# ANNUAL REPORT **2013**







# **BOARD OF DIRECTORS**

- 1. Peter Clarke Chairman
- 2. Stan Fehr Saskatchewan
- 3. Fred Krahn

  British Columbia
- 4. Roger Pelissero
- 5. Joseph Smallwood II Newfoundland and Labrador
- 6. Glen Jennings
  Nova Scotia

- 7. Leith Murray
  Prince Edward Island
- 8. Serge Lefebvre *Quebec*
- 9. Scott Brookshaw
  Canadian Poultry and
  Egg Processors Council
  (Grading)
- 10. John Penner
  Northwest Territories
- 11. Ben Waldner *Alberta*
- 12. George MacLeod New Brunswick

- 13. Kurt Siemens *Manitoba*
- 14. Wayne Beggs
  Consumers' Association
  of Canada
- 15. Brad Lawson
  Canadian Poultry and
  Egg Processors Council
  (Hatcheries)
- 16. Mike Vanderpol
  Canadian Poultry and
  Egg Processors Council
  (Processing)



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# CHAIRMAN'S MESSAGE



It was a privilege and an honour to serve as Chairman of Egg Farmers of Canada's Board of Directors in 2013 representing the entire Canadian egg farming industry.

I think my fellow directors would agree 2013 was as demanding as it was rewarding. While tending to our own businesses, families and serving our local communities, we stretched ourselves collectively to deal with substantial issues: international trade deals, demands for cost cutting, media attention and other interventions that drew aspects of our business into sharp focus.

Given how dynamic the external political, social and economic environment in which we operate is, we can be thankful that our farm operations are rooted in the beneficial system of supply management. Our solid domestic market-focused policy allows us to produce eggs for Canadians that are among the best in the world in terms of freshness and quality. In so doing, we provide stability at home while agricultural colleagues with export potential pursue opportunities in international markets.

Supply management allows for superior product and choice, innovative technology and processes, and fair and predictable returns/costs to the supply chain and customers. Because of these benefits, we worked extra hard to promote its value in 2013. The system provides stability for a commodity that is ubiquitous and essential, but with limited transport and storage potential. Most important, it recognizes that production cannot shift day to day in sync with the typical pattern of fluctuating consumer demand.

We know it, and we've built and strengthened a system that has allowed us to succeed for decades after years of devastation and limited opportunity for those who farmed before us. But, what seems straightforward to us, takes more time than a sound bite to explain. Hence, we take hits and are questioned in the context of trade negotiations, political debates, media articles and other interventions.

Therefore, I was pleased to see more farmers stepping up in 2013—in the media, in the classroom, on their farms and in the boardroom. After all, with knowledge comes understanding and we're seizing opportunities to educate. More people want to know about where their food comes from and we have a great story to tell.

I was also impressed to see all the ways Canadian egg farmers gave back in their communities this year. Whether it was egg donations to flood victims, raising over \$42,500 for breast cancer research, or helping burgeoning egg farmers in Africa, we were there—and I couldn't be more proud. We do this to respect the social license we have to operate. Each day we add to that our own personal commitment to excellence, for which I thank all Canadian egg farmers and their families and employees.

I'm grateful for the passion of my colleagues who share a space with me at the national table and the hard-working talented staff at EFC and the offices around the country. The 2013 achievements detailed in this report were team efforts. Thank you to everyone for countless hours dedicated to debate, consultation and travel to further this industry—for the more than 1,000 farms we operate and the millions of Canadians we serve every single day.

And, thanks to Tim Lambert, Chief Executive Officer of EFC for 10 years of dedicated and inspired service. He has been an agent of change and an effective advocate nationally and abroad. We rely extensively on his leadership, expertise and management and we want to express our sincere appreciation on the occasion of this special anniversary.

I'd like to conclude by saying that there were many things in 2013 that demonstrated reassuringly that we are heading in the right direction on a number of complex policy and operational issues. However, we would be imprudent to think that there isn't still a long road ahead. We cannot afford to rest on our laurels—this is not the kind of business environment or society in which we can pause for very long. If we want to keep our system, our industry, and our farms for our children and for future generations of Canadian farmers, we must keep our heads down and sleeves rolled up. Most importantly, we must agree to do the sometimes tough, but ultimately rewarding work of consensus building for solutions that work across the country—for us and for the Canadians we serve.

I am looking forward to working on our ambitious targets for growth and enhancement of our industry in 2014 and beyond. I ask that we bring all our collective wisdom and expertise to bear on our challenges and opportunities—in the spirit of collaboration and consensus building that is a hallmark of this federated industry—as we champion and shape our industry for the benefit of Canadians, this incredible country and the greater good.

Peter Clarke

Chairman



# CEO'S MESSAGE



In 2013, the Egg Farmers of Canada's Board of Directors re-elected Peter Clarke as their Chairman. I'm thrilled that we continued to benefit from his wisdom and leadership at the helm of this outstanding Canadian industry. Every day I am inspired by Peter and the EFC Board who wear countless hats already—farmer, business operator and citizen. They then dedicate even more time in service of their fellow farmers and the industry.

As Peter has rightly pointed out, the issues that demanded so much of the Board this year were significant and complex. Most importantly, with the Board's guidance, we saw through a robust and critical process to find new cost savings and revenues for our Industrial Products Program. Thanks to cooperation at all levels, we fast-tracked three projects that were developed following consultations with the Board, egg board chairs and general managers.

As we moved our efficiency measures forward, we were pleased to see a 3.4% increase in retail sales, which marks the seventh straight year of growth. Given this continued positive trend, we have set even more ambitious growth objectives for 2014 and have strategic marketing programs in place to help support achievement of this goal.

Also in 2013, our EFC Chair in Poultry Welfare, Dr. Tina Widowski, shared preliminary research about the merits of furnished housing. This in part aided the directors in forming a motion on hen housing that was passed in July so that those farmers looking to transition to furnished housing could adjust their operations with guidance from the national board. Similarly, we expedited planned enhancements to the national Animal Care Program, such as third-party auditing, recognizing the need for greater accountability in the wake of an undercover video taken at a Canadian farm.

