

Annual Report 2016/17

Chair Report



How fast a year can come and go. This year, being the first year for me as Chair of the Saskatchewan Flax Development Commission (SaskFlax) Board of Directors, is no exception. The year has been a very busy for SaskFlax and the flax industry.

Growers had a challenging year weather-wise, with no rain in some areas and too much in others. But despite the weather, flax yields overall were average and with prices around \$12 per bushel flax was a profitable crop choice for most growers.

The Board has been focused on many different areas to move the flax industry forward. One of these areas is working with Dr. Helen Booker, the Flax Breeder at the University of Saskatchewan's Crop Development Centre (CDC). As this is the only flax breeding program in Western Canada, it's important that we maintain a strong relationship with the CDC so that we can continue to nurture a successful flax program. For this reason, SaskFlax provided \$200,000 in 2017 to ensure the flax breeding program remained viable and continued into 2018. Going forward we will work to develop a long-term plan for a stable flax breeding program.

It's also important to our Board to support ongoing research and identify new research and technology that will help grow flax production and the flax industry. We continued to do this throughout the past year. For a list of all our currently funded research, visit our website.

Another area that our Board feels is important for the sustainability and growth of the flax industry is market development. We have identified the North American market, in particular, Mexico, and China as areas which hold significant opportunity for growing flax markets and throughout the past year we facilitated market development activities in these locations. We are also seeing more demand for flax amongst consumers, as they become more aware of its health benefits, which is a trend we will continue to capitalize on through our marketing efforts.

Our organization is also growing. In the New Year, Saskflax will welcome a new staff member, who will focus on research and agronomy for flax production. This is a big step for our organization, as we have only had two staff members since the organization was formed. The addition of the new staff member will be beneficial for the industry as it continues to grow and change. We also have a new, fresh office location as of 2017, which is also a welcome change for our organization. Please stop in and say hi to the staff if you're in the area (our new address is on the back cover of this report).

With a relatively small budget that is funded by you, the flax grower, our Board is very careful to make the best decisions so that every dollar we invest benefits you, your farm, and the flax industry.

I would like to thank the Board for their many hours of work providing direction for SaskFlax and engaging with stakeholders. I would also like to thank Janice Henriksen, our Office Administrator, for her hard work over the past year, as well as Wayne Thompson, our Executive Director, for his passion and enthusiasm for our organization and the flax industry as a whole.

Executive Director Report



This past year has been very productive for the Saskatchewan Flax Development Commission (SaskFlax), with a lot of growth in many of our areas of focus.

Our main focus is funding research that is beneficial for flax growers. In the past year, we continued to fund agronomy research intended to answer the questions that Saskatchewan flax growers have related to production. SaskFlax also continues to partner with the Western Grains Research Foundation and the Saskatchewan Ministry of Agriculture to fund research. Under this partnership, there were two significant research efforts in 2016/17. This first was the contribution to the flax breeding program at the University of Saskatchewan's Crop Development Centre. This contribution not only ensures that the breeding program will continue, it has also lead to a closer

relationship between the program's stakeholders. The other significant effort of this partnership was the development of a set of research activities that are intended to become part of Agriculture and Agri-Food Canada's (AAFC) *Canadian Agriculture Partnership* program. We are hoping to have a decision from AAFC about the funding this program in early 2018, at which time we will share them with you through our regular communication channels.

Our second focus continues to be market development. Although flax production in Western Canada is struggling due to various factors such as price, profitability of other crops in the rotation, and harvest issues, it is important for us to work at developing new markets and expanding existing markets for the crop. This is why SaskFlax participated in trade missions to both Mexico and China during the past year. On each of these missions, hosted by the Saskatchewan Trade and Export Partnership, the response from flax buyers was encouraging – it's clear there is growing demand and opportunity for Canadian flax in these and other international markets, as consumers are becoming more and more aware of the health benefits of flax. We also learned over the past year that as Kazakhstan's flax production rapidly increases, competition for the Asian and European markets will become more intense. For this reason, it will be increasingly important to continue marketing Canadian flax in international markets in order to maintain and grow our market share.

Advocacy is a growing priority for SaskFlax and over the past year we continued to maintain strong relationships with the Federal government so that we may have more power in representing our industry at a national level. These relationships are important in helping us communicate with the government about the flax industry, and are also important for benefitting flax research and policies that impact flax growers. Earlier this year we partnered with the Manitoba Flax Growers Association to meet with Federal Members of Parliament and officials at Agriculture and Agri-Food Canada. Looking ahead, we expect our role in advocacy will continue to evolve, as this is another channel required for us to grow the flax industry for all stakeholders.

