



ANNUAL
REPORT



EGG FARMERS OF ALBERTA REPRESENTS THE PROVINCE'S MORE THAN 165 REGISTERED EGG FARMERS, WHO PROVIDE ALBERTANS WITH A STABLE SUPPLY OF FRESH, LOCAL EGGS.

You can connect with EFA online by visiting our website or engaging with us on social media. You can learn more about eggs and the egg farming families who are dedicated to caring for laying hens, committed to producing high quality food, and effectively steward over the land they farm.

Be Social with Us:

-  eggs.ab.ca
-  [@EFA_AB_eggs](https://www.facebook.com/EFA_AB_eggs)
-  [EggFarmersAlberta](https://twitter.com/EggFarmersAlberta)
-  [Egg Farmers of Alberta](https://www.youtube.com/EggFarmersofAlberta)
-  [EggFarmersAB/pins](https://www.pinterest.com/EggFarmersAB/pins)
-  [eggfarmersalberta](https://www.instagram.com/eggfarmersalberta)

TABLE OF CONTENTS



EFA Team 2

Industry Snapshot 3

Message from the Chair 4

Message from the GM 5

EFC Director's Report 6

HEALTHY BIRDS

Animal Care 8
 Animal Care Program & Hen Housing 8
 Transportation 9
 End of Lay 9
 Disease Risk 9
 Vaccination E-Learning 9
 Biosecurity Assessment 10

Geofencing 11
 Emergency Preparedness 11

HEALTHY EGGS

Food Safety 12
 Start Clean - Stay Clean® Program 12

HEALTHY FARMS

Environment 14
 Producer Environmental Egg Program 14
 Farm Safety 14
 Supply Management 15
 Service Fee 15
 Regulatory Review 15
 New Entrant Program 15
 Quota Exchange 16
 Conversion to Enriched Transition & Producer Price Program 16
 GST 16
 Farm Gate Pickup 16
 Early Fowl Removal 16
 Government Relations 16

HEALTHY COMMUNITIES

Public Trust 17
 Public Relations 17
 Consumer Website 17
 Social Media and Digital Advertising 18
 Influencer Partnerships 18
 Sponsorships 18
 Social Responsibility 18
 Right to Farm 19
 Intensive Livestock Working Group 19
 Organizational Effectiveness 19
 Board Governance 19
 Committee Evaluation 19
 Human Resources 19
 Research 19
 Egg Size Tool 20
 IT Systems 20
 Data Efficiency 20

EFA TEAM



BOARD OF DIRECTORS

- Conrad Vanessen** Chair
- Bernadette Vandeborn** Vice Chair
- Beatrice Visser** EFC Representative
- Peter Waldner** EFC Alternate
- Jerry Hofer** Director
- Elie Hofer** Director

STAFF

- Susan Gal** General Manager
- David Webb** Marketing & Communications Manager
- Jenna Griffin** Manager, Programs and Research
- Kari Buijs** Business Manager / Controller
- Laurel Martin** Office Manager
- Adelina Gashi** Marketing & Social Media Coordinator
- Carley Frerichs** Farm Programs Coordinator
- Erin Johnston** Farm Services Administrator
- Brandy Addai** Logistics Coordinator
- Dave Lastiwka** Field Services Coordinator
- Murray Minchin** Field Services Coordinator

TOTAL
NUMBER OF
REGISTERED
PRODUCERS

2020
169

2019
170



TOTAL
ISSUANCE

2020
2,799,299

2019
2,729,442

HENS

TOTAL
EGG

PRODUCTION
(IN DOZENS)

2020
76,534,500

2019
71,147,606



2020
16,564

2019
16,056



2020
912,933

2019
975,958

TOTAL INDUSTRIAL PRODUCT

LEVY FOR
REGISTERED
PRODUCERS

\$12.644/

LEVY FOR
UNREGISTERED
PRODUCERS

\$0.4764/

AVERAGE PRODUCER PRICE
FOR LARGE EGG IN 2020

\$2.364 0.104
from 2019

TOTAL EGG SALES (2020)

in AB in CAN
+7.2% +9.5%

Regular Eggs

in AB in CAN
+7.9% +9.8%

Omega-3 Eggs

in AB in CAN
-4.4% -9.7%

Other Specialty Eggs
(ie: free range, free run, organic)

in AB in CAN
+5.6% +16.6%

MARKET SHARE (2020)

in AB in CAN
85.1% 86.2%

in AB in CAN
3.7% 3.9%

in AB in CAN
11.2% 9.8%

TOTAL EGG SALES (2019)

in AB in CAN
+0.1% +0.9%

in AB in CAN
+1.7% +2.1%

in AB in CAN
-27.3% -24.2%

in AB in CAN
+2.1% +7.3%

MARKET SHARE (2019)

in AB in CAN
84.4% 86.0%

in AB in CAN
4.3% 4.8%

in AB in CAN
11.4% 9.2%

MESSAGE FROM THE CHAIR

The year 2020 started as most other years, with many plans and projections in place for the coming year. By the beginning of March, COVID-19 took over the world. Plans had to be changed significantly, as we all began to experience the impacts the pandemic had on the egg industry and our livelihoods. In a matter of months, we were forced to completely change the way we did business on the farm and in the boardroom. What looked like 'just another year' turned out to be, to sum it up in a single word, unpredictable.

The June regional meetings, where we usually have a great opportunity to get together with our fellow farmers to discuss and engage on issues facing the industry, had to be changed to a virtual format. Our Egg Ambassadors had to adjust their schedules as most of the planned public relations efforts were cancelled. On-farm workshops had to be cancelled or greatly reduced, while field visit protocols were enhanced to protect farmers, staff, and visitors. As an egg farmer, I'm proud to say that through it all, Alberta egg farming families continued to do what we do best; produce high-quality eggs and feed Albertans fresh, local food.

Your Egg Farmers of Alberta Board of Directors was also forced to adapt, but we were eager to face the challenge head on. We worked hard to take egg farmers' best interests to heart and guide the provincial egg industry through the uniquely unpredictable times brought about by the global pandemic. The entire egg supply chain collaborated to navigate massive market disruptions together, making tough decisions in the best interest of consumers and the long-term viability of our industry. During times of

uncertainty, decisions are magnified, but we have continued to strive toward the mission of EFA to cultivate a sustainable egg industry together with farmers, consumers, and other stakeholders.



Despite challenging times unlike anything else we have ever faced, the egg industry and its egg farming families in Alberta and across Canada, has demonstrated its dedication and resiliency. Although the demand for eggs shifted significantly to higher retail sales and a decimated foodservice market, we did what needed to be done to make it possible to keep grocery store shelves stocked with safe, affordable, nutritious, high-quality, locally produced eggs that Albertans have come to expect from the province's egg farming families. As farmers, we are grateful for the outpouring of support we received from Albertans who discovered a newfound appreciation for Canadian food security, which is made possible thanks to the uniquely Canadian system of supply management.

The EFA Board continued to meet virtually throughout the year and progress was made on several critical issues, all geared to better serve Alberta egg farmers: the New Entrant Program was revamped; the Natural Overrun Project Team completed their work and a Natural Overrun Fee Program replaced the national Service Fee Program; the Early Fowl Removal program was relaunched and modified to provide greater flexibility to respond to sudden and severe shifts in demand. It makes me proud to represent farmers who continually put the good of the Canadian egg industry first and commit to programs, whether they are mandatory or voluntary, whenever they are asked to step up.

I would like to thank the EFA staff for their continued support for and commitment to the Alberta egg industry. You have all shown great resolve and adaptability in the face of extreme challenges and changes to how (and where) you work on our behalf. I would also like to thank my fellow Directors for being willing to adopt new technologies that enabled us to rise to the great challenge the COVID-19 pandemic presented us with, to blaze new trails for how we lead this tremendous industry and engage with the province's egg farmers. Finally, to my fellow farmers throughout Alberta, it has been an absolute honour and privilege to serve as your Chair, representing all of you and our provincial egg industry. We persevered through the unpredictable and kept farming, even as the world around us established a new normal. I am excited as I look ahead, and I look forward to working on new opportunities and challenges on your behalf in the future.