We also had directors and staff monitoring a relentless agenda of international trade negotiations around the globe with no signs of slowing. The conclusion of the Comprehensive Economic Trade Agreement (CETA) in 2013, which included market access for European cheese, is a strong indication of even more effort required in this area going forward.

Underpinning our work this year in all these and many more areas were—as always—good governance and a robust strategic plan. Each year EFC staff consults with egg

board chairs and managers and guides the Board of Directors through a strategic planning process. The outcome is key result areas (KRAs) and the strategies needed to achieve progress under each of them. Our accomplishments for 2013 are detailed in this annual report under the KRAs of:

- sustainability of the industry
- public support and social license
- growth and innovation
- organizational excellence.

The Board has long endorsed the ethic of continuous improvement here at EFC and our pursuit of excellence in terms of management, organizational practices and governance—and we make it our business to deliver across the key result areas as this annual report will attest.

Looking through these pages, we hope you will see that we seized opportunities and overcame hurdles in 2013 because of the Board's, provinces' and territory's commitment to working together. Once again, the Canadian egg industry has shown itself to be resilient and effective—one for which we are all proud to work.

Nevertheless, we cannot sit still. We must stretch ourselves to help others learn about our industry in the context of an assertive international trade agenda, demands for cost cutting, media attention and other interventions. If nothing else, 2013 demonstrated to us we are operating in a new era where cooperation and communication are even more essential than ever to making good business decisions in the short and long term.

Thankfully, we have an exceptional team at EFC and throughout the industry tackling this head on. We also benefit immensely from the knowledge and insights of stakeholders and leaders throughout our supply chain, across the supply managed commodities and beyond. It is the intelligence, determination and skill of this vast group that helps us navigate in good times and bad.

On that, I say with great conviction that EFC is serious about even greater achievements in 2014. As always, they will be fueled by our national commitment to consensus building, evidence-based decision making and to doing our best for Canadians in an ever-changing global economic and societal context.

Tim Lambert

Chief Executive Officer



# SUSTAINABILITY OF THE INDUSTRY

### New efficiencies in the Industrial Products Program

We aspire to run a high performing and efficient industry that responds to consumers and one that operates in a sustainable and accountable manner. Toward this, the industry came together to find new cost savings and additional revenues in our Industrial Products Program (IPP).

This was spurred by a need to find savings and by the projection that the Pooled Income Fund (PIF) would finish the year below the lower trigger point of \$20 million. To address this, the egg boards, together with EFC, implemented the PIF Support Deduction. Later in 2013 due to dropping feed costs and an updated projection showing the PIF would finish between its upper and lower trigger points, EFC was able to return the payments to the egg boards.

We also fast-tracked three projects in 2013 following a special EFC Board and egg board chair workshop and extensive consultations on sustainability of the IPP. Project teams were formed with regional representation and from all levels of the industry and the working groups' project charters were approved in November to guide our work in the coming years.

Also related to the IPP, we piloted programs in Quebec and Alberta for products made with specialty eggs in order to better respond to customer demand (e.g. free run eggs).

# New agreement with processing sector

In 2013 we leveraged the new levels of cooperation and transparency afforded by the Processor Protocol Agreement, which was ratified in 2012. Under this new agreement, comprehensive audits are used to assess the different margins of value-added products manufactured in Canada with Canadian eggs to ensure accurate price setting.



# Support for new entrants to processing industry

Not only does supply management encourage new entrant farmers, it also encourages new processors to join the industry as well. This year through EFC's entrant program for new processors, a new operation in Lethbridge, Alberta was established.

# Enhanced quota allocation forecasting

In August we implemented the 2011 Census of Agriculture adjustment to properly account for unregulated production in the determination of our regulated quota allocation request.

In December Farm Products Council of Canada prior approved our 2014 Quota Regulations and Levies Order. The quota included the 2013 quota allocation increase, held in abeyance, and the 2014 quota allocation increase totalling an increase of 582,127 hens. This total amount will have an interim service fee of \$5.80 per hen for two flock cycles. The long term service fee initiative is being fast-tracked as we continue to find new efficiencies for the IPP.

### Federal quota allocation (dozens)

	2014 Allocation	2013 Allocation	2012 Allocation <sup>1</sup>
ВС	72,833,659	71,106,537	70,711,082
AB	54,896,749	52,544,160	52,054,819
NT	3,083,608	3,043,209	3,033,910
SK	27,035,121	26,329,593	26,169,611
МВ	61,996,255	61,210,897	61,030,688
ON	219,869,208	215,767,593	214,827,519
QC	113,974,147	109,504,517	108,467,912
NB	12,222,277	12,017,765	11,967,730
NS	21,266,135	20,998,913	20,937,591
PE	3,523,195	3,478,421	3,468,119
NL	9,448,423	9,325,217	9,296,896
Total	600,148,777	585,326,822	581,965,877

<sup>&</sup>lt;sup>1</sup> 2012 allocation reflects the actual, total production permitted by the Quota Regulations effective during that year.

# Risk Management Fund Policy approved

This year a Risk Management Fund Policy was approved to cover the gap between Health of Animals Act compensation and our Loss Quantification Model. This additional support will help farmers if ever an avian influenza incident necessitates that their flock be ordered destroyed under the Health of Animals Act. EFC also divested \$6.4 million to the egg boards to assist with the implementation of their responsibilities for the national SE Insurance program.

# Mobilizing research on hen housing

In 2013, our EFC Research Chair in Poultry Welfare, Dr. Tina Widowski of the University of Guelph, shared preliminary research about the merits of furnished hen housing with our Board and industry. This in part helped the Board of Directors form a motion on hen housing that was passed in July. The motion provides the egg boards and farmers with policy guidance as they consider their operations and possible transitions to furnished housing systems.

### Farmers and average flock size per province

	Number of farmers	Average number of layers			
	per province or territory <sup>1</sup>	per farmer²			
BC	133	19,015			
AB	156	11,694			
NT	4	28,033			
SK	77	11,959			
МВ	155	14,257			
ON	325	23,581			
QC	115	33,297			
NB	17	24,982			
NS	24	30,481			
PE	8	16,327			
NL	7	49,506			
Canada	1,021	22,255			

<sup>585</sup>million
dozen eggs
produced per year

<sup>&</sup>lt;sup>1</sup> Reported data for 2013.

