



Pullet Growers
of Canada

Éleveurs de poulettes
du Canada

PULLET GROWERS OF CANADA

2021 Annual Report



**Pullet Growers
of Canada**

**Éleveurs de poulettes
du Canada**

**PULLET GROWERS OF CANADA
555 ROLAND-THERRIEN BLVD, OFFICE 100
LONGUEUIL, QUEBEC J4H 3Y9
info.secretariat@epc-pgc.ca**

TABLE OF CONTENTS

NOTICE OF MEETING.....	2
AGENDA	3
CHAIRMAN’S MESSAGE.....	4
MINUTES OF THE 15 TH ANNUAL GENERAL MEETING	5
REPORT OF ACTIVITIES FOR 2021	9
2021 GOVERNANCE STRUCTURE	11
2019-2023 BUSINESS PLAN FOLLOW-UP	12
2019-2023 BUSINESS PLAN (EXECUTIVE SUMMARY)	16
FINANCIAL STATEMENTS – DECEMBER 31, 2021.....	17
FINANCIAL DETAILS	23
REVENUE FROM PROVINCES FOR 2021	24
2022 BUDGET	25
NOTES.....	26



NOTICE OF MEETING

NOTICE OF MEETING 16TH ANNUAL GENERAL MEETING OF THE PULLET GROWERS OF CANADA

You are hereby summoned to:

Pullet Growers of Canada's Annual General Meeting
which will be held

On March 22, 2022, at 1:00 PM EDT

At
The Westin Ottawa
11 Colonel By Drive
Ottawa (Ontario) K1N 9H4

Meeting room: Newfoundland / Nova Scotia

The purpose of the Annual General Meeting will be to:

1. Receive and consider the Chair of the Board of Directors' report for the financial year ending December 31, 2021;
2. Receive and consider the Committees of the Board's activity reports for the financial year ending December 31, 2021;
3. Receive and consider the public accountant's statement and the financial statements for the financial year ending December 31, 2021;
4. Appoint the public accountant for the financial year ending December 31, 2022;
5. Appoint officers in accordance with the By-Laws (by member provincial representatives);
6. Transact such further and other business as may properly be brought before the meeting.

Please confirm your attendance to this meeting at info.secretariat@epc-pgc.ca.

We look forward to your attendance and input at this meeting.

Best regards,

François Jacques
Chair

AGENDA

Agenda of the 16th Annual General Meeting
Pullet Growers of Canada
March 22, 2022, 1 PM EDT
At Newfoundland/Nova Scotia Room
The Westin Ottawa
11 Colonel By Drive, Ottawa (Ontario) K1N 9H4

Agenda

1. Welcome and opening remarks
2. Introduction of the 2021 Board of Directors and staff
3. Minutes of the 15th Annual General Meeting
4. Report of activities for 2021
5. Financial statements for 2021
6. 2022 financial year
7. Our priorities and action plan for 2022
8. Other business
9. Closing remarks and adjournment

CHAIRMAN'S MESSAGE

Dear pullet growers, egg producers and industry partners,

It is with great pleasure that I present the Pullet Growers of Canada's (PGC) 2021 Annual Report. This report provides a recap on the activities conducted by PGC in 2021 and on the organization's priorities for 2022.

For PGC, 2021 was mainly marked by our involvement in the discussions and planning surrounding the development of an audit method for the pullet part of the Animal Care Program. Our directors use every opportunity to bring forward the issues facing pullet growers in this process, mainly through their participation in EFC's Production Management Committee (PMC) and Animal Care Program Redevelopment Project Team. This included a joint meeting between the PGC board and EFC's PMC (following PGC's workshop on the Animal Care Program for pullets held in December 2020) where the need to develop a protocol for measuring pullet facilities was identified as a first step towards the development of an audit method for pullet facilities.

The PGC team also worked hard to communicate PGC's mission and the needs of pullet growers more broadly, whether through direct communications with government agencies or other actions aimed at increasing PGC's visibility for a larger stakeholder base (website, profile in a specialty magazine, etc.).

