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# The KAP Alert

December 18, 2009

## Happy Holidays from KAP By Ian Wishart, KAP President

On behalf of Keystone Agricultural Producers, I'd like to wish all Manitobans the best of the holiday season.



KAP wishes Manitoba's farm families a great holiday break to spend with loved ones. We also would like to thank our members and Commodity Group partners for their outstanding work and support.

As 2009 winds down, it's a good time to reflect on the accomplishments we've made in the past year. To keep up with what KAP is doing for you, please visit us online at [www.kap.mb.ca](http://www.kap.mb.ca). Season's Greetings from all of us at KAP—the voice of Manitoba farmers.

 [Follow us on Twitter](#)

The KAP Alert will not be published during the **holiday season**, but please watch for it **January 7, 2010!**

### KAP's Christmas Hours:

**Closed December 24, 25, 28, 31 and January 1.**

**The office will be open from 8:30 to 4:30 on December 29 and 30.**

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### KAP Membership

Membership renewals for 2010 have been sent out and we

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## Time to Act on Producer Car Loading Sites

Release: December 18, 2009

Keystone Agricultural Producers encourages the Canadian Transportation Agency, Hon. John Baird, Minister of Transport, Infrastructure and Communities, Hon.



Gerry Ritz, Minister of Agriculture and Agri-Food Canada, and Hon. Rob Merrifield, Minister of State for Transport to investigate and address the service complaints raised by individual producers against railway companies regarding the delisting and imminent salvaging of producer car loading sites across the prairies.

“These sites are critical infrastructure to guaranteeing farmers’ legislated right to choose between delivering to primary elevators or to load their own producer cars,” said Robert McLean, KAP Vice President and Transportation Committee Chair. “Farmers certainly are showing a growing interest in loading producer cars in recent years.”

KAP is concerned about the short timeline in which the government and farmers have to act on this issue.

“This needs to be dealt with by the federal government in a timely

encourage members to pay. You may now pay using a credit card on the KAP website using



### Looking for your EFP Certificate?

If you are a producer who has misplaced your Environmental Farm Plan Statement of Completion and you need another copy, please contact Christine at KAP at 697-1140 or

[kap@kap.mb.ca](mailto:kap@kap.mb.ca).

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### Activities

**Monday, December 14:** GM Yvonne Rideout participated in a Prairie Farm Leaders General Managers' conference call.

**Tuesday, December 15:** The Member Benefits Committee met via conference call.

**Wednesday, December 16:** President Ian Wishart, Executive Member Kyle Foster, District 10 Board Member/Commodity Group Representative Paul Gregory, and Policy Analyst James Battershill met with Deputy Agriculture Minister Barry Todd to discuss the Interlake situation. GM Yvonne Rideout participated in an Individualized Area Based

manner,” said McLean. “A moratorium on all sidings removal should be enacted until the federal rail freight service review is completed and the issue can be formally addressed.”

CN has only agreed to delay their plans until the start of 2010, when they formally finish the delisting process. If the CTA and Transport Canada do not take action on this issue immediately, the opportunity to preserve this valuable rural infrastructure will be lost.

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## KAP Annual Meeting

### Book Your Hotel Room Today!

KAP's Annual Meeting will be held **January 27-29** at the **Delta** Winnipeg.

We ask delegates to book their rooms *immediately* as the rooms in the block won't last long. Call toll free 1-888-890-3222 or register [online](#).



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## KAP Hits the Airwaves

Tune in to news for and about farmers from Keystone Agricultural Producers. It's called the **KAP Minute** and you can hear it every Thursday on 3 stations in Manitoba!



CFAM Radio 950 Community

Insurance Committee conference call.

### Wednesday and Thursday:

President Ian Wishart and Executive Member Keith Gardner attended the Manitoba Cattle Producers Annual Meeting in Brandon.

### Thursday, December 17: VP

Robert McLean and Policy Analyst James Battershill participated in a Livestock Committee conference call. President Ian Wishart participated in a Canadian Federation of Agriculture Business Risk Management Committee conference call.

### Friday, December 18: GM

Yvonne Rideout participated in a National Food Strategy Working Group conference call. President Ian Wishart, VP Robert McLean, VP Rob Brunel, Executive Member Doug Chorney, and GM Yvonne Rideout met with Glen Blahey, Provincial Farm Safety Coordinator.

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## Events

**January 19 - 21, 2010:** Manitoba Ag Days, Keystone Centre, Brandon. [Website](#)

**February 3, 2010:** Canadian

Service Radio in Altona

Listen at 12:56 p.m.

**CFRY**  
920 AM 93.1 FM

CFRY 920AM and 93.1FM Real  
Country Radio in Portage La  
Prairie

Listen at 12:48 p.m.

**CKLQ**  
880

880 CKLQ Today's Best Country  
in Brandon

Listen at 12:28 p.m.

