

ALP 2024 AGM & CONFERENCE

NOVEMBER 23, 2024 | PRESENTED BY:



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Alberta Lamb Producers

2024 Annual General Meeting Agenda

1. Welcome and Introductions
2. Approval of the Agenda
3. Acceptance of 2023 AGM Meeting Minutes
4. Chair Address
5. Director Acclamations
6. Financial Statements for 2023-2024
7. ALP Operational Budget 2024-2025
8. Producer Resolutions
9. Your Check-off at Work: Review
10. Looking Forward
11. Moderated Producer Q & A
12. Adjournment of ALP AGM

Current ALP Board of Directors

Jordan Allen, Chair

Martin Winchell, Vice-Chair

Adam French, Finance Chair

Richard Boscher, Vice-Finance Chair

Darlene Hawco, Director

Alison Neale, Interim Director

vacant, Director

vacant, Director in Training

ALP Staff

Jolene Airth, Executive Director

Jennifer Wood, Project/Office Administrator

Mission

We empower the sheep industry through education, innovative research, and advocacy. Our focus is on working in the best interests of our producers by building connected relationships through accountability and transparency.

Vision

We support our producers in the advancement of a successful and sustainable industry.

Values

- We prioritize the betterment of our producers.
- We are accountable to our producers through transparent communication.
- As a volunteer board comprised of eligible producers, we are committed to guiding industry innovation and enhancement.
- Our board leads with integrity and honesty.
- Staff provides a stable connection between producers and the board with consistency, reliability, and confidentiality.

Alberta Lamb Producers Annual General Meeting

November 18, 2023

(In-person and virtual)

The meeting was opened at 3:10pm with 77 attendees (in-person and virtual combined).

1. Motion: To accept agenda as presented.

Motion: Ken Smith

Seconded: Michael Buck

Carried.

2. Motion: To approve the 2022 meeting minutes as presented.

Motion: Hannah Logan

Seconded: Ashley Ellis

Carried.

3. Acclaimed Director Speeches

- a. Jordan Allen
- b. Martin Winchell
- c. Darlene Hawco

Director in Training Speech

- d. Jessica Chitwood

Retiring Director Speech

- e. Judy Buck
- f. Nicole Schieck

4. Alberta Lamb Producers Financial Statements

Shannon Troke with King and Company Chartered Accountants presented the ALP financial review statements.

Note: The financial review statements include the project funded money that has flowed through ALP during the year for the sheep vaccine, lidocaine band and sheep and goat management accreditation program research projects.

Motion: That the 2022/23 Financial Statements of Alberta Lamb Producers be approved as presented.

Motion: Tracey Smith

Seconded: Kris Kobitzsch

Carried.

Notes: The ALP financial review was clean. The financial allocation and grants were explained. Net income and overall expenses were similar to the previous year.

King and Company financially reviews and audits other agricultural organizations under the Marketing of Agricultural Products Act, including Alberta Pork, Alberta Turkey, and Alberta Chicken. Marketing Council was informed of this change.

Motion: That the 2023/24 Financial Statements of the Alberta Lamb Producers be financially reviewed by King and Company Chartered Accountant.

Motion: Ken Smith

Seconded: Derrick Hoogenboom

Carried.

5. **Alberta Lamb Producers budget 2023/24** was presented by Judy Buck. This document excludes all project funding so is more representative of how ALP has used and proposes to use check off dollars.

6. Presentation of ALP Annual Report

Emilie Wilson and Jordan Allen presented the ALP Annual Report.

7. ALP 2023 Photo Contest

ALP decided it was time to hold another photo contest this past year! There was one general category and all photos showing any aspect of life on a sheep farm were considered. This included flock shots, around the sheep farm, sheep farmers, all about the wool and possible fan favorites just to name a few examples. The deadline for entries was September 1, 2023 and prizes would be awarded for the top 3 placing photos. Congratulations to our winners (Ilona Franklin (1), Laura Elsinga (2) and Jackie Dixon(3)! The ALP office will be in contact with them to organize receiving their cash prizes.

8. Proposed Resolutions

To submit a resolution for discussion at this year's AGM, eligible Alberta Lamb Producers needed to complete our resolution form and submit it to the ALP office by September 15,


2023. Proposed resolutions would not be accepted past this deadline or from the floor at the virtual AGM.

ALP did not receive any proposed resolutions by our submission deadline and therefore there was no conversation at the AGM regarding Resolutions.

9. Motion to Adjourn: Siemen VanderMeer

10. Adjournment: 4:15 pm.

11. Approval of Minutes:

Signature:  Date: November 19, 2023

Emilie Wilson, ALP Director

Signature:  Date: November 19, 2023

Jordan Allen, ALP Director

Signature:  Date: November 19, 2023

Jolene Airth, ALP Director

Signature:  Date: November 19, 2023

Richard Boscher, ALP Director

Signature:  Date: November 19, 2023

Martin Winchell, ALP Director

Signature:  Date: November 19, 2023

Darlene Hawco, ALP Director

2024 AGM Chair Address

Welcome to the 2024 Alberta Lamb Producers AGM and Conference! On behalf of the board of directors we would like to thank you for your participation in our AGM and attending our conference. I think the program we have put together this year will be very interesting with great presentations!

This year sitting in the Chair role after serving as Vice Chair last year was a welcome challenge, but the year definitely had some unexpected aspects involved that added a whole other level to the role. Shortly after I became Chair our previous Executive Director decided to go in a new career direction which as a board, we were all very excited for her and supportive of her doing. What we didn't expect was how long it would take to find a replacement and while being only a few months into my new role as chair, I "unofficially" filled the role of Executive Director while we embarked on our months long search for the right replacement. Thankfully our board is a group of directors that work amazingly well together, and we all collectively took on extra tasks to keep the organization running smoothly and while working together in the interviewing process. We finally found our amazing new Executive Director, Jolene Airth and she has been a fantastic fit in the role. The Alberta Lamb Producers organization as well as all the producers in Alberta are fortunate to have her in the office keeping day to day operations seamless.

When I was elected chair of the board in November 2023, my main goal was to continue focusing on producer engagement to bring some excitement and positivity back into our industry. This was a collective ALP board focus, and we planned to engage through increased communication. We have been working to achieve this by sending our board members out to more industry events, doing farm tours and making/taking phone calls to connect with producers. We want to know what your issues are, the good and the bad that's happening on your farms with your sheep, and we feel that the best way to do this is by talking with you face to face. We have also tried to make Alberta Lamb a bigger presence at industry events with other stakeholders and commodity groups, political leaders and researchers, veterinary professionals and funding partners. We want lamb to be a bigger and more "visible" presence in the agriculture industry and when people think about meat in Alberta, they don't automatically think beef, they also think "Wow, Alberta has great LAMB!!"

ALP has faced and overcome some challenges this past year from a staffing/organization perspective, but we have also had some very exciting successes that I would like to highlight as well. Last fall 2023, the Alberta Lamb Producers board of directors advocated heavily for the AB Government's Drought Assistance Program area to be expanded as the original proposed area excluded many producers. Thankfully our collaborative advocacy with some other stakeholder groups worked and the area was expanded to be much larger and more inclusive. We also filled two interim director positions in February 2024 to bring us back to a full board. The Sheep and Goat Vegetation Management Course which ALP and Lakeland College have been working on together for the last 3 years of five modules has been launched with the pilot testers who will supply feedback on the course content so that any final improvements can be made and the final launch of the program is hopefully going to be in spring of 2025. Another accomplishment ALP is very proud to be part of is the release of the LidoBand, the lidocaine loaded elastrator band which is now available with a prescription through AVL/Solvat. If you are attending our conference today you will get to hear more about the use and efficacy of this great new product from Dr. Merle Olson creator of Solvet. The board was so excited about this product that we suggested to Chinook Contract Research Inc. another band impregnated with an insecticide for the

prevention of flystrike. CCR has developed a prototype insecticide-containing version of the LidoBand which would provide both pain and flystrike mitigation. At this time, ALP is asking for volunteers to join in on a study for the project. If you would like more information on this, please reach out to Jolene Airth at jolene@ablamb.ca.

