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AGENDA

CANADIAN SIMMENTAL ASSOCIATION

51ST ANNUAL MEETING

Saturday, August 10, 2019

1:00 pm

- CSA President's Welcome and Call to Order – *Garth Rancier, President*
- Moment of Silence
- Introduction of 2018-19 CSA Directors, Past Presidents and Guests
- Approval of Agenda
- Approval of the 50th Annual General Meeting Minutes
- President's Report – *Garth Rancier*
- General Manager's Report – *Bruce Holmquist*
- 2018 Reviewed Financial Statements – *Marlin LeBlanc*
- Appointment of Auditors
- Committee Reports:
 - Advertising/Promotion and Simmental Country – *Francis Gagnon*
 - Breed Improvement – *Roger Deeg*
- Young Canadian Simmental Association – *Krista Whalen*

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

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

- FCSF President's Welcome and Call to Order – *Ken Lewis, President*
- Introduction of 2018-19 FCSF Directors
- Approval of Agenda
- Approval of the 8TH Annual General Meeting Minutes
- President's Report – *Ken Lewis*
- 2018 Reviewed Financial Statements – *Marlin LeBlanc*
- Appointment of Auditors
- New Business
- Adjournment of Meeting

Canadian Simmental Association AGM will resume

- New Business
 - Recommendations from the Floor
- Introduction of 2019-20 CSA Board of Directors
- Recognition of Outgoing Director
- Invitation to 2020 Annual General Meeting
- Motion to ratify the actions and proceedings of the CSA Board of Directors and Officers for 2018
- Adjournment of Meeting

PRESIDENTS OF THE CANADIAN SIMMENTAL ASSOCIATION

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

CSA BOARD OF DIRECTORS / 2018 - 2019

Garth Rancier
President
Killam, AB

Blair McRae
1st Vice-President
Brandon, MB

Marlin LeBlanc
2nd Vice-President
Estevan, SK

Roger Deeg
Strathmore, AB

Byron Johnson
Amisk, AB

Lee McMillen
Carievale, SKC

Larry Barkley
Ingliside, ON

Francis Gagnon
Cheneville, QC

Frank Robblee
Crapaud, PEI

HOST PROVINCE – QUEBEC SIMMENTAL ASSOCIATION BOARD OF DIRECTORS / 2019

Scott Matthews
President by Interim
Canton de Hatley, QC

Laurie Noiseux
Vice-President
Richelieu, QC

Sandra Bernard
Director
La Présentation, QC

Sandra Berthiaume
Secretary-Treasurer
Saint-Garmain, QC

Geneviève Raby
Director
St-Paul, QC

Gerald Brouillard
Director
Sorel, QC

Francis Gagnon
National Director
Chénéville, QC

Krista Whalen
YCSA Director
Gould, QC

CSA STAFF & CONSULTANTS

Bruce Holmquist
General Manager

Barb Judd
Office Manager

Sue Giles
Programs Coordinator

Devra Leavitt
Reception & Member Services

Beth Rankin
Registry & Member Services

Perry Welygan
Registry & Member Services

Laurie Macdonald
Registry & Member Services

Rae-Lee Erickson
Administrative Assistant

Kelsey Manske
YCSA Coordinator

Randy Bollum
Simmental Country Sales Representative

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 50th ANNUAL GENERAL MEETING
August 11, 2018, 1 pm, Pomeroy Inn, Olds, Alberta

CALL TO ORDER

President Lee McMillen called the meeting to order at 1:10 pm

PRESIDENT'S WELCOME – Lee McMillen

- Thank you to the Alberta Simmental Association for hosting this weekend's function in Olds.
- Pioneers and members in attendance from the East to West coast, quite an accomplishment to have put Simmental where it is close to the top of the heap
- The meeting will be run under a slightly new format because of last year's bylaw changes
- Remind all participants to sign the attendance sheet that is circulating so we have an official record of all in attendance
- Members wishing to vote must hold a valid voting card, which can be obtained at the registration desk for a few more minutes
- Members who wish to make a recommendation for the Board's consideration can do so by using the green forms on your table. They must be moved and seconded by a member who has a vote card. Please bring your recommendation to us and it will be read and discussed in new business

MOMENT OF SILENCE

INTRODUCTION OF 2018-18 DIRECTORS, PAST PRESIDENTS AND GUESTS

- 2017-18 CSA Board of Directors - Lee McMillen, President, Garth Rancier, 1st Vice, Blair McRae, 2nd Vice, Roger Deeg, Director of Finance, Dan Skeels, Marlin LeBlanc, Larry Barkley, Francis Gagnon, Frank Robblee
- CSA staff Bruce Holmquist, General Manager and Barb Judd, Office Manager
- Past Presidents of the CSA – Ken Lewis, Roger Deeg, Bruce Holmquist
- Guests from American Simmental Association Dr. Wade Shaffer, EVP, and American Junior Simmental Representatives Rachel Endecott, Director of Youth Development, Emily Ivey and Michelle Helm; Eliza Fogland, from Australia's Junior Simmental program.

APPROVAL OF AGENDA

*MOTION: by Grace Oesch, to approve agenda.
Second, Ken Adair
CARRIED*

APPROVAL OF THE 48TH ANNUAL GENERAL MEETING MINUTES

*MOTION: by Byron Johnson, to approve the 49th CSA AGM 2017 minutes.
Second, Deanne Young
CARRIED*

IDENTIFICATION OF VOTING MEMBERS AND VOTING PROCESS

President Lee McMillen outlined the process being used for discussion and voting

- Meeting will be conducted under Roberts Rules of Order
- Refer to page 11 of AGM report for voting procedures and identification of members
- Parliamentarian is Ken Lewis
- Scrutineers are Sue Giles and Rae-Lee Erickson
- We have a quorum with 46 voting members in attendance

PRESIDENT'S REPORT – LEE MCMILLEN

President Lee McMillen highlighted report printed in the AGM book page 12

- Welcome all to the 50th annual meeting of the CSA, quite an accomplishment for the breed to have made great strides and we are now in a very strong position
- Financially our Association is the envy of other breed associations in Canada. Last year saw 50th anniversary celebrations, new office software, office improvements, subsidizing of genetic testing, support of provincial associations and keeping up with the times with no increase to our fee schedule
- Registration statistics continue to remain strong. Total Herd Enrollment continues to increase over the past four years breaking record highs

- Thank you to committee members for your dedication to Breed Improvement, led by Garth Rancier, and Promotion, led by Dan Skeels
- We have a great group of experienced office staff who continue to do their best, noting our registry staff Perry Welygan and Beth Rankin combined have 46 years of experience which is unparalleled in any other breed office
- It's been an honor to serve as President of the CSA for the past 2 years, and I thank the directors, staff and membership for the contributions in shaping the CSA to what it has become today.

***MOTION: by Randy Mader, to accept the President's report as presented.
Second, Kerwin Delong
CARRIED***

GENERAL MANAGER'S REPORT - BRUCE HOLMQUIST

General Manager Bruce Holmquist's report printed on page 13 of AGM book

- Introduction of Stacy Felker, who is helping organize World Federation Congress in Texas, September
- Introduction of staff in attendance – besides Barb Judd and myself here this weekend are recent additions to staff Sue Giles, Randy Bollum, and Rae-Lee Erickson, who has been with us for several years
- The CSA has approximately \$2 million in net assets. A portion of that are reserves to cover one year's total operating budget which we maintain as a result of a board motion made in the early 2000's
- Registrations, enrollments and memberships have increased despite seeing a commercial cowherd that is not increasing in numbers.

