

CHALLENGING CONVENTION BREAKING RECORDS MOVING FORWARD



Canadian Angus Association ANNUAL REPORT 2016



Canadian Angus Association Mission Statement

To maintain breed registry, breed purity and provide services that enhance the growth and position of the Angus breed.

Canadian Angus Association Vision Statement

The Canadian Angus Association exists to preserve and expand the Angus breed for Canadian Cattle producers and beef consumers, providing the best opportunities for profitability today and for future generations.

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President's Message | David Sibbald

As the year closes on my presidency, I want to thank all the members for the opportunity. It has been an honour to serve as the 81st President of the Canadian Angus Association. It has been a tremendous honour, especially to take on this role in a year in which we experienced record growth.

When I started in this role, I asked everyone: If you could change one thing about your program or this Association, what would it be? I encourage you to continue thinking about this question and to share your thoughts with any member of the board. Together, we can work to assure the continued success of Canadian Angus.

For those who attended Convention 2016 in Quebec, you heard me say “expect the unexpected”. My main goal in becoming your President was to hear from you and discuss topics related to our breed. We have the greatest breed in the world and the worldwide numbers support that claim. Canadian Angus breeders are respected throughout the world and we should all be proud of the cattle we raise. We all approach our breeding philosophies a little differently, and that is part of the reason for our successes. Our brand is strong, our breed is strong, our board is strong and our Association is strong. This strength comes from you, our members.

One of the greatest sources of pride around the world is our Junior program. Our young people are an inspiring group of dedicated and passionate young breeders who will take our breed to even greater heights. I look forward to seeing what they achieve as individuals and as a group in the years to come.

I can't speak about our Juniors without speaking about the Canadian Angus Foundation. Your support of ongoing initiatives such as the Angus Roots and Wall of Honour at Angus Central, donations of genetics and experience packages to the Building the Legacy fundraiser auction and your financial support through donations to scholarship funds, memorial donations and bids is outstanding. Our Foundation cannot exist without the support of our members and industry partners, and we are so fortunate to have achieved the tremendous level of benevolence that we have.

In 2016 we experienced more engagement with our members than ever before. Your elected Board of Directors worked hard to find topics that would resonate with you and generate discussion. There is no question that the idea of whole herd enrollment through the Angus Cow Enrollment (ACE) program achieved this. I thank every member who called, e-mailed and texted the office and board members. Your thoughts and opinions are valuable and you have provided excellent direction to the board as we look to the future. Through these conversations, many opportunities have been identified that will be valuable components of future strategic development.

Over the past year, many industry relationships have continued to grow with new ones being developed.

The Canadian Angus Association staff are an excellent group of people. I am proud of what we have accomplished over the last year. It has been a pleasure working with all of them.

I look forward to the continued growth of our Association and our breed.



David Sibbald
81st Canadian Angus Association President



Message du président | David Sibbald

À l'aube de la complétion de ma présidence, je tiens à remercier tous les membres pour cette opportunité. Ce fut un honneur de vous servir en tant que 81^e Président de l'Association canadienne Angus. Ce fut un grand honneur, particulièrement à assumer ce rôle lors d'une année où nous avons connu une croissance record.

Lorsque j'ai entrepris ce rôle, j'ai demandé la même question à tout le monde : « Si vous pouviez modifier une chose à l'égard de votre programme ou de cette Association, qu'est-ce que vous changeriez ? » Je vous encourage à continuer de réfléchir à cette question et de partager vos pensées avec un membre du Conseil d'administration. Tous ensemble, nous avons la puissance d'assurer un succès continu pour la race Angus au Canada.

Pour ceux qui ont assisté à la Convention de 2016 au Québec, vous m'avez entendu dire « attendez-vous à l'inattendu ». Une fois au siège de président, mon objectif principal était d'avoir de vos nouvelles et de discuter de sujets liés à notre race. Nous avons la race la plus extraordinaire au monde et les statistiques du monde entier soutiennent cette revendication. Les éleveurs Angus canadiens sont respectés globalement et nous devrions tous être fiers du bétail que nous élevons. Nous approchons tous les philosophies d'élevage un peu différemment, et ces distinctions sont en partie la raison de notre succès. Notre marque est forte, notre race est forte, notre Conseil d'administration est fort et notre Association est forte. Cette force vient de vous, nos membres.

Une des plus grandes sources de fierté est notre programme Junior. Nos jeunes sont un groupe remarquable de jeunes éleveurs dévoués et passionnés qui projettent notre race envers des sommets encore plus hauts. Gardez un œil sur leurs réalisations individuelles et en tant que groupe dans les années à venir.

Je ne peux pas parler de nos Juniors sans mentionner la Fondation canadienne Angus. Votre soutien aux initiatives telles que les Racines Angus et le mur d'honneur à Angus Centrale, les dons qui font partie de la vente aux enchères Bâtir l'Avenir, en plus du soutien financier pour les bourses d'études et les dons permanents, sans oublier les acheteurs et les

miseurs de la vente sont tous exceptionnels et appréciés. Notre Fondation ne peut pas exister sans le soutien de nos membres et nos partenaires de l'industrie. Nous sommes vraiment choyés de pouvoir compter sur vous tous.

En 2016, nous avons connu un niveau d'engagement avec nos membres plus grand que jamais auparavant. Votre Conseil d'administration élu pour vous représenter, a travaillé fort pour trouver des sujets qui vous touchent de près et qui génèrent des discussions animées. Il n'y a aucun doute que l'idée de l'enrôlement entier du troupeau par le billet d'une inscription pour chaque vache Angus (ACE) a réalisé l'objectif de vous rejoindre. Je remercie tous les membres qui ont téléphoné, qui ont fait parvenir un message par courriel ou par texto au personnel du bureau et/ou aux membres du Conseil d'administration. Vos pensées et vos opinions sont précieuses et elles ont fourni d'excellentes directions au Conseil d'administration pour la préparation envers l'avenir. Par le biais de ces conversations, de nombreuses possibilités ont été identifiées qui seront des composantes importantes au futur développement stratégique.

L'an dernier, plusieurs relations avec l'industrie ont continué de croître tout en développant de nouvelles collaborations.

Le personnel de l'Association canadienne Angus est un excellent groupe de personnes. Je suis fier de ce que nous avons accompli l'an dernier. Ce fut un plaisir de travailler avec tous et chacun.

C'est avec anticipation, que je continuerai d'admirer la croissance ininterrompue de notre Association et de notre race.



David Sibbald
81^e présidente de l'Association canadienne Angus



Canadian Angus Association Board of Directors | Conseil d'administration

British Columbia

Lorraine Sanford | Term expires in 2018

Alberta

David Sibbald, President | First term expires in 2018

Bob Hahn | Term expires in 2019

Doug Reid | First term expires in 2017

Brett Wildman, President Elect | First term expires in 2019

Saskatchewan

Dale Easton | First term expires in 2019

Dave Johnson | First term expires in 2018

Tracey Willms | First term expires in 2018

Manitoba

Shawn Birmingham | First term expires in 2017

Ontario

Tammi Ribey, Past President | First term expires in 2017

Quebec

Ryan Currie | First term expires in 2017

Maritimes

Trevor Welch | First term expires in 2017

New 2017 Board Members

George Baxter, Alberta

Graham McLean, Ontario



Top row left to right: Shawn Birmingham (MB), Dale Easton (SK), Dave Johnson (SK), Trevor Welch (Maritimes), Ryan Currie (QC)

Middle row left to right: Lorraine Sanford (BC), Bob Hahn (AB), Doug Reid (AB), CEO Rob Smith

Front row left to right: Brett Wildman (AB), Tammi Ribey (ON), David Sibbald (AB), Tracey Willms (SK)



Welcome to our annual report for 2016: ***Challenging convention, Breaking records, Moving forward.***

We selected that title because, through 2016, it feels like those were the three things we did the most. It was a hectic year, keeping up to unprecedented member activity and creation of member value, “breaking records” as the year went along. As we examined Canada’s newly unveiled National Beef Strategy in the spring of 2016, we looked to more areas where we felt our role in its progress would only come about if we “challenged convention” and tried to do things in a different and alternate manner from the past. And, with our financial condition remaining strong and in accordance with Year 2 of our 5-Year Business Plan, we strived to create new relationships, projects and initiatives to ensure that we are, on your behalf, constantly “moving forward”.

To this end for 2016 – Challenging convention, Breaking Records, Moving forward – please consider my ranking of the most significant Canadian Angus milestones for the year that was.

Top 10 Greatest Achievements and Accomplishments for the Canadian Angus Association in 2016

10) Seeing John Willmott and Bob Switzer inducted into the Canadian Agricultural Hall of Fame.

We were proud to play a role in the nominations of CAA Past Presidents Bob Switzer and John Willmott who were inducted into the Canadian Agricultural Hall of Fame. The ceremony was held during the Royal Agricultural Winter Fair in Toronto the night before our National Show on Sunday, November 6th. We had a strong contingent in attendance to support two of our all-time greatest Canadian Angus contributors and personalities.

9) Market survey by Canfax

Canadian Angus and our industry partners have quoted a 2009 Canfax study stating that more than 66.7% of the Canadian cattle population is Angus or Angus-based. We quote this objective statistic when lobbying for support, funding, and whenever we are proving the extensive impact that Canadian Angus genetics have on the Canadian beef industry. This statistic was acquired through a project we commissioned Canfax to undertake in 2008. The project aimed to: 1) estimate the significance of Canadian Angus genetics in the Canadian beef population; and 2) identify price differential for Angus genetics and Angus-tagged genetics within our industry.