The year was also marked by important arrivals. Both our executive director, Ms. Katia Colton-Gagnon, and Administrative Assistant, Ms. Stéphanie Ménard, are on maternity leave since last spring, and should be back later this year. In the meantime, interim staff (Mr. Renaud Sanscartier) was provided by the *Union des producteurs agricoles*, and I thank them for quickly picking up the tempo and allowing PGC to keep moving ahead efficiently.

In 2022, PGC will continue implementing its 2019-2023 business plan. PGC's directors will continue collaborating with Egg Farmers of Canada to design and develop a standardized audit methods and procedures for pullet barns. Among other priorities, PGC also intends to initiate a study on the cost of growing pullets in various housing systems, and to reach out to a larger number of stakeholders through wider distribution of its communications and targeted investments. The year to come will surely bring new challenges and opportunities and I am looking forward to tackling them with our team, our members, and our partners. The resiliency shown by the table egg supply chain since the start of the Covid-19 pandemic is a great illustration of our growers' and our organizations' capacity to adjust, and I'm convinced that these qualities will be essential in overcoming the new challenge brought by the discovery of avian influenza cases in Atlantic provinces in late 2021.

Finally, I would like to thank PGC directors for taking this organization and its mission to heart; their continuous efforts are key to our sector's progress. It's priceless for an organization such as PGC to count on a stable team of dedicated leaders such as ours.

Thank you for your continuous support to our organization.

Respectfully,

François Jacques
Chairman, Pullet Growers of Canada

MINUTES OF THE 15TH ANNUAL GENERAL MEETING

MINUTES OF THE 15TH ANNUAL GENERAL MEETING
OF THE PULLET GROWERS OF CANADA
ZOOM VIRTUAL MEETING
MARCH 17, 2021

1. WELCOME AND OPENING REMARKS

Mr. François Jacques, Chairman of the Pullet Growers of Canada (PGC) welcomes the 36 participants at the fifteenth annual general meeting (AGM), including growers and guests. The Chairman also presents the PGC's main achievements in 2020, and thanks PGC's directors, staff, and partners.

Ms. Katia Colton-Gagnon shows the notice of meeting and reads the agenda.

ON MOTION DULY MOVED by Ms. Marie-Josée Forest and seconded by Ms. Kimberly Kelly, it is unanimously resolved to approve the agenda of the fifteenth PGC AGM.

2. INTRODUCTION OF THE BOARD OF DIRECTORS AND STAFF

The Chairman introduces the Board of Directors who represented the PGC's three member provinces in 2020, namely Mr. François Jacques (chairman), Ms. Marie-Josée Forest (Vice-chair and Treasurer, Director representing Quebec), Ms. Kimberly Kelly (Secretary, Director representing New Brunswick) and Mr. Alvin Brunsveld (Director representing Ontario).

The Chairman introduces the staff who took care of the administration of the PGC over the last year, namely Ms. Katia Colton-Gagnon, general manager, Ms. Djazia Abdoun, administrative assistant (until December 2020), and Ms. Stéphanie Ménard, administrative assistant (since December 2020).

The Chairman thanks everyone for the good work accomplished in 2020.

3. MINUTES OF THE FOURTEENTH ANNUAL GENERAL MEETING

The minutes are not read but are summarized by Ms. Katia Colton-Gagnon. No corrections to the minutes are asked.

ON MOTION DULY MOVED by Ms. Kimberly Kelly and seconded by Ms. Marie-Josée Forest, it is unanimously resolved to approve the minutes of the fourteenth AGM held online on June 11, 2020.

4. 2020 REPORT OF ACTIVITIES BY THE CHAIRMAN

Board of Directors Meetings

The Board of Directors held seven (7) meetings in 2020, all of them by teleconference (Jan. 10, Feb. 24, May 4, June 11, July 6, Sept. 1 & Nov. 12).