***MOTION: by Graham Kathol, to accept the General Manager's as presented.
Second, Krista Whalen
CARRIED***

AUDITOR REVIEWED FINANCIAL STATEMENTS – ROGER DEEG

2017 year-end financial information on page 14 of AGM book

- CSA Statement of Financial Position page 15, we are ahead of last year and remain in strong financial position
- CSA Statement of Changes in Net Assets on page 21, self-explanatory, we own our building which we have kept current; our obligation is to the membership and we believe we are on the right track
- Simmental Country shows a loss as printing costs and circulation increases. The magazine is a service to the membership and great advertising vehicle for Canadian Simmental members
- YCSA is becoming more fiscally responsible and kept in check with help from this board and adult advisors
- Page 23 increase in advertising and promotion expense of \$50,000 which was distributed to the provinces to assist with costs of their 50th anniversary events.

***MOTION: by Ken Lewis, to approve the CSA 2017 financial statements as presented.
Second, Michelle Satchwell
CARRIED***

APPOINTMENT OF AUDITORS

***MOTION: by Roger Deeg, to appoint Calvista as auditors for the upcoming year end
Second, Randy Mader
CARRIED***

ADVERTISING/PROMOTION AND SIMMENTAL COUNTRY – DAN SKEELS

Chairman Dan Skeels thanked committee members Lee McMillen, Blair McRae, Francis Gagnon, Larry Barkley and Garth Rancier (report on Page 26)

- Proud to be Chair of this committee again and very passionate about it
- From an overall \$200,000 budget, \$120,000 goes to the provinces
- CCIA Simmental blue tags, have sold over 20,000. They will start being seen at the auction markets this fall. To date we have Allflex, and also have an application in with CCIA to sell Z Tags
- Simmental sired calf sales – we are working on a feature for the fall Commercial Country with calendar dates involving auction markets. We need to make others believers in order to increase market share
- The CSAA Commercial Brochure has been translated into French
- Have brought back the Spring bull sale Sales page in Simmental Country
- Randy Bollum brings experience and knowledge to the Simmental Country sales position – please go meet him
- Happy to be working with Today's Publishing to produce the Simmental Country and Commercial Country
- Continue to run successful ads in Cattleman's and other breed magazines
- Thank you all for having faith in me to put me on the board, honoured and humbled to be Chair.

***MOTION: by Ben Farrant, to accept the Advertising/Promotion and Simmental Country report as presented
Second, Graham Kathol
CARRIED***

BREED IMPROVEMENT – GARTH RANCIER

The CSA Breed Improvement committee consists of Garth Rancier (Chairman), Lee McMillen, Frank Robblee, Roger Deer, Marlin LeBlanc, Ken Lewis, Brian Bouchard, Ken Adair and Ward Muirhead

- Report on page 27 – another busy and positive year, committee meets twice a year to discuss and evaluate matters pertaining to the improvement of the Simmental breed
- Fortunate to have the expertise of Sean McGrath who is a wealth of information, and through a strong working relationship with American Simmental, Dr. Wade Shaffer and other technical staff are available to us. This is extremely valuable to the breed improvement committee with the technical and genetic knowledge they have to offer
- We have enjoyed another successful bull sale season and if last night's sale was an indication of this fall's sales, we will be good shape going forward
- Strong uptake of CCIA Simmental tags, of which we have sold over 20,000 to date
- New software and online system continues to add more information and value for the membership. Homo Polled/Color results are now available on the website and members are encouraged to use the new paperless option which allows that papers be stored online rather than printed
- BOLT has been delayed to an August release, Sean McGrath is currently reviewing to make sure there are no errors before we go live. BOLT blends both phenotype and genotype into a single step EPD making it more accurate and reliable with a weekly update rather than twice a year
- The CAAP Genotyping project ended March 2018 and was well utilized by CSA members. We were able to receive more funds than projected due to other breeds not using all their available money which allowed further savings to be passed on to CSA members
- An addition to our DNA options is a new \$18 basic parentage test for multi sire pastures or breeders wishing to parentage verify more calves. As before, there is still the requirement for a LD test for embryo calves and HD for sires and donor dams
- The Simmental breed is well positioned going into the future. Please feel free to pass on any comments or suggestions to the Breed Improvement Committee at any time.

***MOTION: by Ken Lewis, to accept the Breed Improvement report as presented.
Second, Whitney DeDecker
CARRIED***

YOUNG CANADIAN SIMMENTAL ASSOCIATION – WYATT MILLAR

- I am the past president (Wyatt Millar), rest of 2017 National Board were Krista Whalen, Paige Holmquist, Lisa Reich, Allison Booth, Connor Morse, Gracie Falconer and Montana Stillman-Loyst
- Retiring directors in 2017 were Dylan Foley, Heather Creamer, Craig Matthews, Kathryn Thompson and Carson Rodgers
- There were five provincial classics held across Canada last year in Prince Albert, SK, Brome, QC, Lindsay, ON, Neepawa, MB and Lacombe, AB
- The National Classic was held in Fredericton, NB in conjunction with the CSA AGM
- Mackenzie Skeels and Cassidy Pinkham were awarded a travel opportunity to the AJSA National Show
- A YCS Leadership Conference was held in Calgary which was well received
- Thank you to Kelsey Manske for her continued guidance and efforts, the CSA and Simmental Country for their endless contributions, CSA board and staff for their guidance and Blair McRae for his contributions and efforts put forward year after year
- Thank you to New Holland, Friends of Canadian Simmental Foundation and all other generous supporters. Your support allows YCSA to put on the events we do to grow the great Simmental breed and shape it for the future.

***MOTION: by Krista Whalen, to accept the Young Canadian Simmental Association report as presented.
Second, CoraLee Fisk
CARRIED***

- President Lee McMillen thanked Kelsey Manske for her contribution to the YCSA program

SUSPENSION OF THE CSA ANNUAL GENERAL MEETING

- President Lee McMillen asked for motion to suspend Canadian Simmental Association AGM for the Friends of Canadian Simmental Foundation AGM

***MOTION: by Dan Skeels, to suspend the Canadian Simmental Association AGM for the Friends of Canadian Simmental Foundation AGM.
Second, Ken Adair
CARRIED***

RESUMPTION OF THE CSA Annual General Meeting

*MOTION: by Marlin LeBlanc, to resume the Canadian Simmental Association AGM.
Second, Frank Robblee
CARRIED*