**Coming Soon: You can also listen to the KAP  
Minute on our website [www.kap.mb.ca](http://www.kap.mb.ca)!**

## KAP Bids Farewell to Finance Coordinator

December 18, 2009

KAP would like to thank **Kathy Ulasz** for her time, talent, and energy over the past six years as Finance Coordinator.

Kathy's contribution to KAP has been outstanding, and she will be greatly missed. She has accomplished a great deal during her time with KAP, and contributed important finance and operations expertise and a deep understanding of the



Farm Business Management Council Value Plus Workshop, 9:00 a.m. to 4:30 p.m. Roblin Community Centre. *This one day workshop covers the full How2 gambit and process of identifying value added ideas through to their validation in the marketplace. Participants learn how to brainstorm for new ideas, how to develop them and then how to test them with the target market. The workshop also explores over a dozen case studies of real farm businesses that have found new ways to increase the value for their farm operations moving them to new levels of success.* Contact Annette Allen at [Annette.allen@gov.mb.ca](mailto:Annette.allen@gov.mb.ca) or 204-937-7030 for more information. [Website](#)

**April 16-18:** Equine Educational Weekend Horse3 (Head\*Heart\*Hooves), Keystone Centre, Brandon. [Website](#)

### Check out these upcoming Value Chain Manitoba Events!

**Module 4: Partnering & Collaboration:** How to Approach Retailers  
January 28, 2010  
Time: 9:00 a.m. to 4:00 p.m.  
Various rural video conference locations available.

organization.

Kathy was also responsible for organizing KAP's annual golf tournament, and we will miss her out on the links!

KAP wishes her all the best in her future endeavors.

Thank you  
Kathy!



**Module 5: Understanding  
Category Management**

February 18, 2010

Time: 9:00 a.m. to 4:00 p.m.

Various rural video conference  
locations available.

**Module 6: Product Development:  
Are You Market Ready?**

March 18, 2010

Time: 9:00 a.m. to 4:00 p.m.

Various rural video conference  
locations available.

Registration is free for all  
workshops. For more information  
or to download a registration form  
visit [www.valuechainmb.ca](http://www.valuechainmb.ca) or call  
1-800-216-9767.

**Member Benefits  
Corner**

***KAP Improves the  
PHSP program for  
members***

With the strong sign-up by KAP  
members in 2009 in the Private  
Health Services Plan (PHSP), we  
have been able to introduce a new  
lower cost PHSP for KAP  
members.

The new program is offered  
through Serre Financial, who in  
addition to the preferred price,  
offers a lot of benefits—especially

in claims processing that most PHSP providers do not provide. In addition, Dennis Serre, President, has a strong background, having worked at CRA (Canadian Revenue Agency) in a senior position for many years before forming Serre Financial.

In this month's issue of the KAP Farmers Voice magazine, Dennis is interviewed about the PHSP and the many values it provides to all farmers. Some of the highlights are provided below:

- A PHSP is not an insurance program, but rather a special allowance in the Income Tax Act.
- Most people still use the old Medical Expense Tax Credit program, but the PHSP will always provide more savings as long as the person is paying income tax.
- If you're not sure if you will be in a taxable position, claims for the PHSP can be left until tax preparation time of the following year.
- Overall savings for a farmer in a 35% tax bracket would be almost \$400 on \$1,000 of expenses!
- Directors of a Farm Corporation can use the program to reimburse themselves for

personal medical expenses (i.e. the farm corp. funds the PHSP account, allowing the director to be personally reimbursed tax free).

- The program can be offered to farm employees as a health benefit.
- There are no medical questions, pre-existing conditions, limitations, or age restrictions.
- If a spouse has a benefits program, the co-insurance amount that is not covered by insurance, any expenses above plan maximums, as well as any deductibles or orthodontics not covered by an insurance program are eligible under the PHSP.
- Travel for medical appointments when over 40 KMs one-way is also an eligible expense at 50.5 cents/KM, plus you may claim a flat rate of \$17 per meal, to a maximum of \$51 per day, per person, without receipts.

For more information, please see the article in the KAP Farmers' Voice call 1-866-996-7477 or [email](#).

### **Benefits Reminder**

If you are interested in receiving a

Free DVD on Farm Estate Planning (Meyers Norris Penny, Daystar Financial, Wealth Planning Group) or if you are interested in participating in an online seminar on the Private Health Services Program, (PHSP), please [email](#) or call 1-866-787-2826.

For information on other benefit programs, please call our Member Benefits line at 1-866-527-0123, or go to our [website](#).

By participating in these programs, KAP members provide further strength to KAP in improving benefits programs for farmers.

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Our mailing address is:  
Keystone Agricultural Producers  
203-1700 Ellice Avenue  
Winnipeg, Manitoba R3H 0B1

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