to in-camera, and further discussion was tabled, awaiting the results of the legal review and giving committee member more time to review the documents.

At the request of CCA, the Venture Law Group in Edmonton conducted a liability legal review of the document. In the opinion of Ken Heinz, the lawyer for VLG, there was no problematic content in the document. VLG did recommend a few minor wording changes in the disclaimer. VLG also recommended that LMAC increase their directors liability insurance to \$2,000,000.00.

The recommended changes by VLG were incorporated into the current draft of the document. At an LMAC Board of Directors meeting on April 9, 2024, the Board of Directors decided to make available to LMAC members at the 2024 annual meeting in Waterloo, a printed version of the document for their approval. If approved at the meeting, the intention would be to launch a digital version on the LMAC website. If CCA decides to endorse the document, the CCA endorsement would be added to the document after CCA approval.

Traceability

The proposed regulations regarding movement reporting were published in the Canada Gazette One. The federal government used some of the recommendations of the Cattle Implementation Plan in the proposed movement reporting regulations printed in the gazette. The regulators have now completed the review of the public comments

gathered from Gazette One. 1299 comments from 778 submitters were received and reviewed. LMAC submitted very detailed comments on a number of sections that would impact the marketing sector. A different process required that the comments were to be submitted online, which was somewhat complicated.

Group movement reporting for livestock arriving at auction markets and buying stations was included in Gazette One. LMAC, through its participation in the Cattle Implementation Committee and lobbying efforts for the past fifteen years, was very influential on the final decision that group movement reporting be included in the proposed regulations. The rationale for this exception was to align with the Cattle Implementation Plan (CIP), due to the burden that reporting individual identification numbers would have on assembly points. The current technology (tags and readers) is the same as it was 10 to 15 years ago. The government-funded project at the time proved that individual scanning had a negative impact on the speed of commerce and was a burden to the operating sites, as well as reducing the value of the livestock being traded.

Those stakeholders who commented against "group movement reporting" expressed concerns with the gaps in traceability data that this would cause. CFIA is considering recommending the option to allow for either group or individual move-in reporting, or sightings at these sites. Currently, the language used allows for only group movement reporting at intermediate sites. The change would allow flexibility when new, improved technology is available, without reopening the legislation.

Other changes in the regulations that were generally supported included the introduction of goats and cervids as new regulated species, the incorporation of premises identification numbers (PIDs) as a reportable element, and the repeal of most of the record keeping requirements.

Articles that were not supported in the comments included:

"Restricting approved identification sites (tagging sites) to assembly points only." Feedlots are asking to become tagging sites. LMAC made it very clear to CFIA that allowing feedlots to tag cattle after price determination would interfere with market neutrality. It would allow feedlots to purchase cattle directly from producers and offer tagging at no charge. If the tagging is done at processing after price determination, the weight loss from the handling of the cattle prior to weighing, as required by the current regulations, would not be at the expense of the seller. Currently, feedlots are not allowed to be tagging sites. LMAC supports the current regulations.

There were requests for more flexibility regarding the definition of dangerous animals that are allowed to be transported to an approved identification site without an approved tag. Government is considering adjustments to the definition; however, any exemption for wild animals generates concern with losing traceability from the farm of origin.

"The requirement to report "time" and "license plate" for livestock movement events." Government is now considering the removal of the requirement to report "time" for livestock movement events and is considering keeping "license plate" as a reportable element or having an alternative to it.

Agricultural societies' responsibility to report movements of livestock during events (fairs, exhibitions, etc.) CFIA is considering the option to allow agricultural societies and veterinary clinics to be exempt from having to report movement events, and instead placing the responsibility on the owner of the animals.

"The prohibition of unauthorized selling or distribution of approved indicators." LMAC has made it clear to CFIA that the current system of intermediate sites providing tags from their inventories and transferring the ownership to the CLTS has been working when producers do not send tags with the cattle, or livestock lose the tags during transport. It was agreed during a meeting with CFIA representatives in March 2024 that CFIA would revisit the current system being used at the auction markets.

The allowable time to report an event or movement was originally 48 hours for a fast moving disease. Seven days was the compromise, and government is currently not considering a longer allowable time to report an event or movement.

"The question on what reporting is required at feed, water, and rest stations. Government is considering how movement-reporting requirements would apply to FWR stations." One consideration could be group movement reporting, the same as at assembly points.

If there is no election called this fall, it is expected that Canada Gazette Two will publish the final regulatory changes in early 2025. There will be a 1-year introduction phase-in period after that publication. Industry is asking for a 2-year phase-in period. Currently there has been no discussion from government as to financial compensation for implementation costs to auction markets, buying stations or producers. Intermediate sites are encouraged to discuss options for reporting software with their IT service providers. LMAC is supporting a plan to build on existing infrastructure to support movement reporting and transfer of care information on one document. LMAC has advised CFIA that an extensive producer education program will be required to obtain the desired outcome of compliance expected.

CCIA

LMAC continues to represent its members on the Canadian Cattle Identification Agency board of directors. Ken Perlich was appointed by LMAC as its representative for the next year. Movement reporting protocols and the transfer of tag ownership from the intermediate site inventory to the producer will be top priority for LMAC this year. LMAC will also be reviewing progress made on the use of high frequency tags and readers. Currently, it appears that there will be no support from CCIA for financial compensation for the intermediate sites' implementation costs of movement reporting.

CCA

LMAC currently has an associate membership in the Canadian Cattle Association. Rick Wright was appointed as the LMAC representative and attends meetings. LMAC is very active in the Animal Health Committee that deals with traceability, welfare, transportation, and other sectors that impact livestock marketers. LMAC President Craig Jacklin has also been attending CCA meetings. Moving forward, LMAC will become more involved in the Domestic Ag Committee. Domestic will be handling emergency planning for FMD. LMAC has a very good working relationship with CCA, and both associations have benefited from the current arrangement. Having LMAC at the CCA table brings representation from the marketing sector, something that was absent in the past. LMAC has been in discussions with CCA executive and management regarding a full membership. The cost would be between \$11,000 and \$12,000 per year. The LMAC Board of Directors is reviewing the cost/benefit analysis and looking at other options. There has been some discussion as to the LMAC's eligibility to become voting members under the CCA bylaws. The majority of the LMAC members are also cattle producers and own cattle. LMAC members collect a large amount of check-off fees that are used by CCA. Discussions will continue.

Transfer of Care

LMAC members report that very few producers and transporters are providing transfer of care documents when delivering. There have been very few reports of buyers or transporters requesting TOC information on livestock leaving the auctions.

Beef Code of Practice

The National Farm Animal Care Council (NFACC) has announced that the Canadian Cattle Association has initiated an update to the Code of Practice for the Care and Handling of Beef Cattle. The update will be guided by NFACC's Code development process. The code development process includes a survey launched at the outset of each code, to capture top-of-mind welfare concerns from any and all stakeholders. The input received will help the code committee understand the kinds of issues people wish to see considered in the update. Everyone is invited to participate; the survey for this code is available at www.nfacc.ca/codes-of-practice/beef-cattle.

Canada's Codes of Practice provide critical guidance for the care and handling of farm animals. They reflect our national understanding of animal care requirements and recommended practices and serve as educational tools, reference materials for regulations, and the foundation for farm animal care assessment programs. LMAC does not have a representative on this committee. LMAC will work through CCA representatives Matt Bowman and Jack Chaffe.

Coalition for Beef Cattle Movement

This committee, formed by staffers from some of the provincial and national producer organizations, was originally called the TACO committee.

LMAC accepted the offer to participate. The original idea was to develop an app that could be used by producers and service providers to do movement reporting and transfer-of-care documents. The group invited other industry stakeholders to join. After a number of online meetings and one in-person meeting in Calgary in January, the group decided to pivot away from app development and turn its attention to the objectives below. Allan Munroe and Rick Wright represent LMAC on this committee.

Objectives:

1. Promote Industry Collaboration: Foster collaboration among industry stakeholders including producers, processors, transporters, technology providers, and administrators to enhance standards and improve industry compliance with regulations.
2. Set Industry Standards: Set standards by which tools and technology will be evaluated, including both quantitative and qualitative attributes required to secure endorsement from the Coalition. At minimum, these standards will include federal requirements for the movement of animals, humane transport regulations and transfer of care documentation.
3. Enhance Technology Adoption: Seek out solutions that work throughout the supply chain for movement reporting and associated regulations. Encourage the adoption of industry-supported technologies such as RFID scanners, mobile or desktop applications to report animal movements, and data sharing to improve the administration of beef cattle traceability, humane transport requirements and transfer of care documentation.
4. Educate Stakeholders: Raise awareness among industry participants and their members regarding the existing and upcoming regulations and the benefits and best practices of beef cattle traceability. Promote available options for movement reporting, humane transport requirements, and transfer of care.
5. Ensure Data Security and Privacy: Ensure that data security and privacy is at the forefront of any industry-supported initiatives, protecting sensitive information while maintaining the integrity of the traceability system.
6. Develop a pathway for sustainability: Develop a business model that provides a framework through which the coalition will achieve the stated objectives.