Representations

Representatives from PGC served on the following committees to represent the interests of pullet farmers:

- Egg Farmers of Canada

- Animal Care Program Redevelopment Project Team
- Production Management Committee
- HACCP Committee
- Canadian Egg Industry Reciprocal Alliance (CEIRA)
 - Board of Directors
- National Codes
 - *Code of Practice for the Care and Handling of Pullets and Laying Hens*
 - *Code of Practice for the Care and Handling of Farm Animals: Transportation*

2019-2023 Business Plan, follow-up of priorities identified for 2020:

- To offer the PGC presentation to all the provincial egg and pullet boards.
 - From September 2019 to February 2020, PGC has given an in-person presentation to all the provincial egg boards.
- To update and finalize the Care of Pullets Guidebook with the new requirements of the Code of Practice.
 - An updated version in compliance with the *Code of Practice for the Care and Handling of Pullets and Laying Hens* is now available in both official languages on PGC's website.
- To hold a meeting between PGC and EFC Executive Committees.
 - A meeting was held in February 2020.
 - PGC mentioned its interest to participate in the Cost of Production survey for pullet production by reviewing the questionnaire and sharing the cost of the study.
 - PGC mentioned the advantages of having one of its members on the EFC committees.
 - PGC participated in the selection process of research projects pertaining to pullets.
 - Meetings and discussions with EFC are held on an ongoing basis.
- To hold a workshop on the Animal Care Program for pullets.
 - The workshop was held in December 2020.
 - All the provincial egg boards and EFC participated in the workshop.
 - A portrait of the pullet industry was presented (a questionnaire was answered by 7 provinces).
 - Egg boards had the opportunity to share information regarding the challenges faced by pullet growers and to provide their vision regarding the implementation of the Code of Practice.
 - Dr. Mike Petrik offered a conference on the challenges of raising cage-free pullets.
- To launch PGC's website.
 - The website was launched and is a useful tool for pullet growers and provincial egg boards.
 - <http://epc-pgc.ca>
- To run a pilot project on the implementation of the Animal Care Program for pullets.
 - Carried over to 2021.
- To offer a legal contract template.
 - Carried over to 2021.
- To participate in the next EFC Cost of Production survey.
 - Carried over to 2021.

Communications

- Three (3) newsletters were sent to all the provincial egg boards and industrial partners (April, August & November).

5. FINANCIAL STATEMENTS FOR 2020

Ms. Katia Colton-Gagnon indicates that the 2020 financial statements have not been audited and reads the Notice to readers, prepared by the independent auditor. The financial statements were approved by the Board of Directors on March 9, 2021.

As of December 31, 2020, total revenues were \$128,688 and total expenses were \$106,341 for an excess of revenues over expenses of \$22,347. The net assets at the end of the year were \$455,671.

Ms. Colton-Gagnon mentions that the contribution rate was \$0.0075 per layer in 2020 and that the contribution of the three member provinces totalled \$125,360.07.

ON MOTION DULY MOVED by Ms. Kimberly Kelly and seconded by Mr. Alvin Brunsveld, it is unanimously resolved to approve the 2020 financial report.

6. 2021 FINANCIAL YEAR

ON MOTION DULY MOVED by Ms. Marie-Josée Forest and seconded Ms. Kimberly Kelly, it is unanimously resolved to appoint Raymond Chabot Grant Thornton as the public accountant for 2021.

Ms. Katia Colton-Gagnon presents the 2021 budget. Expected revenues were calculated by assuming that the same three provinces that were members in 2020 would be members again in 2021. Considering a contribution rate of \$0.0075 per layer, 2021 expected revenues are \$122,104. Concerning the 2021 expected expenses, conservative estimates for expenses lead to a total of \$138,350, for an expected deficit of \$16,246.

ON MOTION DULY MOVED by Ms. Kimberly Kelly and seconded by Mr. Alvin Brunsveld, it is unanimously resolved to approve the 2021 budget.