Another one of our focuses is dealing with trade issues. Over the past year, we have continued to monitor the very important matter of regaining the European Union market for Canadian flax, an effort that will continue into the new year. This is an important area for us, as having accessible international markets is a key piece in growing the flax market for the entire industry.

Although 2016/17 year was a year of decreased production for flax in Western Canada, we believe the future holds many opportunities for Canadian flax growers and the industry. The issues to be dealt with are not insignificant but we believe that by continuing our work in research, market development, advocacy and trade, we will successfully create and increase opportunities for the flax industry.

Research Funding

The Saskatchewan Flax Levy is invested in research for the purpose of benefiting producers. Some of the research investment is for flax variety development, agronomy and health benefits of flax. The following table lists currently funded projects.

Researcher	Project Name	Total Value of SaskFlax funds for project	Year of Completion
Crop Production Services	Northern Adapted Flax Varieties	\$325,000	2016
Saskatchewan Variety Performance Group	Flax Variety Trials	\$10,000	2017
Crop Development Centre	Flax Breeding Program	\$200,000	2017
Dr. Helen Booker – University of Saskatchewan	Contra Season Winter Nursery for Oilseed Flax	\$30,000	2017
Dr. Helen Booker – University of Saskatchewan	Development of a Flax Breeding Database: A Gateway to Novel Breeding Strategies	\$60,000	2017
IHARF	Row Spacing Effects on Flax Establishment and Yield with and without Fungicide	\$6,250	2017
IHARF	Seed Treatment Effects on Flax at Varying Seeding Dates and Rates	\$8,450	2017
SERF, NARF, AITF	Insure Pulse Trails	\$8,650	2017
University of Saskatchewan, Crop Production Services, Agriculture and Agri- Food Canada	Western Canadian Oilseed Flax Cooperative Trials 2015-2016	\$100,000	2017
IHARF	Seed Treatment Effects on Flax at Varying Seeding Rates and Dates	\$16,500	2018
IHARF	Demonstrating the Merits of Potassium and Sulphur Fertilization in Flax Production	\$10,000	2018
Dr. Dave Christensen – University of Saskatchewan	Evaluation of Extruded Flax Product on Lactation Perform by Dairy Cows & Digestibility of Nutrients	\$25,300	2018
IHARF	Optimal Fertilizer and Phosphorus Management for Flax Production	\$103,385	2019
Dr. Chris Willenborg – University of Saskatchewan	Improving Weed Management for Saskatchewan Growers	\$43,996	2019
Dr. Chris Willenborg – University of Saskatchewan	Integrated Crop Management for High Yielding Flax Production	\$138,368	2020
Dr. Helen Booker – University of Saskatchewan	Characterization of Rust Resistance Genes of Flax	\$136,766	2020

Dr. Rex Newkirk – University of Saskatchewan	Enhancing the nutritional value of byproducts through steam explosion	\$56,426	2020
Dr. Helen Booker –	Characterization of Flax Breeding	\$59,813	2020
University of	Lines for Northern Adaptation and		
Saskatchewan	Stability of Yield and Maturity		



Financial Statements **July 31, 2017**



December 7, 2017

Independent Auditor's Report

To the Directors of Saskatchewan Flax Development Commission

We have audited the accompanying financial statements of Saskatchewan Flax Development Commission, which comprise the statement of financial position as at July 31, 2017 and the statements of income, changes in net assets and cash flows for the year then ended, and the related notes which comprise a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

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

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

PricewaterhouseCoopers LLP 128 4th Avenue South, Suite 600, Saskatoon, Saskatchewan, Canada S7K 1M8 T: +1 306 668 5900, F: +1 306 652 1315



Basis for qualified opinion

In common with many similar not-for-profit organizations, Saskatchewan Flax Development Commission derives revenue from producer check-off fees, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, verification of these revenues was limited to the amounts recorded in the records of Saskatchewan Flax Development Commission. Therefore, we were not able to determine whether any adjustments might be necessary to producer check-off fees, excess of revenue over expenditures and cash flows from operations for the year ended July 31, 2017 and 2016, current assets as at July 31, 2017 and 2016 and net assets as at August 1, 2016, July 31, 2017, August 1, 2015 and July 31, 2016. Our audit opinion on the financial statements for the year ended July 31, 2016 was modified accordingly because of the possible effects of this limitation in scope.