I've enjoyed sitting as Chair this year and I'm proud to represent an industry that is filled with so many passionate producers. On behalf of the Alberta Lamb Producers board of directors, I want to thank you all for your engagement this year and I look forward to seeing what 2025 has to offer for the lamb sector.

Alberta Lamb Producers Director Acclamation for 2024-25

There were four Director-at-large positions open on the 2024/25 ALP board. Four eligible producers submitted valid nomination forms before the July 31, 2024, deadline to be entered as candidates in the 2024 election. These nominations were submitted in accordance with Part 3, sections 26 and 27, of ALP's Bylaws. As we received four valid nomination forms for the four Director-at-large positions, no election needs to be held this year. The four nominated producers will be acclaimed to the board at the ALP AGM on November 23, 2024.

ALP did not receive an application for a director in training and will be recruiting to fill the position after the AGM, as per ALP Policy 2.4.4.

ALP is pleased to announce that Adam French, Richard Boscher, Alison Neale, who currently sit on the board, and Olivia Blum will be acclaimed to the board at our AGM on November 23, 2024. Their profiles are below.

Please help us welcome our acclaimed directors to the board.

Adam French **Contact:** adam@ablamb.ca (780) 872-9908

Having joined the ALP Board in February of 2024 I am pleased to be acclaimed for another term. Growing up in Australia I was surrounded by sheep farms which is where my passion for agriculture and the sheep industry was formed. With degrees in agriculture and business administration, I have spent my entire career working in the agriculture sector, and in 2020 we purchased our farm where we have a growing flock of Dorper/Katahdin crosses.

In the time I've been involved with the ALP Board I am inspired by the passion and commitment of producers in our industry both locally in Alberta and across Canada. I look forward to working with the rest of the board to continue to advocate for our industry, support and encourage research to further develop the sheep sector and promote the benefits of lamb and wool to the broader community.

Richard Boscher **Contact:** richard@ablamb.ca (639) 536-3272

My name is Richard Boscher, and I'm excited to join the ALP board of directors for a second term. I live near Kitscoty, Alberta, with my wife, Lindsay, and our two daughters, Kadence and Brooke. My youngest daughter named our farm "Little Big Sheep Farm Registered Charollais" because it's "big sheep on a little farm."

Growing up as a town kid in Russell, Manitoba, I have always been curious about working with animals. Through connections with friends and church members, I gained experience working with livestock and

wild stock over the years. I worked on a PMU farm for a while and was always eager to help friends and family with their farm operations. I have passed that passion for animals onto my daughters, so our operation is a family affair.

My job by day as a measurement and regulatory specialist for the oil and gas industry has equipped me with the skills to manage, problem-solve and develop processes that make our sheep farm more efficient. Our farm is managed and operated by myself and my youngest daughter, who is 15 years old. My oldest daughter is in Lincoln, Nebraska, attending university to become an International Rescue and Relief Technician. Over the years, I have seen my girls out there sorting sheep, treating illness, processing and weighing lambs, and inserting CIDRs; I know that this farm is more than just another source of income. It provides innumerable opportunities for them, and the benefits will impact them for the rest of their lives.

Again, I look forward to aiding in the industry's progression and working with fellow producers to benefit all Alberta lamb producers.

Alison Neale **Contact:** alison@ablamb.ca (306) 914-1362

I'm thrilled to join the Alberta Lamb Producers Board and to connect with other dedicated sheep producers who share a passion for the industry. My roots are in Sundre, where I grew up on a small acreage and a dream of working with animals. This passion led me to the University of Saskatchewan, where I earned a degree in Animal Bioscience. Currently, I'm part of the team at Olds College, working on projects that support sustainable livestock management, from feed efficiency in cattle to research on sheep health and parasite control.

My journey with sheep began with eight bottle lambs—a modest start that quickly grew to a flock of 22, and counting! Working with sheep has deepened my appreciation for their rhythm, intelligence and the unique challenges they bring. Every lambing season, and each morning spent checking the flock keeps me hooked on this way of life. In addition to my growing flock, I also raise pigs and chickens, adding to the rewarding complexity of farm living.

Being a part of the Alberta Lamb Producers Board is both an honor and an exciting responsibility, and I look forward to contributing to our industry's future.

Olivia Blum **Contact:** olivia@ablamb.ca (403) 586-3800

I look forward to being more involved with the sheep industry and am excited for the opportunity of being a director with the Alberta Lamb Producers. Along with my family, we reside in the Eagle Hill area, northwest of Olds. I have a small commercial mixed wool breed farm with about 70 animals at peak time of year and have been involved with sheep for four years now. We focus on raising lambs for meat and for our kids' 4-H experiences. This year are proud to have provided market lambs to other 4-H members.

When not busy with our flock, I enjoy raising Corgi puppies. Our family motto has always been 'Faith Family and Friends' and we strive to have great connections in our amazing community. I feel my passion for the sheep industry and desire to represent small sheep producers will contribute positively to the ALP.

ALBERTA LAMB PRODUCERS

Financial Statements

Year Ended August 31, 2024

ALBERTA LAMB PRODUCERS

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Year Ended August 31, 2024

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INDEPENDENT AUDITOR'S REPORT

To the Members of Alberta Lamb Producers

Opinion

We have audited the financial statements of Alberta Lamb Producers (the Organization), which comprise the statement of financial position as at August 31, 2024, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as at August 31, 2024, and the results of its operations and cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Organization in accordance with ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Matter

The financial statements for the year ended August 31, 2023 are unaudited.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the 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.

In preparing the financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting process.

(continues)

Independent Auditor's Report to the To the Members of Alberta Lamb Producers *(continued)*

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

King + Company

Edmonton, AB
November 12, 2024

CHARTERED PROFESSIONAL ACCOUNTANTS

ALBERTA LAMB PRODUCERS**Statement of Financial Position****As at August 31, 2024**

	2024	2023
ASSETS		
CURRENT		
Cash (<i>Note 2</i>)	\$ 375,128	\$ 323,144
Short-term investments (<i>Note 3</i>)	149,547	141,714
Accounts receivable (<i>Note 4</i>)	28,772	26,752
Prepaid expenses	10,806	3,306
	564,253	494,916
CAPITAL ASSETS (<i>Note 5</i>)	4,114	7,478
	\$ 568,367	\$ 502,394
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities (<i>Note 6</i>)	\$ 44,567	\$ 33,694
Deferred revenue (<i>Note 7</i>)	2,830	1,100
Deferred contributions (<i>Note 8</i>)	13,156	16,503
	60,553	51,297
NET ASSETS		
Invested in capital assets	4,114	7,478
Internally restricted (<i>Note 9</i>)	503,700	443,619
	507,814	451,097
	\$ 568,367	\$ 502,394

ON BEHALF OF THE BOARD_____*Director*_____*Director*

ALBERTA LAMB PRODUCERS**Statement of Operations****Year Ended August 31, 2024**

	2024	2023
REVENUE		
<u>Checkoff</u>		
Sheep	\$ 243,248	\$ 252,131
Wool	3,019	4,447
	<u>246,267</u>	<u>256,578</u>
<u>Other</u>		
SheepBytes	16,745	10,911
Advertising	11,351	11,432
Interest	8,377	4,652
Annual General Meeting sponsorship and registration	8,175	4,585
Expense recoveries	2,328	7,918
	<u>46,976</u>	<u>39,498</u>
Grants (Note 8)	3,347	189,848
	<u>296,590</u>	<u>485,924</u>
EXPENSES		
<u>Advocacy</u>		
Industry support	13,525	14,129
Research	8,466	6,723
Industry liaison	8,459	18,314
Plebiscite	-	5,039
	<u>30,450</u>	<u>44,205</u>
<u>Extension</u>		
Newsletter	14,962	13,388
Promotional items and events	2,715	5,603
AFAC	5,000	1,000
SheepBytes	3,997	3,396
Producer education	200	200
	<u>26,874</u>	<u>23,587</u>
<u>Operating</u>		
Salaries, benefits and staff development	76,716	99,966
Directors	32,144	21,031
Administration and communications	12,450	8,508
Annual General Meeting	10,667	1,578
Accounting and legal	9,950	10,313
Website	4,030	5,280
Insurance	3,486	2,049
Amortization of capital assets	3,364	3,605
Strategic planning	400	1,300
	<u>153,207</u>	<u>153,630</u>
Checkoff refunds	25,995	22,610
Grants	3,347	194,816
	<u>239,873</u>	<u>438,848</u>
EXCESS OF REVENUE OVER EXPENSES	<u>\$ 56,717</u>	<u>\$ 47,076</u>

