Renewal 2020 annual report
I’m pleased to present the 2011-2012 Canadian Sheep Federation (CSF) Annual Review. In the pages ahead, we take a look back at our achievements throughout the year as well as the great work happening in each of the provinces. But we also look to the future and share our plans for renewal.

Over the past year, there has been much discussion around the structure and long-term viability of the CSF. In response to the need to ensure that we continue to effectively represent the industry, the CSF is engaging in a renewal process. As industry needs change and as the agricultural landscape transforms, it is prudent of the sheep industry leadership to begin this process.

This renewal process is going to be the focus of the CSF over the course of the next year.

The CSF will engage in this process and still maintain its commitment and focus on its ongoing projects – On-Farm Food Safety (OFFS), Animal Identification and Traceability, Scrapie – in addition to continuing our momentum on the Codes of Practice review and developing national voluntary biosecurity standards.

This coming year we will also work with the Sheep Value Chain Roundtable (ShVCRT) focusing on increasing the supply of Canadian lamb. Canada continues to undersupply its market, supplying only 42% of the lamb consumed domestically. The Federation is as committed as ever to ensuring the growth and sustainability of one of Canada’s highest potential agri-food sectors.

The theme of renewal also applies to the Executive Director’s (ED) role; we welcome Jennifer MacTavish back from her maternity leave as she resumes her ED position. Jennifer is once again working closely with industry and government stakeholders to chart and implement further evolution of the industry, in order to maximize opportunities for the future.

Barbara Caswell
Interim Executive Director
Canadian Sheep Federation

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The Annual Review is usually when we take time to reflect on the Canadian Sheep Federation’s (CSF) accomplishments over the last year. This year, however, I would like to take this opportunity to set the scene for what the CSF will be focusing its time and energy on for the coming twelve months.

The CSF was formed as a national federation in 1990. Since that time, the CSF mandate and the need to engage and serve its members has changed dramatically. As a result of these shifts, the current structure of the CSF is out of sync with how it needs to function moving forward, and these gaps have been undermining the Federation’s ability to operate at the level of efficiency and national collaboration that is critical to the success and sustainability of the Canadian sheep industry. It is critical to act now and move the CSF from the mindset of a national federation and mode of operation to that of a national partnership, where each and every province is engaged and working collectively to take the industry to the next level of performance and growth.

The CSF, as a national organization, is proposing to facilitate this exciting but challenging process to build true understanding and commitment among provincial organizations in order to work in partnership to enable growth and sustainability of the industry. Accordingly, a Renewal Project is underway that will take inventory of where we are, define where we wish to be, identify the gaps and how to fill them, and re-align the CSF in tune with the needs of producers and the requirements of the emerging new economy. As I said in the first of many Briefing Notes on the Renewal Project:

“We are starting this project with the perspective that the only people who can change the CSF to improve its service to the sheep industry are the people who are part of it. No external agent will change us and the way we work unless we are willing to make the changes. Now, everyone has an opinion on what we should do and how we should do it. One of our most important tasks is to capture all of this information and design a path forward that can involve everyone.”

I have asked for your engagement in this process and I fully expect to receive it, because you care about our industry. If we are all patient with each other, we should come out of this initiative with a stronger industry, improved structure and representation, and more effective governance and communications. This will allow us to move forward and meet the challenges of growing our sector.

Andrew Gordanier
Chairman
Canadian Sheep Federation
State of the Sheep Industry

Over the course of the past year, the Canadian sheep flock has shown some signs of rebuilding with the total number of ewes and replacement lambs on farms increasing. July 1, 2011 Statistics Canada numbers indicate that Canada’s ewe flock grew by 1.0% to 542,900 head, up from 537,400 head in July 2010. Most provinces in Canada saw increases in their ewe flock size with the exception of Newfoundland and Labrador (12% decrease), Quebec (0.24% decrease) and Ontario (0.6% decrease). In keeping with the increase in ewe flock size there was also a rise in the number of replacement lambs. As of July 1, 2011, there were 100,900 replacement lambs reported on Canadian Farms, 5.3% higher than 95,800 head, reported in July 1, 2010. Replacement lamb numbers rose in all provinces with the exception of Quebec, which posted a decrease.

