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# AGENDA

## CANADIAN SIMMENTAL ASSOCIATION

### 53<sup>rd</sup> ANNUAL MEETING

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**Saturday, July 24, 2021**

**1:00 pm**

- CSA President's Welcome and Call to Order – *Garth Rancier, Meeting Chairman*
- Moment of Silence
- Approval of Agenda
- Approval of 2019 Annual General Meeting Minutes
- Approval of 2020 Annual General Meeting Minutes
- President's Report – *Marlin LeBlanc*
- General Manager's Report – *Bruce Holmquist*
- 2019 Reviewed Financial Statements
- 2020 Reviewed Financial Statements
- Appointment of Auditors
- Committee Reports:
  - Advertising/Promotion and Simmental Country – *Francis Gagnon*
  - Breed Improvement – *Roger Deeg*
- Young Canadian Simmental Association – *Gracie Falconer*

*Canadian Simmental Association AGM will suspend for the Friends of Canadian Simmental Foundation AGM*

#### ▪ **Friends of Canadian Simmental Foundation Annual General Meeting**

- FCSF President's Welcome and Call to Order – *Ken Lewis, President*
- Approval of Agenda
- Approval of 2019 Annual General Meeting Minutes
- Approval of 2020 Annual General Meeting Minutes
- President's Report – *Ken Lewis*
- 2019 Reviewed Financial Statements
- 2020 Reviewed Financials Statements
- Appointment of Auditors
- New Business
- Adjournment of Meeting

*Canadian Simmental Association AGM will resume*

- Introduction of 2021-22 Directors
  - Appointment of new directors
  - Recognition of retiring directors
- New Business
  - Recommendations from the Floor
  - Invitation to the 2022 Canadian Simmental Association Convention
  - Adjournment of Meeting

## **PRESIDENTS OF THE CANADIAN SIMMENTAL ASSOCIATION**

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1969 - 70	Travers Smith, Cardston, Alberta
1970 - 71	Dr. Allan Dixon, Calgary, Alberta
1971 - 72	LeRoy Barry, Carivale, Saskatchewan
1972 - 73	Ross Mitchell, Douglas, Manitoba
1973 - 74	Jack Ball, Brant, Alberta
1974 - 75	Dr. Allan Dixon, Calgary, Alberta
1975 - 75	Gerry Kaumeyer, Calgary, Alberta
1976 - 77	Stan Church, Calgary, Alberta
1977 - 78	Keith Sveinson, Calgary, Alberta
1978 - 80	Jim Shaw, Edmonton, Alberta
1980 - 82	Mel Wolfe, Douglas, Manitoba
1982 - 84	John Draper, Douglas, Manitoba
1984 - 86	Stan Church, Calgary, Alberta
1986 - 87	Dick Stoddard, Waterloo, Quebec
1987 - 88	Bill Small, Craven, Saskatchewan
1988 - 89	Ralph Whitfield, Souris, Manitoba
1989 - 91	Roger Deeg, Lyalta, Alberta
1991 - 93	Barry LaBatte, Gladmar, Saskatchewan
1993 - 94	Allan Preston, Hamiota, Manitoba
1994 - 96	Michael Burns, King City, Ontario
1996 - 97	Miles Glasman, Russell, Manitoba
1997 - 98	Ken Lewis, Spruce Grove, Alberta
1998 - 99	Yves Gagnon, Vinoy, Quebec
1999 - 00	Tracy Graf, Edmonton, Alberta
2000 - 01	Ron Wooddisse, Palmerston, Ontario
2001 - 02	Ian Mitchell, Barriere, British Columbia
2002 - 04	Brian McCarthy, Moosomin, Saskatchewan
2004 - 06	Bruce Holmquist, Kinistino, Saskatchewan
2006 - 08	Dr. Murray Jacobson, Shaughnessy, Alberta
2008 - 10	Dr. Everett Hall, Owen Sound, Ontario
2010 - 11	Rick McIntyre, Churchbridge, Saskatchewan
2011 - 13	Ron Nolan, Markdale, Ontario
2013 - 14	Fraser Redpath, Mather, Manitoba
2014 - 15	Kelly Ashworth, Oungre, Saskatchewan
2015 - 16	Lacey Fisher, Amherst, Nova Scotia
2016 - 18	Lee McMillen, Carievale, Saskatchewan
2019 - 20	Garth Rancier, Killam, Alberta
2020 -	Marlin LeBlanc, Estevan, Saskatchewan

## CSA BOARD OF DIRECTORS / 2020-21

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Marlin LeBlanc  
President  
*Estevan, SK*

Roger Deeg  
1<sup>st</sup> Vice-President  
*Strathmore, AB*

Shane Williams  
2<sup>nd</sup> Vice-President  
*East Garafraxa ON*

Garth Rancier  
*Killiam, AB*

Byron Johnson  
*Amisk, AB*

Blair McIntosh  
*Maymont, SK*

Bill Biglieni  
*Douglas, MB*

Francis Gagnon  
*Cheneville, QC*

Jennie Mutch  
*Vernon, PEI*

## CSA STAFF & CONSULTANTS

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Bruce Holmquist  
*General Manager*

Barb Judd  
*Office Manager*

Sue Giles  
*Programs Coordinator*

Devra Leavitt  
*Reception & Member Services*

Dallas Wise  
*Registry & Member Services*

Perry Welygan  
*Registry & Member Services*

Laurie Macdonald  
*Registry & Member Services*

Rae-Lee Erickson  
*Administrative Assistant*

Crystal Fisk  
*YCSA Coordinator*

iSmart Consulting / Ian Yin  
*Network Support*

Michael Brooks  
*CSA Registry Software Support*

Absolute Business Solutions  
Rita Ricioppo  
*Bookkeeping Services*

Ranching Systems Ltd  
Sean McGrath  
*Breed Improvement Consulting*

**CANADIAN SIMMENTAL ASSOCIATION**  
DRAFT MINUTES OF THE 51<sup>ST</sup> ANNUAL GENERAL MEETING  
August 10, 2019, 1 pm  
St Hyacinthe, Quebec

**CALL TO ORDER**

President Garth Rancier called the meeting to order at 1:25 pm

**PRESIDENT'S WELCOME – Garth Rancier**

- Welcome to 51<sup>st</sup> Annual General meeting of the CSA. Thank you to the Quebec Simmental Association for hosting and all who have helped at this weekend's function in St. Hyacinthe.
- Great time to celebrate the Simmental breed. Thank you to everyone's time and commitment to the breed to get us where we are today.
- Remind all participants to sign the attendance sheet that is circulating so we have an official record of all in attendance.
- Members wishing to vote must hold a valid voting card, which can be obtained at the registration desk for a few more minutes.
- Members wishing to make a recommendation for the Board's consideration can write them on the green forms on your tables. They must be signed and seconded by members holding a vote card. A recommendation from the Floor is a suggestion to the board of directors. It may be discussed and voted on at the discretion of the chair to be added to the agenda at the next board of directors meeting.
- Recommendation forms can be given to Barb Judd or Sue Giles at any time. The President will read the recommendation during New Business.
- Meeting will be conducted under Roberts Rules of Order
- Parliamentarian is Ken Lewis
- Scrutineers are Sue Giles and Rae-Lee Erickson
- We have quorum with 43 voting members in attendance.

**MOMENT OF SILENCE**

**INTRODUCTION OF 2019 DIRECTORS, PAST PRESIDENTS AND GUESTS**

- 2018-19 CSA Board of Directors – Garth Rancier, President, Blair McRae, 1<sup>st</sup> Vice, Marlin LeBlanc, 2<sup>nd</sup> Vice and Director of Finance, Byron Johnson, Lee McMillen, Larry Barkley, Francis Gagnon, Frank Robblee. Regrets from Roger Deeg.
- CSA staff at head table are Bruce Holmquist, General Manager and Barb Judd, Office Manager
- Past Presidents of the CSA – Ken Lewis, Yves Gagnon, Lacey Fisher, Lee McMillen, Bruce Holmquist and Ron Nolan
- Guests from American Simmental Association Dr. Wade Shaffer, EVP, and American Junior Simmental members Teegan Mackey and Cody Smith.
- You will hear a lot about New Holland this weekend, with us today is New Holland representative Claude Lesperance.

**APPROVAL OF AGENDA**

*MOTION: by Dan Skeels, to approve agenda.  
Second, Ron Nolan  
CARRIED*

**APPROVAL OF THE 50<sup>TH</sup> ANNUAL GENERAL MEETING MINUTES**

*MOTION: by Kerwin DeLong, to approve the 50<sup>th</sup> CSA AGM 2018 minutes.  
Second, Blair McRae  
CARRIED*

**PRESIDENT'S REPORT – GARTH RANCIER**

- 2018 was another very strong year for the Simmental breed. The forward thinking and progressiveness of the membership has put our breed in a very enviable position within the industry. We have continued to see high sale averages in both the bull and female sales and continued growing interest in the breed across the country. As we go forward as breeders, we need to be mindful of genetic progress and make use of all available tools available to us as

we provide the beef industry a product that will keep our breed at the forefront. Like the famous Canadian Wayne Gretzky once said, "I skate to where the puck is going to be, not where it has been". We need to do the same and look to the future and what is going on around us in the industry and make the relevant and timely decisions to maintain our breed's position. We need to celebrate and appreciate what got us to this point and focus on what will elevate us higher in the future.