Hours of Service and E-Logs

LMAC continues to lobby for hours of service regulations that mirror the regulations in the United States. The current hours of service do not correspond with the livestock feed water and rest requirement in the Canadian Transportation

Regulations. Cattle moving from the west to Ontario and Quebec are forced to be off loaded more often, unless the transporter switches drivers or trucks, resulting in more stress and possible injury to the livestock. The reduction in the infrastructure at Thunder Bay for feed, water and rest could become problematic in the near future.

Collection of Check-Off Fees

Provincial member organizations in Alberta, Saskatchewan and Manitoba are in negotiations with their provincial cattle organizations regarding fees for collecting check-off deductions from producers on behalf of both the provincial and national organizations. All three provinces have asked for the commission to be increased to a fee of 3% of the funds collected rather than the current fee per head. There has been resistance to the proposals from the producer organizations, as a portion of the check-off is forwarded to the national organization. Some of the provinces have refundable check-off, which is also problematic. One suggestion has been to charge the national organization for the non-refundable check-off collected on their behalf. LMAC considers the check-off issue a provincial issue, which does not fall under the jurisdiction of LMAC.

By-Laws and Constitution

The directors of LMAC are currently reviewing and making recommendations to update the existing by-laws and constitution. There will be some recommended by-law changes brought forward at the 2024 Annual Meeting in Waterloo, Ontario. The current by-laws and constitution are posted on the LMAC Website.

Respectfully submitted;
Rick Wright
CEO - Livestock Markets Association of Canada

LIVESTOCK MARKETS ASSOCIATION OF CANADA

Board of Directors Meeting

January 20, 2024, 8:00 a.m. | Hilton Hotel, Winnipeg, Manitoba

In attendance: Bob Miller, Craig Jacklin, Casey Lawes, Chance Martin, Brent Brooks, Tyler Cronkhite, Rick Wright, Brock Taylor, Allan Munroe, Mark Ferraro.

Regrets: Larry Witzel

LMAC President Craig Jacklin called the meeting to order at 8:15 a.m. It was established there was a quorum in attendance. The agenda was reviewed and meeting books were distributed.

The minutes of the LMAC board meeting held May 11 in Olds, Alberta were reviewed.

Moved by Brock Taylor, seconded by Brent Brooks: *that the minutes of the May 11 board of directors meeting in Olds be accepted as presented in Jan. 20 meeting book. Carried.*

Business arising from the May 11, 2024 LMAC board of directors meeting was discussed.

Best Practices Handbook: Rick Wright reported that LMAC has developed a draft of "Best Recommended Practices" handbook. The board of directors will review the draft later in the meeting.

Full Membership in CCA: Rick Wright reported that there is information in the meeting book and the CCA membership is an agenda item for today.

An emergency meeting of the LMAC board of directors was called by CEO Rick Wright to deal with the letter of resignation from LMAC president Jason Danard. Danard advised LMAC that he was resigning his position on the LMAC board of directors due to the unexpected time commitment required of the president.

Moved by Larry Witzel, seconded by Chance Martin: *that LMAC accept Jason Danard's resignation. Carried*

Moved by Chance Martin, seconded by Allan Munroe: *that vice-president Craig Jacklin move into the president's chair immediately, and that the vacancy created on the board of directors be filled at the 2024 annual meeting. Carried*

The minutes of the November 16, 2023 LMAC Board of Directors Meeting via Zoom were reviewed.

Moved by Bob Miller, seconded by Casey Lawes: *that the minutes of the November 16, 2023 board of directors meeting be accepted as presented in the January 20, 2024 meeting book. Carried*

The board of directors reviewed the BDO notice to reader for the 2022 fiscal year. The Livestock Markets of Saskatchewan had requested the inspection by BDO as a condition of their renewed membership. The BDO report did not show any discrepancies. There was discussion on some recommendations from BDO, such as paying the

entire accounts payable prior the fiscal year end. Another recommendation was that LMAC obtain a credit card to pay for ongoing expenses rather than have the CEO and board members carry LMAC debt. The directors instructed the CEO to reapply for a credit card for LMAC.

Carson Callum, the General Manager of the Manitoba Beef Producers and the chair of the Traceability App for Cattle Operations (TACO) committee, attended the meeting to give the LMAC Board background on the committee's wish to develop an app that would assist in movement reporting and Transfer of Care Documents for producers, feeders, auctions and transporters. Allan Munroe and Rick Wright are on the committee representing LMAC. The remainder of the committee is made up of industry representative from other associations and sectors.

There was discussion on who would pay for the development of the app. Was the committee duplicating work being done by LIS or LSS, or is there private sector businesses developing similar software? What was the projected usage of the app in the different provinces? Has there been discussion with CCA on the project and why are they not part of the committee? Allan Munro attended a committee meeting in Calgary and Rick Wright participated via Zoom. The committee is now called the Coalition for Beef Cattle Movement.

The LMAC board of directors reviewed the committee list. The following changes were made for 2024. The board was reminded that the president in a de facto member of all committees.

Animal Welfare: Mark Ferraro was added

CCA – Craig Jacklin replaced Jason Danard

Communications: Rob Bergevin was added as an external member

Electronic Sales: is vacant and will be filled at the May 2024 meeting

Finance Committee: Tyler Cronkhite was added

Memorial Honour Roll: Casey Lawes was added

Best Practices Handbook Development: Craig Jacklin, Brent Brooks, Allan Munroe and Mark Ferrero were added

Coalition for Beef Cattle Movement: Rick Wright and Allan Munroe were added

Transportation: Mark Canart

The financial statements from the 2023 convention in Olds were reviewed in detail.

The convention was a success, with LMAC and the Alberta Auction Markets splitting the profits. The Brian Good scholarship fund received \$14,025.00, which reduced

the amount of revenue sharing. It was noted that local sponsorship was less than anticipated, but a major increase in the national sponsorship made up the shortfall. LMAC directors expressed their thanks to the host, Olds Auction Mart for their contributions and the success of the event.

Moved by Casey Lawes, seconded by Allan Munroe: *that the financial statement presented by the Olds Auction Mart as host of the 2023 convention be accepted. Carried*

Revenue and Expense Statements for 2023 were presented to the board for review:

Moved by Bob Miller, seconded by Casey Lawes: *that the financial statements for 2023 prepared and presented by CEO Rick Wright in the January 20, 2024 meeting book be accepted as presented. Carried*

The LMAC operating budget was presented to the board of directors. The budget was expected to be in the \$47,800 range for 2024.

Moved by Mark Ferraro, seconded by Tyler Cronkhite: *that the 2024 LMAC operating budget be accepted as presented in the January 20, 2024 meeting book. Carried*

The request for a full voting membership at Canadian Cattle Association was revisited. Rick Wright reported that correspondence with CCA was ongoing. CCA reported that it would have to review LMAC eligibility for a full membership. Membership requires that the member organization represent cattle producers. Wright responded that the majority of the members of LMAC own cattle, also that the markets take title to the cattle for the time period after price determination and until the cattle are paid for by the buyers.

LMAC was told that they would be charged the smallest annual assessment set for the smallest current member. That figure would be approximately \$11,000.00 per year. Currently LMAC is an associate member with no annual membership fee. LMAC pays all of their own expenses to attend CCA related meetings.

Moved by Chance Martin, seconded by Allan Munroe: *that LMAC CEO Rick Wright investigate the cost/benefit analysis for LMAC as a full voting member vs. the current associate membership and report to the board at the May 2024 meeting. Carried*

The board reviewed the proposed agenda for the 2024 convention and Canadian Livestock Auctioneering Championships in Waterloo, Ontario May 23 – 26, 2024. The board also received a report on judges, speakers, service providers and the duties of the board members at the convention.

The board reviewed the sponsorship requirements for the 2024 event. Rick Wright reported that inflation had increased the costs of all the items and services required by approximately 25% from 2023. Wright suggested that LMAC could no longer afford to give a complimentary registration to those sponsors at the \$1000 level.

The board discussed the various options for sponsors.

Moved by Chance Martin, seconded Tyler Cronkhite: *that Gold sponsors receive a discount of \$100.00 per registration with a limit of two discounted registrations per sponsor for the 2024 convention. Carried*

Moved by Brock Taylor, seconded by Brent Brooks: *that the six breed association sponsors remain at \$1500 for a buckle sponsor for 2024 and that the six legacy sponsors receive one complimentary registration. Carried*

Each director was assigned a group of potential sponsors to contact for the 2024 convention.

The directors discussed future conventions and locations. It was suggested that 2025 be in Manitoba, 2026 in BC, southern Alberta or Saskatchewan. The 2027 convention will be held at VJV in Ponoka.

Moved by Chance Martin, seconded by Mark Ferraro: *that the 2025 convention be awarded to the Manitoba Livestock Market Association as host, and that MLMA is to report the date and location to the board of directors at the May 2024 meeting. Carried.*

Craig Jacklin reported on LMAC participation in CCA/CFIA tour of the beef sector held in December 2023. Jacklin met with Dr. Heather Brown, the chair of the CFIA traceability sector and other senior CFIA officials. LMAC arranged a stop at the Calgary Stockyards in Strathmore so that the delegation could witness a sale in progress. Jason Danard was the tour host and answered many questions on the process. Jacklin reported that he personally felt that CFIA was leaning towards individual scanning of cattle at the markets. Despite those comments, CFIA had referenced the “Cattle Implementation Committee” recommendations when crafting the proposed regulations.