The increase in replacement lamb numbers are an indication that producers may be holding back lambs to increase the size of their flock and this may tempt some to be optimistic about the future of the industry. A mere 1% increase in the size of the flock may not be enough to spur on the kind of investment in infrastructure required to keep the industry sustainable and profitable.

There is growing concern that seven years of shrinking supply of Canadian lamb has put Canadian processors under increasing pressure and leaves the industry in a delicate position with regard to its future, particularly when it comes to needed investments in the system. The decrease in supply increases processor production costs and discourages them from pumping money into modernizing and adapting their lamb infrastructures. Given that many lamb processors are small and processing other species as well, the question becomes why continue processing lamb?

The loss of processing plants for Canadian lamb producers should be a primary concern as it can lead to an increase in production costs; primarily trucking.

Canadian slaughter fell again in 2010 to 714 thousand head, down 3.7% from the 740 thousand head slaughtered in 2009. Although slaughter numbers were down across the country, Eastern Canada saw the biggest drop at 5%, with Western Canadian slaughter numbers only dropping by 1.4%. The decrease in the Western slaughter numbers was cushioned by a 5% increase in the number of animals slaughtered in Manitoba and a 0.9% increase in Alberta. Despite a 2.4% decrease in the number of lambs slaughtered, Ontario remains the hotbed for slaughter in Ontario representing 45% of the total number of animals slaughtered (Source: Statistics Canada)

“*A mere 1% increase in the size of the flock may not be enough to spur on the kind of investment in infrastructure required to keep the industry sustainable and profitable.*"
Canada dropped in 2010 to 1.07 kg per person, down from 1.16 kg in 2009. This decline is not surprising given the decrease in supply of lamb both from Canada and from international suppliers. In 2009, 41.6 thousand tonnes of lamb were supplied to the Canadian market, with 23.3 thousand tonnes being imported and only 16.4 thousand tonnes being supplied from Canadian producers.

The supply of lamb to the Canadian market dropped in 2010.

Imports decreased to 20.9 thousand tonnes and Canadian shepherds only supplied 15.7 thousand tonnes (Source: Statistics Canada). As seen by the numbers above, imports account for more than 50% of the Canadian lamb supply. Most of these imports come from New Zealand or Australia, whose production is decreasing. Given that Canada exports very little lamb meat, Canadian processing plants mostly service their provincial markets. It is critical that the Canadian industry have some major federally inspected processing plants to be able to trade across provincial lines to meet domestic retail and foodservice demand.
In terms of exporting, the quantity of meat exported, as shown in the table, combines sheep and lamb carcasses (chilled/frozen); sheep and lamb half carcasses (chilled/frozen); and sheep and lamb cuts (chilled/frozen). For meat to be exported to international markets the animal needs be slaughtered in a federal plant, therefore any closure of these plants with no substitutes would have negative implications for exports.

In 2007, 60% of the all meat exported were sheep cuts boneless, frozen, worth $168,004. In 2010, sheep cuts bone-in frozen, accounted for 68% of all meat exported with the largest market being the United States.

### Live Animal Trade

#### Imports
The vast majority of live animals imported between 2006 and 2010 were animals going direct to slaughter or into a feedlot. 2009 saw the largest import of live purebred breeding animals at 140 head, in all other years the imports of this class were well below 100 head. This is in stark contrast to market conditions prior to the border closure in 2003, when Canada was a net exporter of live animals. For example, in 2002 Canada exported 139,300 animals, primarily into the United States.