- Financially our association is on very solid ground showing a profit again in 2018. This is thanks to continual increases in memberships, transfers, and registrations, combined with prudent budgeting. This has allowed us to offer continued support to the provincial associations, subsidize genetic testing, a new registry system, and regular improvements without increasing fees to our membership. Thanks to Marlin Leblanc for being our Finance Chair.
- I would also like to thank New Holland for their continued support and sponsorship of the CSA. Their contribution to the CSA and the YCSA and partnership with our breed is greatly appreciated.
- The CSA board meets spring and fall for board meetings, as well as conference calls where needed. Our committees are made up of elected directors and appointed delegates. I would like to personally thank all our committee members for all the time they volunteer to the Simmental breed and the CSA. The Breed Improvement committee was chaired by Roger Deeg this past year and deals with matters pertaining to the advancement of the Simmental breed in Canada. We are very fortunate to have a wealth of knowledge from many spectrums and perspectives of the breed and the beef industry in Canada around the committee table.
- The Promotion committee, chaired by Francis Gagnon, had a busy year, and continues to promote and advertise the breed to the commercial producers across the country.
- The YCS program is as strong as it has ever been and if you've had a chance to attend any YCSA events recently you will see that the future looks very bright. Thank you to Kelsey Manske for all the work you do as the YCSA coordinator as well as Blair McRae and everyone else that is working with the YCS program and the future of the Simmental breed.
- The CSA continues to work closely with the Friends of Canadian Simmental Foundation board of directors to ensure that the foundation continues to grow and benefits the membership and its' youth and future for generations to come. Big thanks to Foundation Chairman Ken Lewis, the Foundation board, and its' members for their dedication and commitment to the foundation and its' future. Thank you to all the sponsors.
- Our staff at the CSA is second to none and we are very fortunate to have the huge amount of dedication and experience in our office. The behind the scenes work, day in and day out, is something that is taken for granted and I would like to thank our staff for keeping our association running so efficiently and so cost effectively for our membership. Bruce Holmquist, General Manager; Barb Judd, Office Manager; Beth Rankin, Perry Welygan, Devra Leavitt, Laurie Macdonald, Rae-Lee Erickson, Kelsey Manske, Sue Giles, and Randy Bollum.
- Under the new voting structure, I would like to welcome Roger Deeg from Alberta and Marlin LeBlanc from Saskatchewan as directors returning for their second term. I would also like to welcome Shane Williams as the new director from Ontario. A huge thank you to Larry Barkley as outgoing director. We have appreciated your time and input around the board table and your commitment to the Simmental breed in Canada.
- It has been an honor to serve as CSA President this past year. I would like to thank the CSA board of directors for their contributions in helping to keep our breed moving forward. It has taken the contributions of many to make our breed the success that it has been, and it will take the contributions of many more to keep growing our breed in the future.

***MOTION: by Yves Gagnon, to accept the President's report as presented.  
Second, Daryl Snider  
CARRIED***

#### **GENERAL MANAGER'S REPORT - BRUCE HOLMQUIST**

General Manager Bruce Holmquist invited all to read his report at their leisure; and presented a visual presentation of CSA activities and statistics.

***MOTION: by Ken Lewis, to accept the General Manager's as presented.  
Second, Dan O'Brien  
CARRIED***

#### **AUDITOR REVIEWED FINANCIAL STATEMENTS – MARLIN LEBLANC**

2018 year-end financial information on page 11 of AGM book

- Consolidated statement of operations – we work hard to take care of the member's finances; and have done well.
- Simmental Country typically is at a loss, as a group, the board realizes the magazine is a necessary cost of doing business for CSA.
- YCSA is doing a great job and they take the budgeting process seriously.

***MOTION: by Marlin LeBlanc, to approve the CSA 2018 financial statements as presented.  
Second, Scott Mathews  
CARRIED***

## **APPOINTMENT OF AUDITORS**

***MOTION: by Dan Skeels, to appoint BDO as auditors for the upcoming year end.  
Second, Ron Nolan  
CARRIED***

## **ADVERTISING/PROMOTION AND SIMMENTAL COUNTRY – FRANCIS GAGNON**

Thank you for attending the CSA Convention in Quebec.

- The promotion and advertising committee have had another strong and positive year and we are very fortunate to work with such a professional team. The committee meets in the spring and fall every year at the CSA office in Calgary. Any recommendations passed by the committee are to be voted on by all the board of directors for further approval.
- The response for the new Simmental blue CCIA tag buttons have gone above and beyond our expectations and we are very happy that the commercial and purebred breeders are incorporating them into their programs. It is a great promotion for the Simmental breed and people are proud to bring Simmental branded cattle to the auction marts. We now offer the 2 tags as an option for the personalized Simmental RFID tags with Z Tag (Datamar tags) being the new option and the 2<sup>nd</sup> option being Allflex which can be offered through the CCIA office.
- We have approached the ATQ program in Quebec to try and implement the blue button, but we have discovered that the cost and procedures to get them passed by ATQ is not worth the time and effort for the CSA. For now we have tabled this idea however may look into it again in the future.
- A big thank you to our staff Rae-Lee and Sue for bringing in new products to help promote the association with the new toques, caps and back packs which are very popular and of good quality.
- We are always working on ways to improve the Award of Excellence program to recognize the top show female and bull of the year. Each provincial association is to send the show results within two weeks after the qualification show hosted by their province. There are still some issues in getting the results back from some of the provinces, but we are seeing progress every year and are sure that it won't be long until things are running smoothly!
- The Promotion committee is looking into developing a strategy to have a bigger share in the dairy industry, mainly in the AI market where dairy producers are increasingly breeding their cows to beef cattle to increase the value of their calves. We always encourage new ideas or feedback from our membership.
- A little thing that you may not be aware of is our commercial buyer package program. These packages are sent out to all new Simmental female buyers who are not CSA members. In these packages there are informational flyers, small promotional items and a member application form. The CSA has had very good response with many commercial breeders becoming new CSA and YCSA members.
- The Simmental Country and the Commercial Country are still our strongest promotion and advertising items. The postage cost will always be one of our biggest expenses and we are always trying to find new solutions to help reduce this cost. It was decided to once again run our spring sales "thank you ad" special for our advertisers as we have always had a good response to this special. It also fills our spring issue with a plethora of information for our readers.
- We would like to thank New Holland for their continued support and generosity.
- The promotion and advertising of the Simmental breed is a great success mainly because of you, the members, who dedicate your time and efforts into marketing quality Simmental or Simmental influence cattle through your bull, female or feeder sales.
- At the end of the day, it's the members that make the breed look good, thank big thank you.

***MOTION: by Patrick Sullivan, to accept the Advertising/Promotion and Simmental Country report as presented  
Second, Erich Kern  
CARRIED***

## **BREED IMPROVEMENT – GARTH RANCIER FOR ROGER DEEG**

The CSA Breed Improvement committee consists of Roger Deeg (Chairman), Garth Rancier, Marlin LeBlanc, Byron Johnson, Lee McMillen, Ken Lewis, Troy Drake, Mike McDonald, Scott Matthews and Brian Bouchard. We appreciate everyone's time and contribution.

- The BI Committee has had an active and positive year. The committee meets twice a year to discuss and evaluate matters pertaining to improvement and advancement within the Canadian cattle industry. Any decisions that come from the committee are forwarded to the CSA board for final approval.
- The committee is comprised of an outstanding group of individuals with a wealth of knowledge on all aspects of the breed and the beef industry. It has been a privilege to share the table with these breeders and I thank you for your time, commitment and input to BIC.
- We are fortunate to have Sean McGrath as our technical consultant who works closely with American Simmental Association on genetic advancement through EPDs. Thank you, Sean, for clarifying the technical language that at times can be confusing.

- Simmental is a key component to the crossbreeding systems that are essential in most of the commercial industry. Simmental influenced calves continue to top the fall runs and then go on to perform exceptionally well in feedlots and ultimately on the rail. Simmental influence females are a mainstay of most top commercial herds. We have enjoyed another very strong year with bull and female sales with some of the strongest averages of any breed. Well done breeders.
- As an association and as breeders we must push forward looking to the future and learning from the past but not dwelling there, as not all decisions of the past pertain to today or the future. We must not be content with our success because improvement must be constant.
- Some BIC highlights:
  - Bruce was again elected to the Board of Directors of Canadian Beef Breeds Council in April. I believe this is important as we need a strong voice at that table as CBBC is responsible for distribution of a substantial amount of government funding to the purebred sector.
  - The BOLT evaluation system started processing data in the summer and went live at the end of August and is running smoothly after a few start up glitches.
  - Our new registry system got the kinks out of it this last summer and fall and is now performing as expected.
- There has been a lot of discussion on a wide variety of topics but not set into action until there is further discussion. These are just a few highlights. Be sure to stay informed by following current initiatives and regular features in the Simmental Country.
- We as a breed are well situated to further our influence in the Canadian Beef Industry. Through genetic improvement, technology, leadership, engagement and a dedication to improvement as a breed will strengthen our industry position.

***MOTION: by Daryl Snider, to accept the Breed Improvement report as presented.  
Second, Kirsten Fornwald  
CARRIED***

#### **YOUNG CANADIAN SIMMENTAL ASSOCIATION – KRISTA WHALEN**

2018 National Classic was held in Olds, Alberta. The year was full of events and changes within the program that were made possible through the dedication of our YCSA Coordinator Kelsey Manske, CSA Staff and most importantly the YCSA Board of Directors.

- The 2018 National Board of Directors consisted of the following:
  - Krista Whalen – President
  - Lisa Reich – 1<sup>st</sup> Vice-President
  - Allison Booth – 2<sup>nd</sup> Vice-President & Director at Large
  - Connor Morse – Maritimes
  - Montana Stillman-Loyst – Ontario
  - Gracie Falconer – Maritimes
  - Dayne Whelan – Saskatchewan
  - Mackenzie Skeels – Director at Large – Alberta
- Retiring directors in 2018 were Wyatt Millar, Saskatchewan and Paige Holmquist, Saskatchewan.
- There were 5 provincial classics held across Canada in 2018:
  - Tiger Lily Classic in Prince Albert, Saskatchewan
  - Quebec Junior Beef Show in Brome, Quebec
  - Ontario Trillium Classic in Navan, Ontario
  - Manitoba Youth Beef Roundup in Neepawa, Manitoba
  - Maritime Classic in Windsor, Nova Scotia
- The 2018 National Classic was held in Olds, Alberta in conjunction with the Canadian Simmental Association's Annual General Meeting. The success of this show is due to the commitment and passion of this group of directors. With 90 head and roughly 70 members entered at this show, it is very clear the future for the Simmental breed is quite bright.
- First off, I'd like to congratulate Mackenzie Skeels and Cassidy Pinkham for being our high point aggregates in 2017. Both these girls represented Canada very strongly in Minnesota at the American Junior Simmental National Classic. I would also like to congratulate Morgan Macintyre and Ryan Edwards for being our 2018 high point aggregates at the National.
- In 2019 we decided to take a break on hosting the T.E.A.M Conference as it will resume next spring in Ontario.
- The YCSA program is a prominent youth beef breed association in Canada. The board of directors would like to thank our YCSA Coordinator Kelsey Manske for her continued guidance and efforts. The CSA and the Simmental Country for their endless contributions. The CSA board for their guidance when needed. To Blair McRae for his contributions and efforts put forward year after year. The YCSA program would not be possible without some key individuals and organizations.
- To New Holland and all our generous sponsors, thank you for all your support allowing the YCSA program to put on the events we do to grow the great Simmental Breed and shape it for the future.



