

A photograph of a bison grazing in a field of tall, golden-brown grass at sunset. The sun is low on the horizon, creating a warm, golden glow. The sky is a clear, deep blue with a few wispy clouds. The bison is dark and silhouetted against the bright light of the sunset.

Delivering on Value

Annual Report 2021-2022

The KAP team is committed to advancing the prosperity of Manitoba farmers.

The basis of everything we do is founded in the pursuit of being the unified voice for farmers on issues that matter to them the most.

KAP is dedicated to playing a lead role in driving progress, leading with transparency, and revealing to key audiences' farmers true impact and contribution.

\$500,000,000.00

**ADDITIONAL FUNDS FOR THE
SUSTAINABLE CANADIAN
AGRICULTURAL PARTNERSHIP.**

← Through extensive cross industry collaboration KAP has advocated for increased funding to the SCAP program to ensure a sustainable profitable future for all of agriculture.



37.5%

**INCREASED REBATE ON
EDUCATION PROPERTY TAX**

Education Property Tax reduction has been a long term advocacy initiative for the KAP team. Further reductions are expected in 2023 and beyond.



50%

**REDUCTION IN AG CROWN LAND
RENT IN 2023**

→ The advocacy team in partnership with key stakeholders lobbied for changes to the Ag Crown Land program regarding rent reduction.



“What I am most proud of this year is working in collaboration with all aspects of the value chain. It shows when we work together we can make a difference for the whole industry.”

— Bill Campbell, President



President's Annual Report Message

If you asked me to describe the past year at Keystone Agricultural Producers, the word that comes to mind is “progress”. Our job at KAP is to ensure that we are working towards the future. A farm future that is sustainable and profitable, but most importantly prosperous. Our progress this year in impacting that goal has been ensuring that KAP is building a foundation to serve its members for years to come.

Foundational Strategy: KAP's foundational progress has been led by the Board of Directors and has included the start of a governance review, legal review, bylaw updates, and the development of a governance committee.

The new governance committee is chaired by Chuck Fossay who has extensive knowledge and history of KAP as well as a robust understanding of governance practices. The main role of the governance committee is to ensure KAP's ongoing governance practices are compliant with the organization's bylaws and to work alongside the Board to modernize KAP's structure. This will ensure that the organization is financially sustainable for the long-run and represents modern farming operations.

All of this work in 2022 has been done to set the stage for the development of a new strategic plan beginning in 2023, focused on stabilizing KAP and delivering on value to its members.

2022 Challenges and Successes: In 2022, there were many continued challenges for producers. We faced a spring flood that impacted many producers, increased input costs, and an inconsistent supply chain that had delays on everything, from new parts to seed. The other burning issues that come to mind are around sustainability and environmental stewardship by producers, specifically how policy is being set by government, the public discourse we hear in society, and how this all affects public trust of our sector.

These are areas of concern in agriculture that I truly believe are at the forefront right now. While these issues do exist and are a focus, we must ensure the economic viability of production and maintaining our food security commitments in Canada and around the globe. Our team at KAP has been working with our farmer members and partner organizations to advance priorities and solutions that address these challenges.

In the past year KAP has continued to advocate for the increased rebate on education property tax, the reduction in Ag Crown Lands rent for 2023, an increase in funding for the new Sustainable Canadian Agricultural Partnership, and removal of the reference margin limit for AgriStability. Each of these priorities have seen progress due to the collaborative advocacy efforts of not only KAP, but key partners provincially and nationally.

Our efforts focused on sustainability included the signing of the MOU for 4R nutrient stewardship and the promotion of the practices that it encourages. The number of farmers utilizing these practices, like variable rate application and regular soil testing, continues to grow every year. In 2021, 54% of canola growers in Western Canada indicated they are following the basic 4Rs (an increase of 10% from 2020). 34% of western Canadian wheat growers are soil sampling for nitrogen annually. This again is another example of how at KAP we are looking to promote continuous progress and improvement in everything we do.

KAP has also launched the new online Environmental Farm Plan (EFP) platform. The EFP is a voluntary, confidential, self-assessment of your farm. Environmental farm planning helps to identify risks on farms to develop action plans to address those risks. Launched in October 2022, the EFP program is now online to ensure that the administrative burden to producers is lessened and is more efficient.