ALBERTA LAMB PRODUCERS
Statement of Changes in Net Assets
Year Ended August 31, 2024

	Invested in Capital Assets	Internally Restricted (Note 9)	Unrestricted	2024	2023
NET ASSETS - BEGINNING OF YEAR	\$ 7,478	\$ 443,619	\$ -	\$ 451,097	\$ 404,021
Excess (deficiency) of revenue over expenses	(3,364)	12,748	47,333	56,717	47,076
Transfer of cash for SheepBytes	-	(3,349)	3,349	-	-
Transfer to internally restricted	-	50,682	(50,682)	-	-
NET ASSETS - END OF YEAR	\$ 4,114	\$ 503,700	\$ -	\$ 507,814	\$ 451,097

ALBERTA LAMB PRODUCERS**Statement of Cash Flows****Year Ended August 31, 2024**

	2024	2023
OPERATING ACTIVITIES		
Excess of revenue over expenses	\$ 56,717	\$ 47,076
Item not affecting cash:		
Amortization of capital assets	3,364	3,605
	<u>60,081</u>	<u>50,681</u>
Changes in non-cash working capital:		
Accounts receivable	(2,020)	2,356
Prepaid expenses	(7,500)	(456)
Accounts payable and accrued liabilities	10,873	(40,920)
Deferred revenue	1,730	275
Deferred contributions	(3,347)	(134,927)
	<u>(264)</u>	<u>(173,672)</u>
Cash flow from (used by) operating activities	<u>59,817</u>	<u>(122,991)</u>
INVESTING ACTIVITY		
Purchase of short-term investments, net	<u>(7,833)</u>	<u>(1,055)</u>
INCREASE (DECREASE) IN CASH	51,984	(124,046)
CASH - BEGINNING OF YEAR	<u>323,144</u>	<u>447,190</u>
CASH - END OF YEAR	<u>\$ 375,128</u>	<u>\$ 323,144</u>

ALBERTA LAMB PRODUCERS

Notes to Financial Statements

Year Ended August 31, 2024

NATURE OF OPERATIONS

Alberta Lamb Producers (the "Organization") is a producer supported organization that operates under regulation of the Marketing of Agricultural Products Act of the Province of Alberta. Its mandate is the promotion and enhancement of the sheep and wool industry in Alberta.

1. SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations.

Revenue Recognition

Alberta Lamb Producers follows the deferral method of accounting for contributions.

Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Endowment contributions are recognized as direct increases in net assets.

Restricted investment income is recognized as revenue in the year in which the related expenses are incurred. Unrestricted investment income is recognized as revenue when earned.

Checkoff fees are recognized as revenue when received or receivable. Checkoff fees are set at \$1.50 for each tag issued, less an administration fee of 2%.

Financial Instruments

Initial Measurement

The Organization initially measures its financial assets and liabilities originated or exchanged in arm's length transactions at fair value. Financial assets and liabilities originated or exchanged in related party transactions, except for those that involve parties whose sole relationship with the Organization is in the capacity of management, are initially measured at cost.

The cost of a financial instrument in a related party transaction depends on whether the instrument has repayment terms. If it does, the cost is determined using its undiscounted cash flows, excluding interest and dividend payments, less any impairment losses previously recognized by the transferor. Otherwise, the cost is determined using the consideration transferred or received by the Organization in the transaction.

Subsequent Measurement

The Organization subsequently measures all its financial assets and liabilities at cost or amortized cost, except for investments in equity instruments that are quoted in an active market, which are measured at fair value. Changes in fair value are recognized in earnings in the period incurred.

Financial assets measured at amortized cost using the straight-line method include cash, short-term investments and accounts receivable. Financial liabilities measured at amortized cost using the straight-line method include accounts payable and accrued liabilities and deferred contributions.

(continues)

ALBERTA LAMB PRODUCERS

Notes to Financial Statements

Year Ended August 31, 2024

1. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Transaction Costs

Transaction costs attributable to financial instruments subsequently measured at fair value and to those originated or exchanged in a related party transaction are recognized in earnings in the period incurred. Transaction costs related to financial instruments originated or exchanged in an arm's length transaction that are subsequently measured at cost or amortized cost are recognized in the original cost of the instrument. When the instrument is measured at amortized cost, transaction costs are recognized in earnings over the life of the instrument using the straight-line method.

Impairment

For financial assets measured at cost or amortized cost, the Organization determines whether there are indications of possible impairment. When there are, and the company determines that a significant adverse change has occurred during the period in the expected timing or amount of future cash flows, a write-down is recognized in earnings. If the indicators of impairment have decreased or no longer exist, the previously recognized impairment loss may be reversed to the extent of the improvement. The carrying amount of the financial asset may be no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in earnings.

Cash

Cash is comprised of cash held with financial institutions.

Capital Assets

Capital assets are stated at cost less accumulated amortization. Capital assets are amortized over their estimated useful lives at the following rates and methods:

Office equipment	20%	declining balance method
Computer equipment	30%	declining balance method
Leasehold improvements	20%	declining balance method
Database	20%	straight-line method

The Organization regularly reviews its capital assets to eliminate obsolete items. Government grants are treated as a reduction of capital assets cost.

Contributed Services

The operations of the Organization depend on both the contribution of time by volunteers and donated materials from various sources. The fair value of donated materials and services cannot be reasonably determined and are therefore not reflected in these financial statements.

Measurement Uncertainty

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 amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

2. CASH

Cash includes \$13,156 (2023 - \$16,503) held for deferred contributions included in Note 8.

ALBERTA LAMB PRODUCERS**Notes to Financial Statements****Year Ended August 31, 2024**

3. SHORT-TERM INVESTMENTS

Short-term investments represents a guaranteed investment certificate that has a maturity date of March 7, 2025 and bears interest of 4.90% (2023 - 5.20%). It is internally restricted.

4. ACCOUNTS RECEIVABLE

	2024	2023
Operations	\$ 24,754	\$ 22,734
Interest	4,018	4,018
	<u>\$ 28,772</u>	<u>\$ 26,752</u>

5. CAPITAL ASSETS

	Cost	Accumulated amortization	2024 Net book value	2023 Net book value
Office equipment	\$ 4,494	\$ 4,494	\$ -	\$ -
Computer equipment	4,268	2,954	1,314	1,878
Leasehold improvements	2,154	2,154	-	-
Database	14,000	11,200	2,800	5,600
	<u>\$ 24,916</u>	<u>\$ 20,802</u>	<u>\$ 4,114</u>	<u>\$ 7,478</u>

6. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	2024	2023
Checkoff refunds	\$ 25,995	\$ 22,639
Operations	15,117	5,687
Goods and services tax	3,455	5,368
	<u>\$ 44,567</u>	<u>\$ 33,694</u>

7. DEFERRED REVENUE

	2024	2023
Annual General Meeting sponsorship	\$ 2,830	\$ 1,100

ALBERTA LAMB PRODUCERS

Notes to Financial Statements

Year Ended August 31, 2024

8. DEFERRED CONTRIBUTIONS

Deferred contributions represent restricted operating funding received in the current year that is related to subsequent periods. The following is a summary of the changes for the period ending August 31:

	2024	2023
Balance, beginning of year	\$ 16,503	\$ 151,430
Contributions received	-	54,921
Recognized as revenue	(3,347)	(189,848)
Balance, end of year	\$ 13,156	\$ 16,503

Deferred contributions are comprised of:

Rangeland sustainability project	\$ 13,156	\$ 16,503
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9. INTERNALLY RESTRICTED NET ASSETS

The board of directors has internally restricted net assets for the following purposes:

	2024	2023
Emergency operating funds	\$ 240,000	\$ 240,000
Industry research funds	61,679	54,596
SheepBytes	49,498	41,500
Industry events	42,523	42,523
Staffing	40,000	40,000
Website	40,000	-
Marketing	25,000	20,000
Advocacy	5,000	-
AV equipment	-	5,000
	\$ 503,700	\$ 443,619

10. RELATED PARTY TRANSACTIONS

During the year, the Organization paid fees and reimbursed expenses to directors totaling \$32,144 (2023 - \$21,031).