CONRAD VANESSEN
CHAIR

MESSAGE FROM THE GM

When I sit down each year to write a summary about the past 12 months, I reflect on the accomplishments, challenges, milestones, and events that shaped the previous year to make it truly unique. Never before has the phrase “unlike any other” been so applicable as it this year, as I attempt to put into words the impact 2020 has had on our industry, our society, and the very notion of what ‘normal’ means in every aspect of our lives. The impact and influence of the COVID-19 pandemic is undeniable, and we cannot even begin to fathom what the long-term effects will be. One thing that I absolutely know for certain is that, once again, the resiliency and compassion of egg farmers was a constant, shining beacon in a year filled with darkness and uncertainty.



While 2020 presented Egg Farmers of Alberta and the Canadian egg industry with unprecedented challenges, it also highlighted the importance of the domestic agricultural sector and the overwhelming preference Albertans have for fresh, local food. As a result of self-isolation being implemented across Canada, the egg industry was forced to manage significant and immediate changes in demand from graders and processors. The

increased retail demand for table-eggs initially offset the decline in demand for processed eggs, until restaurants began to close, and the foodservice market collapsed. Stakeholders across Canada answered the call from food banks by increasing egg donations, while the industry worked closely with the Canadian Poultry and Egg Processors Council (CPEPC) and the Canadian Food Inspection Agency (CFIA) to get more medium and small eggs into retail, to help fill the increased demand for table-eggs. As the retail market stabilized, EFA worked closely with Egg Farmers of Canada (EFC) and other provincial boards to implement more desperate measures to deal with a steadily increasing surplus of Industrial Product (IP). Egg farmers stepped up to help meet the provincial requirements of the newly launched Early Fowl Removal (EFR) program that effectively resolved the IP supply issues in the short-term, which was replaced by the Modernized Early Fowl Removal (MEFR) program, which was launched towards the end of the year.

The COVID-19 pandemic not only closed the EFA office for 3 months, but also forced our Board and staff to adapt to a ‘new normal’ at work, at home and on farm. Working remotely and virtual meetings were quickly adopted, as an efficient means of balancing the desire to safeguard the health and well-being of EFA personnel, with the responsibility to continue fulfilling EFA’s mandate. On-farm protocols were adjusted for field staff and tactics within our operational plan were modified to reflect the societal changes brought about by the pandemic, but EFA endeavoured to achieve all established goals within each of our key result areas. Despite the odd technical hiccup and the obviously missed social interactions, virtual meetings proved to be a reliable and successful option for relaying information and engaging producers. Many farmers

even shared several positives about virtual meetings, including avoiding the need to travel great distances and being able to participate right from their layer barn. When the office reopened EFA took every precaution possible to abide by the Alberta Health Services prevention and physical distancing protocols, to ensure staff, Directors and visitors to the office were protected.

Throughout the COVID-19 pandemic, EFA reminded Albertans about the commitment and dedication of Alberta’s egg farming families, as well as our egg supply chain partners. It is easy to look back on 2020 as the worst year ever, yet it brought out the best in our industry, our people, and our consumers.

I would like to thank Albertans for supporting local farmers and Alberta agriculture.

I would like to thank Alberta’s egg farming families for continuing to provide fresh, high-quality, nutritious, locally produced food.

I would like to thank our provincial value chain partners for working hard to ensure both the bird and egg supply chains remained functional, while safeguarding the health and well-being of their employees.

I would like to thank EFA’s Board of Directors for their unwavering leadership and support through the global pandemic. They lead by example, utilizing new technology to carry on business as usual, while pursuing effective and sustainable solutions for the egg industry.

Finally, I would like to thank my staff for navigating an uncertain and highly unusual year. Despite going a quarter of the year without interacting together in person, the staff remained upbeat, attentive to their responsibilities, and committed to serving Alberta egg farmers.

SUSAN GAL
GENERAL MANAGER

EFC DIRECTOR'S REPORT

The word 'resiliency' is defined as the ability to recover quickly from a shock. While many individuals can bounce back easily and naturally after experiencing stress, resiliency is not always a given in organizations. They have to plan for it, and build into their structures and culture the mechanisms that allow them to handle adversity. This past year, we discovered just how much resiliency we had built into our industry, at every level—from our farms, egg boards and national organization, to our supply chain and industry partners.

The COVID-19 pandemic disrupted daily life, tested our health systems and strained the global economy in ways never before seen—yet Canada's egg farming sector was able to roll with the punches. Though we faced some measure of difficulty and sacrifice, we never once failed to provide Canadians with a steady supply of high-quality eggs, produced according to some of the highest standards in the world. Our ability to do so was a demonstration of just how strong and adaptable we are. Across our industry, everyone played an important role in our response efforts and played it well throughout the year.

This is no small accomplishment and we are fortunate to have a range of tools at our disposal to allow for that resiliency. When the pandemic hit in March, we had people and structures in place that allowed us to quickly identify and implement measures that helped us manage the ups and downs in our market, through lockdowns and disruptions. It also bears mentioning that one of the most critical tools we have is supply management itself. We have known for a long time that supply management offers many benefits; one

of them—and we have undeniable proof of that now—is the ability to manage production in a crisis of unprecedented proportions.



As we look ahead, rest assured that we will do everything in our power to make sure our structures remain resilient. The lessons learned during the pandemic will be applied and we are confident we will be even more resilient in the future. I am also confident that the future of egg farming is strong, even in the face of a future that is by definition uncertain.

Though COVID-19 was always on our minds in 2020, it did not stop our work. I am glad to report that despite the pandemic, EFC made progress on a number of fronts:

- Our advocacy efforts helped bring to a successful conclusion the promised federal support to help mitigate the impact of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership. We were pleased when, at the end of November, federal Agriculture and Agri-Food Minister

Marie-Claude Bibeau made a long-awaited announcement of \$691 million in mitigation funding for the egg and poultry sectors to help offset the impact of the agreement.

- We launched our first-ever Sustainability Report. It outlines how egg farmers across Canada are investing in and setting up sustainable agricultural practices. The report lays out a sustainability framework that corresponds to the areas of greatest significance to Canadian egg farmers, and it outlines how egg farmers are leading the way in the sustainable agriculture movement both at home and globally.
 - We continued to advance Vision 2020, with the goal of becoming a world leader in per capita egg consumption. While we expect it will take much of 2021 for the restaurant, foodservice sector and processed egg markets to return to their normal demand levels because of the massive disruptions triggered by the pandemic, there was strong growth in the retail sales of eggs throughout the year with more people cooking and eating at home.
- We've made significant progress in phasing out conventional hen housing systems. Conventional production has dropped to 62% of the total, with 23% of production in enriched colony housing, and 15% in free range, free run and organic systems. We expect to reach our target of a full phase-out of conventional housing in 2031, nearly five years ahead of schedule.
- We continue to see strong support for our farmers and for our product. While the move to buy Canadian and local products has always been strong, the pandemic put a spotlight on made-in-



Canada products and our food system. Canadians trust Canadian eggs, and we have been able to showcase the production of fresh, local eggs and the system that makes it possible. Part of this trust stems from the visible commitment that farmers offer their communities. Once again, our sector stepped up in a big way in 2020, donating millions of eggs to food banks and other charitable organizations.

We have every reason to be hopeful for 2021. The COVID-19 vaccines now being rolled out signal the start of a return to a new normal, even if that return will

not happen as quickly as we would like. As the health crisis eases, we are well-positioned to advance our growth strategy under Vision 2020. We will work to build resiliency into our supply chain, and we will continue our collaborative efforts. We know that whatever challenges we face—and there will be challenges—we have the right people and systems in place to handle them. We will continue as always to push forward and advocate on your behalf and for the good of the Canadians for whom we provide a safe, inexpensive and healthy source of food.

To my colleagues at the national table and in my province, I want to express my heartfelt thanks for your ongoing dedication and commitment in what has been an exceptionally challenging year. Success would not be possible without your effort. I also want to thank the staff and the farm families whose hard work and commitment make our industry strong.