<sup>&</sup>lt;sup>2</sup> Reported data for 2013. Excludes inventory for Eggs for Processing and special permits.

# Animal Care Program and Start Clean-Stay Clean™ program enhancements

In 2013, we expedited plans to enhance the national Animal Care Program. This was received very positively throughout the supply chain as an important step and one that provides reassurance in the wake of an undercover video taken at a Canadian egg farm.

Revisions to three sections of the Start Clean-Stay Clean<sup>™</sup> program were approved by the EFC Board in 2013 and will take effect in 2014. These revisions, developed in collaboration with the provinces and territory, further strengthen EFC's commitment to food safety.

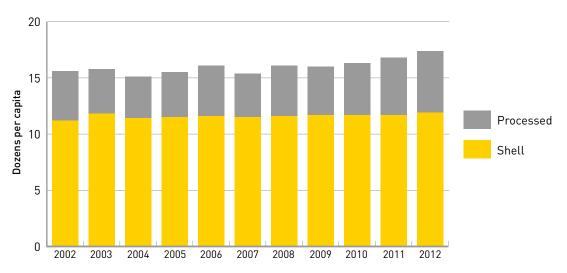
# ENSURING A FAIR RETURN FOR FARMERS





In 2013, the Cost of Production (COP) committee of the EFC Board of Directors initiated the planning process for the upcoming survey that will be conducted in 2015, based on 2014 production and financial data. The COP process which is built into the pillars of supply management requires strong support from stakeholders to maintain a strong, national system.

### Canadian apparent per capita disappearance of eggs and egg products



Sources: Statistics Canada—Total per capita egg disappearance Shell / Processed split estimated by EFC based on Statistics Canada and AAFC data.

# Federal quota allocation for vaccine egg production (layers)

Province	2014 Allocation	2013 Allocation	2012 Allocation
ON	175,655	175,655	175,655
QC	459,385	459,385	459,385
Total	635,040	635,040	635,040

# Number of farmers supplying eggs for vaccine production

Province	2013	2012	2011
ON	2	2	2
QC	5	5	5
Total	7	7	7

### Eggs from vaccine production going to Industrial Product Program<sup>1</sup>

		=	=
	2013	2012	2011
Vaccine eggs to IPP	388,186	436,741	485,673

<sup>1</sup>Data in boxes of 15 dozen.





# PUBLIC SUPPORT AND SOCIAL LICENSE

# Communicating our value to key audiences

It is essential that the EFC Board of Directors provides leadership in promoting the value of retaining a vibrant egg industry under supply management to maintain our government support and social license. In this regard, staff, with great support from our farmers, undertook many new initiatives in 2013 to raise the profile of supply management with key audiences.

We first conducted qualitative and quantitative research with Canadians across the country to help gauge their understanding of and support for egg supply management. We learned that 95% of Canadians say it is important that the eggs they consume come from Canada and 90% trust the quality standards of foods from Canadian farms.

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# Promoting the value of supply management

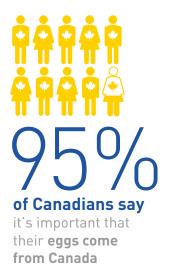
Building on this research, we developed many initiatives aimed at engaging and informing Canadians about our product and the system that helps deliver eggs that are among the best in the world. For example, expanded media relations led to unprecedented levels of op-eds, letters to the editor, articles and broadcast spots in which farmers, experts or staff promoted eggs, the industry and supply management.

We also launched a new industry website and blog (eggfarmers.ca) to provide even more information about Canadian egg farming, our national programs in animal care and food safety, and our commitment to social responsibility.

# Engaging influencers and decision-makers

In 2013 we pursued many opportunities to assist government with policy development and to connect our farmers and decision-makers for mutual benefit. Through our annual breakfast on Parliament Hill and numerous meetings with elected officials, we shared Canadians' usage of and attitudes toward our products and the value our industry brings to communities all across the country.

In 2013 we also responded to requests from various Ministers to meet or provide input, we presented to the Standing Committee on Agriculture, and we played active roles during trade milestones.





EFC Directors John Penner, Serge Lefebvre, Brad Lawson, Roger Pelissero, George MacLeod and Leith Murray prepare fresh, local, high-quality eggs for Members of Parliament at EFC's annual breakfast on Parliament Hill.

# COMMUNITY LEADERS VALUE OUR FARMERS





In 2013 EFC undertook a new initiative to gauge the awareness of and support for supply management amongst municipal leaders. We partnered with Ipsos Reid to conduct more than 100 in-depth interviews with mayors across the country from all sizes and types of communities.

Research confirmed that **87% of mayors, deputy mayors and reeves support supply management**, with 40% saying they are **very supportive**. A full 80% said that the system of supply management is an important part of the survival of farms and communities.

We launched this research at the Federation of Canadian Municipalities annual conference in Vancouver in May to thousands of mayors, city councillors and staff with our partners: Chicken Farmers of Canada, Turkey Farmers of Canada and the Canadian Hatching Egg Producers.

**Our message was clear:** we are part of the backbone of this country—driving the economy, giving people jobs, and keeping your communities vibrant...all while providing Canadians with nutritious, safe and local food.



# INTERNATIONAL TRADE

This was a notable year for trade. The federal government's assertive and expanding international trade agenda was top of mind and discussed continuously in the media. We worked diligently to answer questions about supply management, our industry and our status relative to trade negotiations. Despite the increased scrutiny by some business leaders and commentators, we remained appreciative of the government's continued stated support for supply management, perhaps most notably in the October Speech from the Throne.

We also were active with our supply-managed partners before, during and after key milestones and at critical events and meetings. This way, we can report back to our farmers and industry on the negotiations and help the government and negotiators understand potential impacts on the egg industry. This depended upon continued strengthening of relationships with civil servants, NGO's from around the world and extensive technical analysis of all documents related to trade negotiations.