- Most importantly, a big Thank You to the Friends of The Canadian Simmental Foundation for providing continuous support over the past several years. This year and going forward the YCS board have made efforts to work closer in our fundraising efforts with the Foundation. Our program has been made one of the most outstanding youth beef programs due to their generosity.

***MOTION: by Dayne Whalen, to accept the Young Canadian Simmental Association report as presented.  
Second, Ken Lewis  
CARRIED***

### **SUSPENSION OF THE CSA ANNUAL GENERAL MEETING**

- President Garth Rancier asked for motion to suspend Canadian Simmental Association AGM for the Friends of Canadian Simmental Foundation AGM

***MOTION: by Krista Whalen, to suspend the Canadian Simmental Association AGM for the Friends of Canadian Simmental Foundation AGM.  
Second, Yves Gagnon  
CARRIED***

### **RESUMPTION OF THE CSA Annual General Meeting**

- President Garth Rancier asked for motion to resume the Canadian Simmental Association AGM

***MOTION: by Shane Williams, to resume the Canadian Simmental Association AGM.  
Second, Krista Whalen  
CARRIED***

### **NEW BUSINESS**

- Invitation to 2020 Canadian Simmental Convention
  - Blair McRae, on behalf of Manitoba Simmental Association, would like to welcome everyone to the 2020 Canadian Simmental Convention, Portage la Prairie, Manitoba, held July 23 – 26, 2020

Recommendations from the floor

- No recommendations were brought forward

### **RECOGNITION OF OUTGOING DIRECTOR**

- President Garth Rancier presented Larry Barkley with a past director gift, thanking Larry for his contribution to the board for the past three years. We have appreciated your input around the board table and your commitment to the Simmental breed.

### **INTRODUCTION OF 2019-20 CSA BOARD OF DIRECTORS**

- Welcome Shane Williams to the CSA board
- Francis Gagnon, Frank Robblee, Blair McRae, Marlin LeBlanc, Lee McMillen, Garth Rancier, Byron Johnson, Shane Williams, Roger Deeg

***MOTION: by Ken Lewis, to ratify the action and proceedings of the CSA Board of Directors for the year 2018.  
Second, Yves Gagnon  
CARRIED***

Garth Rancier expressed a big thank you to the Quebec Association for your hospitality and we look forward to tonight's banquet and Foundation auction.

***MOTION: by Kerwin Delong to adjourn the meeting at 2:45 pm***

# **CANADIAN SIMMENTAL ASSOCIATION**

## **DRAFT MINUTES OF THE 52<sup>nd</sup> ANNUAL GENERAL MEETING**

### **By ZOOM Webinar - July 25, 2020, 1 pm MST.**

#### **CALL TO ORDER**

President Garth Rancier called the meeting to order at 1:00 pm

#### **PRESIDENT'S WELCOME – Garth Rancier**

- This is primarily an information meeting and to do the basic business of the CSA for the fiscal year 2019.
- Send any questions or comments using the Q & A tab at the bottom of the page.
- Use raise of hand button to make or second a motion.
- Vote on motions through the poll vote that will appear on your screens.

#### **MOMENT OF SILENCE**

#### **PRESIDENT'S REPORT – GARTH RANCIER**

- On behalf of the CSA and its' Board of Directors, welcome to the 2020 Canadian Simmental Association Virtual AGM. While it was not what we had planned for in 2020, we are all looking forward to the 2021 AGM being better than ever in Manitoba.
- 2019 was another very strong year for the Simmental breed in Canada and the progressiveness and forward thinking of the membership has put our breed in a very enviable position within the industry. The continued growing interest in the Simmental breed across the country led to another very successful year of both bull and female sales. We need to celebrate and appreciate what got us to this point and focus on what will elevate us higher in the future.
- Financially our association is on very solid ground showing a profit again in 2019. This is thanks to continual increases in memberships, transfers, registrations, and combined with prudent budgeting by our association and its staff. This has allowed us to offer continued support to the provincial associations, subsidize genetic testing and regular improvements without increasing fees to our membership. Thanks to Marlin Leblanc for being our Finance Chair.
- I would also like to thank New Holland for their continued support and sponsorship of the CSA. Their contribution to the CSA and the YCSA and partnership with our breed is greatly appreciated.
- The CSA board meets spring and fall for board meetings, as well as conference calls where needed. Our committees are made up of some CSA directors and additional appointed members. I would like to personally thank all of our committee members for all of the time they volunteer to the Simmental breed and the CSA. The breed improvement committee was chaired by Roger Deeg this past year and deals with matters pertaining to the advancement of the Simmental breed in Canada. We are very fortunate to have a wealth of knowledge from many spectrums, and perspectives of the breed and the beef industry in Canada around the committee table.
- The promotion committee, chaired by Francis Gagnon, had a busy year, and continues to promote and advertise the breed to the commercial producers across the country.
- The YCS program is as strong as it has ever been and if you had a chance to attend any YCSA events in 2019 you will see that the future looks very bright. Thank you to Kelsey Manske for all the work you do as the YCSA coordinator as well as Blair McRae and everyone else that is working with the YCS program and the future of the Simmental breed.
- The CSA continues to work closely with the Friends of Canadian Simmental Foundation board of directors to ensure that the Foundation continues to grow and benefit the membership and its youth and future for generations to come. Big thanks to Foundation Chairman Ken Lewis, the Foundation board, and its members for their dedication and commitment to the foundation and its future.
- Our staff at the CSA is second to none and we are very fortunate to have the huge amount of dedication and experience in our office. The behind-the-scenes workday in, and day out, is something that is taken for granted and I would like to thank our staff for keeping our association running so efficiently and so cost effectively for our membership. Bruce Holmquist our General Manager, Barb Judd our Office Manager, Perry Welygan, Laurie Macdonald, Devra Leavitt, Rae-Lee Erickson, Kelsey Manske, Sue Giles and Dallas Wise. Thank you all.
- We would like to welcome Blair McIntosh from Saskatchewan, Bill Biglieni from Manitoba, and Jennie Mutch from Prince Edward Island as our new directors on the board. Huge thank you to our outgoing directors Lee McMillen, Blair McRae, and Frank Robblee. Frank Robblee with his veterinary experience has brought a different aspect to the board, thank you for being a representative from the Maritimes. Lee McMillen is a past President and a great asset to the board and a very strong voice on the Breed Improvement committee. Blair McRae has been a huge asset to the board, and he has been very dedicated to the YCSA program and the CSA. Both boards are going to miss you. We appreciate you all for your commitment to the Simmental breed and your input around the board table. You have been huge assets and will be missed on the board.

- It has been an honor to serve as CSA President this past year. I would like to thank the CSA board of directors for their contributions in helping to keep our breed moving forward. It has taken the contributions of many to make our breed the success that it has, and it will take the contributions of many more to keep growing our breed in the future.

### **GENERAL MANAGER'S REPORT - BRUCE HOLMQUIST**

General Manager Bruce Holmquist presented a PowerPoint visual presentation of CSA activities and statistics.

- David Trus, Animal Registration Officer for Agriculture and Agri-Food Canada notified us that due to exceptional circumstances resulting from Covid-19, we were not required to hold an annual general meeting this year. This was discussed by the CSA board and we felt that we still needed to report the financials and various committee reports to the membership. The 2019 minutes and financials will not be reviewed this year, we felt it would be better to approve them next years' AGM.
- This years' board of directors for the past year are Garth Rancier, President, Marlin LeBlanc, 1<sup>st</sup> Vice-President, Blair McRae, 2<sup>nd</sup> Vice-President, Roger Deeg, Byron Johnson, Lee McMillen, Shane Williams, Francis Gagnon and Frank Robblee. They were a great group to work with, with much talent and diverse viewpoints and opinions which is good.
- Thank you to the CSA staff for all your day in and day out. They include Barb Judd, Office Manager; Perry Welygan, Laurie Macdonald, Devra Leavitt and Dallas Wise, Registry and Member Services; Rita Ricioppo, Accounting; Sue Giles, Programs Coordinator; Rae-Lee Erickson, Administrative Assistant and Kelsey Manske, YCSA Coordinator. Last year we also had on staff Beth Rankin, who retired last year after 27 years in the CSA office, and to Randy Bollum, who worked with us for two years on the road as Simmental Country Sales Representative.

### **AUDITOR REVIEWED FINANCIAL STATEMENTS – BRUCE HOLMQUIST, ON BEHALF OF CHAIRMAN MARLIN LEBLANC**

2019 Consolidated Statement of Financial Position

- Another strong year for CSA, we work very hard to keep our costs in line and hands out of our member's pockets while maintaining our financial assistance to the provinces and YCSA. It is also important to note our financial assistance to the SC magazine to the tune of \$30,000 per year because of the free pages we provide for the provincial associations, the YCSA and FCSF. With this, the board maintains there is good value in owning the magazine and we continue to keep advertising costs down to the membership.
- Break out of portion of revenue and expenses – when we look at lab services, in 2018 we received \$54,000 that we accessed from government for funding to assist our members with DNA rebates.
- Last year we had income of over \$1.7 million, expenses were \$1.6 million which resulted in a healthy income profit of \$166,642.

2019 Consolidated Statement of Changes in Net Assets

- Net assets at year-end are \$2,169,454.
- Important to note this does not include the value of our condo office at the recommendation of our auditors. It was appraised 10 years ago at a market value of \$1 million, but with the Calgary market fluctuations it is not worth that now however it is a net positive asset.

2019 Consolidated Statement of Financial Position

- Net assets of \$2,294,599
- Marketable securities of \$1,733,495 are invested cautiously and conservatively for good reason as our position is that we do not want to lose it.
- motion placed on books during BSE which still stands, is that CSA shall maintain reserves of one year's operations.

### **APPOINTMENT OF AUDITORS**

*MOTION: by Marlin LeBlanc, to appoint BDO as auditor for the upcoming year end.  
Second, Kristen Fornwald  
CARRIED*

### **ADVERTISING/PROMOTION AND SIMMENTAL COUNTRY**

#### **– BRUCE HOLMQUIST, ON BEHALF OF CHAIRMAN FRANCIS GAGNON**

Committee members – Francis Gagnon, Frank Robblee, Blair McRae and Garth Rancier. CSA staff support Sue Giles, Rae-Lee Erickson, Bruce Holmquist

2019 Simmental Promotion and Advertising committee had another positive year!

- Met twice in 2019 at the CSA office in Calgary, thank you everyone for their dedication and time.
- Any recommendations passed by this committee are voted on by the board of directors for further approval.
- Thank you to New Holland for their support in 2019.

