

# AGENDA

## CANADIAN SIMMENTAL ASSOCIATION 56TH ANNUAL MEETING

SUNDAY, OCTOBER 20, 2024 1:00 PM MST VIA ZOOM



- CSA President's Welcome and Call to Order – Shane Williams, President
- Moment of Silence
- Approval of Agenda
- Approval of the 55th Annual General Meeting Minutes
- President's Report – Shane Williams
- General Manager's Report – Bruce Holmquist
- 2023 Reviewed Financial Statements – Barclay Smith
- Appointment of Auditors
- Committee Reports:
  - o Advertising/Promotion and Simmental Country – Blair McIntosh
  - o Breed Improvement – Scott Matthews
  - Young Canadian Simmental Association – Trinity Martin
- 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 – Garth Rancier, FCSF President
- Approval of Agenda
- Approval of the 2023 Annual General Meeting Minutes
- President's Report – Garth Rancier
- 2023 Reviewed Financial Statements – Mark Shologan
- Appointment of Auditors
- New Business
- Adjournment of Meeting
- Canadian Simmental Association AGM will resume*
- New Business – recommendations from the Floor
- Introduction of 2024-25 CSA Board of Directors
- Recognition of Outgoing Director
- Invitation to 2025 Annual General Meeting
- Motion to ratify the actions and proceedings of the CSA Board of Directors and Officers for 2024
- Adjournment of Meeting

### Presidents of the Canadian Simmental Association

1969 - 70 Travers Smith, Cardston, AB  
1970 - 71 Dr. Allan Dixon, Calgary, AB  
1971 - 72 LeRoy Barry, Carievale, SK  
1972 - 73 Ross Mitchell, Douglas, MB  
1973 - 74 Jack Ball, Brant, ABT  
1974 - 75 Dr. Allan Dixon, Calgary, AB  
1975 - 75 Gerry Kaumeyer, Calgary, AB  
1975 - 77 Stan Church, Calgary, AB  
1977 - 78 Keith Sveinson, Calgary, AB  
1978 - 80 Jim Shaw, Edmonton, AB  
1980 - 82 Mel Wolfe, Douglas, MB  
1982 - 84 John Draper, Brandon, MB  
1984 - 86 Stan Church, Calgary, AB

1986 - 87 Dick Stoddard, Waterloo, QC  
1987 - 88 Bill Small, Craven, SK  
1988 - 89 Ralph Whitfield, Souris, MB  
1989 - 91 Roger Deeg, Lyalta, AB  
1991 - 93 Barry LaBatte, Gladmar, SK  
1993 - 94 Allan Preston, DVM, Hamiota, MB  
1994 - 96 Michael Burns, Maple, ON  
1996 - 97 Miles Glasman, Russell, MB  
1997 - 98 Ken Lewis, Spruce Grove, AB  
1998 - 99 Yves Gagnon, Vinoy, QC  
1999 - 00 Tracy Graf, Edmonton, AB  
2000 - 01 Ronald Wooddisse, Palmerston, ON  
2001 - 02 Ian Mitchell, Barriere, BC

2002 - 04 Brian McCarthy, Moosomin, SK  
2004 - 06 Bruce Holmquist, Kinistino, SK  
2006 - 08 Dr. Murray Jacobson, Shaughnessy, AB  
2008 - 10 Dr. Everett Hall, Owen Sound, ON  
2010 - 11 Rick McIntyre, Churchbridge, SK  
2011 - 13 Ron Nolan, Markdale, ON  
2013 - 14 Fraser Redpath, Mather, MB  
2014 - 15 Kelly Ashworth, Oungre, SK  
2015 - 16 Lacey Fisher, Amherst, NS  
2016 - 18 Lee McMillen, Carievale, SK  
2018 - 20 Garth Rancier, Killam, AB  
2020 - 22 Marlin LeBlanc, Estevan, SK  
2022 - Shane Williams, East Garafraxa, ON

### CSA BOARD OF DIRECTORS / 2023 - 2024

**Shane Williams**  
President  
Garafraxa, ON

**Jennie Mutch**  
1st Vice-President  
Vernon, PEI

**Scott Matthews**  
2nd Vice-President  
Cookshire-Eaton, QC

**Byron Johnson**  
Amisk, AB

**Ben Farrant**  
Lousana, AB

**Barclay Smith**  
Cherhill AB

**Blair McIntosh**  
Maymont, SK

**Randy Noble**  
Lloydminster, SK

**Neil Carson**  
Rossburn, MB

### CSA STAFF & CONSULTANTS

**Bruce Holmquist**  
General Manager

**Barb Judd**  
Office Manager

**Sue Giles**  
Programs Coordinator

**Devra Leavitt**  
Reception & Member Services

**Laurie Macdonald**  
Registry & Member Services

**Perry Welygan**  
Registry & Member Services

**Laura Shuttleworth**  
Administrative Assistant

**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 55th ANNUAL GENERAL MEETING**

August 5, 2023, 1 PM, Ancaster, Ontario

### **CALL TO ORDER**

President Shane Williams called the meeting to order at 2:10 pm

### **PRESIDENT'S WELCOME – Shane Williams**

- Welcome to 55th Annual General meeting of the CSA. Thank you to the Ontario Simmental Association for hosting, what an extraordinary event with people young and old, and tremendous cattle.
- Thank you to everyone attending today and we encourage questions and comments from the floor. This weekend includes the YCSA National show, our current CSA and FCSF annual meetings, and tonight we have big numbers attending the Friends of Canadian Simmental Foundation Auction with the CSA banquet.
- I 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 on motions 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 CSA board's consideration can write them on the green forms on your tables. They must be signed and seconded by another CSA member also 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 Sue Giles or Stacy Price at any time prior to new business. Recommendations will be given to the board of directors during New Business.
- This meeting will be conducted under Roberts Rules of Order and the Parliamentarian will be Garth Rancier
- Scrutineers are Sue Giles and Stacy Price
- We have quorum with 49 voting members in attendance.

### **MOMENT OF SILENCE FOR CSA MEMBERS WHO HAVE RECENTLY PASSED**

### **INTRODUCTION OF 2023 DIRECTORS, PAST PRESIDENTS AND GUESTS**

- 2022 – 23 CSA Board of Directors – Shane Williams - President, Byron Johnson - 1st Vice, Scott Matthews - 2nd Vice President. Other directors include Ben Farrant, Barclay Smith, Blair McIntosh, Randy Noble, Bill Biglieni and Jennie Mutch.
- CSA staff are Bruce Holmquist, Barb Judd, Sue Giles, Stacy Price and Crystal Fisk.
- CSA Past Presidents in attendance today are Ken Lewis, Marlin LeBlanc, Garth Rancier, Lacey Fisher and Bruce Holmquist.

### **APPROVAL OF AGENDA**

**MOTION: by Bill Biglieni, to approve the agenda.**  
**Second, Marlin LeBlanc**  
**CARRIED**

### **APPROVAL OF THE 54TH ANNUAL GENERAL MEETING MINUTES**

**MOTION: by Blair Williamson, to approve the 54th CSA AGM 2022 minutes.**  
**Second, Kerwin Delong**  
**CARRIED**

### **PRESIDENT'S REPORT – SHANE WILLIAMS**

- On behalf of the Canadian Simmental Association and the board of directors it is a pleasure to welcome everyone to the 2023 CSA AGM and Convention in beautiful Ancaster, Ontario. I would like to extend a huge thank you to the organizing committees within the Ontario Simmental Association and the CSA staff as well as all those that had a hand in organizing this event. Hosting an event like the AGM is no small feat and we appreciate your efforts enormously, thank you.
- 2022 was another strong year for the Simmental breed. We experienced solid sale averages and good demand of both bull and female sales throughout the year and noted continued interest in the breed across the country. Through forward thinking, structured goals and the progressive mindsets of our membership, the Simmental breed is in an enviable position within the industry. We should be proud of our accomplishments and maintaining the positive trendline of popularity will require encouragement, support and making responsible decisions to continue to move the breed forward. The Legacy project panel yesterday shows it is good to reflect on the past and focus on the future. Several highlights for me are learning from Ron Woodisse, who was an influencer for the youth. Last December, at the R Plus dispersal, I was able to award Marlin LeBlanc with his Hall of Fame Award, which was also a highlight to me.
- Financially, our association is on solid ground showing a profit and meeting our budget parameters.
- The BOD meet spring and fall and via conference calls as required. The CSA committees are made up of elected Board of Directors and appointed delegates. Thank you to committee chairs and members for dedicating your time, providing your insights and contributing positively to building on the merits of the Simmental breed and helping forge the path to continued progress. The Breed Improvement Committee chaired by Scott Matthews continues to deal with matters pertaining to the advancement of the breed in Canada. The Promotions Committee, chaired by Jennie Mutch, had a busy year and continue to focus advertising efforts towards the commercial cattle sector as well as seedstock producers. The YCS program is as vibrant as it has ever been. You will witness here in Ancaster over the next few days the level of interest, engagement and the cattle management and presentation that the youth/young adults and the advisors strive to highlight. Thank you to Ben Farrant, Crystal Fisk and associates for your time and passion towards the YCS fraternity this year. Lots of learning and friendships culminated because of the YCS program.
- The CSA continues to work closely with the Friends of the Canadian Simmental Foundation board of directors to help design and shape

this entity and ensure it continues to grow and benefits CSA members and specifically youth for generations to come. A big thank you to outgoing Foundation chair Ken Lewis, who has been a pillar on the Foundation board for years, lending his expertise and guidance and contributing to the success of the Foundation. His efforts are greatly appreciated. Garth Rancier is the incoming FCSF chair, and I thank him and the members for their dedication and commitment to the foundation and its future. - I would like to welcome back to the BOD for their 2nd terms, Jennie Mutch and Blair McIntosh and our newest board member Neil Carson. On behalf of the entire board, a huge thank you to Bill Biglieni as outgoing director and finance chair for the last 2 years. We have sincerely appreciated your input at the board table and your commitment to the breed.