Ms. Colton-Gagnon explains that the 2021 budget projects expenses of \$10,000 in legal fees to hire a lawyer to assist PGC in modifying its by-laws.

7. OUR PRIORITIES AND ACTION PLAN FOR 2021

Standardized Audit Methods and Procedures for Pullet Barns

- Most requirements of the Code of Practice are effective since 2017.
- As of January 2022, other requirements that may necessitate significant investments from growers (ex.: minimum space allowance for pullets of 8 weeks and more housed in cages) will be effective.
- PGC's directors will contribute to the design and development of standardized audit methods and procedures for pullet barns, in collaboration with the members of EFC's Production Management Committee.

The Chairman emphasizes the opportunity for the Canadian egg value-chain to develop animal care programs for both the pullet and layer phases of egg production, and invites all provinces to join in this effort.

Pilot Project on the Implementation of the ACP for Pullets

- Once the requirements from the Code of Practice have been integrated into the ACP for pullets and audit criteria and methods have been chosen, a communication and training program as well as means to monitor best practices among pullet growers across the country will be developed.
- PGC will apply for funding to run this pilot project from the AgriAssurance Program.

Legal Contract Template

- To provide a legal contract template to facilitate business between pullet growers and egg farmers in the event of diseases or losses.

EFC COP Survey

- To collaborate and share the cost with EFC to update the questionnaire and finalize a protocol to collect data for pullet growing during the next survey to be conducted in the spring of 2021.
- The Chairman points out cost elements that raise concerns, including barn heating costs.

Communications

- To provide state-of-the-art information to provincial egg boards and pullet growers regarding pullet rearing by the means of our newsletter and website.

The Chairman reminds participants of the advantages of becoming a member of PGC.

8. OTHER BUSINESS

No other business is put forward.

9. CLOSING REMARKS AND ADJOURNMENT

The Chairman thanks participants and reinvites provinces to become PGC members.

<p>ON MOTION DULY MOVED by Ms. Marie-Josée Forest and seconded by Mr. Alvin Brunsveld, it was unanimously resolved that the fifteenth annual general meeting of the PGC be closed.</p>

REPORT OF ACTIVITIES FOR 2021

Board of Directors Meetings

In 2021, PGC's Board of Directors (BOD) held five meetings (four teleconferences and one in-person) to monitor activities and guide the work being done.

Staff

PGC staff include a general manager and an administrative assistant. Ms. Katia Colton-Gagnon is general manager. Being on maternity leave since April 2021, she was replaced by Mr. Paul Racette Dorion (interim general manager from April to May 2021) and Mr. Renaud Sanscartier (interim general manager since June 2021).

Ms. Stéphanie Ménard is administrative assistant and is also on maternity leave since April 2021. Ms. Maude Lacombe is administrative assistant since May 2021.

All PGC staff are employed by the Agricultural Research and Policy Branch of the *Union des producteurs agricoles*.

Representations

Egg Farmers of Canada (EFC)

In 2021, PGC's Chairman attended various meetings to discuss the issues facing our sector with EFC directors, including three meetings with EFC's Animal Care Program Redevelopment Project Team, where the implementation of the pullet portion of the *Code of Practice for the Care and Handling of Pullets and Laying Hens* is addressed. Our two organizations continue working towards the development of audit methods that reflect the new pullet requirements of this code. PGC's Chairman also participated in five meetings with EFC's Production Management committee.

One PGC director is also a member of EFC's HACCP Review Team.

Canadian Egg Industry Reciprocal Alliance (CEIRA) Board of Directors

In 2021, the PGC Chairman attended teleconferences to provide the perspectives of pullet growers.

Communications

Stakeholders

One newsletter was sent to members and partners in April 2021.

As part of its strategy to communicate more broadly about its mission, PGC was featured in the Who's who edition of the Canadian Poultry Magazine.