Old Business

- Sales of CCIA blue RFID personalized back buttons has exceeded expectations selling over 55,000 tags since

2018.

- We are continuing to work hard on promoting the Award of Excellence show program.
- Our promotions items are well accepted, and stock is current.

#### New Business

- Datamar "Comfort Ear" Simmental RFID tags are now available through CCIA.
- Personalized blue Simmental dangle tags are available NorheimRanching.com.
- Currently reviewing updates for calving books
- Currently working in a website revamp, will be up and running by fall of 2020.

#### Simmental Country and Commercial Country

- Magazine is still the strongest promotion and marketing items.
- Postage is the biggest expense.
- Again, offered Spring Sale Thank You Ad Special

## **BREED IMPROVEMENT**

### **- BRUCE HOLMQUIST, ON BEHALF OF CHAIRMAN ROGER DEEG**

Committee Members – Roger Deeg, Garth Rancier, Marlin LeBlanc, Byron Johnson, Lee McMillen, Ken Lewis, Brian Bouchard, Troy Drake, Mike McDonald and Scott Matthews.

Thank you to all members of BIC, for your insight and input and to Sean McGrath for his deciphering of the numbers and continued education for our members through Simmental and Commercial County articles and e-news.

- AI Sire permits were implemented over the last year and DNA parentage verification was made mandatory on embryo transplant calves.
- DNA rebate program was introduced in 2019 to encourage members to provide high density DNA on more animals.
- Simmental was the first breed to make a financial commitment to the Canadian Beef Industry Information Network (CBIN).
- We continue to work with American Simmental Association through International Genetic Solutions (IGS) to grow our genetic evaluation of our seedstock.
- The CSA also participated in various industry events including the Beef Improvement Federation which is the North American Standards organization for beef cattle performance testing and evaluation and in workshops with our evaluation service providers and other support entities such as our DNA testing labs.

## **YOUNG CANADIAN SIMMENTAL ASSOCIATION – KRISTA WHALEN**

- 2019 was a whirlwind but it was full of ambition from all of our members across the country. It marked a year full of events and changes within the program that were made possible through the dedication of our YCSA Coordinator Kelsey Manske, CSA Staff and most importantly the YCSA Board of Directors. A board that is eager and willing to take on challenges and make this great program that much better. This group of Simmental youth enthusiasts continues to represent this program the highest standards.
- The 2019 National Board of Directors consisted of the following:
  - Krista Whalen – President & Quebec Director
  - Mackenzie Skeels – 1<sup>st</sup> Vice- President & Director at Large
  - Katie Elmhirst – 2<sup>nd</sup> Vice- President & Ontario Director
  - Jessie Swinamer – Maritimes
  - Gracie Falconer – Manitoba
  - Dayne Whelan – Saskatchewan
  - Jade Noiseux – Director at Large – Quebec
  - Travis Edwards – Alberta
- Retiring directors in 2019 were Lisa Reich, Alberta, Montana Stillman-Loyst, Ontario and Allison Booth, Maritimes. Thank you to them for their dedication and efforts put forward with this program.
- There were 5 provincial classics held across Canada in 2019.
  - Tiger Lily Classic in Prince Albert, Saskatchewan
  - Quebec Junior Beef Show in Cookshire, Quebec
  - Ontario Trillium Classic in Lindsay, Ontario
  - Manitoba Youth Beef Roundup in Neepawa, Manitoba
  - Maritime Classic in Windsor, Nova Scotia
  - Wild Rose Classic in Settler, Alberta
- The 2019 National Classic was held in St-Hyacinthe, Quebec in conjunction with the Canadian Simmental Association's Annual General Meeting. The success of this show is due to the commitment and passion of this group of directors. With 90 head and roughly 70 members entered at this show, it is very clear the future for the Simmental breed is quite bright.
- First off, I would like to congratulate Ryan Edwards and Morgan MacIntyre for being our high point aggregates in 2018. Both of them represented Canada very strongly in Kentucky at the American Junior Simmental National

Classic. Also, I would like to congratulate Terry Ennis and Lucas Williams for being our 2019 high point aggregates at the National.

- In 2020 we had decided to take a break on hosting the T.E.A.M Conference as it will resume next spring in Ontario.
- The YCSA program is a prominent youth beef breed association in Canada. The board of directors would like to thank our YCSA Coordinator Kelsey Manske for her continued guidance and efforts. The CSA and the Simmental Country for their endless contributions. The CSA board for their guidance when needed. To Blair McRae for his contributions and efforts put forward year after year. The YCSA program would not be possible without some key individuals and organizations.
- To New Holland and all our generous sponsors, thank you for all your support allowing the YCSA program to put on the events we do to grow the great Simmental Breed and shape it for the future. Most importantly, a big Thank You to the Friends of the Canadian Simmental Foundation for providing continuous support over the past several years. This year and going forward the YCS board have made efforts to work closer in our fundraising efforts with the Foundation. Our program has been made one of the most outstanding youth beef programs due to their generosity.

### **SUSPENSION OF THE CSA ANNUAL GENERAL MEETING**

- President Garth Rancier reported the CSA AGM will be suspended for the FCSF AGM.

### **FCSF PRESIDENT'S WELCOME AND CALL TO ORDER**

President Ken Lewis called the meeting to order at 2:20 pm

- Good afternoon everyone. This is a history making AM which it is great to be a part of.
- FCSF Board of Director introduction – Brian Bouchard, Vice-President, Marlin LeBlanc, Treasurer, Roger Deeg, Deanne Young, Mark Shologan, Glenn Wotten, Scott Mathews, Garth Rancier
- On behalf of board, thank you to outgoing director Ron Nolan for his many years on the board. Ron and family have been a huge pillar to the Simmental breed and the foundation board. We really appreciate you, Ron, and thanks again.

### **FCSF PRESIDENT'S REPORT – KEN LEWIS**

- A Year in Review from our AGM from our Foundation Auctions held in Saint-Hyacinthe, Quebec on August 10<sup>th</sup>, 2019, and raising a total \$100,916, of which \$15,000 was presented to the YCSA for on-going activities.
- September 2019 - FCSF received a total of 18 scholarship applications. Congratulations to 2019-2020 winners- Katie Maxwell, Tia Schram, Carissa Geddes, Bryce Maxwell, and Cassidy Pinkham.
- October 2019 - Due to an unseasonable wet fall the FCSF board meeting was postponed in October so that the board members were able to get harvest done.
- November 2019 - Scholarships presented Simmental shows at Farm Fair, the Royal and Agribition.
- December 2019 - fall board meeting via conference call on December 9; FCSF created a transportation subsidy program to support YCSA travel to TEAM Leadership Conference and National Classic.
- February 2020 - Crowe Bros of Gilbert Plains, Manitoba offered to donate a bred heifer to the 2020 FCSF Auction.
- March 2020- 2020 Spring Board meeting held by conference call due to Covid-19.
- April 2020- Still hopeful for a 2020 Auction the FCSF, promotion fliers sent to CSA membership.
- May 2020 - Scholarships listed on CSA and FCSF websites. Decision to cancel CSA AGM and FCSF Auction. Crowe Bros will now be donating a heifer in the 2021 auction, which we are looking forward to in Manitoba.

We would like to thank everyone who have contributed over the years, by donating and purchasing across Canada over the years, it has been a fantastic success. Thank you again to Ron Nolan for your many years of work for us.

### **AUDITOR REVIEWED FINANCIAL STATEMENTS – KEN LEWIS, ON BEHALF OF CHAIRMAN MARLIN LEBLANC**

- 2019 financial statements have been similar to prior years.
- FCSF has yearly sponsorship commitments of \$15,000 to YCSA, and \$12,000 to scholarships.
- We have generated another \$100,000 from last year.

### **APPOINTMENT OF AUDITORS**

*MOTION: by Marlin LeBlanc, to appoint BDO as auditor for the upcoming year end.*

*Second, Byron Johnson  
CARRIED*

### **ADJOURNMENT OF FCSF ANNUAL GENERAL MEETING**

- FCSF President Ken Lewis declared the adjournment of the FCSF AGM for the resumption of the CSA AGM.

### **RESUMPTION OF THE CSA ANNUAL GENERAL MEETING**

- President Garth reported we have a meeting quorum with 30 members in attendance online.
- Bruce reported that unfortunately we were unable to get the YCSA report's sound to work, we apologize to YCSA President Krista Whalen for this. The YCSA was very active over the past year including a very success National Show during our National Convention. This year I want to acknowledge all the work that YCSA Coordinator Kelsey Manske did to organize a virtual YCSA show with 80 participants, 100 head of cattle and a team judging panel. Congratulations for a job well done and forward to seeing them next year at Portage La Prairie, Manitoba. This is the 40<sup>th</sup> Anniversary of the YCS in Canada and we have been featuring those involved from the inception in the Simmental Country and will continue to do so throughout the year. It is nice to see a program that is as strong or stronger than it was at the beginning.

#### **INTRODUCTION OF 2020-21 CSA BOARD OF DIRECTORS – BRUCE HOLMQUIST**

- We welcome newly elected board members Jennie Mutch of Earnscliffe, PEI, Bill Biglieni of Douglas, MB, and Blair McIntosh of Maymont, SK, to the CSA board
- There was an election for one director position that is combined with BC and Atlantic Canada, and we would like to thank Luke Muelen from Vanderhoof, BC for letting his name stand and running.
- The new board of directors going into 2020-21 are Garth Rancier, Marlin LeBlanc, Roger Deeg, Francis Gagnon, Byron Johnson, Shane Williams, Jennie Mutch, Bill Biglieni and Blair McIntosh.
- Thank you retiring directors who added tremendous value to the board. Lee McMillen who served two years as President and four on the Executive Committee, and always stayed calm in nature and influence on the board; Blair McRae was always solidly committed, put his heart into the YCSA and spent several years as part of the executive. Frank Robblee contributed through the technical end with his knowledge on the veterinary side and genetic input. Thank you to the three of you.

***MOTION: by Roger Deeg, to ratify the action and proceedings of the CSA Board of Directors for the year 2019.  
Second, Linus Clark  
CARRIED***

#### **2021 Annual General Meeting**

- The Manitoba Simmental Association looks forward to hosting next years' convention and AGM in Portage La Prairie, July 21 -25, 2021.
- The CSA thanks MSA for being flexible and working with us to push everything back to next year.

#### **PRESIDENT'S resident's Closing Message**

- On behalf of the CSA and the board of directors, we would like to thank all members for joining us online today. We look forward to seeing you all in person for a much different meeting and look forward to the CSA AGM, FCSF Auction and YCSA National Show and a celebration.