NEW BUSINESS

- Invitation to 2019 Canadian Simmental Convention
 - Francis Gagnon, on behalf of Quebec Simmental Association, extended an invitation to the 2019 Canadian Simmental Convention, St-Hyacinthe, QC, August 7 – 11, 2019
- World Simmental-Fleckvieh Federation Congress, Fort Worth, Texas, Sept 24 – 28
 - Ten Canadians are registered to date. A registration is available for sale at tonight's FCSF auction
- Recommendations from the floor
 - **Be it resolved that the membership recommend to the Canadian Simmental Board of Directors that: In future, the new director at large for YCSA comes from the next year's host province. Moved by Dan Skeels / Seconded by Krista Whalen**
 - With our structure, this will be presented to the YCSA board, plus also discussed at CSA board level.
 - National board has an organizing committee
 - **Be it resolved that the membership recommend to the Canadian Simmental Board of Directors that: A schedule of events from host provinces for YCSA Show Activities. Moved by Ben Farrant / Seconded by Byron Johnson.**
 - Two years in advance, so they are aware what is accountable to them. Booking a year out is difficult for some venues.
- Comments/Questions from Floor
 - Will DNA testing be subsidized again?
 - The CAAP project ended in March for funding on HD \$90 testing of which the member paid \$45. We capitalized on extra funds from other breed associations who utilize their funding. At the end of the project, lab costs decreased substantially so we were able to continue charging the member a lower cost, just \$5 over the project cost.
 - Dr. Wade Shafer explained that the American Simmental Association is running a DNA program to December 15, as they realized they did not have much on their actual cow herd. The program offers 50k testing at \$15, providing a member DNA's their entire cow herd and submits mature weights, or \$20 for entire herd but do not provide weights. They are roughly paying the lab \$20 which is discounted due to volume. Result response time may take up to six months as it is not going through traditional DNA pipeline and there is a stockpile of DNA samples collected sitting in the office.
 - Regular polled tests results take 2 to 3 weeks for ASA

RECOGNITION OF OUTGOING DIRECTOR

- President Lee McMillen presented Dan Skeels with a past director gift, thanking Dan for his contribution to the board for the past three years, and as Promotion chair for two years. Much appreciation for all Dan has done for Simmental, the Board and Association.

INTRODUCTION OF 2018-19 CSA BOARD OF DIRECTORS

- Frank Robblee, Larry Barkley, Francis Gagnon, Marlin LeBlanc, Roger Deeg, Blair McRae, Garth Rancier, Bryon Johnson, Lee McMillen
- President Lee McMillen thanked Jill Mader and the rest of the Alberta Simmental Association board for all the hard work

*MOTION: by Randy Mader, to ratify the action and proceedings of the CSA Board of Directors for the year 2017.
Second, Kerwin Delong
CARRIED*

MOTION: by Dan Skeels to adjourn the meeting at 2:50 pm

CANADIAN SIMMENTAL ASSOCIATION PRESIDENT'S REPORT

Garth Rancier

On behalf of the CSA and its' Board of Directors it is a great pleasure to welcome everyone to the 2019 Canadian Simmental Association AGM and Convention in beautiful Saint-Hyacinthe, Quebec. I would like to extend a huge thank you to the organizing committee, the Quebec Simmental Association and the CSA staff for all your hard work and planning to organize this event.

2018 was another very strong year for the Simmental breed. The forward thinking and progressiveness of the membership has put our breed in a very enviable position within the industry. We have continued to see high sale averages in both the bull and female sales and continued growing interest in the breed across the country. As we go forward as breeders, we need to be mindful of genetic progress and make use of all available tools available to us as we provide the beef industry a product that will keep our breed at the forefront. Like the famous Canadian Wayne Gretzky once said, "I skate to where the puck is going to be, not where it has been". We need to do the same and look to the future and what is going on around us in the industry and make the relevant and timely decisions to maintain our breed's position. We need to celebrate and appreciate what got us to this point and focus on what will elevate us higher in the future.

Financially our association is on very solid ground showing a profit again in 2018. This is thanks to continual increases in memberships, transfers and registrations, combined with prudent budgeting. This has allowed us to offer continued support to the provincial associations, subsidize genetic testing, a new registry system, and regular improvements without increasing fees to our membership. Thanks to Marlin Leblanc for being our Finance Chair.

I would also like to thank New Holland for their continued support and sponsorship of the CSA. Their contribution to the CSA and the YCSA and partnership with our breed is greatly appreciated.

The CSA board meets spring and fall for board meetings, as well as conference calls where needed. Our committees are made up of elected directors and appointed delegates. I would like to personally thank all our committee members for all the time they volunteer to the Simmental breed and the CSA. The breed improvement committee was chaired by Roger Deeg this past year and deals with matters pertaining to the advancement of the Simmental breed in Canada. We are very fortunate to have a wealth of knowledge from many spectrums and perspectives of the breed and the beef industry in Canada around the committee table.

The promotion committee, chaired by Francis Gagnon, had a busy year and continues to promote and advertise the breed to the commercial producers across the country.

The YCS program is as strong as it's ever been and if you've had a chance to attend any YCSA events recently you will see that the future looks very bright. Thank you to Kelsey Manske for all the work you do as the YCSA coordinator as well as Blair McRae and everyone else that is working with the YCS program and the future of the Simmental breed.

The CSA continues to work closely with the Friends of Canadian Simmental Foundation board of directors to ensure that the foundation continues to grow and benefits the membership and its' youth and future for generations to come. Big thanks to Foundation Chairman Ken Lewis, the Foundation board, and its' members for their dedication and commitment to the foundation and its' future.

Our staff at the CSA is second to none and we are very fortunate to have the huge amount of dedication and experience in our office. The behind the scenes work, day in and day out, is something that is taken for granted and I would like to thank our staff for keeping our association running so efficiently and so cost effectively for our membership. Bruce Holmquist, General Manager; Barb Judd, Office Manager; Beth Rankin, Perry Welygan, Devra Leavitt, Laurie Macdonald, Rae-Lee Erickson, Kelsey Manske, Sue Giles and Randy Bollum.

Under the new structure I would like to welcome Roger Deeg from Alberta and Marlin LeBlanc from Saskatchewan as directors returning for their second term. I would also like to welcome Shane Williams as the new director from Ontario. Huge thank you to Larry Barkley as outgoing director. We have appreciated your input around the board table and your commitment to the Simmental breed in Canada.

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

GENERAL MANAGER'S REPORT

Bruce Holmquist

It is always a useful task to sit and write these Annual reports as it provides opportunity to reflect on the year that has passed, and to review the success and challenges that we encountered. 2018 was another successful year for the Simmental breed in Canada and for the Canadian Simmental Association (CSA). Simmental bull sales have been strong for several years, especially when compared to all of the other breeds in Canada. This continues as a result of the acceptance that the breed has in commercial cowherds across the country. While some sales may have had a few too many bulls in them, the resulting prices were steady with excellent demand for the top-end animals. Strong prices were again received for Simmental females throughout the fall sales as we saw new Simmental breeders begin their herds, as well as established breeders making purchases to strengthen their programs. While the Canadian cowherd remains static, the demand for Simmental genetics continues to trend upward.

CSA staff members worked together to provide attendance at the many sales and events throughout the year as we cover as many of them as possible through our available resources. In 2018, Sue Giles and Randy Bollum joined us to work on Simmental Country and marketing tasks and have grown into their positions very nicely. Our registry and office staff continue to show their dedication to the CSA and our members by delivering exceptional service. As we continue working to improve that service, the registry and "On Farm" software programs continue to be improved to enhance ease of use as well as convenience. We appreciate both the CSA membership and our staff for their patience as we strive to provide the best service possible. We may not always have the answer right at hand in every situation, however I know that our problem solving is thorough and it is not often that we are not able to find solutions to our member's issues in a timely fashion. The decades of knowledge and experience that your CSA staff possesses is invaluable and as strong as any breed Association in Canada.