# Recognition by World Farmers' Organization achieved

Our diplomacy during a year-long committee process earned a key win: the inclusion of support for supply management within the new Trade Policy Statement of the World Farmers' Organization.



"All governments must have the right to define their own domestic agricultural policy, in order to ensure that the major concerns of their citizens are met, including the provision of safe and secure supplies of food for their people, the well-being of rural communities and environmental concerns. Trade rules should also permit domestic policy measures which promote stability of supplies, such as safety nets, orderly marketing and supply management. Governments should ensure that domestic policy is fully transparent, complies with international obligations and does not disrupt global markets."

Source: World Farmers' Organization, Policy on International Trade



# World Trade Organization mini-package achieved

The year culminated with a mini-package being agreed to at the 9th WTO Ministerial Conference held in Bali in December. The package, which resulted after months of intensive negotiations, addresses some—but not all—of the issues under the broader round of negotiations (the Doha Development Agenda). Those addressed included trade facilitation, agriculture and development, though the agricultural portion did not address issues of concern to the egg industry or supply management.

We expect agriculture negotiations to resume where they left off, although when remains unclear, and we must monitor carefully due to our concerns with what is on the negotiating table.

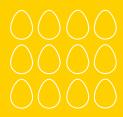
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# Government signs Comprehensive Economic Trade Agreement with European Union

Perhaps the most dramatic trade outcome in 2013 was the achievement of an agreement in principle for the Comprehensive Economic Trade Agreement (CETA) for Canada and the European Union. This unprecedented agreement, announced by the government shortly after Parliament reconvened from prorogation, notably included some Canadian market access for European cheese. The announcement came after many heated moments and milestones, all of which generated criticism of supply management by some pro-trade pundits who erroneously believe our strong domestic policy hampers international progress.

While the CETA result didn't directly impact the egg sector, it is clear we will need to watch future trade deals very closely.



EFC was active during many TPP meetings and rounds in 2013 and we anticipate increased policy debates and demands for our participation and expertise.

# Trans-Pacific Partnership negotiations heating up

As the agreement text for CETA and the legal process is underway, all attention has turned to the Trans-Pacific Partnership (TPP). EFC was active during many TPP meetings and rounds in 2013 and we anticipate increased policy debates and demands for our participation and expertise from within the supply managed commodity groups as these key trade negotiations unfold in 2014.

# SUPPLY MANAGEMENT'S PLACE WITHIN

# THE GLOBAL INTERNATIONAL TRADE CONTEXT

EFC plays a direct and critical role, along with its other supply-managed partners, in international trade negotiations. Our goal is to represent the interests of our farmers in the context of an ambitious international trade agenda. As such, we help negotiators and other decision-makers continuously. In 2013, we were active in and around the following key milestones, presenting a united voice for supply-managed farmers:

Brussels, Belgium	January	CETA negotiations
Brussels, Belgium	February	CETA negotiations
Singapore	March	16th round of TPP negotiations
Brussels, Belgium	March	CETA negotiations
Surabaya, Indonesia	April	APEC Ministers Responsible for Trade meeting
Lima, Peru	May	17th round of the TPP
Brussels, Belgium	May	CETA negotiations
Kota Kinabalu, Brunei	August	18th round of the TPP
Brussels, Belgium	October	Prime Minister Stephen Harper and European Commission President Jose Manuel Barroso sign agreement in principle
Salt Lake City, U.S.	November	TPP mini-round
Bali, Indonesia	December	9th WTO Ministerial Conference
Singapore	December	TPP Ministerial Meeting





# **GROWTH AND INNOVATION**

# Seventh straight year of sales growth

We pursued market growth aggressively in 2013 and were pleased to see a 3.4% increase in retail sales, which marks the seventh straight year of growth.

Given the positive growth trends we are observing, we have set even more ambitious growth objectives for 2014. To align with this, much work started in 2013 with a new advertising agency on strategy and creative for mainstream marketing and other programs for 2014.

# 3.40/0 increase in retail sales of eggs

### Retail egg sales (dozens)



Source: Nielsen MarketTrack, Total Eggs—National 52 weeks ending Dec. 14 2013, Dec. 15 2012, Dec. 17 2011, Dec. 18 2010, Dec. 19 2009, Dec. 20 2008

# Spreading good news about eggs via influencers

We launched several campaigns and in-store promotions in 2013 to drive sales and continued to promote eggs via key target audiences such as physicians. In fact, by the end of 2013, EFC's Physician Education Program had reached more than 19,500 doctors with the message that an "egg a day is ok", even for patients with high cholesterol.

We also represented our industry and product at many key national gatherings for dietitians and shared updated nutritional information and research through a variety of campaigns. For example, when Health Canada, the Canadian Paediatric Society, Dietitians of Canada and the Breastfeeding Committee for Canada updated infant feeding quidelines, we did a direct mail campaign to over 25,000 family physicians, pediatricians and registered dietitians to help get this new nutritional information out to Canadians.



# EGG FARMERS TAKE ACTION

### IN LOCAL COMMUNITIES

Knowing that students who have a high-protein breakfast routinely perform better at school, Egg Farmers of Ontario (EFO) piloted a partnership with three regional school nutrition programs to share the goodness of eggs. Funding made available through the Farmer Innovation Fund supported EFO's commitment to combat hunger and teach elementary school students how to prepare affordable, protein packed meals using eggs. Some schools also had the opportunity to have a visit from Ontario egg farmers to learn about egg farming first-hand.

# Canadian egg farmers take pride in every egg

Given how effectively our Pride in Every Egg campaign is resonating with the public, we continued to run the television ad with new online and in-store components throughout 2013. Subsequent research confirmed that the public holds Canadian farmers in very high regard.

To help the egg boards continue to raise the profile of Canadian egg farmers as part of our overall campaign and strategy, we launched a Farmer Innovation Fund in 2013. New and innovative projects are eligible and are geared toward engaging farmers themselves in social responsibility and activities that highlight the role of the Canadian egg farmer in society.



# Reaching and teaching via the web and social networks

We realized substantial gains in our reach and levels of engagement with Canadians this year. We re-launched eggs.ca (geared toward consumers and more product-focused) and launched eggfarmers.ca (geared toward all audiences and with industry information).