***MOTION: by Bill Biglieni to adjourn the meeting at 2:15 pm***

# CANADIAN SIMMENTAL ASSOCIATION PRESIDENT'S REPORT

*Marlin LeBlanc*

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It is a pleasure to welcome all of you to the 2021 Canadian Simmental Association Virtual AGM on behalf of the CSA and its Board of Directors. Again, for this year, this is not how we hoped to host this however we would like to thank everyone in Manitoba for volunteering to host this year and also to committing to postpone and hosting us in 2022.

It has been an honour to serve the Association and its members as President over the past year. It has been my goal to have open dialogue with you throughout this term and I value your input and contributions as we all strive to better our breed and strengthen the association. A job such as this is enjoyable to do when we have a strong team working behind the scenes at the office every day.

The CSA remains fiscally strong, and profit will be posted this year as the Covid 19 pandemic curtailed many travel and meeting expenses. That was complemented with the popularity and strength of this great breed as our registrations continue to grow.

In an attempt to increase the number of pages in the Simmental Country, we revised our rate cards. This has had a positive uptake and we have seen an increased number of breeders and advertisers participating. We have continued to subsidize the Parent Verification project. Through this we have been able to assist breeders in strong parent verification which leads to more accurate EPDS, Homo-polled and coat colored tests. DNA lab results can now be traced with updates in real time to your personal online account and breeders now have the ability to order and search results in your own dashboard.

Our support has remained strong towards the development of the Canadian Beef Improvement Network (CBIN). They have structured their Executive Committee and we are looking forward to being one of the leaders of this initiative as they continue to build and develop their network. We feel that this organization is a cohesive link to the entire industry and the information provided will provide tremendous value to the Canadian beef industry while ensuring that beef breed associations like the CSA remain relevant and viable.

I would like to thank my Committee Chairs and Executive Committee for their dedication, and accomplishments over the past year. Also, thank you to Bruce our Manager, Barb our office manager and the rest of the team for all of their hard work and contribution to the association over the past year.

In departure this year is Garth Rancier. He has been past president, breed improvement chair, treasurer and took the lead on many new initiatives. Thanks, Garth.

Also, Francis Gagnon is departing the board this year. I would like to thank him for his time and dedication to the board and for being a Chairperson for the Promotion Committee. Thanks, Francis.

I am excited to welcome Byron Johnson to his second term, as well as Ben Farrant from Alberta and Scott Matthews representing Quebec.

I'd like to thank Kelsey Manske for her years of leadership with the YCS and wish her all the best in her new venture. I look forward to working with Crystal Fisk in this position and hope that things will normalize with the pandemic and allow for the YCS to flourish.

Ken Lewis for his leadership with the Friends of The Canadian Simmental Association. I am looking forward to working with them on a sale as last years was postponed due to the pandemic.

I am proud of the year that we have had at the CSA. There have been many successes and challenges as we all work together to strengthen and grow our breed. I look forward to working with the CSA and the Board again. It is my hope that the pandemic will subside and allow us to complete our postponed goals and events. It has been an extreme honour to serve you all and I thank you for your confidence in me and all of the support I have received from the Management, the Board of Directors and Simmental Breeders from across Canada.

# GENERAL MANAGER'S REPORT

*Bruce Holmquist*

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In 2020 when we were forced to hold the first online Annual General Meeting (AGM) of the Canadian Simmental Association (CSA) we thought that we would be back to normal process this year. Cancelling the CSA AGM due to the Covid-19 Virus and the resulting health restrictions put in place by Government Health Agencies was something no one had envisioned and we certainly didn't think we would be doing another virtual AGM in 2021. As we participate in this year's CSA AGM it is important to recognize the efforts and organization that was done by the Manitoba Simmental Association. This work will not be in vain as we are committed to being in Portage la Prairie next year for the 2022 Canadian Simmental Convention.

As we report on CSA operations for the 2020 fiscal year we are once again fortunate to be able to report another very successful year for the CSA and Simmental in Canada. Simmental bull sales continued to be strong when compared to the other beef cattle breeds in Canada. This is the result of the hard work of our members and the acceptance that Simmental has in commercial cow-herds across the country. Strong prices were again received for Simmental females throughout the fall sales as we saw new Simmental breeders begin their herds, as well as established breeders making purchases to strengthen their programs. A major concern for the industry is that the overall Canadian cowherd numbers continues to trend downwards however the demand for Simmental genetics continues to grow.

CSA staff members provided representation at many early 2020 bull sales and events prior to mid-March before travel restrictions limited in person attendance and overall gathering size. Sue Giles, Rae-Lee Erickson and Randy Bollum continued to play the lead roles in our marketing efforts. Due to the Covid-19 travel restrictions the CSA board of directors made the decision to temporarily end the field service for Simmental Country. We thank Randy Bollum for his service to the CSA membership and wish him all the best in the future. The CSA office staff remains amongst the most competent and committed of all Canadian Beef Breed associations and we thank them for their dedication. Under the guidance of CSA Office Manager Barb Judd, they continue to deliver exceptional service to our members. The registry and "On Farm" software programs continue to be improved to enhance ease of use as well as convenience. We appreciate both the CSA membership and our staff for their patience as we strive to provide the best service possible. We may not always have the answer right at hand in every situation, however I know that our problem solving is thorough and it is not often that we are not able to find solutions to our member's issues in a timely fashion. The decades of knowledge and experience that your CSA staff possesses is invaluable and as strong as any breed Association in Canada.

This past year the CSA executive Committee was comprised of President Marlin LeBlanc, 1<sup>st</sup> Vice President Roger Deeg, and 2<sup>nd</sup> Vice President Shane Williams. Past President Garth Rancier remained on the board as he completed his final year term as Director. Jennie Mutch joined the CSA board as the director from Atlantic Canada replacing Frank Robblee, and Bill Biglieni replaced Blair McRae in the Manitoba position. We thank both Blair and Frank for their service to the CSA membership. Thank you to the entire CSA board for their leadership, contributions and commitment to the CSA and its members. Your interest in all areas of CSA activities has guided and allowed us to build upon the strong foundation that past CSA boards of directors have developed. CSA directors all have their own operations to run however they take time out of their hectic schedules to volunteer and provide direction to the CSA. It is not an easy task serving as a director of a national organization and it is sometimes challenging to ensure regional interests don't overshadow the big picture.

The CSA's financial position remains very strong as we realized an operational surplus in 2020 as a result of increased registry activity combined with a careful eye towards additional spending. This has allowed us to maintain our services without increasing fees or costs to you the member. 2020 saw the completion of our marketing partnership with New Holland Agriculture. We thank them for their support over the past several years.

CSA programming focuses primarily into three categories; breed improvement, promotion, and youth. Through these committees, non-board members join CSA directors to provide direction and input to CSA staff. The dedication from all who are involved is very much appreciated. Full reports from these committees will be given by the respective committee chairs. On your behalf, the CSA also supports numerous relationships within the entire beef industry. As a result of this mandate, we have been part of several industry committees and working groups which deal with topics such as animal health, livestock traceability, trade, as well as many other industry issues. It is important that the seed-stock sector has a voice at these tables and CSA has taken a leadership role in covering many bases on your behalf. The CSA is also an active part of the Canadian Beef Industry Conference, Canadian Beef Breeds Council meetings, Beef Improvement Federation and Livestock Markets Association of Canada convention.

Over the past several years we have also worked hard on growing the Friends of Canadian Simmental Foundation. As a result of those efforts from both the CSA and FCSF boards, we have realized the original vision that the CSA had in establishing a charitable Foundation that benefits the Beef industry and society through the Simmental breed.

The CSA continues to work on new initiatives and as a result is among the leaders of beef breed associations in Canada. Simmental has become the second most widely used breed in Canada and is slowly gaining ground towards being number one. Change does not come without its critics; however it is hard to deny the inroads that the Canadian Simmental Association and its members have made over the past decade, and the successes that have been achieved on many fronts because of that change. This progress will continue as long as the CSA and its members focus on programming that is relative to improving the economics and sustainability of the Canadian Beef industry.





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## INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

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To the Members of The Canadian Simmental Association

We have reviewed the accompanying financial statements of The Canadian Simmental Association, that comprise the statement of financial position as at December 31, 2018 and the statements of operations, changes in net assets and cash flows for the year then ended, and 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.

### Practitioner's Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

### Other Matter

The financial statements of the Organization for the year ended December 31, 2018 were reviewed by the firm of Calvista LLP, whose practice now operates under BDO Canada LLP, and who issued review report dated June 11, 2018.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that these financial statements do not present fairly, in all material respects, the financial position of The Canadian Simmental Association as at December 31, 2018 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.

Chartered Professional Accountants

Calgary, Alberta  
June 14, 2019

## CSA 2019 Financials

### Canadian Simmental Association Consolidated Statement of Financial Position As at December 31, 2019 (Unaudited)

	2019	2018
<b>Assets</b>		
Current		
Cash and cash equivalents	\$ 465,341	\$ 349,824
Marketable securities	1,733,495	1,769,713
Accounts receivable	32,398	37,459
Prepaid expenses	4,905	6,349
	<u>2,236,139</u>	<u>2,163,345</u>
Property and equipment	<u>58,460</u>	<u>71,909</u>
	<u>\$ 2,294,599</u>	<u>\$ 2,235,254</u>
<b>Liabilities</b>		
Current		
Accounts payable and accrued liabilities	\$ 30,581	\$ 39,811
Goods and services tax payable	16,516	26,012
Deferred revenue	19,588	108,159
	<u>66,685</u>	<u>173,982</u>
<b>Net assets</b>		
Unrestricted net assets	2,169,454	1,989,363
Invested in property and equipment	58,460	71,909
	<u>2,227,914</u>	<u>2,061,272</u>
	<u>\$ 2,294,599</u>	<u>\$ 2,235,254</u>

**CANADIAN SIMMENTAL ASSOCIATION**  
**Consolidated Statement of Operations**  
**For the Year Ended December 31, 2019**  
*(Unaudited)*