Jacklin’s time with Dr. Brown resulted in a very open discussion on the proposed traceability regulations. The discussion with Dr. Brown was instrumental in securing a LMAC/CFIA meeting in March.

Ken Perlich, the LMAC representative on the Canadian Cattle Identification Agency provided a written report from CCIA. He reported that Anne Brunet-Burgess had left CCIA and that her replacement was Ashley Scott. Scott comes from the Alberta Lamb Producers Association.

Perlich reported that he did not expect any financial assistance from AAFC for traceability implementation, training and ongoing costs.

The remainder of the report dealt with high frequency tags and their growing popularity. Issues caused by “beef on dairy” feeder cattle and whose authority do they fall under - CCIA or LACTANET - and which tags are used. CCIA is now the chain of custody verifier for the Round Table for Sustainable Beef. Previously, TRUSTBIX provided the service. Perlich’s report on the TACO committee attempts was less than supportive of the current plan to develop an app.

A report from CanFax on the number of beef cows in each province, along with cattle marketings through auction

markets was presented. It showed increased feeder cattle marketings through auction markets west of Quebec in 2023.

The directors reviewed the current LMAC bylaws, constitution, director responsibilities and board governance.

There was discussion on extending the term of president to three years from the current two years. The feeling was that it would allow the president to be a more effective leader by being more familiar with industry issues and industry partners. This would also allow the vice-president more time to train for the position.

Moved by Allan Munroe, seconded by Brock Taylor: *that LMAC board of directors recommends to the membership that the president's term of office be extended from two years to three years. That the constitution be amended to reflect the proposed change on approval from the membership. Carried*

There was discussion on making the full financial report available to the public in the annual report. The discussion also included revisiting registering as a not-for-profit organization and getting a GST number. Those topics will be reintroduced at the next meeting.

There was discussion regarding the authority and duties of the financial committee.

The board members were reminded that they have current financial statements in their meeting books. The provincially appointed directors should be able to answer questions from their prospective organizations when asked.

Moved by Chance Martin, seconded by Allan Munroe: *the LMAC board of directors recommends to the membership that the following amendment be made to the current by-laws with respect to the finance committee.*

That the LMAC finance committee be granted the absolute authority of governing the LMAC financials. The finance committee has the authority to approve the financial reports presented by the administrator at the annual and semi-annual meetings. The finance committee would have the authority to request an audit or review from an independent third party of their choosing. The finance committee would be composed of five (5) members selected from the board of directors. In the event that members of the current board of directors lack the necessary skill-set required, the board would have the authority to appoint special members to the finance committee. The appointed members should be LMAC members in good standing. Carried

The board of directors discussed reviewing their current convention profit sharing policy. The current policy is that the appointed benefactor gets 50% of the retained profits from the convention. In most cases, that is the host provincial organization. The discussion was tabled until the May 2024 meeting.

LMAC representation at the March CCA meeting in Ottawa, the Beef Industry Conference/CCA meeting in Saskatoon, and the LMA annual meeting in Oklahoma City was discussed.

Moved by Chance Martin, Seconded by Mark Ferraro: *that Craig Jacklin and Rick Wright be authorized to attend the Canadian Cattle Association meetings in Ottawa and Saskatoon in 2024. That Craig Jacklin is authorized to attend the LMA meeting in Oklahoma City in June of 2024. LMAC will reimburse travel, registration and out-of-pocket expenses. Carried*

There was discussion on the Brian Good Memorial Scholarship Fund. The directors were asked for their opinions on whether the fundraising auction should be an annual event. The consensus was that consideration be given to a possible donation from the convention profits depending on the success of the event. There were concerns about the ability to support other such requests from other industry partners in the future. It was agreed to review a donation on an annual basis.

Moved by Brent Brooks, that meeting be adjourned at 5:20 p.m.

ST. HELEN'S MEAT PACKERS LIMITED

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CONSULTING
TAX**

 **Highland**
Packers LTD

 **GLACIER**
farmmedia

LMAC

Committees and Representatives

Animal Welfare

Brock Taylor, Larry Witzel, Chance Martin, Mark Ferraro

Auctioneering Competition

Rick Wright, Rob Bergevin, Craig Jacklin, Chance Martin, Brent Brooks, Mark Ferraro

Beef Coalition

Allan Munroe, Rick Wright

Best Practices Development

Rick Wright, Mark Ferraro, Brent Brooks, Craig Jacklin, Allan Munroe

CCA

Rick Wright, Craig Jacklin

CCIA

Ken Perlich

Communications and Promotions

Rick Wright, Allan Munroe, Rob Bergevin

Compliance and Enforcement

Rick Wright, Larry Witzel, Chance Martin

Convention

Rick Wright, Chance Martin, Larry Witzel, Brock Taylor, Mark Ferraro

Electronic Sales

Vacant

E Logs and Hours of Service

Mark Canart, Rick Wright, Craig Jacklin

Finance

Craig Jacklin, Brock Taylor, Bob Miller, Tyler Cronkhite

Hall of Fame

Allan Munroe, Larry Witzel, Bob Miller, Tyler Cronkhite, Brent Brooks

Livestock Transportation

Larry Witzel, Mark Canart, Rick Wright, Tyler Cronkhite, Chance Martin

Labour

Chance Martin, Tyler Cronkhite

Memorial Honour Roll

Bob Miller, Rick Wright, Casey Lawes

Membership

Brock Taylor, Rick Wright, Mark Ferraro

National Farm Animal Council

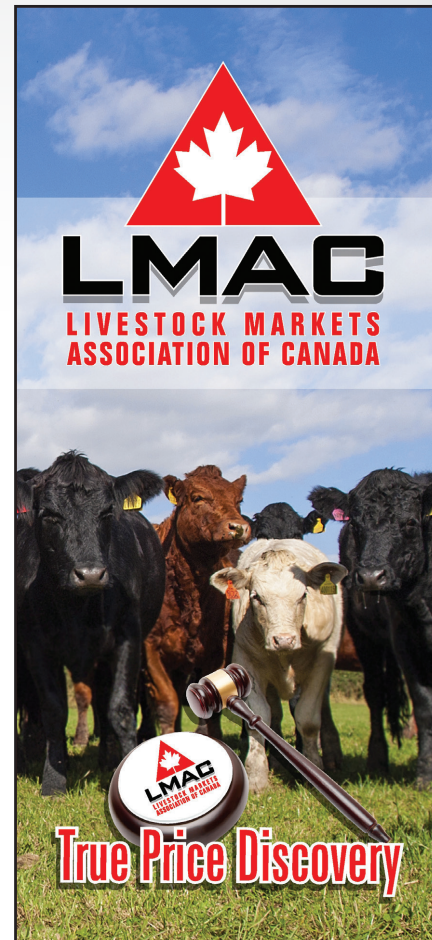
Rob Bergevin, Chance Martin, Rick Wright