- The CSA is fortunate to have a dedicated and hardworking staff. It takes effort, organizational skills, and experience to name a few to run a breed association while striving to manage things efficiently and cost effectively for the benefit of the association and the membership. Thank you to all our CSA employees for their contributions. I'd like to make note of a few special folks on staff with CSA and as employee retention remains front of mind in a lot of organizations, the following 3 exemplify commitment to the members and our association. Perry Welygan is now in his 26th year with Team Simmental and is a leader in registering cattle and member services. Wow – 26 years – thank you Perry. Barb Judd was hired as office manager in 2004, and hence has been keenly involved in office management and day to day activities for almost 20 years now and we greatly value her contributions. Bruce Holmquist, officially transitioned into CSA GM responsibilities in 2012 and spent 5 years prior as Member and Industry Liaison. I extend a big thank you to Bruce for continually sporting the brand and his 15+ years of guidance and direction of the Canadian Simmental Association. Keep up the good work Perry, Barb, and Bruce and the entire staff at the CSA.

- It has been an honor to serve as CSA president this past year. I would like to thank the CSA board of directors for your contributions and commitment to building on the strength of the Simmental brand.

**MOTION: by Dean Sentes, to accept the President's report as presented.**

**Second, Dan Skeels**

**CARRIED**

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

You should all be proud to be members of the CSA who have brought us to the leadership in the commercial cattle industry. Going into BSE, we had a million more cows in Canada. Since then, we have lost 25% of our cowherd yet Simmental is selling more bulls for more money than we did 20 years ago.

- After two years of virtual meetings, 2022 saw the CSA return to a face-to-face Annual General Meeting in Portage la Prairie Manitoba. The Manitoba Simmental Association did a tremendous job of hosting Simmental breeders from across Canada and we were thankful as we worked collectively in re-establishing the CSA convention and all its activities.

- As we review CSA operations for 2022, we are reporting another successful year with moderate and sustained growth for both the CSA and Simmental in Canada. Simmental bull sales continued to be strong when compared to the other beef cattle breeds in Canada and are a direct result of the efforts of our members and the acceptance that Simmental currently has in commercial cowherds across the country. This is the result of hard work from many directions including CSA directors and staff, as well as you as Simmental breeders. Strong prices were again received for Simmental females throughout the fall sales as we saw some new Simmental breeders begin their herds, combined with established breeders making purchases to strengthen their programs. As we assess the current state of the Simmental breed, we need to be mindful that the overall Canadian cowherd numbers continue to shrink which makes this success even more remarkable. No breed of beef cattle is enjoying more success in Canada than Simmental.

- The CSA office staff remains amongst the most competent and committed of all Canadian Beef Breed associations and we thank them for their dedication, our staff do our utmost to meet our members' needs. The decades of knowledge and experience that your CSA staff possesses is invaluable and as strong as any breed Association in Canada. We should all recognize and be proud of that.

- This past year the CSA executive Committee was comprised of President Shane Williams, 1st Vice President Byron Johnson, and 2nd Vice President Scott Matthews. Jennie Mutch led the Promotion and Advertising committee for a second year, and Scott Matthews stepped into the role of Breed Improvement Committee Chairman. Randy Noble and Barclay Smith became new CSA directors while Roger Deeg and Marlin LeBlanc completed their second terms. We thank both Marlin and Roger 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 established. 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. I can confidently say that in 2022, this board has accomplished just that!

- The CSA's financial position remains very strong as we again realized an operational surplus in 2022 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. At times we are asked the question of giving back to the membership and we have done just that through our CSA member DNA rebate programs.

- CSA programming focuses primarily on three objectives; breed improvement, promotion, and youth. Crystal Fisk has stepped solidly into the role of YCSA Program Coordinator, and we thank her for her dedication to the program and in getting it back up to speed. Through these committees, non-board members from the beef industry join CSA directors to provide direction and input to CSA staff. The dedication from all who volunteer their time is very much appreciated. Full reports from these committees will be given by the respective committee chairs.

- The CSA also supports numerous relationships within the entire beef industry. The CSA is an active part of the Canadian Roundtable for Sustainable Beef, Canadian Beef Industry Conference, Canadian Beef Breeds Council, Beef Improvement Federation and Livestock Markets Association of Canada convention. The Canadian Beef Improvement Network (CBIN) continues to move forward in its development and has the CSA's full support and our total commitment. Thank you to Marlin LeBlanc for his efforts on the CBBC board.

- Over the past several years we have also worked hard on growing the Friends of Canadian Simmental Foundation.

- 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 beef cattle 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, providing that the CSA and its members remained focused on programming that is relevant to improving the economics and sustainability of the Canadian Beef industry. Congrats to all of you for making that happen.

**MOTION: by Garth Rancier, to accept the General Manager's as presented.**  
**Second, Marlin LeBlanc**  
**CARRIED**

## **AUDITOR REVIEWED FINANCIAL STATEMENTS – BILL BIGLIENI**

CSA remains in a strong financial position. BDO reported no errors during the review process and expressed satisfaction with the accounting systems in place.

- Consolidated statement of operations starting on page 11. Consolidated statement includes CSA, Simmental Country and YCSA.
- It was approved that we keep a two-year surplus to hand to secure a future for CSA, which we have done.
- Income is up 9% due to increase in Total Herd Enrollment (THE), lab revenue and activities returning to normal after covid. YCSA held a regular National Classic event with increased registrations to the event and sponsorship once again from Friends of Canadian Simmental Foundation. Magazine income was down a bit due to discounted ads.

### **Expenses are up from last year due to:**

- Lab testing increase (corresponding increase in revenue)
- Travel (domestic and international) and AGM expenses are up due to normal activities resuming after covid.
- Advertising and promo up due to normal activities resuming after covid (increased sponsorship and sales and shows returning to normal)
- Repairs and maintenance went up slightly due to regular maintenance of the building and inflation caused increased rates on services.
- Utilities/Insurance/Property taxes slightly increased due to inflation and a rise in the cost of living.
- A global downturn in the markets caused unrealized losses within the investment portfolio. Year to date 2023 figures show a positive turnaround and recovery.
- Slight loss for the magazine but the board recognizes the magazine is not expected to turn a profit and a necessary cost of doing business. Discounted ads and an increase in printing costs and travel back to normal from covid contribute to the loss.

- Cash flow is still very strong and there is no need to use reserve funds. Reserve funds in place will cover 2 years of operating expenses for security.

**MOTION: by Kerwin Delong, to approve the CSA 2022 auditor reviewed financial statements as presented.**  
**Second, Deanne Young**  
**CARRIED**

## **APPOINTMENT OF AUDITORS**

**MOTION: by Bill Biglieni, to appoint BDO as auditors for the upcoming year end.**  
**Second, Ivan Matthews**  
**CARRIED**

## **ADVERTISING/PROMOTION AND SIMMENTAL COUNTRY – JENNIE MUTCH**

It has been another strong year for Simmental breeders, and with markets approaching a record high range, we are set to experience a very prosperous fall. Many years of dedicated breeding and stewardship of our association has positioned Simmental as a true leader in the Canadian Beef industry.

- The objective of the Canadian Simmental Association Board of Directors is to make decisions that keep the Simmental breed advancing and at the forefront of the Canadian beef industry. We are fortunate to have capable support staff that take the Board of Director's directions and bring our ideas to fruition. This past year the Advertising/Promotion Committee met in March and November. The committee members are Jennie Mutch, Bill Biglieni, Mariah Wotton, Andrea Bertholet, Barclay Smith, Blair McIntosh, and Ben Farrant. - Initially, we reviewed and discussed our communication strategy. We continue to have steady engagement with our CSA E-Blast, which is emailed monthly. It is designed to keep members informed of CSA news and events; if you have something that you think should be circulated to the membership, please reach out to our office staff. In addition, our website and Facebook page are popular and informative communication platforms, which staff update regularly.

- Our major publications, Simmental Country and Commercial Country are, as always, invaluable promotional tools for the CSA and its members. We are committed to producing a publication that champions our breed and that serves our members' marketing goals. Simmental Country reaches over 2,500 readers and our Commercial Country reaches over 14,000 readers. They remain prudent from a financial perspective; however, we are always trying to improve content and incentivize breeders to use it in their marketing plans. Through Simmental Country, we have started to highlight personal interest articles about people within our Simmental family. Thus far we have profiled Alexis Ashworth and Mackenzie Skeels. If you have any article suggestions, please let us know.

- Our CSA promotional products have once again been updated. We have new sweatshirt styles and restocked vests, as well as travel mugs and water bottles. New items that you will soon see on our website are leather gloves, wine glasses, and luggage tags. Note that we continue to work with Mark's Work Warehouse to provide product discounts and embroidery services to CSA members.

- Our Award of Excellence shows have been announced for 2023, and I would like to sincerely thank and recognize the work that Simmental exhibitors across our country do to promote the breed. Last year we introduced a belt buckle prize, graciously donated by Red Flame Ranch, for the Champion Male and Female of our AOE Shows, and this will continue for 2023.

- RFID tag sales have been strong and as of May 31, 2023, over 175,000 blue tags have been sold. Blue tags be easily purchased by phone or online through the CCA webstore. Additionally, the CSA has created half and quarter page advertisements that can be used by provincial associations or individual breeders to promote the use of blue tags. If you would like to use one of these advertisements on your website or print publications, please contact the CSA office.

- Sue Giles is continuing to collect information on historical Simmental groups in Canada. If you have any information you would like to

share, please let a member of our committee or the office staff know. Additionally, at our 2023 AGM we are continuing our CSA Legacy Media Project, with the aim of recording the thoughts of influential members of the Simmental community. On that note, if you have a nomination you would like to make for the Hall of Fame, the deadline is September 1. Nomination forms and criteria can be found on our website.

- The promotion and advertising of the Simmental breed is very rewarding. We have an excellent product and devoted members who market top quality Simmental or Simmental-influenced cattle through their bull, female, and feeder sales. Thank you for making Simmental the place to be!

- Thank you for getting our first Legacy panel off the ground yesterday.

**MOTION: by Ken Lewis, to accept the Advertising/Promotion and Simmental Country report as presented.**

**Second, Hugh Ross**

**CARRIED**

## **BREED IMPROVEMENT – SCOTT MATTHEWS**

“Strive for continuous improvement, instead of perfection” - Kim Collins

- First class event sponsored by OSA, YCSA Show has been tremendous.