Government agencies

Following the unveiling of the Poultry and Egg On-Farm Investment Program (PEOFIP), PGC allied with six provincial egg boards to ask the federal minister of Agriculture that pullet growers be thoroughly considered in any discussion surrounding the creation of future compensation programs for the egg industry. Following this

communication, a meeting with the federal minister of Agriculture's senior policy advisor was held in December 2021, to explain PGC's position regarding compensation programs for the egg industry, and to provide information about PGC's activities and requirements.

Governance

In 2021, PGC's by-laws were adjusted to modify the quorum for members meetings and meetings of the board of directors.

Main Projects

Animal Care Program for pullets

As a follow-up to the December 2020 workshop on the Animal Care Program for pullets held by PGC, a joint meeting was held in April between the PGC board and EFC's Production Management committee. A protocol for measuring pullet facilities was developed following that meeting, as a first step towards the development of an audit method for pullet facilities.

2021 GOVERNANCE STRUCTURE

Board of Directors

- Chairman: François Jacques
- Vice-Chairman and Treasurer, Provincial Representative for Quebec: Marie-Josée Forest
- Secretary, Provincial Representative for New Brunswick: Kimberly Kelly
- Director, Provincial Representative for Ontario: Alvin Brunsveld

2021 Committees

Most topics are administered by the whole Board of Directors. Three specific committees are tasked with certain responsibilities.

1. Executive Committee

The Executive Committee serves as a preparatory for the Board of Directors and is charged with reaching preliminary decisions regarding the Business Plan and the annual budget.

- Chairman: François Jacques
- Vice-Chairman and Treasurer: Marie-Josée Forest
- Secretary: Kimberly Kelly
- Director: Alvin Brunsveld

2. Finance and Audit Committee

The Finance and Audit Committee prepares the annual budget and reports to the Board of Directors on all financial matters.

- Chair: Marie-Josée Forest
- Members: Board of Directors

3. Communications Committee

The Communications Committee is charged with the PGC'S internal and external communications.

- Chair: Marie-Josée Forest
- Members: Board of Directors

2019-2023 BUSINESS PLAN FOLLOW-UP

Planning within PGC is done by the Board of Directors and its staff. The year 2021 was the third year of the five-year period PGC's Business Plan.

PGC identified the following priorities for 2021:

- working collaboratively with EFC to complete the design and development of a standardized national implementation of the Code of Practice;
- applying for funding to carry out a pilot project to assist pullet growers with the implementation of the Animal Care Program for pullets, in collaboration with EFC;
- providing a model contract to set the sale parameters between a pullet grower and an egg farmer;
- participating in the next Cost of Production Study; and
- reviewing and updating PGC's by-laws.

These priorities are included in the Key Result Areas defined as where PGC must be successful in order to be true to its mission and vision, as follows:

1. Operations
2. Communications
3. Governance
4. Management and Administration

EVALUATION OF KEY RESULT AREAS

KEY RESULT AREA 1: OPERATIONS

OBJECTIVE

To be recognized as a national organization engaged in the oversight of all activities related to pullet production.

GOALS

To collaborate with provincial players leading to the recognition of PGC as the national representative of pullet growers.

PROGRESS: In 2021, three provincial egg boards were members of PGC.

To lead the development and implementation of programs related to the Code of Practice and Animal Care Policy for pullets.

PROGRESS: PGC continued its collaboration with EFC to complete the design and development of a standardized national implementation of the Code of Practice, through the participation of PGC's Chairman in meetings of EFC's Production Management Committee, and through a joint meeting between PGC's board of directors and EFC's Production Management Committee in April. A protocol for measuring pullet facilities was developed following that meeting.

Progress was however insufficient to move ahead with a pilot project on the implementation of the Animal Care Program for pullets. For this reason, no funding application was made in 2021.

To participate in the Cost of Growing (COP) Survey for pullet production in Canada both for the next COP as well as the Re-Base to be conducted between formal COP.

PROGRESS: No progress.