Traceability Movement Reporting

Larry Witzel, Rick Wright, Ken Perlich

Transfer of Care

Rick Wright, Brent Brooks, Craig Jacklin, Brock Taylor, Larry Witzel



2024 LMAC Membership List

ALBERTA – Alberta Auction Markets Association

Bow Slope Shipping Association
Brooks, AB

Calgary Stockyards
Strathmore, AB

Dryland Cattle Trading Corp.
Veteran, AB

Foothills Auctioneers Inc.
Stavely, AB

Innisfail Auction Market
Innisfail, AB

Medicine Hat Feeding Co.
Medicine Hat, AB

Olds Auction Mart Ltd
Olds, AB

Perlich Bros. Auction Market Ltd.
Lethbridge, AB

Picture Butte Auction Market
Picture Butte, AB

Provost Livestock Exchange
Provost, AB

Southern Alberta Livestock Exchange
Fort MacLeod, AB

Stettler Auction Mart
Stettler, AB

Thorsby Stockyards Inc.
Thorsby, AB

Vermilion Livestock Exchange
Vermilion, AB

VJV Livestock Marketing Group
Beaverlodge, AB

VJV Livestock Marketing Group
Ponoka, AB

VJV Livestock Marketing Group
Rimbey, AB

VJV Livestock Marketing Group
Westlock, AB

BRITISH COLUMBIA – Mountain Livestock Markets Association

B.C. Livestock Producers Co-Op
Kamloops, BC

B.C. Livestock Producers Co-op
Williams Lake, BC

B.C. Livestock Producers Co-op
Okanagan Falls, BC

B.C. Livestock Producers Co-op
Vanderhoof, BC

Canart Cattle Co. - Mark Canart
Monte Creek, BC

Ellis Cattle Co. - Clint Ellis
Aldergrove, BC

Miane Creek Livestock - Mike Nikolaisen
Armstrong, BC

VJV Livestock Marketing Group
Dawson Creek, BC

MANITOBA – Manitoba Livestock Marketing Association

007 Feeders
Souris, MB

2B Land and Cattle
Ashern, MB

3K Holdings
Roblin, MB

Agri Distributors Inc.
St Paul, MB

Ben Fox
Dauphin, MB

Calgary Stockyards Ltd.
Calgary, AB

Cattlex Ltd. Andy Drake
Hamiota, MB

Chopper K Auction Mart
Alameda, SK

D.J. (Don) MacDonald Livestock
Ninette, MB

Double J Livestock
Winnipeg, MB

Frattinger Cattle Co.
Elkhorn, MB

Gladstone Auction Mart Ltd.
Gladstone, MB

Grunthal Livestock Auction Mart Ltd.
Grunthal, MB

Hamiota Feedlot Ltd.
Hamiota, MB

Heartland Livestock Sales
Brandon, MB

Heartland Livestock
Viriden, MB

Interlake Cattlemen's Co-operative Association Ltd
Ashern, MB

Jack Auction Group
Viriden, MB

Killarney Auction Mart
Killarney, MB

JGL Livestock
Viriden, MB

Martin Livestock
Elkhorn, MB

McDowell Stock Farms
Deleau, MB

McSherry Livestock
Teulon, MB

Montgomery Stock Farms
Wapella, SK

Norman Anderson & Sons
Souris, MB

P Quintaine & Son
Brandon, MB

Penno Livestock
Rivers, MB

Prairie Livestock
Moosomin, SK

Ransom Cattle Co
Boissevain, MB

Rick Wright Cattle Consulting
Viriden, MB

Rockin U Feeders
McGregor, MB

Scott Bros. Livestock
Boissevain, MB

Ste. Rose Auction Mart
Ste. Rose du Lac, MB

Taylor Auctions Exports & Assembly
Melita, MB

Titan Livestock
Hamiota, MB

TJ Livestock
Oakview, MB

WD Livestock
Roblin, MB

Whitewood Livestock Sales
Whitewood, SK

Winnipeg Livestock Sales
Winnipeg, MB

MARITIMES - Atlantic Stockyards Truro, NS

ONTARIO – Ontario Livestock Auction Markets Association

Aylmer Stockyards Inc.
Aylmer, ON

Brussels Livestock Brussels, ON

Cargill Auction Mart Inc.
Cargill, ON

Dave Carson Farms & Auction Services
Listowel, ON

D.H. Hickson Limited – Hoards Station
Campbellford, ON

Embrum Livestock Exchange Ltd.
Greely, ON

Kawartha Lakes Co-operative Auction Market Inc.
Woodville, ON

Keady Livestock Market
Tara, ON

Maple Hill Auctions Ltd.
Hanover, ON

Ontario Livestock Exchange Inc.
Waterloo, ON

Ontario Stockyards Inc.
Cookstown, ON

Ottawa Livestock Exchange
Greely, ON

Renfrew-Pontiac Livestock Ltd.
Cobden, ON

QUEBEC

Reseau Encans, Edoardo Maciocia
St-Isidore, QC

Reseau Encans, Mario Maciocia
St- Hyacinthe, QC

Reseau Encans, Mario Maciocia
Dannville, QC

SASKATCHEWAN – Livestock Marketers of Saskatchewan

Calgary Stockyards Ltd.
Calgary, AB

Canadian Cattle Buyers Credit
Moosejaw, SK

Cowtown Livestock Exchange
Maple Creek, MB

Eaton Livestock
Lloydminster, SK

Heartland Livestock Services
St. Albert, AB

Heebner Cattle Co.
Westlock, AB

Holdstock Livestock
Weyburn, SK

JGL Grain
Moose Jaw, SK

JGL Livestock
Moose Jaw, SK

Johnstone Auction Mart Ltd
Moose Jaw, SK

Kelvington Stockyards
Kelvington, SK

Mankota Stockmen's Weigh Co.
Mankota, SK

Meadow Lake Stockyards Ltd
Meadow Lake, SK

Miller Livestock
Saskatoon, SK

Northern Livestock Sales
Lloydminster, SK

Northern Livestock Sales
Prince Albert, SK

Prairie Livestock
Moosomin, SK

Provost Livestock Exchange
Provost, AB

Saskatoon Livestock Sales
Saskatoon, SK

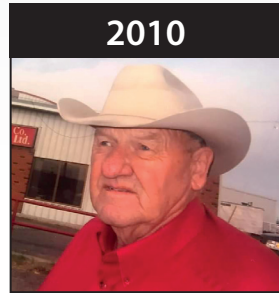
Titan Livestock
St. Albert, AB

Weyburn Livestock Exchange
Weyburn, SK

Whitewood Livestock Sales
Whitewood, SK

LIVESTOCK MARKETS ASSOCIATION OF CANADA
Hall of Fame Inductees

The LMAC Hall of Fame was established to recognize those individuals who have devoted time and made extraordinary contributions to LMAC and the livestock marketing industry. These individuals are leaders in the industry and were difference makers on both a national and provincial level.



RALPH VOLD
 Ponoka, AB



ROY RUTLEDGE
 Assiniboia, SK



KEN HURLBURT
 Lethbridge, AB



JIM WIDEMAN
 Waterloo, ON



RICK WRIGHT
 Virden, MB



LARRY WITZEL
 Waterloo, ON



MIKE FLEURY
 Aberdeen, SK



BLAIR VOLD
 Ponoka, AB



GENE PARKS
 Whitewood, SK



RON SIM
 Red Deer, AB



BILL JAMESON
 Moose Jaw, SK



DANNY ROSEHILL
 Olds, AB



2023 Canadian Livestock Auctioneer Championship Trailer



The 2024 Canadian champion will receive a full one-year use of a 2024 24-foot Gooseneck EBY Maverick all Aluminum Gooseneck Livestock Trailer, retailing at over \$50,000.00. The trailer will come fully equipped for farm and ranch use and logo'd with the Champion's name and status as well as sponsor information.

The trailer must be insured with all perils at new replacement cost coverage in the champion's name, showing T Down Trailers Ltd. as the payee and plated in the Champion's name in their respective province showing T Down Trailers Ltd. as the lessor. The champion will be responsible for these two costs. A written contract will be signed at the convention agreeing to the terms and conditions, and arrangements will be made to deliver the trailer.

At the end of the one-year term, the Champion will agree to return the trailer to a designated EBY dealership in clean condition with the normal wear and tear, or will have the first option to purchase the unit at a reduced rate from T-Down Trailers Ltd. financing; a lease to own arrangement can be negotiated on request from the winner. If the winner wishes to upgrade the trailer to a different unit, with the intention of keeping the unit in the future, he may do so by paying for the upgrades at the beginning of the term and realizing the discount at the end of one year.

Ross W. Annett T Down Trailer Sales

LIVESTOCK MARKETS ASSOCIATION OF CANADA Industry Champion Award

The Livestock Markets Association of Canada developed the Industry Champion Award to recognize individuals that have shown extraordinary leadership, promotion and involvement in the Canadian Livestock Marketing Industry. Possible candidates are nominated to the LMAC board of directors and their nomination is reviewed. Nominees do not have to be a member of LMAC. Winners in the past have set the bar for dedication to the industry. Their work promoting true price discovery, livestock marketing and beef production business has benefited the Canadian cattle industry.

In the past 15 years there have only been four candidates that have been deemed worthy of this award. It is truly LMAC's most prestigious award.



2023 Rob Bergevin
Foothills Auctioneers Inc.
Market Operator



2019 Brian Good
Canadian Angus
Association Representative



2017 Danny Skeels
World, Canadian and International
Auctioneering Champion



2012 Steve Primrose
Primrose Livestock
Cattle Buyer

LIVESTOCK MARKETS ASSOCIATION OF CANADA
Memorial Honour Roll

The Livestock Markets Association Canada has introduced the "Memorial Honour Roll". The idea is to recognize persons in the livestock marketing industry who were influential in, and have left a positive mark on, the marketing sector. These nominees have passed on, but LMAC feels that it is important to recognize their contributions to the industry they dedicated their lives to. They were leaders in the industry and have been nominated to the Honour Roll by their Provincial Associations or LMAC.



Leonard Patterson
 Patterson's Auction Mart
 Dawson Creek, BC



Terry Schetzle
 Dryland Cattle Trading Corp.
 Veteran, AB



Sheldon Nicholson
 Heartland Livestock Services
 Yorkton, SK



Pete Gregory
 Union Stockyards
 Winnipeg, MB



Bruce McCall
 Brussels Stockyards
 Brussels, ON



John Milne
 LMAC Secretary
 Lethbridge, AB



Jim Raffan
 Livestock Dealer
 Kamloops, BC



Bert Lesage
 Order Buyer
 Notre Dame de Lourdes, MB



Stewart "Bud" Brown
 Melbourne Stockyards
 Melbourne, ON



Al Campbell
 Hartford Insurance
 Winnipeg, MB



Charlie McKay
 Stettler Auction Mart
 Stettler, AB



Carl F. Hickson
 Hoards Station Sale Barn/
 Lindsay Sale Barn
 Lindsay, ON



Carl "Slim" Dorin
 Cattle Buyer
 Kamloops, BC



Don Masson
 Ste. Rose Auction Mart,
 Ste. Rose du Lac, MB



Jack Daines
 Innisfail Auction Mart
 Innisfail AB



Brian Hill
 Order Buyer
 Kersley, BC



John Heebner
 Market Manager/Builder
 Saskatchewan Wheat Pool/
 Heartland Livestock



Murray Morrison
 Ontario Stockyards Inc.
 Cookstown, Ont.



Brian Good
 Industry Champion
 Red Deer, AB



Bruce Whyte
 Mountain Markets Assoc.
 Kamloops, BC



Ron Northcott
 Order Buyer
 Regina, Sask.