Another proud moment this year was our relaunch of our safety program, newly named FarmSafe Manitoba. This program has a new look, feel and direction. There is a new website (www.farmsafemanitoba.ca) which will act as an information hub for ongoing resources and tools that can be accessed at any time, from anywhere. The FarmSafe Manitoba program additionally has a council made up of safety stakeholders including farmers, commodity associations, and other safety delivery agencies.

Labour has also been top of mind for the KAP team as there is recognition that agriculture's labour shortages are one of the largest barriers the industry faces. In 2022, the team developed a labour task group bring alignment on solutions and potential opportunities to resolve labour gaps in agriculture. A successful outcome from this initiative was the advocacy effort on securing funding for additional veterinary seats at the Western College of Veterinary Medicine. These 5 seats are specific to large animal veterinary care and is an investment of over \$500,000.

As I sign off of my final report as President, I want to thank everyone for the opportunity to serve Manitoba producers and be their voice, and to leave you with some thoughts. KAP is positioned to deliver on advocacy, regulatory modernization, and policy priorities in an ever-changing world. We cannot do it alone; we need you, our grassroots members, to stay involved and have your voice heard to ensure farmers maintain a seat at the table with decision-makers. As Jack Welch, former Chairman and CEO of General Electric, said: “Control your own destiny, or someone else will.”

Bill Campbell

Our Value Proposition to Members

Advocacy	+
Engagement and Outreach	+
Regulatory Modernization	+
Foundational Strategy: Governance and Funding	+

Advocacy

Our objective is to provide a unified voice for Manitoba's farmers and advance the key policy objectives in the sector by working with members, stakeholders and all levels of government.

Learn
more





Engagement and Outreach

We work everyday to develop a unified narrative focused on building trust in Manitoba farmers and modern agriculture. This narrative is designed to expand overtime to improve its relevance and create connections between government, the public, agricultural stakeholders, and Manitoba farmers.

Regulatory Modernization

Develop initiatives that will potentially mitigate regulatory risk related to further legislation and oversight for Manitoba farmers.





Foundational Strategy: Governance and Funding

The KAP board has developed and implemented a plan that stabilizes KAP to ensure long-term delivery of value to its members.

Goal #1: Ensure KAP's ongoing governance practices are compliant with the organization's bylaws.

Goal #2: Evaluate KAP's and modernize KAP's grassroots structure to ensure that the organization is financially sustainable for the long-run and represents modern farming operations.

General Manager's Annual Message



When I looked forward to 2022 in last year's Annual Report, I emphasized the goal of developing stronger collaboration within Manitoba's agricultural community. In looking back on the year, I am very pleased to report to you that we have made significant progress on this front.

Labour shortages has been identified by many of KAP's members as one of the key impediments to continued growth of our sector. KAP has responded by leading a Labour Task Group, whose members are drawn from provincial commodity organizations. The Task Group has been charged with developing a common "Made in Manitoba" path forward on the labour file. We have actively engaged the provincial government, including delivering agriculture's message to the Immigration Task Force formed by Minister Jon Reyes. One of the early successes of this group was to push for measures that will increase the number of large animal veterinarians in Manitoba. This call was answered when Minister Derek Johnson announced additional funding for more spaces at the Western College of Veterinary Medicine. The labour shortage is not going to be solved overnight, and KAP will continue to work with our commodity members, and national organizations like the Canadian Agricultural Human Resources Council to give our producers the tools they need to attract skilled workers to Manitoba's farms.


The unified effort on the labour file demonstrates the value of collaboration across commodity organizations. This collaborative model is the basis for the development of an Advisory Council, to be co-chaired by KAP and the Department of Agriculture, that will provide policy direction and advice to the governments of both Manitoba and Canada. The Council is comprised of the leadership of the commodity group members of KAP and will be holding its first meeting in February of 2023.

Agriculture policy across the country is changing. We are seeing new pressures to adopt sustainable production practices. There is talk of additional regulations aimed at greenhouse gas reduction targets. Publicly funded research is seeing changes in priorities. The voice of the farmer is not always being heard when these new policy directions are launched. By coming together under the Advisory Council umbrella, we will be more effective in developing unified messages to governments and regulators. The likelihood of agriculture's voice being heard by policy makers is vastly improved if we deliver united positions.

A common voice from agriculture in 2023 is especially important as it is an election year in Manitoba. Now is the time that political parties are developing their policy platforms. Agriculture is a driver of economic growth and jobs in both rural Manitoba as well as our urban centres. We want each party to recognize this basic fact in their election platforms and include policies that will help us grow both primary production and our value-added sector.

