



## **2019 ANNUAL REPORT**

# MEETING MINUTES



**Canadian Charolais Association**

**Annual General Meeting**

**June 6, 2019- Moncton, NB**

**Meeting Called to order at 8:12am by President Darwin Rosso**

Opening remarks from CCA President, Darwin Rosso

- Minutes taken by Mike Craig
- Welcome to Craig Scott, New General Manager for the CCA

Approval of Agenda

Motion to: Approve Agenda

Made by: Helge By

Seconded by: Michael Hunter

All in favour, none opposed, motion carried

Approval of Minutes from 2018 AGM

Motion to: Approve Minutes from 2018 AGM

Made by: Don Good

Seconded by: Tim Bullick

All in favour, none opposed, motion carried

Voting Procedures: Parliamentarian Tim Bullick, Scrutineers: Candace By and Candace Wenzel

**First Call for Nominations**

Brian Coughlin announced that three open positions include Quebec, Director at large, Alberta.

Allan Marshall nominated for Alberta by Tim Bullick

Mathieu Palerme nominated for Quebec by Mark Frost

Ryan Nesbitt for Director at Large by Keith Black

**2018 Association Reports**

President's Message – Darwin Rosso

Highlighted travel through fall shows, thanked directors. Call for any questions – no questions.

### **Welcome message from Craig Scott as new AGM**

### **Second Call for Nominations**

Rod McLeod nominated for Alberta by Mike Panasiuk

### **Committee Reports**

#### **Financial Report**

Darwin Rosso presented the financial report. Audit completed by KMS Chartered Professional Accounting. KMS Conclusion states that CCA financial position is in accordance with the Canadian accounting standard for not-for-profit organizations. Darwin Rosso outlined financial income and expenses in detail as per AGM report. WHE revenue was down. Government grant funding for DNA testing was no longer provided. Travel costs increased due to CBBC funding not being provided. Interest charges were down this year. Question raised regarding Genomic testing – is all DNA testing in office going in for genomic testing? Yes it will, DNA testing is now \$50 instead of \$35.

Motion to: Approve financial report

Made by: Darwin Rosso

Seconded by: Roger Maloney

All in favour, none opposed, motion carried

Motion to: appoint KMS as financial auditors for 2019

Made by: Keith Black

Seconded by: Ricky Milton

All in favour, none opposed, motion carried

#### **Breed Improvement**

Shawn Airey presented report for Breed Improvement committee. GEPD on all animals. Option to do 50K testing on females now – fee is \$50. No new projects with kinsella herd at this time. Terminal Sire index score related to net productivity based on carcass size for sire profit potential. Video web series on proper data input may be coming. Sire hold program for \$500 to control calf registration by specific sires. No questions.

### **Ad and Promo**

Mike Elder presented report. "No Tag Required" promotion continues to be a useful slogan for CCA. Tri-fold brochures have been taken to various events. Ads in Topstock magazine. Online advertising decreased, but used tried to show some live videos demonstrating higher market price for Charolais-cross calves. CCA promotional items available online on CCA website. Four CCA ads placed in Atlantic Beef Magazine throughout the year. Social Media has been slow, looking for someone to manage CCA Facebook page.

### **Market Development Report**

Lorne Lakusta unavailable to deliver report. Report distributed in CCA 2018 Annual Report. 2019 National Charolais Show will be in Toronto, ON. Darwin Rosso asked for any questions, no questions.

### **Education, Youth & Export**

Jim Olson delivered report. Streamlined CCYA funding for youth members. CCA developed a system to continue to provide funding while still maintaining budget requirements. No export in the last year. Three scholarships given out. Call for questions. No Questions.

### **Canadian Charolais Youth Association**

Youth show in Weyburn, SK this year.

Motion to: approve committee reports

Made by: Allan Marshall

Seconded by: Ricky Milton

All in favour, none opposed, motion carried

### **Last Call for Nominations**

No final nominations. Nominations now closed.

All nominees agree to have their names stand.

Motion to: have nominations cease at this time

Made by: Michael Hunter

Seconded by: Don Good

All in favour, none opposed, motion carried

### **Director Nominees**

Allan Marshall introduced himself.

Mike Panasiuk introduced Rod McLeod in his absence.

Mathieu Palerme introduced himself.

Keith Black introduced Ryan Nesbitt in his absence.

Call for ballots for Alberta Director by Brian Coughlin.

### **2018 Provincial Association Reports**

Alberta and British Columbia report presented by Allan Marshall for Stephen Cholak

Saskatchewan report presented by Darwin Rosso

Manitoba report presented by Michael Hunter

Ontario report presented by Keith Black for Ryan Nesbitt

Quebec report presented by Mathieu Palerme

Maritimes report presented by Jason Ringuette

Motion to: accept provincial reports

Made by: Kasey Phillips

Seconded by: Mark Frost

All in favour, none opposed, motion carried

### **Election of Nominees**

Rod McLeod – Alberta director by majority vote

Mathieu Palerme – Quebec director by acclamation

Ryan Nesbitt – Director at large by acclamation

Motion to: destroy the ballots

Made by: Don Good

Seconded by: Michael Hunter

All in favour, none opposed, motion carried

### **Ratify Actions of the Board of Directors**

Motion to: ratify the actions of the board

Made by: Keith Black

Seconded by: Ricky Milton

All in favour, none opposed, motion carried

### **New Business**

Tim Bullick inquired about increased membership and increased membership fees but decreased in money coming into the association. Darwin Rosso explained that late enrollments for 2018 would not show up until the following year, so these fees will show up in the 2019 income. Tim Bullick challenged breeders to come up with new ideas to present board members in an attempt to further the breed and highlighted the service and time that board members volunteer. Tim Bullick also challenged board members to come up with ideas. Tim Bullick suggested that formatting for registration numbers on the Charolais website be changed to indicate whether an animal is an embryo calf or not. Tim Bullick suggested accounting charges from Charolais office not be indicated as a negative value on billing. Darwin Rosso stated that this is already in the process of being changed and will be reflected soon on future billing cycles. Tim Bullick suggested that embryo calves should be easier to register, feeling that there are sufficient checks and balances in place to preserve the integrity of the breeding.

No further questions or concerns raised by members.

Motion to: adjourn meeting

Made by: Brian Coughlin

**Meeting adjourned at 9:46am**

# **ASSOCIATION REPORTS**

**President**

**CCA Office**





## 2019 PRESIDENT REPORT:

2019 has been a productive year for the Association.

Craig Scott was hired as our new General Manager and I must say talking to people around the country everyone is really happy with the job he is doing.

Our office staff consists of Lois Chivilo and Haylea Jones who continue to do the billing, transfers, DNA, etc.

The AGM was held in Moncton, NB on June 5th.  
A small but enthusiastic crowd was on hand for the meeting.

Next up I attended the CCYA conference in Weyburn in July. A great show and always great to see all the young ambassadors that have come up through the CCYA program.

The fall board meetings had been moved to November due to the weather pushing back harvest. None the less the board had great meetings in Calgary and continue to move the Charolais Breed forward.

I attended the National Show and Sale at the Royal Winter Fair in Toronto where entries were up. There was a lot of positive energy in the barns which was nice to see.  
As well I attended Farmfair and CWA. Again, visiting with a lot of people about Charolais in general and I can say everyone is very happy with the direction our Charolais breed is going.

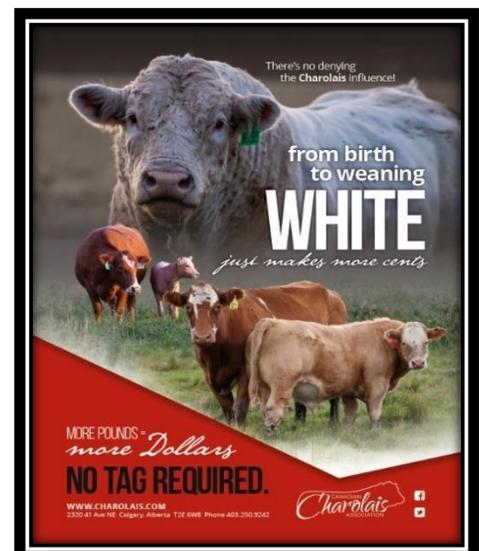
Thank you to all the Board members for your time and dedication over the past year.  
In closing if there are any questions or concerns please do not hesitate to call.

Sincerely,

*Mike Elder*

Mike Elder

President- Canadian Charolais Association





## **2019 GENERAL MANAGER – OFFICE REPORT**

The 2019 AGM was held in June 4-10 in the Maritimes, we were treated to both excellent cattle and tourist activities. The event was well attended by breeders from right across our country. We would like to thank Helge and Candace By and the breeders that welcomed us to their operations, for all the hard work that went into organizing the tour.

The 2019 Canadian Charolais Youth Association (CCYA) Conference was held in Weyburn, SK there was a strong attendance with 111 participants from all over the country. Canada also hosted the International Youth Program with 9 participants from 6 countries.

The World Charolais Technical Conference was held in Ireland in early August. There were 10 Canadians that attended the Conference. Candace By was re-elected as secretary of Charolais Charbray International at the AGM.

The 2019 National Show and sale was hosted by the Ontario Charolais Association at the Toronto Royal. 134 entries partook in the show from various provinces. The sale was a great success with an \$8,250 average and cattle being sold to 5 provinces and 1 state.

There was a strong demand for Charolais sires once again during the bull sale season. 2019 saw the 2<sup>nd</sup> highest number of bulls sold, the 2<sup>nd</sup>, highest overall sale gross dollars and the 5<sup>th</sup>, highest overall averages in the 38 years the Charolais Banner has been compiling bull sale results. The female sales in the fall also increased in average, gross and number of lots sold. The Charolais breed is on very solid ground, as we see a growing trend in our Whole Herd numbers as well as our Membership numbers.

In 2019 we had significant staffing changes to the CCA office. Mel Reekie resigned as General Manager in February to pursue new opportunities back in her home province of Ontario. The CCA board would like to thank Mel for all her years of dedication to the Charolais breed. I started as the new GM on May 15<sup>th</sup> and am very proud to be apart of this great organization. We welcomed another new staff member in August as Haylea Jones joined our team in the Registry department. We also welcome Lois Chivolo back to the office full time.

We would also like to remind our members of a few new programs that came into effect in 2019. We have started the "Friends of the Canadian Charolais Foundation," as well as offering a Health Benefit plan for members of the CCA. There is also a CCA member rate at most Ramada and Canalta hotels across Western Canada, so make sure to mention that you are a CCA member to receive those discounts. For any questions regarding these programs, please contact the CCA office.

I would like to thank the Board of Directors and the staff for all the hard work, effort, and time that they dedicate to make the Charolais breed so successful.

Sincerely,

*Craig Scott*

Craig Scott

General Manager- Canadian Charolais Association



# **COMMITTEE REPORTS**

Finance

Breed Improvement

Ad & Promo

Market Development

Education, Youth & Export

CCYA





### 2019 FINANCIAL REPORT:

As you look at the 2019 financial statement you will see that the Canadian Charolais association had a very prosperous year. So as Finance Chairman I would like to take this opportunity to highlight a few points.

The report shows that the CCA made a profit of \$150,203. It is important to understand that \$93,771 of that is Unrealized Gain on our investments. What is Unrealized Gain? Unrealized Gain is a potential profit that exists on paper, resulting from an investment. It is an increase in the value of an asset that is yet to be sold for cash.

Female Enrollment makes up a major increase in the profit line. Our 2019 WHE was up by a few hundred head. But a high part of the money was some late fees and unpaid accounts. Also, travel was down because of change in management last year.

So, in closing yes, we had about \$56,000 in profit. But the board of directors were very close in their proposed budget for 2019 if you take away those two major differences.

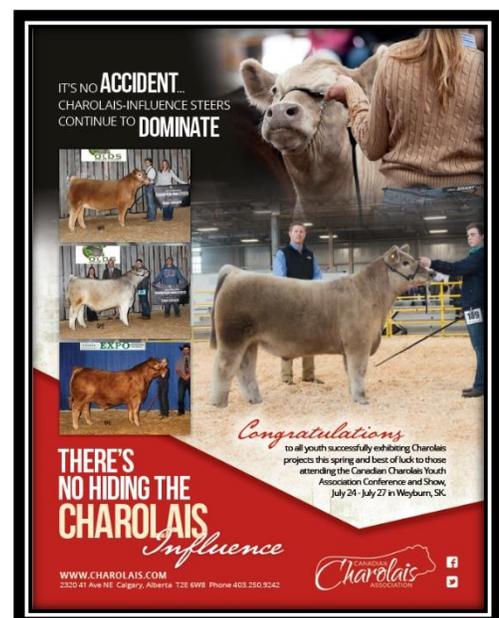
The board is in discussion regarding how to invest some of that money back into the breed. In the fall of 2019, we have devoted some of that money into the maintenance of the CCA building. This included new retrofitted lights and an office interior paint job.