Qualified opinion

In our opinion, except for the possible effects of the matter described in the basis for qualified opinion paragraph, the financial statements present fairly, in all material respects, the financial position of Saskatchewan Flax Development Commission as at July 31, 2017 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Pricewaterhouse Coopers LLP
Chartered Professional Accountants

Statement of Financial Position

As at July 31, 2017

	2017 \$	2016 \$
Assets		
Current assets Cash and cash equivalents (notes 3 and 7) Investments (note 4) Accounts receivable	1,341,245 252,738 99,616	1,390,526 107,797 190,584
	1,693,599	1,688,907
Non-current assets Investments (note 4) Tangible capital assets (note 5) Website development costs (note 6)	960,954 6,902 3,654	1,082,633 8,742 5,220
	971,510	1,096,595
	2,665,109	2,785,502
Liabilities		
Current liabilities Accounts payable and accrued liabilities	84,109	108,005
Deferred contributions	61,865	65,050
	145,974	173,055
Net assets Unrestricted Internally restricted (note 7) Invested in tangible capital assets and website development costs	1,918,579 600,000 556	2,008,485 600,000 3,962
	2,519,135	2,612,447
Commitments (note 9)	2,665,109	2,785,502

Commitments (note 9)
Operating lease (note 10)

Approved by the Board of Directors			
	Director	Nones Johns	Director
		1	

Statement of Changes in Net Assets

As at July 31, 2017

	Invested in tangible capital assets and website development costs	Internally restricted \$	Unrestricted \$	2017 \$	2016 \$
Balance - Beginning of year	3,962	600,000	2,008,485	2,612,447	2,126,130
Excess (deficiency) of revenue over expenditures	(3,406)	-	(89,906)	(93,312)	486,317
Balance - End of year	556	600,000	1,918,579	2,519,135	2,612,447

Statement of Income

For the year ended July 31, 2017

	Budget (unaudited) \$ (note 11)	2017 \$	2016 \$
Revenue Producer check-off fees Refunds	786,600 -	901,261 (33,381)	1,326,456 (46,410)
	786,600	867,880	1,280,046
Grants Interest income	_ 15,000	51,735 29,347	126,666 19,610
	801,600	948,962	1,426,322
Expenditures (Schedule and note 8) Administration Consultants Salaries and wages Levy administration Board of directors Rent Professional fees Meetings General and administrative Amortization Insurance Travel	140,000 70,000 33,000 23,000 13,000 10,000 10,000 11,600 6,000 2,700 5,000	110,250 68,801 31,834 22,442 12,600 9,136 6,602 6,230 3,406 3,257 2,280	118,125 67,624 30,110 21,855 11,970 6,776 5,321 8,228 4,587 5,102 620
Grants and research projects Communications Market facilitation	438,959 171,500 165,000 1,099,759	537,798 196,292 31,346 1,042,274	439,502 150,198 69,987 940,005
Excess (deficiency) of revenue over expenditures	(298,159)	(93,312)	486,317

Statement of Cash Flows

For the year ended July 31, 2017

	2017 \$	2016 \$
Cash provided by (used in)		
Operating activities Excess (deficiency) of revenue over expenditures Amortization Changes in non-cash working capital items Accounts receivable Accounts payable and accrued liabilities Deferred contributions	(93,312) 3,406 90,968 (23,896) (3,185)	486,317 4,587 (76,638) 45,679 (53,212)
	(26,019)	406,733
Investing activities Purchase of investments, net of redemptions	(23,262)	(614,157)
Net change in cash and cash equivalents	(49,281)	(207,424)
Cash and cash equivalents – Beginning of year	1,390,526	1,597,950
Cash and cash equivalents – End of year	1,341,245	1,390,526
Cash and cash equivalents consist of: Cash Investment savings accounts	1,130,037 211,208	1,183,489 207,037
	1,341,245	1,390,526

Notes to Financial Statements **July 31, 2017**

1 Nature of business

The Saskatchewan Flax Development Commission (the "commission") was established by provincial legislation in April of 1996. The activities of the commission are funded primarily by a levy on Saskatchewan produced flax, which is collected by buyers at the time of sale.

The mandate of the commission is to promote and enhance flax production in Saskatchewan for maximum return to producers through research, market facilitation, leadership and communication in the industry.