This past year saw a slight change with President Garth Rancier, 1st Vice President Blair McRae, and 2nd Vice President Marlin LeBlanc serving as the CSA Executive committee. Past President Lee McMillen remained on the board as he serves the remainder of his term as Director. Thank you to all of them and 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 left us. CSA directors all have their own operations to run however they take time out of their hectic schedules to volunteer and provide direction to the CSA. It is not an easy task serving as a director of a national organization and it is sometimes challenging to ensure regional interests don't overshadow the big picture.

The CSA's financial position remains very strong as we realized an operational surplus in 2018 as a result of increased registry activity combined with prudent spending. This has allowed us to maintain, and in some areas to increase, service without increasing fees or costs to you the member. Another success that has contributed is the partnership we have continued with New Holland Agriculture. This relationship provides funding to the CSA that is outside our traditional revenue streams; we thank New Holland for their confidence and are committed to growing both the Simmental and New Holland brands. When you get a chance stop in at your local New Holland Dealer and thank them for their commitment to Simmental.

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

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

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



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INDEPENDENT PRACTITIONER'S REVIEW ENGAGEMENT REPORT

To the Members of The Canadian Simmental Association

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

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Practitioner's Responsibility

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

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

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

Other Matter

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

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that these financial statements do not present fairly, in all material respects, the financial position of The Canadian Simmental Association as at December 31, 2018 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Chartered Professional Accountants

Calgary, Alberta
June 14, 2019

CANADIAN SIMMENTAL ASSOCIATION
Consolidated Statement of Financial Position
As at December 31, 2018
(Unaudited)

	2018	2017
Assets		
Current		
Cash and cash equivalents	\$ 349,824	\$ 336,512
Marketable securities (Note 3)	1,769,713	1,490,416
Accounts receivable	37,459	107,093
Prepaid expenses	6,349	3,670
	<u>2,163,345</u>	<u>1,937,691</u>
Property and equipment (Note 4)	<u>71,909</u>	85,078
	<u>\$ 2,235,254</u>	<u>\$ 2,022,769</u>
Liabilities		
Current		
Accounts payable and accrued liabilities	\$ 39,811	\$ 151,218
Goods and services tax payable	26,012	17,612
Deferred revenue (Note 5)	108,159	31,560
	<u>173,982</u>	<u>200,390</u>
Net assets		
Unrestricted net assets	1,989,363	1,737,301
Invested in property and equipment	71,909	85,078
	<u>2,061,272</u>	<u>1,822,379</u>
	<u>\$ 2,235,254</u>	<u>\$ 2,022,769</u>

APPROVED ON BEHALF OF THE BOARD OF DIRECTORS

_____ Director

_____ Director

The accompanying notes are an integral part of these financial statements

CANADIAN SIMMENTAL ASSOCIATION
Consolidated Statement of Operations
For the Year Ended December 31, 2018
(Unaudited)

	2018	2017
Revenue		
Total herd enrolment	\$ 753,404	\$ 731,351
Simmental Country Magazine (Schedule 2)	372,188	384,137
Registrations	224,730	224,030
Lab services	197,864	150,210
CBBC project income	54,707	94,220
Memberships	81,225	80,350
Simmental 50th Anniversary	-	59,125
Other services	39,578	48,673
Young Canadian Simmental Association ("YCSA")(Schedule 3)	67,406	42,228
Transfers	42,915	41,015
AMP reimbursements	12,056	20,110
New Holland sponsorship	20,000	20,000
	1,866,073	1,895,449
Expenses		
Simmental Country Magazine (Schedule 2)	386,505	462,077
Salaries and employee benefits	452,839	432,696
Lab service	157,347	257,650
Advertising and promotion	46,520	152,449
Provincial promotion funding	119,973	121,494
Travel	86,893	88,115
YCSA (Schedule 3)	67,711	65,239
Breed improvement	57,341	54,978
Computer	41,387	40,673
Bank charges	45,899	38,141
Utilities, property taxes and insurance	38,616	32,572
Postage and freight	23,754	25,466
Office	30,648	24,688
Professional fees	14,900	22,449
Amortization	17,287	17,543
Sponsorship to YCSA	13,500	12,375
Annual general meeting	9,357	12,084
Repairs and maintenance	13,404	11,174
Telephone	9,688	10,991
	1,633,569	1,882,854
Other income		
Interest	18,912	19,111
Realized gain (loss) on marketable securities	(6,464)	(2,802)
Unrealized gain (loss) on marketable securities	(6,059)	10,239
	6,389	26,548
Excess of revenue over expenses	\$ 238,893	\$ 39,143

The accompanying notes are an integral part of these financial statements

CANADIAN SIMMENTAL ASSOCIATION
Consolidated Statement of Changes in Net Assets
For the Year Ended December 31, 2018
(Unaudited)

	Unrestricted net assets	Invested in property and equipment	2018 Total	2017 Total
Net assets - beginning of year	\$ 1,737,301	\$ 85,078	\$ 1,822,379	\$ 1,783,236
Investment in property and equipment	(4,118)	4,118	-	-
Excess (deficiency) of revenue over expenses	256,180	(17,287)	238,893	39,143
Net assets - end of year	\$ 1,989,363	\$ 71,909	\$ 2,061,272	\$ 1,822,379

The accompanying notes are an integral part of these financial statements

CANADIAN SIMMENTAL ASSOCIATION
Consolidated Statement of Cash Flows
For the Year Ended December 31, 2018
(Unaudited)

	2018	2017
Operating activities		
Excess of revenue over expenses	\$ 238,893	\$ 39,143
Items not affecting cash:		
Amortization	17,287	17,990
Realized (gain) loss on marketable securities	6,464	2,802
Unrealized (gain) loss on marketable securities	6,059	(10,239)
	268,703	49,696
Changes in non-cash operating working capital:		
Accounts receivable	69,634	(46,856)
Prepaid expenses	(2,680)	7,779
Accounts payable and accrued liabilities	(111,405)	58,289
Goods and services tax payable	8,400	422
Deferred revenue	76,598	108
Cash flows from (used by) operating activities	309,250	69,438
Investing activities		
Purchase of property and equipment	(4,118)	(45,835)
Purchases of marketable securities	(830,638)	(689,003)
Proceeds on disposal of marketable securities	538,818	551,720
Cash flows used by investing activities	(295,938)	(183,118)
Decrease in cash and cash equivalents	13,312	(113,680)
Cash and cash equivalents, beginning of year	336,512	450,192
Cash and cash equivalents, end of year	\$ 349,824	\$ 336,512
Consisting of:		
Operating account	\$ 342,585	\$ 323,295
Broker account	7,239	13,217
	\$ 349,824	\$ 336,512

The accompanying notes are an integral part of these financial statements

CANADIAN SIMMENTAL ASSOCIATION
Notes to the Consolidated Financial Statements
For the Year Ended December 31, 2018

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(l) 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 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 S149.1(l) of the Income Tax Act.