	2019	2018
<b>Revenue</b>		
Total herd enrolment	\$ 755,315	\$ 753,404
Simmental Country Magazine	340,736	372,188
Registrations	223,260	224,730
Lab services	182,197	197,864
CBBC project income	-	54,707
Memberships	84,260	81,225
Other services	40,245	39,578
Young Canadian Simmental Association ("YCSA")(Schedule 3)	37,443	67,406
Transfers	39,130	42,915
AMP reimbursements	17,923	12,056
New Holland sponsorship	20,000	20,000
	<u>1,740,509</u>	<u>1,866,073</u>
<b>Expenses</b>		
Simmental Country Magazine (Schedule 2)	375,627	386,505
Salaries and employee benefits	494,057	452,839
Lab service	168,234	157,347
Advertising and promotion	55,069	46,520
Provincial promotion funding	112,092	119,973
Travel	86,752	86,893
YCSA (Schedule 3)	50,150	67,711
Breed improvement	53,569	57,341
Computer	41,072	41,387
Bank charges	41,522	45,899
Utilities, property taxes and insurance	37,494	38,616
Postage and freight	28,556	23,754
Office	34,001	30,648
Professional fees	9,500	14,900
Amortization	18,017	17,287
Sponsorship to YCSA	16,225	13,500
Annual general meeting	9,498	9,357
Repairs and maintenance	12,214	13,404
Telephone	9,188	9,688
	<u>1,652,837</u>	<u>1,633,569</u>
<b>Other Income</b>		
Interest	25,136	18,912
Realized loss on marketable securities	(13,033)	(6,464)
Unrealized gain (loss) on marketable securities	66,867	(6,059)
	<u>78,970</u>	<u>6,389</u>
<b>Excess of revenue over expenses</b>	<u>\$ 166,642</u>	<u>\$ 238,893</u>

**CANADIAN SIMMENTAL ASSOCIATION**  
**Consolidated Statement of Changes in Net Assets**  
**For the Year Ended December 31, 2019**  
*(Unaudited)*

	Unrestricted Net assets	Invested in Property and Equipment	2019 Total	2018 Total
<b>Net assets - beginning of year</b>	<b>\$ 1,989,363</b>	<b>71,909</b>	<b>\$ 2,061,272</b>	<b>\$ 1,822,379</b>
Investment in property and equipment	<b>(4,567)</b>	<b>4,567</b>	<b>-</b>	<b>-</b>
Excess (deficiency) of revenue over expenses	<b>184,658</b>	<b>(18,016)</b>	<b>166,642</b>	<b>238,893</b>
<b>Net assets - end of year</b>	<b>\$ 2,169,454</b>	<b>\$ 58,460</b>	<b>\$ 2,227,914</b>	<b>\$ 2,061,272</b>

## CSA 2020 Financials

### CANADIAN SIMMENTAL ASSOCIATION Consolidated Statement of Financial Position As at December 31, 2020

(Unaudited)

	2019	2018
<b>Assets</b>		
Current		
Cash and cash equivalents	\$ 863,549	\$ 465,341
Marketable securities	1,726,107	1,733,495
Accounts receivable	31,398	32,398
Prepaid Expenses	4,226	4,905
	<u>2,625,280</u>	2,236,139
Property and Equipment	<u>44,197</u>	58,460
	<u>\$ 2,669,477</u>	<u>\$ 2,294,599</u>
<b>Liabilities</b>		
Current		
Accounts payable and accrued liabilities	\$ 80,988	\$ 30,581
Goods and service tax payable	23,599	16,516
Goods and service tax payable	21,993	19,588
	<u>126,580</u>	66,685
<b>Net Assets</b>		
Unrestricted net assets	2,498,700	2,169,454
Invested in property and equipment	44,197	58,460
	<u>2,542,897</u>	2,227,914
	<u>\$2,669,477</u>	<u>\$2,294,599</u>

**CANADIAN SIMMENTAL ASSOCIATION**  
**Consolidated Statement of Operations**  
**For the Year Ended December 31, 2020**  
*(Unaudited)*

	2020	2019
<b>Revenue</b>		
Total Herd Enrollment	\$ 759,520	\$ 755,315
Simmental Country Magazine	335,597	340,736
Registrations	251,890	223,260
Lab Services	253,450	182,197
Memberships	84,215	84,260
Transfers	46,510	39,130
Other Services	41,588	40,245
Temporary Wage Subsidy	22,470	-
Young Canadian Simmental Association	15,585	37,443
AMP Reimbursements	1,857	17,923
New Holland Sponsorship	-	20,000
	<b>1,812,682</b>	<b>1,740,509</b>
<b>Expenses</b>		
Salaries and employee benefits	495,300	494,057
Simmental Country Magazine	338,892	375,627
Lab Service	207,821	168,234
Provincial Promotion Funding	122,104	112,092
Breed Improvement	58,764	53,569
Bank charges	48,560	41,522
Computer	43,560	41,072
Utilities, property taxes and insurance	42,831	37,494
Advertising and promotion	42,361	55,069
Travel	32,913	86,752
Office	26,846	34,002
Postage and freight	26,021	28,556
Sponsorship to YCSA	15,000	16,225
Amortization	14,142	18,016
Telephone	10,841	9,188
Repairs and maintenance	10,684	12,214
Professional fees	10,070	9,500
YCSA	3,618	50,150
Annual general meeting	2,000	9,498
Donations to Foundation	100	-
	<b>1,552,248</b>	<b>1,652,837</b>
<b>Other Income</b>		
Interest	19,783	25,136
Realized loss on marketable securities	(11,903)	(13,033)
Unrealized gain (loss) on marketable securities	46,670	66,867
	<b>54,550</b>	<b>78,970</b>
<b>Excess of revenue over expenses</b>	<b>\$ 314,984</b>	<b>\$ 166,642</b>

**CANADIAN SIMMENTAL ASSOCIATION**  
**Consolidated Statement of Changes in Net Assets**  
**For the Year Ended December 31, 2020**  
*(Unaudited)*

	Unrestricted net assets	Invested in property and equipment.	2020 Total	2019 Total
<b>Net assets - beginning of year</b>	<b>\$ 2,169,454</b>	<b>\$ 58,460</b>	<b>\$ 2,227,914</b>	<b>\$ 2,061,272</b>
Investment in property and equipment	-	-	-	-
Excess of revenue (deficiency) over expenses	<b>329,246</b>	<b>(14,262)</b> <b>166,642</b>	<b>314,984</b>	
<b>Net assets - end of year</b>	<b>\$ 2,498,700</b>	<b>\$ 44,197</b>	<b>\$ 2,542,897</b>	<b>\$ 2,227,914</b>

## **ADVERTISING/PROMOTION AND SIMMENTAL COUNTRY REPORT**

*Francis Gagnon - Committee Chair*

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Committee members; Francis Gagnon (chairman), Jennie Mutch, Blair McIntosh, Bill Biglieni and Marlin Leblanc

In 2020 the CSA promotion and advertising committee had another strong year with its own challenges, we are very fortunate to work with a great professional office staff who make it easy for us every day. Even with the Covid-19 situation we were able to meet twice in Calgary at the CSA office in 2020 and I would like to thank everyone for their dedication and time to attend those meetings. Any recommendations passed by this committee are voted on by all the board of directors for further approval.

Our marketing partnership with New Holland ended in 2020 but we would like to thank them for their tremendous support that they gave us over the past several years.

We launched the new CSA website redesign in November, which has been well received by members and is said to be very user friendly.

The CCIA Simmental RFID blue back button sales continue to be very successful and is a great program for the CSA in promoting Simmental cattle across the country.

We provided members with new promotional items and merchandise in 2020 that were also well accepted and up to date with what members and youth want.

We are now offering a bigger format of the calving books, call the CSA to order yours! With times being so unpredictable, The CSA board of directors decided to not continue the SC Field Representative position. We will review again in the future.

We are working on a member recognition program for CSA members who have been consistently active in the breed for 50 years.

Since the CSA did not have a field person, we used that money saved to provide a 25% reduction towards the advertising price for the Simmental Country and Commercial Country advertisements. It was well received, and we sold more ads because of it. Both magazines still are our strongest promotion and advertising items, however the postage cost is still one of our biggest expenses. We continued with our spring sale Thank you Ad Special to report the bull sale results and thank the buyers.

The promotion and advertising of the Simmental breed is a great success mainly because the members who dedicate their time and market top quality Simmental or influence Simmental cattle through your bull sales, female sales, or feeder sales.



# BREED IMPROVEMENT COMMITTEE REPORT

*Roger Deeg - Committee Chair*

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Committee members, Troy Drake, Byron Johnson, Marlin LeBlanc, Ken Lewis, Scott Matthews, Jennie Mutch, Kevin Porter, Garth Rancier, Rob Voice and Shane Williams.

My thanks to the BIC committee members, your input and ideas are very much appreciated. Also, thanks to Sean McGrath for clearing the waters on a lot of issues of the technical nature.

Development of the Canadian Beef Improvement Network (CBIN) continues to move forward through the efforts and support from the Canadian Beef Breeds Council (CBBC) and Canadian Cattlemen's Association. Ontario based AgSights is also involved in collaborative efforts with CBIN. A CBIN Executive committee has been formed and is working on the details of structure with all final decision-making being vetted by the CBBC Board of Directors. The CSA has played a lead role in this initiative that will provide value-based information tools to Canadian beef producers. Seed-stock producers need to take a leadership role in providing genetics that allows beef to be produced more efficiently and consistently in order to compete in an increasingly competitive protein market.

The BIC Committee made several additions and improvements to the online registry system and International Genetic Solutions (IGS) has been working on adding a heifer pregnancy calculation as we have formatted our data to be included in the weekly IGS evaluation and working on an EPD from exposure of heifer to a sire. A scrotal EPD is still ongoing at IGS and a foot and leg score is also in the draft stages. No set standards have been selected yet, but we need to be aware of what other breeds are doing. All potential EPDs that are being tested by IGS are discussed at length by our committee even if the EPD has not been released. New EPDs released by IGS are provided on the CSA online system through member accounts. No EPD will be made available to the public CSA search site unless approved by the BIC Board. Our committee is always looking at ways to improve the CSA's Total Herd Enrollment (THE) program. Prior to THE being implemented in 2000, calving and weaning information was required to receive a registration paper. While the program requires Total Herd Enrollment it does not require mandatory reporting of all weights on all animals within the herd. The breed improvement committee is discussing if this should be mandatory. Our committee will be adding gestation dates and lengths to online member's accounts. There was much discussion as to what the commercial industry is looking for from us – more traits with EPDs, ultrasound data- real carcass data- RFI data- heifer pregnancy.

This committee spends countless hours discussing the needs and wants of our breed and how those relate to the commercial industry which is the driver of the success of the Simmental breed in Canada. No decision here is made frivolously or for personal gain but for the betterment of our breed. This being said I would like to say the result of the vote on the bylaw change pains me in that 38% of the members that voted against are in fact holding back the 62% that voted in favor. How can a bylaw written over 50 years ago keep pace with the breed and an ever changing beef industry and not be revised? Going forward we need to be more responsive to what the majority of breeders and producers are asking for.