KAP has a fantastic team of staff. We have been advocating for farmers on many files in 2022, from seed regulation modernization, grain transportation issues, shifting the school tax away from land, environmental initiatives, and the new national policy framework known as the Sustainable Canadian Agricultural Partnership. I am proud of our team and I know that by working together with our individual members, and our commodity group members, the voices of Manitoba's farmers will be impossible for governments to ignore in the year to come.

Brenna Mahoney



**Farmers are at
the heart of
everything we
do.**

As a Manitoba farmer, you play a vital role in growing our economy, protecting the environment, and being a strong voice for our sector.

Advocacy Goals

Goal #1: Secure and maintain positive government relations.

+

Goal #2: Secure influential support coalitions to ensure unification on key issues.

+

Goal #3: Educating governments on the opportunities and challenges of modern agriculture.

+

KAP Agriculture Council

The purpose of the KAP Agricultural Advisory Committee is to facilitate the development of a common voice across all of Manitoba's agriculture sectors and will help inform the policies and positions that will allow our industry to grow and prosper.

It will directly support a two-way flow of information and engagement between KAP, Manitoba's commodity organization representatives, and the Manitoba Department of Agriculture.

The advisory committee structure will facilitate and commodity sectors engagement, sharing of pertinent information, while working collaboratively toward department and industry priorities.

KAP is working together with its commodity members to develop a strong Manitoba agriculture advocacy capacity.

KAP's goal is to build a long-term, positive, and reciprocally beneficial relationship with the Department of Agriculture that is productive and focused on a collaborative solutions-based outcome that builds on industry's potential and profitability in the province.

Labour Advocacy

Advocating: Provincial and National

- Developed a collaborative model to align key stakeholders
- Secured funding and signed agreement with Food and Beverage Manitoba regarding primary agriculture priorities
- Developed a foundational labour strategy for primary agriculture
- Developed partnership with Manitoba Agriculture
- Developed a labour task group with primary agriculture and key stakeholders, co-chaired by Manitoba Agriculture
- Engagement on provincial and federal labour strategy work, including on the Manitoba ASPIRE project and the CAHRC and Food and Beverage Canada national labour strategy advisory council
- Joint letter to Immigration Advisory Council and participation in immigration consultations sessions
- Submission on National Labour Strategy

Vet Working Group

- Partners include, Dairy Farmers of Manitoba, Manitoba Chicken Producers, Egg Farmers of Manitoba, Manitoba Pork Producers, Manitoba Beef Producers, and Manitoba Veterinary Medical Association
- Advocated successfully for additional funded vet seats at University of Saskatchewan Veterinary College
- Building long term advocacy strategy focused on retention, education, joint outreach activities and networking

Advancing Advocacy Goals

Goal #1	Goal #2	Goal #3
<ul style="list-style-type: none">-Bi-monthly meetings with the executive of Manitoba Agriculture-Monthly updates to the Minister-One on one engagement with MLAs, MPs, Provincial and Federal Ministers	<ul style="list-style-type: none">-Developed policy strategy focused on building a strong advocacy capacity for agriculture in Manitoba-Ongoing evaluation of KAP standing policy, leveraging committee structure engagement with committees and board-Evaluated resolution process to ensure compliance with by-laws and implemented resolution evaluation process-Participated on working groups and advisory committees, including the CFIA Seed Regulatory Modernization, Canada Grains Council advisory and government relations technical working groups, CAHRC labour advisory, and APSIRE workforce working group	<ul style="list-style-type: none">-Developed and strengthened partnerships with key policy stakeholders to ensure common messages and positions-Advisory notes and policy summaries to help educate on key priorities-Development of Agriculture Overview Program



Chuck Fossay, Board Member

"KAP is always ready to deal with the challenges of agriculture. In 2021, it was a drought and low yields that affected many producers. In the spring and summer of 2022 many of us faced excessive moisture, issues around late seeded crop and supply chain shortages.

KAP did see some successes during the year. MASC will be increasing the coverage level for excess moisture insurance, and working with many other organizations we saw the government's removal of the reference margin limit for AgriStability. The provincial government increased the rebate levels for education property tax on agricultural land, with further increases planned for next year. There is more work to do.

I couldn't be more proud of the team and their work to ensure we can continue to be productive and profitable into the future."