YCSA is incorporated 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 S149.1(l) 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, CBBC 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.

CANADIAN SIMMENTAL ASSOCIATION
Notes to the Consolidated Financial Statements
For the Year Ended December 31, 2018

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.

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, investment consisted of bonds, T-bills and term deposits earning interest at rates which vary from 1.30% to 4.30%.

CANADIAN SIMMENTAL ASSOCIATION
Notes to the Consolidated Financial Statements
For the Year Ended December 31, 2018

4. Property and equipment

	Cost	Accumulated amortization	Net 2018	Net 2017
Condominium	\$ 235,999	\$ 235,999	\$ -	\$ -
Publishing rights	233,000	233,000	-	-
Computer equipment & software	270,747	251,458	19,289	23,728
Furniture & fixtures	169,372	167,709	1,663	3,327
Condominium improvements	124,056	73,099	50,957	58,023
	\$ 1,033,174	\$ 961,265	\$ 71,909	\$ 85,078

As of December 31, 2018, the City of Calgary property assessment value of the condominium was \$936,000 (2017: \$1,000,000).

5. Deferred revenue

	2018	2017
Member deposits	19,546	25,251
Advertisements	82,428	-
Magazine subscriptions	6,185	6,309
	\$ 108,159	\$ 31,560

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 counter party 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 optimising 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.

CANADIAN SIMMENTAL ASSOCIATION
Notes to the Consolidated Financial Statements
For the Year Ended December 31, 2018

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.

8. Comparative Figures

Some of the comparative figures have been reclassified to confirm to the current year presentation.

CANADIAN SIMMENTAL ASSOCIATION
Schedule 1 - Canadian Simmental Association
Non-Consolidated Schedule of Operations
For the Year Ended December 31, 2018
(Unaudited)

	2018	2017
Revenue		
Total herd enrolment	\$ 753,404	\$ 731,351
Registrations	224,730	224,030
Lab services	197,864	150,210
CBBC project income	54,707	94,220
Memberships	81,225	80,350
Simmental 50th Anniversary	-	59,125
Other services	39,578	48,673
Transfers	42,915	41,015
AMP reimbursements	12,056	20,110
New Holland sponsorship	20,000	20,000
	1,426,479	1,469,084
Direct expenses		
Salaries and employee benefits	452,839	432,696
Lab service	157,347	257,650
Advertising and promotion	66,520	172,449
Provincial promotion funding	119,973	121,494
Travel	86,893	88,115
Breed improvement	57,341	54,978
Computer	41,387	40,673
Bank charges	45,899	38,141
Utilities, property taxes and insurance	38,616	32,572
Postage and freight	23,754	25,466
Office	30,648	24,688
Professional fees	14,900	22,449
Amortization	16,668	17,543
Sponsorship to YCSA	18,500	17,375
Annual general meeting	9,357	12,084
Repairs and maintenance	13,404	11,174
Telephone	9,688	10,991
	1,203,734	1,380,538
Other income		
Interest	18,912	19,111
Unrealized gain (loss) on marketable securities	(6,059)	10,239
Realized gain (loss) on marketable securities	(6,464)	(2,802)
	6,389	26,548
Excess of revenue over expenses	\$ 229,134	\$ 115,094

CANADIAN SIMMENTAL ASSOCIATION
Schedule 2 - Simmental Country Magazine
Non-Consolidated Schedule of Operations
For the Year Ended December 31, 2018
(Unaudited)

	<u>2018</u>	<u>2017</u>
Revenue		
Advertising	\$ 341,836	\$ 354,685
Subscriptions	29,610	29,452
Other	20,742	20,000
	<u>392,188</u>	<u>404,137</u>
 Direct expenses		
Printing	196,012	241,367
Salaries and employee benefits	87,760	107,863
Magazine postage	67,300	68,560
Travel & promotion	30,646	36,409
Telephone	2,458	3,225
Office postage	1,746	2,074
Office and miscellaneous	170	1,144
Bank charges	412	987
Amortization	620	448
	<u>387,124</u>	<u>462,077</u>
 Excess (deficiency) of revenue over expenses	 <u>\$ 5,064</u>	 <u>\$ (57,940)</u>

CANADIAN SIMMENTAL ASSOCIATION
Schedule 3 - Young Canadian Simmental Association
Non-Consolidated Schedule of Operations
For the Year Ended December 31, 2018
(Unaudited)

	2018	2017
Revenue		
Auction	\$ 20,000	\$ 12,500
Donations	-	10,219
National classic	31,311	7,268
New Holland sponsorship	5,000	5,000
AJSA CSA reimbursement	3,000	3,000
Team conference registrations/sponsorship	6,650	8,800
Online auction	6,405	270
Promotional Items	40	171
	72,406	47,228
Direct expenses		
National YCSA show	25,069	17,504
Travel	27,380	29,004
Office	599	326
National board jackets	401	730
Advertising and promotion	45	2,576
Bank charges	60	48
Team conference	14,157	15,051
	67,711	65,239
Excess (deficiency) of revenue over expenses	\$ 4,695	\$ (18,011)

ADVERTISING/PROMOTION AND SIMMENTAL COUNTRY REPORT

Francis Gagnon - Committee Chair

Committee members; Francis Gagnon, Larry Barkley, Frank Robblee, Blair McRae and Garth Rancier

The promotion and advertising committee have had another strong and positive year and we are very fortunate to work with such a professional team. The committee meets in the spring and fall every year at the CSA office in Calgary. Any recommendations passed by the committee are to be voted on by all the board of directors for further approval.

The response for the new CCIA blue back buttons have gone above and beyond our expectations and we are very happy that the commercial and purebred breeders are incorporating them into their herd programs. It is a great promotion for the Simmental breed and people are proud to bring Simmental branded cattle to the auction marts. We now offer the 2 tags as an option for the personalized Simmental RFID tags with Z Tag (Datamar tags) being the new option and the 2nd option being Allflex which can be offered through the CCIA office.

We have approached the ATQ program in Quebec to try and implement the blue button, but we have discovered that the cost and procedures to get them passed by ATQ is not worth the time and effort for the CSA. For now we have tabled this idea and may look into it again in the future.

A big thank you to our staff Rae-Lee and Sue for bringing in new products to help promote the association with the new toques, caps and back packs which are very popular and of good quality.

We are always working on ways to improve the Award of Excellence program to recognize the top show female and bull of the year. Each provincial association is to send the show results within two weeks after the qualification show hosted by their province. There are still some issues in getting the results back from some of the provinces, but we are seeing progress every year and are sure that it won't be long until things are running smoothly!

The Promotion committee is looking into developing a strategy to have a bigger share in the dairy industry, mainly in the AI market where dairy producers are increasingly breeding their cows to beef cattle to increase the value of their calves. We always encourage new ideas or feedback from our membership.

A little thing that you may not be aware of is our commercial buyer package program. These packages are sent out to all new Simmental female buyers who are not CSA members. In these packages there are informational flyers, small promotional items and a member application form. The CSA has had very good response with many commercial breeders becoming new CSA and YCSA members.

The Simmental Country and the Commercial Country are still our strongest promotion and advertising items. The postage cost will always be one of our biggest expenses and we are always trying to find new solutions to help reduce this cost. It was decided to once again run our spring sales "thank you ad" special for our advertisers as we have always had a good response to this special. It also fills our spring issue with a plethora of information for our readers.