#### Exports
As opposed to ten years ago, Canada is now a net importer of live sheep/lambs and the international exports of live animals are negligible. This is mainly due to the border closure in 2003. In 2010 the United States was the largest market for live animals (825 head); followed by Russia (621 head); and the United Kingdom (23 head).
Farm Cash Receipts and Farm Expenses

According to Statistics Canada, farm cash receipts for sheep and lambs in 2010 totalled $142 million, an increase of 6.5% from 2009-2010. This is in part due to the strong sheep and lamb prices through 2010. As an example, SunGold Index 100 Base Rail average price increased by 13% since 2008 and 11% in the following year. The Ontario market also strengthened in 2010. The price for lambs 95 to 109 pounds was 5.3% higher at $170 per hundredweight in 2010 over 2009, while sheep prices, at $92 were 28.6% higher compared to 2009. At the same time that Statistics Canada is also reporting a drop in farm operating expenses of 4.2% to $34.5 billion in 2010; indicating that this is due to lower fertilizer, feed and pesticide expenses. The concern, however, is that for some producers, fertilizer and pesticides are not high ticket expenses when compared to, for example, feed costs.

Producers are cautioned against looking at prices of lambs in isolation. Instead, the focus should be on profit and ways that they can improve their individual profitability. Low profit margins for producers impact their ability to invest in management changes that focus on sustainability.

This article was written with input from, and collaboration with, Alberta Agriculture and Rural Development and the Ontario Ministry of Agriculture, Food and Rural Affairs.

The United States

The sheep and lamb inventory in the United States, as of January 1, 2011 totalled 5.53 million head, down 2% from 2010. Their breeding sheep numbers and ewes one year old and older both fell by 2% to 4.12 million and 3.26 million head respectively. The number of market sheep and lambs also dropped to 1.42 million, down 1% from January 1, 2010. Like Canada, prices in the United States strengthened in 2010. At $125 per hundred pounds, 2010’s price was 25% higher than a year ago. While prices for market sheep, at $50.5, were 55% higher in 2010 compared to 2009.

New Zealand

New Zealand has experienced many difficulties with its sheep and lamb industry. Lamb kills have been falling for about six years in a row now. Cold weather in September 2010 is estimated to have killed up to half of the lamb crop on some farms, thus continuing the trend of smaller kills and shrinking flocks for 2011. Many producers have exited the industry in the last few years due to generally low and inconsistent incomes and are switching to dairy or finding other uses for their land. A smaller sheep flock and lack of adequate meat supplies in storage have sent retail prices to record levels. As processors compete to fill orders, the price paid to farmers for lambs has risen by $30 compared to last year. Plant closures are likely in New Zealand as margins are squeezed. Lamb meat exports have suffered since 2008 as export values remain firm but total quantity continues to drop with unfavorable currency exchange rates. Export customers are starting to reject New Zealand lamb because of its price, and industry officials fear this could lead to a major market correction that the industry will spend four to five years recovering from.
The Canadian Sheep Federation is confident that a move towards mandatory Radio Frequency Identification (RFID) tagging will best position our industry to discuss with government what the future of traceability will look like for our industry, in addition to protecting our industry and remaining competitive with importing countries such as Australia, New Zealand and the United States.

The government continues to support a mandate to phase in the necessary infrastructure to allow for the tracing of products and food animals from the point of origin (the farm) to the consumer, which started in 2011. As such, the sheep industry, in conjunction with other species that have either chosen to move forward and/or were considered one of the priority species with sheep (i.e. beef, swine and poultry), continue to discuss with government what mandatory traceability will look like. With the necessary infrastructure in place, identified commodities will continue to negotiate with government what the regulations will look like to facilitate a ‘farm to fork’ traceability system.

Significant advancements for the Canadian Sheep Identification Program (CSIP) include the work by the National Identification Device and Methodology Advisory Committee (NIDMAC) for the development of new national standards for Identification Device Approval and Revocation, the completion and launch of the RFID tagging videos and the CSIP PowerPoint presentation.

As the representative for all sheep producers in Canada, the CSF also provides input and leadership to the Industry / Government Advisory Committee, which is developing traceability standards for the proposed National Agriculture and Food Traceability System (NAFTS).
Over the past year, there have been a number of improvements to the On-Farm Food Safety (OFFS) program that will hopefully stimulate new producer interest and uptake moving forward.