We realized this 7+-year-old metric was growing a tad ‘stale’. Subsequently, we re-engaged Canfax to perform analysis quantifying Canadian Angus genetics’ current market share. Brian and Kajal worked directly with Brian Perillat, Manager and Senior Analyst at

Canfax. We received the results from 2015 and 2016 fall sales and cattle demographics study and are proud to report... Canadian Angus and Angus-influence still represents 63.4% of the national cattle herd. While you may be concerned about a 3% decrease, that falls within the margin of error, so our national market share remains consistent.

8) Canadian Beef Industry Conference—#CBIC2016—Putting It Together

Your Canadian Angus Association was heavily involved in the first Canadian Beef Industry Conference (CBIC). I served as co-chair of the conference and many of your CAA staff also volunteered their time to help make the inaugural event a success. We focused on Canada’s National Beef Strategy and presenting its four pillars to the over 700 people in attendance. Another key success was the \$450,000 sponsorship raised, including \$300,000 of cash support. Given the local economy, I believe the philosophical support for CBIC was profound. Further, we received 245 individual evaluations representing almost 38% of registrants (so, incredibly, undeniably significant from a statistical perspective), a whopping 81%+ of participants indicated we slightly or greatly “exceeded expectations”. We only failed to “meet expectations” of 1% of those attending. We almost reached 80% of “exceeded expectations” on Presentations/Speakers. Another great figure, and one I totally didn’t expect, is that we “did not meet expectations” regarding Value of Registration for 7% of participants. Since our registration fee was \$375 (Early Bird) and \$450 (Full), a lot higher than most of our people are used to paying for anything, we were encouraged by this metric.

CBIC 2017 will also be held in Calgary at the site of “The Greatest Outdoor Show on Earth”, the Calgary Stampede, where their motto is “We’re Greatest Together”. Your CAA staff are volunteering once again, and your Board of Directors Past President Tammi Ribey is proud to be the new Vice Chair of this event which will move to Ontario in 2018. You are encouraged to attend and to follow the conversations via social media. Early indicators are that this will once again be a sold-out event.

7) Creation of Canada’s All-Breed BioBank

Creating so much convenience for our members, we were able to transfer all physical genetic samples to Delta Genomics in Edmonton, AB, our designated DNA diagnostic service provider. The greatest thing about this project is that the historical samples were moved into a ‘state-of-the-art’ inventory control system at ZERO cost to Canadian Angus! Many thanks to Canadian Beef Breeds Council and the former Alberta Livestock and Meat Agency (ALMA) for making application for and funding this important, impactful project.

6) Canadian Angus Foundation Building the Legacy 5 in Quebec City

I continue to be elated and inspired by the support and enthusiasm members show through their commitment to your Canadian Angus Foundation. The fifth annual Building the Legacy fundraiser auction last year raised a record \$172,075 in Quebec City. Truly... the success of this annual fundraiser, the now more than \$550,000 YOU have raised to support the objectives of our Foundation... renders me speechless. Since that first sale in Lethbridge in 2012, we see our Canadian Angus members donating—DONATING—embryos from their very best cows mated to the most exciting sires, semen from ‘top shelf’ new and

historic genetics, valued and required services from our greatest partners and stakeholders, and art and experiences that will be cherished forever. Nothing makes me feel better about the year than our annual “Building the Legacy” program, and 2016 proved our strongest yet. As a result, we are sending 12 of our most amazing young Canadian Angus members to compete on our behalf in the World Angus Forum Youth Programme in Scotland in June 2017. Thanks to your support for BtL, we are able to create value and enhance the lives of so many in our Canadian Angus fraternity. Such stuff as dreams are made of...

5) Creation of the Business Development Team (BDT)

Two existing CAA staff positions evolved into positions on the BDT: Brian Good, Senior Director Business Development: BC & AB and Cheryl Hazenberg, Director Business Development: Eastern Canada. We also welcomed Bob Toner to the CAA staff team as Director, Business Development: SK & MB. This restructuring of our field services outreach was really ‘put through the paces’ during the busy fall season, and I am very pleased to report that members and industry colleagues have provided highly positive feedback on our change in focus. Regional associations appreciate having a dedicated CAA staff person in their area to collaborate with on a level that our previous field services structure could not accommodate.

I remember a ‘tack box’ conversation with Barry Young at Agribition in the fall of 2010 when I was considering applying for the Canadian Angus CEO position. I remember, very clearly, his advice to me was to plan on a model of outreach services in Canada resembling the regional managers of our great friends, the American Angus Association. Barry said that while we do not have a magazine for these folks to sell advertisements in, there is lots of “help” and “service” they could provide and “value” they could create. Barry spoke with such sincerity and commitment that I wanted, from that moment onward, to bring his vision to reality. Starting in May, we got ‘er done!

4) Creation of New Generation Breeder Development (NGBD) Director

For many years, both CAA Board and staff have identified the opportunity of focussing on mentoring and guiding new members, identified as those under 40 and within their first five years of operating in the purebred Angus business. Through the process of hiring the BDT Director for SK & MB we decided that we needed to ‘take the plunge’ and ‘put our money where our mouth is’ and DO SOMETHING about these new breeders we had been doing so much talking about, but not acting toward. Subsequently, we hired Nathan Marin to fill this void and provide one-on-one support through farm visits and phone calls as another step in this process. Nathan is a co-author of our new mentorship program which will be launched in 2017. And ‘new generation’ CAA members across Canada are increasingly looking to Nathan for advice and leadership.

3) Continuing to grow CAA member communications

After appearing quarterly in 2015, our YouTube-based AC-TV increased in frequency, moving to a monthly broadcast of member information. Utilization of AC-TV grows every month and we are always interested in feedback from you as to what you believe should be our focus. We are continually trying to improve AC-TV by making it relevant and useable while still acting as our official member communication. It is truly ‘byte-sized’ because we know it can’t be as long as some (i.e. I) would like it to be. But we listened to members like Sheldon Kyle about what it needs to be in order to increase uptake and, as a voice of his generation and for his fellow CAA members, Sheldon is correct.

We have also enhanced our monthly e-newsletter, The Angus Word, which comes out on the final business day of each month. Knowing that we can’t include everything in AC-TV, this is still the most comprehensive information about CAA activity, priorities and deadlines. To ensure everyone has this information, in early 2016 we started printing and mailing it every

month to our 472 members whose communication preference favours receiving information by mail, or approximately 17% of the 2,750 people that we identify as our Financial Members.

And, as explained in #5 and #4 above, both the Business Development Team and New Generation Breeder Development strategy are based on bridging communication gaps by providing more face-to-face and in-person contact between CAA representatives and members as well as those who are potential members and commercial Angus users.

Staying connected to our members is of critical importance to us and we appreciate suggestions from you to ensure that we do this.

2) Record number of registrations

This one is quick and highly measurable: 62,414 registrations. This represents a year-to-year increase of 4% after the 2015 increase of 7%. Our national cow herd continues to shrink, but the number of purebred Angus cattle is growing! Also encouraging is a 5% increase in memberships, the first substantial increase in more than 25 years. Our metrics are all certainly encouraging.

The greatest achievement and accomplishment for the Canadian Angus Association in 2016 is...

1) Substantial, impactful, progressive member engagement in the final three months of the year

Through last fall, the CAA Board of Directors and staff sought your input into the Angus Cow Enrollment (ACE) program. In turn, through the fall, increasingly, members sought out CAA Directors and staff to talk. The discussions always started about ACE... but most of the conversations moved into other topics and areas, including member service, member value, vision and direction. Both your elected Board of Directors and my team enjoyed and benefited from these engagements immensely. We heard what you had to say, have been considering so much of what was shared, and are incorporating many of the ideas into both our current and potential future operations and Board direction. Our internal audit comes about as a result of this engagement. The member-based Strategic Planning Process we are launching at Convention 2017 in Brandon emerges because of last fall’s engagement. Every November we poll our membership and we truly appreciate what you tell us. But never before have we received so much feedback and suggestion, input and thought, as we did last fall.

And that is why it is our greatest achievement of 2016. Thank you for making that so. And we hope, over the next few years, we can realize what so many of you shared with us.

Thank you very much, Canadian Angus members. It is our pleasure... even our passion... to serve you. And you make it very easy to feel so strongly about doing so. Thanks for a positively brilliant 2016.



Rob Smith, CEO

Compte-rendu du directeur général | Rob Smith

Bienvenue au rapport annuel 2016 intitulé : Changer nos habitudes, Surpasser nos records, et Aller de l'avant.

Nous avons choisi ce titre parce qu'il représente les trois sujets sur lesquels nous nous sommes concentrés en 2016. Ce fut une année mouvementée, d'une partie en gardant le même niveau d'activités avec les membres et d'une deuxième partie en créant une valeur ajoutée pour ceux-ci, tout en surpassant nos anciens records au cours de l'année. Lorsque la stratégie nationale pour la production canadienne de bœuf a été dévoilée au printemps 2016, nous avons exploré les domaines où nous pouvons faire une différence envers le progrès de la production. Conséquemment nos réflexions ont conclu que le plus grand impact viendrait en changeant nos habitudes et en faisant les choses d'une manière différente. De plus, avec notre situation financière restant forte et conforme à la 2e année de notre plan d'affaires étalé sur 5 ans, on s'est efforcé de créer de nouvelles relations, ainsi que des projets et des initiatives visant à assurer que notre association va toujours de l'avant de la part de ses membres.

À cet effet pour 2016 et en gardant le thème en tête : Changer nos habitudes, Surpasser nos records, et Aller de l'avant, je vous présente mon classement des étapes les plus importantes qui ont été atteintes par le Angus canadien.