BEATRICE VISSER
EFC REPRESENTATIVE

Animal Care Program Average Score

99.97%

2019

99.62%

2020



49

farms had a third-party
animal care assessment
in 2020

HEALTHY BIRDS

ANIMAL CARE

Alberta egg farmers are equipped and manage bird welfare is a goal that encompasses all aspects of animal care, from hen housing to transportation, from pullets to end-of-lay. EFA wants to ensure all Alberta egg farmers have the resources and tools available to not only pass the mandatory on-farm Animal Care Program, but also to implement best practices to maximize the quality of care provided to their laying hens.

Animal Care Program (ACP) & Hen Housing

Alberta egg farmers continue to excel on the Animal Care Program (ACP). The average score on the ACP was 99.62%, over 90% of farmers scored a perfect 100%, and 49 farms received a third-party audit in 2020. There were 77 Critical Care Element (CCE) corrective actions issued and 100% of those Corrective Action Requests (CARs) were resolved in the allotted timeframe. The most common corrective action was related to the program change of daily feed consumption

records not allowing for a split of weekly delivery amounts.

It was anticipated that the new Animal Care Program would be approved by the EFC Board of Directors mid-year, for implementation toward the end of 2021. A combination of factors resulted in the Animal Care Program Redevelopment Team meetings being put on hold early in the year and not resuming until early 2021. At this time, it is not clear when the revised ACP will come into effect. Nevertheless, farmers continued to prepare for the upcoming changes. More than 20 free-run facilities were remeasured after adding amenities and were issued revised certificates to reflect their new capacity.

EFA adopted the 2003 Code of Practice into policy on July 7, 2003. Effective that date, all new quota issued was to be housed at 67 in² for white layers and 75 in² for brown layers. Quota issued prior to that date was grandfathered, allowing white egg layers to be placed at 64 in² and brown egg layers to be placed at 70 in². As of January 1, 2020, that grandfathering came to an end. All flocks placed in conventional systems in 2020

were placed in accordance with the 2003 Code of Practice. Conventional certificates were redrafted to remove grandfathered capacity and to communicate upcoming requirements for feeder space and waterers. It remains to be seen when these feeder and waterer requirements will come into effect.

Farmers also continued to participate in Interim Housing Standards (IHS) audits. IHS audits are for educational purposes only, to help prepare egg farmers for the launch of the new Animal Care Program. 120 IHS audits were completed in 2020. While most of the IHS corrective actions were for feeder and water space requirements, there were also CARs issued related to nest requirements. Of note, the Code states that the floor of the nest area must be covered with a surface that promotes nesting and prevents injury (ie: a nest pad).

EFA worked with EFC to implement a new system for monitoring and tracking CARs. While the new system greatly enhanced the communication between EFA, field inspectors, and EFC's head office, the transition was mostly invisible to Alberta egg farmers. One noticeable change is that this system enabled a process for

automated CAR closure letters. Farmers now receive a letter informing them when their CARs have been officially closed with EFC and advising of their new score.

Transportation

The Canadian Food Inspection Agency (CFIA) implemented amendments to Part XII of the Health of Animals Regulations (HAR), which came into force on February 20, 2020. The new regulations created confusion and uncertainty across the livestock industry.

recording keeping requirements. Resources provided during the workshops included An Egg Producers Guide to the Canadian Food Inspection Agency Health of Animals Regulations: Part XII: Transport of Animals, which has been made available to all farmers along with a copy of the presentation. While there are still some outstanding questions that EFA is working with the CFIA to resolve, farmers overall felt they had a better understanding of the transport regulations:

“Explain[ed] the transport requirement well and a great resource provided by the board”

- Egg Farmer Attendee

End of Lay

Over the past few years, the number of farms using whole barn gassing for their end of lay flock depopulation has been increasing rapidly. Farmers have recognized that the ability to euthanize the birds without the catching process has tangible welfare benefits.

Recognizing there was a limited number of experts and resources available to support producers looking to implement this practice on their farm, EFA worked with Dr. Mike Petrik and Dan Trottier to deliver a whole barn gassing workshop. While the session was intended to be in-person, it wound up being cancelled in favor of filming the learnings. The material was developed into an e-learning resource that now resides on EFA's producer website. EFA would like to gratefully acknowledge STS Farms for allowing us on farm to gather content for the e-learning modules.

While an overview of the changes and record keeping requirements was presented to farmers at the January regional meetings, EFA's Production Management Committee (PMC) attended a presentation and Q&A period with a CFIA transportation representative, to gain clarification and have questions about the new regulations answered. A recording was made available and a fact sheet was developed for Alberta egg farmers.

EFA collaborated with Jennifer Woods to provide workshops on the regulations, providing farmers with increased clarity on their roles and responsibilities as well as

DISEASE RISK

Alberta egg farmers are better able to manage disease risk is a goal that is intended to keep both flocks on individual farms and the entire provincial poultry sector healthy. EFA wants to ensure all Alberta egg farmers have the resources and tools available to mitigate disease risk on their own farm, while the egg industry is prepared to respond to any sort of poultry disease outbreak.

Vaccination E-Learning

While vaccination programs are designed by a veterinarian who understands the farm and local disease challenge (or hatcheries to correspond with day old vaccinations provided), the farmer is still responsible for developing and implementing a vaccination plan. Egg farmers need to have the knowledge and skills to go from a vaccination schedule to ensuring that the vaccine remains active and is delivered in the right quantity to all birds. In practice, this is very challenging to do correctly. There is a great deal of oversight required to successfully implement a vaccination plan on a layer farm and, traditionally, very little formal training has been available.

EFA worked with Dr. Frank Marshall, Dr. Teryn Girard, Harold Echeverry, and Steve Laycock to develop training and education to support vaccination best practices. Four comprehensive micro-learning modules were developed:

- 1) Developing a vaccination program and plan
- 2) Vaccine preparation and storage
- 3) Vaccine application methods
- 4) Evaluating the program and disease protection achieved

The content was provided to all Alberta egg farmers in an easily digestible format, and was also made accessible to industry stakeholders and other poultry organizations.



Feedback received from farmers was extremely positive:

- *“I watched all the videos, and it [is] a very informative resource...Awesome!”*
- *“I think this is great! [There is] so much potential for this type of learning!”*
- *“All producers should see it.”*

Biosecurity Assessment

EFA expanded the Biosecurity Assessment to include elements on farmyard layout and access, movement of traffic and equipment, as well as the management of staff and visitors. EFA identified signage on-farm as an area for improvement and captured examples used on-farm to share with Alberta egg farmers. EFA Field Coordinators



continued to encourage farmers to implement best practices on-farm to improve their biosecurity.

Since the 2019 Biosecurity Assessment was completed, there have been some significant improvements:

- 100% of farmers have an SOP available that provides detailed descriptions of their biosecurity procedures and employee biosecurity responsibilities (81% in 2019)

- 70% of farmers have a sign that indicates where the transition line to the restricted zone is (59% in 2019)

- 97% of farmers have a cleaning schedule for their transition area (88% in 2019)

- 98% of farmers have an area designated for clean clothes on the restricted access zone (83% in 2019)

- 99% of farmers have information available for visitors explaining the biosecurity transition steps to follow prior to entering the restricted access zone (81% in 2019)

Farmers also scored exceptionally well on some of the new elements in the 2020 Biosecurity Assessment:

- 86% of farmers indicated that they do not share equipment/tools/machinery off the farm property
- 80% of farmers further indicated that they do not share equipment/tools/machinery between barns on-farm
- 93% of staff on-farm adhere to biosecurity transitions (ie: change into clean boots/barn wear, wash hands)
- 99% of employees on-farm are aware of the risks associated with encountering off-farm birds (i.e.: pets, wild, captive, other farms etc.)
- 94% of farmers question visitors on their recent animal contact prior to allowing entrance into the controlled access zone





Geofencing

Since the development of the Geofencing Project back in 2017, the poultry industry has been working with the tool Be Seen Be Safe. This is an app known for its advanced mapping and traceability technology. The open source operating systems used for smartphones underwent redevelopment in late 2019, making it nearly impossible for downloadable apps like Be Seen Be Safe to keep up with the ongoing software updates, adding a large financial burden. Due to the ongoing technological upkeep, the poultry boards are investigating alternatives to satisfy the need for mapping and traceability in the event of a poultry disease outbreak in Alberta.

