



CANADIAN ASSOCIATION OF AGRI-RETAILERS 2017-18 YEAR AT-A-GLANCE



EXECUTIVE DIRECTOR'S NOTE

An association's strength is measured in multiple ways. Numbers speak loud when critical issues are identified. As the Canadian ag retailer's representative voice, CAAR needs your support through membership to demonstrate its strength as an organization. CAAR's voice is amplified and more persuasive when retailers are united through membership.

Your membership solidifies not only the strength, but the long term sustainability of the ag retail industry in Canada.

Throughout the past year, CAAR has had many opportunities to support members through our work in advocacy and regulatory compliance, and by delivering value through programs and services. 2017 - 2018 accomplishments are highlighted within this report for your review. I look forward to continuing to represent your business in the coming year.

Mitch Rezansoff
Executive Director, CAAR

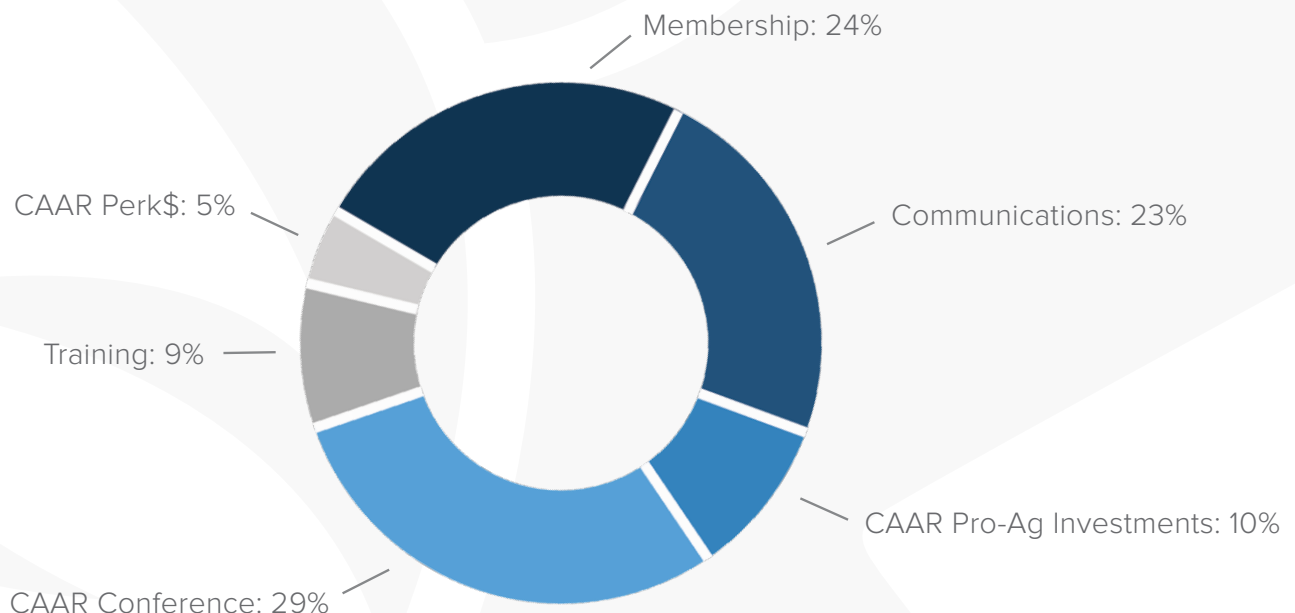
CAAR REVENUE BREAKDOWN

CAAR's revenue streams are carefully managed to cover operational costs, maintain and improve programs and services, and invest into capital funds when surplus is earned.

Through member support of these programs, CAAR is able to keep membership fees affordable and provide the highest level of support, advocacy and responsiveness that members trust the association to provide.

CAAR's Revenue in 2017-18*

*Note: year end projections are based on data as of May 30, 2018.



MEMBERSHIP

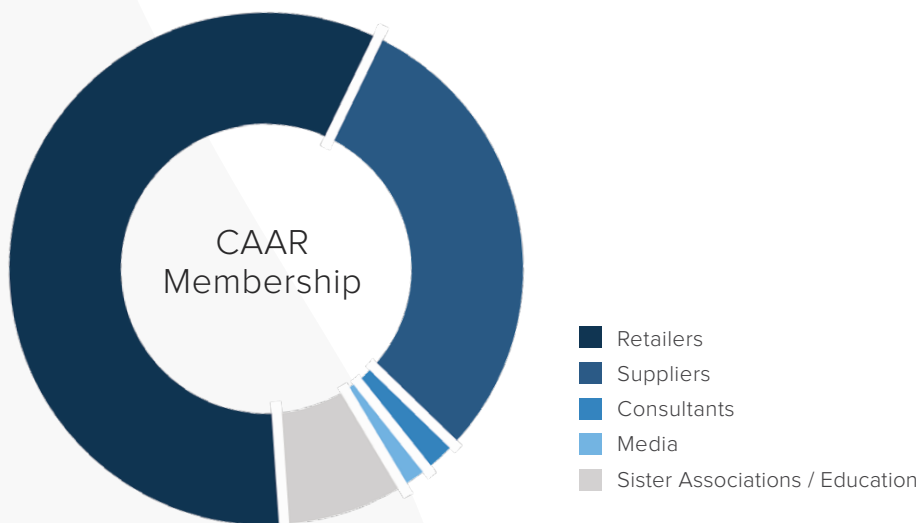
CAAR's membership and member value remain the top priority of the CAAR board of directors and staff.