Top 10 plus grands succès et les réalisations de l'Association canadienne Angus en 2016

10) Être témoin de l'intronisation de John Willmott et Bob Switzer au temple de la renommée agricole canadienne.

C'est avec fierté que nous avons joué un rôle au niveau des nominations de deux anciens présidents, soit Bob Switzer et John Willmott, qui ont été intronisés au temple de la renommée agricole canadienne. La cérémonie a eu lieu pendant la Royal Agricultural Winter Fair à Toronto, la veille de notre concours national soit dimanche le 6 novembre. Un fort contingent était présent pour souligner deux contributeurs et personnalités extraordinaires au sein du Angus canadien.

9) Sondage du marché fait par Canfax

Les gens du Angus canadien et nos partenaires de l'industrie ont cité une étude faite par Canfax en 2009 indiquant que plus de 66,7 % de la population canadienne de bovins est de génétique Angus. Nous mentionnons cette statistique lorsque nous faisons du lobby pour du support, du financement, ou lorsque nous devons démontrer l'ampleur de l'impact de la génétique Angus canadienne sur l'industrie canadienne du bœuf. Cette statistique a été acquise grâce à un projet que nous avons ordonné Canfax d'entreprendre en 2008. Le projet visait à : 1) estimer l'importance de la génétique canadienne Angus parmi la population canadienne de bœuf; et 2) identifier les différentiels de prix pour la génétique Angus et pour les animaux portant l'étiquette d'oreille Angus au sein de notre industrie.

Nous avons réalisé qu'une étude qui date de 7+ années, est une métrique un peu vieille. Conséquemment, nous avons réengagé Canfax pour une nouvelle analyse de la génétique Angus canadien dans le contexte du marché actuelle. Brian et Kajal ont travaillé directement avec Brian Perillat, gestionnaire et analyste principal à Canfax. Nous avons reçu les résultats d'une étude démographique provenant des ventes de veaux d'embouche pour l'automne 2015 et 2016 et sommes fiers de constater que... les animaux de génétique Angus et influence Angus représentent encore 63,4 % du cheptel bovin national. Bien que vous soyez possiblement préoccupés par la baisse de 3 %, celle-ci est conforme à une marge d'erreur acceptable, donc notre part du marché national reste cohérente.

8) La Conférence de l'industrie bovine—#CBIC2016—Rassembler le tout

Votre Association Angus a été fortement impliquée dans la première Conférence canadienne de l'industrie bovine (CBIC). J'ai servi comme coprésident de la Conférence, et un bon nombre de vos employés de l'association ont également donné de leur temps pour contribuer à la réussite de cet événement inaugural. Nous nous sommes concentrés sur la stratégie nationale pour la production canadienne de bœuf en dévoilant les quatre piliers à plus de 700 personnes présentes. Une autre clé du succès a été le parrainage soulevé qui a atteint \$ 450 000, dont \$300,000 en argent. Compte tenu de l'économie locale, je crois que le soutien philosophique pour la conférence était bien profond. De plus, nous avons reçu 245 évaluations individuelles, qui représentent près de 38 % des inscriptions (donc, incroyablement, indéniablement importante d'un point de vue statistique), une grande majorité, soit 81 % + des participants ont indiqué que la conférence a dépassé leurs attentes légèrement ou fortement. Seul 1 % des participants ont indiqué que la conférence n'a pas atteint leurs attentes. Nous avons presque atteint 80 % pour la catégorie « dépassé les attentes pour les présentations/conférenciers ». Un autre résultat, qui m'a surpris, est au niveau de la valeur, avec seulement 7% des répondants qui ont été déçus. Étant donné que les frais d'inscription étant \$375 (inscription hâtive) et 450 \$ (tardive), un prix beaucoup plus élevé que la plupart des autres événements auxquels notre industrie participe, nous avons été encouragés par cette mesure.

CBIC 2017 aura également lieu à Calgary sur le site du Stampede de Calgary, où leur devise est « Nous sommes plus fort ensemble ». Votre personnel de l'ACA s'est offert une fois de plus à faire du bénévolat, et Tammi Ribey, une ancienne présidente de l'association est fière d'être la nouvelle Vice-Présidente de cet événement qui déménagera en l'Ontario en 2018. Nous vous encourageons à assister et à suivre les conversations via les réseaux sociaux. On s'attend à une foule record avec des inscriptions à capacité.

7) Création de la banque-bio canadienne multi races

Nous avons eu la chance de transférer tous les échantillons génétiques physiques au laboratoire Delta à Edmonton, AB. Delta est aussi notre fournisseur officiel de services de diagnostic ADN. Cette banque-bio est très pratique pour un meilleur service à nos membres. En plus que le projet nous offre la possibilité de transférer les échantillons historiques dans un système d'inventaire contrôlé des plus sophistiqué, celui-ci ne coûte absolument rien à l'Association Angus! Nos remerciements au Conseil Canadien des Races de Boucherie (CCBC) et l'ancienne Agence Animal et des Viandes de l'Alberta (ALMA) pour sécuriser le financement nécessaire.

6) Bâtir l'Avenir « 5 » présentée par la Fondation Canadienne Angus à Québec

Je continue d'être exalté et inspiré par le soutien et l'enthousiasme des membres envers la Fondation canadienne Angus. La cinquième vente aux enchères annuelle de la collecte de fonds Bâtir l'avenir, a soulevé un nouveau record l'an dernier à Québec en générant \$ 172 075. Un franc succès! Cette collecte de fonds annuelle est maintenant rendue à plus de \$ 550 000 que vous avez généreusement contribués... Le tout me surpasse. Depuis la première vente à Lethbridge en 2012, nous voyons nos membres Angus canadien faire le don d'embryons de leurs meilleures vaches accouplées avec les taureaux les plus excitantes et le don de semence de génétique nouvelle et historique des plus recherchées. On y trouve aussi des services requis qui sont offerts par nos plus grands partenaires et intervenants, des pièces d'art et des forfaits qui sont populaires. Pour moi, le succès de Bâtir l'avenir est le pinacle de l'année quand on constate que l'édition 2016 est la meilleure à date. Grâce à cette levée de fond, nous sommes en mesure de parrainer 12 de nos

membres junior Angus en Ecosse pour le concours junior mondiale. Votre appui crée aussi de la valeur et améliore la vie de plusieurs personnes parmi la fraternité canadienne Angus. Les rêves sont conçus sur ce genre d'exploits...

5) La création de l'équipe du développement des affaires

Deux postes existants déjà à l'association ont été le point de départ de l'équipe du développement des affaires, soit : Brian Good, Directeur chef et en charge du territoire de l'Alberta et la Colombie-Britannique et Cheryl Hazenberg, Directeur développement des affaires pour l'est du Canada. Nous avons également accueilli Bob Toner en tant que directeur du développement des affaires en Saskatchewan et au Manitoba. Cette restructuration de nos services de champ a été mise à l'épreuve pendant la saison d'automne, et je suis très heureux d'annoncer que les membres et nos collègues de l'industrie ont fourni des commentaires très positifs sur notre changement d'orientation. Les associations régionales apprécient avoir accès à une personne dédiée à leur région pour une collaboration beaucoup plus étroite qu'auparavant.

Je me souviens d'une conversation avec Barry Young à l'Agribition à l'automne 2010, lorsque je considérais poser ma candidature au poste de Directeur General à l'Association Angus. Je me souviens très clairement de ses conseils indiquant que le modèle de services de sensibilisation au Canada devrait ressembler à celui de l'Association américaine. Barry a déclaré que, bien que malgré que nous n'ayons pas un magazine qui demande la vente de publicité par des agents régionaux, il y a plusieurs services qui peuvent être offerts. Barry a parlé avec une telle sincérité et l'engagement que j'ai voulu, dès ce moment, d'apporter sa vision à la réalité. Cette réalité existe depuis mai 2016.

4) La création d'un poste de Directeur au développement de la nouvelle génération

Depuis de nombreuses années, le Conseil d'administration et le personnel de l'association ont identifié une lacune envers le mentorat et l'orientation des nouveaux membres, particulièrement ceux âgés de moins de 40 ans et pendant leurs cinq premières années d'élevage Angus. Donc au même moment du processus d'embauche du directeur pour la SK et le MB, nous avons décidé qu'il fallait « franchir le pas » et « mettre aux paroles à l'œuvre » en adressant les besoins des nouveaux éleveurs. Par la suite, nous avons embauché Nathan Marin pour combler cette lacune et fournir un soutien individualisé par le biais de visites de ferme et d'appels téléphoniques. Nathan est un co-auteur de notre nouveau programme de mentorat qui sera lancé en 2017. Et les membres de la nouvelle génération partout au Canada se tournent à Nathan pour ses conseils et son leadership.

3) L'accroissement de la communication avec les membres

Après être apparu trimestriellement en 2015, nous avons augmenté la fréquence de production des clips AC-TV, affichés sur YouTube qui ont maintenant une diffusion mensuelle pour informer les membres. L'audience augmente à chaque mois et nous sommes toujours intéressés de recevoir vos commentaires et connaître vos opinions au sujet des objectifs qu'on devrait viser. Nous nous efforçons continuellement d'améliorer l'AC-TV en le rendant pertinent et utilisable puisqu'il agit toujours comme notre véhicule de communication officiel. Les émissions sont courtes pour plaire à l'auditoire et ne pas utiliser trop de data. Nous avons bien entendu les conseils de nos membres, tel Sheldon Kyle au sujet du contenu qui pourrait attirer plus de gens. Kyle étant un excellent porte-parole pour sa génération et ses collègues en élevage, a tout à fait raison.