- In, 2022-23, the Breed Improvement Committee (BIC) continued the path set by the past leadership of BIC Chair Roger Deeg. The valuable experience, honesty and commitment of Roger is imbedded in our group, and we sincerely thank him for his dedication and passion. The BIC is currently comprised of the Scott Matthews (Chair), Shane Williams, Byron Johnson, Randy Noble, Garth Rancier, Ken Lewis, Marlin LeBlanc, Dr. Troy Drake, Rob Voice, and Jared Sherman and is supported by CSA Staff/Consultants: Sean McGrath, Bruce Holmquist and Barb Judd.

- Sean McGrath is a huge asset as our technical consultant and works closely with the American Simmental Association on genetic development through data collection and EPD formulation. We are fortunate to have the level of knowledge and insight Sean can provide to us and continue to look for ways in which we can challenge and work with him to bring value to the members and our customers.

- We congratulate Sean and Bruce who were both awarded with BIF Continuing Service Awards awards in July.

- As in the past, our committee members and CSA staff have invested significant time into positioning the Simmental breed in the lead within the Canadian Beef Industry. The Canadian Simmental Association has a strong voice within the Canadian Beef Improvement Network (CBIN) and continues efforts to assist in its development. With our commitment to provide tools for value-based decision-making processes, efforts like CBIN are crucial. The BIC also takes time to analyze the data that is compiled by International Genetic Solutions (IGS) and the tools they provide. IGS is continually trying to provide tools and/or EPDs to help make decisions and this committee often reviews these suggestions and how they may apply to our members and if they support our membership.

- One challenge all beef breed associations face is data collection. The BIC and CSA board has remained very committed to DNA collection and through the BIC and its valued guests, continue to suggest collecting DNA on cattle, submitting test requests to CSA or to simply build a Bio bank of DNA samples. We have initiated a discovery phase of collecting some carcass data from known parents with the goal of augmenting the volume of data we collect. We have asked Sean to continue to demonstrate which data submitted by our members can be utilized in our calculations through various communications. It is equally important to collect raw data on animals to help validate and support the Genomic tools that will lead us forward. In an effort to recognize those animals that have a 100K DNA test submitted and resulting genomic enhanced EPDs, we have begun to identify those individuals in our online database when searching pedigrees with a IGS logo.

- Our breed is positioned extremely well within the industry, and we want to continue to challenge our BIC and all members to help us find new ideas, tools and initiatives to engage with our customers in order to help them thrive as we enter a pivotal time in the Canadian beef industry. We are proud of where we are and want to continue the momentum.

- Success is the sum of learning, training, instruction, experience and practice. With these words in mind, may we as a group forge forward and continue to build upon our strong base, to challenge ourselves to remain customer driven and to hold ourselves accountable for the responsibility of guiding the next generation on a healthy path.

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

**Second, Dan Skeels**

**CARRIED**

## **CBBC REPORT – BRUCE HOLMQUIST FOR SANDY RUSSELL, CBBC CEO**

- It has continued to be an extremely busy and exciting time for the Canadian Beef Breeds Council (CBBC) as we work to focus on our key priorities for the organization and ultimately drive value for our members by advancing the importance of genetics within the Canadian beef industry and translating those efforts into tangible outcomes. CBBC has undergone significant changes over the past year and a half in an effort to revitalize the organization and elevate our engagement and collaboration within the Canadian beef industry and that has driven positive growth and advancements on many fronts. One of the most recent changes is the addition of Carla Borsa as Executive Coordinator. Carla joined CBBC late in 2022 and has quickly become a critical piece of our organization. She has an extensive background in the beef industry and is the initial point of contact for our members. We look forward to her working with us as we continue to work to advance our overall service to our members.

- If you haven't already noticed, CBBC has also rolled out a new updated look. As part of our efforts to revitalize the organization we are excited to have a refresh of our CBBC logo and rolling out a completely new and more accessible website. You will see our new logo throughout the industry on our new website that will be live the beginning of June. Watch for increased communications and more details as we share more on our social media channels throughout the summer and fall.

- After a bit of delay, CBBC was thrilled to finally host the Beef Improvement Federation Symposium and Convention July 3-6 in Calgary and welcomed the opportunity to bring leading experts in beef cattle genetics from around the world to Canada to engage with Canadian beef producers. Last hosted in Canada in 2008, the event included a Young Producers Symposium, focused technical breakout sessions and various tours. It is always exciting to welcome international guests to see the Canadian beef industry firsthand and build and renew international relationships.

- CBBC has continued to actively represent the seedstock sector both domestically and internationally to maintain and build market opportunities as well as drive transformational change as it relates to the utilization of beef cattle genetic data and adoption of innovative technologies. Through the unprecedented cross-sector collaboration of the Canadian Beef Improvement Network (CBIN) we continue to work to elevate the conversation of the importance role genetics plays in beef cattle sustainability. As with any large collaboration, there are always challenges and unexpected learnings that you encounter through development. With that being said, CBBC and its collaborative stakeholders remain committed and focused on achieving the identified outcomes for the entire industry and driving results through our four stages of development:

1. Unify and standardize genetic data capture;
2. Facilitate the linkages of genetic data flow through the entire production chain;
3. Create trusted analytics and tools to translate genetic data into value; and
4. Enhance genetic literacy and knowledge transfer within the beef production system.

- New development initiatives always require commitment to the process and the journey and the path to value creation for CBIN is no different. In the short time period that we have been actively developing CBIN the collaborative efforts of our participating stakeholders have reaped outcomes that include the development of a Genetic Data Strategy, completion of a prototype portal and advancement of the build of a foundational system for unifying and standardizing genetic data. We have also enabled unprecedented, industry-wide collaboration and attracted international interest from various participants in the beef cattle production system all while elevating the beef cattle genetics conversation and the role that the seedstock sector plays in the overall sustainability of the beef cattle industry.

- Clearly, CBIN continues to advance and while progress may not always be as fast as some would like, awareness, industry support and collaboration has never been greater as it relates to beef cattle genetics and those are outcomes that we will continue to build upon to create success.

- In the upcoming months, CBBC will remain focused on elevating the role of genetic advancements and the seedstock sector within the Canadian beef industry, growing our membership and advancing the value of our organization for our members, and driving the development of CBIN forward to capture increased value for Canadian beef cattle genetics both domestically and internationally. We know there is much work that continues to need to be done but we remain committed to our focus of delivering outcomes for our members.

**MOTION: by Ken Lewis, to accept the CBBC Report as presented.**

**Second, Marlin LeBlanc**

**Carried**

## **YOUNG CANADIAN SIMMENTAL ASSOCIATION – BEN FARRANT FOR KATIE ELMHIRST**

- A big thank you to the OYCSA for all their work to host this great event ‘Simmentals in Steeltown’ YCSA National Classic

- One of the highlights of last year was the YCSA National Classic, held in Manitoba in 2022. The event brought together passionate young Simmental enthusiasts from across the country, showcasing the exceptional talent and dedication within our association. Participants had the opportunity to compete, learn and network, fostering lifelong friendships and connections within the Simmental community. Thank you to the organizing committee, volunteers and sponsors who made the event a resounding success.

- Another highlight was the TEAM conference held May 5 to 7, 2023 in Calgary, Alberta with a great mix of youth from across the country. The weekend included opportunities to build leadership skills, network, learn from industry leaders and have some fun. Chip Kemp and Anne Burgess joined throughout the weekend at different times and offered different learning and growing opportunities. Participants also attended Jubilations Dinner Theatre, toured Barr Ag Ltd, and shopped at Irvine Tack & Western Wear.

- The YCSA National Classic “Simmentals in Steeltown” shows that the future is in good hands with a great group of youth showing an impressive set of cattle.

- Thank you to the dedication of the YCSA board of Directors and volunteers for their unwavering commitment and hard work throughout the year. Your passion and determination will see continued success of our association.

- We also acknowledge and thank all those involved at our provincial levels to support the YCS program. We must be strong at the provincial level to succeed at the national level.

**MOTION: by Kerwin Delong, to accept the Young Canadian Simmental Association report as presented.**

**Second, Ivan Matthews**

**CARRIED**

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

- President Shane Williams asked for motion to suspend Canadian Simmental Association AGM for the Friends of Canadian Simmental Foundation AGM

**MOTION: by Ken Lewis, to suspend the Canadian Simmental Association AGM for the Friends of Canadian Simmental Foundation AGM.**

**Second, Deanne Young**

**CARRIED**

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

- President Shane Williams asked for motion to resume the Canadian Simmental Association AGM

**MOTION: by Blair Willaimson, to resume the Canadian Simmental Association AGM.**

**Second, Neil Carson**

**CARRIED**

## **NEW BUSINESS**

- Recommendations from the floor

o Dwayne Horst / Dennis Carew – “You eliminate the embryo transfer of ownership form and the requirements of its use.”

o Hugh Ross / Chris Stewart – “The CSA looks at changing the rules for YCS to allow parental involvement during the YCS show.”

o Deanne Young / Kerwin Delong – “The CSA look at hosting a breeders school including learning sessions that could include physical

livestock evaluation, nutrition, herd health practices, etc.”

- Thank you for these recommendations which will be added to the agenda at the next board of directors meeting for discussion.
- Additional director position for British Columbia
  - o Bylaw was passed by membership and approved by Ottawa to add a seat for a BC Director on our CSA Director board. We welcome and thank Chet and Jamie Jans who are attending our conference and have been part of reactivating their provincial association. The new BC director will be invited to attend our fall board meetings.
- 2024 World Congress in Canada
  - o Canada is hosting the 2024 World Congress in Alberta, July 28 – Aug 4, 2024
  - o Will not be the same magnitude as our last Canadian World Congress 2006 held in 2006, no cross Canada marathon.
  - o National YCSA Classic will be held in Olds, along with other events in the Olds area.
  - o Bohrson Marketing will be holding the sale, we have decided against an open show or display tents. Host farms will open their doors more.
  - o 2024 was scheduled for Mexico, who needed to cancel their plans last minute.
- Invitation to 2024 Canadian Simmental Convention in Alberta
  - o We will have details/location soon.

### **RECOGNITION OF OUTGOING DIRECTOR**

- Byron Johnson acknowledged Bill Biglieni and thanked him his contributions to the CSA board during the last three years.
- o Bill responded by thanking the board that he was fortune to work with. Looking at these directors we are in a good place. We need to mind those who have energy and foresight, chose to not run a second term for a younger mind could take that spot.

### **INTRODUCTION OF 2023-24 CSA BOARD OF DIRECTORS**

- Welcome Neil Carson to the CSA board, and congratulations to Jennie Mutch and Blair McIntosh for their second term on the board.