Through these platforms, we are providing more content and materials to anyone wanting more information on Canadian egg farming and farmers. We are also now regularly publishing news and information via a new corporate blog and are planning to grow both sites as valuable resources for our customers and the public.

Similarly, we invested significant resources to expand our presence and influence on social networks. This year, with a focus on Twitter, we increased our followers by 270%. We hosted several Twitter chats moderated by nutritional or other experts in 2013, two of which trended #1 in Canada in the time slots in which they took place.

Our Facebook pages are well established and we have enjoyed a large community for some time. Even so, with new tactics and content, we grew our community by 15% in 2013 to more than 54,000 fans and are strategizing for additional growth across all these platforms and new ones in 2014.





# Fueling evidence-based decision- and policy-making

To secure a leadership role in Canada's agricultural future, we must push ourselves in terms of product development, process and policy enhancement, and innovation. EFC has supported industrial R&D for years and has a solid reputation in research circles. EFC's investments are regularly leveraged by other industry groups, government and some of Canada's best research scientists at leading institutions across the country.

# New business plan launched by Research Committee

To help quide the EFC research enterprise, the Research Committee of the Board of Directors developed a new business plan in 2013. Its core objectives are to:

- grow the Research Chair program
- revitalize our research project funding initiatives
- better leverage our international partnerships for the benefit of Canadian egg farmers.



# INTERNATIONAL PARTNERS AND COLLABORATION

To inject best practices, internationally renowned approaches and world-class policy tools and research into the Canadian industry, EFC maintains key international partnerships and collaborations. Below are some of the more notable gains in 2013 achieved through our strategic relationships with global leaders:

Coalition for Sustainable Egg Supply	Research comparing different housing systems
United Egg Producers	Shared policy and legislative advice
Food and Agriculture Organization of the United Nations	Facilitated knowledge exchange between EFC and African farmers
Egg Nutrition Center and American Egg Board	Research on protein, cholesterol and the health benefits of eggs
International Egg Commission	Tim Lambert elected to Vice-Chair

# New funding for areas of special interest

Alongside charting this new agenda, EFC continues to support a wide array of investigator-led research projects. In 2013 the Research Committee approved funding for studies that will assess the role of key nutrients in eggs to improve health and/or prevent disease, and will explore egg characteristics and laying performance through better breeding and genetic tools.

# EFC's Research Chairs contributing to long-term industry advancement

EFC continued to support our Research Chairs in Egg Economics and Poultry Welfare, Dr. Maurice Doyon and Dr. Tina Widowski, while putting significant effort into building relationships to grow the Research Chair program in future years. Both Dr. Doyon and Dr. Widowski are tremendous assets to our industry—sharing knowledge and evidence with our farmers and industry and with the public as we seek to help more Canadians learn about egg farming.

### Partnering for innovation success

This year our partnership with the Canadian Poultry Research Council (CPRC) helped advance three key initiatives:

- the *Growing Forward 2*—Poultry Science Cluster in which the poultry industry invested \$1.7 million into the five-year government-matched program
- the new five-year \$3.6 million Natural Sciences and Engineering Research Council of Canada (NSERC) Industrial Research Chair in Poultry Nutrition being led by Dr. Hank Classen at the University of Saskatchewan
- capacity development at the Poultry Welfare Center at the University of Guelph, driven to a great extent by Dr. Tina Widowski's leadership.

Through other long-standing partnerships with the U.S.-based Egg Nutrition Center and the Poultry Research Centre at the University of Alberta, researchers across many disciplines are coming together to address industry and consumer needs, with 2013's research endeavours at the respective centers valued at approximately \$2.6 million and \$3.2 million.

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# MODERN EGG PRODUCTION IS MORE **EFFICIENT WITH A SMALLER FOOTPRINT**





A landmark study released by the Egg Industry Center showed that while U.S. egg production has increased over the past 50 years, the industry has significantly decrease its environmental impact.

The study revealed that environmental efficiencies are the results of a range of factors, including improved feed, better disease control and advancements in housing systems. In comparison to 1960, key results are:

- egg production is emitting 71% less greenhouse gas emissions
- hens now use 32% less water per dozen eggs produced
- hens use a little over half the amount of feed per dozen eggs produced.

By improving production practices egg farmers continue to provide an affordable source of protein, using fewer resources and producing less waste.

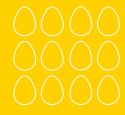
# Increasing knowledge transfer to farmers

Given our level of investment and the calibre of the researchers we've attracted, we consulted widely in 2013 in the areas of knowledge mobilization and innovation. Going forward, this will help us marry knowledge creation with promotion of results to help Canadian egg farmers and those in countries around the world benefit from our advancements.

# Assessing the environmental impact of Canadian egg farms

Last year we pushed our own research initiatives forward, namely our Life Cycle Assessment (LCA) work. Our LCA project will allow us to benchmark, and thus set a course for continued improvement of our environmental and social impact as an industry. EFC field inspectors were trained in 2013 to help guide the supply chain through the research project to ensure consistency and quality. Data collection is now underway.

This will help us marry knowledge creation with promotion of results to help Canadian egg farmers and those in countries around the world benefit from our advancements.



# Toward a national quality code for Canadian eggs

When completed, our LCA will be the fourth key indicator—the others being the Animal Care Program, the Start Clean-Stay Clean™ program and traceability—for a national quality code that is in development for the Canadian egg industry. To help us move this substantial initiative forward, British Columbia is implementing EFC's Canadian Egg Industry Traceability Standard (CEITS) in their province as a pilot. We hope the assessment of this will lead to more widespread implementation in Canada.

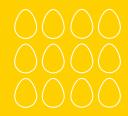


# ORGANIZATIONAL **EXCELLENCE**

# EFC recognized as leading employer locally and nationally

The EFC Board has long endorsed EFC's ethic of continuous improvement and its pursuit of management, organizational and governance excellence. In 2013, some notable accomplishments included being a finalist again for Canada's Top 100 Employers and being named to the National Capital Region's Top Employers.

The EFC Board has long endorsed EFC's ethic of continuous improvement and its pursuit of management, organizational and governance excellence.