We would like to thank New Holland for their continued support and generosity.

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

BREED IMPROVEMENT COMMITTEE REPORT

Roger Deeg - Committee Chair

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

The BI Committee has had an active and positive year. The committee meets twice a year to discuss and evaluate matters pertaining to improvement and advancement within the Canadian cattle industry. Any decisions that come from the committee are forwarded to the CSA board for final approval.

The committee is comprised of an outstanding group of individuals with a wealth of knowledge on all aspects of the breed and the beef industry. It has been a privilege to share the table with these breeders and I thank you for your time, commitment and input to BIC.

We are fortunate to have Sean McGrath as our technical consultant who works closely with American Simmental Association on genetic advancement through EPDs. Thank you, Sean, for clarifying the technical jargon that many times can be confusing.

Simmental is a key component to the crossbreeding systems that are essential in most of the commercial industry. Simmental influenced calves continue to top the fall runs and then go on to perform exceptionally well in feedlots and ultimately on the rail. Simmental influence females are a mainstay of most top commercial herds. We have enjoyed another very strong year with bull and female sales with some of the strongest averages of any breed. Well done breeders.

As an association and as breeders we must push forward looking to the future and learning from the past but not dwelling there, as not all decisions of the past pertain to today or the future. We must not be content with our success because improvement must be constant.

Some BIC highlights:

- Bruce was again elected to the Board of Directors of Canadian Beef Breeds Council in April. I believe this is important as we need a strong voice at that table as CBBC is responsible for distribution of a substantial amount of government funding to the purebred sector.
- The BOLT evaluation system started processing data in the summer and went live at the end of August and is running smoothly after a few start up glitches.
- Our new registry system got the kinks out of it this last summer and fall and is now performing as expected.

There has been a lot of discussion on a wide variety of topics but not set into action until there is further discussion. These are just a few highlights. Be sure to stay informed by following current initiatives and regular features in the Simmental Country.

We as a breed are well situated to further our influence in the Canadian Beef Industry. Through genetic improvement, technology, leadership, engagement and a dedication to improvement as a breed will strengthen our industry position.

YOUNG CANADIAN SIMMENTAL ASSOCIATION REPORT

Krista Whalen - National YCSA President

Hello Everyone,

2018 was a whirlwind but it was full of ambition from all of our members across the country. It marked a year full of events and changes within the program that were made possible through the dedication of our YCSA Coordinator Kelsey Manske, CSA Staff and most importantly the YCSA Board of Directors. A board that is eager and willing to take on challenges and make this great program that much better. This group of Simmental youth enthusiasts continues to represent this program to the highest standards.

The 2018 National Board of Directors consisted of the following:

- Krista Whalen – President
- Lisa Reich – 1st Vice-President
- Allison Booth – 2nd Vice-President & Director at Large
- Connor Morse – Maritimes
- Montana Stillman-Loyst – Ontario
- Gracie Falconer – Maritimes
- Dayne Whelan – Saskatchewan
- Mackenzie Skeels – Director at Large – Alberta

Retiring directors in 2018 were Wyatt Millar, Saskatchewan and Paige Holmquist, Saskatchewan. Thank you to the both of you for your dedication and efforts put forward with this program.

There were 5 provincial classics held across Canada in 2018:

- Tiger Lily Classic in Prince Albert, Saskatchewan
- Quebec Junior Beef Show in Brome, Quebec
- Ontario Trillium Classic in Navan, Ontario
- Manitoba Youth Beef Roundup in Neepawa, Manitoba
- Maritime Classic in Windsor, Nova Scotia

The 2018 National Classic was held in Olds, Alberta in conjunction with the Canadian Simmental Association's Annual General Meeting. The success of this show is due to the commitment and passion of this group of directors. With 90 head and roughly 70 members entered at this show, it is very clear the future for the Simmental breed is quite bright.

First off, I'd like to congratulate Mackenzie Skeels and Cassidy Pinkham for being our high point aggregates in 2017. Both these girls represented Canada very strongly in Minnesota at the American Junior Simmental National Classic. I would also like to congratulate Morgan Macintyre and Ryan Edwards for being our 2018 high point aggregates at the National.

In 2019 we decided to take a break on hosting the T.E.A.M Conference as it will resume next spring in Ontario.

The YCSA program is a prominent youth beef breed association in Canada. The board of directors would like to thank our YCSA Coordinator Kelsey Manske for her continued guidance and efforts. The CSA and the Simmental Country for their endless contributions. The CSA board for their guidance when needed. To Blair McRae for his contributions and efforts put forward year after year. The YCSA program would not be possible without some key individuals and organizations.

To New Holland and all our generous sponsors, thank you for all your support allowing the YCSA program to put on the events we do to grow the great Simmental Breed and shape it for the future.

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

THE FRIENDS OF CANADIAN SIMMENTAL FOUNDATION

DRAFT MINUTES OF THE 8TH ANNUAL GENERAL MEETING
August 11, 2018, 2 pm, Pomeroy Inn, Olds, Alberta

PRESIDENT'S WELCOME AND CALL TO ORDER

President Ken Lewis called the meeting to order at 2:00 pm

- Welcome to everyone
- With the CSA bylaws change, it is very fortunate that the FCSF AGM can now be combined with the CSA AGM

INTRODUCTION OF 2018-19 DIRECTORS AND EXECUTIVE COMMITTEE

Nominated board members and executive committee were appointed at yesterday's FCSF board of directors meeting. They include:

- Ken Lewis, President, Brian Bouchard, Vice-President, Marlin LeBlanc, Treasurer, Deanne Young, Mark Shologan, Roger Deeg, Glenn Wotten, Ron Nolan, Lee McMillen and Garth Rancier
- Roger Deeg and Glenn Wotten have been re-elected for three year terms; Lee McMillen, CSA President and Garth Rancier, CSA Breed Improvement Chairman are CSA appointments to the FCSF board; Roger Deeg and Marlin LeBlanc are also on both CSA and FCSF boards; Deanne Young and Mark Shologan do the job of putting the auction catalogue together and chasing down the donators; Ron Nolan is not in attendance today; and we are communicating with Scott Matthews to join our board at our fall meeting.

APPROVAL OF AGENDA

*MOTION: by Dan Skeels, to approve agenda.
Second, Garth Rancier
CARRIED*

APPROVAL OF THE 2017 ANNUAL GENERAL MEETING MINUTES

*MOTION: by Blair McRae, to approve the 2017 FCSF AGM minutes.
Second, Dan Skeels
CARRIED*

AUDITOR REVIEWED FINANCIAL STATEMENTS – MARLIN LEBLANC

Review engagement Report

- Main income is from the annual FCSF auction proceeds
- Main expenses include sponsorship of \$12,500 to YCSA which was 15% of our 2017 gross auction income, \$12,000 for scholarships, professional fees which include legal and meeting costs which are for meetings only as FCSF board members are not paid expenses.
- Youth receive close to 30% of our income, between auction proceeds and scholarships
- Goal was to get a nest egg which we are accomplishing
- We have recently moved \$250,000 of our funds into the Calgary Foundation for investing and growth.