Sincerely,

*Darwin Rosso*

Darwin Rosso

Chair-Finance Committee





**Kenway Mack  
Slusarchuk Stewart LLP**  
Chartered Professional Accountants



# Canadian Charolais Association

## Year End Package

### December 31, 2019

1500, 333 - 11 Avenue SW, Calgary, AB T2R 1L9 Tel: 403.233.7750 Fax: 403.266.5267

[www.kmss.ca](http://www.kmss.ca)





**Kenway Mack  
Slusarchuk Stewart LLP**  
Chartered Professional Accountants



July 6, 2020

Mr. Craig Scott  
Canadian Charolais Association  
Canadian Charolais Youth Association  
2320 - 41 Avenue NE  
Calgary Alberta T2E 6W8

Dear Mr. Scott:

We are pleased to provide one copy of the unaudited financial statements of Canadian Charolais Association as of December 31, 2019, copies of appropriate tax returns and copies of the trial balance.

The T3010-1 Registered Charity Information Return, signed in the appropriate places, must be received by the Charities Division of Canada Revenue Agency by August 31, 2020. You should receive a Registered Charity Information Return Summary (T1242) from Canada Revenue Agency once they have processed your return. In addition, you will received a TF725 Registered Charities Basic Information with labels. Please ensure the information on the front and back of the form is correct. Please retain these documents and provide us with copies during our next engagement.

As the T2 Return (federal) is to be e-filed, there is a form T183 attached, which authorizes Kenway Mack Slusarchuk Stewart LLP ("KMSS") to e-file the federal tax return on your behalf. Please sign the form and return to KMSS by August 31, 2020 and we will proceed to e-file the return.

The T1044 Not for Profit Information Return, signed in the appropriate places, must be received by Canada Revenue Agency by August 31, 2020 and we will proceed to file the return on your behalf.

You should receive assessment notices from Canada Revenue Agency and once they have processed your return. Please retain these documents and provide us with copies during our next engagement.

The additional copies of the returns in the folder are for your files.

If you have any questions concerning the above, please do not hesitate to contact us.

Yours very truly,

Roland A. Bishop

/kps  
Enclosures



**Kenway Mack  
Slusarchuk Stewart** LLP  
Chartered Professional Accountants



## **Canadian Charolais Association**

**Consolidated Financial Statements**

**December 31, 2019**

## Independent Practitioner's Review Engagement Report

To: The Members of  
**Canadian Charolais Association**

We have reviewed the accompanying consolidated financial statements of **Canadian Charolais Association** that comprise the consolidated statements of financial position as at **December 31, 2019** and the consolidated 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 Consolidated 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 for the Consolidated Financial Statements

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 practitioners perform procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluate 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 the consolidated financial statements do not present fairly, in all material respects, the financial position of Canadian Charolais Association as at December 31, 2019, 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.

*Kennedy Mack Shusarchuk Stewart LLP*

June 29, 2020  
Calgary, Alberta

Chartered Professional Accountants

# Canadian Charolais Association

Notes to Consolidated Financial Statements

December 31, 2019

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## 1. Nature of operations

Canadian Charolais Association (the “Association”) was formed for the encouragement, development and regulation of the breeding of Charolais cattle in Canada. It is incorporated under the Federal Animal Pedigree Act which imposes rules of conduct on the Association and its members acting as purebred livestock breeders.

The Association is dependent on its members to continue as a going concern. The Association is a not-for-profit organization under the Income Tax Act and as such is exempt from corporate income taxes.

The consolidated financial statements include the accounts of the Association and Canadian Charolais Youth Fund, a charity controlled by the Association.

## 2. Basis of presentation

These financial statements have been prepared in accordance with Canadian generally accepted accounting principles, specifically Canadian accounting standards for not-for-profit organizations (“ASNFPPO”).

## 3. Changes in accounting policies

### *Tangible Capital Assets*

Effective January 1, 2019 the Association adopted the CPA Canada Handbook Section 4433 Tangible Capital Assets Held by Not-for-Profit Organizations which replaced the previous guidance in Section 4431 concerning the recognition, measurement, presentation and disclosure of capital assets.

The new section was adopted on a prospective basis in accordance with the transitional provisions. There was no numeric impact to the Society’s financial statements arising from the adoption of the accounting pronouncement.

## 4. Significant accounting policies

### (a) Cash equivalents

The Association considers all investments with maturities of three months or less and demand bank loans that are utilized periodically for day to day operations to be cash equivalents.

### (b) Measurement uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the statements of financial position date and the reported amounts of revenues and expenses during the year. Actual results could differ from those estimates.

## Canadian Charolais Association

Notes to Consolidated Financial Statements

December 31, 2019

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### 4. Significant accounting policies, continued

#### (c) Property and equipment

Property and equipment is recorded at cost. The Association provides for amortization using the following methods at rates designed to amortize the cost of the property and equipment over their estimated useful lives. A full year of amortization is recorded in the year of acquisition. No amortization is recorded in the year of disposal. The annual amortization rates and methods are as follows:

Building	4% declining balance
Furniture and equipment	20% declining balance
Property improvements	20% declining balance
Computer equipment	45% declining balance
Computer software	20% declining balance

The Association records a write-down when property and equipment no longer contributes to the Association's ability to provide goods and services, or that the value of future economic benefits or service potential associated with it is less than its net carrying amount. The excess of the asset's net carrying amount over its fair value or replacement cost is recognized as an expense in the statement of operations. Previous write-downs are not reversed.

#### (d) Revenue recognition

The Association follows the deferral method of accounting for contributions.

Revenue from female enrollment and memberships is recognized on a calendar basis in the period to which it relates, and excludes fees collected on behalf of provincial associations. Amounts received from members in advance for the following year are included in deferred revenue.

Rental revenues are recognized each month as the rent becomes due.

DNA revenue is recognized at the time payment is received, which closely corresponds to when the lab results are delivered to the member.

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.

Contributions to the scholarship fund and investment income earned thereon are deferred net of scholarships awarded.

Investment income is recognized in the month it is earned.

## **Canadian Charolais Association**

Notes to Consolidated Financial Statements

December 31, 2019

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### **4. Significant accounting policies, continued**

#### **(e) Measurement of financial instruments**

The Association initially measures its financial assets and liabilities at fair value and subsequently at amortized cost, except for marketable investments and restricted investments that are quoted in an active market, which are measured at fair value. Changes in fair value are recognized in the statement of operations in the period incurred.

Financial assets measured at amortized cost include cash, accounts receivable, grants receivable, and restricted cash. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

#### **Impairment**

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in the statement of operations. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had impairment not been recognized previously. The amount of the reversal is recognized in the statement of operations.

#### **(f) Contributed materials and services**

The Association records the value of contributed materials and services when the fair value can be reasonably estimated, when the materials and services are used in the normal course of the Association's operations and would otherwise have been purchased.

### **5. Marketable investments**

Marketable investments consist of mutual funds and trust units which are valued at fair market value.

## Canadian Charolais Association

### Notes to Consolidated Financial Statements

December 31, 2019

#### 6. Restricted assets and deferred contributions

Restricted assets and deferred contributions relate to cash held for a scholarship fund, including reinvested dividends and interest earned on the cash and investments in mutual funds. The deferred contributions are externally restricted and held by the Association for scholarships for members of the Canadian Charolais Youth Association.

	<b>2019</b>	<b>2018</b>
Opening balance	\$ 75,585	\$ 80,603
Scholarships paid	(3,500)	(3,500)
Investment income	2,516	2,753
Bank charges paid	(565)	-
Realized gain (loss)	39	(1,787)
Unrealized gain (loss)	5,275	(2,484)
	<u>\$ 79,350</u>	<u>\$ 75,585</u>

#### 7. Property and equipment

	<b>2019</b>		
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net Book Value</b>
Land	\$ 59,892	\$ -	\$ 59,892
Building	256,554	208,560	47,994
Property improvements	183,247	145,814	37,433
Computer software	18,000	10,627	7,373
Furniture and equipment	120,359	115,024	5,335
Computer equipment	119,699	116,920	2,779
	<u>\$ 757,751</u>	<u>\$ 596,945</u>	<u>\$ 160,806</u>

	<b>2018</b>		
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net Book Value</b>
Land	\$ 59,892	\$ -	\$ 59,892
Building	256,554	206,559	49,995
Property improvements	183,247	136,456	46,791
Computer software	18,000	8,784	9,216
Furniture and equipment	120,359	113,691	6,668
Computer equipment	117,645	114,646	2,999
	<u>\$ 755,697</u>	<u>\$ 580,136</u>	<u>\$ 175,561</u>

# Canadian Charolais Association

Notes to Consolidated Financial Statements

December 31, 2019

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## 8. Financial instruments

The Association's use of financial instruments and its exposure to risks associated with such instruments arises out of its normal course of operations and investing activities.

### Credit risk

Credit risk is the risk that one party will cause a financial loss for the other party by failing to discharge an obligation. The Association is exposed to credit risk on the accounts receivable from its members, who are in the agricultural industry. However, the Association has a significant number of members, which minimizes concentration of credit risk.

The Association has \$16,954 (2018 - \$7,481) of accounts receivable from two members (2018 – one member), which represents 46% (2018 – 30%) of total accounts receivable.

### Market risk

The Association is exposed to the risk that the fair value of its marketable investments and restricted investments will fluctuate because of changes on public markets.

### Financial assets

The carrying amounts of financial assets recognized in the financial statements consist of those:

	<u>2019</u>	<u>2018</u>
Measured at amortized cost	\$ 58,440	\$ 53,290
Measured at fair value	1,617,830	1,487,121
	<u>\$ 1,676,270</u>	<u>\$ 1,540,411</u>

## 9. Contributed materials and services

The Board of Directors volunteers their time to attend board meetings and represent the Association at events. Members also volunteer their time to organize and operate the provincial associations 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.

## **Canadian Charolais Association**

Notes to Consolidated Financial Statements

December 31, 2019

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### **10. Subsequent event**

Since December 31, 2019, the outbreak of the novel strain of coronavirus, specifically identified as “COVID-19”, was declared a global pandemic by the World Health Organization. The Government declared a State of Emergency in regards to the pandemic on March 17, 2020. Governments worldwide have enacted emergency measures to combat the spread of the virus. These measures, which include public health measures requiring the closure of non-essential businesses, requesting the public to stay home as much as possible, the implementation of travel bans, self imposed quarantine periods and physical distancing, have caused material disruption to businesses globally resulting in an economic slowdown. Global equity markets and oil prices have experienced significant volatility and weakness. Governments and central banks have reacted with significant monetary and fiscal interventions designed to stabilize economic conditions. At the end of April 2020, the Provincial Governments announced phased relaunch strategies outlining the relaxing of certain measures starting mid-May 2020, conditional on the results of ongoing monitoring of testing results for COVID-19 in the provinces. The duration and impact of the COVID-19 outbreak is unknown at this time, as is the efficacy of the government and central bank interventions. It is not possible to reliably estimate the length and severity of these developments and the impact on the financial results and condition of the Association.