CSF resubmitted the entire program to the Canadian Food Inspection Agency (CFIA) as a result of the last internal program review in 2010. A number of changes had been made to simplify the HACCP Model on which the program is based, as well as to facilitate better understanding of implementation at the farm level by producers through clarifying good production practices and reducing duplication. CSF hopes to make that process as simple as possible. CSF has been working towards acceptance of those changes by CFIA, at which time producer manuals will once again be available. Those who have completed the Food Safe Farm Practices training and have provided an up-to-date mailing address will receive a manual by mail, or they can be requested directly from CSF.

Over 1,080 producers are now trained across the country on the program.

In addition, updating of the online training modules was completed and a plan has been created in order to pilot the new material. The content of the modules will hopefully be easier to follow and provide clear guidance on how to implement the program on your farm. The modules are expected to be online in late 2012. Face-to-face training is still being offered based on demand, as well as many provincial governments still have provincial funding for on-farm food safety program implementation.

CSF continued to participate in the Canadian On-Farm Food Safety (COFFS) Working Group throughout 2011. There was a great deal of focus on gaining international acknowledgement of CFIA’s Technical Review process, as well as providing comment to CFIA on the process. COFFS has also reviewed updating their generic HACCP and auditor training courses. While the group has not been able to secure additional funding moving into 2012, commodities have recognized the benefits of this forum of and continue to communicate via teleconference calls.
Progress towards Scrapie eradication

Scrapie Canada continues to work with government and industry, taking action towards eradicating scrapie in the national sheep flock. The focus of Scrapie Canada is the promotion of disease risk mitigation through the development of the National TSE Eradication Plan and the effective administration of the National Voluntary Scrapie Flock Certification Program (VSFCP).

2011 marked the implementation of the National TSE Eradication Plan with the launch of the scrapie prevalence study, which is planned in two stages. Firstly, samples will be collected throughout the country and tested for the presence of the disease. Secondly, the data produced from the sample testing will be compiled by the CFIA and analyzed by experts at the University of Guelph.

Sample collection for purpose of the prevalence study officially began November 22, 2010, carried out by the CFIA and by the province of Alberta. For the first two quarters of the project, 3,283 samples have been collected with an anticipated sample size of 7,863-8,363 in the first year.

The VSFCP continues as an industry-supported and administered program. To date, 124 producers have enrolled in the VSFCP with current participation of 43 sheep producers. Represented by these producers are a total of approximately 4,820 breeding age sheep. Scrapie Canada continues to see an encouraging number of producers expressing interest in the VSFCP and promotes producer uptake on the program.

Backing for Scrapie Canada activities is the result, in large part, of funding from Agriculture and Agri-Food Canada’s AgriFlexibility program, and its projects are administered by the Canadian Sheep Federation, the Canadian Sheep Breeders’ Association and the Canadian National Goat Federation.

Completion of the National Scrapie Prevalence Studies and continuing support of the Voluntary Scrapie Flock Certification Program allows Canada to progress towards scrapie eradication and continued harmonization with the U.S. to remove trade barriers that currently exist for small ruminants.
CSF embarked on two new initiatives in anticipation of providing producers with resources to help protect the health and welfare of the Canadian flock. CSF participated in an advisory committee with sheep producers, veterinarians, academia, and provincial/federal governments to oversee the development of a voluntary national farm-level biosecurity standard for the sheep sector.

The outcomes-based standard will be a voluntary tool that provides a consistent approach across the country. The objective of implementing biosecurity measures on a national level include prevention, early detection and more rapid control of serious infectious disease outbreaks. The committee guided the creation of a producer-level benchmarking consultation used to determine current biosecurity implementation in the Canadian sheep industry and to highlight existing best management practices. Before finalization of the standard, a broader consultation with stakeholders will occur. The national standard is expected to be completed by summer 2013 and is being funded through AAFC’s Growing Forward program.

Also in 2011, CSF initiated a review of the Code of Practice for the Care and Handling of Sheep through the National Farm Animal Care Council’s (NFACC) Code of Practice development process. Codes of Practice set out national guidelines for the care and handling of farm animals, providing recommendations and requirements for housing, management, and other animal husbandry practices. The Codes are prepared with input and support of scientific experts and by consensus of diverse groups involved or interested in farm animal care and welfare. The Codes were last updated in 2005. The latest revision is expected to be completed in 2013.