# YOUNG CANADIAN SIMMENTAL ASSOCIATION REPORT

*Gracie Falconer - National YCSA President*

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I hope this report finds everyone in good spirits, some rain and growing grass.

For our 2020 Young Canadian Simmental Association's year it was another year of Covid-19 throwing curveballs in every which direction!

Our year proceeded as follows...

- Due to Covid-19 we were faced with the issue of how to proceed with our bi-annual T.E.A.M conference that was to be held in February; we came to the conclusion to cancel it for the 2020 year.
- Fast forward to about April/May and Covid-19 was heavier than ever. We had to cancel the in person National Jr. Show that was to be held in Portage La Prairie, MB but with the help of the great people at DLMS, Mark Shologan and Kelsey Manske, we were able to pull off a virtual Jr National Show with great success. This took place the last week of June!
- AGM – The AGM was held on July 18, 2020 via zoom. We covered the new and the old business happening in the YCSA, we elected our new board and a director at large.

Our election proceeded as follows: President – Gracie Falconer- Vice President- Mackenzie Skeels- Second Vice President - Katie Elmhirst- and New Director at Large – Brodyn Labatte

- Face Book Fundraiser – this annual event was our best one yet, it ran December 1<sup>st</sup> to December 4<sup>th</sup>, 2020. With the generosity of our donators and our buyers we raised \$6,795.00.
- Our 2020 year was quiet compared to a regular year but still brought some great success with it. Here is hoping we can all get together soon and hold these exciting, wonderful events in person once the world returns to normal!

# The Friends of Canadian Simmental Foundation

## DRAFT MINUTES - Annual General Meeting

St Hyacinthe, Quebec - August 10, 2019, 2:20 pm

### **PRESIDENT'S WELCOME AND CALL TO ORDER**

President Ken Lewis called the meeting to order at 2:20 pm

- Welcome to everyone, and thanks for your attendance this weekend
- Youth is who we should be proud of; our juniors are firing on all cylinders ensuring for a bright future

### **INTRODUCTION OF 2019-20 DIRECTORS AND EXECUTIVE COMMITTEE**

- Nominated board members and executive committee were appointed at yesterday's FCSF board of directors meeting.
- Re-elected for another 3-year term are Ken Lewis, Brian Bouchard and Marlin LeBlanc
- Our current board includes Ken Lewis, President, Brian Bouchard, Vice-President, Marlin LeBlanc, Treasurer, Deanne Young, Mark Shologan, Ron Nolan, Roger Deeg, Glenn Wotten, Scott Matthews, Garth Rancier and Roger Deeg who is not in attendance today.

### **APPROVAL OF AGENDA**

- Agenda is included in CSA agenda on page 2 of AGM book

***MOTION: by Yves Gagnon, to approve agenda.  
Second, Ron Nolan  
CARRIED***

### **APPROVAL OF THE 2018 ANNUAL GENERAL MEETING MINUTES**

- Minutes located on page 26 of AGM book

***MOTION: by Yves Gagnon, to approve the 2018 FCSF AGM minutes.  
Second, Ron Nolan  
CARRIED***

### **PRESIDENT'S REPORT – KEN LEWIS**

- 2018 was another very successful year for the Friends of Canadian Simmental Foundation (FCSF). Our major fundraising activity was again the FCSF Auction that was held in Olds, Alberta following the Canadian Simmental Association banquet. The sale was a great success, raising well over \$100,000 for foundation activities. The FCSF is a not for profit foundation dedicated to youth development and breed research, advancing agriculture in Canada. All FCSF directors donate their time and travel.
- 15% of the auction funds go directly to YCS for their activities and \$12,000 are awarded yearly to education scholarships. Last year 36 applications were received from across Canada with 14 from first year applications.
- FCSF Scholarships were presented to Emilee Oro and Kaitlyn Maxwell. Austin Jacobson and Courtney Wolfe received Dr. Dixon Memorial Scholarships and Tia Schram was presented with the Trevor Vance Scholarship. We are confident that the support we provide will play a significant role in assisting with our recipient's education.
- Another mandate of the FCSF is breed research, where we provide support to the CSA on various projects. A new initiative is an Advancing Education Bursary where we have set aside a budget of \$5000 dollars. This is for applicants taking courses such as artificial insemination, nutrition or other activities that would enhance the CSA members.
- The FCSF board of directors is made up of Deanne Young, Mark Shologan, Roger Deeg, Garth Rancier, Scott Matthews, Ron Nolan, Glenn Wotten, Marlin LeBlanc (Treasurer), Brian Bouchard (Vice President) and Ken Lewis (President). Thank you for your dedication and support.
- Lastly, I would like to thank the CSA staff; Barb Judd, Rae-Lee Erickson and Bruce Holmquist who work with the Foundation on a day to day basis. We appreciate all that you do.

***MOTION: by Yves Gagnon, to accept the Friends of Canadian Simmental Foundation President's report as presented.  
Second, Ron Nolan  
CARRIED***

## **AUDITOR REVIEWED FINANCIAL STATEMENTS – MARLIN LEBLANC**

Review engagement Report

- Remember that not many years ago the Foundation was in a negative, we have achieved our goals to make it a successful charity
- A couple of years ago we invested \$250,000 into the Calgary Foundation, and last year added another \$100,000
- The FCSF will assist our youth in the future
- We are very frugal – board members pay their way, and along with sponsorship, they also give their time and pay their own expenses

***MOTION: by Marlin LeBlanc, to approve the FCSF 2018 reviewed financial statements as presented.  
Second, Dan O'Brien  
CARRIED***

## **APPOINTMENT OF AUDITORS**

***MOTION: by Glenn Wotten, to appoint BDO as auditors for the upcoming year end.  
Second, Ron Nolan  
CARRIED***

## **NEW BUSINESS**

- President Ken Lewis invited everyone to the FCSF auction this evening, directly following the CSA banquet. We have a fantastic sale order and look forward to an enjoyable evening.

***MOTION: by Scott Matthews to adjourn the FCSF AGM meeting at 2:40 pm***

# The Friends of Canadian Simmental Foundation

## DRAFT MINUTES - Annual General Meeting

By ZOOM Webinar - July 25, 2020, 2:20 pm MST

### **FCSF PRESIDENT'S WELCOME AND CALL TO ORDER**

President Ken Lewis called the meeting to order at 2:20 pm

- Good afternoon everyone. This is a history making AM which it is great to be a part of.
- FCSF Board of Director introduction – Brian Bouchard, Vice-President, Marlin LeBlanc, Treasurer, Roger Deeg, Deanne Young, Mark Shologan, Glenn Wotten, Scott Mathews, Garth Rancier
- On behalf of board, thank you to outgoing director Ron Nolan for his many years on the board. Ron and family have been a huge pillar to the Simmental breed and the foundation board. We really appreciate you, Ron, and thanks again.

### **FCSF PRESIDENT'S REPORT – KEN LEWIS**

- A Year in Review from our AGM from our Foundation Auctions held in Saint-Hyacinthe, Quebec on August 10<sup>th</sup>, 2019 and raising a total \$100,916, of which \$15,000 was presented to the YCSA for on-going activities.
- September 2019 - FCSF received a total of 18 scholarship applications. Congratulations to 2019-2020 winners- Katie Maxwell, Tia Schram, Carissa Geddes, Bryce Maxwell, and Cassidy Pinkham.
- October 2019 - Due to an unseasonable wet fall the FCSF board meeting was postponed in October so that the board members were able to get harvest done.
- November 2019 - Scholarships presented Simmental shows at Farm Fair, the Royal and Agribition.
- December 2019 - fall board meeting via conference call on December 9; FCSF created a transportation subsidy program to support YCSA travel to TEAM Leadership Conference and National Classic.
- February 2020 - Crowe Bros of Gilbert Plains, Manitoba offered to donate a bred heifer to the 2020 FCSF Auction.
- March 2020- 2020 Spring Board meeting held by conference call due to Covid-19.
- April 2020- Still hopeful for a 2020 Auction the FCSF, promotion fliers sent to CSA membership.
- May 2020 - Scholarships listed on CSA and FCSF websites. Decision to cancel CSA AGM and FCSF Auction. Crowe Bros will now be donating a heifer in the 2021 auction, which we are looking forward to in Manitoba.

We would like to thank everyone who have contributed over the years, by donating and purchasing across Canada over the years, it has been a fantastic success. Thank you again to Ron Nolan for your many years of work for us.

### **AUDITOR REVIEWED FINANCIAL STATEMENTS – KEN LEWIS, ON BEHALF OF CHAIRMAN MARLIN LEBLANC**

- 2019 financial statements have been similar to prior years.
- FCSF has yearly sponsorship commitments of \$15,000 to YCSA, and \$12,000 to scholarships.
- We have generated another \$100,000 from last year.

### **APPOINTMENT OF AUDITORS**

*MOTION: by Marlin LeBlanc, to appoint BDO as auditor for the upcoming year end.  
Second, Byron Johnson  
CARRIED*

### **ADJOURNMENT OF FCSF ANNUAL GENERAL MEETING**

- FCSF President Ken Lewis declared the adjournment of the FCSF AGM at 2:35 pm

## FRIENDS OF CANADIAN SIMMENTAL FOUNDATION REPORT

*Ken Lewis – FCSF President*

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In a year full of uncertainty, what was certain was the great involvement the Friends of Canadian Simmental Foundation still received in 2020.

Because of the covid-19 pandemic the CSA Convention was postponed which forced the Foundation to also postpone our annual Foundation Fundraising Auction. Our 2020 spring meeting and summer AGM was held via zoom and conference call however we were able to have a face-to-face meeting for our fall meeting in November.

The FCSF's Advancing Education Bursary Award was started in 2019. It allocates a maximum of \$5000 per fiscal year with a maximum of \$1000 per applicant. Applications are reviewed by our board at the spring and fall board meetings. In 2020 the FCSF provided bursary funds to the following individuals: Alex Lee, Red Deer County, AB; Matt Edwards, Carbon, AB and Ryan Edwards of Carbon, AB.

FCSF was pleased with the 26 applications we received for our 2020 Scholarships. With so much uncertainty the quality and potential are great within the youth of our industry and while we would like to assist all those who applied, we are limited to five scholarships with the combined value of \$12,000. This year's recipients were Bailey McCormack of Grenfell, SK, Sadie Anwender of Radville, SK, Jessica Sperber from Rimbey, AB, Ryan Edwards of Carbon, AB and Jacey Massey of Strathmore, AB.