# Supporting staff in the office and beyond

A great deal of our success stems from the best-in-class working environment EFC sustains. EFC supports employees' professional development, provides competitive benefits, and encourages work-life balance. Added value is generated for staff through green initiatives and a team approach to volunteering. In November, as part of our annual Staff Conference Day, we teamed up with the Ottawa Food Bank to volunteer our time and learn about the important role the food bank has in our community.





# Encouraging staff and industry to give back

Across all our offices and with our farmers, there were many ways our industry gave back this year to maintain the social license we're privileged to have and to improve the fabric of Canadian society. As part of our long-term commitment towards social responsibility and the sustainability of our industry, EFC proudly partners with some exceptional organizations. In 2013 we announced a new partnership with the Canadian Young Farmers' Forum, and for a third year, we continued to work with the Forum for Young Canadians to nurture an understanding of our industry's history.

For the third consecutive year, egg farmers, farm families and our employees proudly joined Canadians as the Official Nutritional Sponsor of the CIBC Run for the Cure, rallying around this important cause. Our national run team was out in force at over a dozen sites across the country, including Vancouver, Calgary, Regina, Winnipeg, Burlington, Ottawa, Montreal, Fredericton, Charlottetown, Halifax and St. John's. EFC thanks everyone in all jurisdictions for their continued support and commitment to this worthy cause.



# HONOURING OUR SOCIAL LICENSE





This year we conducted research to better understand social responsibility and community engagement in our industry. National surveys of farmers and egg boards confirmed:

- Egg farmers are socially responsible. Through donations, fundraising, sponsorship and volunteering, 9 out of 10 farmers are giving back.
- Egg boards are strong community supporters. Egg boards and EFC contribute more than \$1 million per year to causes through donations, fundraising and sponsorship of community events and organizations. Collectively we support close to 200 community programs, causes, charities and events.

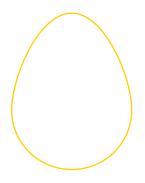


# Interprovincial and territorial movement of eggs

Buyers	YT	ВС	АВ	NT	SK	МВ	NU	ON	QC	NB	NS	PEI	NL	Total
Sellers														sales
YT														-
ВС														-
AB	9,079	194,590		24,334	72,816	24,216	165							325,200
NT														-
SK		2,148	521,246			5,342								528,736
МВ		140,806	401,391		137,509		344	261,805						941,855
NU														-
ON			21,047			42,817			538,267					602,131
QC								17,245		28,800			316	46,361
NB									522		11,943	1,633	5,855	19,953
NS										2,566		7,682	21,630	31,878
PEI														-
NL														-
Total purchases	9,079	337,544	943,684	24,334	210,325	72,375	509	279,050	538,789	31,366	11,943	9,315	27,801	2,496,114

Data in boxes of 15 dozen. Subject to revision.











# CANADIAN EGG MARKETING AGENCY C.O.B. **EGG FARMERS OF CANADA**

**Financial Statements** 

December 28, 2013 (in thousands of dollars)





February 21, 2014

## **Independent Auditor's Report**

To the Members of Canadian Egg Marketing Agency c.o.b. Egg Farmers of Canada

We have audited the accompanying financial statements of Canadian Egg Marketing Agency c.o.b. Egg Farmers of Canada (EFC), which comprise the statement of financial position as at December 28, 2013 and the statements of operations, changes in fund balances and cash flows for the fifty-two weeks then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

#### Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the

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<sup>&</sup>quot;PwC" refers to PricewaterhouseCoopers LLP, an Ontario limited liability partnership.



circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of EFC as at December 28, 2013 and the results of its operations and its cash flows for the fifty-two weeks then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Pricewaterhouse Coopers LLP

Chartered Professional Accountants, Licensed Public Accountants

#### Statement of Financial Position

(in thousands of dollars)

			December 28, 2013	December 29, 201
	Pooled Income	Administration		
	Fund	Fund	Total	Tota
	\$	\$	\$	
Assets				
Current assets				
Cash	14,244	4,241	18,485	19,75
Accounts receivable (note 4)	18,256	1,576	19,832	17,36
Inventory	493	-	493	45
Prepaid expenses	-	285	285	27
Investments (note 5)	14,725	4,082	18,807	22,37
	47,718	10,184	57,902	60,23
Capital assets (note 6)	173	5,131	5,304	5,42
	47,891	15,315	63,206	65,65
Linkillation and Fund Dalamas				
Liabilities and Fund Balances				
Current liabilities				
	12,883	4,165	17,048	16,98
Current liabilities	12,883	4,165 78	17,048 78	
Current liabilities Accounts payable and accrued liabilities (note 7)		,		7
Current liabilities Accounts payable and accrued liabilities (note 7)	-	78	78	7,05
Current liabilities Accounts payable and accrued liabilities (note 7) Current portion of long-term loan (note 8)	12,883	78 4,243	78 17,126	7 17,05 2,56
Current liabilities Accounts payable and accrued liabilities (note 7) Current portion of long-term loan (note 8)  Long-term loan (note 8)	- 12,883 -	78 4,243 2,489	78 17,126 2,489	77,08 17,08 2,5 <i>6</i>
Current liabilities Accounts payable and accrued liabilities (note 7) Current portion of long-term loan (note 8)  Long-term loan (note 8)  Fund balances (note 3)	- 12,883 -	78 4,243 2,489	78 17,126 2,489	7 17,05 2,56 19,62
Current liabilities Accounts payable and accrued liabilities (note 7) Current portion of long-term loan (note 8)	12,883 - 12,883	78 4,243 2,489 6,732	78 17,126 2,489 19,615	7 17,05 2,56 19,62 27,13
Current liabilities Accounts payable and accrued liabilities (note 7) Current portion of long-term loan (note 8)  Long-term loan (note 8)  Fund balances (note 3) Unrestricted	12,883 - 12,883 29,055	78 4,243 2,489 6,732 4,981	78 17.126 2,489 19,615	16,98 7 17,05 2,56 19,62 27,13 18,89 46,03

