



CANADIAN ASSOCIATION OF AGRI-RETAILERS 2019/20 YEAR AT-A-GLANCE

EXECUTIVE DIRECTOR'S NOTE

In the past 12 months, the Canadian agriculture industry has experienced numerous challenges. Rail strike and blockades. Disruptions to international trade, logistics and supply chain. The 2019 harvest that is finally wrapping up in the spring of 2020. Compounded by issues relating to COVID-19 pandemic and the resulting management strategies at local, provincial and national level. Through all the challenges the agriculture industry has remained steadfast and found solutions.

The resilience of the entire agriculture supply chain has been demonstrated again. In times of uncertainty and multiple federal and provincial bodies responding to disruptions daily the need of a common persuasive voice is apparent.

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

The strength of CAAR is dependent on the continued support of Canadian ag retailers. The next 12 months will continue to evolve. Business components of ag retail will return, but not all. As an industry we have to adapt and respond to the new environment presented. The answers are not entirely clear.

Your membership and support of CAAR demonstrates the commitment to the new ag retail business model that benefits the entire industry. I look forward to continuing to represent your business in the coming year.

Mitch Rezanoff

Executive Director

Canadian Association of Agri-Retailers

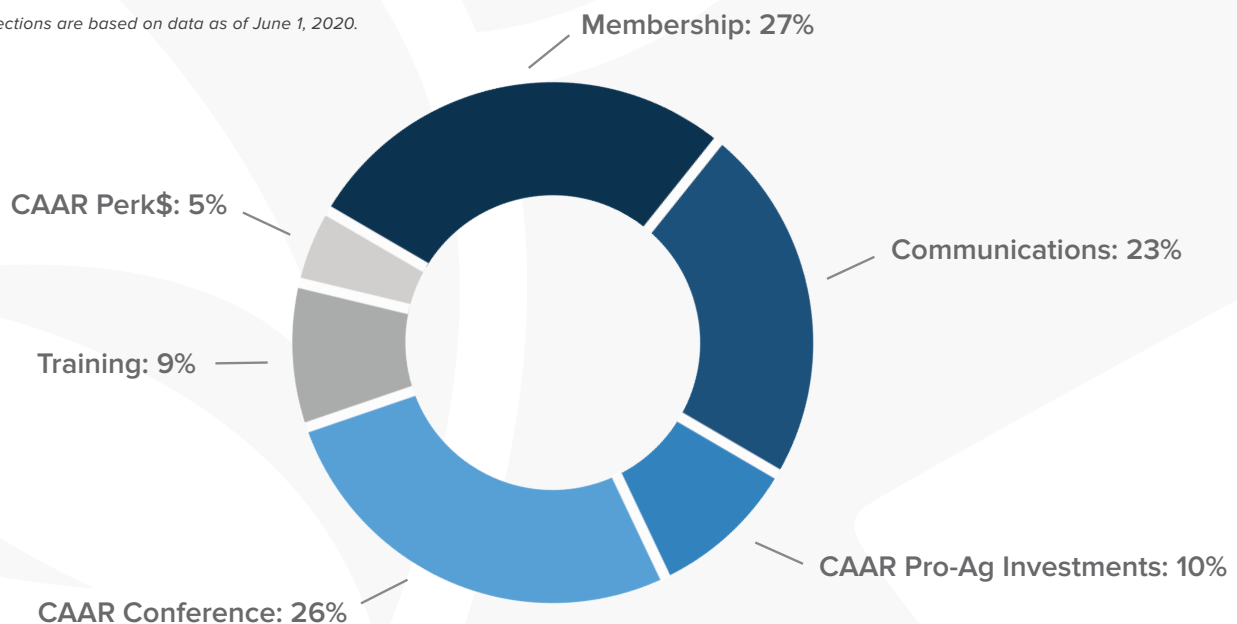
CAAR REVENUE BREAKDOWN

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.

2019/20 REVENUE*

**Year end projections are based on data as of June 1, 2020.*



MEMBERSHIP

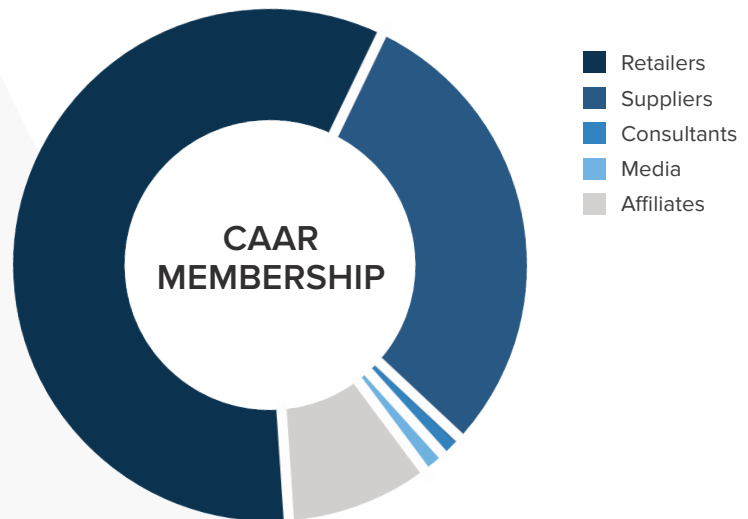
CAAR membership and member value remain the top priority of the CAAR board of directors and staff.