To ensure that a representative from PGC is a permanent member of the EFC Production Management Committee and Animal Care Program Redevelopment Project Team.

PROGRESS: In 2021, PGC had no permanent representative on the EFC Production Management Committee and Animal Care Program Redevelopment Project Team, but PGC's Chairman was a member of these committees as a representative of pullet growers.

KEY RESULT AREA 2: COMMUNICATIONS AND ENGAGEMENT

OBJECTIVE

To ensure effective communication between PGC and growers/stakeholders using all available means and channels.

GOALS

To strengthen the partnership between PGC and EFC in order to manage issues of common concern and to pool resources:

PROGRESS: Meetings and discussions with EFC are held on an ongoing basis, particularly with EFC's Production Management Committee and EFC's Animal Care Program Redevelopment Project Team.

To sustain relationships with pertinent federal and provincial government agencies/departments aimed at providing information on activities of the PGC.

PROGRESS: A meeting with the federal minister of Agriculture's senior policy advisor was held in December 2021, to explain PGC's position regarding compensation programs for the egg industry, and to provide information about PGC's activities and requirements.

To establish the means to inform PGC stakeholders continuously.

PROGRESS: Directors reported on the activities of PGC to their provincial board. One newsletter (April) was sent to all the provincial organizations and PGC's industrial partners. PGC was also featured in the Who's who edition of Canadian Poultry, in order to reach a larger number of stakeholders.

To continue providing updates at provincial meetings of pullet growers and stakeholders and annual general meetings.

PROGRESS: Directors shared news about changes in pullet production in their respective province at regular meetings.

To develop the PGC website.

PROGRESS: PGC's website was launched in 2020 and is maintained on a regular basis.

To attend national/international conferences and meetings pertinent to the issues of pullet growers in Canada.

PROGRESS: Directors attended the member meetings of provincial egg boards. Due to COVID-19 pandemic, most national conferences were cancelled in 2021.

KEY RESULT AREA 3: GOVERNANCE

OBJECTIVE

To establish a formalized governance structure that ensures PGC can act as the independent and autonomous national organization representing Canadian pullet growers.

GOALS

To perform an annual review of PGC By-Laws to reflect the changes brought about by emerging issues.

PROGRESS: PGC's by-laws were adjusted to modify the quorum for members meetings and meetings of the board of directors.

To engage non-member provinces to determine how best to ensure representation of pullet growers in those provinces so that their input is represented in all aspects of pullet production.

PROGRESS: No progress. In particular, the development of a model contract between a pullet grower and an egg farmer was put on hold considering that one member province already has a model, and another member is developing one. This priority will be reassessed.

KEY RESULT AREA 4: MANAGEMENT AND ADMINISTRATION

OBJECTIVE

To deliver programs efficiently to pullet growers and members by having relevant management processes in place based on the resources available and the work to be done.

To improve the management and administrative processes of the PGC:

PROGRESS: PGC's management and administration are currently achieved by the Agricultural Research and Policy Branch of the *Union des producteurs agricoles*.

To continue improving the PGC's bilingual capacity.

PROGRESS: All documents are published in both official languages.

To implement the annual Staff Evaluation Process.

PROGRESS: The staff evaluation is conducted on an annual basis.

To continually improve PGC's financial management processes and funding opportunities and grants.

PROGRESS: Financial reports are sent to the Board of Directors on a regular basis.

2019-2023 BUSINESS PLAN (EXECUTIVE SUMMARY)

BUSINESS PLAN | 2019-2023

Éleveurs de poulettes du Canada  **Pullet Growers of Canada**

The Pullet Growers of Canada (PGC) is the national voice for the 554 pullet growers in Canada.

Our mission
We defend the interests of Canadian pullet growers, working to ensure their success as critical partners in the Canadian egg industry.

Our **core values** enable us to be a source of support and expertise for all problems and processes related to pullet production.