Emergency Preparedness

The Alberta Poultry Industry Emergency Management Team (APIEMT) helps prepare the poultry industry as a whole for a scalable emergency, allowing all APIEMT members to understand their roles and responsibilities during a disaster in order to best assist those impacted. The group continued with training and simulation exercises in 2020 with the assistance of third-party company, Risk Ready. The APIEMT successfully completed various command training sessions, functional exercises, and simulations designed to become more familiar with the APIEMT SharePoint site.

The poultry industry continued working on improving and updating resources for emergency response including a memorandum of understanding (MOU), risk assessment evaluation, emergency contact information, and further development of the emergency response plan.

Start Clean – Stay Clean® Layer Program

Average Score



Start Clean - Stay Clean® Pullet Program

Average Score



HEALTHY EGGS

FOOD SAFETY

Alberta egg farmers are equipped and manage food safety is a goal that assures Alberta consumers that the food provided by Alberta's egg farming families is always safe, affordable, fresh, and locally produced. EFA wants to ensure all Alberta egg farmers have the resources and tools available to not only pass Start Clean - Stay Clean®, the mandatory on-farm food safety program, but also to implement best practices to maximize the quality of eggs produced.

Start Clean – Stay Clean® Program

Alberta's registered egg farmers continue to excel on Start Clean – Stay Clean® (SC-SC™), the industry's on-farm food safety program. The average score on the SC-SC™ layer program was 99.4%. There were only two Critical Control Element (CCE) corrective

actions issued and both CARs were resolved in the allotted timeframe. The most common corrective actions were related to having other types of poultry on farm and/or adjacent to the layer facility. In addition to the layer program, the SC-SC™ pullet program was also delivered on 75 farms with an average score of 99.69%.

EFA spent several years educating egg farmers about the risks of having layers housed in close proximity to other species, and encouraging the best practice of having only one type of poultry in a production facility. Given the increased biosecurity risk, and the lack of Canadian Egg Industry Reciprocal Alliance (CEIRA) insurance coverage in facilities that are not dedicated to the regulated egg industry, EFA worked hard to phase out multi-species production facilities in Alberta. On January 1, 2020, it became a requirement of license to have pullets and layers housed in production facilities dedicated to the regulated egg industry.

There were two Salmonella Enteritidis positives on Alberta egg farms in 2020, which were on the same farm and both in layer flocks. Across Canada (excluding Ontario) there were a total of 10 SE events reported to the Canada Egg Industry Reciprocal Alliance (CEIRA).

EFC's Board of Directors approved the updated National SE Protocol, which provides guidance to EFA and other egg boards on minimum requirements for sampling and post-positive processes, as well as mandatory processes for handling facilities located on the same premises. EFA's Production Management Committee worked to integrate the National SE Protocol into EFA's On-Farm Food Safety Policy and SE Sampling and Post-Positive procedures. The biggest change for farmers will be the implementation of pre-placement testing for new or fully renovated facilities.





PEEP
average score
2019



PEEP
average score
2020



PEEP
passed in 2019



PEEP
passed in 2020

HEALTHY FARMS

ENVIRONMENT

Alberta egg farmers are equipped and manage environmental impacts is a goal that is at the core of EFA's commitment to build a sustainable provincial egg industry. EFA wants to ensure all Alberta egg farmers have the resources and tools available to not only pass the Producer Environment Egg Program, the Canadian egg industry's first on-farm environmental program, but also to implement best practices to reduce their carbon footprint and minimize their environmental impacts.

Producer Environmental Egg Program (PEEP)

The Producer Environmental Egg Program (PEEP) has reached a level of maturity and no changes have been made to the program over the past couple years. Participation in the program remained extremely high and the average score on the PEEP increased to 84.4%. While the program is voluntary and educational in nature, 99.4% of Alberta's registered egg farmers exceeded the passing threshold of 60%. An impressive milestone was reached with 54 barns scoring above

90%, which demonstrated a high level of excellence in environmental performance. This is partly attributable to new facilities coming online with energy efficient technology, coupled with the associated decommissioning of older higher energy consumption facilities.

FARM SAFETY

Alberta egg farmers are equipped and manage farm safety is a goal that is intended to keep Alberta's egg farming families safe. EFA wants to ensure all Alberta egg farmers have the resources and tools available to safeguard their family members and employees, while becoming advocates for enhanced commitment to farm safety.

Farm Safety

With the EFA Board having set a goal to develop and implement a risk assessment checklist to support farmers in defending their farm safety practices, EFA's Farm Safety Committee worked to develop a simple and practical 7 question assessment that reviews the key elements

of a Safety Plan: incident management, emergency response planning, working alone, workplace hazardous materials and information system, equipment and machinery, and contractors. An associated Farm Safety Producer Manual was developed to help guide farmers in implementing the recommendations.

Alberta egg farmers were provided a copy of the Farm Safety Producer Manual and EFA Field Coordinators began to evaluate farmers against the risk safety checklist. The average score in the inaugural year was 66% and 139 farmers earned their farm safety certificate.

"The biggest injury prevention in my opinion is often just assessing a situation and looking for possible hazards. Once you see these hazards, going for the safety glasses, gloves or extension ladders that are often only a few steps away doesn't seem like such a waste of time. Not so long ago I was involved in a near miss that would not have happened had I assessed the situation and not ignored a gut feeling that it was a bad idea. The producer

manual and assessment are tools that egg producers can use to evaluate safety in their operations and where they might be able to make some easy improvements. Most Alberta egg producers are exempt from legislation, but nobody is exempt from injury.”

- Matthew Wipf, Springside Colony

As a supporting member, EFA continued to engage with AgSafe Alberta to develop a culture of farm safety through education. AgSafe assisted EFA in the development of the Farm Safety Producer Manual through the provision of templates and resources.

SUPPLY MANAGEMENT

Supply Management policies and processes are efficient, fair, and consistently applied is a goal that encompasses all aspects of both the national and provincial administration of the uniquely Canadian system of supply management. EFA wants to ensure that the integrity of the system is maintained, so that all farmers have an equal opportunity to benefit from the underlying principles of supply management.

Service Fee Program / Natural Overrun Fee Program (NOPT)

EFA had been opposed to the national Service Fee Program (SFP) since its inception, due to egg farmers contributing to the cost of industrial product related to supplying the year-round table market. Beatrice Visser and Joe Kleinsasser represented Alberta on the newly formed national Natural Overrun Project Team (NOPT) and after a comprehensive review of the SFP, the decision was made to terminate the SFP effective December 26, 2020. The new Natural Overrun Fee Program (NOFP) launched on December 27, 2020 (week 1, 2021), with an initial rate of zero dollars per layer in 2021. The NOFP established table disappearance plus natural overrun as the level of production that would be covered by consumer levy.

Egg farmer contributions would then cover the cost of any production above that threshold.

Regulatory Review

The Plan Amendment Regulation amendments filed in June 2019 have not yet been approved. These amendments included changes to Director eligibility and terms of office, as well as a provision for protecting confidential information from being discussed. The challenges in receiving approval stem from the Government of Alberta's focus on Red Tape Reduction. Bill 22 (Red Tape Reduction

Implementation Act, 2020) received Royal Assent on July 23, 2020, which allows for the changes to the regulation-making authority for Plan Regulations from Order in Council (Cabinet) to Ministerial Order (Minister of Agriculture and Forestry). EFA is hopeful that once the backlog clears, the amendments to EFA's Plan Regulation will be approved.

Additional amendments were made to the Marketing of Agricultural Products Act (MAPA) to allow discretionary authority for Marketing Boards and Commissions to make bylaws to govern their internal and organizational operations. To that end, EFA began working with Marketing Council to determine what, if any, of these provisions will be moved from regulation to bylaw.

New Entrant Program

The EFA Board approved the implementation of a revamped New Entrant Program (NEP), which was developed by the New Entrant Re-Development Committee. The committee's mandate included improving the vetting process to confirm applicants have a proper business plan, eliminating financial gains of new entrants prior to going into production, and ensuring the long-term feasibility of both new entrant farmers and the NEP itself. Additionally, EFA wanted the revised NEP to attract new farmers to the egg industry, while being universally supported by both new entrants and long-time Alberta egg farmers.