James (Jimmy O) Oldershaw
 Order Buyer
 Winnipeg, MB



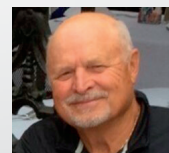
2024 INDUCTEES



Doug Jackson
 Cattle Buyer
 Winnipeg, MB



Fred Jacklin
 Maple Hill Auction
 Hanover, Ont



Jim Wideman
 LMAC Administrator
 Waterloo, Ont

LIVESTOCK MARKETS ASSOCIATION OF CANADA

Annual Report

CCA President's Update



In late March, the government announced the Advanced Payment Program (APP) will have a \$250,000 interest-free limit for the 2024 program year. We are also glad to see that the government will continue to review APP to improve program delivery and reduce the administrative burden for producers. We have farms and ranches to tend to and the less paperwork, the better. Without this push, the amount would have reverted back to \$100,000. We will keep pursuing multi-year interest-free commitments moving forward rather than year-to-year changes.

We are also cautiously optimistic that the Government recognized the Livestock Tax Deferral's effectiveness in providing relief for producers in the Budget and recognized it as a crucial tool for producers in times of natural disasters such as drought or floods. The CCA has also requested a change to the Income Tax Act to include all classes of cattle and to allow producers to self-elect when they need to use the deferral.

Changes to capital gains in the Budget have the potential to be negative for producers and time will reveal the impacts of these proposed changes. Taxation details like this are operation specific depending on your structure. This change is one to discuss with a tax professional. The fuel tax credit proposed for 2019 to 2024 also could be promising for ranchers and farmers, but the amount of red tape required to qualify has not yet been laid out. Our staff team will be further assessing these potential opportunities and will continue to advocate for relief and positive supports as they are brought forward for official Government approval.

More positive news is the Government's supporting efforts to amend the Copyright Act to help achieve interoperability between devices and equipment. We look forward to taking part in consultations in June and to seeing more details announced shortly.

South of the border, we're keeping the communication lines wide open with our US counterparts on all fronts including anything that is affecting beef herds there. The Voluntary Product of USA labelling announcement happened in April but doesn't go into effect until 2026 so we won't be able to assess any effects it may have on Canadian beef until at least some time after that. We are also working with CFIA and keeping a very close eye on what's happening in the dairy industry with the Highly Pathogenic Avian Influenza (HPAI) virus. It hasn't been reported in any cattle (dairy or beef) in Canada but rest assured that our CCA team is on top of the latest scientific developments on this issue.

In April, we traveled to South Korea and later in May we'll spend some time in the Indo Pacific to cultivate trade relationships and pave the way for increased trade opportunities.

We appreciate the strong relationship we have with LMMA and look forward to working with Rick and his team and Board on common goals and initiatives.

Nathan Phinney
President, CCA



LIVESTOCK MARKETS ASSOCIATION OF CANADA CCA Committee Reports

2024



Animal Health and Care Committee Update

The Animal Health and Care Committee promotes policies that mitigate the threat of foreign animal diseases, protect the health of our domestic herd, and build confidence that our production practices promote and protect the welfare of our stock.

CCA is engaged in preparedness work to bolster ourselves against the threat of Foot and Mouth Disease (FMD) virus. Our industry is reliant on market access and international trade and any incursion of FMD would close borders to live animal and meat trade until freedom from the virus was demonstrated. In 2023, CCA lobbied for a Canadian FMD Vaccine Bank and it came to fruition. Importantly, this included a substantial investment for preparedness work. We are working with government and other at-risk industries to operationalize vaccine delivery plans should 'The Bank' ever be needed. This is the first step in a vision to modernize the beef sector's FMD plans and ensure every operation is informed and has access to the necessary tools to prepare.

The 3 pillars of disease prevention & preparedness are biosecurity, surveillance, and traceability. In 2023, the proposed revisions to the Health of Animals Act Traceability Regulations were published in Canada Gazette 1. This milestone was achieved after a decade of collaborative work between the beef sector and the Canadian Food Inspection Agency (CFIA). Our efforts resulted in revisions that closely followed the Cattle Implementation Plan which is our roadmap to a sustainable, effective and efficient traceability system. We will continue to advocate for a system that is feasible to comply with, affordable, and benefits our sector. CCA is convening stakeholders to ensure technology is available that enables participation and provides value to producers.

Animal welfare includes, but goes beyond, animal health. While CCA works to prevent the one-off catastrophes such as FMD, we must also strive to deliver excellence in animal welfare and tell our story. The Codes of Practice provide a standard for welfare practices.

CCA is leading a revision and update to the Beef Codes of Practice, beginning in April 2024. An updated Code of Practice will continue to build the confidence of consumers, retailers, and regulators while demonstrating our commitment to continuous improvement.

Domestic Agriculture Committee Update

Every year is a busy year for the Domestic Agriculture file, and this year is no different. From substantive discussions around BRM programming, to frequent government consultations, to improving Canada's regulatory regime to make our sector more economically competitive, 2023 has been a productive year for our advocacy and policy work. As we move towards the second half of the Sustainable Canadian Agricultural Partnership (SCAP), we want to make sure that BRM programs are flexible, timely, and relevant to our producers. CCA has been engaged in numerous discussions around modifying programs like AgriRecovery and AgriStability to make them more responsive for producers.

Outside of BRM discussions, CCA is also engaged with the federal government on issues such as regulatory reform, internal trade, and sustainability reporting. We look forward to another productive year in 2024 as we move these conversations forward.

Additional 2024 Initiatives:

- Amending the Livestock Tax Deferral (LTD) provision in the Income Tax Act to better support producers in climate adaptation by giving them the ability to self-elect while including all classes of cattle, not just breeding herd.
- Continuing to lead discussions on using perennial forage insurance as a tool for producers in mitigating the impacts of extreme weather events.
- Working towards creating a level playing field for cattle producers against other agricultural producers in Canada and those in other countries.

Ensuring industry-led environmental assessments, such as through VBP+ or CRSB, are accepted under AgriInvest criteria.



Canfax Report

April 22, 2024



Canadian auction market volumes in 2023 (including feeder cattle, cows, bulls, and electronic/satellite) totaled 3.2 million head, up 7% from 2022 and down 2.3% from the five-year average. Auction market volumes increased in Manitoba (+13%), Alberta (+9%), British Columbia (+4%), Ontario (+3%), and Saskatchewan (+1%).

The number of cattle marketed through electronic/satellite auctions at 459,290 head in 2023, was up a substantial 36% from 2022 and represented 16% of all Western auction market volumes. This was a new record high portion going through electronic/satellite auctions, surpassing the 13% in 2021. This allowed Canfax to report on fall delivery sales in August.

Alberta fed steers averaged \$225/cwt in 2023, up 31% from 2022 and surpassing the 2015 high. Profits in the Western feedlot sector (based on cash sales with no risk management) significantly improved with margins in the black from April to November before dropping to be negative in December as fed prices dropped following news of larger US September placements. Ontario fed steers averaged \$228/cwt, up 27% from 2022, with a cash-to-futures basis that was weaker than the five-year average. Alberta had a premium over Ontario fed cattle from April through August 2023 with an annual average discount of \$1.40/cwt.

Alberta 5-600 lb steers averaged \$354/cwt in 2023, up 44% from 2022, and reached new record highs in September. Ontario 5-600 lb steers rallied earlier than the west with more volatility, and never quite found the same tailwinds that pushed Alberta calves to \$400/cwt. Ontario 5-600 lb steers averaged \$327/cwt, 35% higher than 2021.

Alberta 850 lb steers averaged \$287/cwt, up 36% from 2022, with prices following seasonal trends to a September peak. Demand was strong from feedlots and resulted in a significant price premium compared to the five-year average, especially in the last half of the year. Ontario 850 lb steers kept pace with their Alberta counterparts, increasing 35% from 2022 to \$285/cwt.

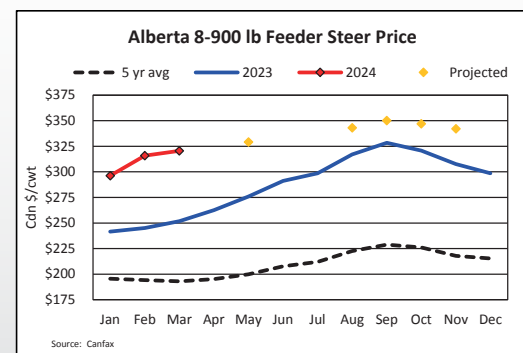
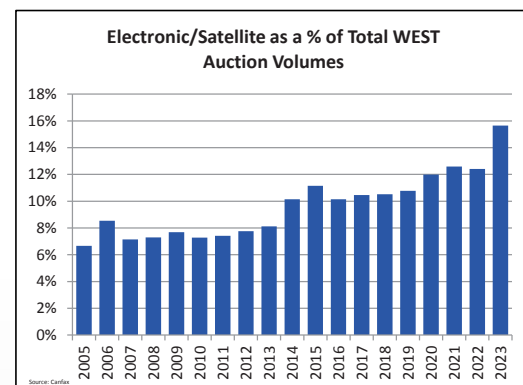
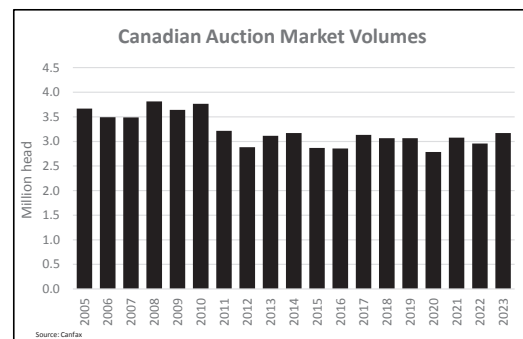
Cull cow prices followed seasonal trends, Alberta D2 cows had a premium over Ontario for most of the year (exceptions were February and September) with an annual average of \$77/cwt. Alberta D2 cows were up 37% from 2022 at \$133/cwt, just over the 2015 average; and Ontario D2 cows were up 25% from 2022 at \$126/cwt, to be a new record high. Alberta cows had a strong premium over the US from May through July; but overall for the year were steady with US utility cow prices.