These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

11. COMMITMENT

The Canadian Food Inspection Agency (CFIA) is responsible for Canadian traceability. At the time of implementation, the CFIA chose the Canadian Sheep Federation (CSF) as the representative for the sheep industry for traceability. The CSF contracted the Canadian Cattle Identification Agency (CCIA) as its responsible administrator to meet CFIA requirements. The purpose of this agreement is to govern the distribution and sale of approved tags to sheep producers across Canada. Alberta Lamb Producers has an agreement with Canadian Cooperative Wool Growers (CCWG) that automatically renews every year unless the contract is renegotiated or terminated by either party. Amendments to this agreement require being agreed upon by the parties on or before October 15 of each year to be in effect on January 1 of the following year.

ALBERTA LAMB PRODUCERS

Notes to Financial Statements

Year Ended August 31, 2024

12. FINANCIAL INSTRUMENTS

The Organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the Organization's risk exposure and concentration as of August 31, 2024.

Credit Risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Organization's financial instruments that are exposed to credit risk are primarily cash and accounts receivable. The Organization maintains its cash in a major financial institution. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts.

The Organization's accounts receivable are exposed to credit risk as the majority of receivables are from entities that conduct their business within the same industry.

Interest Rate Risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. In seeking to minimize the risks from interest rate fluctuations, the Organization manages exposure through its normal operating and financing activities. The Organization is exposed to interest rate risk primarily through its floating interest rate on cash and short-term investments.

Alberta Lamb Producers Operations Budget for 2024-2025

(excluding all external project funding)

			<u>Budget amounts</u>	<u>Budget amounts</u>
			<u>2023-24</u>	<u>2024-25</u>
Account	Item	Revenue		
4000	1	Check off - sheep	\$225,000.00	\$240,000.00
4005	2	Check off - wool	\$3,900.00	\$3,000.00
4105/15	3	Newsletter Advertising	\$12,000.00	\$12,500.00
4200	4	National Recoveries	\$3,500.00	\$7,000.00
4900	5	Interest	\$7,000.00	\$7,500.00
4300	6	Manuals, programs and courses	\$0.00	\$0.00
4400	7	SheepBytes - ALP income	\$1,800.00	\$1,900.00
-	8	Transfer from reserves*	\$3,630.00	\$40,550.00
4700	9	AGM Meals/Conference Registration	\$7,500.00	\$5,000.00
4410	10	AGM Sponsorship	\$0.00	\$3,000.00
	11	Refunds from Government	\$0.00	\$0.00
		Canada Summer Jobs Grant	\$7,500.00	\$7,500.00
	12	Total	271,830.00	327,950.00
		Expenses		
7500		Advocacy*		
7595	13	Industry support	\$8,500.00	\$10,000.00
7530	14	Industry liaison (govt & ind)	\$15,000.00	\$15,000.00
7550	15	Promotion	\$1,500.00	\$5,000.00
7561	17	Provincial 4-H	\$1,000.00	\$1,000.00
7565	18	Industry events - Symposium	\$0.00	\$1,000.00
8200	20	Calgary Stampede Sponsorship	\$1,000.00	\$1,000.00
7105	21	Promotional Events	\$1,000.00	\$1,000.00
7500	24	Total	\$ 28,000.00	\$ 34,000.00
8000		Extension		
8005	25	Newsletter	\$11,000.00	\$12,500.00
8010	26	Newsletter ads commission	\$2,500.00	\$2,500.00
8025	27	Industry Research	\$10,000.00	\$10,000.00
		Producer Education	\$4,500.00	\$4,500.00
8000	29	Total	\$ 28,000.00	\$ 29,500.00

9000		Operating Expenses		
-	30	Admin & communications		
9030	31	Admin	\$1,000.00	\$1,000.00
9025	32	Communications	\$6,500.00	\$6,500.00
9040	33	Website	\$7,000.00	\$42,000.00
9045/50	34	Service charges/penalties	\$250.00	\$250.00
9070	35	Office Supplies	\$2,500.00	\$2,500.00
7110	36	Office Equipment/I.T.	\$1,500.00	\$2,000.00
-	37	Total Admin & communications	\$18,750.00	\$54,250.00
9038	38	Staff Recruitment	\$0.00	\$500.00
	39	Capital Purchase	\$3,000.00	\$3,000.00
9005	40	Salaries & Wages	\$109,000.00	\$105,000.00
	41	Staff Devt	\$2,000.00	\$2,000.00
9010	42	Directors expenses	\$37,580.00	\$40,000.00
9007	43	Governance Training	\$0.00	\$0.00
9009	44	Strategic Planning	\$1,800.00	\$2,000.00
9015	45	Audit & legal	\$7,000.00	\$9,000.00
9060	46	Insurance	\$2,200.00	\$2,200.00
9100	47	AGM meeting expenses	\$12,500.00	\$12,500.00
	48	Loss on disposal of assets		
	49	Amortization		
7000	50	Check off refunds	\$21,000.00	\$34,000.00
9000	52	Total	\$214,830.00	\$264,450.00
	53	Total expenses	\$ 270,830.00	\$ 327,950.00
	54	Excess of revenue over expenditures	\$ -	\$ -

Last two year projections showed deficit however we did not run one

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ALP 2024 AGM & CONFERENCE

November 23, 2024

ALP Producer Proposed Resolution for 2024

ALP made some changes to how eligible producers can submit Proposed Resolutions that are discussed and voted on by eligible producers at our Annual General meeting. Effective December 2020, eligible producers can submit proposed resolutions year-round for board consideration. Providing eligible producers with the opportunity to submit year-round submissions allows the board and staff to research and provide information to the proposed resolution(s) in advance of the AGM to help make the discussion more effective at the AGM before the voting period begins.

To submit a resolution for discussion at November 23, 2024 AGM, eligible producers needed to complete the ALP 2024-2025 Resolution Submission Form and submit it to the ALP office by September 15, 2024. The information outlining the process for submitting resolutions can be found on the ALP website. Proposed resolutions were not accepted past this deadline, nor will resolutions be accepted from the floor at the AGM.

ALP received four proposed resolutions. Please see the details about the proposed resolution submissions below.

1. Proposed Resolution: ALP to research alternative and /or additional distribution of CSIP tags.

Detail: ALP is directed to research alternative and/or additional distribution of CSIP tags in hopes of decreasing shipping costs and potentially decreasing the cost of the tag either in multiple locations across the province or a single distributor.

2. Proposed Resolution: ALP to discuss a lower shipping rate with CCWG.

Detail: ALP is directed to contact CCWG with the intent to decrease shipping costs thereby potentially lowering the cost to the producer.

3. Proposed Resolution: ALP to research rejoining the Canadian Sheep Federation.

Detail: ALP is directed to investigate and report back on the process of rejoining the CSF membership.

4. Proposed Resolution: Lobby for a national non-refundable check-off.

Detail: Our industry is collapsed due to a flood of cheap imported lamb. We fund market development that imports have free unrestricted access to. A national non-refundable check off enables Canada to then apply a levy on imports. This would both fund our domestic industry and help moderate import volumes.

Background information on proposed resolutions from ALP Board of Directors:

Additional information is provided by the ALP Board of Directors to help inform producers during the resolution debate process during the November 23, 2024, AGM.

Resolution 1 and 2

For producer awareness, the Canadian Food Inspection Agency (CFIA) is responsible for Canadian traceability. The CFIA chose the Canadian Sheep Federation (CSF) as the national voice for the sheep industry for traceability who chose the Canadian Cattle Identification Agency (CCIA) as its responsible administrator to meet CFIA requirements. The CSF requested to have tag distribution solely with the Canadian Cooperative Wool Growers (CCWG.)