Your priorities

Business Risk Management +

Transportation and Infrastructure +

Economic and Rural Development +

Labour +

Business Risk Management

- Manitoba Agricultural Services Corporation (MASC)
- Flood 2022
- Drought 2021
- CFA Hay West Initiative

Transportation and Infrastructure

- MELT funding
- Adequate infrastructure for Manitoba farmers, with provision of priority roads for repair and improvement
- Rail Work Stoppages
- Supply Chain challenges

Economic and Rural Development

- Grain Act Review
- Budget 2022
- Supply Chain Issues
- Fertilizer Prices
- Grain Contracts
- Efficiency Manitoba 2023-2027 Plan
- Education Property Tax
- Front of Package Labelling

Labour

- Labour shortages
- Immigration and temporary foreign workers
- Access to workforce
- Agriculture literacy, support of Agriculture in the Classroom

A green combine harvester is shown from a low angle, pouring a thick, cascading stream of golden-brown grain into a large pile on the ground. The scene is set in a vast, flat field under a bright, hazy sky, suggesting a sunset or sunrise. The grain is captured in mid-air, creating a sense of motion and abundance.

Engagement and Outreach

Relationships Matter.

Together we will continue to nurture and grow our relationships.

Our Goals:

Goal #1: Build trust in Manitoba's farmers and agriculture stakeholders.

Key Actions

A) Building public trust through transparency and education:

- Creating opportunities to demonstrate the impact of farmer efforts.

- Communicate to the public the stories and actions of Manitoba farmers.

- Communicating to the public the economic, environmental, and social benefits of modern agriculture. Utilize tools: op-ed, media engagement, consultations, partnerships.

B) Communicate tools and information back to farmers that will enhance their operations for mitigation of risks, including the changing demands of consumers:

- Farm Safety

- Labour

- Environmental Farm Plan

- Environmental stewardship and sustainability.

C) Partnerships focused on alignment to achieve maximum value:

- Align with other agricultural stakeholders on key public trust priorities.

- Support charitable organizations such as Agriculture in the Classroom Manitoba (AIRC-M).



Our Goals:

Goal #2: Build KAP brand awareness.

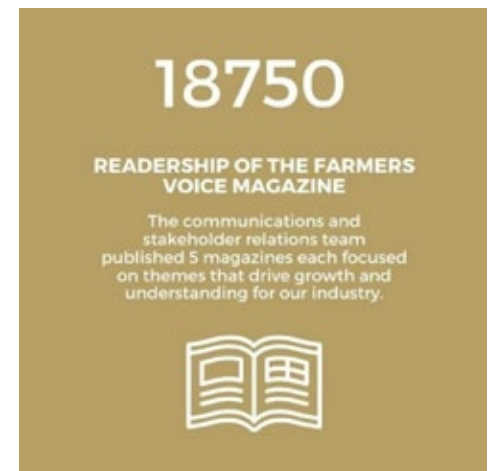
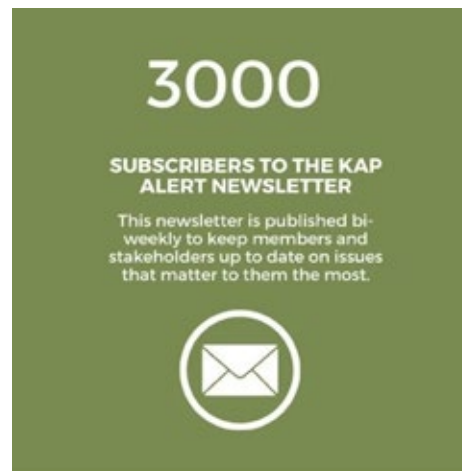
Key actions:

A) Promote KAP as a trusted source with a value proposition:

- Build an effective media relations strategy
- Have consistent messaging throughout the organization
- Use foresight to be proactive on issues
- Evidence based and solutions-oriented messaging
- Strategy drives outcomes
- Grow membership

B) Focus on building a strong Manitoba ag community, cooperation is at the centre of what we do:

- Engage stakeholders and members in committees and working groups that are advancing issues, focused on outcomes, and driving change.
- Follow clear strategy and guidelines.
- Do not duplicate the efforts of key stakeholders, enhance what they are doing stakeholders.





Jill Verwey

“In 2022, I couldn’t be prouder seeing how we continue to work together as an industry. Everyone at table, meeting with value chain stakeholders and government, seeing positive changes. I am so excited to once again be able to meet person with everyone to continue this collaboration.”