Cysticercus ovis in Canadian sheep study: results summary

A joint effort between the Canadian Sheep Federation, the University of Guelph, and the Ontario Ministry of Agriculture, Food and Rural Affairs was initiated in 2009 to identify risk factors associated with carcass condemnations due to Cysticercus ovis (C. ovis).

Historically, condemnations due to C. ovis have been sporadic in Canada. However, in recent years, condemnation statistics collected from Ontario provincially inspected abattoirs, and federally inspected abattoirs across Canada, have revealed a substantial increase in both the number and proportion of sheep carcasses being condemned due to C. ovis infection. If the prevalence of C. ovis continues to increase, the financial losses caused by a high number of condemned carcasses could be detrimental to the Canadian sheep industry.

In the study, information about farm management practices were collected from 40 case farms (farms that had a C. ovis condemnation) and 56 control farms (farms that never had a C. ovis condemnation) in Alberta, Saskatchewan, Manitoba, and Ontario. Risk factor analysis revealed that, disposing of deadstock in a manner that allowed for scavenging of the carcass, i.e. leaving the carcass where the animal fell, using an uncovered deadstock pile, or disposing “over the fence,” were associated with an eleven-fold increase in risk of a farm having a lamb condemned due to C. ovis. Independent of the deadstock disposal method, the scavenging of deadstock by farm dogs was found to be associated with a four-fold increased risk of sheep carcass condemnations due to C. ovis. Accordingly, if farm dogs are discovered eating sheep meat, or producers are unsure of their dogs’ eating habits, treatment with a drug for tapeworms should be carried out within five weeks following exposure to prevent the release of parasite eggs into the environment. A full report of the research findings will be published in a later addition of From the Flock.
Short supply an issue for entire value chain

The Sheep Value Chain Roundtable (ShVCRT) was launched to enhance cooperation and participation among all stakeholders in the sheep value chain, the sheep production sector, and governments. Building upon the successes of previous producer roundtables, this value chain approach is designed to establish and maintain a strong and healthy Canadian sheep industry.

In November 2010, the ShVCRT met to discuss the lack of supply facing the industry. A processor and retailer spoke about their challenges with regards to the lack of supply of Canadian lamb, which is also inconsistent throughout the year. This makes meeting demand, particularly for Canadian lamb, difficult for processors and retailers. The discussion that followed touched on several points: the need for marketing expertise versus the value of marketing a product for which the industry cannot meet existing demand; the loss of cost efficiency through economies of scale due to insufficient product; and the lack of consistency of Canadian lamb.

The Alberta Lamb Producers spoke to their campaign to increase their provincial flock, a success realized when then 2011 Statistics Canada numbers showed a 4% increase for the province. A major focus over the past year has been reviewing the potential for RFID technology to assist producers in increasing their productivity. An update was given on predation. CSF has developed a new relationship with the Fur Institute of Canada, working closer with fur traders across the country in continuing to develop solutions to address predation.

A number of action items came out of the 2010 ShVCRT meeting, including formalizing the process and membership of the roundtable. The ShVCRT will help to create a shared understanding of key market challenges and opportunities facing the industry; provide a forum through which the private sector and government can build and implement joint action plans to ensure the sheep industry’s sustainability and viability over the medium and longer-term; set goals and targets that, if achieved, will strengthen the industry’s competitive position and its overall capacity to meet market demands; and trace progress on implementation of agreed actions and ensure results.

The first official meeting of the ShVCRT with a broad representation from across the value chain will be held November 16, 2011 in Winnipeg.

Canadian Lamb Company

The Canadian Lamb Cooperative is now in the process of being established as a federally incorporated, new generation cooperative. The Cooperative will be the only lamb marketing organization in Canada that is both owned and controlled by Canadian lamb producers. Cooperative Membership Information Request forms have now been received from lamb producers in five provinces (BC – Ontario). The Cooperative has formed a multi-provincial (five provinces), 12-member advisory group of producers, processors, feed lot operations, lawyer, accountant and industry stakeholders. Letters of support for the new Cooperative have been received from five provincial (BC – Ontario) lamb and sheep organizations. Offices are located in Saskatoon and Guelph, and strategic, financial, operations and marketing plans are complete.