**MOTION: by Garth Rancier, to ratify the action and proceedings of the CSA Board of Directors for the year 2022.**  
**Second, Marlin LeBlanc**  
**CARRIED**

**MOTION: by Bill Biglieni, to adjourn the meeting at 3:40 pm**

## PRESIDENT'S REPORT - Shane Williams

On behalf of the Canadian Simmental Association and the board of directors, welcome to the 2024 CSA AGM. It would have been nice to have this in person but with many other important and potentially overshadowing events happening this summer / fall, we collectively as a board felt this online format was a best fit for 2024. From a membership point of view, this format allows anyone to join without starting the truck or buying a plane ticket. We trust you will appreciate our reasoning behind the decision to host the AGM from Calgary via Zoom and glad to have you join us.

The trend line of success continues upward for the Simmental breed throughout 2023 and to date in 2024. As we reach new milestones and record high prices for seedstock and Simmental influenced commercial cattle sales throughout Canada, it is very evident that Simmental is playing an influential role in the profitability of cattle operations. We are experiencing solid sale averages and good demand of both bull and females and interest in the breed continues to grow and develop across the country. Through forward thinking, structured goals and the progressive mindsets of our membership, the Simmental breed is in an enviable position within the industry. We should be proud of our accomplishments and maintaining the popularity will require encouragement, support and making responsible decisions to continue to move the breed forward.

Financially, our association is on solid ground, with a healthy bank account and showing a modest profit this year. Setting and meeting budget parameters has been an annual mandate within the organization.

The BOD meet spring and fall and via conference calls as required. The CSA committees are made up of elected Board of Directors and appointed delegates. Thank you to committee chairs and members for dedicating your time, providing your insights and contributing positively to building on the merits of the Simmental breed and helping forge the path to continued progress. The Breed Improvement Committee chaired by Scott Matthews continues to deal with matters pertaining to the advancement of the breed in Canada. The Promotion and Advertising Committee, chaired by Blair McIntosh, had a busy year and continue to focus advertising efforts towards the commercial cattle sector as well as seedstock producers. Finance chair is Barclay Smith and his attention to detail is noticeable and appreciated. The YCS program is as vibrant as it has ever been. The level of interest, engagement and the professional cattle management and presentation that the youth/young adults highlight at the provincial and national level is tremendously high. Thank you to Ben Farrant and associates for your time and passion towards the YCS fraternity this year. Special thanks to Kelsey Manske for your leadership and dedication to YCSA this year, a job well done and we thank you for your contributions. As always, lots of learning and friendships culminated because of the YCS program.

The CSA continues to work closely with the Friends of the Canadian Simmental Foundation board of directors to help design and shape this entity and ensure it continues to grow and benefits CSA members and specifically youth for generations to come. Garth Rancier is FCSF president and chair and I thank him and the members for their dedication and commitment to the foundation and its future.

I would like to welcome back to the BOD for their 2nd terms, Scott Matthews and Ben Farrant and our newest board members Leanne Mitchell and Kyle Lewis. On behalf of the entire board, a big thank you to Byron Johnson as outgoing director for the last 6 years. We have sincerely appreciated your input at the board table and your commitment to the breed.

The CSA is fortunate to have a dedicated and hardworking staff. It takes effort, organizational skills, and experience to run a breed association while striving to manage things efficiently and cost effectively for the benefit of the association and the membership. Thank you to all our CSA employees for their contributions throughout the year. General Manager Bruce Holmquist, Office Manager Barb Judd, Programs Coordinator Sue Giles, Registrations and Member Services, Perry Welygan, Registrations and Member Services Laurie Macdonald, Registration and Office Administration Devra Leavitt, Registration and Office assistant, Laura Shuttleworth, WSFF Congress Coordinator Stacy Price, YCSA Coordinator Kelsey Manske. Keep up the great work you all do for the Canadian Simmental Association and the Membership. Know that you are appreciated.

A very memorable event for myself and many this past summer was the World Simmental Congress held in Calgary and Olds, Alberta. The hype, anticipation and expectations leading up to the Congress were high and I believe all the planning, heavy lifting of organizing along with commitment and follow through by many was exhausting but so worth it and so successful. I'm certain the positive charge felt at the 2024 Congress will help keep us all charged for many years forward. Congratulations and thanks to all who played a part. It's so hard to capture all that the Congress offered and provided in a summary report, so I include pieces from my podium chat at WSFF closing ceremonies, that I hope mirror many of your thoughts and feelings about Simmental, the CSA and our "circles of great people"..... WOW, what a week celebrating Simmental

I can sum up the majority of my feelings tonight and throughout the week with just one word. Appreciation! I have highlighted only a few things I've been appreciative of this week, and here it goes..... Appreciation.....

For those that originally introduced us to Simmental. Our individual journeys to Simmental are likely different, but it's the caliber of the people and our breed networks that truly make our involvement fun and keep us striving for more from the Simmental breed.

I'm appreciative for friends, both new and old. Throughout the Congress we have all created new relationships, rekindled with friends we haven't seen in a while and or have been reminded of the many memories from Simmentalers and Simmental events prior.

I'm appreciative of our breeds success. Big picture globally, diversity is our strength. Globally we may have slightly different goals, management systems, markets and such but ultimately, we have the platform to continue to make Simmental great and be the envy of all other breeds. I appreciate the spirit and message of One Breed One World!

Appreciation is high for the youth. Just an excellent show of cattle and kids in Olds. I'm proud of the YCSA program and the talent that continues to be exposed and elevated because of their involvement in the YCSA program. We, which includes everyone in this room, need to be aware and appreciate that our positive contributions to youth are helping Simmental everyday forward.

Much appreciation for the organizing committees, the numerous volunteers, the hosts farms and their guest breeders, the sponsors, all the employees at CSA, the technical speakers, Mother Nature for the awesome weather, the sale consultants, auctioneers and ringmen, the travel agents, bartenders, hotel staff, catering staff, photography crew, bus drivers and the list goes on and on. My genuine thanks to our Congress chair Jennie Mutch for her commitment and time as well as her sacrifices to help make this event so successful. I have much appreciation for all the people that had the foresight and the follow through at every step along the way to make this a successful event.

I will wrap this up with my appreciation for the WSFF and all the delegates for making Canada home this past week and so, on behalf of myself and the entire board of directors at the CSA.....many many thanks for the visit.

It has been an honor to serve as CSA president this past year. I would like to thank the CSA board of directors for your contributions and commitment to building on the strength of the Simmental brand.



## **GENERAL MANAGER'S REPORT - Bruce Holmquist**

To say that the Simmental breed in Canada is on a roll would be an understatement. We are just coming off a very successful World Simmental Congress that brought breeders from around the world, and more importantly also brought Canadian breeders together for a week-long celebration. With overflow crowds at many events, it is expected that the enthusiasm and commerce created by the event will take Simmental in Canada to new levels.

After two years of face-to-face meetings, 2024 sees a return to a virtual or a Zoom meeting. This was a decision made by the Canadian Simmental Association (CSA) board of directors with fiscal responsibility towards the CSA in mind. While not a perfect situation for everyone, it was seen as the best option to help keep director's travel within budget and still allow them to attend the World Congress.

As we review CSA operations for 2023, we are reporting another successful year with continued growth for both the CSA and Simmental in Canada. Simmental bull sales were again strong when compared to all other beef cattle breeds in Canada and are a direct result of the efforts of our members and the acceptance that Simmental currently has in commercial cowherds across the country. This is the result of hard work from many directions including CSA directors and staff, as well as you as Simmental breeders. Strong prices were again received for Simmental females throughout the fall sales as we again saw some new Simmental breeders begin their herds, combined with established breeders making purchases to strengthen their programs. As we assess the current state of the Simmental breed, we need to be mindful that the overall Canadian cowherd numbers continue to shrink which makes this success even more remarkable. No breed of beef cattle is enjoying more success in Canada than Simmental.

Sue Giles and I continued to play the lead roles in our marketing efforts and work with our Provincial Associations who play a very large role in the marketing within their provinces or regions. We greatly appreciate all their efforts to cover the various events. The Simmental Country and Commercial Country remain very valuable tools in promoting Simmental across Canada.

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 Office Manager, Barb Judd we strive 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. Nothing is perfect and we appreciate both the CSA membership and our staff for their patience as we work through the improvements in providing the best service possible. Lab turnaround time is always a concern leading into the busy bull sale season, and the CSA staff do our utmost to meet our members' needs. We welcomed Laura Shuttleworth to our CSA staff in October and she is learning the ropes of both registry as well as the FCSF to replace Stacy Price who decided to move on to other interests.

This past year the CSA executive Committee was comprised of President Shane Williams, 1st Vice President Jennie Mutch, and 2nd Vice President Scott Matthews. Blair McIntosh moved into the Promotion and Advertising chair position, and Scott Matthews led the Breed Improvement Committee as its Chairman. Jennie and Blair both began their second terms as CSA directors and Neil Carson joined us as the director from Manitoba replacing Bill Biglieni who completed his term. Bill served as Finance chair for 2 years and we thank him for all he did that time.

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 established. 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. The task of director is not always an easy one for a national organization and it is sometimes challenging to ensure regional interests don't overshadow the big picture. I can confidently say that in 2023, this board was always mindful of that!

The CSA's financial position remains very strong as we again realized an operational surplus in 2023 because 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. At times we are asked the question of giving back to the membership and we have done just that through our CSA member DNA rebate programs.

CSA programming focuses primarily on three objectives; breed improvement, promotion, and youth. Through our various committees, non-board members from the beef industry join CSA directors to provide direction and input to CSA staff. The dedication from all who volunteer their time is very much appreciated. Full reports from these committees will be given by the respective committee chairs. Kelsey Manske rejoined the CSA as our YCSA coordinator in an interim capacity and quickly brought the program up to speed with the planning for the National Classic that was held during our recent World Congress. Her previous experience with the YCSA program has been invaluable.

The CSA also engages in 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 the CSA has taken a leadership role in covering many bases on your behalf. The CSA is also an active part of the Canadian Roundtable for Sustainable Beef, Canadian Beef Industry Conference, Canadian Beef Breeds Council, Beef Improvement Federation and Livestock Markets Association of Canada convention. The Canadian Beef Improvement Network (CBIN) continues to move forward in its development and has the CSA's full support and our total commitment. Thank you to Marlin LeBlanc for his efforts on the CBBC board.