**Canadian Charolais Association**

Year End: December 31, 2019

Trial balance

Prepared by	Reviewed by	Referenced by
KPS 5/14/2020	KVS 6/11/2020	

TB

Account	Prelim	Adj's	Reclass	Rep	Rep 12/18	Amount Chg	%Chg
1080 0 Petty Cash	300.00	0.00	0.00	300.00	300.00	0.00	0
1090 0 ATB Financial Chequing	21,151.56	0.00	0.00	21,151.56	19,714.90	1,436.66	7
Canadian Charolais Association	21,451.56	0.00	0.00	21,451.56	20,014.90	1,436.66	7
<b>11.01 Cash</b>	<b>21,451.56</b>	<b>0.00</b>	<b>0.00</b>	<b>21,451.56</b>	<b>20,014.90</b>	<b>1,436.66</b>	<b>7</b>
1000A CCYA ATB Financial	16.71	0.00	0.00	16.71	716.71	(700.00)	(98)
Canadian Charolais Youth Association	16.71	0.00	0.00	16.71	716.71	(700.00)	(98)
<b>11.01.04 Cash - restricted</b>	<b>16.71</b>	<b>0.00</b>	<b>0.00</b>	<b>16.71</b>	<b>716.71</b>	<b>(700.00)</b>	<b>(98)</b>
1100 0 Accounts Receivable	4,385.15	0.00	0.00	4,385.15	5,136.69	(751.54)	(15)
1105 0 Accounts Receivable - Members	32,586.30	0.00	0.00	32,586.30	19,572.08	13,014.22	66
Canadian Charolais Association	36,971.45	0.00	0.00	36,971.45	24,708.77	12,262.68	50
<b>11.02 Accounts receivable</b>	<b>36,971.45</b>	<b>0.00</b>	<b>0.00</b>	<b>36,971.45</b>	<b>24,708.77</b>	<b>12,262.68</b>	<b>50</b>
1201 0 Grants Receivable	0.00	0.00	0.00	0.00	7,849.35	(7,849.35)	(100)
Canadian Charolais Association	0.00	0.00	0.00	0.00	7,849.35	(7,849.35)	(100)
<b>11.03 Grants receivable</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,849.35</b>	<b>(7,849.35)</b>	<b>(100)</b>
1113 0 ATB Investor - Mutual Funds	1,538,496.87	0.00	0.00	1,538,496.87	1,412,252.44	126,244.43	9
Canadian Charolais Association	1,538,496.87	0.00	0.00	1,538,496.87	1,412,252.44	126,244.43	9
<b>11.04 Marketable securities</b>	<b>1,538,496.87</b>	<b>0.00</b>	<b>0.00</b>	<b>1,538,496.87</b>	<b>1,412,252.44</b>	<b>126,244.43</b>	<b>9</b>
1385 0 Prepaid Insurance	6,364.16	0.00	0.00	6,364.16	5,541.66	822.50	15
1390 0 Prepaid Expense	1,743.91	0.00	0.00	1,743.91	4,541.70	(2,797.79)	(62)
Canadian Charolais Association	8,108.07	0.00	0.00	8,108.07	10,083.36	(1,975.29)	(20)
<b>11.07 Prepaid expenses (and deposits)</b>	<b>8,108.07</b>	<b>0.00</b>	<b>0.00</b>	<b>8,108.07</b>	<b>10,083.36</b>	<b>(1,975.29)</b>	<b>(20)</b>
1500A CCYA Investments	79,333.24	0.00	0.00	79,333.24	74,868.58	4,464.66	6
Canadian Charolais Youth Association	79,333.24	0.00	0.00	79,333.24	74,868.58	4,464.66	6
<b>12.03 Investments</b>	<b>79,333.24</b>	<b>0.00</b>	<b>0.00</b>	<b>79,333.24</b>	<b>74,868.58</b>	<b>4,464.66</b>	<b>6</b>
1520 0 Land	59,891.56	0.00	0.00	59,891.56	59,891.56	0.00	0
1526 0 Building - Original Cost	256,554.15	0.00	0.00	256,554.15	256,554.15	0.00	0
1527 0 Building - Acc. Dep - Building	(208,559.42)	0.00	0.00	(208,559.42)	(206,559.62)	(1,999.80)	1
1530 0 Property Improvements - Original Cost	183,246.87	0.00	0.00	183,246.87	183,246.87	0.00	0
1532 0 Property Improvements - Acc. Dep. - Property Im	(145,814.00)	0.00	0.00	(145,814.00)	(136,455.80)	(9,358.20)	7
1535 0 Equipment - Original Cost	111,877.77	0.00	0.00	111,877.77	111,877.77	0.00	0
1537 0 Equipment - Acc. Dep. - Equipment	(109,175.11)	0.00	0.00	(109,175.11)	(108,499.51)	(675.60)	1
1541 0 Computer - Original Cost	119,699.27	0.00	0.00	119,699.27	117,645.37	2,053.90	2
1542 0 Computer - Acc. Dep. - Computer	(116,920.18)	0.00	0.00	(116,920.18)	(114,646.28)	(2,273.90)	2
1554 0 Furniture & Fiixtures - Original Cost	8,481.36	0.00	0.00	8,481.36	8,481.36	0.00	0
1577 0 Furniture & Fiixtures - Acc. Dep - Furn & Fix	(5,849.34)	0.00	0.00	(5,849.34)	(5,191.26)	(658.08)	13
1581 0 Cumberland Registry - Original Cost	18,000.00	0.00	0.00	18,000.00	18,000.00	0.00	0
1582 0 Cumberland Registry - Acc Dep - Cumberland Re	(10,627.20)	0.00	0.00	(10,627.20)	(8,784.00)	(1,843.20)	21
Canadian Charolais Association	160,805.73	0.00	0.00	160,805.73	175,560.61	(14,754.88)	(8)
<b>12.20 Capital assets</b>	<b>160,805.73</b>	<b>0.00</b>	<b>0.00</b>	<b>160,805.73</b>	<b>175,560.61</b>	<b>(14,754.88)</b>	<b>(8)</b>
1570 0 Publishing Rights	1,176.00	0.00	0.00	1,176.00	1,176.00	0.00	0

**Canadian Charolais Association**

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Prepared by	Reviewed by	Referenced by
KPS 5/14/2020	KVS 6/11/2020	

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Account	Prelim	Adj's	Reclass	Rep	Rep 12/18	Amount	Chg	%Chg
1571 0 Publishing Rights:1572 Depreciation	0.00	0.00	0.00	0.00	(1,176.00)	1,176.00	(100)	
1572 0 Publishing Rights - Depreciation	(1,176.00)	0.00	0.00	(1,176.00)	0.00	(1,176.00)	0	
Canadian Charolais Association	0.00	0.00	0.00	0.00	0.00	0.00	0	
<b>12.49 Intangible assets</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	
2190A CCYA Restricted Scholarship Finds	(75,585.29)	0.00	0.00	(75,585.29)	(80,602.95)	5,017.66	(6)	
4032A CCYA Interest income	(2,515.56)	0.00	0.00	(2,515.56)	(2,752.57)	237.01	(9)	
5000A CCYA Scholarships	3,500.00	0.00	0.00	3,500.00	3,500.00	0.00	0	
5065A CCYA Bank services charges	564.62	0.00	0.00	564.62	0.00	564.62	0	
6000A CCYA Unrealized gain/loss	(5,275.04)	0.00	0.00	(5,275.04)	2,483.63	(7,758.67)	(312)	
6001A CCYA Realized Gain/Loss	(38.68)	0.00	0.00	(38.68)	1,786.60	(1,825.28)	(102)	
Canadian Charolais Youth Association	(79,349.95)	0.00	0.00	(79,349.95)	(75,585.29)	(3,764.66)	5	
<b>12.99.01 Deferred contributions</b>	<b>(79,349.95)</b>	<b>0.00</b>	<b>0.00</b>	<b>(79,349.95)</b>	<b>(75,585.29)</b>	<b>(3,764.66)</b>	<b>5</b>	
2000 0 Accounts Payable	(90,169.22)	0.00	1,251.15	(88,918.07)	(96,718.15)	7,800.08	(8)	
2020 0 ATB Mastercard	0.00	0.00	(1,251.15)	(1,251.15)	(1,068.37)	(182.78)	17	
2151 0 Accrued Liabilities	(6,000.00)	0.00	0.00	(6,000.00)	(6,500.00)	500.00	(8)	
2191 0 Deferred Income - BC Assoc.	0.00	0.00	0.00	0.00	(21,779.41)	21,779.41	(100)	
2200 0 GST/HST Payable	0.00	0.00	0.00	0.00	(0.02)	0.02	(100)	
Canadian Charolais Association	(96,169.22)	0.00	0.00	(96,169.22)	(126,065.95)	29,896.73	(24)	
<b>13.01 Accounts payable and accrued liabilities</b>	<b>(96,169.22)</b>	<b>0.00</b>	<b>0.00</b>	<b>(96,169.22)</b>	<b>(126,065.95)</b>	<b>29,896.73</b>	<b>(24)</b>	
2190 0 Deferred Revenue	(3,328.07)	0.00	0.00	(3,328.07)	(840.00)	(2,488.07)	296	
Canadian Charolais Association	(3,328.07)	0.00	0.00	(3,328.07)	(840.00)	(2,488.07)	296	
<b>13.18 Deferred revenue</b>	<b>(3,328.07)</b>	<b>0.00</b>	<b>0.00</b>	<b>(3,328.07)</b>	<b>(840.00)</b>	<b>(2,488.07)</b>	<b>296</b>	
2350 0 Accounts Payable - Members	(9,705.08)	0.00	0.00	(9,705.08)	(17,135.19)	7,430.11	(43)	
Canadian Charolais Association	(9,705.08)	0.00	0.00	(9,705.08)	(17,135.19)	7,430.11	(43)	
<b>13.98.02 Members' deposits</b>	<b>(9,705.08)</b>	<b>0.00</b>	<b>0.00</b>	<b>(9,705.08)</b>	<b>(17,135.19)</b>	<b>7,430.11</b>	<b>(43)</b>	
32000 0 Retained Earnings	(1,506,428.29)	0.00	0.00	(1,506,428.29)	(1,545,527.71)	39,099.42	(3)	
Canadian Charolais Association	(1,506,428.29)	0.00	0.00	(1,506,428.29)	(1,545,527.71)	39,099.42	(3)	
<b>15.10.01 Opening/As previously stated</b>	<b>(1,506,428.29)</b>	<b>0.00</b>	<b>0.00</b>	<b>(1,506,428.29)</b>	<b>(1,545,527.71)</b>	<b>39,099.42</b>	<b>(3)</b>	
4021 0 Membership Revenue:4021 Memberships	(30,105.00)	0.00	0.00	(30,105.00)	(31,420.00)	1,315.00	(4)	
4022 0 Membership Revenue:4022 Prov. Levies Admin	(1,242.00)	0.00	0.00	(1,242.00)	(1,250.00)	8.00	(1)	
4023 0 Membership Revenue:4023 Junior	(1,300.00)	0.00	0.00	(1,300.00)	(50.00)	(1,250.00)	500	
Canadian Charolais Association	(32,647.00)	0.00	0.00	(32,647.00)	(32,720.00)	73.00	0	
<b>21.01 Membership</b>	<b>(32,647.00)</b>	<b>0.00</b>	<b>0.00</b>	<b>(32,647.00)</b>	<b>(32,720.00)</b>	<b>73.00</b>	<b>0</b>	
4031 0 Other Revenue:4031 Interest earned re - mutual	(43,053.28)	0.00	0.00	(43,053.28)	(50,126.93)	7,073.65	(14)	
4032 0 Other Revenue:4032 Bank account interest	(96.72)	0.00	0.00	(96.72)	(61.32)	(35.40)	58	
4036 0 Other Revenue:4036 Gain/Loss on sale of invest	0.13	0.00	0.00	0.13	25,438.46	(25,438.33)	(100)	
4043 0 Other expenses - investment management fees	0.00	0.00	10,221.82	10,221.82	0.00	10,221.82	0	
Canadian Charolais Association	(43,149.87)	0.00	10,221.82	(32,928.05)	(24,749.79)	(8,178.26)	33	
<b>21.10 Investment income (loss)</b>	<b>(43,149.87)</b>	<b>0.00</b>	<b>10,221.82</b>	<b>(32,928.05)</b>	<b>(24,749.79)</b>	<b>(8,178.26)</b>	<b>33</b>	
4041 0 Other Revenue:4041 Impel Systems - Rent	(9,600.00)	0.00	0.00	(9,600.00)	(9,600.00)	0.00	0	