After reaching out to our contact with CCIA regarding the same proposed resolution in 2020 there are considerations from CCIA we would like to share with our producers:

1. Tag distribution is one of the responsibilities of the responsible administrator. In this case, CCIA. When negotiating their agreement with the CSF, CSF were quite insistent on being exclusive with CCWG.
2. While purchasing tags at retail locations is more convenient for producers, it also brings some data integrity issues. CCIA works with 760 retailers and they are not looking at increasing that number simply because of the additional administration burden it brings and the difficulty at keeping distributors compliant.

In 2023, the CSF requested to be the Responsible Administrator of the CSIP tags. ALP has participated in all meetings offered to determine what is in the best interest of Alberta producers. ALP expects the CFIA will be rendering its decision in the near future. The outcome of this decision may create the need for a new contract, which will in turn create a review of the tag fees and distributor.

Alberta Lamb Producers understands that purchasing tags from a single source, typically through the mail, can be challenging. We commit to evaluating access to tags and understanding what alternatives are available, if any.

Resolution 3: In September 2024 ALP sent a written letter to CSF requesting membership requirements in respect to costs and benefits.

Resolution 4: To achieve a national levy all provinces will need to come together and collectively lobby for this change and would require approval by sheep producers across Canada.

At the request of the Alberta Lamb Producers (ALP) and in accordance with the provisions of the *Marketing of Agricultural Products Act* and the Alberta Lamb Producers Plebiscite Directive (2022), the Alberta Agricultural Products Marketing Council (Marketing Council) conducted a plebiscite on the question of ALP's service charge model between October 18, 2022 and November 16, 2022. This plebiscite asked eligible Alberta lamb producers whether they supported non-refundable service charge model, or a refundable service charge model. The results of the plebiscite showed that most producers that voted, were in favour of the status quo, a refundable service charge model for ALP. Given the results of the vote, there was no change to the service charge structure or regulations.

ALP Check-Off History

The Alberta Sheep and Wool Commission (ASWC) conducted a producer vote by ballot at their seven annual zone meetings held between October 27 and November 17, 2007 to seek support from the producers for increasing the service charge from \$1.00 to \$1.50 for each sheep. A similar vote conducted in November 2006 to increase the service charge to \$1.30 was defeated. The service charge rate had not increased since July 1, 1982. The service charge is attached to the purchase of identification tags. The additional service charge revenue will enable the Commission to carry out its operational activities as budgeted and approved by the membership. At a board meeting on November 21, 2007, the board of directors approved a motion to amend the regulation to implement the service charge increase effective January 1, 2008.

At the request of the Alberta Lamb Producers (ALP) and in accordance with the provisions of the *Marketing of Agricultural Products Act* and the Alberta Lamb Producers Plebiscite Directive (2022), the Alberta Agricultural Products Marketing Council (Marketing Council) conducted a plebiscite on the question of ALP's service charge model between October 18, 2022 and November 16, 2022. This plebiscite asked eligible Alberta lamb producers whether they supported non-refundable service charge model, or a refundable service charge model. The results of the plebiscite showed that most producers that voted, were in favour of the status quo, a refundable service charge model for ALP. Given the results of the vote, there was no change to the service charge structure or regulations.

Check-Off Refund Request Statistics

Fiscal Year	Number of Producers requesting check off refunds	Amount of the refund requests
2023-24	27	\$25,995.00
2022-23	24	\$22,640.00
2021-22	24	\$48,272.50
2020-21	20	\$50,040.00
2019-20	23	\$36,583.50

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ALP 2024 AGM & CONFERENCE

November 23, 2024

2023-2024 Year in Review: Your Check Off at Work

ALP extends its gratitude to producers for their continued support and recognition that the check-off payments are an investment in the industry. These contributions fund the organization's operational expenses, communications, and advocacy efforts. Additionally, they enable ALP to secure funding and manage industry development projects. From providing management resources to promoting the lamb you produce; ALP ensures a valuable return on your investment.

Over the past year, despite challenges related to staffing and changes in directorship, ALP has diligently worked to represent the best interests of our producers and industry in both provincial and federal discussions. Our directors and new staff have successfully maintained essential services and strengthened the existing foundation, positioning the organization for success as we enter 2024/25 year.

Board Governance

Effective governance is crucial for advancing an organization's mission and initiatives efficiently. The 2023-24 board convened three times in Airdrie and once in Red Deer for their quarterly in-person meetings, while also maintaining a bi-monthly conference call schedule on the second and fourth Tuesday evenings of each month.

Throughout this challenging year, directors and staff have had the opportunity to engage with and learn from the Marketing Council, ensuring adherence to proper protocols and regulations. The Marketing Council provides learning sessions on corporate oversight and regulatory frameworks, the duties and obligations of board members, governance fundamentals, and the roles and responsibilities of the board. Online training sessions are available to all board members, both new and existing, throughout the year to ensure they are well-educated and proficient during their tenure on and off the board.

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Producer Engagement

ALP Producer Town Hall Meetings

Engaging with producers remains a top priority for ALP directors and staff, though it is also one of the most challenging tasks. Reflecting on the 2022-2023 year, low registration for Town Hall meetings led to the decision to host only one meeting annually. Unfortunately, that meeting was canceled due to only three registrations. Should there be sufficient interest in reinstating Town Hall meetings, the ALP directors would be pleased to accommodate.

ALP Large Producer Committee and Meetings

In 2023, the board of directors established a Large Producers Consultation Committee and hosted three meetings for large producers. Eligibility for these meetings was based on producers who had purchased 800 or more tags in the past two years, as this was the most reliable data available in the ALP database, given the lack of access to individual flock sizes. These meetings aimed to provide large producers with an opportunity to connect with ALP, network with peers, share concerns and

challenges, and collaboratively develop solutions to enhance the industry. Despite these efforts, attendance was minimal, with the final meeting on October 26 attended by one producer and four directors.

Emails and N'ewesletter

The ALP N'ewesletter is published quarterly, providing updates on ALP activities and projects, resources for production and management, productivity tools and technology, as well as industry news and information. Eligible Alberta producers receive complimentary copies of the fall and spring editions by mail, while the summer and winter editions are available exclusively online.

Staff communicates important events, such as the AGM, via direct emails to producers and by sharing details on the website. ALP obtains contact information for producers through their purchase of CSIP tags from CCWG. It is crucial for producers to update the office with any changes to their contact information to ensure they remain informed.

A New Approach to Engagement

ALP recognizes the critical importance of producer engagement and has honored its commitment to increase its presence at industry and producer events for 2023-24. Our goal is to strengthen our connection with producers and continuously refine our communication strategies to enhance engagement. This year, we attended various events, including annual sheep and ram sales, producer meetings, and workshops. If there is an event where you would like to see an ALP Director present, please email the office at info@ablamb.ca.

The Board eagerly anticipates feedback from producers to inform our future planning. Please stay tuned for upcoming feedback requests.

Producer Resources

ALP continues to provide resources to producers both as downloads from the website and as printed copies, including **factsheets** and **production modules** developed in Alberta for Alberta flocks. All production modules may be downloaded for free and printed copies are sold at cost.

As a partner with the **Campaign for Wool Canada**, promotional packages are available to our producers at no cost to help them promote the sale of their wool products. These kits include handouts and display items promoting Canadian Wool!

ALP also offers **promotional material** to producers who market their own products through completing an order form found on our website.

Our **YouTube Channel, Sheep Central Alberta**, houses over 50 recorded webinars from past years for producers to view at their own leisure on a wide variety of topics.

The **Scotiabank Yield More Financing™ program** allows ALP members to access funds to purchase ewes and/or feeder lambs as a revolving line of credit with a simple application and approval process. "We're excited to partner with ALP to offer a financing solution for their members," says Eleni Ladacakos, Senior Client Relationship Manager, Scotiabank. The program is open to Alberta sheep farmers with at least two years of experience. There are no security requirements, but credit scores are required. Farmers looking to access the new funding contact the ALP office to work with staff to

complete the application form, or the application can be completed directly with Scotiabank. Application information is available at www.ablamb.ca under the resources section, under the “Farm Finance and Business Programs” tab or by calling ALP directly at 403.948.8533. Interested sheep farmers can also contact Scotiabank directly by email at yieldmorefinancing@scotiabank.com or by calling 1.866.603.4188.