The five lamb producers (one from each western province and Ontario) on the advisory group have decided that the Cooperative will pay a premium price, over market, for lambs purchased from member producers and issue dividends based on a member’s participation in the Cooperative. Lamb producers in all five provinces have requested that the Cooperative form a company, the Canadian Lamb Company, to conduct all the purchasing, processing and marketing of their lambs. The Lamb Company will be owned and controlled by the Lamb Cooperative but will have a separate business board of directors and professional business managers.

For further information contact:

- Terry Ackerman (519) 835-8858 / tackerman@rogers.com
- Gord Schroeder (306) 933-7182 / gordsheepdb@sasktel.net
- www.canadianlambcompany.com
Ontario Sheep Marketing Association (Ontario Sheep)

- Listening to and addressing member and industry needs.
- Advocacy – provincial compensation rates for predation increased July 1, 2011; effective 2011 the Ontario Government established an insurance program to manage the risk of no margins using Cost of Production (COP); working with auction markets that received fines for animals arriving at auction without approved CSIP tags.
- Education – expanded website; working closely with OMAFRA on producer education; and exploring webinars as an education tool.
- Research & Development – developing bioFlock, a new web-based flock management program, along with BIO and Farms.com to be available January 2012; carried out the second year of the Benchmarking study (COP).
- Organization – conducted Board training on roles and responsibilities of Directors and how to run effective meetings; revised regulations on the collection of license fees; Governance Committee rewrote the OSMA policy manual.
- Promotion – provided districts with display boards and content on various topics and to multiple audiences; supported industry expansion with booths at the Canadian Outdoor Farm Show and International Plowing Match as well as consumer awareness at the Royal Winter Fair.

Saskatchewan Sheep Development Board (SSDB)

- Received an excellent response from the producer survey. The results helped us identify the areas of need and gave us direction as to where our energies and resources should be spent.
- Hosted the Canadian Classic Show and Sale in July. Attendance for the event was far beyond what we had ever anticipated. Producers from across Canada enjoyed the show and sale, trade show, demonstrations, wine and cheese social, lamb banquet and the fellowship. The atmosphere was electric. Sheep entries were up and prices were strong with ewes averaging $574 and rams $870.
- “RFID systems are a good farm management tool” – this has been a key message this past year. Producers who have realized this and have implemented systems find them cost effective and very beneficial. This focus will continue as the industry moves to mandatory RFID tagging.
- Completed a series of industry fact sheets and distributed them to every producer in the province.

Prince Edward Island Sheep Breeders Association

- Approximately 100 sheep farmers and numbers continue to increase. Island farmers see opportunities in the sector and view sheep as livestock that fit well on the Island.
- Two projects under the Growing Forward program – Protecting Sheep from Potential Disease Carried by Both Predatorial and Non Predatorial Species (fencing project) and the Preparing a Quality Lamb Product from Birth to Market (genetic enhancement) – were widely accepted by Island sheep producers.
- Hosted a Sheep Shearing Workshop in August. The workshop emphasized biosecurity issues, sheep behaviour, handling and holding areas, shearing equipment and maintenance in addition to shearing techniques, wool preparation and skirting.
- Provided support for regional projects: Development of a new heat and ovulation synchronization treatment for ewes breeding out of season; Conjugated linoleic acid (CLA) and other beneficial fatty acids in lamb production on different feeding systems; and Wool batts for commercial insulation.
- Received approval for a forage feeding trial to evaluate a forage-based diet for market lambs, eliminating the cost of grain in a finish diet.