EFA adheres to Marketing Council's quota governance and marketing principles, which require marketing boards to establish programs and policies to enable entry for new producers. EFA's revamped New Entrant Program continues to set aside 10% of all new quota allocations for new entrants, but also provides those farmers with access to a maximum of 4,000 birds via lease, until they reach the average flock size and are not impacted by quota purchases. The revised vetting process is much stronger since the fully developed business plans will be evaluated by a third party, and all applicants will be required to complete an interview and post a performance bond. Existing new entrants have the option to convert to this revised NEP until March 31, 2021. These amendments are critical to ensure the feasibility of new entrant farmers, by enabling a better blend of equity, stability, and fairness. The ability for new entrants to become positive, long-term contributors is integral to the success and sustainability of the provincial egg industry and rural Alberta communities.

Quota Exchange

EFA's Quota Exchange ran 4 times in 2020. The first three quota exchanges did not result in any quota being transferred since the market clearing price was not met. The fourth exchange transferred at a market clearing price of \$522.45, with five farmers successfully purchasing quota and 2 farmers successfully selling their quota.

Conversion to Enriched Transition and Producer Price Program (CETPP)

The Conversion to Enriched Transition and Producer Price Program (CETPP) was implemented in late 2019 and, by the end of 2020, 100% of enriched systems in Alberta met final requirements and received the program's premium pricing.

GST

EFA worked with Deloitte to lobby the provincial government to have the legislation changed so that the Quota Leasing Pool is not affected by those leasing to the pool being required to be paid GST, while those leasing from the pool are not required to pay GST. Due to the government being in prorogation and delays in processing due to COVID-19, EFA is still waiting to learn the outcome of these lobbying efforts.

Farm Gate Pickup

The EFA Board established zones with the province and implemented standardized farm gate pickup rates for each zone:

- Zone 1 – Calgary Area: \$0.03612
- Zone 2 – Edmonton and Lethbridge Area: \$0.04505
- Zone 3 – Grande Prairie Area: \$0.05982
- Zone 4 – Fort Vermillion Area: farmers pay all costs to get eggs to Edmonton and then \$0.05 per dozen to get the eggs to Calgary
- Any new production other than zone 1, 2, 3 will require grader sign-off

The graders expressed concern about the fact that the EFA Board did not authorize an overall increase in addition to the implementation of the zones, and they filed an official application for review of the Board's decision. Ultimately, the Board's original decision was upheld. The graders then filed an appeal to the Appeal Tribunal, which also resulted in favour of EFA, confirming EFA's authority to set farm gate pickup rates for the established zones. The Board commissioned several studies to better understand the current cost of farm gate pickup, which will assist in helping to further shape the policy moving forward.

Early Fowl Removal (EFR)

Nowhere was the impact of the COVID-19 pandemic felt more severely in the egg industry than it was in the foodservice sector. With Canada going into a 3-month lockdown in the spring, demand for processed eggs from restaurants, hotels, caterers, etc. . . was all but eliminated. As a result, the domestic egg industry was forced to deal with an immediate surplus of IP eggs. While many strategies were implemented to help manage the surplus, drastic action was required, so the Early Fowl Removal (EFR) program was implemented.

EFA worked closely with EFC, other provincial egg boards and egg value chain partners, to respond to the changes in demand and over-supply of IP eggs. EFA was proud to see Alberta egg farmers step up and answer the call. In total, 39 Alberta farmers participated in the EFR program, which involved over 310,000 birds being removed early from Alberta egg farms.

The Modernized Early Fowl Removal (MEFR) program replaced the EFR program, as a more effective way for the egg industry to manage short-term supply issues and market disruptions. Compensation for participating farms was altered based on feedback received from the EFR program, and MEFR will be funded by the Natural Overrun Fee Fund.

GOVERNMENT RELATIONS

Public awareness/perception of Supply Management and government support for the supply managed sector

is a goal that encompasses all initiatives related to international trade, and both government and public support for Canada's system of supply management. EFA wants to ensure that value of and benefits from supply management are better understood and championed, especially with a heightened demand for domestic food security and a stable supply of fresh, locally produced eggs.

Government Relations & Trade

Egg Farmers of Alberta and the Alberta SM5 were extremely limited in our government relations activities in 2020, as a result of the COVID-19 pandemic. Work continued to be done to lobby government on issues such as protecting the right to farm, farm security, farmer-led research, promoting local food/farming, red tape reduction, and mitigation for the additional access granted to the Canadian egg market via the Canada – United States – Mexico (CUSMA) and Comprehensive and Progressive Trans-Pacific Partnership (CPTPP) trade agreements. As a result of the pandemic and government relations grinding to a halt, the Alberta SM5 severed ties with its GR consultant.

The Government of Canada announced investment programs and market development initiatives for the poultry and egg industry, to offset the impact of market losses from the CPTPP. Canada's poultry and egg farmers have lost a significant portion of their domestic market and stand to suffer losses of billions in net operating income because of the CPTPP, which entered into force in December 2018. The announced measures will allow farmers to plan for the future, navigate the unique dynamics of their respective industries, and contribute to Canada's goals of growing the agriculture sector.



HEALTHY COMMUNITIES

PUBLIC TRUST

Egg Farmers of Alberta is a recognized and trusted brand is a goal that encompasses all public-facing initiatives and activities, from events to in-store appearances, from social media platforms to our website. EFA wants to engage Albertans, while helping them better understand where their fresh, local eggs come from and how they were produced by the province's egg farming families.

Public Relations

Egg Farmers of Alberta and our team of Egg Ambassadors enjoy engaging with Albertans to talk about eggs and share the story of egg farming families that are proud to provide fresh, local food. Unfortunately, due to the COVID-19 pandemic, as well as an abundance of caution for the health and well-being of our staff, farmers, and fellow Albertans, EFA was not able to be active in the community. Farm tours, in-store

appearances at grocery stores, and major agricultural events like Calgary Stampede and Aggie Days in both Calgary and Lethbridge, were all forced to be cancelled. EFA increased and expanded our virtual engagement via social media channels, and hope to be back out in communities across the province in 2021!

Consumer Website

EFA's website (eggs.ab.ca) continues to be the primary hub for all online activity. In 2020, there were more than 363,000 users visiting the EFA website (+10% over 2019) and 536,000 pages viewed (+13% over 2019). The website features important information about the egg industry, farming, and nutrition. Key draws continue to be EFA's expanding collection of delicious egg inspired recipes, information about the different types of eggs, and egg farmer profiles. New how-to recipe videos showcasing egg basics such as scrambled

eggs have been a popular addition. EFA's thank-you video for Albertans, which was produced at the height of the COVID-19 pandemic, was both well received and heavily engaged with.

Social Media

Social media has become an integral part of people's lives and a crucial way for brands to reach new audiences. EFA continued to increase activity and engagement on social media by monitoring trends and running multiple campaigns to increase awareness of the EFA brand. On Facebook, EFA averaged over 2,208 engagements per month and over 71,000 monthly post impressions. On Twitter, EFA's tweets generated over 267,754 impressions and elicited on average 1.3% engagement, while EFA was mentioned over 134 times. Instagram was launched in 2018 and is the fastest growing social platform. EFA's Instagram has 963 followers (+362 since

2019) and has been increasing steadily by utilizing Instagram's "story" option to leverage EFA's beautifully curated photo library. EFA's Pinterest has on average 263 monthly viewers, which drives traffic back to the EFA website through recipes and egg nutrition facts.

Digital Advertising

Building on the success of 2019's Delicious Dozen digital advertising campaign, EFA introduced the overarching Break the Rules campaign in 2020, serving as a catalyst for followers to consider utilizing eggs in more than just their favorite or the traditional way. Break the Rules featured 7 themed social media campaigns, including 4 that

had a digital advertising component: healthy eating, local food & farming, back-to-school, and World Egg Day. The digital ads proved to be quite successful, performing well beyond the industry standards, helping to attract new followers and increased engagement with EFA's social media platforms and consumer website.



Influencer Partnerships

Influencer partnerships have contributed to EFA successfully being able to reach more audiences with whom we are able to share our passion for eggs and egg farming. In 2020, EFA expanded our partnership with Meg Tucker and were able to provide even more fresh content, events and contests. In response to the COVID-19 isolation, Meg Tucker offered free monthly virtual Cook With Meg classes, which EFA were thrilled to sponsor. Meg also engaged followers through Facebook Live recipe demonstrations, the creation of short how-to egg recipe videos, pre-recorded family-friendly recipe videos for back-to-school season.