Building Capacity

Farmer Engagement	▼
Government Relations	▼
Public and Stakeholder Relations	▼
Outreach Pilot Programs	▼

Sharing Knowledge

Labour Resource Toolkit	▼
FarmSafe Manitoba	▼

Building Capacity

Farmer Engagement

- KAP overview presentations to commodity member boards has begun as well as outreach presentations to districts that are currently vacant
- Collaborating with commodity members on direct farmer messaging linked to shared priorities, including events, topics of interest, risk management, general operation information
- Developed streamlined communications for KAP outreach channels, showcasing stakeholder messages that drive value for farmers
- Hosted webinars for producers on issues like farm safety, mental health, drought assistance, MASC information, member benefits, EFP
- Development of member benefits hub and discount wallet, hosted on micro-sites via KAP new website
- District member direct meeting mail outs
- Partnering with regional ag groups to deliver value to farmers

Government Relations

- Rebuilding and establishing the relationships with ministers and government officials, especially the Department of Agriculture
- Re-establishing transparent and collaborative relationships with stakeholders, especially KAP commodity group members

Public and Stakeholder Relations

- Building trust in agriculture through securing increased support for Ag in the Classroom-MB, MOU in place for KAP office space
- Sharing developed advisory notes, talking points and key message for policy issues
- Developed partnerships with provincial and national stakeholders regarding sustainability, transportation, drought, flood, emergency assistance
- Advancing media relations
- Finalized 150 Years of Agriculture in Manitoba E-Book

Outreach Pilot Programs

- Rebuilding and establishing the
- Launching for Winter 2022 Indigenous engagement 4 Seasons of Reconciliation training in partnership with task group members
- Developed partnership with Ag in the Classroom-MB and Department of Ag regarding career promotion program

- Development of career promotions program
- Development of AgMatters podcast coming winter 2022-2023

Sharing Knowledge

Labour Resource Toolkit

- AgriHR Toolkit promotion through KAP channels, provided through partnership with CAHRC
- HR on Demand program available via Food and Beverage Manitoba

FarmSafe Manitoba

Outreach

- Development of Farm Safety Implementation plan
- Development of Farm Safety Council
- Farm safety partner engagement, reset and renewal of relationships and shared priorities
- Secured additional funding support from partner organizations
- Secured facilitation services from the province of Manitoba
- Development and launch of centralized safety hub under Farm Safe Manitoba program
- Farmer directed safety campaigns that focus on farm safety resources and knowledge transfer

Communications

- Development of new Farm Safe Manitoba branding
- Development of communications materials and outreach plan, including campaign messaging
- Utilization of tools, like upcoming KAP podcast, to promote information to farmers
- Secure further funding for safety activities
- Link safety training and farmer engagement to safety partner activities and Glenlea research station

You asked, we listened.
Membership services
made easy.

MEMBER BENEFITS

PERSONAL INSURANCE
PERSONAL AND
BUSINESS TRAVEL
AGRIBUSINESS
PROGRAMS
COMMUNICATION
BENEFITS
SPECIAL PROGRAMS
CONNECT WITH KAP



SHOP WITH 100'S OF
DISCOUNTS
CASH BACK WITH
PURCHASES
SEASONAL DEALS
1000+ VENDORS

DISCOUNT MARKETPLACE



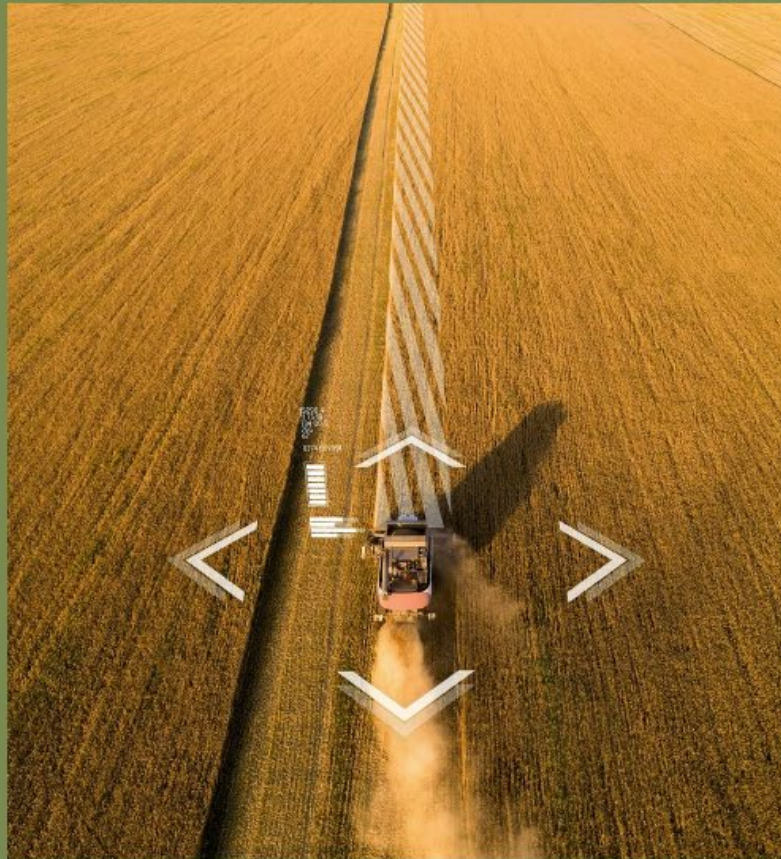
A close-up photograph of a person wearing a blue uniform and black gloves, holding a small, light-colored piglet. The piglet has large, upright ears and is looking towards the camera. The background is blurred, showing what appears to be a farm or industrial setting.