**Commitments** (note 10)

Approved by the Board of Directors

Chairman of the Board of Directors

Chairman of the Audit Committee



## **Statement of Operations**

For the fifty-two weeks ended December 28, 2013 (in thousands of dollars)

			December 28, 2013	December 29, 2012
	Pooled Income	Administration		
	Fund	Fund	Total	Total
	\$	\$	\$	\$
Revenue				
Egg sales (note 4)	101,582	_	101,582	87,049
Levy and service fees – unrestricted	167,650	16,605	184,255	180,519
Levy and service fees – internally restricted	561	1,356	1,917	3,041
Interest and other – unrestricted	232	175	407	312
Interest and other – internally restricted	121	43	164	417
	270,146	18,179	288,325	271,338
Expense				
Trade operations:				
Cost of eggs sold	255,231	-	255,231	247,899
Transportation and handling	6,585	_	6,585	6,801
Third party verification	1,330	_	1,330	1,337
	263,146	-	263,146	256,037
Advertising and promotion	-	8,248	8,248	8,161
Marketing and nutrition research	-	389	389	274
Donations	317	15	332	279
Interest on long-term loan	-	148	148	152
Meetings and travel	-	1,496	1,496	1,475
Office and other administrative	-	1,236	1,236	1,155
Per diems	-	479	479	513
Professional fees and consulting	420	694	1,114	1,124
Public affairs and communications	-	1,131	1,131	2,087
Restricted (note 3)	6,380	1,044	7,424	1,286
Salaries and benefits	-	5,138	5,138	5,026
Amortization of capital assets	70	420	490	446
Allocation of administration expenses (note 9)	2,681	(2,681)	-	_
	9,868	17,757	27,625	21,978
Total expense	273,014	17,757	290,771	278,015
Net revenue (expense) for the period	(2,868)	422	(2,446)	(6,677)



## Statement of Changes in Fund Balances

For the fifty-two weeks ended December 28, 2013 (in thousands of dollars)

	Balance – Beginning of period \$	Net revenue (expense) for the period \$	Interfund transfers \$	Balance – End of period \$
Pooled Income Fund				
Unrestricted	22,225	2,830	4,000	29,055
Internally restricted – Risk Management (note 3)	13,651	(5,698)	(2,000)	5,953
	35,876	(2,868)	2,000	35,008
Administration Fund				
Unrestricted	4,914	67	-	4,981
Internally restricted – Research (note 3)	5,247	355	(2,000)	3,602
	10,161	422	(2,000)	8,583
	46,037	(2,446)	-	43,591



## **Statement of Cash Flows**

For the fifty-two weeks ended December 28, 2013 (in thousands of dollars)

			December 28, 2013	December 29, 2012
	Pooled Income	Administration		
	Fund	Fund	Total	Total
	\$	\$	\$	\$
Cash flows provided by (used in)				
Operating activities				
Net revenue (expense) for the period	(2,868)	422	(2,446)	(6,677)
Items not affecting cash:				
Amortization of discount/premium on investments	-	_	-	16
Amortization of capital assets	70	420	490	446
Net change in non-cash working capital items	(3,852)	1,409	(2,443)	353
	(6,650)	2,251	(4,399)	(5,862)
Investing activities				
Purchase of investments	(14,725)	(3,067)	(17,792)	(22,386)
Proceeds on disposal of investments	18,332	3,032	21,364	15,249
Purchase of capital assets	(164)	(207)	(371)	(376)
	3,443	(242)	3,201	(7,513)
Financing activity				
Repayment of long-term loan	-	(73)	(73)	(70)
Net change in cash for the period	(3,207)	1,936	(1,271)	(13,445)
Interfund transfer	2,000	(2,000)	-	_
Cash – Beginning of period	15,451	4,305	19,756	33,201
Cash – End of period	14,244	4,241	18,485	19,756
	11,577	1,271	10,700	17



#### **Notes to Financial Statements**

December 28, 2013 (in thousands of dollars)

#### 1 Activities of EFC

#### **Objective of EFC**

In 1972, Parliament enacted the Farm Products Marketing Agencies Act, which was renamed the Farm Products Agencies Act in 1993. The Canadian Egg Marketing Agency c.o.b. Egg Farmers of Canada (EFC), a Statutory Corporation, was then established by proclamation and incorporated pursuant to the Act. The Act, along with a Federal-Provincial Agreement, identifies EFC's responsibilities, including: to effectively manage the production, pricing, distribution and disposition of eggs in Canada and to promote the sale of eggs. EFC is exempt from income taxes under subsection 149(1)(e) of the Income Tax Act.

#### Levy and service fees

Egg boards have agreed to act as agents of EFC for the collection, control and remittance of the levy, as recommended by EFC and prior approved by the Farm Products Council of Canada. Further amounts are paid to EFC by the egg boards to finance the Industrial Products Program pursuant to the supplementary Federal-Provincial Agreement and, in the cases of Quebec and Alberta, through service fees payable pursuant to a commercial contract.

#### Removal activities

EFC purchases, at specified buy-back prices, all eggs that meet EFC specifications that have been declared as excess to table market requirements. These eggs are then sold to domestic processors and grading stations.

## 2 Significant accounting policies

The financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations as issued by the Canadian Accounting Standards Board and reflect the following accounting policies:

#### Fund accounting

The Pooled Income Fund consists of the Industrial Products Program levy and service fees and related expenses. All transactions involving the buying and selling of eggs are recorded in this Fund.

The Administration Fund consists of the administration levy and service fees, and all administrative expenses.

#### Inventory

Inventory consists of eggs which are valued at the lower of cost and net realizable value. Cost is determined on the first-in, first-out basis.



#### Notes to Financial Statements

December 28, 2013 (in thousands of dollars)

## 2 Significant accounting policies (continued)

#### Investments

Investments are recorded at amortized cost. Interest is calculated using the effective interest rate method.

#### Capital assets

Capital assets are initially recorded at cost. Amortization is calculated using the straight-line method over their anticipated useful lives once placed in service as follows:

Buildings 40 years
Office equipment 10 years
Computer hardware and software 3–5 years
Leasehold improvements over remaining term of lease
Corporate identity 10 years

#### Revenue recognition

Egg sales are recognized on the date eggs are delivered to the customer.