As the COVID-19 pandemic impacted the lives of Albertans, AMA developed a virtual initiative to 'Bring Back Alberta', where AMA members and partners could share their favorite barbecue tips and tricks. As a proud sponsor and partner, EFA shared various egg recipes and how-to videos with the AMA Backyard BBQ Facebook community group, then hosted an egg themed 'Ask Me Anything' event on AMA's Facebook page. EFA answered consumer questions with the help of both Susan Schafers and Meg Tucker. The highly engaging live event generated 112 comments and 10 post shares. The AMA partnership offered another opportunity to share the local egg farming story, via a video designed to show Albertans where their food comes from and how it was produced. Jerry Hofer hosted a virtual farm tour at Fairview Colony and Meg Tucker demonstrated her famous fried egg recipe, providing an informative and delicious journey of eggs from local farms to your breakfast table.

As part of ongoing efforts to expand our reach and engage more local influencers, EFA partnered with two Alberta-based bloggers who provided new easy-to-make summer recipes for their followers. Fareen Jessa, known as Food Mamma on Instagram, prepared a delicious Puffy Shakshuka Waffles that is best paired with a Shakshuka dish. Bernice Hill, known for her Dish 'n' the Kitchen blog, made an adorable Ham and Egg Cups that can be prepared ahead of time for those who don't think they have the time for a wholesome breakfast in the mornings. Thanks to these wonderful partners, EFA was able to reach over 3,000 new followers with egg recipes and positive messaging.

Sponsorships

For the third straight year, EFA was proud to be a provincial sponsor of the highly successful Rocks & Rings (R&R) program, presented by Curling Canada. R&R typically delivers over 300 days of training to over 50,000 Albertan students each year, but the COVID-19 pandemic drastically altered R&R's ability to deliver their traditional program, as well as EFA's ability to get directly involved. EFA continued to sponsor Crack'd YYC,

Calgary's only egg-themed food truck. Despite being grounded by the COVID-19 pandemic, Crack'd YYC was able to hit the streets during the summer in 2020, giving Albertans at various events and food truck festivals an opportunity to enjoy a variety of mouth-watering dishes made with fresh, local eggs. Crack'd YYC also provided free meals to help feed over 2,000 frontline healthcare workers, which EFA was honored to contribute to.

Social Responsibility

EFA has been a proud, long-time partner and supporter of Food Banks Alberta (FBA) and Breakfast Club of Canada (BCC), two extremely valuable organizations that became even more heavily relied upon in the wake of the COVID-19 pandemic. With more Albertans out of work, facing economic hardship and uncertainty, it has become more challenging than ever before to continuously have access to fresh, nutritious food to feed your family.

EFA is humbled to play even a small part in helping to provide for Albertans in need and making a difference in the lives of a growing number of students and families in need.

In addition to our ongoing contribution to both Food Banks Alberta and Breakfast Club of Canada, EFA was able to increase our donation of fresh eggs during the COVID-19 isolation period. EFA would like to thank both Sparks Eggs and Bumbre Farms, for helping to provide Alberta eggs to less fortunate Albertans across the province. Unfortunately, EFA was not able to volunteer and engage directly with FBA or BCC as we have in past years, due to the COVID-19 pandemic.

RIGHT TO FARM

The right to farm in Alberta is protected is a goal that is intended to preserve the province's agricultural heritage, while ensuring the egg industry will be sustainable for future generations. EFA will collaborate with agricultural partners to engage with municipal stakeholders across the province, to build a renewed sense of public trust in Alberta's agriculture and agri-foods sector.

Intensive Livestock Working Group (ILWG)

The Intensive Livestock Working Group (ILWG) continued its 2-prong approach to help protect the right to farm in Alberta, by both conducting extensive public trust research with a myriad of stakeholders and directly engaging with key municipalities across the province. The public trust initiative was undertaken to identify those critical issues that negatively impact industry, neighbour and municipal relationships, and to then develop a strategic template that will help the animal agriculture sector build and maintain public trust. Many interesting insights came to light thanks to the research, which offers industry a clear way forward when it comes to building public trust and, ultimately, protecting the right to farm in Alberta.

ORGANIZATIONAL EFFECTIVENESS

There is excellence in organizational effectiveness is a goal that encompasses all EFA activities and initiatives carried out by the Board of Directors, staff, or various committees. As a non-profit organization supported by producer levy, EFA is committed to managing the provincial egg industry as efficiently, effectively and transparently as possible.

Board Governance

At the 2020 EFA AGM, Jerry Hofer and Elie Hofer were elected to the EFA Board of Directors. John Hofer completed his second 3-year term, Joe Kleinsasser completed his third 3-year term, and both were required to step down. The Board elected Conrad Vanessen as Chair, Bernadette Vandeborn as Vice-Chair, Beatrice Visser as EFC Director, and Peter Waldner as EFC Alternate.

The EFA Board and staff conducted their annual strategic planning session, completing a thorough analysis of emerging trends, pressures and innovations that may impact the Canadian egg industry in the future. Strategic planning is a critical element to the Board's ability to 'direct and protect' the organization. The strategies developed by the Board provide the direction needed by the staff to develop and execute operational plans, which include the various projects and initiatives identified as being crucial to achieving success for EFA and the Alberta egg industry.

Committee Evaluation

EFA established a new process for evaluating committee members to help ensure each committee is well functioning, which will be launched next year. This new approach will also identify opportunities to further enhance the work being done.

Human Resources

EFA experienced a staffing change in the Marketing & Social Media Coordinator role in 2020. Adelina Gashi joined EFA in May, rising to the unique challenge of onboarding remotely during the pandemic lockdown. She replaced Angie Lang, who had been with EFA for nearly three years before leaving to pursue a new opportunity.

Research

The Honourable Devin Dreeshen, Minister of Agriculture and Forestry, announced the creation of Results Driven Agriculture Research (RDAR), a non-profit, arm's-length agriculture research organization. RDAR expressed an interest in collecting feedback from farmers, industry, and key partners in the agricultural sector, as a means of ensuring the strategic planning and goals of budgets are met. EFA was invited to become a member and EFA's Research Committee provided feedback on the structure and operation of RDAR. EFA participated in policy consultation sessions and Susan Schafers (STS Farms) was appointed to serve on the RDAR Advisory Committee, which was initially tasked to develop research priorities for RDAR. In October, RDAR launched its inaugural \$4 million call for producer-led agriculture research proposals.

EFA was proud to launch our first ever Research Call for Proposals. Researchers were invited to submit applications in areas that addressed targeted industry priorities. Funding was made available to focus on specific priority areas benefiting Alberta's egg farmers. The targeted priority areas were established in 2019 by farmers in consultation with researchers and value chain partners. Four projects were approved for funding:

- 1) Dr. Karen Schwean-Lardner: Effect of LED flicker on pullet welfare, health, and production and further impacts on hen performance, egg production, and egg quality

- 2) Dr. Karen Schwean-Lardner: Effects of increasing dietary omega-3 polyunsaturated fatty acid supplementation to 3% during bone development in pullets
- 3) Dr. Dongyan Nui: Surveillance of egg yolk peritonitis (EYP) and causative Escherichia coli in egg farms, Alberta
- 4) Dr. Anatoliy Trokhymchuk: Developing a novel, rapid tool for non-typhoidal Salmonella detection and risk assessment in Western Canadian poultry

“In the past we’ve been somewhat lucky when proposals have aligned with our priorities, this new approach allowed us to look at projects that were very specific to our provincial egg sector. These projects are relevant to the producers and the farms that we have here and will serve to progress our industry”

- Susan Schafers, STS Farms

Egg Farmers of Alberta, Alberta Chicken Producers, Alberta Hatching Egg Producers, Alberta Turkey Producers, the Government of Alberta, and the University of Alberta founded the Poultry Research Centre (PRC) in 1986. Throughout 2018-2019 there were discussions related to a changing Alberta poultry research landscape. Accordingly, in 2020 the PRC was restructured and rebranded as the Poultry Innovation Partnership (PIP), which is intended to serve as an industry-wide research and technology transfer organization that can capitalize on the strategic priorities of the sector by leveraging collaborations. EFA continues to work closely with PIP by having representatives on the Board and various committees.