Nous avons également rehaussé notre bulletin d'information mensuelle, The Angus Word, qui est publié le dernier jour ouvrable de chaque mois. Sachant que nous ne pouvons pas tout inclure dans les émissions AC-TV, le bulletin demeure toujours la meilleure diffusion d'informations sur

les activités, les priorités et les échéances à l'association. Pour s'assurer que tout le monde reçoive cette information, au début de 2016, nous avons commencé à imprimer et poster à chaque mois une copie aux 472 membres qui préfèrent recevoir une copie papier par courrier. Ceci égale à environ 17 % de notre adhésion totale, maintenant rendu à 2 750 membres actifs.

Et, tel qu'expliqué aux #5 et #4 ci-dessus, toute l'équipe de développement des affaires voit à combler les lacunes de communication en fournissant plus de contact en personne avec les membres et les utilisateurs de génétique Angus au niveau commercial.

Rester connecté avec nos membres est d'une importance critique pour nous et nous apprécions vos suggestions car elles nous réassurent que vous sommes sur la bonne voie.

2) Nombre d'enregistrements qui a battu tous les records

Une mesure facile et rapide : 62,414 enregistrements. Cela représente une augmentation de 4% comparé à l'an dernier, qui était elle-même une année record avec une augmentation de 7% en 2015. Malgré que le cheptel canadien continue à diminuer, le nombre de bovins Angus pur-sang continue de monter! Il est également encourageant de constater une augmentation de 5% chez les adhésions, la première augmentation importante en plus de 25 ans. Nos mesures sont certainement encourageantes!

Le plus grand succès et réalisation importante pour l'Association canadienne Angus en 2016 est...

1) Un engagement des membres de taille substantielle, percutant, progressive au cours des trois derniers mois de l'année

Au cours des mois d'automne, le Conseil d'administration et le personnel vous a demandé votre avis au sujet du programme « ACE », l'enrôlement de toutes les vaches Angus d'un troupeau. Par conséquence, plusieurs membres ont visé à s'adresser à un directeur du CA ou un membre du personnel de l'association. Malgré que les discussions aient toujours été abordées à cause de « ACE », la plupart se sont faufilees vers d'autres domaines, par exemple les services aux membres, la valeur offerte aux membres, la vision et l'orientation de l'association. Votre Conseil d'administration élu et mon équipe ont apprécié et bénéficié énormément de ces engagements. Nous avons entendu ce que vous aviez à dire, au point que certaines idées sont maintenant intégrées dans nos opérations quotidiennes et d'autres en planification pour le futur. Le déclenchement d'une vérification interne est originaire de cet engagement. Le processus d'une planification stratégique basée de membres, sera lancée au Congrès de Brandon en juin 2017 en raison de l'engagement de l'automne dernier. Nous avons toujours l'habitude d'interroger nos membres au mois de novembre et nous apprécions ce que vous avez à dire. Mais l'automne dernier, la quantité de commentaires et de suggestions reçus ont surpassé comme on ne l'avait jamais vu.

Et c'est pourquoi ce phénomène d'engagement est digne d'être nommé la plus grande réalisation de 2016. Et pour ce, je vous remercie. Et nous espérons qu'au cours des prochaines années, nous pourrions réaliser ce que plusieurs d'entre vous ont pris la peine de partager avec nous.

Je vous remercie beaucoup chers membres de l'Association canadienne Angus. Il est notre plaisir ... même notre passion... de vous servir. Et vous rendez notre tâche très facile. Merci pour une année 2016 positivement brillante.



Rob Smith, PDG

Current Canadian Angus Association Staff

Rob Smith CEO

Administration Team

Tina Zakowsky Administration Team Leader
 Joanelle Fuellbrandt Office Administrator
 Alan Yuen Director of Administration

Member Service Team

Kajal Devani Member Service Team Leader
 Byron David Member Service Solutions
 Julia Engel Member Service Solutions
 Avery Parkinson Member Service Solutions
 Anice Thomas Member Service Solutions

Member Value Team

Carmen Koning Member Value Team Leader
 Brian Good Senior Director of Business Development: BC/AB
 Bob Toner Director of Business Development: SK/MB
 Cheryl Hazenberg Director of Business Development: Eastern Canada
 Nathan Marin Director of Business Development: New Generation
 Keltey Whelan Branding Officer
 Belinda Wagner Canadian Junior Angus Coordinator &
 Canadian Angus Foundation Executive Director



Left to right: Nathan Marin, Byron David, Julia Engel, Joanelle Fuellbrandt, Tina Zakowsky, Carmen Koning, Avery Parkinson, Anice Thomas, Keltey Whelan, Rob Smith, Belinda Wagner, Bob Toner, Brian Good, Alan Yuen Missing: Cheryl Hazenberg, Kajal Devani



Current Regional Association Representatives

PROVINCE	PRESIDENT	SECRETARY/ MANAGER
British Columbia	Tom deWaal	Carley Henniger
Alberta	Greg Pugh	Denise Rice
Saskatchewan	Michael Wheeler	Belinda Wagner
Manitoba	Larissa Hamilton	Arlene Kirkpatrick
Ontario	Andrew Fraser	Julie Townsend
Quebec	Frédéric Gouin	Cynthia Jackson
Maritimes	Patrick Holland	Betty Lou Scott
Canadian Red Angus Promotion Society	Cole Goad	Susanne Fankhanel

Financial Statements of Canadian Aberdeen Angus Association

Year Ended December 31, 2016

Independent Auditors' Report

To the Members of Canadian Aberdeen Angus Association

To the Members of Canadian Aberdeen Angus Association

We have audited the accompanying financial statements of Canadian Aberdeen Angus Association, which comprise the balance sheet as at December 31, 2016, the statements of operations, changes in net assets and cash flows for the year then ended, and notes, comprising 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Canadian Aberdeen Angus Association as at December 31, 2016, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

KPMG LLP

Chartered Professional Accountants
March 29, 2017
Calgary, Canada



CANADIAN ABERDEEN ANGUS ASSOCIATION

Statement of Financial Position

December 31, 2016, with comparative information for 2015

	Canadian Aberdeen Angus Association	Canadian Aberdeen Angus Association	2016	2015
Assets				
Current:				
Cash	\$ 302,004	\$ 22,552	\$ 324,556	\$ 416,666
Accounts receivable	1001.2	17,439	17,544	139,662
Prepaid expenses and deposits	16,100	2,310	18,410	3,911
	<u>318,105</u>	<u>42,301</u>	<u>342,960</u>	<u>559,239</u>
Investments (note 2)	2,000,000	—	2,000,000	1,215,573
Intervenor liability (note 2)	11,200	—	21,597	210,570
Property and equipment (note 3)	4,806,300	—	4,869,000	4,810,795
	<u>\$ 6,935,605</u>	<u>\$ 42,301</u>	<u>\$ 5,979,557</u>	<u>\$ 6,794,277</u>
Liabilities and Net Assets				
Current liabilities:				
Accounts payable and accrued liabilities (note 4)	\$ 295,802	\$ 0,316	\$ 296,118	\$ 261,831
Member accounts	62,040	—	62,040	65,458
Deferred revenue	25,949	775	26,724	4,190
Current portion of long-term debt (note 5)	142,018	—	142,018	126,614
	<u>525,809</u>	<u>791</u>	<u>526,900</u>	<u>458,093</u>
Mortgage expected to be refinanced (note 5)	3,207,130	—	3,207,130	3,337,676
	<u>3,732,939</u>	<u>791</u>	<u>3,734,030</u>	<u>3,795,769</u>
Deferred revenue	—	—	—	12,800
Net assets:				
Invested in property and equipment	1,200,589	—	1,200,589	1,566,200
Intervenor liability (note 2)	205,873	—	205,873	121,073
Unrestricted	183,147	32,204	221,455	254,452
	<u>1,589,613</u>	<u>32,204</u>	<u>1,648,957</u>	<u>1,941,725</u>
Commitments (note 6)				
	<u>\$ 5,338,956</u>	<u>\$ 42,301</u>	<u>\$ 4,383,015</u>	<u>\$ 5,741,477</u>

See accompanying notes to financial statements

Approved on behalf of the Board

Chair of the Board

Chief Executive Officer

CANADIAN ABERDEEN ANGUS ASSOCIATION

Statement of Operations

Year ended December 31, 2016, with comparative information for 2015

	2016	2015
Revenue:		
Registrations	\$ 2,136,085	\$ 2,079,099
CADP tag program	966,989	592,691
Transfers	304,483	467,631
Memberships	266,494	240,935
Performance weights	264,788	268,793
DNA	466,611	172,568
Grants	88,116	60,215
Other	144,884	90,635
	<u>4,745,736</u>	<u>4,198,735</u>
Expenses:		
Wages and employee benefits	1,219,505	804,479
CADP tag program	626,532	851,705
Office rent and other expenses	280,170	349,612
Provincial activity grants	413,736	301,914
Interest on long term debt	129,039	133,934
Genetic evaluations	140,357	181,323
Advertising and promotion	123,808	159,335
DNA	438,185	178,195
Professional fees	216,035	115,703
Field services	196,485	82,513
Travel	155,843	92,339
Directors and committees	119,258	82,721
Bank charges	100,077	100,225
Registry	53,282	34,513
Subscriptions and memberships	20,727	15,593
Junior activity	24,668	16,731
Foundation transfers	2,000	4,414
Depreciation	134,816	132,691
	<u>4,882,126</u>	<u>3,853,885</u>
Excess of revenue over expenses before the undemoted	86,610	344,850
Other income:		
Canadian Junior Angus activity (note 11)	-	-
Unrealized gain on foreign exchange	11,219	1,954
Loss on disposal of investments	-	(1,547)
Investment income	892	84
	<u>(341)</u>	<u>3,884</u>
Excess of revenue over expenses	\$ 86,269	\$ 3,514

See accompanying notes to financial statements.