*MOTION: by Garth Rancier, to approve the FCSF 2017 reviewed financial statements as presented.
Second, Ken Adair
CARRIED*

APPOINTMENT OF AUDITORS

*MOTION: by Ben Farrant, to appoint Calvista as auditors for the upcoming year end
Second, Deanne Young
CARRIED*

FCSF PRESIDENT'S REPORT – KEN LEWIS

- Our main mission is to support YCSA, plus build a fund. We donate 15% of our Foundation auction proceeds to YCSA, plus \$12,000 into scholarships
- At last year's FCSF AGM bylaw changes were made to membership structure, so CSA is now the sole regular member of the Foundation. This change provides the structure where every member of the CSA is now a direct

part of the FCSF through their membership in the CSA, and our FCSF AGM can now be included as part of the CSA AGM. Next year our FCSF AGM and Foundation Auction will be held in St-Hyacinthe, QC, as part of the CSA AGM Convention and YCSA National Show

- Scholarships play an important part of the FCSF and last year we awarded five to post-secondary students across Canada and are confident that the support we provide will play a significant role in assisting these recipients with their education
- Another mandate to the FCSF is research and we were pleased to provide support to the CSA Simmental Innovations day held during the Simmental Federation of the America's as part of the 50th Anniversary celebrations
- A goal of fund building was realized when we were recently able to invest \$250,000 into the Calgary Foundation, who will manage these funds for a 1.5% fee
- Great to see how well the YCS program is working.

MOTION: by Duncan Pearson, to accept the Friends of Canadian Simmental Foundation President's report as presented.

***Second, Ryan Lundberg
CARRIED***

NEW BUSINESS

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

MOTION: by Roger Deeg to adjourn the FCSF AGM meeting at 2:20 pm

FRIENDS OF CANADIAN SIMMENTAL FOUNDATION REPORT

Ken Lewis – FCSF President

2018 was another very successful year for the Friends of Canadian Simmental Foundation (FCSF). Our major fundraising activity was again the FCSF Auction that was held in Olds, Alberta following the Canadian Simmental Association banquet. The sale was a great success, raising well over \$100,000 for foundation activities. The FCSF is a not for profit foundation dedicated to youth development and breed research, advancing agriculture in Canada. All FCSF directors donate their time and travel.

15% of the auction funds go directly to YCS for their activities and \$12,000 are awarded yearly to education scholarships. Last year 36 applications were received from across Canada with 14 from first year applications.

FCSF Scholarships were presented to Emilee Oro and Kaitlyn Maxwell. Austin Jacobson and Courtney Wolfe received Dr. Dixon Memorial Scholarships and Tia Schram was presented with the Trevor Vance Scholarship. We are confident that the support we provide will play a significant role in assisting with our recipient's education.

Another mandate of the FCSF is breed research, where we provide support to the CSA on various projects. A new initiative is an Advancing Education Bursary where we have set aside a budget of \$5000 dollars. This is for applicants taking courses such as artificial insemination, nutrition or other activities that would enhance the CSA members.

The FCSF board of directors is made up of Deanne Young, Mark Shologan, Roger Deeg, Garth Rancier, Scott Matthews, Ron Nolan, Glenn Wotten, Marlin LeBlanc (Treasurer), Brian Bouchard (Vice President) and Ken Lewis (President). Thank you for your dedication and support.

Lastly, I would like to thank the CSA staff; Barb Judd, Rae-Lee Erickson and Bruce Holmquist who work with the Foundation on a day to day basis. We appreciate all that you do.



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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, 2018 and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Practitioner's Responsibility

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

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

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

Other Matter

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

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that these financial statements do not present fairly, in all material respects, the financial position of The Friends of the Canadian Simmental Foundation as at December 31, 2018 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Chartered Professional Accountants

Calgary, Alberta
June 14, 2019

THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Statement of Financial Position

As at December 31, 2018

(Unaudited)

	2018	2017
Assets		
Current		
Cash and cash equivalents	\$ 25,341	\$ 276,831
Marketable securities <i>(Note 3)</i>	368,535	41,351
Accounts receivable	300	690
Goods and services tax recoverable	304	349
	<u>\$ 394,480</u>	<u>\$ 319,221</u>
Liabilities		
Current		
Accounts payable and accrued liabilities	\$ 5,123	\$ 7,546
Net Assets		
General		
(Schedule 1)	347,170	258,343
Scholarships	42,187	53,332
(Schedule 2)	<u>389,357</u>	<u>311,675</u>
	<u>\$ 394,480</u>	<u>\$ 319,221</u>

APPROVED ON BEHALF OF THE BOARD OF DIRECTORS

_____ Director

_____ Director

THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION**Statement of Operations****For the Year Ended December 31, 2018***(Unaudited)*

	2018	2017
Revenue		
Foundation auction	\$ 127,356	\$ 82,030
Interest income	6,888	3,995
Donations	2,404	-
	<u>136,648</u>	<u>86,025</u>
Expenses		
Sponsorship	20,000	17,500
Scholarships	12,000	12,000
Foundation auction	5,854	5,747
Professional fees	4,270	7,355
Advertising and marketing	1,831	1,754
Bank charges	1,735	56
Travel and meeting costs	751	911
Bad debts	140	-
Telephone and conference calls	101	101
Office supplies and postage	43	103
Scholarship recognition gifts	-	300
	<u>46,725</u>	<u>45,827</u>
Other income		
Unrealized gain (loss) on marketable securities	(19,945)	2,080
Realized gain (loss) on marketable securities	7,704	(2,470)
	<u>(12,241)</u>	<u>(390)</u>
Excess of revenue over expenses	<u>\$ 77,682</u>	<u>\$ 39,808</u>

The accompanying notes are an integral part of these financial statements.

THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Statement of Changes in Net Assets

For the Year Ended December 31, 2018

(Unaudited)

	General (Schedule 1) 2018	Scholarships (Schedule 2) 2018	Total 2018	Total 2017
Net assets - beginning of year	\$258,343	\$53,332	\$311,675	\$271,867
Excess of revenue (deficiency) over expenses	88,827	(11,145)	77,682	39,808
Net assets - end of year	\$347,170	\$42,187	\$389,357	\$311,675

THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Statement of Cash Flows

For the Year Ended December 31, 2018

(Unaudited)

	2018	2017
Operating activities		
Excess of Revenue over Expenses	\$ 77,682	\$ 39,808
Items not affecting cash:		
Unrealized gain (loss) on marketable securities	19,945	(2,080)
Gain (loss) on marketable securities	<u>(7,704)</u>	2,470
	<u>89,923</u>	40,198
Changes in non-cash working capital:		
Accounts receivable	390	(390)
Accounts payable and accrued liabilities	(2,425)	1,371
Goods and services tax recoverable	<u>45</u>	(45)
	<u>(1,990)</u>	936
Cash flows from operating activities	<u>87,933</u>	41,134
Investing activities		
Purchase of marketable securities	(364,597)	-
Proceeds on disposal of marketable securities	24,926	222,495
Dividend reinvestment	<u>246</u>	252
Cash flows from (used by) investing activities	<u>(339,425)</u>	222,747
Increase (decrease) in cash and cash equivalents	<u>(251,492)</u>	263,881
Cash and cash equivalents- beginning of year	<u>276,833</u>	12,952
Cash and cash equivalents- end of year	<u>25,341</u>	276,833
Cash consists of:		
General chequing account	\$ 11,137	\$ 49,655
General savings account	437	437
Broker account	<u>13,767</u>	226,741
	<u>\$ 25,341</u>	<u>\$ 276,833</u>

THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Notes to Financial Statements

Year Ended December 31, 2018

(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

The Foundation considers all investments with maturities at the date of purchase less three months to be 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 short term investment and are carried at fair value.