**Canadian Charolais Association**

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Account	Prelim	Adj's	Reclass	Rep	Rep 12/18	Amount	Chg %Chg
4042 0 Other Revenue:4042 Basin Rent	(3,480.00)	0.00	0.00	(3,480.00)	(3,480.00)	0.00	0
Canadian Charolais Association	(13,080.00)	0.00	0.00	(13,080.00)	(13,080.00)	0.00	0
<b>21.99.01 Rental and other</b>	<b>(13,080.00)</b>	<b>0.00</b>	<b>0.00</b>	<b>(13,080.00)</b>	<b>(13,080.00)</b>	<b>0.00</b>	<b>0</b>
4006 0 Service Revenue - Registrations	(16,770.00)	0.00	0.00	(16,770.00)	(10,982.00)	(5,788.00)	53
4008 0 Service Revenue - Transfers	(3,784.00)	0.00	0.00	(3,784.00)	(4,191.00)	407.00	(10)
Canadian Charolais Association	(20,554.00)	0.00	0.00	(20,554.00)	(15,173.00)	(5,381.00)	35
<b>21.99.02 Transfers and registrations</b>	<b>(20,554.00)</b>	<b>0.00</b>	<b>0.00</b>	<b>(20,554.00)</b>	<b>(15,173.00)</b>	<b>(5,381.00)</b>	<b>35</b>
4035 0 CAFI Contingency Fund	0.00	0.00	0.00	0.00	(10,442.19)	10,442.19	(100)
4040 0 CAAP Funding CBBC	0.00	0.00	0.00	0.00	(16,394.50)	16,394.50	(100)
Canadian Charolais Association	0.00	0.00	0.00	0.00	(26,836.69)	26,836.69	(100)
<b>21.99.03 Grants</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>(26,836.69)</b>	<b>26,836.69</b>	<b>(100)</b>
4007 0 Service Revenue - DNA Revenue	(82,138.12)	0.00	0.00	(82,138.12)	(40,547.48)	(41,590.64)	103
4009 0 Service Revenue - Other Office Sales/Services	(4,958.16)	0.00	0.00	(4,958.16)	(3,630.31)	(1,327.85)	37
4011 0 Product Sales	0.00	0.00	0.00	0.00	(52.00)	52.00	(100)
4013 0 Non Electronic User Fee	0.00	0.00	0.00	0.00	(1,600.00)	1,600.00	(100)
Canadian Charolais Association	(87,096.28)	0.00	0.00	(87,096.28)	(45,829.79)	(41,266.49)	90
<b>21.99.04 Product and DNA, net</b>	<b>(87,096.28)</b>	<b>0.00</b>	<b>0.00</b>	<b>(87,096.28)</b>	<b>(45,829.79)</b>	<b>(41,266.49)</b>	<b>90</b>
4001 0 Service Revenue - Fall Enrollments	(18,460.00)	0.00	0.00	(18,460.00)	(20,878.00)	2,418.00	(12)
4002 0 Service Revenue - Current WHE	(593,558.00)	0.00	0.00	(593,558.00)	(576,576.00)	(16,982.00)	3
4003 0 Service Revenue - Current Year Late	(24,129.23)	0.00	0.00	(24,129.23)	(14,742.00)	(9,387.23)	64
4004 0 Service Revenue - Prior Year WHE	(32,686.39)	0.00	0.00	(32,686.39)	(19,188.00)	(13,498.39)	70
4005 0 Service Revenue - Prior Year Late	(25,428.00)	0.00	0.00	(25,428.00)	(16,614.00)	(8,814.00)	53
5115 0 Other:5115 FE Prov. Dues	70,614.00	0.00	0.00	70,614.00	68,928.00	1,686.00	2
Canadian Charolais Association	(623,647.62)	0.00	0.00	(623,647.62)	(579,070.00)	(44,577.62)	8
<b>21.99.05 Female enrollment</b>	<b>(623,647.62)</b>	<b>0.00</b>	<b>0.00</b>	<b>(623,647.62)</b>	<b>(579,070.00)</b>	<b>(44,577.62)</b>	<b>8</b>
5043 0 Advertising & Promotion:5043 Misc Promo - Bull	4,588.23	0.00	0.00	4,588.23	3,569.23	1,019.00	29
5045 0 Advertising & Promotion:5045 Ad Formation	766.40	0.00	0.00	766.40	1,012.95	(246.55)	(24)
5046 0 Advertising & Promotion:5046 Printing Brochures	986.63	0.00	0.00	986.63	834.39	152.24	18
5047 0 Advertising & Promotion:5047 Internet Marketing	3,150.00	0.00	0.00	3,150.00	2,900.00	250.00	9
5048 0 Advertising & Promotion:5048 Fieldman Promo	9,283.14	0.00	0.00	9,283.14	8,670.30	612.84	7
5049 0 Advertising & Promotion:5049 Banner Mailing	2,183.00	0.00	0.00	2,183.00	1,402.00	781.00	56
5051 0 Advertising & Promotion:5051 Cattlemen	27,843.60	0.00	0.00	27,843.60	27,297.60	546.00	2
5052 0 Advertising & Promotion:5052 Quebec	989.78	0.00	0.00	989.78	989.78	0.00	0
5053 0 Advertising & Promotion:5053 Banner Calender	1,100.00	0.00	0.00	1,100.00	1,100.00	0.00	0
5054 0 Advertising & Promotion:5054 Agribition	1,000.00	0.00	0.00	1,000.00	1,000.00	0.00	0
5055 0 Advertising & Promotion:5055 LMAC	1,000.00	0.00	0.00	1,000.00	1,000.00	0.00	0
5056 0 General Operating:5056 French Translation	1,941.29	0.00	0.00	1,941.29	1,917.00	24.29	1
5057 0 Advertising & Promotion:5057 Banner - french ar	1,850.00	0.00	0.00	1,850.00	2,324.00	(474.00)	(20)
5111 0 Other:5111 Market Development - prize	2,000.00	0.00	0.00	2,000.00	3,000.00	(1,000.00)	(33)
5113 0 Other:5113 EYE Committee	8,906.88	0.00	0.00	8,906.88	7,106.25	1,800.63	25
5118 0 Advertising & Promotion:5118 Keeping Track	3,000.00	0.00	0.00	3,000.00	3,000.00	0.00	0
5201 0 Advertising & Promotion:5201 CBIC Sponsorship	3,000.00	0.00	0.00	3,000.00	3,000.00	0.00	0
5540 0 Advertising & Promotion:5540 Ads - Breed Public	7,710.00	0.00	0.00	7,710.00	4,300.00	3,410.00	79
Canadian Charolais Association	81,298.95	0.00	0.00	81,298.95	74,423.50	6,875.45	9
<b>23.01 Advertising and promotion</b>	<b>81,298.95</b>	<b>0.00</b>	<b>0.00</b>	<b>81,298.95</b>	<b>74,423.50</b>	<b>6,875.45</b>	<b>9</b>

**Canadian Charolais Association**

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KPS 5/14/2020	KVS 6/11/2020	

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Account	Prelim	Adj's	Reclass	Rep	Rep 12/18	Amount	Chg %	Chg
5200 0 Amortization	16,808.78	0.00	0.00	16,808.78	20,201.70	(3,392.92)	(17)	
Canadian Charolais Association	16,808.78	0.00	0.00	16,808.78	20,201.70	(3,392.92)	(17)	
<b>23.02 Amortization</b>	<b>16,808.78</b>	<b>0.00</b>	<b>0.00</b>	<b>16,808.78</b>	<b>20,201.70</b>	<b>(3,392.92)</b>	<b>(17)</b>	
5079 0 General Operating:5079 Bad Debts	(102.62)	0.00	0.00	(102.62)	(773.03)	670.41	(87)	
Canadian Charolais Association	(102.62)	0.00	0.00	(102.62)	(773.03)	670.41	(87)	
<b>23.05 Bad debts</b>	<b>(102.62)</b>	<b>0.00</b>	<b>0.00</b>	<b>(102.62)</b>	<b>(773.03)</b>	<b>670.41</b>	<b>(87)</b>	
5017 0 Office & Contact Services:5017 Bookkeeper	9,770.04	0.00	0.00	9,770.04	9,500.04	270.00	3	
Canadian Charolais Association	9,770.04	0.00	0.00	9,770.04	9,500.04	270.00	3	
<b>23.09 Consulting fees</b>	<b>9,770.04</b>	<b>0.00</b>	<b>0.00</b>	<b>9,770.04</b>	<b>9,500.04</b>	<b>270.00</b>	<b>3</b>	
5121 0 Advertising & Promotion:5121 Web site Design	1,287.04	0.00	0.00	1,287.04	1,067.78	219.26	21	
5125 0 Breed Improvement:5125 Sean McGrath - Advis	21,821.03	0.00	0.00	21,821.03	11,703.25	10,117.78	86	
Canadian Charolais Association	23,108.07	0.00	0.00	23,108.07	12,771.03	10,337.04	81	
<b>23.10 Contract service</b>	<b>23,108.07</b>	<b>0.00</b>	<b>0.00</b>	<b>23,108.07</b>	<b>12,771.03</b>	<b>10,337.04</b>	<b>81</b>	
5075 0 General Operating:5075 Memberships	14,130.76	0.00	0.00	14,130.76	13,732.95	397.81	3	
Canadian Charolais Association	14,130.76	0.00	0.00	14,130.76	13,732.95	397.81	3	
<b>23.13 Membership fees and training</b>	<b>14,130.76</b>	<b>0.00</b>	<b>0.00</b>	<b>14,130.76</b>	<b>13,732.95</b>	<b>397.81</b>	<b>3</b>	
5032 0 Taxes, Insurance, Utilites:5032 Insurance	8,823.50	0.00	0.00	8,823.50	8,199.84	623.66	8	
Canadian Charolais Association	8,823.50	0.00	0.00	8,823.50	8,199.84	623.66	8	
<b>23.19 Insurance</b>	<b>8,823.50</b>	<b>0.00</b>	<b>0.00</b>	<b>8,823.50</b>	<b>8,199.84</b>	<b>623.66</b>	<b>8</b>	
5073 0 General Operating:5073 Financial Service Charg	11,989.02	0.00	(10,221.82)	1,767.20	1,870.83	(103.63)	(6)	
Canadian Charolais Association	11,989.02	0.00	(10,221.82)	1,767.20	1,870.83	(103.63)	(6)	
<b>23.20 Interest and bank charges</b>	<b>11,989.02</b>	<b>0.00</b>	<b>(10,221.82)</b>	<b>1,767.20</b>	<b>1,870.83</b>	<b>(103.63)</b>	<b>(6)</b>	
5018 0 Office & Contact Services:5018 Computer Servic	30,180.00	0.00	0.00	30,180.00	30,220.00	(40.00)	0	
5020 0 General Operating:5020 Harware Upgrades	2,906.46	0.00	0.00	2,906.46	5,045.77	(2,139.31)	(42)	
5074 0 General Operating:5074 Visa & MC charges	27,052.54	0.00	0.00	27,052.54	23,139.81	3,912.73	17	
5080 0 General Operating:5080 Office Supply, Stationar	17,199.06	0.00	0.00	17,199.06	11,784.57	5,414.49	46	
5082 0 General Operating:5082 Equip - Copier/Printer I	5,799.48	0.00	0.00	5,799.48	5,849.49	(50.01)	(1)	
Canadian Charolais Association	83,137.54	0.00	0.00	83,137.54	76,039.64	7,097.90	9	
<b>23.32 Office</b>	<b>83,137.54</b>	<b>0.00</b>	<b>0.00</b>	<b>83,137.54</b>	<b>76,039.64</b>	<b>7,097.90</b>	<b>9</b>	
5070 0 General Operating:5070 Office Postage	11,772.09	0.00	0.00	11,772.09	11,250.51	521.58	5	
5071 0 General Operating:5071 Postage Machine Rents	5,310.33	0.00	0.00	5,310.33	5,638.90	(328.57)	(6)	
5072 0 General Operating:5072 Office Couriers	187.04	0.00	0.00	187.04	379.24	(192.20)	(51)	
Canadian Charolais Association	17,269.46	0.00	0.00	17,269.46	17,268.65	0.81	0	
<b>23.36 Postage</b>	<b>17,269.46</b>	<b>0.00</b>	<b>0.00</b>	<b>17,269.46</b>	<b>17,268.65</b>	<b>0.81</b>	<b>0</b>	
5076 0 General Operating:5076 Legal Services	2,796.10	0.00	0.00	2,796.10	4,318.90	(1,522.80)	(35)	
5077 0 General Operating:5077 Auditor Services	5,500.00	0.00	0.00	5,500.00	6,000.00	(500.00)	(8)	
5207 0 General Operating:5207 Professional Fees	5,000.00	0.00	0.00	5,000.00	0.00	5,000.00	0	