Regulatory Modernization

What we do matters and we all have a role to play.

Advancing our industry requires us all to do the right thing, demonstrate our commitment, and to communicate proactively about our growth.

Regulatory Modernization



Goal #1: Develop a farm safety strategy that outlines phases of implementation. This plan must build a long-term stable program that is built on education and communications to Manitoba producers. +

Goal #2: Create a labour strategy that is built via collaboration and consensus with key stakeholders that supports workforce development for the agricultural sector. +

Goal #3: Create and support the management of the of Manitoba's Environmental Farm Plan (EFP) system that is nimble and accessible. +

Goal #4: Focus on building an initiative directed at sustainability and climate programs, aimed at meeting social and governmental policy objectives. +

Our Goals: Regulatory Modernization

Goal #1: Develop a farm safety strategy that outlines phases of implementation. This plan must build a long-term stable program that is built on education and communications to Manitoba producers.

Key Actions

Develop a farm safety strategy that outlines phases of implementation. This plan must build a long-term stable program that is built on education and communications to Manitoba producers:

- Development of Farm Safety Council
- Centralization of farm safety resources
- Development and rebuilding of Manitoba Farm Safety brand
- Develop and maintain partnerships for safety outreach opportunities

Goal #2: Create a labour strategy that is built via collaboration and consensus with key stakeholders that supports workforce development for the agricultural sector.

Key actions:

Together with KAP's commodity group members, industry stakeholders, and the department of MB Ag, and Resource Development build a labour plan that outlines the building blocks that are

required to achieve the established goals, focused on engagement, awareness, and education:

- Development of a labour task force with key stakeholders.
- Develop synergies between all key sectors of Manitoba agriculture.
- Facilitating access to agriculture for new Canadians.
- Advocate and build awareness of labour issues, with a focus on policy makers.
- Build awareness to agricultural stakeholders regarding existing programming that provides tools and resources.
- Build awareness on how post-secondary education can be nimble and responsive to current workforce gaps.
- Partner with Manitoba educators to increase HR knowledge with agriculture students.
- Build upon ongoing KAP training opportunities for primary producers.
- Partner with Manitoba educators to increase knowledge and understanding of agriculture with non-agriculture audience.
- Work with government to ensure provincial nominee program meets sector needs.

Goal #3: Create and support the management of the of Manitoba's Environmental Farm Plan (EFP) system that is nimble and accessible.

A) Work with key partners including MB Ag to create an EFP that is digital and accessible to producers to increase engagement of this tool:

-Communicate to KAP members.

b) Ensure this tool has a council of stakeholders to ensure this tool is managed and monitored for its useability over time:

-Work with government to ensure Manitoba Provincial Nominee Program meets sector needs.

Goal #4: Focus on building an initiative directed at sustainability and climate programs, aimed at meeting social and governmental policy objectives.

Key actions:

Work with governments as they engage with the industry in the development of sustainability and climate programs. With the goal of meeting policy objectives that allows for agricultural growth and development while meeting the needs of consumers domestically and internationally:

-Align key messages

-Collaborate on lobbying efforts

-Advocate for industry recognition for current and past environmentally sustainable practices

BUILDING A CULTURE OF FARM SAFETY

FarmSafe Manitoba is an initiative led by Keystone Agricultural Producers (KAP) to build and expand the culture of farm safety in Manitoba through awareness, education, and program delivery. Launched in 2022, FarmSafe Manitoba is a fresh new look at how we promote and engage with farmers regarding safety.