The FCSF Board of Directors is made up of Roger Deeg, Deanne Young, Mark Shologan, Glenn Wotten, Scott Matthews, Garth Rancier, Marlin LeBlanc (Treasurer), Brian Bouchard (Vice President) and Ken Lewis (President). Thank you to our great Board for all your dedication and support.

Lastly, we would like to thank you the CSA office staff who work with the Foundation on a day-to-day basis.

Friends of Canadian Simmental Foundation looks forward to seeing everyone in Manitoba in 2022.



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Calgary AB T2P 0P7 Canada

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## INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

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To the Members of The Friends of the Canadian Simmental Foundation

We have reviewed the accompanying financial statements of The Friends of the Canadian Simmental Foundation, that comprise the statement of financial position as of December 31, 2018 and the statements of operations, changes in net assets and cash flows for the year then ended, and 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.

### Practitioner's Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

### Other Matter

The financial statements of the Organization for the year ended December 31, 2018, were reviewed by the firm of Calvista LLP, whose practice now operates under BDO Canada LLP, and who issued review report dated June 11, 2018.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that these financial statements do not present fairly, in all material respects, the financial position of The Friends of the Canadian Simmental Foundation as of December 31, 2018 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.

### Chartered Professional Accountants

Calgary, Alberta  
June 14, 2019

# Friends of the Canadian Simmental Foundation 2019 Financials

## Statement of Financial Position

As of December 31, 2019

(Unaudited)

	2019	2018
<b>Assets</b>		
Current		
Cash and cash equivalents	\$ 92,459	\$ 25,341
Marketable securities	27,584	27,584
Account's receivable	200	300
Goods and services tax recoverable	376	304
	<u>120,619</u>	53,529
Long term investments	<u>382,896</u>	340,951
	<u>\$ 503,515</u>	<u>\$ 394,480</u>
<b>Liabilities</b>		
Current		
Accounts payable and accrued liabilities	<u>\$ 5,297</u>	<u>\$ 5,123</u>
<b>Net Assets</b>		
General	467,523	347,170
Scholarships	30,695	42,187
	<u>498,218</u>	389,357
	<u>\$ 503,515</u>	<u>\$ 394,480</u>



**Statement of Operations**  
**For the Year Ended December 31, 2019**  
*(Unaudited)*

	2019	2018
<b>Revenue</b>		
Foundation Auction	\$ 100,916	\$ 127,356
Donations	10,635	2,404
Interest Income	9,814	6,888
	<b>121,365</b>	<b>136,648</b>
<b>Expenses</b>		
Sponsorship	15,000	20,000
Scholarships	12,000	12,000
Foundation Auction	9,697	5,854
Bank Charges	5,543	1,735
Professional Fees	5,020	4,270
Advertising and Marketing	1,399	1,831
Donation	1,000	-
Travel and Meeting Costs	676	751
Scholarship Recognition Gifts	300	-
Telephone and Conference Calls	53	101
Office Supplies and Postage	24	43
Bad Debts	-	140
	<b>50,712</b>	<b>46,725</b>
<b>Other Income</b>		
Unrealized gain (loss) on marketable securities	32,944	(19,945)
Realized gain on marketable securities	5,264	7,704
	<b>38,208</b>	<b>(12,241)</b>
<b>Excess of revenue over expenses</b>	<b>\$ 108,861</b>	<b>\$ 77,682</b>

**Statement of Changes in Net Assets**  
**For the Year Ended December 31, 2019**  
*(Unaudited)*

	General 2019	Scholarships 2019	<b>Total 2019</b>	Total 2018
<b>Net assets - beginning of year</b>	\$ 347,170	\$ 42,187	<b>\$ 389,357</b>	\$ 311,675
Excess of revenue (deficiency) over expenses	120,353	(11,492)	<b>108,861</b>	77,682
<b>Net assets - end of year</b>	<b>\$ 467,523</b>	<b>\$ 30,695</b>	<b>\$ 498,218</b>	<b>\$ 389,357</b>

# Friends of the Canadian Simmental Foundation 2020 Financials

## Statement of Financial Position

As of December 31, 2020

(Unaudited)

	2020	2019
<b>Assets</b>		
Current		
Cash and cash equivalents	\$ 7,840	92,459
Marketable securities	13,805	27,584
Account's receivable	-	200
GST receivable	158	376
	<u>21,803</u>	120,619
Long - term investments	<u>492,579</u>	382,896
	<u>\$ 514,382</u>	503,515
<b>Liabilities</b>		
Current		
Accounts payable and accrued liabilities	\$ <u>5,836</u>	5,297
<b>Net assets</b>		
General	489,549	467,523
Scholarships	18,997	30,695
	<u>508,546</u>	498,218
	<u>\$ 514,382</u>	503,515

**Statement of Operations**  
**For the Year Ended December 31, 2020**  
*(Unaudited)*

	<b>2020</b>	2019
<b>Revenue</b>		
Interest income	\$ 11,222	\$ 9,814
Donations	900	10,635
Foundation auction	-	100,916
	<u>12,122</u>	<u>121,365</u>
<b>Expenses</b>		
	\$ -	\$ -
Scholarships	13,500	12,000
Bank charges	6,150	5,543
Professional fees	5,444	5,020
Advertising and marketing	1,025	1,399
Scholarship recognition gifts	330	300
Telephone and conference calls	127	53
Foundation auction	100	9,697
Sponsorship	-	15,000
Donation	-	1,000
Travel and meeting costs	-	676
Office supplies and postage	-	24
	<u>26,676</u>	<u>50,712</u>
<b>Other income</b>		
Realized gain on marketable securities	12,444	5,264
Unrealized gain on marketable securities	12,438	32,944
	<u>24,882</u>	<u>38,208</u>
<b>Excess of revenue over expenses</b>	<b>\$ 10,328</b>	<b>\$ 108,861</b>

**Statement of Changes in Net Assets**  
**For the Year Ended December 31, 2020**  
*(Unaudited)*

	General	Scholarships	Total	Total
	2020	2020	2020	2019
<b>Net assets - beginning of year</b>	\$ 467,523	\$ 30,695	<b>498,218</b>	389,357
Excess of revenue (deficiency) over expenses	22,026	(11,698)	<b>10,328</b>	108,861
<b>Net assets - end of year</b>	<b>\$ 489,549</b>	<b>\$ 18,997</b>	<b>508,546</b>	498,218

**2019-2020 ACTIVE MEMBERS**  
Life, Annual and YCS

*As of December 31, 2020*

Province	2019				2020			
	Life	Annual	YCS	Total	Life	Annual	YCS	Total
<b>British Columbia</b>	35	10	4	49	36	11	5	52
<b>Alberta</b>	359	87	158	604	372	89	140	601
<b>Saskatchewan</b>	204	52	66	322	201	52	66	319
<b>Manitoba</b>	141	20	41	202	147	19	36	202
<b>Ontario</b>	170	70	105	345	176	70	83	329
<b>Quebec</b>	51	39	30	120	56	40	23	119
<b>Nova Scotia</b>	24	13	17	54	24	12	14	50
<b>New Brunswick</b>	5	7	4	16	7	6	2	15
<b>P.E.I.</b>	9	4	3	16	10	5	3	18
<b>Other</b>	5	3	3	11	6	4	0	10
<b>Total</b>	1003	305	431	1739	1035	308	372	1715

**2016 - 2020**  
**TOTAL HERD ENROLLMENTS BY PROVINCE**

	2016	2017	2018	2019	2020
<b>Province</b>					
B.C.	926	856	886	871	939
Alberta	15,023	15,458	15,917	16,199	15,689
Saskatchewan	10,045	10,328	10,222	10,274	11,023
Manitoba	4,300	4,592	4,699	4,626	5,098
Ontario	1,606	1,496	1,509	1,652	1,665
Quebec	948	927	1,046	1,000	946
New Brunswick	154	163	152	137	125
Nova Scotia	67	57	85	77	67
P.E.I.	117	132	59	67	45
U.S.A.	0	0	0	0	0
<b>Total</b>	<b>33,186</b>	<b>34,009</b>	<b>34,575</b>	<b>34,903</b>	<b>35,597</b>

**2016 – 2020  
REGISTRATIONS BY PROVINCE**

	2016		2017		2018		2019		2020	
<b>Province</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>
B.C.	264	309	236	236	203	291	293	350	285	357
Alberta	3815	5194	4470	5598	3969	5502	4215	5220	4520	5569
Saskatchewan	2495	3201	3155	3465	2886	3657	3110	3573	3385	3932
Manitoba	1340	1931	1369	1943	1459	1906	1266	1825	1480	2149
Ontario	342	920	305	991	371	988	288	872	290	867
Quebec	282	509	256	407	326	503	284	453	343	509
New Brunswick	19	41	41	89	11	29	23	61	15	27
Nova Scotia	47	121	45	103	38	92	46	155	55	90
P.E.I.	21	63	27	52	9	35	29	38	20	51
U.S.A.	10	41	28	40	19	65	46	52	51	68
	8,635	12,330	9,932	12,924	9291	13,068	9600	12,599	10,444	13,619
<b>Total</b>	<b>20,965</b>		<b>22,856</b>		<b>22,359</b>		<b>21,199</b>		<b>24,063</b>	

**2016 - 2020  
TRANSFERS BY PROVINCE**

	2016		2017		2018		2019		2020	
<b>Province</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>	<b>Male</b>	<b>Female</b>
B.C.	168	178	180	40	132	22	148	27	147	114
Alberta	2359	975	2302	1130	2398	1426	2395	1627	2544	2102
Saskatchewan	1707	721	1600	616	1767	734	1959	931	1881	1261
Manitoba	874	683	920	571	911	619	859	763	845	548
Ontario	149	521	116	486	144	568	118	517	118	516
Quebec	150	194	199	158	159	186	162	180	188	237
New Brunswick	12	14	29	24	19	1	16	17	12	19
Nova Scotia	30	37	27	36	25	37	30	50	23	49
P.E.I.	11	34	12	22	18	11	9	17	16	19
U.S.A.	3	14	7	5	6	25	19	72	27	79
	5,463	3,371	5,392	3,088	5579	3629	5715	4201	5801	4944
<b>Total</b>	<b>8,834</b>		<b>8,480</b>		<b>9,208</b>		<b>9,916</b>		<b>10,745</b>	