**Canadian Charolais Association**

Year End: December 31, 2019

Trial balance

Prepared by	Reviewed by	Referenced by
KPS 5/14/2020	KVS 6/11/2020	

TB-4

Account	Prelim	Adj's	Reclass	Rep	Rep 12/18	Amount Chg	%Chg
Canadian Charolais Association	13,296.10	0.00	0.00	13,296.10	10,318.90	2,977.20	29
<b>23.38 Professional fees</b>	<b>13,296.10</b>	<b>0.00</b>	<b>0.00</b>	<b>13,296.10</b>	<b>10,318.90</b>	<b>2,977.20</b>	<b>29</b>
5031 0 Taxes, Insurance, Utilites:5031 Property tax Canadian Charolais Association	21,223.09 21,223.09	0.00 0.00	0.00 0.00	21,223.09 21,223.09	18,317.33 18,317.33	2,905.76 2,905.76	16 16
<b>23.39 Property taxes</b>	<b>21,223.09</b>	<b>0.00</b>	<b>0.00</b>	<b>21,223.09</b>	<b>18,317.33</b>	<b>2,905.76</b>	<b>16</b>
5033 0 Taxes, Insurance, Utilites:5033 Utilities 5083 0 General Operating:5083 Build main. - inside 5084 0 General Operating:5084 Build main - outside Canadian Charolais Association	17,011.98 12,895.43 9,106.26 39,013.67	0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00	17,011.98 12,895.43 9,106.26 39,013.67	16,694.00 12,420.19 9,184.00 38,298.19	317.98 475.24 (77.74) 715.48	2 4 (1) 2
<b>23.42 Building repairs and operations</b>	<b>39,013.67</b>	<b>0.00</b>	<b>0.00</b>	<b>39,013.67</b>	<b>38,298.19</b>	<b>715.48</b>	<b>2</b>
5011 0 Office & Contact Services - Salaries 5012 0 Office & Contact Services - CPP Expense 5013 0 Office & Contact Services:5013 EI Expense 5014 0 Benefits - RRSP 5016 0 Office & Contact Services:5016 Benefits - GWL 5021 0 Office & Contact Services:5021 Part-Time Staff Canadian Charolais Association	169,215.72 8,005.59 3,694.33 0.00 5,665.40 4,025.96 190,607.00	0.00 0.00 0.00 0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00 0.00 0.00 0.00	169,215.72 8,005.59 3,694.33 0.00 5,665.40 4,025.96 190,607.00	174,858.76 6,175.05 3,016.67 846.60 10,925.29 4,013.96 199,836.33	(5,643.04) 1,830.54 677.66 (846.60) (5,259.89) 12.00 (9,229.33)	(3) 30 22 (100) (48) 0 (5)
<b>23.44 Salaries and employee benefits</b>	<b>190,607.00</b>	<b>0.00</b>	<b>0.00</b>	<b>190,607.00</b>	<b>199,836.33</b>	<b>(9,229.33)</b>	<b>(5)</b>
5061 0 General Operating:5061 Telephone, Cellular, Int 5066 0 General Operating:5066 Teleconferencing - Other Canadian Charolais Association	3,785.17 425.00 4,210.17	0.00 0.00 0.00	0.00 0.00 0.00	3,785.17 425.00 4,210.17	3,897.32 144.94 4,042.26	(112.15) 280.06 167.91	(3) 193 4
<b>23.50 Telephone</b>	<b>4,210.17</b>	<b>0.00</b>	<b>0.00</b>	<b>4,210.17</b>	<b>4,042.26</b>	<b>167.91</b>	<b>4</b>
5091 0 Beef Imp Fed 5092 0 Travel & Accomodation:5092 Dir/Com 5093 0 Travel & Accomodation:5093 Office 5095 0 Travel & Accomodation:5095 Board Meetings 5096 0 Travel & Accomodation:5096 Annual General Me 5097 0 Travel & Accomodation:5097 Legacy 5098 0 Travel & Accomodation:5098 Mielhausen Office Canadian Charolais Association	0.00 10,923.52 12,428.16 12,729.51 20,151.80 7,031.77 4,282.54 67,547.30	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00	0.00 10,923.52 12,428.16 12,729.51 20,151.80 7,031.77 4,282.54 67,547.30	2,604.07 7,429.63 11,310.25 12,553.54 21,328.34 35,307.29 7,097.64 97,630.76	(2,604.07) 3,493.89 1,117.91 175.97 (1,176.54) (28,275.52) (2,815.10) (30,083.46)	(100) 47 10 1 (6) (80) (40) (31)
<b>23.51 Travel</b>	<b>67,547.30</b>	<b>0.00</b>	<b>0.00</b>	<b>67,547.30</b>	<b>97,630.76</b>	<b>(30,083.46)</b>	<b>(31)</b>
5104 0 Breed Improvement:5104 AGI 5109 0 Breed Improvement:5109 Genomics Advisor Canadian Charolais Association	63,303.74 12,105.46 75,409.20	0.00 0.00 0.00	0.00 0.00 0.00	63,303.74 12,105.46 75,409.20	17,894.44 15,787.15 33,681.59	45,409.30 (3,681.69) 41,727.61	254 (23) 124
<b>23.97.01 Breed improvement</b>	<b>75,409.20</b>	<b>0.00</b>	<b>0.00</b>	<b>75,409.20</b>	<b>33,681.59</b>	<b>41,727.61</b>	<b>124</b>
5114 0 Other:5114 DNA Canadian Charolais Association	86,203.00 86,203.00	0.00 0.00	0.00 0.00	86,203.00 86,203.00	100,595.24 100,595.24	(14,392.24) (14,392.24)	(14) (14)
<b>23.97.03 DNA</b>	<b>86,203.00</b>	<b>0.00</b>	<b>0.00</b>	<b>86,203.00</b>	<b>100,595.24</b>	<b>(14,392.24)</b>	<b>(14)</b>
5900 0 Unrealized (gain) loss on inves Canadian Charolais Association	(93,771.28) (93,771.28)	0.00 0.00	0.00 0.00	(93,771.28) (93,771.28)	40,602.94 40,602.94	(134,374.22) (134,374.22)	(331) (331)

**Canadian Charolais Association**

Year End: December 31, 2019

Trial balance

Prepared by	Reviewed by	Referenced by
KPS 5/14/2020	KVS 6/11/2020	

TB-5

Account	Prelim	Adj's	Reclass	Rep	Rep 12/18	Amount Chg	%Chg
24.16 Gain (loss) on sale of investments	(93,771.28)	0.00	0.00	(93,771.28)	40,602.94	(134,374.22)	(331)
	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0</u>
Net Income (Loss)	150,203.02			150,203.02	(39,099.42)	189,302.44	(484)

**Canadian Charolais Association**

Year End: December 31, 2019

Adjusting journal entries

Date: 1/01/2019 To 12/31/2019

Prepared by	Reviewed by	Referenced by
KPS 5/14/2020	KVS 6/11/2020	

AJE

Number	Date	Name	Account No	Reference	Debit	Credit	Recurrence	Misstatement
					0.00	0.00		
		Net Income (Loss)	150,203.02					



### **2019 BREED IMPROVEMENT REPORT:**

The 2019 Breed Improvement committee members include: Kasey Phillips (Chairperson) Shawn Airey, (Co-Chairperson) Alan Marshal, Jim Olson, Roger Maloney, Rod Mcleod, Aaron Grant, Doug Blair.

The Exclusive Sire program continued to be worked on in the 2019 year. There were more bulls added throughout the year and the program seems to be working well. We maybe be adding a symbol of some sort on those exclusive sires, which will show up when the sire is being searched on the CCA data base .

A new Feed Efficiency trial has been set into motion at Lakeland College in Vermilion AB. A lot of hours were spent getting this project up and going, and we would like to thank all who were involved. A total of 50 calendar year heifers were tested this first year from one Ranch. The objective of this project is to test the feed efficiency of multiple pens of heifers, from multiple sires in two separate intakes, (fall/winter, winter/spring) and collect as much data as possible. 50K tests will be done on all the animals and the Homo-Polled test may be an option as well. The board feels that heifers would provide the most possible data and long-term benefit to both the breeders and the CCA, as most of the females will be retained into their respective herds and add offspring for years to come. Craig Scott has been approached by drug reps wanting to be involved in the project as well, so there is the possibility of some type of sponsorship or product usage in the future. Lakeland College has been upgrading their facilities over the last few years which has been challenging, but when completed will provide a state of the art feed yard and we look forward to being involved with them.

The Breed Improvement committee is looking at doing more EPD runs per year. Currently we only do two EPD runs per year, however, recognize more runs would be more beneficial for our breeders and buyers. Multiple EPD providers have been consulted and we are currently waiting on their responses in terms of fee's and contract commitments etc.

50K testing and genomic data continue to be an important part of the Breed Improvement committee's focus and we encourage everyone to test as many animals as possible.

Any requests or new ideas from the membership are always appreciated and welcomed.

Sincerely,

*Kasey Phillips*

Kasey Phillips

Chair- Breed Improvement Committee

**WHEN POUNDS MATTER**  
CHAROLAIS GETS THE JOB DONE.

Charolais cattle are a win-win right across the beef supply chain. To me Charolais means heavier weaning weights, healthier calves, efficient feed to gain conversions and high red meat yielding carcasses that grade well. *Will Lowe*

Will Lowe and his family own Lower Mulefoot, BC. The division is one Charolais bull on track since we started on his experience as an older buyer for Cargill and New South Canadian beef.

[WWW.CHAROLAIS.COM](http://WWW.CHAROLAIS.COM) JOIN THE REVOLUTION  
2320 41 Ave NE Calgary, Alberta T2E 0W8 Phone 403.230.0242

Charolais  
A CANADIAN BREED



### 2019 AD & PROMO REPORT:

The 2019 Ad & Promo Committee members include: Craig Scott, Lorne Lakusta, Ryan Nesbitt, Mathieu Palerme, John Milhausen.

The Ad and Promo committee is responsible for our website design which is done with Ranch House design.

This committee also manages the Facebook and Twitter accounts which have been more active this year, as we have decided to have Deb Cholak and Tanya Airey put updated Charolais and beef related events on these platforms.

The Cattleman is one of our biggest advertising expenses and have put together some really nice ads this year.

**Make it Right-Breed 'em White** was one slogan we thought would grab the attention of the commercial cattleman tempting them to use a Charolais bull on black cows. Another ad was **Our Official Show Ring** which represents the Charolais sired calves owning the sale ring for the last few years, bringing top dollar across the country!!

We have a great selection of promo items in the office as well. Contact myself or any of the committee members if you need anything items.

2019 was the first-time attending Ag in Motion just west of Saskatoon, where the CCA and SCA joined forces for a booth for a couple of days. On display were 3 red Angus/Simmental cows with big buckskin calves and a tan market steer. The traffic through the live cattle was very steady. The main focus of attending was to connect with the commercial industry and really show them what we have to offer as a breed.

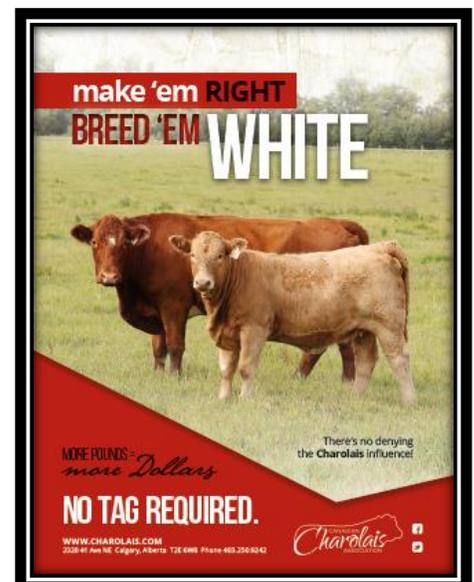
In closing I would like to thank my committee members for a great year of promoting and driving this great breed forward!! We are always looking for great fall pictures so if anyone has any please don't hesitate to send them our way.

Sincerely,

*Mike Elder*

Mike Elder

Chair- Ad & Promo Committee





### 2019 MARKET DEVELOPMENT REPORT:

The 2019 National Charolais Show was held on November 1/2019. The show saw an 81% increase in entries shown over the previous year, quite impressive! The 134 entries were sorted by Garth Rancier from Killam, Alberta. The number of exhibitors was up substantially, with breeders coming from as far west as Alberta as well as New York to the south to compete. The show was accompanied by a very successful National Sale held by the OCA and managed by T Bar C. The sale offered genetics from across the country with 29 2/3 lots averaging \$8250/Lot with many of the high sellers being consigned by Ontario breeders. This video sale was the first of its kind to be held on the Royal grounds and received many compliments and interest from other breeders.

A huge thank you goes out to the Ontario Charolais Association, the show committee, the exhibitors, Charolais enthusiasts and the numerous volunteers who helped make the 2019 Toronto Royal a huge success.

Sincerely,

*Lorne Lakusta*

Lorne Lakusta

Chair - Market Development Committee





### **2019 EDUCATION, YOUTH AND EXPORT (EYE) REPORT:**

Well, hasn't this been a year of change and uncertainty. For the juniors there was a great deal of uncertainty and cancellations of events. 4H programs were affected as was the CCYA conference and show something that is greatly anticipated by our youth each year. Unfortunately, the junior committee had to make the difficult decision to cancel the CCYA event for this year due to Covid 19 restrictions. On a positive note the CCYA show and conference held in Weyburn in July of 2019 was an excellent event that was very well attended by an enthusiastic and talented group.

Also affected this year was the missed opportunity to send someone to the AIJCA show in Kansas. We decided with travel restrictions in place and health concerns due to Covid 19 it would be prudent to cancel this opportunity.

Many regional shows were cancelled across the country this year as well. These are shows the juniors look forward to each summer. Many of the fall shows have also fallen victim to Covid 19 with almost if not all being cancelled as I write this report.

Fortunately, many 4H programs were modified to allow juniors to participate and achieve in some manner. These varied greatly across the country and showed the creativity and resourcefulness of many clubs.

On a positive note, the scholarship program for continued education awards is still running this year. This is available to any post secondary student that is involved in agriculture and is registered in a post-secondary college or university that enhances agriculture. Applicants or their family must have purchased or be using a Charolais bull. The application can be downloaded from the CCA website and follow directions from there. Last year we received 17 applications and awarded 2 \$1000 scholarships, as well as the Dale Norheim Scholarship of \$1500. The Canadian Charolais Association is proud to support youth activities and enhance opportunities for youth in the breed.

As many of you are aware numerous Canadian breeders were looking forward to touring Australia this summer as part of the Charolais World Congress which was also a victim of Covid 19 and cancelled. This is a tremendous opportunity to experience Charolais life in another country as well as network on an international level as many people from around the world attend this event.