CANADIAN ABERDEEN ANGUS ASSOCIATION

Statement of Changes in Net Assets

Year ended December 31, 2016, with comparative information for 2015

2015	Invested in Property and equipment	Internally restricted	Unrestricted	Total
Balance, beginning of year	\$ 1,485,366	\$ 75,000	\$ 132	\$ 1,560,498
Deficiency of revenue over expenses (1,32,501)	-	-	(132,501)	(132,501)
Repayment of mortgage	(42,736)	-	(142,736)	(185,472)
Investment in property and equipment (note 2)	13,797	-	(13,797)	-
Transfers	-	46,673	(46,673)	-
	<u>\$ 1,609,306</u>	<u>\$ 121,673</u>	<u>\$ 264,432</u>	<u>\$ 1,895,411</u>

2016	Invested in Property and equipment	Internally restricted	Unrestricted	Total
Balance, beginning of year	\$ 1,808,006	\$ 121,673	\$ 264,432	\$ 1,994,111
Excess (deficiency) of revenue over expenses (1,34,816)	-	-	(134,816)	(134,816)
Repayment of mortgage	(25,220)	-	(125,220)	(150,440)
Investment in property and equipment (note 2)	20,829	-	(20,829)	-
Transfers (note 2)	-	86,000	(86,000)	-
	<u>\$ 1,620,289</u>	<u>\$ 207,673</u>	<u>\$ 221,453</u>	<u>\$ 1,849,415</u>

See accompanying notes to financial statements.

CANADIAN ABERDEEN ANGUS ASSOCIATION

Statement of Cash Flows

Year ended December 31, 2016, with comparative information for 2015

	2016	2015
Cash provided by (used in):		
Operations:		
(Deficiency) excess of revenue over expenses	\$ 86,284	\$ 318,914
Items not involving cash:		
Depreciation	134,816	132,691
Unrealized gain on foreign exchange	1,223	(1,984)
	<u>192,323</u>	<u>447,541</u>
Changes in non-cash operating working capital:		
Decrease (increase) in accounts receivable	(5,042)	(50,055)
Decrease (increase) in prepaid expenses and deposits	(9,143)	441
Increase (decrease) in accounts payable and accrued liabilities	35,247	(11,261)
Increase (decrease) in membership amounts	5,561	14,357
Increase (decrease) in deferred revenue	(12,500)	135,992
	<u>14,123</u>	<u>189,085</u>
Financing:		
Repayment of mortgage	(125,220)	(142,736)
Investing:		
Proceeds on sale of investments	-	25,000
Applics to investments	(35,687)	(40,000)
Purchase of property and equipment	(20,829)	(13,797)
	<u>(156,816)</u>	<u>(68,803)</u>
Unrealized gain on foreign currency held at year end	(1,232)	3,884
Increase in cash	51,146	307,641
Cash beginning of year	439,596	134,855
Cash end of year	\$ 490,742	\$ 442,496

See accompanying notes to financial statements.

Notes to Financial Statements

Year ended December 31, 2016, with comparative information for 2015

Descriptions of business:

The Canadian Aberdeen Angus Association (the "Association") is a not-for-profit organization incorporated under the Animal Pedigree Act. The purpose of the Association is to support the development of the Angus breed through programs and strategies that emphasize the superior characteristics of the Angus breed and maintain high genetic merit and the purity of the breed. The Association is a not-for-profit organization under the Income Tax Act and accordingly is exempt from income taxes, provided certain requirements are met.

1. Significant accounting policies:

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations. The Association's significant accounting policies are as follows:

(a) Basis of presentation:

These financial statements have been prepared on a non-consolidated basis. Financial details regarding the Canadian Angus Foundation Inc., a controlled entity, are disclosed in note 7 to these non-consolidated financial statements.

(b) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Freestanding derivative instruments that are not in a qualifying hedging relationship and equity instruments that are quoted in an active market are subsequently measured at fair value. All other financial instruments are subsequently recorded at cost or amortization cost, unless management has elected to carry the instruments at fair value. The Association has not elected to carry any such financial instruments at fair value. Transaction costs incurred on the acquisition of financial



instruments measured subsequently at fair value are expensed as incurred. All other financial instruments are adjusted by transaction costs incurred on acquisition and financing costs, which are amortized using the straight-line method.

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Association determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Association expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future year, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial carrying value.

(c) Investments:

Investments are stated at fair value measured on a portfolio basis. They are disclosed separately from current assets to reflect the Association's intention to hold them at least throughout the following year as a reserve for unforeseen circumstances.

(d) Property and equipment:

Property and equipment is stated at cost and depreciation is provided for over the estimated useful lives of the assets. The building is depreciated on a straight-line basis over 50 years and the remaining property and equipment is depreciated on a straight-line basis over five years.

(e) Member accounts:

Member accounts represent cash receipts received during the current year in payment of membership fees applicable to the following year and for services not yet provided.

(f) Deferred revenue:

Deferred revenue represents amounts received in advance for services that will not be delivered until the next fiscal year.

(g) Revenue recognition:

The Association recognizes revenue for registration at the time of the registration as this is the point in time where the service is performed. Membership revenue is recognized over the period to which the membership applies. Tag revenue is recognized at the time payment is received which closely corresponds to the time of delivery. Grant revenue is recognized at the time it is received. Other services revenue is recognized at the time the service is performed.

(h) Use of estimates and assumptions:

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 the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the year. Significant areas requiring the use of management estimates relate to the collectability of accounts receivable and the useful life of property and equipment for depreciation purposes and evaluation of their net recoverable amount. Consequently, actual results could differ from those estimates.

(i) Comparative figures:

Certain comparative figures have been reclassified to conform to the current year's financial statement presentation.

2. Internally restricted funds:

Investments consist of a guaranteed investment certificate of \$75,000 (2015 - \$75,000), which is earning interest at a rate of 1.7% per year, is set to mature on May 23, 2017, and marketable securities of \$153,270 (2015- \$67,283). During 2013, the Board of Directors resolved to restrict an amount equal to 3% (previously 1%) of that year's registration revenues, consisting of registration, memberships and transfers, for the next three years beginning in 2014. In 2014 this was amended by the Board of Directors to restrict an amount equal to 1% of that year's registration, membership and transfer revenues until such a time that the fund is equal to 15% of gross annual revenue. Subsequent to 2014 year end, a resolution was passed to waive the 1% requirement until 2015.

During 2015, the Board of Directors approved a contribution of \$46,673 to the internally restricted fund. The contribution approved in 2015 covered the 2014 and 2015 contribution requirements of 1% of registration revenues as described above, including a contribution of \$20,000 made with respect to the 1% transfer that was previously waived in 2014.

During 2016, the Board of Directors approved a contribution of \$85,000 to the internally restricted fund. The contribution relates to the 2016 contribution requirement of 3% of the current year's registration revenues as described above. The internally restricted amounts are not available without the approval of the Board of Directors.

3. Property and equipment:

	Cost	Accumulated depreciation	2016 Net book value	2015 Net book value
Land	\$ 1,263,270	\$ -	\$ 1,263,276	\$ 1,263,276
Building	3,746,711	234,838	3,511,872	3,582,470
Signs	44,433	31,036	13,396	20,085
Furniture and equipment	330,530	284,776	45,754	77,375
Auxiliary equipment	43,235	34,088	9,147	17,294
Computer hardware	295,472	295,247	225	10,584
Computer software	204,950	191,218	13,732	12,694
	\$ 6,935,061	\$ 1,098,253	\$ 4,869,808	\$ 4,983,756

4. Accounts payable and accrued liabilities:

Included in accounts payable and accrued liabilities are government remittances payable of \$23,093 (2015- \$22, 184), which includes amounts payable for goods and services tax.

5. Bank Indebtedness:

At December 31, 2016, the Association had an uncommitted demand revolving credit facility in the amount of \$75,000 with a Canadian financial institution. The interest rate charged on the bank facility is the bank's prime rate plus 1.5%. This facility is secured by the \$75,000 GIC. No amount was drawn as at December 31, 2016.

6. Mortgage payable:

	2016	2015
ATOC fixed rate mortgage, bearing interest at 3.29% repayable in monthly blended payments of \$22,186 commencing February 1, 2014 including October 1, 2017	\$ 3,340,266	\$ 3,474,489
Current portion of mortgage payable	142,076	138,814
	<u>\$ 3,502,342</u>	<u>\$ 3,613,303</u>

It is the Association's intention to refinance the mortgage in the normal course of business. Principal repayments, assuming refinanced under similar terms and conditions, are as follows:

2017	\$ 142,076
2018	142,076
2019	142,076
2020	142,076
2021	2,035,009

The mortgage is secured by a registered first mortgage on the land and building, all present and after acquired personal property, including proceeds and an assignment of rent and lease revenues.

7. Canadian Angus Foundation Inc.:

The Canadian Angus Foundation Inc. (the "Foundation") is incorporated, as a corporation without share capital, under the Canada Corporations Act. The Foundation operates to receive donations for purposes of funding scholarships and the preservation of Association archives.

The Foundation is a registered charity under the Income Tax Act and accordingly is exempt from income taxes, provided certain requirements are met.