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. Thank you to all involved and especially our CSA staff who administer the Foundation daily.

2023 also saw final approval from Ottawa to revisions to the CSA upgrade table. Changes were made to the registry system for calves born after January 1st, 2024. The CSA also continues to work on other new initiatives and as a result is among the leaders of beef breed associations in Canada. Simmental has become the second most widely used beef cattle breed in Canada and is slowly gaining ground towards being number one. Change does not come without its critics; however, there is no denying 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, providing that the CSA and its members remained focused on programming that is relevant to improving the economics and sustainability of the Canadian Beef industry.

## **INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT**

To the Members of the Canadian Simmental Association:

We have reviewed the accompanying consolidated financial statements of the Canadian Simmental Association which comprise the consolidated statement of financial position as at December 31, 2023, and the consolidated statements of operations, changes in net assets, 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**

A review does not constitute an audit and, consequently, we do not express an audit opinion on these financial statements.

Our responsibility is to express a conclusion on the accompanying consolidated 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.

### **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 consolidated financial position of Canadian Simmental Association as at December 31, 2023, and the results of its consolidated operations and its consolidated cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

**BDO Canada LLP**

**Chartered Professional Accountants**

Calgary, Alberta

May 13, 2024

**CANADIAN SIMMENTAL ASSOCIATION**

Consolidated Statement of Financial Position

As at December 31, 2023

(Unaudited)

	2023	2022
<b>Assets</b>		
Current		
Cash and cash equivalents	\$ 372,576	\$ 632,790
Marketable securities (Note 3)	2,917,688	2,295,923
Accounts receivable	20,663	57,755
Prepaid expenses	17,579	21,272
	3,328,506	3,007,740
Property and equipment (Note 4)	35,396	35,860
	<b>\$ 3,363,902</b>	<b>\$ 3,043,600</b>
<b>Liabilities</b>		
Current		
Accounts payable and accrued liabilities	\$ 136,191	\$ 11,787
Goods and services tax payable	22,711	23,042
Deferred revenue (Note 5)	20,712	19,463
	<b>179,614</b>	<b>54,292</b>
Net assets		
Unrestricted net assets	3,148,892	2,953,448
Invested in property and equipment	35,396	35,860
	3,184,288	2,989,308
	<b>\$ 3,363,902</b>	<b>\$ 3,043,600</b>

**CANADIAN SIMMENTAL ASSOCIATION**

Consolidated Statement of Operations For the Year Ended December 31, 2023 (Unaudited)

	2023	2022
<b>Revenue</b>		
Total herd enrolment	\$ 815,411	\$ 819,919
Lab services	454,644	406,661
Simmental Country Magazine (Schedule 2)	327,005	327,079
Registrations	241,650	218,460
Memberships	95,400	90,675
Young Canadian Simmental Association ("YCSA") (Schedule 3)	67,375	39,175
Transfers	45,025	47,860
Other services	33,619	29,109
AMP reimbursements	-	18,767
	2,080,129	1,997,705
<b>Expenses</b>		
Salaries and employee benefits	528,408	523,130
Lab service	418,864	367,037
Simmental Country Magazine (Schedule 2)	335,492	331,384
Provincial promotion funding	133,717	110,595
Travel	110,747	106,330
Advertising and promotion	75,907	80,151
Breed improvement	75,330	74,314
YCSA (Schedule 3)	71,429	26,788
Bank charges	59,130	53,150
Utilities, property taxes and insurance	50,583	48,994
Computer	41,336	39,205
Office	33,175	30,938
Postage and freight	27,556	28,135
Amortization	15,315	13,411
Annual general meeting	12,272	9,740
Sponsorship to YCSA	11,250	14,500
Professional fees	10,565	12,720
Telephone	10,535	12,147
Repairs and maintenance	6,861	11,862
	2,028,471	1,894,530
<b>Other income (loss)</b>		
Interest	99,555	47,042
Realized loss on marketable securities	(42,524)	(34,019)
Unrealized (loss) gain	86,292	(4,825)
	143,323	8,198
Excess of revenue over expenses	<b>\$ 194,981</b>	<b>\$ 111,373</b>

**CANADIAN SIMMENTAL ASSOCIATION****Consolidated Statement of Changes in Net Assets For the Year Ended December 31, 2023 (Unaudited)**

<b>Net assets - beginning of year</b>	<b>\$ 2,953,448</b>	<b>\$ 35,860</b>	<b>\$ 2,989,308</b>	<b>\$ 2,877,935</b>
Investment in property and equipment	(15,250)	15,250	-	-
Excess (deficiency) of revenue over expenses	210,694	(15,714)	194,980	111,373
<b>Net assets - end of year</b>	<b>\$ 3,148,892</b>	<b>\$ 35,396</b>	<b>\$ 3,184,288</b>	<b>\$ 2,989,308</b>

**CANADIAN SIMMENTAL ASSOCIATION****Consolidated Statement of Cash Flows For the Year Ended December 31, 2023 (Unaudited)**

	2023	2022
<b>Operating activities</b>		
Excess of revenue over expenses	\$ 194,981	\$ 111,373
Items not affecting cash:		
Amortization	15,715	13,811
Realized loss on marketable securities	42,524	34,019
Unrealized loss (gain) on marketable securities	(86,292)	4,825
	166,928	164,028
<b>Changes in non-cash operating working capital:</b>		
Accounts receivable	37,093	(39,394)
Prepaid expenses	3,694	(17,437)
Accounts payable and accrued liabilities	124,402	(21,671)
Goods and services tax payable	(331)	658
Deferred revenue	1,248	(3,816)
<b>Cash flows from operating activities</b>	<b>333,034</b>	<b>82,368</b>
<b>Investing activities</b>		
Purchase of property and equipment	(15,251)	(17,796)
Purchases of marketable securities	(1,490,077)	(853,341)
Proceeds on disposal of marketable securities	919,398	757,994
<b>Cash flows used by investing activities</b>	<b>(585,930)</b>	<b>(113,143)</b>
Decrease in cash and cash equivalents	(252,896)	(30,775)
Cash and cash equivalents, beginning of year	632,790	663,565
Cash and cash equivalents, end of year	\$ 379,894	\$ 632,790
<b>Cash and cash equivalent consists of:</b>		
Operating account	\$ 261,235	\$ 498,510
Broker account	111,341	134,280
	\$ 372,576	\$ 632,790

**CANADIAN SIMMENTAL ASSOCIATION****Notes to the Consolidated Financial Statements For the Year Ended December 31, 2023****1. Description of organization**

The Canadian Simmental Association (the "Association" or "CSA") was formed for the encouragement, development and regulation of breeding of Simmental cattle in Canada. The Association was incorporated under the Federal Animal Pedigree Act on February 20, 1969 which imposes rules of conduct on the Association and its members acting as purebred livestock breeders. The Association is a not-for-profit organization under section 149.1(i) of the Income Tax Act and is therefore not subject to income taxes as long as it maintains its not-for-profit status.

**2. Significant accounting policies**

Management has prepared the consolidated financial statements of the Association in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO") in Part III of the CPA Canada Handbook. The consolidated financial statements have, in management's opinion, been properly prepared using careful judgement with reasonable limits of materiality and within the framework of significant accounting policies summarized below.

**Controlled entities**

Controlled not-for-profit entities are consolidated in the Association's financial statements.

The Association controls Simmental Country (1997) Ltd. and The Young Canadian Simmental Association ("YCSA") which are wholly-owned subsidiaries.

Simmental Country (1997) Ltd. is incorporated under the Federal Animal Pedigree Act for the purpose of publishing a regular magazine addressing various Simmental cattle topics and is exempt from income tax under section 149.1(i) of the Income Tax Act.

YCSA is incorporated section under the Federal Animal Pedigree Act which is a youth program designed to assist with the development of helping youth understand the regulations of Simmental cattle, and is exempt from income tax under section 149.1(i) of the Income Tax Act.

All inter-company balances and transactions have been eliminated.

#### **Revenue recognition**

The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Total herd enrolment, transfers, Canadian Beef Breeds Council project income, memberships, registration and subscription revenue is recognized in the period to which it relates. Payments in advance for memberships and subscription are recorded as deferred income and classified as a current liability.

Revenue for service is recognized when the services are rendered.

Advertising revenue is recorded in the month of the issue. Payments in advance are recorded as deferred income and classified as a current liability.

#### **Cash and cash equivalents**

The Association considers all investments with maturities at the date of purchase of three months or less to be cash and cash equivalents.

#### **3. Marketable securities**

Marketable securities include bonds, T-bills, term deposits, preferred shares and common shares of publicly traded entities. These investments are classified as held for trading and therefore measured at fair value.

#### **Property and equipment**

Property and equipment are stated at cost less accumulated amortization. Amortization is provided on a straight-line basis over their estimated useful lives as follows:

Condominium	20 years
Condominium improvements	10 years
Computer equipment & software	3 years
Furniture & fixtures	10 years
Publishing rights	10 years

**The Association regularly reviews its property and equipment to eliminate obsolete items.**

#### **Contributed services**

The Board of Directors volunteer their time to attend board meetings and represent the Association at events. Members also volunteer their time to organize and operate the provincial association and represent the Association at events. Due to the difficulty of determining the fair value of volunteer hours, contributed services are not recognized in the financial statements.

#### **Measurement uncertainty**

The preparation of consolidated financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates. Examples of such estimates include amortization of property and equipment, estimated useful life of capital assets, application of revenue recognition policies and accrued liabilities.

#### **Financial instruments**

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods financial assets with actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. Cash and cash equivalent and marketable securities are measured at fair value. All other financial instruments are measured at amortized cost. The financial instruments measured at amortized cost include accounts receivable and accounts payable and accrued liabilities. The amounts due to/from related parties are measured at the exchange amount. Changes in fair values are recognized as realized gains or losses in the statements of operations and financial assets and liabilities are tested for impairment each reporting date.

The fair value of a financial instrument is the estimated amount that the Association would receive or pay to settle a financial asset or financial liability as at the reporting date. The fair values of accounts receivable and accounts payable approximate their carrying values due to their short-term nature.