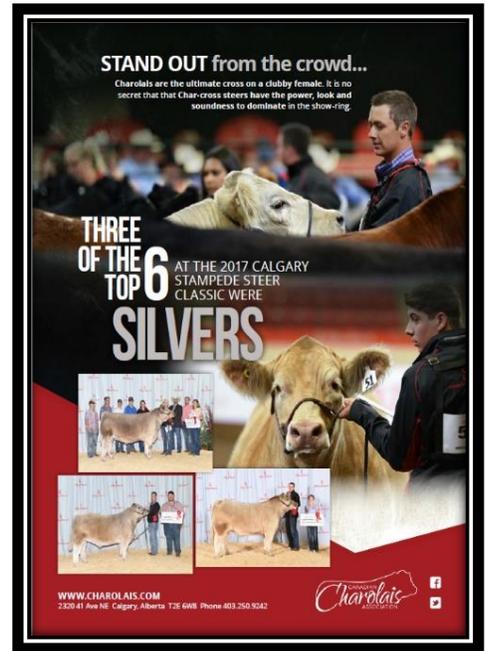
Hopefully by next year the situation improves so these opportunities are available for everyone to participate in.

Sincerely,

*Jim Olson*

Jim Olson

Chair- Education, Youth & Export Committee





### **2019 CANADIAN CHAROLAIS YOUTH ASSOCIATION REPORT:**

The Canadian Charolais Youth Association has several new National Board representatives for the 2019/2020 year. These new members include Megan Perih representing Manitoba, Evan Jamieson representing Alberta, and Calina Evans and Haley Rosso representing Saskatchewan. The National Board has some outstanding leadership and is a great group of senior members that do an excellent job of representing our breed.

The 2019 Conference and Show was held in Weyburn, Saskatchewan and was an incredible week. We had an excellent turn out, with 83 participants and an additional 9 International guests participating in the show and competitions. This was the second year of hosting International Youth members, and they were a great addition to our groups. The CCYA show is an outstanding display of talent and skill, and our international guests are continually impressed with the quality of our juniors, Canadian cattle, and our Charolais genetics.

The 2019 CCYA Semen Auction was held in November at the Toronto Royal. This fundraiser made \$3675, and was very successful. The National Board tries to spread this fundraiser throughout the country from year to year as to not ask the same breeders for sponsorship year after year. For 2020, the National Board is planning to host the Semen Auction at a fall sale in Saskatchewan. Since there will be no Agribition Sale, confirmation is pending on which sale will host this event for us, and more details are to come in the next few months.

In February of 2020 the CCYA National Board held their second Annual Facebook Fundraising Auction. This fundraiser is intended to replace the sponsorship from the former T Bar C Invitational Golf Tournament. This year we sold 19 items, including “pie in the face” lots for various Charolais breeders and representatives. The fundraiser made \$2685 in total. The “pie in the face” event will be postponed until the CCYA conference in 2021, due to the cancelation of the 2020 conference.

Due to the unfortunate circumstances and health and safety concerns surrounding COVID-19, the CCYA National Board made the responsible decision to postpone the 2020 conference in Olds, Alberta. It has been decided to host the conference again in Olds, Alberta in July 2021, as the organizing committee has done a great deal of fundraising and planning already. It is not an ideal situation, but the board has discussed at great lengths how to make the most of the 2020 show season. They have decided to go ahead with the Leadership Scholarship for senior members, as well as the essay competition. Youth have also been allowed to submit photos for the photography competition, and these will be posted and displayed on the CCYA Facebook Page once judging is completed. 2020 CCYA memberships will allow youth to participate in the various programs offered by the CCYA National Board, and will not be extended to 2021. It has also been decided to allow members who would have aged out of eligibility in 2020, to participate in the 2021 conference, so they do not miss their final CCYA Show.

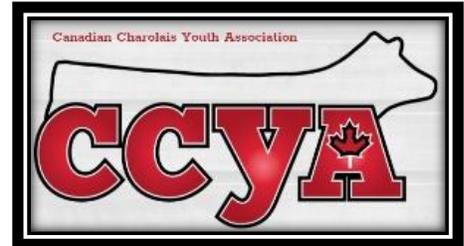
In closing, we would like to extend a huge thank you to the CCA for their continued support of our conference and programs. The CCA sponsors the youth with \$5000 annually to help run our programs, conference, and activities throughout the year. The CCA is recognized as the highest-level sponsor at each conference in return. Thank you to the CCA for the support and commitment to the betterment of our youth and our breed.

Sincerely,

*Shae-Lynn Evans*

Shae-Lynn Evans

Youth Coordinator- Canadian Charolais Youth Association



# CCA STATISTICS

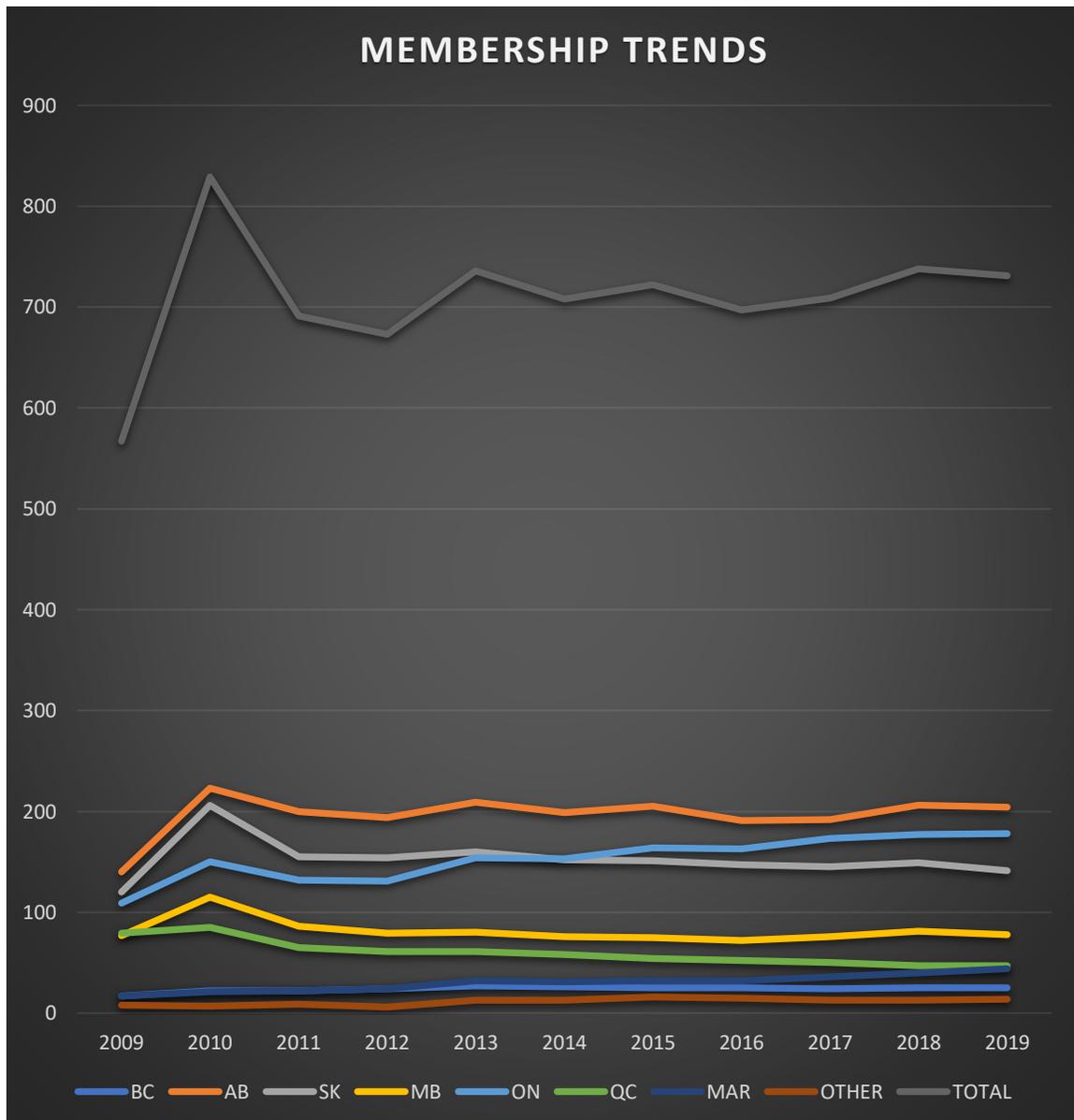
Membership

Whole Herd Enrollment



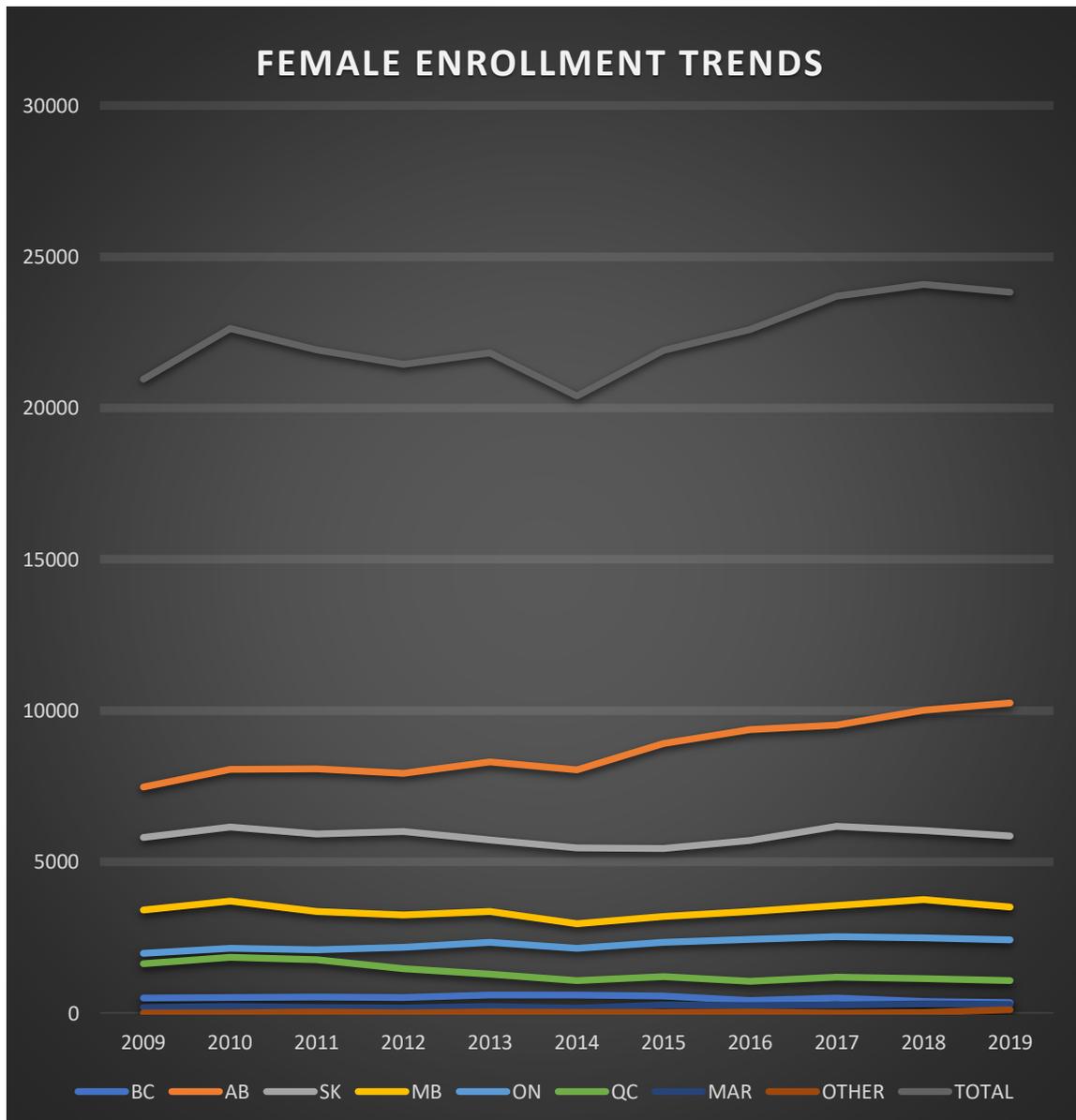
## MEMBERSHIP STATISTICS

YEAR	BC	AB	SK	MB	ON	QC	MAR	OTHER	TOTAL
2009	17	140	120	77	109	79	17	8	567
2010	22	223	206	115	150	85	21	7	829
2011	22	200	155	86	132	65	22	9	691
2012	24	194	154	79	131	61	24	6	673
2013	27	209	160	80	154	61	32	13	736
2014	26	199	152	76	153	58	31	13	708
2015	25	205	151	75	164	54	32	16	722
2016	25	191	147	72	163	52	32	15	697
2017	24	192	145	76	173	50	36	13	709
2018	25	206	149	81	177	47	40	13	738
2019	25	204	141	78	178	47	44	14	731



## FEMALE ENROLLMENT STATISTICS

YEAR	BC	AB	SK	MB	ON	QC	MAR	OTHER	TOTAL
2009	494	7469	5799	3406	1971	1635	183	0	20957
2010	512	8051	6152	3696	2143	1839	220	9	22,622
2011	522	8070	5909	3358	2081	1761	180	40	21,921
2012	503	7914	6000	3241	2170	1460	158	0	21,446
2013	588	8304	5720	3358	2329	1283	220	27	21,829
2014	591	8030	5458	2950	2138	1062	157	10	20,396
2015	560	8909	5437	3191	2334	1196	257	13	21,897
2016	411	9363	5711	3359	2429	1047	254	28	22,602
2017	496	9510	6171	3544	2522	1179	263	9	23,694
2018	380	10,002	6037	3748	2475	1132	301	11	24,086
2019	341	10,247	5859	3509	2410	1076	287	106	23,835



# **PROVINCIAL ASSOCIATION REPORTS**

**Alberta/British Columbia**

**Saskatchewan**

**Manitoba**

**Ontario**

**Quebec**

**Maritimes**





### **2019 ALBERTA & BRITISH COLUMBIA PROVINCIAL ASSOCIATION REPORT:**

2019 was a challenging year for livestock producers as drought, fire and extreme wetness all factored into various regions within our geography. Fortunately, the markets remained stable and Charolais genetics were further utilized in many more herds and continued to help rancher profitability. The AB/BC Board consisted of 10 Directors and 3 CCA Directors in 2019 representing Alberta and British Columbia.