Egg Size Tool

Alberta has historically produced a high number of medium sized eggs compared to other provinces across Canada, which has continually been raised as a concern. The high percentage of mediums produced in Alberta may be costing the industry

in terms of industrial product costs. A project with a third-party contractor was undertaken to determine if the data supports the conclusion that a higher production of mediums is resulting in lower net revenues to individual farmers, and to provide a tool for farmers to gain a deeper insight into the financial outcomes of their management decisions relating to egg size. EFA's Production Management Committee helped refine the tool that will be made available to all Alberta egg farmers in early 2021.

IT SYSTEMS

IT systems are improved and more efficient is a goal that is an extension of the previous goal around organizational effectiveness, more specifically related to the technical side of EFA's operations. EFA wants to ensure that the systems in place serve the industry's needs today and into the future, and that the data collected is providing value to individual farms and the organization.

Data Efficiency

EFA's IT foundation was built on the Microsoft stack, which has continued to provide opportunities for growth and enhancements to office systems and efficiencies, as EFA has adopted a wider variety of Microsoft's low code, high impact products. Workflows for document approvals has significantly increased EFA's ability to maintain up-to-date operational policies and procedures.

EFA generates a substantial and ever-expanding amount of data. EFA teamed up with new partner to help increase our capacity for analyzing and utilizing the data available to us. Comprehensive stakeholder interviews were completed by this new partner, as EFA established new data collection and reporting priorities. EFA's Field

Coordinators also collect a lot of data, and the forms they use were revamped and automated. The increased efficiency created by the automatic reporting has freed up staff time to analyze the data and provide insights for the staff, Board and Alberta egg farmers more thoroughly.

EFA's phone system was upgraded and more lines were added, due to the entire staff having to work remotely due to the COVID-19 pandemic. Whether a staff member is working from the office, their home or on the road, they can now place and receive calls with their office number.

EFA staff collaborated with our IT partners extensively throughout 2020, evaluating, planning and design the new producer portal that will go live in 2021. The extensive list of requirements will better serve all Alberta egg farmers, providing more value and resources through a single site, including the ability for farmers to see their own quota transactions and change details about their contact information. Though the massive scope of the project won't see the portal fully completed until 2023, this past year saw EFA make tremendous progress on the design stage.







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APPENDIX A

EGG FARMERS OF ALBERTA
BUDGET AND
FINANCIAL STATEMENTS

OPERATIONS	BUDGET	BUDGET	ACTUAL
	2021	2020	2020
Travel	\$ 301,677	\$ 375,184	\$ 164,591
Meeting	67,622	87,292	43,287
Directors' and Committee Allowances	213,488	244,391	141,506
Salaries	1,008,823	999,535	968,622
Employee Benefits	191,964	183,640	160,992
Building Operations	51,360	52,560	48,862
Office and Printing	30,200	32,500	22,332
Bank Charges	55,000	51,000	56,204
Computer and IT Expenses	147,750	109,100	106,001
Subscriptions	2,750	2,960	2,683
Postage	8,200	9,500	7,757
Telecommunications	8,600	10,600	9,361
Marketing & Communications	340,000	340,000	256,181
Board Governance	53,400	51,500	33,942
Insurance	17,650	14,870	17,051
Professional Fees	169,500	166,000	193,948
Memberships	17,665	17,665	17,019
Amortization	147,657	120,964	121,723
Farm Services	100,254	135,315	101,122
Total Operations Expenses	\$ 2,933,560	\$ 3,004,576	\$ 2,473,185

Levy	\$ 2,636,224	\$ 2,614,131	\$ 2,610,113
Interest	284,340	313,200	368,527
Gain on sale of marketable securities	10,000	75,000	41,219
Other income	3,000	2,250	5,629
Total Operations Revenues	\$ 2,933,564	\$ 3,004,581	\$ 3,025,488

Net Operations Gain (Loss)	\$ 4	\$ 5	\$ 552,303
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Summary financial statements of Egg Farmers of Alberta

December 26, 2020

Report of the Independent Auditor on the Summary Financial Statements	1
Summary statement of operations and changes in unrestricted net assets	2
Summary statement of financial position	3
Summary statement of cash flows	4
Schedule 1 – Summary schedule of administrative expenses	5
Schedule 2 – Summary schedule of internal restrictions – industrial product program	6
Schedule 3 – Summary schedule of internal restrictions – research fund	7
Schedule 4 – Summary schedule of internal restrictions – sustainable growth fund	8
Schedule 5 – Summary schedule of internal restrictions – service fee fund	9
Schedule 6 – Schedule of internal restrictions – Conventional to enriched transition and producer prices “CETPP” fund	10

Report of the Independent Auditor on the Summary Financial Statements

To the Registered Producers of
Egg Farmers of Alberta

Opinion

The summary financial statements, which comprise the summary statement of financial position as at December 26, 2020, and the summary statements of operations and changes in unrestricted net assets and cash flows for the fifty-two week period then ended, and related notes, are derived from the audited financial statements of Egg Farmers of Alberta (the "Organization") for the fifty-two week period ended December 26, 2020.

In our opinion, the accompanying summary financial statements are a fair summary of the audited financial statements, in accordance with the criteria disclosed in the Note to the summary financial statements.

Summary Financial Statements

The summary financial statements do not contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the Organization's audited financial statements and the auditor's report thereon.

The summary financial statements and the audited financial statements do not reflect the effects of events that occurred subsequent to the date of our report on the audited financial statements.

The Audited Financial Statements and Our Report Thereon

In our report dated February 11, 2021, we expressed an unmodified audit opinion on the audited financial statements.

Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of the summary financial statements in accordance with the criteria disclosed in the Note to the summary financial statements.

Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are a fair summary of the audited financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, *Engagements to Report on Summary Financial Statements*.

The signature of Deloitte LLP is written in a cursive, handwritten style.

Chartered Professional Accountants
February 11, 2021

Egg Farmers of Alberta

Summary statement of operations and changes in unrestricted net assets

52-week period ended December 26, 2020

		December 26, 2020 (52 weeks)	December 28, 2019 (52 weeks)
	Schedules	\$	\$
Revenue			
Levy		29,841,177	23,890,933
Grant		107,596	108,260
Industrial product program	2	29,038,538	28,972,600
Research fund	3	191,555	67,240
Sustainable growth fund	4	214,313	62,945
Service fee fund	5	1,383,278	3,228,283
Conventional to enriched transition and producer prices "CETPP" fund	6	2,945,951	873,432
Other income		56,571	94,810
Amortization of deferred capital contributions		5,411	5,411
Interest		317,586	327,731
Gain on sale of investments		41,219	186,176
Unrealized gain on investments		167,450	511,284
		64,310,645	58,329,105
Expenses			
Administrative	1	2,473,186	2,926,620
Other expenses		1,745	179,781
Egg Farmers of Canada levy		27,231,064	21,291,734
Grant projects		113,006	113,670
Industrial product program	2	29,050,880	29,815,315
Research fund	3	148,933	67,240
Sustainable growth fund	4	180,449	67,240
Service fee fund	5	4,991,959	1,964,227
Conventional to enriched transition and producer prices "CETPP" fund	6	2,799,876	582,918
		66,991,098	57,008,745
(Deficiency) excess of revenue over expenses		(2,680,453)	1,320,360
Internal transfer from industrial product program	2	12,342	842,715
Internal transfer to research fund	3	(42,622)	—
Internal transfer (to) from sustainable growth fund	4	(33,864)	4,295
Internal transfer from (to) service fee fund	5	3,608,681	(1,264,056)
Internal transfer to CETPP fund	6	(146,075)	(290,514)
Unrestricted net assets, beginning of period		3,266,491	2,653,691
Unrestricted net assets, end of period		3,984,500	3,266,491

Note:

These summary financial statements are extracted from the annual financial statements audited by Deloitte LLP. A copy of the complete audited financial statements is available on the Egg Farmers of Alberta website at <http://eggs.ab.ca>. These summary financial statements have been prepared in accordance with criteria developed by management. These criteria require management to ensure:

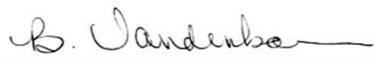
- 1) the summary financial statements correctly reflect the content of the audited financial statements;
- 2) the summary financial statements contain the necessary information and are at an appropriate level of aggregation, so as not to be misleading to the users of these financial statements; and
- 3) adequately disclose these criteria.