Levy and service fees are recognized in the period of issuance, production or provision of service as applicable.

Levy revenue is calculated based on the weekly bird issuance and a weekly per bird levy rate.

#### **Employee future benefits**

EFC sponsors and administers The Pension Plan for the Employees of EFC, which is a defined contribution plan registered under the Ontario Pension Benefits Act. Contributions for this plan are expensed as incurred.

#### Allocation of expenses

Administration expenses described in note 9 are allocated from the Administration Fund to the Pooled Income Fund. The allocation is based on the level of effort and time spent by EFC directors and staff on operating the Industrial Products Program.

#### Use of estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expense during the period. Actual results could differ from these estimates. These estimates are reviewed periodically and, as adjustments become necessary, they are recorded in the periods in which they become known.



#### **Notes to Financial Statements**

December 28, 2013 (in thousands of dollars)

#### 3 Fund balances

EFC's objectives are to safeguard the ability to continue while keeping levy rates at a minimum. EFC sets the levy rates to meet its projected cash flow requirements for restricted and unrestricted funds, which are reviewed monthly by management and the Board of Directors. The levy rate per dozen eggs marketed was set at 33.75 cents effective March 25, 2012.

EFC's Board of Directors has established thresholds for its Funds that are reviewed annually.

The Unrestricted Administration Fund is to maintain a balance of at least \$1,000. The lower and upper thresholds of the Research Fund are \$2,000 and \$5,000, respectively. The lower and upper thresholds of the Unrestricted Pooled Income Fund are \$20,000 and \$40,000, respectively. The Risk Management Fund is to maintain a balance of at least \$8,000.

Should balances fall outside these ranges, EFC could adjust the levy rate on a prospective basis. The fund balances at December 28, 2013 compared to the established thresholds are considered appropriate.

#### Risk management fund

In 2001, EFC was directed by the Board of Directors to restrict the use of certain funds in the Pooled Income Fund to self-finance potential costs related to its risk management activities.

#### Restricted research fund

In 1997, EFC was directed by the Board of Directors to set up a restriction in the Administration Fund to fund research.

#### 4 Accounts receivable

	December 28, 2013	December 29, 2012
	\$	\$
Levy and service fees	10,594	9,588
Egg sales	8,886	7,191
Other	352	589
	19,832	17,368

Egg sales are dependent upon two groups of related companies. During the period, these customers represented 66% (December 29, 2012 - 60%) of eggs sales revenue; 27% (December 29, 2012 - 25%) of accounts receivable are owing from these customers.



#### **Notes to Financial Statements**

December 28, 2013 (in thousands of dollars)

#### 5 Investments

	December 28, 2013 \$	December 29, 2012 \$
Cash	82	107
Guaranteed investment certificates	17,711	20,243
Canadian Housing Trust floating rate note	1,014	2,029
	18,807	22,379

Guaranteed investment certificates bear interest at fixed rates ranging from 1.45% to 2.05% and mature between 2014 and 2016 [December 29, 2012 – 1.40% to 1.90%; maturing between 2013 and 2016]. The Canadian Housing Trust floating rate note earns interest at a rate of 1.33% and matures in 2016 [December 29, 2012 – 1.34%; matures in 2016].

## 6 Capital assets

			December 28, 2013	December 29, 2012
		Accumulated		
	Cost	amortization	Net	Net
	\$	\$	\$	\$
Land	416	-	416	416
Buildings	4,687	615	4,072	4,116
Office equipment	445	332	113	154
Computer hardware and software	2,289	1,764	525	524
Leasehold improvements	134	102	32	31
Corporate identity	345	199	146	182
	8,316	3,012	5,304	5,423

Cost and accumulated amortization at December 29, 2012 was \$8,139 and \$2,716 respectively.

#### 7 Government remittances

Government remittances (sales and payroll withholding taxes) of \$1,136 (December 29, 2012 – \$1,148) are included in accounts payable and accrued liabilities.



#### **Notes to Financial Statements**

December 28, 2013 (in thousands of dollars)

## 8 Long-term loan

The loan amount at inception was \$2,956. The loan bears interest at 5.68% and is payable in monthly instalments of principal and interest of \$19. The loan is amortized over a 25-year period and is due November 30, 2017. The loan is secured by the Florence Street and James Street properties. These properties have a carrying value of \$4,520 (December 29, 2012 – \$4,563). All owners of the properties are jointly and severally liable for the total amount outstanding of the loan, \$5,686 as at December 28, 2013 (December 29, 2012 – \$5,850), should an owner default on payment.

Future payments of the loan are as follows:

		Principal \$	Interest \$	Total \$
Period ending:	December 27, 2014	78	144	222
	December 26, 2015	82	140	222
	December 31, 2016	87	135	222
	December 30, 2017	2,320	1,210	3,530
		2,567	1,629	4,196
Less: current po	ortion	78	144	222
		2,489	1,485	3,974

EFC also has a revolving demand loan facility with a total approved limit of \$5,000 at an interest rate of prime. The facility is secured by an assignment of book debts as part of a general security agreement. As at December 28, 2013, loans under this facility were \$nil (December 29, 2012 – \$nil).

# 9 Allocation of administration expenses

EFC allocates administrative expenses from the Administration Fund to the Pooled Income Fund to provide for the full cost of operating EFC's Industrial Products Program as follows:

	December 28, 2013	December 29, 2012
	\$	\$
Building costs	97	96
Insurance	41	43
Meetings and travel	360	301
Office and other administrative	277	212
Per diems	73	102
Professional fees and consulting	36	38
Salaries and benefits	1,688	1,508
Amortization of capital assets	109	106
	2,681	2,406



#### **Notes to Financial Statements**

December 28, 2013 (in thousands of dollars)

#### 10 Commitments

EFC is committed under contract for the purchase of advertising and other services in fiscal 2014 for an amount of \$6,066.

\$660 has been committed over the next several years to support the University Research Chairs at Université Laval and University of Guelph.



For more information, visit our websites

eggfarmers.ca | eggs.ca | aneggadayisok.ca



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