Advocacy

ALP empowers the sheep industry and its producers by ensuring their voices are heard and their interests represented in decision-making processes. Alberta Lamb Producer staff and directors actively participate in weekly calls with various organizations at both federal and provincial levels. These efforts encompass a wide range of issues, including animal welfare, transport regulations, and government policy changes, all aimed at addressing current and future concerns of producers. Recent advocacy efforts include:

- Minister Round Table Discussions
- **Canadian Agricultural Human Resources Council:** The Canadian Agricultural Human Resource Council (CAHRC) is a national, non-profit organization focused on addressing human resource issues facing agricultural businesses across Canada.

The Council represents farming in all its forms: raising traditional and non-traditional livestock; producing, cultivating, growing, harvesting or collecting conventional and non-conventional agriculture commodities; and any practices performed as an integral part of an agricultural operation. Our efforts have resulted in clarifying jobs and worker requirements for modern agricultural operations so the industry can plan for the future. Our comprehensive research explores emerging labour issues, tracks the number of positions required, and quantifies vacancies and their impacts on competitiveness.

We are collaborative, working with industry associations, educational institutions, and government departments to deliver practical staff management tools and training programs that support Excellence in Agriculture HR. We are working hard to grow the AgriWorkforce and ensure it is skilled and resilient.

- **Canadian Federation of Agriculture:** The Canadian Federation of Agriculture (CFA) was formed in 1935 as a unified voice to speak on behalf of Canadian farmers. Our work continues today as a farmer-funded, national umbrella organization comprising of provincial general farm organizations and national and interprovincial commodity groups. We represent producers of all commodities, who operate farms of all sizes. Through our members we represent approximately 190,000 Canadian farm families from coast to coast.

Research

Research and development are essential for continuous improvements in sheep production, and collaboration between industry and researchers drives these advancements. ALP plays a crucial role in setting research priorities and directing research funds. Industry endorsement helps researchers secure funding by validating the importance of their projects to the sheep industry. Financial contributions from the industry can be further leveraged to ensure adequate project funding.

Research into sheep production in Alberta is made possible, in part, by the support and endorsement of producers through ALP. We are pleased to share information on the research projects that ALP has collaborated on and continues to support.

Targeted Grazing: Sheep & Goat Vegetation Management with Unique Grazing Scenarios

A new sheep and goat vegetation management course, developed by ALP and Lakeland College is nearing completion. This course consists of five separate modules including: grazing principles, grazing tame and native forage, stockmanship and animal welfare, building a business plan and unique grazing. The entire course takes approximately 10-15 hours to complete and will be an accredited, on-line, self-paced course housed with the college's D2L platform (Desire to Learn).

Module 1 focuses on essential grazing knowledge such as determining carrying capacity, water systems, guardian animals, parasites and monitoring rangeland and pasture health.

Module 2 is a more in-depth look at how to manage forage plants. Specific topics include increasers and decreasers, range condition, stocking rate factors, time of grazing based on plant stage and how to avoid overgrazing.

Module 3 focuses on animal behavior and handling practices. Main topics include grazing behavior, flight zone, moving sheep and animal transportation.

Module 4 covers the basics of building a business plan. It is the perfect starting place for a new business, or an existing business that wants to take financial and business planning more seriously.

Module 5 exposes learners to cutting edge course content. It covers different unique grazing scenarios, such as solar rangevoltaics, cut block, urban, forest, and weed management. These opportunities are being generated by various businesses and companies' desire to save money on vegetation maintenance costs, while improving positive public perception environmentally. This module will provide information needed to set up a unique grazing contract as there are numerous opportunities for the industry.

This new course will be available starting in 2025. It is a beneficial course for sheep and goat producers, regardless of location and operation differences. Course materials will provide learners with information in both visual (video, photos) as well as narrative (testimonials, case studies, FAQs) formats that can assist in expanding their operation or help them start a new enterprise.

In addition to the content Alberta has developed, Ontario Sheep Farmers (OSF) has successfully obtained funds for a year-long project through the Amplifying Research Impact Fund. In partnership with the University of Guelph and Alberta Lamb Producers, OSF is developing a course for Canadian farmers interested in offering grazing services to other farmers and businesses requiring vegetative management. The course will be offered as a second stage to the content developed in Alberta for producers to learn about the basics of grazing management and forage nutrition.

The Grazing Management business development course, entitled "Grazing for Hire," will address contract writing, fencing, transportation, animal welfare, tips for working in the public eye, marketing ideas, and a financial plan. Each producer will finish the course with a custom business plan for the grazing business they plan to launch.

When the programs are available, ALP will communicate with its members. Be sure to watch for more information about these learning opportunities in the future.

Adaptation of the Anesthetic Care-Ring™ Ligation Band technology to prevent Fly Strikes, RDAR Application 2024N3436R

Through collaborations with Alberta Lamb Producers, Chinook Contract Research Inc. (CCR) has received producer requests to incorporate an insect repellant to provide fly strike control into our novel anesthetic delivering elastration ligation band (the Care-Ring™).

The sheep blowfly, *Lucilia cuprina*, is the primary cause of fly strike in sheep. Fly strike is a serious financial and animal welfare issue for the sheep industry, costing up to \$175 million per annum due to production losses (i.e., reduced wool growth and bodyweight gain, and animal death) and costs associated with treatment and prevention¹. Fly strike control relies largely on the use of insecticides². These chemicals are generally applied as prophylactic treatments given in advance of fly waves, although some are also used as dressing treatments on existing strikes. A product that provides long-term fly strike prevention in combination with local anesthesia at the targeted site of required action would offer tremendous advantages to the industry.

This project supports the feasibility and investigation into the potential for the application of a new innovation to an existing made in Alberta technology. If successful, the fly-strike prevention version of the Care-Ring™ would represent a tremendous advantage to producers by offering a product that provides pain mitigation and fly-strike prevention in a single step, while reducing systemic insecticide use in the environment.

Please contact info@ccr01.com for more information.



This product is currently available as the LidoBand™ through our partner Alberta Veterinary Laboratories Ltd as a prescription product. www.lidoband.com

¹ Lane J, Jubb T, Shephard R, Webb-Ware J and Fordyce G, Priority list of endemic diseases for the red meat industries. Project Report BAHE0010 Meat & Livestock Australia Limited, Sydney, 282 pp.(2015).

²Kotze AC and James PJ, Control of sheep flystrike: what's been tried in the past and where to from here. Aust Vet J 100:1–19 (2022).

The effectiveness of 2 sheep respiratory vaccines in reducing pneumonia losses and improving performance and carcass traits in pre-weaned and weaned lambs

Joyce Van Donkersgoed, Megan Gardner

Pneumonia is the largest cause of mortality in commercial sheep operations globally. Based on previous mortality research conducted in Alberta in a large commercial operation, *Mannheimia haemolytica* was the most common bacteria cultured from pneumonic lungs, followed by *Mycoplasma* species. With increasing pressure on the livestock industry to reduce antimicrobial use, alternatives, such as vaccines, are needed to reduce the occurrence and cost of key production limiting diseases. Currently, there are no licensed commercial vaccines available in Canada to reduce pneumonia in sheep.

Two large independent commercial vaccine trials were conducted in a large breeding to finishing sheep operation in Alberta, to test the effectiveness of an imported European sheep respiratory vaccine and to test the effectiveness of an experimental sheep subunit respiratory vaccine developed by the Vaccine Infectious Disease Organization (VIDO). The imported vaccine was called Ovipast-Plus and it was a killed bacterin that contained various strains of 2 bacteria, *M. haemolytica* and *Bibersteinia trehalosi*. The experimental vaccine from VIDO was a subunit vaccine containing 2 proteins (antigens) from *M. haemolytica*, leukotoxin A (LtxA) and transferrin binding protein B (TbpB), which previous research had shown to be effective in reducing experimentally induced pneumonia in sheep.