Fall 2024 Feeder Cattle Outlook

North American cattle inventories are set to decline for the next two years, with tighter supplies driving prices higher. Feeder prices in early 2024, were supported by feed grain prices dropping. Price corrections have occurred in the first

quarter of 2024, as heavier carcass weights encouraged by record high fed cattle prices have resulted in upward revisions to US beef production estimates. All indicators point to a fall calf run that is projected to be steady with last fall. Livestock Price Insurance is offering top coverage levels above \$370/cwt. The yearling grasser run is currently projected to have a seasonal rally with the third quarter on-track to make a new record high. While calf prices are expected to have a more seasonal decline through the fall run.

Canfax is Canada's source for cattle market information. Canfax has provided analysis of markets and trends in the ever-changing North American beef industry for over 50 years. Cattlemen, feedlot managers and agri-business professionals rely on accurate, relevant and timely information as an essential tool for maximizing profit and managing risk in today's beef sector. For ongoing market analysis and to become a Canfax member, visit: www.canfax.ca.



UPDATE TO LMAC APRIL, 2023 CCIA Year in Review

Ashley Scott – General Manager



2023 saw the CCIA reach the milestone of 25 years of service to industry, as we continue to support Canada's worldclass traceability program, and expand our portfolio of value added services. We also saw our Calgary National Distribution Centre pass its first year of service, in which, so far, it has distributed more than 4 million RFID indicators across Canada.

I am delighted to be joining the CCIA at this exciting time as General Manager, and I'm looking forward to developing and building our partnership with the LMAC.

Proposed Regulatory Amendments

In March the Canadian Food Inspection Agency (CFIA) published proposed amendments to Part XV Health of Animals Regulations (Identification and Traceability), opening a consultation period which ran until June. The CCIA was active in encouraging members of industry to study the proposals and submit their comments to the CFIA; and in consultation with its own Board, the CCIA has also submitted its own feedback on those areas where it was felt appropriate to do so. The CFIA has yet to publish a timetable of next steps as it continues to review industry feedback to the proposed changes.

CBIC

As part of the 2023 Canadian Beef Industry Conference (CBIC), the CCIA was very proud to host over 100 industry guests at its new Calgary office – the first time the CCIA has opened its doors publicly at this location. Guests were treated to a freshly cooked breakfast before touring our National Distribution Centre, meeting staff and board members, plus getting the opportunity to discuss any questions or concerns regarding their CLTS accounts with our Client Support Team. In addition, special presentations were given to delegates on tag application and UHF technology advances. We received unanimously positive feedback from our visitors, and it was a real pleasure to meet with so many new, and familiar, faces.

UHF Data Project

In late 2023 the CCIA published its summary report into its Canadian Livestock Industry Traceability Movement Data Project, which included a trial of UHF technology. The primary goal of the project was to demonstrate the suitability of automated data reporters (scanners / dataloggers) to collect and report traceability events across a number of co-mingling settings in Canada. This test equipment would record livestock movement events and report them directly to a project server, and ultimately to the CLTS. The quality of data captured would measure the accuracy of the reporting and allow for respective recommendations to industry on the future adoption of automated event capture. A copy of the report summary can be found on the CCIA website at www.canadaid.ca

Chain of Custody

In October we were thrilled to announce that the Canadian Roundtable for Sustainable Beef (CRSB) had chosen the CCIA to become the only provider of Chain of Custody (COC) verification for their Certified Sustainable Beef Framework (CSBF) across Canada

(excluding Quebec). Certified producers working to the CRSB guidelines will now be able to manage their commitments to the program through the Canadian Livestock Tracking System (CLTS) database, and as such will be supported by the CCIA as and when they need assistance. The agreement between the CCIA and CRSB provides a single source of verification to Canada's sustainable beef program, making it clearer and easier to navigate for certified producers. Producers will now be able to see the "CRSB Certified" status of their cattle's identification indicators as those indicators/cattle move across the supply chain through their CLTS accounts.

Retention Matters

Late 2023 saw the launch of a new nationwide campaign aimed at improving producers experience with tag retention. While the issue is, fortunately, not widespread, the CCIA believes the time is right, ahead of the proposed new CFIA regulations, to visit this topic, and deliver new and revised resources on how to achieve the best tag retention. Called "Retention Matters", the initiative has its own dedicated website which will be updated regularly throughout 2024, and will be supported by a dedicated online and print media campaign. To learn more please visit www.retentionmatters.ca.

2024 CCIA Board of Directors

CCIA held its Annual General Meeting on April 10, followed by a meeting of the Board of Directors. Following the end of his term, we are pleased to announce that Howard Bekkering (ABP) has succeeded Lyle Miller (ACFA) as Chair, and that Ivan Johnson (MBC) has taken the position of Vice-Chair. The Executive Committee welcomes Ducean Barnett (BCCA) as member at large, who joins Dr. Oliver Schunicht (CVMA), Finance Chair, and Ken Perlich (LMAC), member at large.

New members to the Board include Keith Gregory (Alberta Cattle Feeder's Association), and Brian English (Manitoba Beef Producers). They join Matt Bowman (CCA), Sylvain Bourque (QBP), Cam Daniels (CMA), Kim O'Neil (CMA), Don Hargrave (BFO), Yvonne Mills (CBA), Corlena Patterson (CSF), David Saretsky (CLDA), Ryder Lee (CCA), Matthew Atkinson (CCA) and Jason Pollock (SSGA).

Anne Brunet-Burgess

In December the CCIA bid a fond farewell to General Manager, Anne Brunet-Burgess, who had led the Agency since 2015. Anne was an incredible advocate for the Canadian traceability program and helped spearhead several value-added service initiatives to assist the organization's growth and develop its reputation within the data management sector. Anne will be greatly missed by CCIA staff and board members alike.

Your feedback is important

We are always looking for ways to improve our service and support, and value your feedback. Please contact us any time at 1-877-909-2333 or info@canadaid.ca.

LIVESTOCK MARKETS ASSOCIATION OF CANADA

Beef Check-Off Agency Report

Your Beef Check-Off: Working for You ~ Jeff Smith - President



The last full fiscal year available for reporting is the 2022/23 year, ended March 31, 2023. The total revenue for the Canadian Beef Check-Off Agency was \$18,299,587 on cattle marketed, net of the provincial portion of the federal levy.

The total check-off funds collected from cattle marketings were allocated as:

- 55 per cent to market development and promotion
- 27 per cent to research
- 12 per cent retained by provincial cattle associations for regional marketing and research
- 6 per cent to public and stakeholder engagement

The import levy on beef cattle, beef and beef products imported into Canada was collected at a rate of \$1 per head equivalent, for a total of \$1,185,129. These funds, net administration, are allocated to unbranded, generic beef marketing such as nutrition marketing, recipe development and culinary skills education. A total of \$812,178 was spent on the administration of the Agency and the Board, which was under budget by \$104,822.

Last year, the Agency completed an evaluation on the current administration fee structure that is paid to provincial cattle associations who remit check-off to the Agency. After hearing from provincial cattle associations, and after analyzing the structure of the fees put in place nearly 20 years ago, the Agency developed a new framework to increase the administration fees paid to collectors from 2 cents per head, to 2% of the national check-off collected in that province. The fee can be invested in any area that the association sees fit, whether for administration cost recovery, operations, or other costs. The new fee structure is estimated to return approximately \$339,000 to provincial cattle associations and was implemented on April 1, 2024.

The Agency's appointed inspectors conducted multiple field and provincial association audits last year. A contract inspection program with Veal Farmers of Ontario (VFO) showed value to both the VFO and the Agency, with an "education first" strategy. Field inspections in Manitoba, British Columbia, Ontario, and Saskatchewan resulted in identifying over \$360,000 in unremitted check-off. In addition, three provincial cattle association audits have been completed, where both efficiencies and error corrections were implemented. Through ongoing audits, we have found that most dealers and auction markets are doing the right thing when it comes to check-off

collection. We have found instances where auction markets have over collected and were refunded, and have worked with multiple auction markets to update their programs to reduce errors and create efficiencies.

The inspection program will continue to grow across the country, as inspectors work to build relationships with cattle marketers and auction markets, processors, and grassroots producers. Most of the audits and inspections that are completed would be considered "friendly," and focus more on education of collection and remittance and ensuring that all players in Canada's beef industry are operating on a level playing field. A continued interest in ways to engage with Canadian beef industry players is always top of mind for the Agency and is always seeking partnerships to communicate the basics of check-off to those who are most involved.

