

January 29, 2018

To: FS PARTNERS Membership

From: Bert Perriman, Chairman of FS PARTNERS Operating Board

Message from the Chairman

As I take on my new role as chairman of the operating board, I want to acknowledge the great job that Ed Benjamins has done over the past decade as your chairman and in being a leader for the Ontario system with a strong voice fighting for the issues and challenges that face the Ontario farmers and this membership. Ed was instrumental in the early years of FS PARTNERS formation as he sat on the GROWMARK board to help guide the restructuring of the Ontario co-operatives that now form FS PARTNERS. Ed, your leadership and friendship will be missed. Good luck in your new role as Chairman of the Chicken Farmers of Ontario.

This past year FS PARTNERS had a very successful financial performance with pretax income of \$4.9 Million up from \$4.3 Million in 2016. As a result of this we were able to distribute \$334,730 of patronage to our 730 members for doing business with our co-operative. Your co-operative also has invested \$7.2M in Ayr for the construction of a new 15,000 tonne dry storage facility and a new 200 tonne/hr fertilizer tower to serve the needs of Ontario farmers and other member co-operatives. This past year we also completed the construction of a new grain receiving leg in Beeton and the addition of two overhead shipping bins.

Another major event last year was the purchase of UPI Inc. by GROWMARK, Inc. in the fall of 2017. As GROWMARK purchased the 50% share of the business from Suncor, it rolled the energy business of FS PARTNERS into this new division called "UPI Energy FS". Today we go to market with the new "UPI Energy FS" for the energy business and FS PARTNERS remains the division for agronomy and grain business through the "Great Lakes Grain" partnership.

In October the seat of Ed Benjamins was up for re-election and the seat of Paul Bald. After reviewing nominations and the election process, the board would like to welcome Darcy Trinier as our newest member of the operating board and to welcome Paul Bald back for another term.

This year the director seats of Jim Patton and Scott Utter will be up for re-election. The board has appointed Warren Jibb and Paul Bald to be representatives on the nominating committee. Also GROWMARK has appointed Peter Vanderzaag to round out the three members of the committee. If you would like to nominate someone to be considered as a nominee to be on the FS PARTNERS operating board, please contact one of these three individuals prior to April 30th, 2018. Contact information can be found at the bottom of this letter. Election ballots will be mailed to all members in May, with a return date of June 30th, 2018. Communication of the elected directors will be in the fall of 2018 with attendance commencing at the October board meeting.

Please visit our website (www.fspartners.ca – under our membership page) to view the Operating Charter for FS PARTNERS, a division of GROWMARK, Inc. which outlines the duties and responsibilities of a local director. If you have any questions please feel to contact me directly.

Once again I would like to thank you for your membership and for your support in making FS PARTNERS a success!

Name	Position	Email Address
Bert Perriman	Chairman	greenfieldacres@netflash.net
Warren Jibb	Vice Chair	wjibb@gmkboard.com
Paul Bald	Director	houseofbald@quadro.net
Jim Patton	Director	jp.ppb@outlook.com
Jason Robinson	Director	zeker1224@yahoo.ca
Scott Utter	Director	utter@execulink.com
Kim Fysh	GROWMARK Director	kfysh13@yahoo.ca
Darcy Trinier	GROWMARK Director	trinierfarms@tdtech.ca
Peter Vanderzaag	appointed nominating committee	petervdzaag@gmail.com