CAAR MEMBERSHIP BY THE NUMBERS:

575 CAAR members

9 new members recruited

93% member retention



ADVOCACY ACTIVITIES

CAAR continues to work directly with federal and provincial regulators and partners with agriculture associations ensuring the uninterrupted business of ag retailing.

Activities include:

- **Transport Canada** – Hours of Operation, agriculture commodity movement, ag retailers
- **Transport Canada** – Agriculture commodities identified as essential during rail blockades and strikes. Resolve disruptions
- **Transport Canada** – Equivalency and temporary certificates relating to ammonia nurse tanks
- **Provincial Premiers and Ministers of Agriculture** – Agriculture commodity movement across borders identified as essential and ag retail business function during COVID-19 pandemic
- **Prime Minister and Federal Ministers** – Agriculture commodity movement across borders identified as essential and ag retail business function during COVID-19 pandemic
- **CSA B620/622 updates**

REGULATORY COMPLIANCE

CAAR's remains committed to regulatory compliance support for its members and continue to update compliance courses and programs every 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
- 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

INDUSTRY COLLABORATION

CAAR's active participation in industry groups, committees and meetings ensure that Canadian ag retailers are represented consistently.

In 2019-20 CAAR was engaged in:

- CSA B620 and B622 Regulations: Obtained Equivalency and Temporary Certificates ensuring the continued supply of anhydrous ammonia for the spring 2020 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: Fertilizer Safety and Security Council; Safety, Training and Transportation of Dangerous Goods; Anhydrous Ammonia Code of Practice, 4R Nutrient Stewardship, Liquid Storage Working Group
- Canada Grain Council: Market acceptance of pesticide use, MRL-related trade risk of chemistry/crop use patterns with new or amended registrations
- Province of Manitoba: Nutrient stewardship committee
- University of Guelph and Purdue University: Helped develop the Precision agriculture dealership survey
- Prairie Certified Crop Advisor Board
- AgGateway
- CleanFarms
- Canadian Food Inspection Agency
- Pest Management Review Agency
- Canadian Fertilizer Supplements Advisory Council
- Canadian Fertilizer Products Forum
- Seed Sector Value Chain Round Table
- Agriculture & Agri Food Canada: COVID-19 Information Round Table



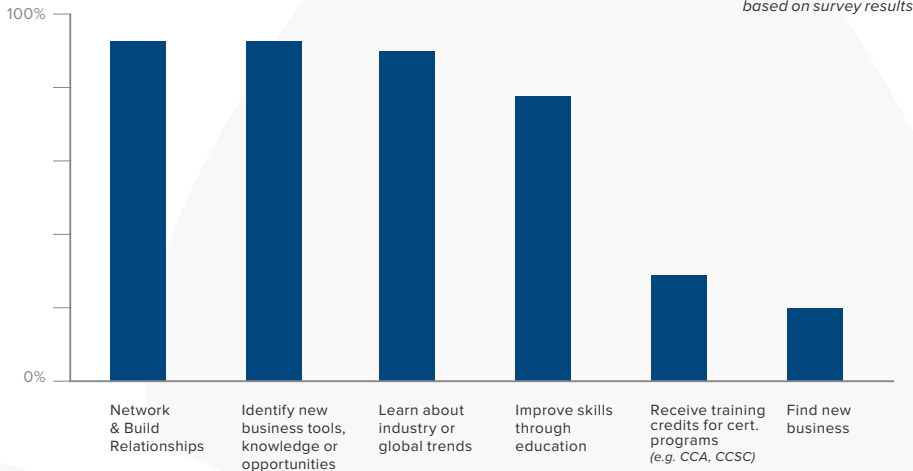
THE CAAR CONFERENCE

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

TOP REASONS DELEGATES ATTEND THE CAAR CONFERENCE



224 attendees

39 exhibitors

132 represented companies

12+ hours of face-to-face networking time

81K raised at the CAAR Pro-Ag Investments Auction



CAAR PRO-AG INVESTMENTS

The CAAR Pro-Ag Investments raised \$81,000 during the auction hosted at the 2020 CAAR Conference. Funds are used to support CAAR's operations and activities, enabling CAAR to keep member fees low.

INITIATIVES SUPPORTED:

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

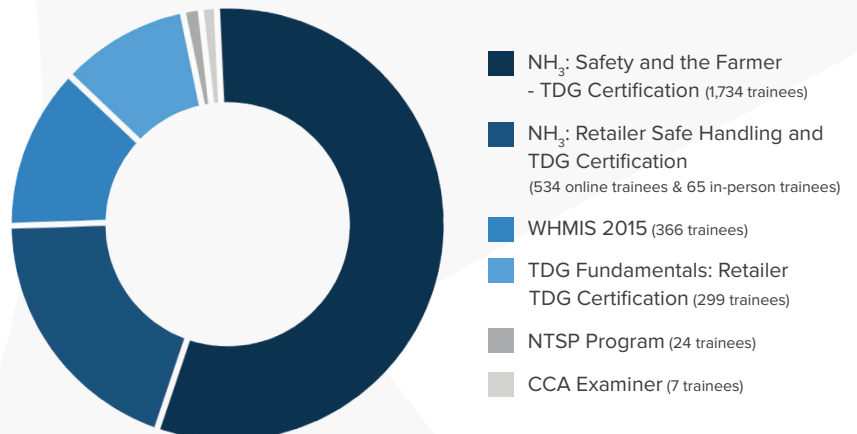
TRAINING

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

In 2019/20, CAAR provided training to over 3,000 individuals in over 250 companies.

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

CAAR TRAINING BY THE NUMBERS:





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