2 Summary of significant accounting policies

a) Basis of presentation

These financial statements include the accounts of the commission and are presented in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO").

b) Use of estimates

The preparation of financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenue and expenditures during the reporting period. Actual results could differ from these estimates.

c) Tangible capital assets and website development costs

Tangible capital assets and website development costs are recorded at cost and amortized over their expected useful lives. Computer hardware, computer software and office equipment are amortized using the straight-line method over a five-year period. Website development costs are amortized using the straight-line method over a five-year period.

d) Revenue recognition

Producer check-off fees are recognized as product is sold from the producer to the buyer. Refunds are recognized using the accrual method based on actual requests submitted by producers for the crop year and are paid out subsequent to year-end by the commission.

The commission follows the deferral method of accounting for contributions, including grants. 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. Restricted contributions for expenses of the current period are recognized as revenue in the current period and restricted contributions for expenses of one or more future periods are deferred and recognized as revenue in the same period or periods as the related expenses are recognized.

Notes to Financial Statements

July 31, 2017

Interest income is recognized as it is earned. Contributions of materials and services are recognized only when a fair value can be reasonably estimated and when the materials and services are used in the normal course of the commission's operations and would otherwise have been purchased.

e) Grants and research projects

Expenditures are recognised when grants and research projects have been approved and the recipient has met eligibility criteria.

f) Financial instruments

Financial assets and financial liabilities, consisting of cash and cash equivalents, investments, accounts receivable and accounts payable and accrued liabilities are initially recognized at fair value and subsequent measurement is at amortized cost. The commission does not consider itself to have significant exposure to credit risk, currency risk, interest rate risk, liquidity risk, market risk or other price risk.

3 Restricted cash

Cash of \$71,135 (2016 – \$79,755) is restricted for the Northern Adapted Flax Variety Development research project.

4 Investments

Investments consist of guaranteed investment certificates which earn interest at rates ranging from 2.05% to 2.80% and mature in the 2018 (\$252,738), 2019 (\$150,742), 2020 (\$375,868), 2021 (\$310,282) and 2022 (\$124,063) fiscal years.

5 Tangible capital assets

	Cost \$	Accumulated amortization \$	Net book value 2017 \$	Net book value 2016 \$
Office equipment Computer hardware Computer software	11,209 6,400 716	4,950 5,978 495	6,259 422 221	7,825 602 315
,	18,325	11,423	6,902	8,742

Notes to Financial Statements

July 31, 2017

6 Website development costs

Cost \$	Accumulated amortization \$	Net book value 2017 \$	Net book value 2016 \$
10,653	6,999	3,654	5,220

7 Internally restricted net assets

The commission has internally restricted net assets of \$600,000 to maintain operations and meet commitments in the event of crop failure, and to pay any amounts due in the event of disestablishment of the commission.

8 Related party transactions

During the year ended July 31, 2017 members of the commission's elected Board of Directors received payments for per diems and expenses of \$67,898 (2016 - \$85,398). All related party transactions described above are measured at the exchange amount, which is the consideration established and agreed to by the parties.

9 Commitments

As at July 31, 2017 the commission has committed to making the following payments for research projects:

	\$
2018 2019	252,251 149,876
2020 2021	82,151 57,500
2022	43,125
Thereafter	14,375
	599,278

10 Operating lease

The commission has entered into a new lease agreement for office space. The term of the lease agreement is 5 years and future monthly minimum lease payments, including occupancy costs, are \$1,626 to the end of the term of the lease on October 31, 2022. The commission has the option to renew the lease agreement for an additional three year term.

Notes to Financial Statements **July 31, 2017**

11 Budgeted amounts

The budgeted amounts have been approved by the Board of Directors, are unaudited and are provided for purposes of comparison.