THE FRIENDS OF THE CANADIAN SIMMENTAL FOUNDATION

Notes to Financial Statements

Year Ended December 31, 2018

(Unaudited)

Fund accounting

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

The Scholarships funds consisting of the Dr. Dixon scholarship fund, Trevor Vance scholarship fund and FCSF scholarship fund are internally restricted and reports revenues and expenses related to administrating the scholarship in recognition of the scholastic achievement of youth in the beef cattle industry.

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 report 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.

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. Marketable securities

	2018	2017
Dr. Dixon investments	\$ 13,646	\$ 14,283
Trevor Vance investments	9,525	9,702
FCSF Scholarships	2,480	15,603
General investments	1,933	1,763
Calgary Foundation	340,951	-
	\$ 368,535	\$ 41,351

The marketable securities are composed of the following accounts held by Calgary Foundation and Raymond James. The Raymond James investments consist of fixed income investments earnings interest between 1.96% to 2.25% (2017: 1.25% to 2.25%). The investments mature between January 2019 to January 2021. The Calgary Foundation investment consists of Canadian equities, fixed income securities, and short term investment.

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, 2018.

(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.

THE FRIENDS OF CANADIAN SIMMENTAL FOUNDATION
Schedule 1 General Statement of Operations and Net Assets
For the Year Ended December 31, 2018
(Unaudited)

	<u>2018</u>	<u>2017</u>
Revenue		
Foundation auction	127,356	82,030
Interest income	13,804	374
Donations	2,404	-
	<u>143,564</u>	<u>82,404</u>
Expenses		
Sponsorship - YCSA	20,000	12,500
Sponsorship - CSA	-	5,000
Professional fees	4,270	7,355
Foundation auction	5,854	5,747
Advertising and marketing	1,831	1,754
Travel and meeting costs	751	911
Office supplies and postage	43	102
Scholarship recognition gifts	-	300
Telephone and conference calls	101	101
Bad debt	140	-
Bank charges	1,735	57
	<u>34,725</u>	<u>33,827</u>
Excess of revenue over expenses from operations	108,839	48,577
Other income		
Unrealized gain (loss) on marketable securities	<u>(20,012)</u>	2,134
Excess of revenue over expenses	88,827	50,711
Net assets, beginning of year	<u>258,343</u>	<u>207,632</u>
Net assets, end of year	<u>347,170</u>	<u>258,343</u>

THE FRIENDS OF CANADIAN SIMMENTAL FOUNDATION
Schedule 2 Scholarship Statement of Operations and Net Assets
For the Year Ended December 31, 2018
(Unaudited)

	2018	2018	2018	2018	
	Dr. Dixon	Trevor Vance	FCSF	Total	2017
Revenue					
Interest income	544	-	243	787	1,152
Expenses					
Scholarships	4,000	2,000	6,000	12,000	12,000
Other income					
Unrealized gain (loss) on marketable securities	-	55	13	68	(54)
Deficiency of revenue over expenses	(3,456)	(1,945)	(5,744)	(11,145)	(10,902)
Net assets, beginning of year	28,025	9,703	15,604	53,332	64,234
Net assets, end of year	24,569	7,758	9,860	42,187	53,332

2017-2018 ACTIVE MEMBERS
Life, Annual and YCS

As of December 31, 2018

Province	2017				2018			
	Life	Annual	YCS	Total	Life	Annual	YCS	Total
British Columbia	38	11	12	61	34	9	10	53
Alberta	341	85	196	622	344	87	194	625
Saskatchewan	196	56	98	350	196	51	98	345
Manitoba	146	21	66	233	143	21	59	223
Ontario	153	64	156	373	166	65	130	361
Quebec	48	44	32	124	54	41	24	119
Nova Scotia	22	11	33	66	23	12	32	67
New Brunswick	5	7	7	19	8	7	6	21
P.E.I.	8	5	11	24	9	4	8	21
Other	8	3	5	16	7	3	7	
Total	965	307	616	1888	984	300	568	1852

2014 - 2018
TOTAL HERD ENROLLMENTS BY PROVINCE

	2014	2015	2016	2017	2018
Province					
B.C.	822	865	926	856	886
Alberta	13,498	13,861	15,023	15,458	15,917
Saskatchewan	8,925	9,233	10,045	10,328	10,222
Manitoba	4,023	3,945	4,300	4,592	4,699
Ontario	1,583	1,470	1,606	1,496	1,509
Quebec	819	857	948	927	1,046
New Brunswick	155	150	154	163	152
Nova Scotia	102	71	67	57	85
P.E.I.	108	106	117	132	59
U.S.A.	0	0	0	0	0
Total	30,035	30,558	33,186	34,009	34,575

**2014 – 2018
REGISTRATIONS BY PROVINCE**

	2014		2015		2016		2017		2018	
Province	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
B.C.	221	240	276	350	264	309	236	236	203	291
Alberta	3470	4722	4076	4909	3815	5194	4470	5598	3969	5502
Saskatchewan	2484	2793	2508	2849	2495	3201	3155	3465	2886	3657
Manitoba	1388	1844	1081	1607	1340	1931	1369	1943	1459	1906
Ontario	296	435	313	944	342	920	305	991	371	988
Quebec	280	822	281	425	282	509	256	407	326	503
New Brunswick	22	26	17	51	19	41	41	89	11	29
Nova Scotia	56	107	45	109	47	121	45	103	38	92
P.E.I.	26	77	21	50	21	63	27	52	9	35
U.S.A.	0	0	0	0	10	41	28	40	19	65
	8,243	11,066	8,618	11,294	8,635	12,330	9,932	12,924	9291	13,068
Total	19,309		19,912		20,965		22,856		22,359	

**2014 - 2018
TRANSFERS BY PROVINCE**

	2014		2015		2016		2017		2018	
Province	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
B.C.	153	52	173	66	168	178	180	40	132	22
Alberta	2412	1540	2491	1264	2359	975	2302	1130	2398	1426
Saskatchewan	1680	1706	1789	842	1707	721	1600	616	1767	734
Manitoba	1040	1273	844	739	874	683	920	571	911	619
Ontario	152	649	170	539	149	521	116	486	144	568
Quebec	187	184	190	214	150	194	199	158	159	186
New Brunswick	15	14	11	13	12	14	29	24	19	1
Nova Scotia	31	61	26	56	30	37	27	36	25	37
P.E.I.	15	21	21	42	11	34	12	22	18	11
U.S.A.	3	3	0	4	3	14	7	5	6	25
	5,688	5,503	5,715	3,779	5,463	3,371	5,392	3,088	5579	3629
Total	11,191		9,494		8,834		8,480		9,208	