#### **3. Marketable securities**

Marketable securities include bonds, T-bills, term deposits, preferred shares and common shares of publicly traded entities and are reported at fair values. In the current year, marketable securities consisted of bonds and T-bills. In the prior year, investments consisted of bonds, T-bills and term deposits earning interest at rates which vary from 1.53% to 5.25% (2022: 1.08% to 5.10%).

#### 4. Property and equipment

	Cost	Accumulated amortization	Net 2023	Net 2022
Condominium	\$ 235,999	\$ 235,999	\$ -	\$-
Publishing rights	233,000	233,000	-	-
Computer equipment & software	298,029	288,710	9,319	11,388
Furniture & fixtures	169,372	169,372	-	-
Condominium improvements	135,687	109,610	26,077	24,472
	\$ 1,072,087	\$ 1,036,691	\$ 35,396	\$ 35,860

As of December 31, 2023, the City of Calgary property assessment value of the condominium was \$1,110,000 (2022: \$1,050,000).

#### 5. Deferred revenue

	2023	2022
2024 World Congress Sponsorship	1,000	-
Member deposits	12,086	12,348
Magazine subscriptions	7,626	7,115
	\$ 20,712	\$ 19,463

#### 6. Financial instruments

The Association's financial instruments include cash and cash equivalents, marketable securities, accounts receivable and accounts payable and accrued liabilities. It is management's opinion, that the Association is not exposed to significant risks arising from these financial instruments with the exception of the risks noted below.

##### Credit risk

Credit risk arises from the potential that a counterparty will fail to perform its obligations. The Association is exposed to credit risk from its members and customers. Its customers are primarily in the agricultural industry. In order to reduce its credit risk, the Association conducts regular reviews of its existing members and customers' credit performance. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information. The Association has a significant number of members and customers which minimizes concentration of credit risk.

##### Interest risk

Interest risk is the risk that future cash flows associated with a monetary financial instrument will fluctuate in amount with changes to interest rates. The Association manages its portfolio investments based on its cash flow needs and with a view of optimizing its interest income.

##### Currency risk

Currency risk is the risk to the Association's earnings that arise from fluctuations of foreign exchange rates and the degree of volatility of these rates. The Association is exposed to foreign currency exchange risk on cash, accounts receivable, and accounts payable held in U.S. dollars. The Association does not use derivative instruments to reduce its exposure to foreign currency risk.

#### 7. Contractual obligations

The Association has entered into a contract with a publishing company for the production of Simmental Country magazine and Commercial Country magazine. The contract is effective from June 1, 2012 to May 31, 2017. In 2017 there was an addendum to the original contract extending the term five years commencing on June 1, 2017 to May 31, 2021. In 2021, there was an additional addendum which extended the agreement to July 26, 2026.

#### 8. Comparative Figures

Certain comparative figures have been reclassified to conform with the current year's presentation. This reclassification has no effect on the prior year's net income.

**CANADIAN SIMMENTAL ASSOCIATION**  
**Schedule 1 - Canadian Simmental Association**  
Non-Consolidated Schedule of Operations  
For the Year Ended December 31, 2023  
(Unaudited)

	2023	2022
<b>Revenue</b>		
Total herd enrolment	\$ 815,411	\$ 819,919
Lab services	454,644	406,661
Registrations	241,650	218,460
Memberships	95,400	90,675
Transfers	45,025	47,860
Other services	33,619	29,109
AMP reimbursements	-	18,767
	1,685,749	1,631,451
<b>Direct expenses</b>		
Salaries and employee benefits	528,408	523,130
Lab service	418,864	367,037
Provincial promotion funding	133,717	110,595
Travel	110,747	106,330
Advertising and promotion	75,907	80,151
Breed improvement	75,330	74,314
Bank charges	59,130	53,150
Utilities, property taxes and insurance	50,583	48,994
Computer	41,336	39,205
Office	33,175	30,938
Postage and freight	27,556	28,135
Amortization	15,315	13,411
Sponsorship to YCSA	11,250	14,500
Annual general meeting	12,272	9,740
Professional fees	10,565	12,720
Telephone	10,535	12,147
Repairs and maintenance	6,861	11,862
	1,621,551	1,536,359
<b>Other income (loss)</b>		
Interest	99,337	47,042
Unrealized (loss) gain	86,292	(4,825)
Realized loss on marketable securities	(42,524)	(34,019)
	143,105	8,198
<b>Excess of revenue over expenses</b>	<b>\$ 207,303</b>	<b>\$ 103,290</b>

**CANADIAN SIMMENTAL ASSOCIATION**  
**Schedule 2 - Simmental Country Magazine**  
Non-Consolidated Schedule of Operations  
For the Year Ended December 31, 2023  
(Unaudited)

	2023	2022
<b>Revenue</b>		
Advertising	\$ 264,100	\$ 247,095
Subscriptions	32,905	32,468
Other	30,000	47,516
	327,005	327,079
<b>Direct expenses</b>		
Printing	192,818	190,139
Magazine postage	67,078	69,017
Salaries and employee benefits	60,722	58,574
Travel and promotion	12,160	10,887
Office postage	1,100	1,119
Telephone	890	1,026
Amortization	400	400
Office and miscellaneous	174	75
Bank charges	150	147
	335,492	331,384
<b>(Deficiency) excess of revenue over expenses</b>	<b>\$ (8,487)</b>	<b>\$ (4,305)</b>

## CANADIAN SIMMENTAL ASSOCIATION

### Schedule 3 - Young Canadian Simmental Association

Non-Consolidated Schedule of Operations

For the Year Ended December 31, 2023

(Unaudited)

	2023	2022
<b>Revenue</b>		
National classic	\$ 29,320	\$ 16,475
Auction	15,000	15,000
Team conference registrations/sponsorship	9,975	-
Online auction	8,750	3,880
YCSA Admin Fee	4,330	3,820
	67,375	39,175
<b>Direct expenses</b>		
National YCSA show	39,584	16,413
Travel	16,392	9,630
Team Conference expenses	15,374	-
Bank charges	79	62
National Board Jackets	-	444
Administration	-	239
	71,429	26,788
<b>Excess of revenue over expenses</b>	<b>\$ (4,054)</b>	<b>\$ 12,387</b>

## Advertising & Promotions Report

### Committee Report 2024 – Blair McIntosh Committee Chair

It has been another strong year for Simmental breeders, and with markets approaching record highs, we are poised for a very prosperous fall. Years of dedicated breeding and stewardship within our association and its members have positioned Simmental as a true leader in the Canadian beef industry.

The objective of the Canadian Simmental Association (CSA) Board of Directors is to make decisions that ensure the Simmental breed continues to advance and remain at the forefront of the Canadian beef industry. We are fortunate to have a dedicated and capable support staff that take the Board's direction and turn our ideas into reality. This past year, the Advertising/Promotion Committee consisted of Blair McIntosh, Jennie Mutch, Ben Farrant, Barclay Smith, Byron Johnson, Mariah Wotten and Andrea Bertholet. We met in both March and October to discuss and implement initiatives that further promote our breed.

This past year, the majority of our focus was on promoting the World Simmental Fleckvieh Congress and its associated events. We successfully launched the Special Edition Congress Magazine and Member Directory, which were key tools in our promotional efforts. Additionally, the promotional clothing and items we introduced were very well received and marketed at the show in Olds, contributing to the event's overall success.

Our major publications, Simmental Country and Commercial Country, continue to be invaluable promotional tools for the CSA and its members. We remain committed to producing publications that showcase the Simmental breed while supporting our members' marketing goals. Simmental Country reaches over 2,500 readers, and Commercial Country has an audience of more than 14,000. We are constantly working to enhance content and encourage breeders to incorporate these platforms into their marketing strategies."

Our Award of Excellence (AOE) shows have been announced for 2024, and we would like to thank and recognize the tremendous efforts of Simmental exhibitors across the country who promote our breed. We are also grateful to Red Flame Ranch, who has once again graciously donated the buckles for the Champion Male and Female of our AOE shows.

Our CSA promotional products have been updated, and all items can be found on the CSA website under the Merchandise tab. We have a great assortment of products, so be sure to check them out! Additionally, we continue to partner with Mark's Work Warehouse to offer product discounts and embroidery services for CSA members.

Our CSA E-Blast continues to see steady engagement and is sent out monthly to keep members informed about CSA news and events. If you have something you'd like to share with the membership, feel free to reach out to our office staff. Additionally, our website and Facebook page are popular, informative communication platforms that are regularly updated by our Staff.

We have an outstanding product and a dedicated membership that consistently markets top-quality Simmental and Simmental-influenced cattle through bull, female, and feeder sales. Thank you for making Simmental the breed of choice and for contributing to our continued success.



## **Breed Improvement Committee**

### **2024 Report - Scott Matthews – Committee Chair**

“Strive for Continuous Improvement Instead of Perfection”- Kim Collins

What an incredible year of progress and momentum for Simmental. This past year the Breed Improvement Committee has continued to benefit from the work and dedication of both past and present committee members, staff and CSA Board of Directors. The BIC was comprised of myself as Committee chair, Shane Williams, Byron Johnson, Randy Noble, Neil Carson, Garth Rancier, Ken Lewis, Marlin Leblanc, Rob Voice, Jared Sherman and was supported by CSA Staff, Sean McGrath, Bruce Holmquist and Barb Judd.

One addition to the last several BIC meetings has been involving Mike Brooks. The experience Mike and his group has with software development, programming and leadership has helped us make some changes to our online registry system and we continue to look forward in helping improve and develop tools with Mike's guidance.

The input, leadership and support from Sean and also the staff at IGS has been a significant benefit to this breed and we will continue to lean on them as we move forward. Neogen has also been an important piece to our breed improvement strategies and the BIC will continue to challenge to leverage our relationship and improve focus where we can.

There has been a lot of effort by many people towards the By-law amendments that CSA members have voted in favor of adopting and 2024 saw an important change. In January 2024 we saw a change to the CSA Upgrade table. This change originated by member requests and flowed through the BIC committee and on to the CSA board and was ultimately brought to fruition with a lot of hard work and dedication by many. Registry updates and improvements continue to be a topic as we look to service member requests for improved navigation and functionality of the system.

The BIC has renewed their commitment to data enhancement through DNA collection and credits to member accounts. Although with moderate success, the commitment to DNA coupled with phenotype data collection remains a priority. With this spirit, the support to the Canadian Beef Improvement Network has remained a focus and we acknowledge and thank Marlin Leblanc for representing Simmental at the Canadian Beef Breeds Council as we navigate towards a path of cooperation, data sharing, and leadership to help shape tomorrow's beef industry in Canada.