Egg Farmers of Alberta
Summary statement of financial position
As at December 26, 2020

	Schedules	December 26, 2020	December 28, 2019
		\$	\$
Assets			
Current assets			
Cash and cash equivalents		69,075	1,047,087
Accounts receivable		3,435,623	2,965,062
Government remittances receivable		32,445	5,706
Prepaid expenses		43,220	67,616
		3,580,363	4,085,471
Long-term investments			
Tangible capital assets		8,719,154	8,606,140
Intangible asset		1,075,360	1,052,178
		5,112	5,112
		13,379,989	13,748,901
Liabilities			
Current liabilities			
Accounts payable and accrued liabilities		2,892,497	2,012,361
Due to Egg Farmers of Canada		2,575,500	1,099,674
Deferred contributions		2,377	41,387
		5,470,374	3,153,422
Deferred contributions related to tangible capital assets			
		5,409	10,820
		5,475,783	3,164,242
Net assets			
Unrestricted net assets		3,984,500	3,266,491
Industrial product program	2	2,443,098	2,455,440
Research fund	3	292,622	250,000
Sustainable growth fund	4	746,949	713,085
Service fee fund	5	448	3,609,129
CETPP fund	6	436,589	290,514
		7,904,206	10,584,659
		13,379,989	13,748,901

Approved by the Board


_____, Director


_____, Director

Egg Farmers of Alberta
Summary statement of cash flows
52-week period ended December 26, 2020

	December 26, 2020 (52 weeks) \$	December 28, 2019 (52 weeks) \$
Operating activities		
(Deficiency) excess of revenue over expenses	(2,680,453)	1,320,360
Items not affecting cash		
Amortization of tangible capital assets	159,108	123,073
Gain on sale of tangible capital assets	—	(63,000)
Amortization of deferred contributions related to tangible capital assets	5,411	5,411
Gain on sale of investments	(41,219)	(186,176)
Unrealized gain on investments	(167,450)	(511,284)
Other non-cash adjusting items	—	(15,000)
	(2,724,603)	673,384
Changes in non-cash working capital		
Accounts receivable	(470,561)	(1,372,392)
Government remittances recoverable	(26,739)	(5,706)
Prepaid expenses	24,396	23,754
Accounts payable and accrued liabilities	880,136	757,863
Government remittances payable	—	(101,618)
Due to Egg Farmers of Canada	1,475,826	397,778
Deferred contributions	(39,010)	34,432
Deferred contributions related to tangible capital assets	(5,411)	(5,411)
	(885,966)	402,084
Investing activities		
Purchase of tangible capital assets	(187,701)	(58,315)
Proceeds from sale of tangible capital assets	—	63,000
Proceeds on sale of long-term investments	2,784,121	1,843,121
Purchase of long-term investments	(2,688,466)	(1,992,931)
	(92,046)	(145,125)
Net (decrease) increase in cash and cash equivalents	(978,012)	256,959
Cash and cash equivalents, beginning of period	1,047,087	790,128
Cash and cash equivalents, end of period	69,075	1,047,087

Egg Farmers of Alberta**Schedule 1 – Summary schedule of administrative expenses**

52-week period ended December 26, 2020

	December 26, 2020 (52 weeks) \$	December 28, 2019 (52 weeks) \$
Advertising and product promotion	256,181	338,902
Amortization	121,723	97,986
Board governance	33,942	64,620
Building operations	48,862	47,482
Directors' and committee allowances	141,506	213,708
Employee benefits	160,992	176,840
Insurance	17,051	14,486
Meetings	43,287	76,604
Memberships	17,019	17,019
Office and printing	187,222	201,535
Postage	7,757	9,388
Professional fees	193,948	205,048
Salaries	968,622	982,458
SE testing kits and diagnostic services	101,122	120,561
Telecommunications	9,361	10,439
Travel	164,591	349,544
	2,473,186	2,926,620

Egg Farmers of Alberta**Schedule 2 – Summary schedule of internal restrictions – industrial product program**

52-week period ended December 26, 2020

	December 26, 2020 (52 weeks) \$	December 28, 2019 (52 weeks) \$
Industrial product program, beginning of period	2,455,440	3,298,155
Add		
Egg sales	28,162,481	28,694,151
Levy revenue	876,057	278,449
	29,038,538	28,972,600
Less		
Egg purchases and other expenses	29,046,168	29,800,166
Levy short	4,712	15,149
	29,050,880	29,815,315
Net change in program during the period and amount internally transferred to unrestricted net assets	(12,342)	(842,715)
Industrial product program, end of period	2,443,098	2,455,440

The industrial product program relates to eggs which are sold for further processing. EFA purchases eggs from grading stations and sells them to Egg Farmers of Canada for fixed prices. Shortfalls from the program are funded by an internal allocation of levies received from producers. Eggs are only purchased to the extent necessary for sale to the program; no inventory is carried.

Egg Farmers of Alberta**Schedule 3 – Summary schedule of internal restrictions – research fund**

52-week period ended December 26, 2020

	December 26, 2020 (52 weeks) \$	December 28, 2019 (52 weeks) \$
Research fund, beginning of period	250,000	250,000
Add		
Transfer from sustainable growth fund	—	67,240
Levy revenue	191,555	—
Less		
Disbursements to research projects	148,933	67,240
Net change in fund during the period and amount internally transferred from unrestricted net assets	42,622	—
Research fund, end of period	292,622	250,000

The research fund was established in 2003 and is funded by an internal allocation of the producer levies to provide research funds to the industry.

Egg Farmers of Alberta**Schedule 4 – Summary schedule of internal restrictions – sustainable growth fund**

52-week period ended December 26, 2020

	December 26, 2020 (52 weeks) \$	December 28, 2019 (52 weeks) \$
Sustainable growth fund, beginning of period	713,085	717,380
Add		
Revenue	214,313	62,945
Less		
Disbursements	180,449	67,240
Net change in fund during the period and amount internally transferred from (to) unrestricted net assets	33,864	(4,295)
Sustainable growth fund, end of period	746,949	713,085

The sustainable growth fund (formerly the over base quota fund) is funded by an internal allocation of the producer levies for specific projects authorized by the Board of Directors.

Egg Farmers of Alberta**Schedule 5 – Summary schedule of internal restrictions – service fee fund**

52-week period ended December 26, 2020

	December 26, 2020 (52 weeks) \$	December 28, 2019 (52 weeks) \$
Service fee fund, beginning of period	3,609,129	2,345,073
Add		
Levy revenue	1,383,278	3,228,283
Less		
Disbursements to Egg Farmers of Canada	4,991,959	1,964,227
Net change in fund during the period and amount internally transferred (to) from unrestricted net assets	(3,608,681)	1,264,056
Service fee fund, end of period	448	3,609,129

The service fee fund relates to quota allotted from EFC since 2014. EFC sets a fee annually that EFA collects in the levy. Payments are made on a voluntary basis to EFC annually.

\$3,608,691 in funds previously held in the service fee fund by EFA were paid to Egg Farmers of Canada, upon direction from the Board of Directors, during the 52-week period ended December 26, 2020.

Egg Farmers of Alberta**Schedule 6 – Summary schedule of internal restrictions – conventional to enriched transition and producer prices "CETPP" fund**

52-week period ended December 26, 2020

	December 26, 2020 (52 weeks) \$	December 28, 2019 (52 weeks) \$
CETPP fund, beginning of period	290,514	—
Add		
Levy revenue	2,945,951	873,432
Less		
Disbursements	2,799,876	582,918
Net change in fund during the period and amount internally transferred from unrestricted net assets	146,075	290,514
CETPP fund, end of period	436,589	290,514

The Conventional to Enriched Transition and Producer Prices Project "CETPP" was created nationwide to implement an optimal producer price structure to establish a blended market producer price. Funds are disbursed to farmers with special housing to provide the Conventional and Enriched Producer price.