Alberta Lamb Producers (ALP)

- Encouraging and supporting expansion – a 4% increase in breeding ewes over last year and 36% increase in retention of ewe lambs, evidence of increased expansion plans in the future.
- Lamb Production 101 – Getting Started course now available, funding received for more course curriculum development and management resources.
- Working for its members – Jan 2011 producer survey notes improvements to ALP in all areas.
- A central point of contact for all industry participants. Advertising was introduced in Newesletters – including free classifieds for AB producers. Six issues of Newesletter; 384 recipients of Newesline and an updated website.
- Province’s producers are well prepared for traceability and see opportunities for taking advantage of RFID benefits.
- Industry collaboration and teamwork results in success and advancement, focussing on producer productivity and profitability.

Prince Edward Island Sheep Breeders Association

- Received approval for a forage feeding trial to evaluate a forage-based diet for market lambs, eliminating the cost of grain in a finish diet.
Sheep Producers Association of Nova Scotia (SPANS)

- A joint workshop with the Purebred Sheep Breeders Association of Nova Scotia, Nova Scotia Dept. of Ag. and SPANS to present the Shearwell tags, applicators, readers and sorter to the producers of Nova Scotia was held at the farm of Mr. Graham Reid.

- SPANS successfully lobbied for and received funding for a Genetic Enhancement Program for Producers in the Province to start actively tracking their best performing animals through Genovis as well as an incentive program to purchase and/or retain improved livestock with data to support this through Genovis/ SFIP. This was in conjunction with a Beef Genetic Enhancement program and kindly funded by the Nova Scotia Dept. of Agriculture.

- This year has seen the return of a quarterly newsletter to producers to keep them up to date on all things related to the industry and to keep them abreast of events unfolding on the national level with updates on tagging requirements being foremost at present.

- In conjunction with Agrapoint we are in the process of presenting a series of Pasture tours to sheep producers to enhance their ability to extend the grazing season as long as possible.

- This year has seen the start of what we fondly call “The Wool Project” which is actually a feasibility study to see if it might be possible to start a local industry converting wool into insulation batts and is generously being funded by the Nova Scotia Dept. of Agriculture Tech Development Program and Canadian Co-operative Wool Growers.

- SPANS is also proud to be co-operating with the Nova Scotia Agriculture College Continuing Ed department and Agrapoint in presenting Atlantic Canadians with the opportunity to attend the Modern Shepherd course again this Fall/Winter season.

BC Sheep Federation (BCSF)

- Hosted educational seminar and field day that coincided with the BCSF Annual General Meeting.

- Publish the N’Ewes, a quarterly sheep newsletter that connects sheep producers from the regional sheep associations.

- Participated in several agricultural initiatives and meetings, including animal welfare council, predator workshops, regional field days.

- In the final year of a pilot project funded by Investment Agriculture BC to develop a sustainable approach to wild predator mitigation and control.

Canadian Cooperative Wool Growers Inc. (CCWG)

- Much improved wool prices for both finer and coarse micron wools. Enhancements also made to the Wool Preparation Incentive Rebate (WPIR) program.

- Developed a new market for Canadian wool in Uruguay.

- Recorded gross sales of $7,233,340, which represents a 9% increase from the previous year. The Board of Directors authorized a dividend payment of 7% to the shareholders and 4¢ per pound to the Shareholder Wool Shipper Loyalty Reward Program (SWSLRP). Wool volume increased by approximately 8.5% from the previous year.

- Sold a vacant corner lot on the Carleton Place property. Net proceeds will be applied towards a new building for additional storage capacity.

- Major sponsor for several sheep related events and supporter of entry-level sheep shearing courses.

- Working closely with ear tag manufacturers, the CSF and provincial sheep organizations in support of the CSIP.

- Expanded dealer network and relocated store at Perlich Auction Mart in Lethbridge, AB to a new ground floor location.

Canadian Sheep Breeders’ Association (CSBA)

- 2010 saw national increases in memberships (4%), registrations (9%) and transfers (5.8%).

- The 2010 All Canada Classic was hosted in Richmond, Quebec by the Société des éleveurs de moutons de race pure du Québec. There were 172 animals offered for sale, with 161 changing hands at an average price of $558 for ewes and $619 for rams.

- The 2011 All Canada Classic was co-hosted in Drake, Saskatchewan by the Saskatchewan Sheep Breeders’ Association and the Saskatchewan Sheep Development Board. There were 225 animals offered for sale, with 221 changing hands at an average price of $574 for ewes and $870 for rams.