The Agency continues to be a go-to source for cattle marketing data in Canada. With one of the most accurate sets of data for number of marketings in the country, the Agency has found opportunities to work with stakeholder groups and larger industry organizations to help create more accurate data sets. This could add value to producers and producer groups who rely on accurate data from these organizations to make business or program decisions.

Jeff Smith
Chair, Canadian Beef Check-Off Agency

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NATIONAL CATTLE FEEDERS' ASSOCIATION (NCFA) 2023 REPORT for LMAC

WILL LOWE, Chair



In the last year, Canadian cattle feeders encountered significant hurdles, including drought, transportation difficulties, and demands to cut down greenhouse gas emissions. All of these have had substantial economic impacts on producers and NCFA works with government and other stakeholders to deliver pragmatic and timely solutions.

With our industry partners, NCFA has provided impactful solutions to Canadian cattle feeders and the broader beef industry. Our concerted efforts have reduced barriers and leveraged opportunities for growth and competitiveness among Canadian fed cattle producers. NCFA action on key issues in 2023 include:

- Submissions and engagement related to forthcoming traceability regulations, including a feedlot and auction mart tour with key CFIA representatives to demonstrate the implications of some of the new requirements.
- Successful lobbying for Federal government commitment to a Foot & Mouth Disease (FMD) vaccine bank and preparedness strategy. NCFA is working closely with CFIA and industry to build an effective response plan.
- Continuing to lead the work with the National Working Group on Animal Transport as it relates to electronic logging devices (hours of service) for commercial vehicle drivers. NCFA advocacy efforts triggered a study by the House of Commons Agriculture Committee on the issue. Advocacy efforts will continue in 2024 in partnership with multiple political champions we have secured on this issue.

- Securing ongoing improvements to the temporary foreign workers program and permanent residency pathways while advocating for a long-term agriculture labour strategy.
- Successfully advocating the government to commit to legislative changes to exempt Canadian farmers from reporting obligations within the Underused Housing Tax.
- Numerous policy and regulatory submissions to the federal government on NCFA priorities including trade, transport, labour, traceability, country of origin labelling, climate, feed, antimicrobial resistance, replacement workers and school food policy.
- NCFA actively advocated on multiple pieces of legislation including Bill C-282 (protecting supply management at trade table) and Bill C-234 (removing carbon tax from propane and natural gas use on farm).

INDUSTRY DEVELOPMENT AND COLLABORATION

NCFA and its members identify the issues that are of greatest importance to fed cattle producers and ensure we are a lead voice in Ottawa on those priorities. We partner with other national organizations to provide a key perspective to government on issues that cut-across the beef value chain or across the entire agriculture sector. Collectively, NCFA provincial members strengthen our national voice through coordinated advocacy efforts in regions across Canada. We greatly appreciate the collaboration between NCFA and LMAC on issues that impact both of our sectors and look forward to continuing that relationship to help drive success in the Canadian beef industry.

Sincerely,
Will Lowe
Chair



Verified Beef Production Plus

LMAC REPORT

Shannon Argent, VBP+ Business Manager

www.verifiedbeef.ca



Verified Beef Production Plus (VBP+) and VBP+ Delivery Services Inc. (VBP+ Inc.) deliver training and certification services to Canadian beef producers across all provinces and sectors.

VBP+ delivers training on best management practices and requirements/recommendations for successful certification. Training is delivered three ways, on-line through www.canadiancattlelearningcenter.com, and in-person/webinar through provincial coordinators.

The number of producers who have taken VBP+ training has been steadily increasing with the largest percentage taken through in person workshops, some of them through partnerships with auction markets. In-person training can focus on all or selected modules of the VBP+ training, depending on time availability. Modules related to On-Farm Food Safety and Biosecurity are popular and timely modules. If your auction mart sees value in training new employees prior to fall run in best management practices in these or any of our modules or want to host producers at your venue through a workshop, contact your provincial coordinator. You can find the list of our provincial coordinators here. Be sure to check out the provincial SCAP (Sustainable Canadian Agriculture Partnership) funding available in Saskatchewan for equipment linked to VBP+ training completion.

Over the 2023 year, we have seen a decrease in numbers of certified operations, but head numbers under the management of certified operations have remained relatively stable. Acres under the management of certified operations continues to increase as more and more operations complete reporting. Head numbers and acre numbers are self-reported by producers and requested for update annually with renewal events. (See Figures 1-3)

Producer value attached to certification continues to be varied according to region. In Saskatchewan, for example, numbers of new and renewed certifications remain positive due to provincial investments in infrastructure linked to positive animal health and biosecurity outcomes through the SCAP - Beef Cattle - Animal Health and Biosecurity Producer Program with eligibility contingent on VBP+ certification and/or training.

Certifications, such as CRSB (Canadian Roundtable for Sustainable Beef) certification, are delivered alongside VBP+ certification and provide value linked to member investments in certification. The Cargill Certification Recognition Credits, Cargill Qualifying Cattle Credits and FCC (Farm Credit Canada)'s Sustainability Incentive Programs are good examples of incentives linked to CRSB certification.

It is positive that the Cargill Certification Recognition Credit, which provides up to \$400 for operations that did not receive that amount through Cargill Qualifying Cattle Credits was renewed for the 2023 year. Clients of FCC should also keep an eye out on the re-opening of the Sustainability Incentive Program towards the end of May 2024. This program provides direct incentive to an operation achieving or maintaining their CRSB certification. Programs like this are valuable as they provide a direct incentive to operations without the pressure on purchasing operations to maintain a chain of custody.

Producer interest in advertising cattle for sale at auction markets and online selling platforms remains positive. There were over 50 VBP+ certified operations that advertised the cattle, and associated attributes, booked or listed to sell to our sale listing feature. We appreciate the efforts of the members of LMAC to recognize the certifications and attributes of the cattle for sale by Canadian beef producers.

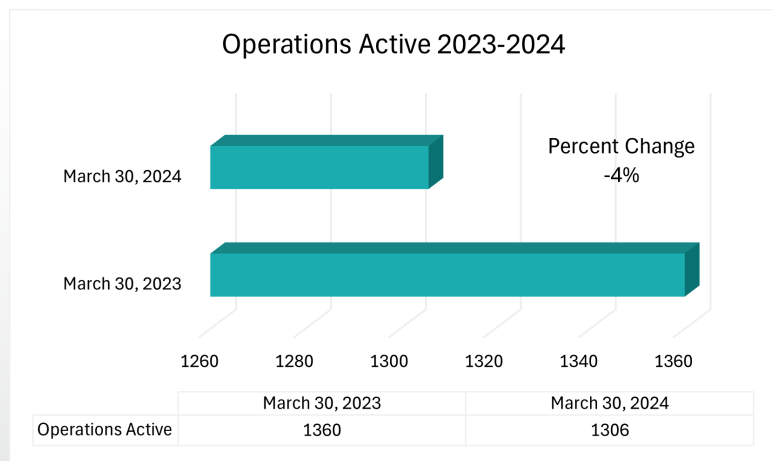


Figure 1 – Active Operations March 31, 2023-March 31, 2024. Source: VBP+ internal data

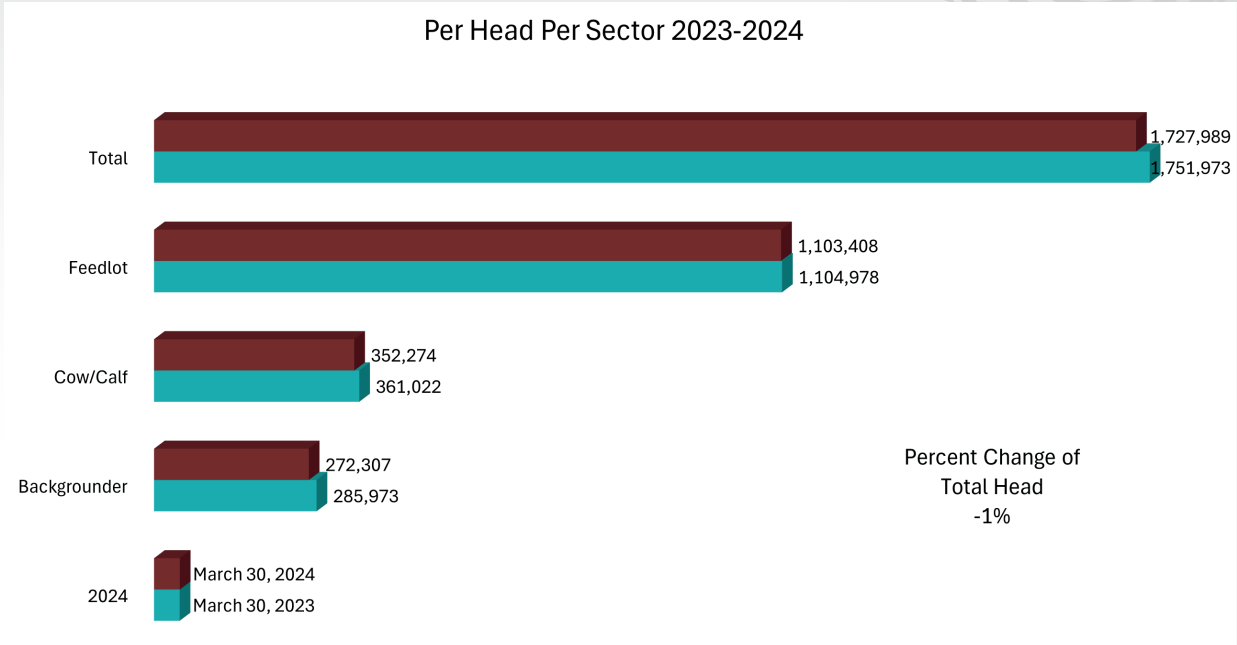


Figure 2 – Head numbers under the management of VBP+ certified operations per head/per sector - March 31, 2023-March 31, 2024. Source: VBP+ internal data