We strive to ensure all farmers across Manitoba have the information and tools available to make their farms a safe place to live and work, building upon existing resources and tools from all our partner organizations.

Our goal is to directly speak with and support Manitoba farmers to increase their safety awareness and help them follow both the law and best practices when it comes to farm safety. FarmSafe Manitoba works with various commodity and safety associations, funders of safety initiatives, and other safety stakeholders to ensure the best resources and support are made available for safety challenges across all areas of agriculture.

FARM



SAFE

MANITOBA

The Environmental Farm Plan (EFP)
is an education and awareness tool
that helps farmers identify the
agri-environmental assets and
risks of their operation.

[Learn More
Here](#)

6,630

EFP'S COMPLETED



10,768,845

ACRES ASSESSED



4R Nutrient Stewardship Program

2022 MOU Agreement

Since 2013, KAP, Fertilizer Canada, and the Government of Manitoba have partnered to promote 4R Nutrient Stewardship as the leading approach to sustainable nutrient best management practices in the province.

At a time when sustainability and environmental stewardship in agriculture is at the forefront, KAP is pleased to yet again be a signatory to this critically important agreement.

KAP has worked with our producer members from across the province to promote and encourage adoption of 4R principles on-farm. KAP has long supported these principles, which are also in keeping with the provincial government's objectives for environmental performance and farmer productivity.

KAP recognizes that farmers, strive to ensure the sustainability of the lands that they work and harvest. Their farms are their livelihoods, and without the continued prosperity of the crops and products they produce, they could not continue to earn a living and generate the billions in economic activity that agriculture produces here in Manitoba.

Agriculture is an industry focused on science-based technology and practices. 4R nutrient stewardship represents exactly that. Whether it be variable rate application, regular soil testing, or

reducing tillage, these are all science-based and impactful practices that farmers can apply on-farm.

Agriculture has the answer to working toward reducing emissions while maintaining and growing our yields. One of these tools as part of our partnership is the adoption of 4R Nutrient Stewardship principles.

The 4R MOU agreement will promote ongoing extension and training, data gathering on best management practices adoption, and further implementation of 4R Designation in Manitoba as a tool to ensure growers have steady, dependable access to 4R advice regarding their nutrient management decisions.

Environmental Farm Plan

Modernizing the EFP

Environmental Farm Planning began in Manitoba in 2004 and continues to be a high priority for Federal and Provincial governments. The Environmental Farm Plan program is currently supported through the Canadian Agricultural Partnership (CAP) and is delivered in partnership with the Keystone Agricultural Producers (KAP).

The Environmental Farm Plan (EFP) is a voluntary, confidential, self-assessment of a farm. Environmental farm planning helps to identify risks on farms to develop action plans to address those risks. Launched in October 2022, the EFP program is now online to ensure that the administrative burden to producers is lessened and is more efficient.

By implementing Action Plans, producers can:

- improve air, water, and soil quality
- conserve biodiversity on Manitoba farmland
- contribute to environmental protection and conservation
- make Manitoba-grown commodities more marketable to environmentally conscious consumers around the world
- demonstrate due diligence by identifying environmental risks on their farm and implementing actions to reduce those risks

Other Initiatives

Labour Task Group

The goals of the labour task group is to:

- build alignment across the diverse commodities in the province
- to reduce duplication and to increase collaboration with key stakeholders
- identify skilled labour to fill labour shortages
- bring alignment on solutions and potential opportunities to resolve labour gaps in agriculture
- managing people skills, diversity and inclusion, retention, skill

- development, and farm safety
- growing labour shortages and increase agriculture knowledge for school aged youth
- grow primary producers' knowledge regarding labour, with a focus on building the CEO mindset
- attract future workforce to agriculture sector
- engage young producers in an educational setting regarding the importance of labour

Cleanfarms Recycling Program

KAP is working closely with Cleanfarms' to ensure that producers in Manitoba have to clarity, tools and access to the recycling container program.

This is to ensure that Manitoba producers have the most effective and efficient way to return and recycle their containers. This is a priority, as managing this waste is an important part of farmers environmental stewardship.

Cleanfarms' empty pesticide and fertilizer recycling container program and grain bag and baler twine recycling program operates as one of Manitoba's Industry Stewardship Program Plans. As this program becomes enhanced and evolves, Manitoba producers are represented to ensure future success and adoption.