In the 1st randomized controlled field trial with the Ovipast Plus bacterin, 3619 breeding ewes were randomly allocated to either receive 2 doses of the vaccine at 6- and 2-weeks pre-lambing, or to remain as unvaccinated controls. The purpose of vaccinating the ewes pre-lambing was to increase colostral immunity to the bacteria to reduce pre-weaning lamb pneumonia. Lambs from vaccinated ewes (n = 2511) were vaccinated twice, at weaning at 8 weeks of age when they entered growing pens, and then again, 3-5 weeks later, when they entered finishing pens. Lambs from unvaccinated ewes remained unvaccinated (n = 2543). Lambs were housed separately in feeding pens by vaccination status and followed from birth to slaughter at SunGold Specialty Meats in Innisfail. All ewes and lambs that died during the trial were necropsied and samples of lung from lambs that died from pneumonia were sent to the Ontario Veterinary College for bacterial culture. Any sick lambs were treated according to the flock veterinarian's health protocol, which was the same protocol for vaccinated and unvaccinated lambs. Health data were recorded in a computerized health management software system called FeedIT (ITS Global, Okotoks). Barn and feedlot staff were unaware of the vaccination status of lambs to ensure they did not bias the trial.

The results of the Ovipast Plus vaccine trial are shown in Table 1. Vaccination of ewes pre-lambing and their lambs at weaning did not reduce pre or post weaning pneumonia specific treatment rates and overall and pneumonia specific mortality rates, or improve growth performance, compared to unvaccinated lambs born to unvaccinated ewes. Vaccinated lambs had more yield grade 1 carcasses and lower back fat than unvaccinated lambs; however, these differences were not enough to offset the costs of vaccinating the ewes and lambs.

In the 2nd field trial evaluating the effectiveness of VIDO's experimental subunit LtxA and TbpB vaccine, 3500 ewes were randomly allocated into 2 vaccines groups, with half the ewes receiving 2

doses of the vaccine at 6- and 2-weeks pre-lambing, and the other half remaining unvaccinated. Similarly, as described above in the Ovipast Plus bacterin trial, lambs from vaccinated ewes (n = 2421) were vaccinated at weaning and boosted a few weeks later with the experimental vaccine and lambs from unvaccinated ewes remained unvaccinated (n = 2453). All other trial procedures were the same as described in the Ovipast Plus bacterin trial above. The results of the VIDO trial are presented in Table 2. VIDO's vaccine did not reduce postweaning pneumonia treatment rates, pre or post weaning overall or pneumonia specific mortality rates, growth performance, or carcass traits. Vaccinated lambs pre-weaning had slightly higher pneumonia treatment rates than unvaccinated lambs.

Based on the results of these 2 large commercial field trials, neither vaccine was **cost-effective** in reducing pneumonia treatment or mortality rates, or in improving growth performance or carcass traits. Failure to see significant vaccine effects may be because 1) the strains of bacteria in the vaccines were not those that caused pneumonia at this commercial operation, 2) the vaccines did not induce a protective immune response, 3) the ewes and lambs had pre-existing protective proteins (antibodies) to the bacteria; thus, a difference could not be seen between vaccinated and unvaccinated lambs. *Mannheimia haemolytica* was the most common bacteria isolated from lungs of lambs that died from pneumonia, but there were other pathogenic bacteria often present in the lungs. The other bacteria commonly isolated were *Mycoplasma arginina* and *M. ovipneumoniae*. It is plausible that a respiratory vaccine will only be cost-effective in the field if it also contains protective antigens against these 2 *Mycoplasma* bacteria. Currently there are no effective *M. ovipneumoniae* or *M. arginina* vaccines on the market for sheep. We did not collect blood from lambs before and after colostrum consumption and vaccination or from ewes before and after vaccination to evaluate levels of protective proteins (antibodies) to *M. haemolytica* to see if vaccination and colostral consumption increased these antibody levels above pre-existing levels of antibodies in the ewes and lambs from natural infection. An experimental challenge study was conducted at VIDO with the same experimental vaccine and Ovipast Plus bacteria just before the VIDO field trial and blood samples were collected. VIDO's vaccine, but not the Ovipast Plus bacterin, induced high levels of protective antibodies against LtxA and TbpB. It has been shown in both cattle and sheep that high levels of antibodies against leukotoxin are needed to reduce the risk of pneumonia caused by *M. haemolytica*. In a previous pneumonia experimental challenge study conducted at VIDO, an additional antigen, TbpA was also included in the subunit vaccine that reduced lamb mortality by 80%. This protective antigen, TbpA, could not be included in the vaccine used in the field trial here because of difficulties producing it in sufficient quantities. Further research is needed to see if this antigen can be produced in volume and if adding it to the subunit LtxA and TbpB vaccine will improve the effectiveness of the vaccine in the field.

So, at the end of the day, were these trials a waste of taxpayer and industry research dollars? The answer is no. What these 2 large, controlled vaccine field trials did answer was whether these 2 vaccines were cost effective to use in Canadian commercial sheep operations to reduce pneumonia losses, and information gleaned here provides direction for future vaccine research. The trials here provided some good production information on disease rates, growth performance, and carcass traits in commercial lambs, data which isn't currently available publicly. Additionally, these 2 trials consistently found some common factors which increased the risk of pneumonia. Knowledge of these risk factors may help producers reduce pneumonia losses through management changes.

In both trials, lambs with lower birth weight were at significantly higher risk of treatment and death from pneumonia. Those treated for pneumonia also had significantly lower growth rates, and weaning, growing, and finishing body weights, which resulted in longer days on feed to reach the same target slaughter weight, which results in increased costs of production.

As can be expected, ewes with more lambs born per litter, had lower birth weights per lamb. There has been a trend by some in the sheep industry to select for larger ewe litter sizes, but the results of these 2 large commercial field trials, and the authors experience, indicate that “more is not better” when it comes to litter size. At the end of the day, our management goal should be to have the ewe, lamb and raise her own 2 lambs to weaning, without human intervention. Lambing issues and removing extra lambs from their mothers to put in nurseries with automatic milk feeders or to hand bottle feed in pens, is very labor intensive. These practices also increase the risk of other health problems besides pneumonia, such as the spread of “orf” from contaminated worker hands or bottles, a disease which also negatively affects lamb health, welfare, and growth. The ewe only has so much colostrum to go around, so if she has a larger litter, there will be less colostrum per lamb available. Lambs with poorer maternal colostral immunity are at higher risk of starvation, diarrhea, and pneumonia. While we can give supplemental colostrum to these extra lambs born per ewe, this practice increases costs of production due to increased labor needs and the cost of colostrum and milk supplements. Thus, genetic selection and breeding practices should proactively manage litter size, selecting ewes with litter sizes which she can raise herself, as this is best, from an animal health, welfare, and performance perspective, and from a labor and financial perspective.

In both vaccine trials, ram lambs were at higher risk of pneumonia treatment and death during various stages of growth than ewe lambs. As well, ram lambs had more pneumonia lesions in their lungs at slaughter, which is a common finding that CFIA veterinarians observe at slaughter, based on our conversations with them during these trials. This finding of a higher risk of pneumonia in males than females is common in many livestock species and humans. It is believed to be due to sex steroid hormones that directly affect immune responses to infection and vaccination. Even though ram lambs had higher losses from pneumonia, they still grew faster and had larger carcasses than ewe lambs. It is unknown if castrated ram lambs (wether) have higher pneumonia rates than ewe lambs. In this commercial sheep operation, the males were left intact because ram lambs grow faster than wethers due to the extra sex hormones, and the testicles have sale value at slaughter. Unlike the beef industry, there are no approved growth implants in sheep to offset performance and carcass losses from castration.

In both trials, pneumonia was the most common cause of treatment. Overall treatment rates were moderate during the pre-weaning phase but post-weaning, the treatment rates for pneumonia were much lower than what we would see in a beef feedlot with weaned calves, yet the death rates from pneumonia in the lambs were high (Table 3). Pneumonia is not a disease that we can “treat” ourselves out of. Most fatal cases of pneumonia in sheep are “acute”, meaning they occur suddenly, often before the caretakers can see the lambs are sick and treat them. In feedlots, sick sheep are sometimes hard to see early in the course of disease, when treatment is most effective, and they can also be hard to remove from the pen and treat individually since they “mob”. Outbreaks of pneumonia also occur. While veterinarians can prescribe the use of metaphylactic antimicrobials on feedlot entry to reduce disease rates, these drugs are expensive and there is ongoing pressure from the public to reduce antimicrobial use in livestock operations, particularly metaphylactic use of drugs

of importance in human medicine. The use of these drugs increases the development of antimicrobial resistance, which is a serious issue in humans and livestock, reducing the effectiveness of existing antimicrobials. It is unlikely that the livestock industry will get many “new” antimicrobials developed and licensed for use due to these global One Health concerns; therefore, as an industry, we need to use antimicrobials only when necessary, and ensure those we use are effective for the disease we are treating, and that we only use them in the right animal, at the right time, duration and frequency to preserve the effectiveness of existing antimicrobials and to ensure our continued access to them, because antimicrobial access is a privilege, not a right.