Our immediate priorities

- Obtaining a long-term funding arrangement with members that ensures consistent and reliable funding for programs to be implemented
- Completing the design and development of a standardized national implementation of the Code of Practice for Pullets
- Exploring any and all opportunities of being involved in the setting of fair pricing for pullets in a consistent way across Canada (based on pullet cost of production)
- Achieving a formal agreement with provincial boards that ensures the PGC has opportunities to communicate with all pullet growers

Our Workplan involves

Operations	Communications	Management and administration	Governance
To be recognized as a national organization engaged in the oversight of all activities related to pullet production	To ensure effective communication between PGC, growers and stakeholders using all available means and channels	To deliver programs efficiently to pullet growers and members by having relevant management processes	To establish a governance structure that ensures the PGC can act as the national voice of Canadian pullet growers

Pullet Growers of Canada

Financial Information

December 31, 2021

Compilation Engagement Report	2
Financial Information	
Operations	3
Net Assets	4
Financial Position	5
Notes to Financial Information	6

Compilation Engagement Report

To the Directors of
Pullet Growers of Canada

Raymond Chabot
Grant Thornton LLP
Suite 2100
4805 Lapinière Boulevard
Brossard, Quebec
J4Z 0G2

T 450-445-6226

On the basis of information provided by management, we have compiled the statement of financial position of Pullet Growers of Canada as at December 31, 2021, the statement of operations and net assets for the year then ended and Note 2, which describes the basis of accounting applied in the preparation of the compiled financial information (hereafter "the financial information").

Management is responsible for the accompanying financial information, including the accuracy and completeness of the underlying information used to compile it, and the selection of the basis of accounting.

We performed this engagement in accordance with Canadian Standard on Related Services (CSRS) 4200, Compilation Engagements, which requires us to comply with relevant ethical requirements. Our responsibility is to assist management in the preparation of the financial information.

We did not perform an audit engagement or a review engagement, nor were we required to perform procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an audit opinion or a review conclusion, or provide any form of assurance on the financial information.

Readers are cautioned that the financial information may not be appropriate for their purposes.

*Raymond Chabot Grant Thornton LLP*¹

Brossard
March 7, 2022

¹ CPA, CA CPA permit no. 105474

Pullet Growers of Canada Operations

Year ended December 31, 2021

	<u>2021</u>	<u>2020</u>
	\$	\$
Revenues		
Provincial contributions	119,605	125,360
Interest Income	2,301	3,328
	<u>121,906</u>	<u>128,688</u>
Expenses		
Insurance	1,251	1,251
Office expenses	285	467
Travel	5,969	32,562
Publicity	1,705	
Website	576	15,345
Professional services	28,105	56,716
	<u>37,891</u>	<u>106,341</u>
Excess of revenues over expenses	<u>84,015</u>	<u>22,347</u>

Pullet Growers of Canada
Changes in Net Assets

Year ended December 31, 2021

	<u>2021</u>	<u>2020</u>
	\$	\$
Net assets, beginning of year	455,671	433,324
Excess of revenues over expenses	<u>84,015</u>	<u>22,347</u>
Assets, end of the year	<u><u>539,686</u></u>	<u><u>455,671</u></u>

Pullet Growers of Canada
Financial Position

December 31, 2021

	<u>2021</u>	<u>2020</u>
	\$	\$
ASSETS		
Current		
Cash	555,663	472,471
Interests receivables		51
	<u>555,663</u>	<u>472,522</u>
LIABILITIES		
Current		
Account payable (Note 3)	15,977	16,851
NET ASSETS		
Unrestricted	<u>539,686</u>	<u>455,671</u>
	<u>555,663</u>	<u>472,522</u>

On behalf of the Board,

 Director

 Director

Pullet Growers of Canada Notes to Financial Statements

December 31, 2021

1 - GOVERNING STATUTES

The Organization is incorporated under the Canada Not-for-profit Corporations Act. It is a not-for-profit organization under the Income Tax Act.