2021-2022 Select Financial Information

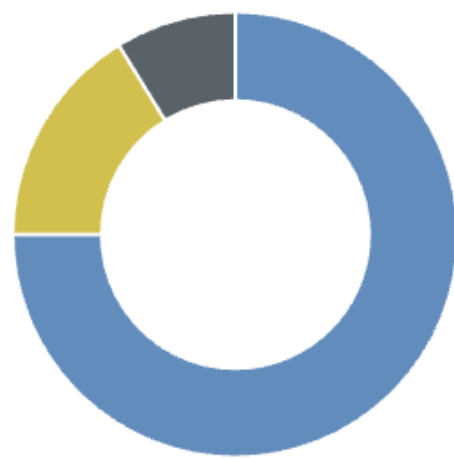
MNP conducted the annual audit for the fiscal year ended October 31, 2022. The audit was carried out in accordance with Canadian generally accepted auditing standards, and included a review of all significant accounting and management reporting systems, with each material year end balance, key transaction and other events considered significant to the financial statements considered separately.

The total revenue at October 31, 2022 was **\$1,976,049**, and total expenses of **\$1,900,499** for a net revenue of **\$75,550**.

REVENUES

KAP's revenues come from 3 primary sources: KAP Check-off Membership, Commodity Association Members, and the Government of Manitoba under the Canadian Agricultural Partnership program and Sector Council.

2021-2022 MEMBERSHIP REPORT



■ Members 4268 ■ Supporters 922
■ Opt-Outs/Exempt 500



■ Individual Memberships	1119825
■ Province of Manitoba	501058
■ Supporter Revenue	92307
■ Loyalty Payment	109742
■ Unclaimed Membership Refunds	50815
■ Commodity Groups	28000
■ Miscellaneous	29881
■ Other Donations	20650
■ Interest Revenue	13771
■ Corporate Partner	10000
■ Young Farmers' Committee	0

	2022	2021
Individual memberships	\$1,119,825	\$1,154,750
Province of Manitoba	\$501,058	\$664,826
Supporter revenue	\$92,307	\$122,938
Loyalty payment	\$109,742	\$57,106
Unclaimed membership refunds	\$50,815	\$50,677
Commodity groups	\$28,000	\$33,000
Miscellaneous	\$29,881	\$23,085
Other donations	\$20,650	\$21,450
Interest revenue	\$13,771	\$16,798
Corporate partner	\$10,000	\$10,000
Young Farmers Committee	\$0	\$5,000

EXPENDITURES

	2022	2022
Advisory council meetings	\$3,063	\$4,275
Amortization	\$27,844	\$29,004
Annual meeting	\$29,974	\$24,425
Audit fee	\$18,780	\$17,584
Bank charges	\$5,490	\$4,865
Board meetings	\$20,828	\$16,114
Canadian Federation of Agriculture membership	\$73,858	\$72,401
Committee expense	\$5,105	\$17,030
Communications	\$21,597	\$35,524
Contract/research	\$20,000	\$10,067
Contracted services - Environmental Farm Plan	\$365,840	\$433,739
Development and recruitment	\$34,082	\$57,465
District meetings	\$4,358	\$478
Grants	\$14,719	\$8,500
Information technology consulting	\$26,440	\$39,521
Insurance	\$6,718	\$5,654
Leases	\$9,893	\$9,687
Legal and professional	\$42,481	\$51,202
Office	\$25,280	\$41,704
Postage	\$28,442	\$21,471
President's deductions	\$1,626	\$1,345
President's expenses	\$15,810	\$5,251
President's per diem	\$35,154	\$37,296
Rent	\$139,115	\$144,888
Salaries, wages and contract wages	\$731,653	\$696,111
Staff benefits	\$80,248	\$98,007
Staff travel	\$45,324	\$9,167
Telephone	\$15,747	\$17,402
Vice President's deductions	\$1,536	\$1,583
Vice President's expenses	\$20,518	\$4,610
Vice President's per diems	\$28,713	\$39,074
Young Farmers' Committee	\$263	\$20,056
	\$1,900,499	\$1,975,500
Excess of revenue over expenses before other items	\$75,550	\$184,130
Other items		
Unrealized gain (loss) on investments	(10,213)	\$15,458
Excess of revenue over expenses	\$65,337	\$199,588
Net assets, beginning of year	\$1,400,621	\$1,201,033
Net assets, end of year	\$1,465,958	\$1,400,621