In August, the BIC and CSA board was proud to support an industry panel at AgSmart held in Olds, Alberta, where CSA staff, members and industry leaders represented Simmental well. In conjunction with the World Congress there was also a very interesting technical session where leaders such as Alycia Chrenek (Zoetis Canada), Chip Kemp and Wade Shafer (American Simmental Association), Paige Pratt (Neogen), and Dr. Kee Jim (GK Jim Group) shared their thoughts and insight. Please take the time if you were not present to look through their presentations that can be found on the CSA website.

Success is the sum of learning, training, instruction, experience and practice. With this in mind, we will continue to build from our core, be challenged with new ideas and initiatives and remain focused to continue to lead, develop and strength Simmental's position in the industry.

## **YCSA Presidents Report**

I was so deeply honored to have been given the opportunity to lead the YCSA through such a record breaking year. Having our National show in Olds alongside the World Congress boosted are numbers more than we could have ever hoped for. With nearly 200 youth in attendance we had an amazing event with leading simmental genetics being exhibited to the world.

With all of the events being hosted throughout the week around Olds it made for an exciting schedule for the youth in attendance. With over 50 Peewees and Novice in attendance I took it upon myself to provide a mentorship program for any who decided to sign up. This would allow all new and beginner members to have a more senior member mentor and help them perfect their growing skills throughout the week. I would like to extend my gratitude to the organizing committee, volunteers, and sponsors who made this whole event a resounding success.

As we look forward to what is in store for the YCSA in 2025 I am excited to announce that we will be planning this year's leadership conference in the months to come. We are also gearing up for next year's national show in Weyburn, Saskatchewan July 24-27, 2025. We are looking to continue things like the added mentorship program and mixer event, which were both a hit at this year's show.

As I look back on this year I feel immense gratitude for my given role in the events we were able to put on. I am excited to see what this year has in store as I step into a different role within the national board. I just want to again thank each and every member of the YCSA and CSA for your trust and support during my time as President. I would also like to thank all of our YCSA Board as well as our YCSA Coordinator, parents and other volunteers for your dedication to this year's events.

Thank you once again for all your support and I look forward to seeing everyone once again next year in Weyburn, Saskatchewan.

Sincerely,

**Trinity Martin**

Outgoing President, Young Canadian Simmental Association



## **The Friends of Canadian Simmental Foundation**

### **DRAFT MINUTES - Annual General Meeting**

Ancaster, Ontario, August 4, 2023, 2:55 pm

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

President Garth Rancier called the meeting to order at 2:55 pm

- Welcome to everyone, and thanks for your attendance this weekend.
- Special thank you to the Ontario Simmental Association for hosting us.

### **INTRODUCTION OF 2023 – 24 DIRECTORS AND EXECUTIVE COMMITTEE**

- We have no changes to our board for 2023 – 24. By acclamation, expiring directors and executive committee were re-appointed at yesterday's FCSF board of directors meeting.
- Re-elected for three-year terms are Mark Shologan, Deanne Young, Shane Williams and Garth Rancier.
- Executive committee re-elected are Garth Rancier, President; Scott Matthews, Vice President and Mark Shologan, Treasurer.
- Thank you to Ken Lewis and Marlin Leblanc for your commitment to the executive committee over the past number of years.
- Our current board in attendance today includes Scott Matthews, Mark Shologan, Deanne Young, Marlin LeBlanc, Ken Lewis, Glenn Wotten, Shane Williams and myself, Garth Rancier. Roger Deeg and Lynette Hoegl are not able to be in attendance today.

### **APPROVAL OF AGENDA**

- Agenda is included with the CSA agenda on page 1 of AGM book.

**MOTION: by Neil Carson, to approve agenda.  
Second, Marlin LeBlanc  
CARRIED**

### **APPROVAL OF THE 2022 ANNUAL GENERAL MEETING MINUTES**

- Minutes located on page 19 of AGM book.

**MOTION: by Mark Shologan, to approve the 2022 FCSF AGM minutes.  
Second, Kerwin Delong  
CARRIED**

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

- I invite you to read my President's report on page
- 2022 was a very successful year for the Friends of Canadian Simmental Foundation at Portage Le Prairie, fundraiser was again the FCSF Auction that was held in Portage La Prairie, Manitoba. The sale was a huge success raising \$123,995, which is our second highest auction total to date.
- We would like to thank all of the donators and purchasers at the FCSF Sale and everyone that supported the sale in any way. We would also like to thank Everett Olson of Downhill Simmentals for stepping up and donating the Lot 1 bred heifer that raised \$50,000 towards the auction proceeds.
- During the YCSA National show in Portage La Prairie the FCSF presented \$15,000 from the auction proceeds to the YCSA for ongoing youth activities as well as another \$5,000 to help financially support the YCSA members with travel costs to get to Manitoba.
- The FCSF was very pleased with the applications we received for the 2022 scholarships and we are very confident that the support we provide will play a significant role in assisting with our recipients education.
- The Friends of Canadian Simmental Foundation Scholarships with a \$3,000 value were presented to Ariel Wilcox of Treherne, Manitoba and Brodyn Labatte of Gladmar, Saskatchewan. The Dr. Dixon Memorial Scholarships with a value of \$2,000 each were awarded to Bailey McCormack of Grenfell, Saskatchewan and Hannah Derksen of Winkler, Manitoba. The Trevor Vance \$2,000 Scholarship was awarded to Jackson Corner of Caledonia, Ontario.
- 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. The FCSF would like to thank retiring Director Brain Bouchard for all of his commitment to the Foundation over the years. The FCSF Board of Directors is made up of our newest elected director; Lynette Hoegl as well as Marlin Leblanc, Roger Deeg, Ken Lewis, Glenn Wotten, Deanne Young, Shane Williams, Scott Matthews (Vice President), Mark Shologan (Treasurer), and Garth Rancier (President).
- Lastly, we would like to thank the CSA office staff; Barb Judd, Stacy Price, and Bruce Holmquist who work with the Foundation on a day to day basis. We appreciate all that you do.

**MOTION: by Garth Rancier, to accept the Friends of Canadian Simmental Foundation President's report as presented.  
Second, Hugh Ross  
CARRIED**

## **AUDITOR REVIEWED FINANCIAL STATEMENTS – MARK SHOLOGAN**

Review engagement Report on page 21 – 23.

- Revenue increase is due to auction proceeds up substantially from prior year
- Increased expenditures include sponsorships to YCSA for travel assistance and educational assistance to SimStyle participants
- In other income, a global downturn in the markets caused unrealized losses within the investment portfolio. Year to date 2023 figures show a positive turnaround and recovery and we feel our investments are in good hands with The Calgary Foundation.

**MOTION: by Mark Shologan, to approve the FCSF 2022 reviewed financial statements as presented.**

**Second, Kerwin Delon  
CARRIED**

## **APPOINTMENT OF AUDITORS**

**MOTION: by Mark Shologan, to appoint BDO as auditors for the upcoming year end.**

**Second, Marlin LeBlanc  
CARRIED**

## **NEW BUSINESS**

- Special thank you to Brian Bouchard for his past involvement on the FCS board
- We look forward to seeing you all at the Foundation Auction tonight.

**MOTION: by Blair Williamson to adjourn the FCSF AGM meeting at 3:05 pm**

## **Friends of Canadian Simmental Foundation Report**

**Garth Rancier- President**

2023 was a very successful year for the Friends of Canadian Simmental Foundation. Our major fundraiser was again the FCSF Auction that was held in Ancaster, Ontario. The sale was a huge success raising a new record of \$132,470.

We would like to thank all of the donators and purchasers at the FCSF Sale and everyone that supported the sale in any way. We would also like to thank Destiny Simmentals, the Campbell family for donating the lot 1 heifer that raised \$48,820.

During the YCSA National show in Ancaster the FCSF presented \$15,000 from the auction proceeds to the YCSA for ongoing youth activities as well as another \$5,000 to help financially support the YCSA members with travel costs to get to Ontario.

The FCSF was very pleased with the applications we received for the 2023 scholarships and we are very confident that the support we provide will play a significant role in assisting with our recipients education. The Friends of Canadian Simmental Foundation Scholarships with a \$3,000 value were presented to Ruby Briand of Bailieboro, Ontario, Jackson Goudy of Stoughton, Saskatchewan, Jordyn Rogers of Drayton Valley, Alberta and Carmen Wolfe of Sundre, Alberta. The Trevor Vance \$3,000 Scholarship was awarded to Danica Davis of Keene, Ontario.

The FCSF is a charity foundation dedicated to youth development and breed research, advancing agriculture in Canada. All FCSF directors donate their time and travel. The FCSF Board of Directors is made up of Ken Lewis, Marlin Leblanc, Roger Deeg, Glenn Wotten, Deanne Young, Shane Williams, Lynette Hoegl, Scott Matthews (Vice President), Mark Shologan (Treasurer), and Garth Rancier (President).

Lastly, we would like to thank the CSA office staff; Barb Judd, Stacy Price, and Bruce Holmquist who work with the Foundation on a day to day basis. We appreciate all that you do!

## INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

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 at December 31, 2023 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.

### 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 at December 31, 2023 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.