- Hired General manger, Stacey White, to implement the CSBA’s business plan, which is available on-line at www.sheepbreeders.ca

- Sponsored the Royal Agricultural Winter Fair, Agribition and provincial-level 4-H sheep events.
Your Industry Representatives:
who they are and how to contact them

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<td>-</td>
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</table>

CSF 2010-2011
Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Andrew Gordanier (ON) - Chairman</td>
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</table>

CSF Staff

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<tbody>
<tr>
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<tr>
<td>Executive Director</td>
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<tr>
<td>National On-Farm Food Safety Coordinator</td>
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<td>Corlena Patterson</td>
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<td>National Scrapie Project Coordinator</td>
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<td>Daniel Dion</td>
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<tr>
<td>National Animal Identification and Traceability Coordinator</td>
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</tbody>
</table>

We want to hear from you. How to reach us

Phone:
519-824-6018
or
888-684-7739

Fax: 1-866-909-5360

info@cansheep.ca

Mail: 130 Malcolm Road, Guelph, ON N1K 1B1

CSF exists for the benefit of all lamb producers, and supports efforts throughout the value chain to build a strong and prosperous industry. The organization works on many initiatives that directly affect your bottom line. Make CSF work for you by speaking up, getting involved and contributing to the activities underway.

Contact your provincial representative on CSF’s Board of Directors. These individuals work hard to represent their constituents – make sure they know your view.

More information is just a click away ...

Several channels exist to access CSF and its various resources:

- www.cansheep.ca - The main website for CSF informs producers and the industry at large about CSF projects and policies.
- www.freshcanadianlamb.ca - A satellite website developed specifically for retail and foodservice to support the meat marketing sector.
- http://fsfp.cansheep.ca - The on-farm food safety website.
Our Mission to be your voice

To represent all producers in providing leadership aimed at cooperative work among all levels of government and industry-related organizations, both domestic and foreign, to further the viability, growth and prosperity of the Canadian sheep, wool and dairy industry.

This mission statement highlights how the CSF believes it can best serve the industry by working as an advocate for sheep producers and creating conditions for success. This includes motivating a market-driven mindset and coordinating efforts for greater collaboration and communication across all sectors of the value chain. The overall goal is increased value and long-term sustainability for everyone, and an industry that is recognized around the world as a competitive quality brand.

Who we represent

The CSF is a producer-funded organization comprised of nine member provinces (British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick and Prince Edward Island) and three associate members (the Canadian Cooperative Wool Growers, the Canadian Sheep Breeders’ Association and the Canadian National Goat Federation).

Provincial dues and the number of votes a province has are based on the province's share of the national ewe flock as of January 1. These numbers are based on Statistics Canada information and are averaged over five years to eliminate any drastic changes in the amount of dues owed to CSF.

Ontario and Quebec represent the two largest sheep-producing provinces in the country and as such their contributions make up a significant proportion of CSF’s budget. In turn, these two provinces carry three votes on the Board, followed by Alberta and Saskatchewan with two votes each. British Columbia, Manitoba, New Brunswick and Nova Scotia carry one vote each, as do the Canadian Sheep Breeders’ Association and the Canadian Cooperative Wool Growers.

What does the board do for you

The function of the Board is to achieve the mission of the CSF, which includes activities such as setting policy and lobbying. The Board meets face-to-face once per year at the Annual General Meeting and by regular teleconferences during the year. Priority areas include: industry development, communications, education and training, organizational management and governance.

The organization also employs one-full time staff person – the Executive Director – and one part-time bookkeeper. The function of the Executive Director is to oversee the operations of the CSF, implement the goals and objectives of the Strategic Plan, and manage human, financial and physical resources.

Other staff positions are supported through financial assistance from the federal government, including an On-Farm Food Safety (OFFS) Coordinator, a National ID Coordinator (a role that is shared with the goat industry) and a National Scrapie Project Coordinator (a position that is shared with the Canadian Sheep Breeders’ Association).
Financials were not available at the time of printing.