Statement of Expenditures

For the year ended July 31, 2017

	Budget (unaudited)	2017 \$	2016 \$
Grants and research projects	\$	Ψ	Ψ
CDC Flax Program	110,000	120,000	_
Flax Council Growing Forward II	100,000	100,000	100,000
U of S Multiple Sclerosis	41,150	58,650	-
Oilseed Cooperative Trials	75,000	37,500	80,000
Rust Resistance Genes of Flax	-	35,087	-
IHARF Optimal Nitrogen	34,461	34,461	34,462
Integrated Crop Management	28,671	28,671	36,501
Steam Explosion of Flaxseed	-	22,425	-
Characterization of Flax Lines		19,938	-
Linseed Straw Management	15,525	15,525	20,700
Improved Weed Management	14,666	14,666	14,666
Seed Treat Vary Rates and Dates	-	12.375	40.000
Sask Variety Performance Group Potassium and Sulfur Fertilizer	-	10,000 7,500	10,000
Flax Product Lactation in Dairy	- 6,325	6,325	18,975
Northern Adapted Flax Variety	0,323	4,620	62,000
Winter Nursery	2,500	2,500	7,500
BASF Insure Pulse Trials	2,161	2,161	6,489
Seed Treat Effects	1,937	1,937	5,813
Prairie Pest Monitoring Network	-	1,894	598
Row Spacing	1,563	1,563	4,687
Flax Breeding Database	5,000	-	15,000
U of S Dairy Rayner Centre	-	-	10,000
ADOPT	-	-	9,936
Optimal Fertilizer Management		-	2,175
	438,959	537,798	439,502
Communications			
Industry liaison	20,000	34,390	19,529
Election	15,000	25,690	-
Sponsorships	15,000	23,847	20,189
Oilseed grower meetings	20,000	20,009	18,404
Scholarships	-	20,000	-
Newsletter	30.000	18.588	18,518
Farm & Food Care SK	15,000	16,453	14,567
Networking	10,000	10,762	13,247
Crop Production Week and CropSphere	15,000	7,261	15,377
Other Project Recommending Committee on Oileanda	9,500	5,593	7,733
Prairie Recommending Committee on Oilseeds Annual General Meeting	5,000 5,000	4,563 4,117	4,692 1,656
Website	4,000	2,922	4,290
Memberships and subscriptions	3,000	2,097	1,465
Flax Research day	5,000	2,007	8,600
Joint programs and partnerships	-	-	1,099
Minor use registration	-	-	470
Strategic planning	5,000	-	362
	171,500	196,292	150,198
Market facilitation	171,000	100,202	100,100
Food	150,000	30,305	52,234
Other	15,000	1,041	17,753
	165,000	31,346	69,987
		[/

Saskatchewan Flax Development Commission Expenditures by Object For the Year Ended July 31, 2017

DIRECTORS		
Shane Stokke	\$17,409	
Erwin Hanley	\$11,091	
Jordon Hillier	\$10,478	
Nancy Johns	\$10,216	
Greg Sundquist	\$9,500	
David Sefton	\$9,204	
		<u>\$67,898</u>
RESEARCH (threshold \$5,000)		
University of Saskatchewan	\$320,762	
Flax Council of Canada	\$100,000	
Indian Head Agricultural Research Foundation	\$57,836	
University of British Columbia	\$15,525	
Agriculture & Agri-Food Canada	\$12,500	
Crop Production Services	\$12,500	
Saskatchewan Variety Performance Group	\$10,000	
1		\$529,123
ADMINISTRATION (threshold \$5,000)		
Orange Management Group	\$110,550	
Agriculture Council of Saskatchewan (Levy Central)	\$31,834	
Victory Majors	\$12,600	
PricewaterhouseCoopers LLP	\$9,009	
r	1. 7.	\$163,993
		
COMMUNICATIONS (threshold \$5,000)		
U of S Scholarship	\$20,000	
Canada Post	\$17,864	
SaskCanola	\$16,364	
Farm & Food Care Saskatchewan	\$12,750	
Blairmore Media	\$9,532	
Insightrix	\$8,794	
Annex Publishing	\$8,400	
Holiday Inn	\$6,538	
U of S Market Prospects	\$5,000	
1		<u>\$105,242</u>

Directors for 2016-2017

Shane Stokke (Chair) Box 1315 Watrous, SK S0K 4T0



Greg Sundquist (Vice-chair) Box 1030 Watrous, SK S0K 4T0



Erwin Hanley Box 37180 Regina, SK S4S 7K3



Jordon Hillier R.R. 1 Box 20 Site 1 Southey, SK S0G 4P0



Nancy Johns Box 916 Watrous, SK S0K 4T0



David Sefton Box 262 Broadview, SK S0G 0K0



Executive Director

Wayne Thompson, Saskatoon

Head Office

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Our Mission

"To lead, promote, and enhance the production, value-added processing and utilization of Saskatchewan flax."

Our Vision

"Saskatchewan Flax Development Commission, as a respected organization, leads the promotion of flax and flax products in the world."