The Association exercises control over the Foundation by virtue of its status as the 'single member' of the Foundation. As such, the CAA Board of Directors annually approves the elected Foundation Board of Directors.

The accounts of the Foundation have not been consolidated in these financial statements. The financial information of the Foundation as at December 31, 2016 are summarized as follows:

	2016	2015
Total assets	\$ 729,085	\$ 650,576
Total liabilities	351,366	324,386
Total net assets	<u>377,719</u>	<u>326,190</u>
	<u>\$ 729,085</u>	<u>\$ 650,576</u>

In accordance with donor imposed restrictions, \$307,045 (2015- \$279,659) of the Foundation's assets are to be used to provide scholarships to junior candidates and other junior programming.

A further \$30,442 (2015 - \$30,442) of the Foundation's assets are subject to donor imposed restrictions that they be maintained for a period of not less than ten years, after which time the funds are to be used towards meeting the goals and projects of the Foundation as established under its constitution, including support for junior members, archiving of records and memorabilia for posterity and education and research. These externally restricted contributions have been deferred and will be recognized in revenue when the contributed funds are spent on the program to which they are restricted. Investment income earned on these funds can be used at any time, at the discretion of the Foundation.

	2016	2015
Total revenues	\$ 204,873	\$ 152,440
Total expenses	153,306	68,969
Excess of revenue over expenses	<u>\$ 51,567</u>	<u>\$ 83,471</u>

	2016	2015
Increase/(decrease) in cash	\$ 115,020	\$ 33,872

8. Commitments:

The Association is committed under certain leases for equipment and a software licensing and maintenance agreement. The aggregate amounts of these commitments over the next four years are as follows:

2017	\$	38,015
2010		19,590
2016		4,181
2020		4,181

9. Risk management:

The Association is exposed to a number of financial risks in the normal course of its business operations, including interest rate risk, credit risk, liquidity rates and commodity price risk.

(a) Interest rate risk:

The Association is exposed to interest rate risk on its fixed rate borrowings. The Association does not actively manage this risk.

(b) Credit risk:

The Association is exposed to credit risk from counterparties being unable to fulfil their obligations. The Association manages risk through various internal processes including credit policies and limits, credit checks and experience. There is no significant concentration of credit risk with any one party as at December 31, 2016.

(c) Commodity price risk:

Fluctuations in the market for cattle may impact on producers' decisions to register livestock which would reduce the Association's registration revenues and thereby limit operations. The Association mitigates this risk through the active promotion of the Angus breed.

(d) Liquidity risk:

Liquidity risk is the risk that the Association will encounter difficulties in meeting its financial liabilities when they come due. The Association manages liquidity risk by monitoring activity levels which affect cash flow while maintaining adequate cash balances to cover daily operating expenses and investing surplus cash balances in such a manner to provide longer terms liquidity.

10. Related party transactions:

Revenue includes \$8,050 (2015- \$7,802) generated from a company owned by a member of the Association acting in an oversight role with \$nil (2015- \$nil) remaining in accounts receivable at year end relating to this revenue.

During the year, revenue of \$39,674 (2015- \$nil) was received from the Foundation for projects and services provided on behalf of the Association. In 2016, the Board resolved that all transaction fees collected from members of the Canadian Junior Angus ("CJA") for services performed by the Association would be donated to the Foundation. Accordingly, there is \$2,000 (2015- \$2,230) in accounts payable and accrued liabilities at year end relating to this donation. During the year, CJA revenues in excess of expenditures of \$7,133 (2015 - \$14,787) was allocated to the Foundation. This allocation was approved by the Association, and is included in

CJA's accounts payable and accrued liabilities as at December 31, 2016.

The above transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

11. Canadian Junior Angus ("CJA"):

For the current year, results of operations for CJA were as follows:

	2016	2015
Revenue:		
Juniors Revenue	\$ 101,132	\$ 32,053
Expenses:		
Juniors Expenses	104,014	58,856
Excess of revenue over expenses	(2,882)	3,197
Received from Canadian Aberdeen Angus Association	10,015	11,560
Allocation to the Foundation (note 10)	(7,133)	(14,787)
Net excess of revenue over expenditures	\$ -	\$ -



Regional Reports

British Columbia President's Report & 2016 Highlights

Carley Henniger has taken over the positions of Secretary and Treasurer for the BC Angus Association (as of December 2016). She is settling into her role, and is learning the ropes of how her predecessor Jill Savage has done things over the years. She is so grateful to have such a supportive team at BC Angus and Canadian Angus to guide her.

This past January, BC Angus held an All-Breeds Pen Show in Prince George hosted by BCAA President Tom deWaal and attended by Canadian Angus Association representative Nathan Marin. This was the first pen show of what we hope to become an annual event, and was attended by close to 70 people.

The BC Angus Association will be hosting our two annual Gold Shows in Vanderhoof and the Armstrong IPE. We would like to congratulate both committees for being awarded these shows, and encourage other regions to apply to our board to host a Gold Show next year.

This coming June, President Tom deWaal and Secretary Carley Henniger will be going to the Canadian Angus Association National Convention in Brandon, Manitoba to discuss with other breeders the importance of Angus ranching. Even more exciting, the BC Angus Association will be hosting the CAA Annual Convention in 2018 in Comox, BC.

BC Angus is also currently creating a new logo! We are entering into a new season with our Association, and think it is time to refresh our look. Once the logo has been made, we will be creating a new line of BC Angus products and updating our website.

At this time we would like to acknowledge BC Angus member David Oliver from 100 Mile House, BC who passed away in November. We extend our condolences to his family and want to let them know how much David was valued in our Angus community.

Tom deWaal, British Columbia Angus President

Alberta President's Report

Greetings from the Alberta Angus Association. We have had a busy year following last year's convention. We elected many new board members at our AGM which we held at the first Canadian Beef Industry Conference. We want to thank the many national guests for turning out for our banquet and Hall of Fame Celebration.

Moving into Fall saw us hosting our two Gold Shows, the first at Olds and the second in Edmonton. Our numbers were up slightly for both events. This has prompted us to come up with some new fundraising and entertainment initiatives to make these events bigger and better in the future.

Early winter had us busy promoting Angus at many of the pen shows, bull congresses and beef expos around Alberta. Typically our first stop is Medicine Hat but with its cancellation this year we had to wait for Camrose. We had a great show at Camrose with our booth and serving CAB steaks in the Steak Fry challenge which saw us in the winner's circle as "People's Choice" Champions. Our next venue to take our booth and CAB steak promotion was in Oyen where we saw the largest attendance of people and cattle to date.

Spring has us busy finalizing some of our fundraising and membership initiatives. We have some exciting new ideas brought on by a great board. Watch for some exciting things from the Alberta Angus Association in the year to come. If you are in Calgary for CBIC, let us host you one evening. Please feel free to take this as your invitation to register for our AGM and Banquet.

Greg Pugh, Alberta Angus President





Alberta 2016 Highlights

- AGM & Hall of Fame ceremony held in conjunction with the first Canadian Beef Industry Conference
- Hall of Fame Gala & Awards
 - Ed Boake Purebred Breeder of the Year: Shiloh Cattle Company—Blake Morton & Darcy Olesky of Hand Hills Lake, AB
 - Commercial Breeder of the Year: Pakowki Ranching, Dennis & Kim Ulrich, Manyberries, AB
- Hall of Fame Inductees
 - Breed Builders: Bill & Hjordis Armitage (Angus Acres), Kinsella, AB
 - Contemporary Breeders: The Spady Family—Valleymere/Rivercrest Angus, Alliance, AB
- 2016 Honourary President: Gavin & Mabel Hamilton, Innisfail, AB
- Commercial Cattlemen \$1,000 draw towards the purchase of a purebred bull or female from an Alberta Angus Member—recipients were Lake Thelma Farms of Coronation, AB
- Gold Shows at Olds Fall Classic & Farmfair International
- Awarded bull sale credits to the winners of the Pen of 5 & Pen of 10 Commercial Heifers at Farmfair International
- Sponsorship of SAAC Golf Tournament, Field Day, Chinook Sale
- Sponsorship of NAAC Field Day, Northern Select Sale, Junior Initiative
- Alberta Angus Association on location at Canadian Bull Congress, Crossroads Beef Congress (Oyen), Farmfair International
- Sponsorship of Junior Initiatives:
 - 900 toques distributed to 4-H Members showing Angus Influence
 - AJAA Junior Shows (Summer Synergy & AJAA Show in Bashaw)
 - Showdown
 - UFA Country Classic Stock Show
- Scholarships
 - Lybrook Miller Scholarship of \$200 was awarded to Ryley Patriquin of Thorhild, AB
 - Dorothy Banks Memorial Scholarship of \$500 was awarded to Heidi Tymko of St. Paul, AB

Regional Reports (cont.)

Saskatchewan President's Report & 2016 Highlights

Greetings on behalf of the 2016 Saskatchewan Angus Association board of directors. I am very fortunate to have had the privilege to work with a great board of directors who have worked hard during the past year to create programs and opportunities on behalf of our members. On the national stage the work that is being done in Saskatchewan is looked upon by other provincial associations and the CAA with high regard. Thank you to the board and our membership for their participation and support of our programs. A major component in our success is Belinda Wagner, our General Manager, and her staff.

One of the results that came from our strategic planning was the need to create opportunities for membership education and engagement. Our board held our spring meeting in April and for the first time we hosted a Breeder Information Session the evening prior to our meeting. We also hosted a session in September at White Bear Casino, another in November in Lloydminster during Stockade Roundup and the final one in December was in Moose Jaw. These sessions featured speakers and presentations on topics ranging from genetics to customer service. We feel that there is great value for our membership in these events and will continue to look at hosting more of these sessions in the future. If you are interested in attending or hosting one of these events, please contact the office.