The Board reconvened in early March and re-evaluated its focus and direction for the upcoming year. Committees were formed and budgets set for the upcoming year. This process helped align the Board and drive our direction for the year.

After promoting the Charolais breed at various Bull Congresses and Auction Marts throughout the two provinces early in 2019, our first major event was held at the end of June. Building off the great success we had the past 3 years with our breeder tour, we shifted the tour to the north eastern portion of the province. The response from both Commercial and Purebred breeders was again outstanding as we filled up 2 coach buses and stopped at 3 locations. Thank you to Lakeview Charolais, K-Cow Ranch and Sugarloaf Charolais for their hospitality and all their work setting up and preparing for the event. We would also like to thank XXX Farms, Misty Hills Charolais, Good Anchor Charolais, Spruce View Charolais and Sherwood Farms for working with our hosts to display some of their top genetics as well. The sponsorship of our tour was again tremendous, and we wish to thank them all for their continued support. The ACA has received many compliments on the tour, and we will continue it in the future in another area in the province.

The ACA was pleased to welcome Rod McLeod as an Alberta/BC Director at the CCA meeting in the Maritimes. We would like to thank Allan Marshall for representing Alberta/BC for the past 3 years.

Olds played host to the Fall Classic show which was the kickoff to the fall show season in early October. Despite being held when many were still busy harvesting crops, numbers remained steady year over year and the Charolais division had a strong representation. Farmfair International was the host to our 2<sup>nd</sup> annual Player's Club Bull Calf Futurity and Charolais Show in early November. The Charolais breed was successfully showcased and we heard many comments from breeders of other breeds on what a great event we continue to put on. Many International guests attended the show and added genetics to their respective countries. Our continued support of the Composite Steer and Heifer show saw us attract more youth to the event and some exceptional Char influenced cattle. Our signature event "The AB

Select Bull Show and Sale” was held in Red Deer Dec. 12<sup>th</sup> and 13<sup>th</sup> along with our Annual Meeting. We decided to continue to tie in this event to the “Player’s Club” by selling our Champion in the Select Sale. The sale continued to be one of the highest averaging sales in the country. Congratulations to all our award recipients this year –Purebred Breeder of the Year – Spruce View Charolais, Booster of the Year – Don Good, Commercial Breeder of the Year – Steve and Betty Saruga, Pioneer Award – Bruce and Mary Bamford and our scholarship winners Kord Phillips, Tia Schram, Conor Riley, Robyn Young, Austin Riley, Ryan Young.

The continued utilization of Social Media and our website has helped us drive our message and engage those interested. Over 770 members are currently subscribed to our Facebook account. Nominations for our 4 awards through our website had an excellent response from various breeders in Alberta/BC and allowed students to easily apply for scholarships online. Check out the website at [www.albertacharolais.com](http://www.albertacharolais.com) if you haven’t already. We continued our coffee cup program at selected Auction Marts and have added more ‘Be Identifiable’ signage. We have a program in place to support Char Influenced calf sales at these selected Auction Marts, where we provide coffee and donuts for the producers and alert local breeders to represent the breed. We have selected some key events that an ACA presence is required in and have committed funds to increase our visibility. Our Membership Directory was released last year and is a great reference for all breeders across AB and BC. Copies are still available upon request.

Our 4-H program was renewed for 2019. We gave out “Charolais cow” memory sticks to all kids exhibiting a Char Influenced project and we decided to continue with the \$1000 sales credit idea for all 4-H kids exhibiting a Char influenced calf in 2018, for the Select Sale this year. 2019 had 9 - \$1000 credits used which helped some juniors obtain some awesome Junior projects for CCYA in Olds next summer.

I wish to thank the entire Board for their hard work, dedication, and creativity throughout the year. The ACA looks forward to 2020 as we enter our 61<sup>st</sup> year and continuing to grow and strengthen the Charolais breed! 2020 welcomes back the CCYA to Olds in July!

Sincerely,

*Stephen Cholak*

Stephen Cholak

President – Alberta Charolais Association





### **2019 SASKATCHEWAN PROVINCIAL ASSOCIATION REPORT:**

Good afternoon fellow Charolais Breeders. As I am reflecting on this past year, I would like to thank all my board members and the breeders in the province that have helped make this past year another huge success. Our Board of Directors is made up of 9 breeders including myself Kelly Howe, Moose Jaw, SK and the following executive Jordan Moore, Redvers SK as 1<sup>st</sup> Vice President, Kurtis Phillips, Estevan, SK. as 2<sup>nd</sup> Vice President. Our board directors are Justin Cay, Kinistino, SK., Raymond Paschke, Love, SK., Doug Harcourt, Quill Lake, SK., Tyler Smyth, Swift Current, SK., and Matt Jones, Gull Lake, SK. Additionally we work with the Saskatchewan Livestock Association to fill our secretary/treasurer position.

Our 4-H and Youth Program awarded over 100 promotional items to Provincial Youth for exhibiting Charolais influence cattle this past year. This was another strong year for our program, and it was great to see the success of the Charolais Steer's and Female's working for our provincial youth. We also know that there are more individuals out there, so we continue to work through social media, Saskatchewan 4-H and local clubs to recognize these individuals. "White Out in Weyburn" was a huge CCYA success and thanks again to the hard-working committee that tirelessly worked to put this show on for almost 100 youth, including 52 Saskatchewan participants.

Ad and Promo purchased extra pop up banners held by our board of directors to be used at local events in all parts of our province. If any breeders need to use these pop ups for events, please contact your local director. The Breeder Directory also continues to be very popular and we continue to use them at events, auction barns, clinics, and stores across the province. The maps can also be viewed on our website. In 2020/2021 we will start the work on our new updated Breeder Directory so stay tuned. As well we continue to direct sponsorships to most youth shows and events in the province. As a Board we also made the decision to go back to putting up signage at local auction barns. We continue to run our Heartland Ads and have put up signage at an additional 4 auction barns across the province. We have received positive feedback from cattlemen so we will continue to put up signage where possible.

Congratulations goes out to Mike and Terry Fluery on being nominated for and awarded the Saskatchewan Livestock Association Honor Scroll this past year for their contribution to the Saskatchewan Industry. We are so proud of all they have done for the industry and the breed.

We held our 56<sup>th</sup> Annual AGM and Pen Show this past year in Yellow Creek, SK on July 13<sup>th</sup> at Creek's Edge Charolais. Close to 50 head were on display enhancing our AGM and a steak dinner was held that night as well. I would like to thank our retiring directors Jared McTavish and Mike Nielsen for their service to the board, the breed, and the province. We

welcomed new directors to 3-year terms – Doug Harcourt of Quill Lake, SK and Justin Cay of Kinistino, SK. The event was a huge success and make sure you mark your calendars for the 2020 AGM once information is available.

Canadian Western Agribition this past fall was once again a tremendous event. The International Trade Centre along with the rest of Evraz Place in Regina welcomed a huge number of guests. Over 1300 international guests from 86 countries once again chose Agribition as the place to come and do business. Numbers across most breeds were up in the purebred and commercial shows, and there was great excitement in the barns with the new facility. Between a successful commercial and purebred show, and an amazingly successful sale, Agribition is the place to be in the livestock industry in North America.

Congratulations to the following who were awarded their awards at Agribition:

- **2019 Charolais Commercial Breeder of the Year:**
  - o Richard and Einar Nielsen, Nielsen Acres Ltd.
- **2019 Charolais Purebred Breeder of the Year:**
  - o Palmer Charolais, Bladworth, SK
- **Regional 4-H Champion:**
  - o Haley Debenham, Whitewood
  - o Justin Harcourt – Melfort
  - o Shelby Evans – Saskatoon

During the Agribition festivities, we awarded Dennis and Lisa Serhienko the 2019 SCA Honor Scroll for their dedication to the Charolais Breed in Saskatchewan.

In writing this report, many things have changed but we look forward to once again touring some great white cattle and enjoying the great comradery of our fellow breeders. While you are in Saskatchewan, make sure you take some extra time to tour some excellent cattle and enjoy even better hospitality.

Sincerely,

*Kelly Howe*

Kelly Howe

President - Saskatchewan Charolais Association





### **2019 MANITOBA PROVINCIAL ASSOCIATION REPORT:**

In August 2019, Birtle Ag Society with organizers Tyler and Nicole Stewart hosted the MCA Annual Meeting and the summer pen show. Our purebred producer of the year was Sunblade Charolais (Tyler and Nicole Stewart) of Foxwarren, MB. and our commercial producers of the year were Darcy and Barb Kozack (Rosburn, MB). The 2020 AGM will be held July 25<sup>th</sup>, in La Riviere, MB hosted by the C2 Charolais.

Approximately 63 4-H members showing Charolais or Charolais influenced animals received water pails in 2019 as a token of our appreciation. The MCA sponsored \$1000 towards the MB Youth Beef Roundup 2019 which was held in Neepawa, MB. Our MCA scholarships of \$750 each were given out to Jaylin Hill and Madison Johnston. The MCA sponsored the CCYA Conference and Show 2019 that was held in Weyburn, SK. A good showing of Manitoba Juniors attended the conference. The Manitoba Juniors continued with their second year of fundraising during the 2020 spring bull sales and received lots of support.

Charolais breeders were in attendance to display a sampling of their bulls at the Bull Congress held in conjunction with Manitoba Ag Days in January 2020. MCA also had a display booth at Ag Days. We have not heard yet whether Ag Days will be continuing this coming January due to Covid-19 issues.

Charolais breeders were in attendance at the 2019 Manitoba Ag-Ex in Brandon, MB - numbers were down, but made the minimum entries for a breed show at 24. At this time, Ag-Ex for the fall of 2020 has not been cancelled due to Covid-19 – we will see how the rest of the summer goes for the final decision.

The MCA maintains a website for our membership plus our publication of the Bulletin magazine with spring and fall circulations.

The MCA Board of Directors are: Jeff Cavers (President), Hans Myhre (1st Vice), Michael Hunter (2nd Vice), Rae Trimble-Olson (Secretary/Treasurer), Jared Preston, Matthew Ramsey, Merv Nykolation, Scott Johnston, Ron McDonald, Tyler Stewart, Erin Jackson, Kevin Stebeleski and Bert McDonald. Thanks to retiring directors Brad Cline and Andre Stepler for their many years on the MCA board. Our Manitoba CCA rep Shawn Airey and the CCA member-at-large Jim Olson represent our interests on the national board.

Sincerely,

*Jeff Cavers*

Jeff Cavers

President- Manitoba Charolais Association





### **2019 ONTARIO PROVINCIAL ASSOCIATION REPORT:**

Now that 2019 has come to a close, we are all thinking the same thing, 'good riddance'. With record amounts of rain in the spring, to damaging droughts in the province, it has been a challenging year to say the least. The one key item that remains strong is the demand for Charolais and Char-cross calves. With the feed shortage in most of the province, putting pressure on all sectors of the cattle industry the Charolais calves continued to dominate in sale barns across the province. I recently had the opportunity to tour a bunch of Ontario breeders' bull pens and let me tell you, the future is looking strong. The quality from front to back is really exciting for the future of this great breed. I would strongly recommend every breeder "pound the pavement," and visit your fellow breeders.