CAAR membership by the numbers:

582 CAAR members

30 new members recruited

94% member retention



ADVOCACY

Working collaboratively with CAAR's board of directors, member companies, industry experts and Fertilizer Canada, the anhydrous ammonia industry met several times with regulators to discuss the impact of the changes to the CSA B620/622. Through dedicated effort CAAR was able to negotiate Equivalency and Temporary Certificates for members to ensure uninterrupted supply of anhydrous ammonia for 2018 spring season.

CAAR continues to work with Transport Canada, and is committed to providing compliance information to members as anhydrous ammonia retailer regulations evolve.

REGULATORY COMPLIANCE

CAAR's remains committed to regulatory compliance support of its members. To that end the following compliance courses and programs received critical updates in the past year:

- Nurse Tank Safety Program and related Nurse Tank Safety Council of Canada Quality Control Manual were updated to reflect the numerous changes within the CSA B620/622 standards. CAAR worked with industry experts and consulted directly with Transport Canada officials to ensure the timely availability of information for program users
- NH₃: Retailer Safe Handling and TDG Certification online course was updated to include audio files to ensure an optimum user experience, facilitating higher user comprehension of this critical safety information

- CAAR is in the process of developing additional CSA B620/622 compliance informational materials to ensure that members have access to compliance requirements in an easy to understand format
- Submitted industry response to Calcium Ammonium Nitrate Security Code of Practice

INDUSTRY COLLABORATION

CAAR's participation in industry groups, committees and meetings ensures that ag retailers are represented consistently and vocally as key issues are being discussed, and as decisions affecting retailers are made. In 2017-18 CAAR engaged on:

- CSA B620 and B622 regulations: obtaining Equivalency and Temporary Certificates ensuring the continued supply of anhydrous ammonia for the spring 2018 season
- CSA Technical Committee: CSA B620 Ag Spec Tank Working Group and leading the creation of a docket for revised Tank Inspector and Tester Qualifications
- Fertilizer Canada committees, including the Fertilizer Safety and Security Council, Safety, Training and Transportation of Dangerous Goods Committee and Anhydrous Ammonia Code of Practice
- Prairie Certified Crop Advisor Board
- Additional collaborations based on member need to address specific issues

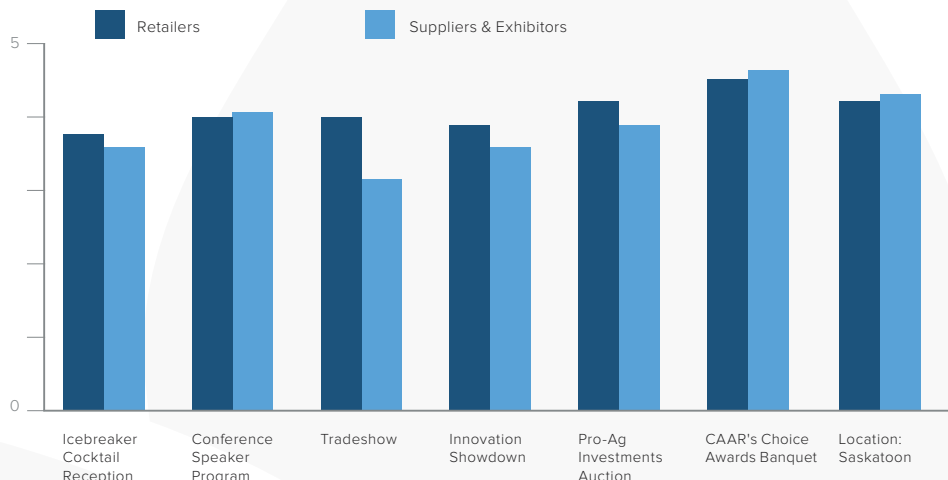
THE CAAR CONFERENCE

The CAAR Conference continues to grow as the leading business conference for ag retailers, designed specifically to bring the agriculture industry together to stay informed with industry updates, network, educate and support the association.

Revenues generated by the conference enable CAAR to:

- Reduce fees for ag retail members attending conference
- Maintain membership fee structure
- Enhance conference speakers and training opportunities
- Increase existing and new member attendance

How the attendees rated the 2018 CAAR Conference (1=Poor, 5=Excellent)



THE CAAR CONFERENCE



FEB. 13 - 15, 2018 | SASKATOON, SK

306
attendees



42
exhibitors



163
represented companies



14+
hours of face-to-face
networking time



attendees rated their overall
CAAR Conference experience

4.2 out of 5

CAAR PRO-AG INVESTMENTS



CAAR Pro-Ag Investments raised \$102,000 in 2017-18. Funds are used to support CAAR's operations and activities, enabling CAAR to keep member fees low.

Initiatives supported include:

- CAAR's advocacy efforts
- Training course upgrades
- Website enhancements
- Delivery of expanded and new programming
- Scholarships to post-secondary ag students

TRAINING

CAAR's training library and reporting services combine highly technical and sought after information in an affordable, user friendly and easily accessible format.

In 2017-18, CAAR provided training to over 1,500 individuals in over 200 companies.

As an added member service, CAAR provides custom reporting options for corporate administration and management purposes at no additional charge.

CAAR Training by the Numbers:

- NTSP Program (16 trainees)
- NH₃: Retailer Safe Handling and TDG Certification (533 trainees)
- TDG Fundamentals: Retailer TDG Certification (292 trainees)
- WHMIS 2015 (459 trainees)
- CCA Examiner (13 trainees)
- Investing in Certified Seed (1 trainee)
- NH₃: Safety & the Farmer - TDG Certification (270 trainees)