From a management perspective, the sheep industry needs to continue to find alternative ways to prevent pneumonia, rather than treat it. While use of vaccines makes the most sense, in these trials, most cases of pneumonia occurred in the feeder lambs shortly after weaning and feedlot entry. It is hard for any vaccine to create protective immunity immediately after administration at feedlot entry, as it takes 10-14 days usually for a protective immune response to develop, and if a booster dose of the vaccine is needed to generate protective immunity, as is required with most killed vaccines like the Ovipast Plus bacterin, that 2nd dose would be administered after most cases of disease occurred; thus, too late. Therefore, to significantly reduce pneumonia losses in feeder lambs, we need to focus more on management practices on-farm in the pre-weaning phase of life, by improving lamb birth weights and colostral immunity, which will reduce pre-weaning diseases and improve weaning weights, until such time we find an effective vaccine that can be administered to ewes to boost specific colostral immunity in neonatal lambs to pathogenic bacteria/viruses, and which can also be administered to pre-weaned lambs to boost their specific immunity to these infectious agents prior to feedlot entry. Vaccination then at feedlot entry would simply boost an existing immune response to preweaning vaccination and would most likely be more effective in reducing feedlot pneumonia losses. Continued research is needed to develop effective respiratory vaccines and to identify practical and cost-effective management practices and alternatives to antimicrobials that will reduce pneumonia losses in sheep.

For further information on the 2 vaccine trials, please refer to the 3 published scientific manuscripts below.

1. <https://doi.org/10.1016/j.smallrumres.2024.107268>
2. <https://doi.org/10.1016/j.smallrumres.2024.107269>
3. <https://pubmed.ncbi.nlm.nih.gov/39219611/>

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Looking Forward

Your ALP directors plan to be present at many events such as sheep production sales, open farm days, provincial sheep annual general meetings, sheep producer meetings and workshops and webinars.

Accredited Course Launch

- In 2025, we will introduce the course “Targeted Grazing: Sheep/Goat Vegetation Management for Unique Grazing Opportunities,” administered similarly to the SheepBytes program.
- This course is a collaborative effort between Lakeland College, Alberta Goat Association, and ALP.
- Keep an eye out for updates on our website!

Webinars

- ALP staff are collaborating with the AB Goat Association, Alpaca Livestock Producers & Cooperators Association, Farming Forward, and Leduc County to plan webinars for those marketing lamb and wool products. We aim to launch a winter 2025 series followed by a fall 2025 series, targeting new or potential producers, as well as those with small- to medium-sized herds who may want to learn more or gain additional tips. This initiative is designed to encourage new producers to join the sheep industry.
- Due to increased interest in the SheepBytes ration balancing program, ALP will host a webinar in early 2025. SheepBytes has users across Canada, the USA, and even a few international subscribers.

Consumer Awareness Initiatives

Alberta producers take pride in raising high-quality lamb, benefiting from our clean air, sparkling water, and rich feed grains and forages. The ALP Board of Directors continues to focus on consumer awareness initiatives to highlight Alberta lamb. As an official partner of Alberta on the Plate since 2021-22, we participate in a province-wide celebration of local produce.

Alberta on the Plate

Alberta on the Plate connects consumers to agriculture through local restaurants and initiatives like Alberta Open Farm Days. Throughout the year, it shares the Alberta food story with media and consumers, celebrating local restaurants, producers, farms, and businesses to encourage visitation and investment in our local food economy. It also helps chefs and restaurateurs develop and strengthen relationships with local farms and producers.

During Local Food Week in August, Alberta on the Plate hosts a province-wide Dine Around, where participating restaurants offer multi-course, fixed-price menus highlighting local producers, growers, distillers, and brewers. This event coincides with Alberta Local Food Week and wraps up the same weekend as Open Farm Days, bringing farm freshness to plates across Alberta.

Open Farm Days

In 2024, ALP joined Canadian Co-operative Wool Growers (CCWG) in Lethbridge for Open Farm Days, providing an opportunity for ALP directors to network with CCWG representatives. The event saw over 200 attendees, with overwhelmingly positive feedback about lamb. Common questions included

where to buy Alberta lamb and how to cook it, with recipe cards being well-received.

The report from the director in attendance states:

The Open Farm Day event saw over 200 people come through over the course of the day.

Overwhelmingly positive about lamb (only one person said they don't like lamb, and one person mentioned it was too expensive). Had lots of good interactions, most common questions were:

Where can I buy Alberta lamb?

How do I cook it? I handed out lots of the recipe cards which went over really well with those who were curious about lamb but unsure how to prepare it.

Fielded lots of questions about how we raise sheep.

Also had the opportunity to talk with the other producers in attendance, and all were positive on ALP.

The fact that I had travelled so far to attend was recognized and appreciated and I think was taken as a sign of the commitment of our board to connecting with both producers and the consumer.

ALP Directors are looking forward to supporting Open Farm Days in 2025.

Calgary Stampede

Alberta Lamb Producers will enhance its presence at the Calgary Stampede, offering an excellent opportunity to engage directly with thousands of potential consumers. For the 2025 event, we will collaborate with the Agri-Foods Committee. In 2022, we partnered with the Sheep Committee to produce new marketing videos featuring local producers and invested in updated display items to modernize and enhance the appeal of our sheep showcase.

Agri-Profit\$

Producers continue to ask for cost of production information. In 2024 your directors met with Ian Ryan, Sr. Livestock Economist with Alberta Agriculture and Irrigation. Ian and his team presented Agriprofit\$, an economic cost-of-production benchmarking and analysis program.

Some details about the program are:

- Program is survey based.
- Three separate components of the program, data collection, analysis, and data storage.
- Participating producers provide Cost of Production data through our data collection sheets, and in return receive detailed economic and physical performance reports.
- Data received from participating producers is then compiled into benchmark reports, which are published provincial COP averages.
- Data is stored on AGI servers, and used for research and analysis.
- Strict FOIP, data privacy, and data storage procedures are followed.

The technical aspects of Agriprofit\$:

- Agriprofit\$ provides whole-farm, enterprise, and field/pen level reports on economic and physical performance.
- Whole-farm is all farm activities. Enterprises are divided by activity such as cash-crop, forages, feeder animals, or replacement herds. While field or pen follows a specific field or producer defined group of animals.

- Unlike accounting metrics, economic metrics include both cash costs, and non-cash costs like unpaid operator labor and homegrown-feeds and pasture.
- Physical performance measures items such as conception rates, average daily gains, and feed efficiency.
- The data collection platform has greenhouse gas emission measurement and analysis capabilities as well.

ALP Pilot held in 2023

- Over the course of 2023 portions of a pilot project were ran with members of the board, as well as interested producers.
- 3 participants in the project.
- Piloted to test both the collection of economic data from lamb producers, report generation for lamb producers, and benchmark generation.
- Data was collected through a remote platform utilizing AP\$ data collection sheets.
- Reports and preliminary benchmarks were generated.
- Currently at the stage of feedback and refinement of reporting and data collection.
- This is where the pilot left off due to a vacancy in the role now held by Ian.

Aims of the Pilot and Next Steps

- Increases in speed and accuracy of data collection through built in tools and calculators.
- Develop report generation tools that are suited to the particular needs of different producers.
- Allow for completely remote data collection.
- Continuation and expansion of published benchmark material.
- Ian and his team are interested in continuing their work towards better serving lamb producers in their products and would be very interested to continue pilot efforts on this front.

Stay tuned for details outlining how producers can join this initiative and help create this valuable data base for the sheep industry!

In Summary

The staff and directors of ALP are committed to educating and encouraging people to appreciate our local producers and their delicious products. 2025 is going to be a great year for the sheep industry!

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