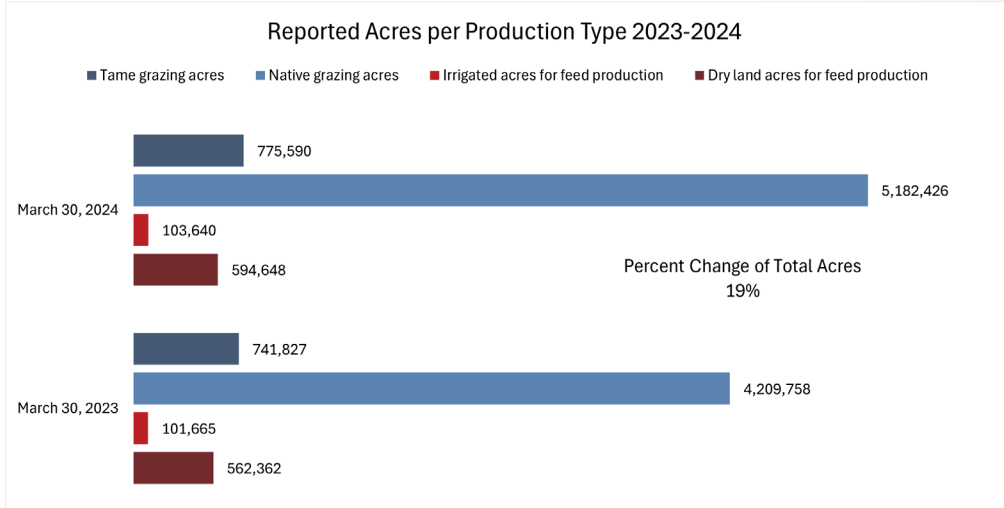


Figure 3 – Acres under the management of VBP+ certified operations from March 31, 2023-March 31, 2024. Source: VBP+ internal data

▼ Alberta		46.55%	27
▼ AB		22.41%	13
▼ Saskatchewan		8.62%	5
▼ BC		6.90%	4
▼ Manitoba		5.17%	3

Figure 4 – VBP+ Sales Listing Survey responses as of March 2024, distribution per province. Source: VBP+ internal data

CANADIAN ROUNDTABLE FOR SUSTAINABLE BEEF 2023 REPORT for LMAC

RYAN BEIERBACH, Chair



MISSION: To advance, measure and communicate continuous improvement in sustainability of the Canadian beef value chain.



The Canadian Roundtable for Sustainable Beef (CRSB) was founded in 2014, and we are proud to be celebrating our 10th anniversary this year.

The CRSB measures the environmental, social and economic sustainability performance of the Canadian beef value chain through our National Beef Sustainability Assessment, and identifies improvement areas through our Sustainability Strategy. Engagement and communications is also a cornerstone of our work.

The CRSB is led by our multi-stakeholder membership, guided by an elected Council and four committees, with over 50% member organization participation. Our membership continues to grow steadily.

The Certified Sustainable Beef Framework, known as CRSB Certified, provides credible assurances for the production, processing and sourcing of beef through certified supply chains in Canada. The Canadian Cattle Identification Agency delivers live cattle chain of custody for the program, outside of Quebec. Producers can search the CRSB Certified status of a tag (yes or no) on the Canadian Livestock Tracking System.

✓ An estimated 20% of Canadian beef cattle herd spent time under the management of CRSB Certified Operations

✓ Approximately 5.7 million acres of land under the management of CRSB Certified Operations – 4.9 million of which are estimated to be native grazing acres.

Demand for CRSB Certified beef remains strong; there are several companies sourcing through the program, and three major Canadian retailers have made commitments for future sourcing.

Sourcing beef from CRSB Certified Operations



Recent Milestones

- ✓ Completed the second [National Beef Sustainability Assessment and Strategy](#), published in January 2024. A scientific paper highlighting the environmental sustainability of beef production was peer-reviewed and published in the Canadian Journal of Animal Science.
- ✓ Completed the first review of the Certified Sustainable Beef Framework
- ✓ Received Ducks Unlimited Canada's inaugural Conservation Award of Distinction



The "Look for the Mark" digital marketing campaign raised awareness of the CRSB Certified logo with a variety of consumer audiences, and won a Best of CAMA (Canadian Agri-Marketers Alliance) award. CRSB continues to be at the forefront of beef sustainability conversations in Canada and we look forward to continue partnering to meet common goals, and to promote the value of sustainability programs for Canadian beef producers.

LIVESTOCK MARKETS ASSOCIATION OF CANADA

Jesse Lawes

2023 Champion

It only took Jesse Lawes three tries to win the Canadian Livestock Auctioneering Championship. Since the first time he stepped behind the mic at the 2019 LMAC Championships, his goal was to be the Canadian Champion. The third generation auctioneer from the Provost Livestock Exchange is a true competitor on and off the auction stand.

Lawes started working at the Provost Livestock Exchange when he was 10 years old. His interest in the livestock auction business led him to attend the Western College of Auctioneering in Billings, Montana in 2010 along with his brother Casey. Lawes says, "I always liked the auctioneering and admired it. It's a skill that is pretty tough to get. I just liked the challenge."

In the early years at the local auction market, Jesse had a number of positive mentors. His grandfather Jack purchased the local market in 1976 and was an auctioneer. His father Dean worked his way up through the ranks to become a partner, and an accomplished auctioneer with a fine reputation in the cattle marketing industry in the Provost area. It was just a natural progression that Jesse Lawes would continue the family tradition behind the mic. Jesse credits the encouragement from the people in the area for supporting his decision to be a livestock marketer.

Although in his early 30's, Jesse has a pretty good handle on the livestock marketing industry. He has the passion

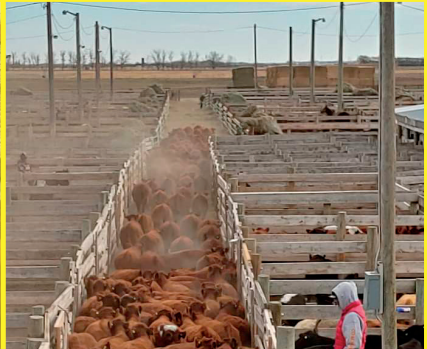
for the industry and truly works on behalf of the producers who trust the Lawes family to market their livestock. Although he was able to capture the Canadian crown at such an early age, he is humble and has the right attitude.

"It's been a huge goal of mine to try to be at the top of the auctioneering game," Lawes says. "I think it's just one part of being the best cattle marketer that you can be. And being a third-generation auctioneer, and it's something our family is somewhat known for, it just feels good to be able to reach a high level!"

The Lawes family purchased the market at Vermilion and the brothers are very instrumental in bringing that auction market back to its past glory days. After winning the LMAC championships, Lawes represented LMAC at the International Livestock Auctioneering Championship at the Calgary Stampede. He placed fourth in a very strong field of auctioneers from both Canada and the United States.

Lawes is the kind of champion that LMAC looks for as its representative. Professional, personable, focused and knowledgeable about not just the cattle markets but industry issues that impact "True Price Discovery" at the auction markets. Lawes is a dedicated family man and is true gentleman. The future livestock auction industry is in good hands under leadership of people such as Jesse Lawes.





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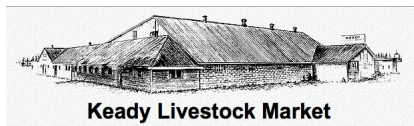


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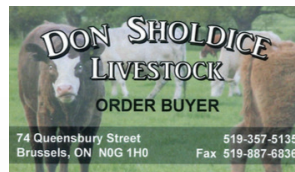
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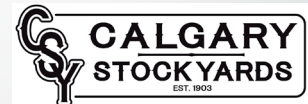
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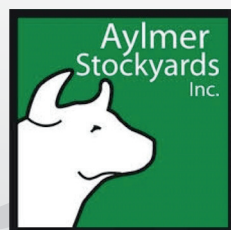


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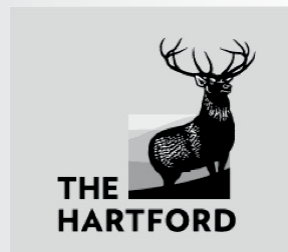
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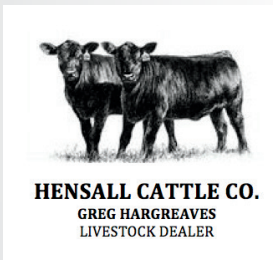


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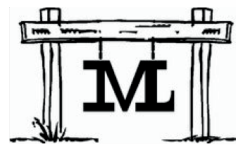
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