Our summer tour was held August 8th and 9th in the Moose Jaw area. Attendance grows every year and it is a perfect time to see some great Angus cattle and network and socialize with your fellow breeders. The weather actually cooperated pretty well over the two days. The board is currently accepting proposals for a tour in 2017.

Our mentorship program has proven to be a very valuable addition to the programs we offer. The five mentees have attended a variety of events over the past year and it has been very rewarding to watch these enthusiastic breeders learn and grow through the program. We were very happy to see increased interest in the program and a greater number of applications. The new mentees are Lacey Demmans, Erika Easton, Krysten Hepburn, Josee Monvoisin and Shane Roger. They are being mentored by Neil Carruthers, Tara Mulhern Davidson, Wes Olynyk, Anne and Barry Wasko, and Lee Wilson. Funding for this program is provided by Growing Forward 2 which is offered by Sask Agriculture and the federal government.

The annual Gold and Junior Show has proven to be highly successful the past three years that it has been hosted in Lloydminster as part of the annual Stockade Roundup. The quality of the show in terms of facilities, participation, and quality of cattle exhibited has been exceptional.

Agribition was a tremendous success again with great participation, spectators and strong sales. The show ran relatively smoothly considering the challenges with the transition to the new buildings. Hats off to the Agribition staff and volunteers for a job well done. The continued commitment from exhibitors, sponsors, volunteers and spectators makes Agribition the biggest and best show in Canada, and Angus continues to be a major part in that success.

Thank you for allowing me to serve as your president for the past year. All the best in 2017.

Michael Wheeler, Saskatchewan Angus President



Manitoba President's Report

The Manitoba Angus Association and its breeders have completed another successful year. I am just going to highlight some of the events that the association put on this past year.

- January 2016—Booth at Ag Days. Cheryl Hazenberg, CAA Director of Business Development Eastern Canada was there promoting and selling Angus tags
- New website for MB Angus
- February–April—bull sales were strong around the province
- June—Arlene and I travelled to Quebec for the Canadian Angus National Convention. We had a great time learning and meeting new people from across the country. Bob Toner was introduced as the new Director of Business Development for Manitoba and Saskatchewan.
- July—MB Angus Gold Show in Harding, MB. Lots of great cattle at the show.
- August—MB Angus Summer Pasture Tour hosted by Leaning Spruce Stock Farms (the Shearers) of Wawanesa and Hamco Cattle Co. (the Hamitons) of Glenboro. Great turnout of people to enjoy the pasture tours and supper afterwards.
- October—MB Angus Fall Gold Show at Ag Ex. In Brandon, MB—large show with a lot of great cattle competing against each other.
- November—AGM in Neepawa—had a large turnout (43 members) and welcomed new board members.
- December 3—Keystone Klassic Sale in Brandon at the Keystone Centre. Very good sale with quality open and bred heifers.
- January 2017—New and improved MAA booth was set up for Ag Days. MAA handed out our new herd directories, which many people complimented us on. Bob Toner was there promoting and selling Angus tags.

This past year we have seen some renewed interest from a few young people starting commercial herds and others increasing their herd size. There are still a few getting out while the prices hold steady. We hope that these cattle prices stay for a while. We look forward to the year ahead with renewed hope and anticipation of a bright future in the industry. As an association we will continue to work hard for our membership, in the promotion of these great cattle. We appreciate all of the volunteer hours put in by each of the board members and the support of the Angus breeders across Manitoba.

Larissa Hamilton, Manitoba Angus President

Manitoba 2016 Highlights

- Presentation of Premier Breeder to NYK Cattle Co., Douglas, MB and Commercial Producer Award to EUR Ranch Ltd., Lake Francis, MB
- MAA booth at Ag Days and a representative at the Manitoba Beef Producers AGM
- MAA handed out more than 200 tokens to 4-H members in Manitoba with Angus influence projects
- Successful summer Gold Show at Harding Fair with good number of cattle entries—a halter show
- MAA sponsored coffee at the fall feeder sales
- Three new banners produced for use with booth set up
- Increased number of Angus cattle shown at the Gold Show in Brandon. There was excellent quality overall.
- Keystone Klassic Female Sale had another successful sale. New “Jack Hart Memorial Foundation Female Award” presented to Naomi Best who used the money to purchase a female at the Keystone Klassic.
- New herd directory completed at year end.

Ontario President's Report

I would like to take this time to thank the membership for the opportunity to lead the board over the past 2 years as your president. With the help of the board of directors, the Ontario membership is in good shape to meet the future needs of the Angus breed. I am confident the board of directors will work hard to see the Ontario Association achieve the recognition it deserves across the country.

Vice-President Andy Fraser and I attended the Canadian Angus Association annual meeting in Quebec City in June. We had the privilege to watch our own director Michaela Chalmers win the Robert C. McHaffie Junior Ambassador competition after she gave an excellent speech at the provincial parliament building. The auction for the Canadian Angus Foundation was the highlight of the weekend setting another fundraising record.

The Ontario Association hosted the National Angus show at the Royal Winter Fair this past year. The event attracted close to 170 animals and both Angus Champions were crowned Supreme animals over all breeds. I would like to thank the committee that helped with awards and at the show itself. Great job!

The voluntary Angus Cow Enrolment (ACE) program has been introduced to the membership by the Canadian Board of Directors for 2018. I encourage you to investigate how it can fit into your operation and the benefits enrollment can provide.

Our work is not done. We need to remember the successes of the past but also look for new opportunities in the future. Maintaining our presence in the commercial cow herds should be a focus. We need to continue to promote the Angus CCIA ear tag, our competitive advantage. Another segment of our business to put more energy into is the Junior members and young farmers that may need some guidance. Our directors have a wealth of knowledge so challenge us on issues or new initiatives that you wish to see.

Graham McLean, Ontario Angus President



Ontario 2016 Highlights

- Hosted the National Angus Show at the Royal Winter Fair this past year. The event attracted close to 170 animals and both Angus Champions were crowned Supreme animals over all breeds.
- Sponsored 4-H awards for 328 youth
- 2016 OAA Commercial Breeder of the Year recipient is Bruce Palmateer
- 2016 OAA Purebred Breeder of the Year recipient is Enright Farms
- 2016 OAA Honourary President is Eric Rincker
- 2016 OAA Show Bull of the Year award is presented to Red Serenity Cornerstone 109C Owned by Serenity Livestock
- 2016 OAA Show Female of the Year award is presented to Brantnor's Favorite 12C Owned by Ron and Linda Bryant

Quebec Angus President's Report

The year 2016 was a very good year for the Angus breed in Quebec. In the spring of 2016 bull sales declined comparative to 2015, but they remained strong. In June 2016, the Quebec Angus Association hosted the Canadian Angus National Convention in Quebec City. Several activities were organized, city tour, visit to the Parliament of Quebec, vineyard tour, sugar shack dinner and tour of the Isle d'Orleans. We went to Ste. Agapit to the farm of Guy D'Anjou and his family. We visited his feedlot, his restaurant, "Angus Zone", the butcher shop and his animal transport company. We went to Ste Marie de Beauce to visit farm Celigervic, breeders of Red and Black Angus. Then we went to Ferme des Collines in St Adrien, Frédéric Gouin and his family where they raise Black and Red Angus and ended the tour at Clevely Farm. In 2016 the demand for Angus or Angus influence feeder calves (green tagged) was in demand. Meyer Natural Angus continues to expand in Quebec with some feedlots and a select group of feeder calf breeders. By tagging your calves Angus with the green ATQ Angus tags it enables you to sell your calves in the specific markets.

Frédéric Gouin, Quebec Angus President

Québec 2016 Highlights

Overall Highlights of 2016

- Hosting the 2016 National Convention
- Angus breeders and their animals made their mark at various Quebec shows in 2016 winning various inter-breed championships and reserves
- Quebec Junior Beef Show in Brome was well attended and is a highly recommended weekend activity for our young and upcoming breeders.

Achievements

- The association maintained an Angus presence at beef days, shows, and through our website
- 7 Angus shows throughout the year, including our Gold Show at Expo Bœuf, and a second Gold Show at Brome all of which showcased many great quality animals
- Continued interest in the green Angus-ATQ tag
- Bull sales are going well and a director was present at each sale

Thank you

- Thank you to the Angus breeders, the Juniors, the board of directors and our sponsors for their continued hard work and support

L'année 2016 fut une très belle pour la race Angus au Québec. Au printemps 2016 les ventes de taureaux on connu un petit baisse comparative à 2015, mais ils on resté rigides. En juin 2016 l'association Québec Angus été ôté de la convention national Angus canadienne. Le tout c'est dérouler dans la ville de Québec. Plusieurs activités été organiser, tour de ville, visite au parlement du Québec, tour de vignoble , souper à cabane a sucre et tour de l'Isle d'Orléans. Il y a eu des visites de fermes. Nous sommes aller a Ste Agapit a la ferme d'Anjou, propriété de Guy D'Anjou et sa famille. Nous avons visité son parc d'engraissement, son restaurant (Angus Zone), la boucherie et sa compagnie de transport d'animaux. Nous nous somme rendu à Ste Marie de Beauce pour visité la ferme Celigervic, des éleveurs Angus rouge et noir. Ensuite nous sommes rendu à la ferme de Collines à St Adrien, Frederic Gouin et sa famille ou ils élève des Angus noir et rouge et après chez ferme Clevely. En 2016 la demande pour les veaux d'embouche de génétique Angus (tag vert) à été génétique bonne. Meyer Naturel Angus continue son expansion au Québec ave quelque parcs d'engraissements et un regroupement d'éleveurs de veaux d'embouche. En marquent vos veaux Angus avec des boucles verts ATQ vous permetts de vendes vos veau dans les marchés spécifiques.