2 - BASIS OF ACCOUNTING

The accounting method used in preparing the financial information is based on historical cost taking into account cash transactions as well as items reflected in the financial information and the following particulars:

- Revenues of provincial contribution are recognized when invoiced.

3 - ACCOUNTS PAYABLE

	<u>2021</u>	<u>2020</u>
	\$	\$
Accounts payables	4,186	8,403
Sales taxes payable	<u>11,791</u>	<u>8,448</u>
	<u>15,977</u>	<u>16,851</u>

FINANCIAL DETAILS

Income	2021	2020	2019
Contributions from provinces	119 605 \$	125 360 \$	208 889 \$
Interest	2 301 \$	3 328 \$	8 282 \$
	121 906 \$	128 688 \$	217 171 \$
Expenses			
Professional services	28 105 \$	56 716 \$	57 619 \$
Business Plan 2019-2023	- \$	- \$	- \$
Travel expenses	5 969 \$	32 562 \$	66 709 \$
Insurance	1 251 \$	1 251 \$	1 209 \$
COP Survey	- \$	- \$	6 870 \$
Publicity	1 705 \$	- \$	- \$
Website creation and maintenance	576 \$	15 345 \$	- \$
Office expenses	285 \$	467 \$	993 \$
	37 891 \$	106 341 \$	133 400 \$
Breakdown of professional services			
MNP LLP	- \$	- \$	6 870 \$
Accounting	2 635 \$	4 570 \$	3 992 \$
Executive Director and Administrative Assistant Raymond Chabot Grant Thornton	22 111 \$	41 617 \$	42 035 \$
Forest Lavoie Conseil	- \$	- \$	- \$
Jeffrey Clarke	- \$	- \$	- \$
Lawyer - BHLF	647 \$	3 920 \$	- \$
Mike Petrick	- \$	- \$	- \$
Translation	- \$	- \$	2 222 \$
Petrik Veterinary Consultant inc.	- \$	1 500 \$	- \$
Serecon inc.	- \$	2 250 \$	- \$
Infographic production	62 \$	- \$	- \$
Total	28 105 \$	56 716 \$	57 619 \$

REVENUE FROM PROVINCES FOR 2021

Province	Layers	Contribution	Non-members
BC	3,334,805	-	\$25,011.04
AB	2,803,789	-	\$21,028.42
SK	1,249,180	-	\$9,368.85
MB	2,621,997	-	\$19,664.98
ON	9,812,921	\$73,596.91	-
QC	5,596,473	\$41,973.55	-
NB	537,828	\$4,033.71	-
NS	887,860	-	\$6,658.95
PEI	148,518	-	\$1,113.89
NL	410,859	-	\$3,081.44
NT	134,592	-	\$1,009.44
TOTAL 2021	27,538,822	\$119,604.17	\$86,937.00

* The contribution from provinces is calculated based on provincial allocations and excludes eggs for processing.

In 2021, the contribution rate is 0.0075\$ per layer and total contributions for member provinces are **119,604.17\$**.

2022 BUDGET

Projected Revenue	2022 Budget	2021 Results
Provincial contributions* (0.0075\$ per layer)	\$120 000	\$119 605
Interest income	\$2 500	\$2 301
TOTAL REVENUE	\$122 500	\$121 906
Projected Expenses	2022 Budget	2021 Results
Salaries and benefits	\$60 000	\$22 111
Meetings and travel	\$40 000	\$5 969
Accounting	\$7 000	\$5 285
Translation	\$3 000	\$0
Directors' insurance	\$1 251	\$1 251
Office and other administrative	\$1 200	\$285
Legal fees	\$0	\$647
Cost of growing survey	\$100 000	\$0
Workshop	\$0	\$0
Website	\$1 600	\$576
Publicity	\$2 000	\$1 767
TOTAL EXPENSES	\$216 051	\$37 891
EXCESS OF REVENUE OVER EXPENSES	-\$93 551	\$84 015

*Presuming 3 provinces are members of PGC in 2022.