### BDO Canada LLP

#### Chartered Professional Accountants

Calgary, Alberta

May 13, 2024

## THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Statement of Financial Position

As at December 31, 2023

(Unaudited)

	2023	2022
<b>Assets</b>		
Current		
Cash and cash equivalents	\$ 3,245	\$ 30,295
Marketable securities	137,967	45,277
GST receivable	623	736
	141,835	76,308
Long - term investments (Note 3)	604,926	581,022
	<b>\$ 746,761</b>	<b>\$ 657,330</b>
Liabilities		
Current	\$ 5,682	\$ 5,606
Accounts payable and accrued liabilities	741,079	651,724
<b>Net assets</b>	<b>\$ 746,761</b>	<b>\$ 657,330</b>

**THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION**

**Statement of Operations**

For the Year Ended December 31, 2023

(Unaudited)

	2023	2022
<b>Revenue</b>		
Foundation auction	\$ 130,845	\$ 124,505
Interest income	20,800	7,114
Donations	384	701
	152,029	132,320
<b>Expenses</b>		
Sponsorship	27,500	20,000
Scholarships	15,000	12,500
Foundation auction	10,039	8,601
Investment Management Fees	8,861	7,804
Advertising and marketing	6,925	1,871
Professional fees	5,512	5,996
Director expenditures	1,471	-
Donation	1,000	500
Travel and meeting costs	395	-
Office supplies and postage	378	66
Scholarship recognition gifts	318	300
Bank charges	78	115
Education	-	4,000
Telephone and conference calls	-	56
	77,477	61,809
<b>Other income</b>		
Realized gain on marketable securities	11,836	2,853
Unrealized gain (loss) on marketable securities	2,967	(28,089)
	14,803	(25,236)
<b>Excess of revenue over expenses</b>	<b>\$ 89,355</b>	<b>\$ 45,275</b>

**THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION**

Statement of Changes in Net Assets For the Year Ended December 31, 2023 (Unaudited)

<b>Net assets - beginning of year</b>	<b>\$ 651,724</b>	<b>\$ 606,449</b>
Excess of revenue (deficiency) over expenses	89,355	45,275
<b>Net assets - end of year</b>	<b>\$ 741,079</b>	<b>\$ 651,724</b>

**THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION**

Statement of Cash Flows for the Year Ended December 31, 2023 (Unaudited)

	2023	2022
<b>Operating activities</b>		
Excess of revenue over expenses	\$ 89,355	\$ 45,275
<b>Items not affecting cash:</b>		
Unrealized loss on marketable securities	(2,967)	28,089
Gain on marketable securities	(11,836)	(2,853)
	74,552	70,511
Changes in non-cash working capital:		
Accounts payable and accrued liabilities	76	250
GST receivable	113	(352)
	189	(102)
Cash flows from (used) operating activities	74,741	70,409
<b>Investing activity</b>		
Proceed (purchase) of investments	(101,791)	(44,309)
Cash flows used by investing activities	(101,791)	(44,309)
<b>Decrease in cash and cash equivalents</b>	<b>(27,050)</b>	<b>26,100</b>
Cash and cash equivalents- beginning of year	30,295	4,195
<b>Cash and cash equivalents- end of year</b>	<b>\$ 3,245</b>	<b>\$ 30,295</b>

## THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Notes to Financial Statements Year Ended December 31, 2023 (Unaudited)

### 1. Description of organization

The Friends of Canadian Simmental Foundation (the "Foundation" or "FCSF") is a not-for-profit organization federally incorporated under the Canada Corporations Act on November 18, 2008. The Foundation qualified as a registered charity under the Income Tax Act commencing August 2010. The Foundation is a not-for-profit organization under section 149.1 of the Income Tax Act and is therefore not subject to income taxes as long as it maintains its not-for-profit status.

The Foundation's objectives are to educate young Canadians through the provision of scholarships, development of leaders in youth and to benefit the community by enabling improvements in agriculture through cattle husbandry research. In response to this, the Foundation operates three specific programs: research and development, scholarships, and youth development.

#### 2. Summary of significant accounting policies

Management has prepared the financial statements of the Foundation in accordance with Canadian Accounting Standards for Not-for-Profit Organizations ("ASNPO") in Part III of the CPA Canada Handbook. The financial statements have, in management's opinion, been properly prepared using careful judgment with reasonable limits of materiality and within the framework of significant accounting policies summarized below.

#### Revenue recognition

The Foundation follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Under this method, restricted contributions for expenses of one or more future periods are deferred and recognized as revenue in the same period or periods as the related expenses are recognized.

Unrestricted contributions are recognized as revenue of the general fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Revenue for service and investments is recognized when pervasive evidence of an arrangement exists, services have been rendered, the amounts received can be reasonably estimated and collection is reasonably assured.

Foundation auction and proceeds are recognized when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

#### Cash and cash equivalents

Cash consists of balances in banks. The Foundation considers all investments with maturities at the date of purchase less than months to cash and cash equivalents.

#### Marketable securities

Marketable securities consist of guaranteed investment certificates and are actively traded in the market and therefore measured at fair value.

Unrestricted investments owned by the Foundation and managed by The Calgary Foundation are comprised of Canadian equities, fixed income securities, and investment and are carried at fair value.

## THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Notes to Financial Statements Year Ended December 31, 2023 (Unaudited)

### 2. Summary of significant accounting policies (continued)

#### Fund accounting

The General operating fund, non-restricted, reports revenues and expenses related to general and administrative matters, restricted, reports revenues and expenses related to youth development programs.

#### Measurement uncertainty

The preparation of financial statements in conformity with ASNPO requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates. Examples of such estimates include application of revenue recognition policies and accrued liabilities.

#### Financial instruments policy

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods financial assets with actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. Cash and marketable securities are measured at fair value. All other financial instruments are measured at amortized cost. The financial instruments measured at amortized cost include accounts receivable, accounts payable and accrued liabilities. Changes in fair values are recognized as realized gains or losses in the statements of operations and financial assets and liabilities are tested for impairment each reporting date.

The fair value of a financial instrument is the estimated amount that the Foundation would receive or pay to settle a financial asset or financial liability as at the reporting date. The fair values of accounts receivable, accounts payable and accrued liabilities approximate their carrying values due to their short-term nature.

### **Contributed services**

The Board of Directors volunteer their time to attend board meetings and represent the Foundation at events. Members also volunteer their time to organize and operate the provincial association and represent the Foundation at events. Due to the difficulty of determining the fair value of volunteer hours, contributed services are not recognized in the financial statements.

### **3. Long-term investments**

	2023	2022
Calgary Foundation	\$ 604,926	\$ 581,022

The Calgary Foundation investment consists of Canadian equities, fixed income securities, and short term investments.

### **4. Financial instruments**

The Foundation is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. It is management's opinion that the Foundation is not exposed to significant credit, currency or price risks arising from these financial instruments. The following analysis provides information about the Foundation's risk exposure as of December 31, 2023.

#### **(a) Interest rate risk**

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. In seeking to minimize the risks from interest rate fluctuations, the Foundation manages its portfolio investments based on its cash flow needs and with a view of optimizing its interest income.

**2022-2023 ACTIVE MEMBERS Life, Annual and YCS - as of December 31, 2023**

Province	2022				2023			
	Life	Annual	YCS	Total	Life	Annual	YCS	Total
British Columbia	38	10	10	58	38	10	10	58
Alberta	412	92	177	681	422	94	185	701
Saskatchewan	217	51	89	357	225	53	89	367
Manitoba	160	18	46	224	166	18	47	231
Ontario	195	77	106	378	195	77	121	393
Quebec	64	40	21	125	71	40	22	133
Nova Scotia	19	12	14	45	19	12	14	45
New Brunswick	9	9	2	20	9	9	2	20
P.E.I.	12	6	6	24	11	6	6	23
Newfoundland	3	1		4	3	1		4
USA & Foreign	5	3		8	5	3		8
<b>Total</b>	<b>1134</b>	<b>319</b>	<b>471</b>	<b>1924</b>	<b>1164</b>	<b>323</b>	<b>496</b>	<b>1983</b>

**2019 - 2023 TOTAL HERD ENROLLMENTS BY PROVINCE**

Province	2019	2020	2021	2022	2023
B.C.	871	941	995	1077	1160
Alberta	164588	15920	16712	17181	17432
Saskatchewan	10420	11141	11038	10833	9864
Manitoba	4710	5154	5377	5601	6063
Ontario	1614	1625	1553	1654	1615
Quebec	1014	964	1026	1176	1284
New Brunswick	138	126	118	133	158
Nova Scotia	77	67	84	90	99
P.E.I.	67	45	57	60	61
Newfoundland			10		3
Other					3
<b>Total</b>	<b>35,369</b>	<b>35,983</b>	<b>36,970</b>	<b>37,805</b>	<b>37,742</b>

**2019 - 2023 - REGISTRATIONS BY PROVINCE**

Province	2019		2020		2021		2022		2023	
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
B.C.	293	350	285	357	458	440	267	349	490	471
Alberta	4215	5220	4520	5569	4869	5566	4586	5425	4909	5805
Saskatchewan	3110	3573	3385	3932	3276	3858	3153	3822	2982	3328
Manitoba	1266	1825	1480	2149	1388	2064	1404	1789	1528	2117
Ontario	288	872	290	867	317	899	359	1069	347	1035
Quebec	284	453	343	509	336	527	339	601	431	667
New Brunswick	23	61	15	27	21	40	38	46	12	56
Nova Scotia	46	155	55	90	70	109	65	175	81	157
P.E.I.	29	38	20	51	24	44	21	45	16	55
Newfoundland							1			
USA & Foreign	46	52	51	68	31	56	22	34	30	47
<b>Total</b>	<b>9600</b>	<b>12599</b>	<b>10444</b>	<b>13619</b>	<b>10790</b>	<b>13603</b>	<b>10255</b>	<b>13355</b>	<b>10826</b>	<b>13785</b>
<b>Total</b>	<b>22,199</b>		<b>24,063</b>		<b>24,393</b>		<b>23,610</b>		<b>24,611</b>	

**2019 - 2023 TRANSFERS BY PROVINCE**

Province	2019		2020		2021		2022		2023	
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
B.C.	148	27	147	114	203	42	182	31	208	85
Alberta	2395	1627	2544	2102	2899	1829	2521	1673	2941	1937
Saskatchewan	1959	931	1881	1261	2006	1176	1684	1314	1893	1518
Manitoba	859	763	845	548	933	1086	891	618	915	832
Ontario	118	517	118	516	140	534	134	558	144	583
Quebec	162	180	188	237	205	187	215	201	244	277
New Brunswick	16	17	12	19	11	15	17	10	20	16
Nova Scotia	30	50	23	49	47	41	32	50	57	76
P.E.I.	9	17	16	19	14	25	14	10	16	21
Newfoundland						4	1	4		3
USA & Foreign	19	72	27	79	26	80	23	56	22	79
<b>Total</b>	<b>5715</b>	<b>4201</b>	<b>5801</b>	<b>4944</b>	<b>6484</b>	<b>5019</b>	<b>5714</b>	<b>4525</b>	<b>6460</b>	<b>5427</b>
<b>Total</b>	<b>9,916</b>		<b>10,745</b>		<b>11,503</b>		<b>10,239</b>		<b>11,887</b>	