The Ontario Charolais Association held the National Show and Sale at the Royal Winter Fair in Toronto. Over 134 entries were on display at the National Show, judged by Garth Rancier. This is the most we have had in years! The sale that followed was a huge success, from overall attendance, excitement within the room and interest across North America. Producing a high seller of \$32,000 and an average of \$8,250 - it was the talk of the barns. These events solidified the identity, strength, and demand of the breed, leading to an exceedingly positive year end.

The advertisement and promotion committee continues to market the Charolais breed with attractive advertisements, in print ads, as well as on social media. Make sure you follow us on Twitter @OnCharolais and Facebook. We are always looking forward to new and exciting pictures to help promote the breed. You can help us to do this by tagging our Twitter or Facebook accounts, or by using the following hashtags: #beidentifiable #charolais.

Once again, the OCA would like to thank our fieldman John Milhuasen for attending all the events, tradeshow, and sales. His presence at these different events during the year allows breeders to connect, market and voice their concerns. On behalf of the OCA Board of Directors and myself, I would like to thank everyone for attending our AGM, as well as your continued support throughout the year.

Sincerely,

*Josh Taylor*

Josh Taylor  
President- Ontario Charolais Association





### 2019 QUEBEC PROVINCIAL ASSOCIATION REPORT

The Annual General Meeting was held in Drummondville in February. The QCA board welcomed a new Director, Armand Roy, and a new President, Mark Frost, during the AGM. We would like to extend a special thanks to Past President Mathieu Palerme for his great work over the years.

We continue to promote the Charolais breed with the St-Martin Bull Test Station, The Select Bull Sale, and the Louber Farm bull sale. Quebec Charolais breeders were also present at Richmond and Victoriaville Expo Boeuf exhibition. The special Charolais calf market held in Sawyerville in September continues to be a success. Prices are good and buyers are happy to have Charolais.

Thanks to the Patry family of the Patry Farm of Weedon, for hosting the Charolais Picnic last August 3rd. Approximately 240 commercial and pure-bred breeders attended, viewing the herd, seeing the auction, eating pork and Charolais beef, and dancing the night away!

We continue to publish l'Avantage Charolais Revue which advertises some of the most excellent bull sales in Quebec. These publications give the breeders the opportunity to promote their Charolais herd.

The year concluded with the devastating news of Mr. Eric Trepanier unexpected passing. (1974-2019) He was from the Fern Charolais Farm in Fasset. He served as a Director for 6 years on the QCA board and became President in 2006.

We would like to thank the Canadian Charolais Association for their support. Thank you to all the breeders from Quebec for a great year and your continued participation in all the events.

Sincerely,

*Mathieu Palerme*

Mathieu Palerme

President- Quebec Charolais Association





## 2019 MARITIMES PROVINCIAL ASSOCIATION REPORT:

Hello Members,

On behalf of the Maritime Charolais Association we would like to thank the CCA and all the attendees who visited the Maritimes last June and attended the annual meeting. It was a pleasure hosting this event and we hope all who attended enjoyed their time. Also, a big thank you to Candace and Helge By for all the work they put into the tour and event.

2019 was a busy year for the MCA, alongside hosting the AGM, we had a booth at the Maritime beef conference held in March in Moncton. The event was well attended. Our annual Potluck dinner was held at the McAfee's. We had a big turnout with lots of food, entertainment, and a great set of cows. At the Potluck we awarded our commercial producer of the year. The award went to Richard Culberson and Sons of Heartland NB. They run a 100+ cow calf operation along with a 300 head backgrounding feedlot. They use Charolais bulls exclusively and buy a lot of Char-X feeders. They are very strong Charolais boosters in the area and very worthy of the award.

Our junior program is alive and well. Our first junior show was a big hit with all the youth who participated. The MCA also gives awards to youth who have shown purebred Charolais heifers in 4-H. 2019 saw 24 awards given out to youth across the Maritimes- climbing from just 4 awards that were presented 4 years ago.

Our Female sale was well attended this year with our average up and more lots sold. Bull sales were up in 2019 with very strong demand.

The MCA AGM was held in Dec in Amherst NS. The 2019 financials were strong, and our Executive stayed the same. The meeting was well attended.

In December, the MCA attended the Maritime purebred summit, where the purebred associations met to discuss issues and concerns, they had within their breeds and what we could do to forward the beef industry within the Maritimes. The meeting went well and was very humbling, to be part of a breed that is collaborative, engaged, and active amongst its own breed. The other breeds listed off a lot of challenges they face and none of them applied to our breed. We have a strong group here in the Maritimes and a lot of exciting things to come.

Sincerely,

*Jason Ringuette*

Jason Ringuette  
President- Maritimes Charolais Association



# **AWARDS**

***Dams of Distinction***

***Dams of Excellence***

***Twenty-Five Year Members***

***Forty Year Members***

***Honour Roll Members***



**Gold Star Dams of Distinction** are females recognized for their genetic contribution to the Charolais Industry having produced five consecutive registered calves and have attained a 205-day index of 100.0 or more.

**Gold Star Dams of Excellence** are females that have produced ten consecutive calves with the same index criteria.

**TIP OF THE HAT TO THE BREEDERS AND OWNERS FOR PRODUCING HIGH QUALITY CHAROLAIS!**

### **2019 GOLD STAR DAMS OF EXCELLENCE**

Reg. No.	Tattoo	Name	Breeder	Owner
FC360110	GLT40T	GLT MISS WIND 40T	GORDON & LEONE THURSTON	GORDON & LEONE THURSTON
FC367231	HTA704T	HTA BRIDGET 704T	HTA CHAROLAIS	HTA CHAROLAIS

### **2019 GOLD STAR DAMS OF DISTINCTION**

Reg. No.	Tattoo	Name	Breeder	Owner
FC410478	MF326A	MF MISS PREACHER 326A	ALLEN MCLEOD	ALLEN MCLEOD
FC391250	JXCR4Y	BAR J VANILLA 4Y	BAR J CHAROLAIS	BAR J CHAROLAIS
FC402936	RED252A	BEAVER CREEK LEXUS 252A	BEAVER CREEK CHAROLAIS	MUTRIE FARMS
FC387309	RSK164Y	BERICH AWESOME LADY 164Y	BE-RICH FARMS	BE-RICH FARMS
FC369510	RSK823U	BERICH LADY 823U	BE-RICH FARMS	BE-RICH FARMS
FC408729	BOZ38A	RAINALTA MISS JANE 38A	BILL SWENSON	SNAKE VALLEY FARM LTD.
FC393690	CWC62Z	BORDERLANDS RAVEN 62Z	BORDERLAND CATTLE COMPANY	BORDRELAND CATTLE COMPANY
FC403947	WWW167A	WWW167A	BRICNEY STOCK FARM LTD.	BRICNEY STOCK FARM LTD.
FC403597	BLC82Z	BLC SASHA 82Z	BUFFALO LAKE CHAROLAIS	BUFFALO LAKE CHAROLAIS
FC404354	LEO1A	CEDARLEA TINSEL 1A	CEDARLEA FARMS	CEDARLEA FARMS
FC392605	WLMR13Y	CHARROW MISS YAHWEH 13Y	CHARROW CHAROLAIS	CHARROW CHAROLAIS
FC385787	WLMR15X	CHARROW XONA MISS 15X	CHARROW CHAROLAIS	CHARROW CHAROLAIS
FC398302	CEE217Z	CIRCLE CEE WATERFALL 217Z	CIRCLE CEE CHAROLAIS	GORDON & LEONE THURSTON
FC398284	CEE215Z	CEE'S COOL WATER 215Z	CIRCLE CEE CHAROLAIS	GORDON & LEONE THURSTON

FC404840	CFC68A	CFC NEXT GENERATION 68A	COYOTE FLATS CHAROLAIS	COYOTE FLATS CHAROLAIS
FC401674	GDSF71Z	GDSF MISS SUPER BOND 71Z	DEFOORT STOCK FARM	CLINE CATTLE COMPANY
FC400165	GGD387A	DUBUC ASTERIA 387A	DUBUC CHAROLAIS SENC	DUBUC CHAROLAIS SENC
FC393435	GGD277Z	DUBUC ZISTA 277Z	DUBUC CHAROLAIS SENC	DUBUC CHAROLAIS SENC
FC390802	FFBB103X	FFBB RED MISSY-U PLD 103X	FORSYTH BROS CHAROLAIS	JARED PRESTON
FC403469	HC317A	HC ALEXIS 317A	HORSESHOE E CHAROLAIS	BORDERLAND CATTLE COMPANY
FC403349	HKS226A	HKS MS PATSY 226A	HOWE COULEE CHAROLAIS	HOWE COULEE CHAROLAIS
FC402660	CBT3062A	THRR AGATHA 3062A	JOHN V & ROSEMARIE PERROT	THISTLE RIDGE RANCH
FC402365	KAYR309A	KAYR ROXIE 309A	KAY-R CHAROLAIS	KAY-R CHAROLAIS
FC402330	KAYR300A	KAYR MISS CLASSIC 300A	KAY-R CHAROLAIS	KAY-R CHAROLAIS
FC389118	JLP134Y	JLP PATRY PRUDY 143Y	LA FERME PATRY DE WEEDON	LA FERME PATRY DE WEEDON
FC401011	PH17Z	PH ROXIE 17Z	P & H RANCHING CO LTD.	COYOTE FLATS CHAROLAIS
FC361677	WP110T	P-3 MS WYOMING WIND 7-110T	P BAR 3 RANCH	THISTLE RIDGE RANCH
FC385504	RRZ109W	RAWES DUCHESS 109W	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC408059	RRZ92A	RAWES KELSEY 92A	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC407973	RRZ211A	RAWES JOLENE 211A	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC408048	RRZ50A	RAWES FINN 50A	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC401448	RRZ293Z	RAWES MISS B 293Z	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC404384	RRZ208Z	RAWES ANGIE 208Z	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC401351	RRZ149Z	RAWES KELSEY 149Z	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC401346	RRZ134Z	RAWES KELSEY 134Z	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC394713	RRZ343Y	RAWES WILLOW 343Y	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC394734	RRZ194Y	RAWES VELVA 194Y	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC394727	RRZ179Y	RAWES TARA 179Y	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC394793	RRZ139Y	RAWES JOLENE 139Y	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC394764	RRZ126Y	RAWES DUCHESS 126Y	RAWES RANCHES LTD.	RAWES RANCHES LTD.
FC392585	BBCC23Y	RED DIAMOND DOLLY 23Y	RED DIAMOND CHAROLAIS	RED DIAMOND CHAROLAIS
FC392591	BBCC67Y	RED DIAMOND DOLLY 67Y	RED DIAMOND CHAROLAIS	RED DIAMOND CHAROLAIS
FC396614	SOS186Z	SOS WILD FLOWER 186Z	SPRINGSIDE FARMS	SPRINGSIDE FARMS
FC404069	TVW5Z	CATTLE LAC HONEY BUN 5Z	TRI-N CHAROLAIS	CATTLE LAC CHAROLAIS
FC402917	NMF397A	TRI-N FRIENDLY 397A	TRI-N CHAROLAIS	TRI-N CHAROLAIS
FC397096	AAA216Z	AAA MS BIG MACK 216Z	TRIPLE AAA CHAROLAIS	RAWES RANCHES LTD.

FC378244	AAA911W	AAA MS ANNUNAKI 911W	TRIPLE AAA CHAROLAIS	RAWES RANCHES LTD.
FC406708	CTP433A	CTP MISS MIRANDA 433A	TURNBULL CHAROLAIS	TURNBULL CHAROLAIS
FC399792	CTP341Z	CTP MISS BEAUTIFUL 341Z	TURNBULL CHAROLAIS	TURNBULL CHAROLAIS
FC391181	CTP216Y	CTP MISS KINDRED 216Y	TURNBULL CHAROLAIS	TURNBULL CHAROLAIS

The Canadian Charolais Association appreciates and recognizes the following members for their continued commitment to the Charolais breed in Canada

### **TWENTY-FIVE YEAR MEMBERS**

- ◆ Cedarview Charolais  
Carolyn Kelly  
Farrellton QC
- ◆ County Line Charolais  
Kendall Charters  
Rusagonis, NB
- ◆ Midnight Lake Charolais  
D W Hicks & Sons  
Glaslyn, SK

### **FORTY YEAR MEMBERS**

- ◆ Gold In Boulders Farms  
Arthur & Carol Gibbs  
St. Lina AB

### **FIFTY YEAR MEMBERS**

- ◆ Double L Ranch  
Lorne & Tena Wagers  
Red Deer County, AB
- ◆ Ralph Csada  
Grenfell, SK

### **SIXTY YEAR MEMBERS**

- ◆ Acadia Ranching Ltd.  
Don Good  
Acadia Valley, AB
- ◆ Rudiger Ranch Ltd.  
John Rudiger  
Calgary, AB