Frédéric Gouin, président Québec Angus



Maritime President's Report

The Maritime Angus Association had another busy year. It started last spring with the Nappan Bull sale, with Black and Red Angus bulls averaging \$4,600. The field day in June hosted in Pictou, NS saw a strong group of heifers exhibited. Thank you to Tammi Ribey, outgoing President of the CAA for judging.

The Canadian Angus Convention in Quebec this past June saw a good number of Maritime members take part in the convention and farm tours. I encourage all members to think about attending the upcoming convention in Brandon, Manitoba June 8-11th, 2017.

Of course the highlight event of the summer was Showdown 2016 in Truro, NS which from all accounts was a great success. A big thank you to the Canadian Junior Angus board and notably Patrick Holland for organizing this event. We were happy to host many Canadian Angus members from across the country. Thank you to all of the Maritime Angus members who sponsored, volunteered and brought cattle to the event.

The Gold Shows in the Maritimes in the summer and fall had strong numbers once again. The PEI Futurity at Old Home Week and NB futurity at the Sussex

Beef Expo also continued with a high level of participation. The PEI Association also hosted a commercial Angus social at Old Home Week which was a big success.

The association was pleased to host Cheryl Hazenberg, who was in both PEI and NB to visit commercial and purebred breeders. She was also able to tour the Atlantic Beef Products plant.

The Angus in Action sale this past fall saw quality purebred and commercial entries offered. There continues to be strong demand for Angus influenced females in the Maritimes.

A big issue across the country this year was the new ACE program from the Canadian Angus Association. Thank you to those members who took the time to educate themselves on this proposal, and provide constructive feedback to both the association and to the Canadian board.

Looking forward to another great year in the Angus business.

Julie Mutch, Maritimes Angus President

Maritime Angus Highlights

- Annual General Meeting—attendance of Eastern CAA Representative—a first for our association
- Organization of our advertising program with all breeders and DvL Publishing Inc.
- Participation and display—Maritime Beef Council Convention
- Excellent Angus bull prices at Maritime all-breed bull sale in Nappan, NS—display booth on site
- Annual Junior show and field day hosted by NS Angus breeders. 18 Juniors participated and CAA Eastern Canada representative, Past President and Robert C. McHaffie Junior Ambassador attended. 3 new breeders and 1 commercial breeder were visited by CAA reps
- Maritime Angus Association 25-Year Membership Award presented to Worth-a-Bit Farm-Tim and Eric Dixon (actual award presentation at October sale)
- Presentation of Maritime Angus Commercial Breeder of the Year to the Manning Family of Falmouth, NS
- 12 Maritimers participated in CAA Convention 2016 in Quebec City
- Excellent participation in Showdown 2016 in Truro, NS approximately 90 animals and 70 Juniors
- Excellent participation in all three Maritime Gold Shows
- Many Maritime Angus Juniors selected for Royal Winter Fair 4-H Royal Beef Show
- Another successful Angus in Action Sale in October. Good prices and excellent crowd
- Callie McAulay was the recipient of the Maritime Angus Association Scholarship, valued at \$500. Callie is pursuing a science degree at University of Prince Edward Island. She has worked with and shown her grandfather's (Buddy Loane) Angus cattle all her life. Callie is a competition swimmer and devotes much of her spare time to coaching the Varsity Swim Team at UPEI. She continues to participate in the cattle operation at Whiskey River Farm, when time permits.

Canadian Angus Association Highlights and Statistics

AC-TV transitions from a quarterly production to a shorter, monthly program



Business Development Team is created to replace field service team from one full-time employee and numerous contract staff to three full-time positions covering BC & Alberta; Saskatchewan & Manitoba; and Eastern Canada

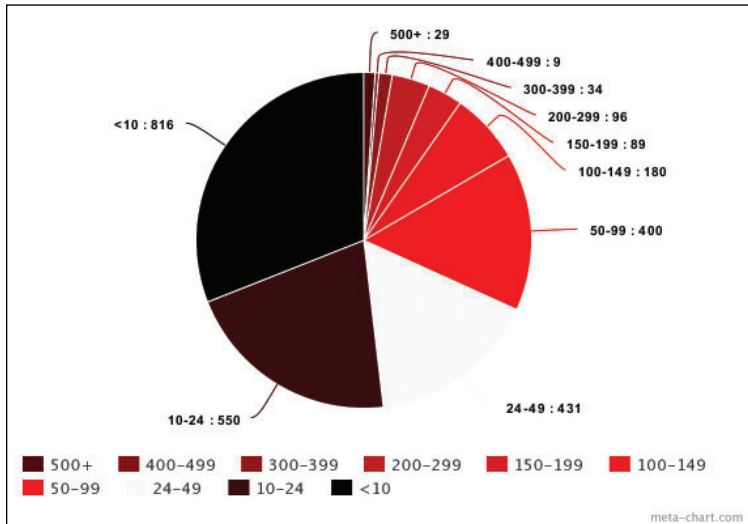
New Generation Breeder Development program is created to focus on encouraging, mentoring and assisting new and young Canadian Angus members, defined as those under the age of 40 and/or within their first 5 years of CAA membership

Past Presidents Bob Prestage (2008) and John Wilmott (1970 & 1985) were inducted into the Canadian Agriculture Hall of Fame



A RECORD-SETTING YEAR

HERD SIZE



2,634
total number of herds

nearly
250
new CAA members in 2016

62,414
registrations

54,837
birth weights submitted

34,163
weaning weights submitted



Second-highest Canadian Angus Rancher Endorsed tag sales in the program's history with 278,010 sold

Through Agriculture and Agri-Food Canada's Canadian Agricultural Adaptation Program (CAAP), the Zoetis i50K genomic test which includes SNP parentage verification and a prediction of genetic merit for numerous traits was offered at a reduced rate of \$40 per test. The financial investment will enable the Canadian Beef Breeds Council to demonstrate to producers the use and value of improving beef herds through genotyping. The project will make genomic testing available for the various Canadian beef breeds at a reduced cost, increasing adoption by producers. Determining the right genetic mix in their herds will allow Canadian Angus producers to increase their return on investment, while accurately predicting traits that benefit consumers and the environment.

Recognition of the Commercial Sector

In appreciation of the commercial sector, the CAA recognizes an Auction Market of the Year for their promotion of Angus and Angus-cross cattle. The following auction marts have received this prestigious award and been presented with Angus artwork to feature at their market:

- Mankota Stockmen's Weigh Co. - SK, 2006
- B.C. Livestock Producers Co-Op - BC, 2007
- Saskatoon Livestock Sales Ltd. - SK, 2008
- Provost Livestock Exchange - AB, 2009
- Assiniboia Auction Mart - SK, 2010
- VJV Auction Co. Ltd. - AB and BC, 2011
- Valley Auction Ltd. - BC, 2012
- Perlich Brothers Auction Market - AB, 2013
- Heartland Livestock Services - MB, 2014

CAA began to recognize an Eastern and Western Feedlot of the Year in 2011. The following feedlots have received this award in recognition of their endorsement of Angus cattle to their customers and promotion of the Canadian Angus Rancher Endorsed Tag program.

- Ferme d'Anjou et Fils, QC - 2010 Eastern Feedlot of the Year
- High Ridge Feeders and Shannondale Farm, MB - 2010 Western Feedlot of the Year
- Les Fermes Desrosiers, QC - 2011 Eastern Feedlot of the Year
- Red Coat Cattle Feeders Inc. - 2011 Western Feedlot of the Year
- Conlin Feeders - 2012 Eastern Feedlot of the Year
- Hagel Feeders - 2012 Western Feedlot of the Year
- JSE Farms - 2013 Eastern Feedlot of the Year
- Kasko Cattle Company - 2013 Western Feedlot of the Year
- Highway 21 Feeders Ltd. - AB, 2014

In 2015, the award program was expanded to recognize the CAA Partner of the Year to acknowledge important partnerships and other sectors of the supply chain that promote Angus beef to the public and appreciate authentic Angus beef. The Canadian Angus Association was pleased to present the inaugural CAA Partner of the Year Award to Hero Certified Burgers.



Partner of the Year Award
Longo's Brother's Fruit Markets
Toronto, ON



Auction Market of the Year Award
Cowtown Livestock Exchange Inc
Maple Creek, SK



Western Feedlot of the Year Award
Korova Feeders
Doug & Helga Price-Acme, AB



Livestock Markets Association of Canada Convention
Ab Carroll receives the Canadian Angus buckle for 4th place overall from Brian Good and Cheryl Hazenberg

2016 Gold Show Winners



Black Angus Show Bull of the Year



MAF FIRST IMPRESSION 4420

Mogcks Angus Farm of Tripp, SD, USA
and Mick and Debbie Trefiak of Edgerton, AB

Red Angus Show Bull of the Year



RED TER-RON HOT SHOT 10B

Russell Coward of Swift Current, SK and
Rob Adams and Terry Adams of Forestburg, AB

Black Angus Show Female of the Year



SC MICH ROSE 30X

Katie Serhienko of Maymont, SK and heifer calf SC MICH ROSE 613D
also owned by Katie Serhienko

Red Angus Show Female of the Year



RED WILDMAN MISS STOCKY 420B

owned by CAA President Elect Brett Wildman of Sangudo, AB and Blairs.Ag Cattle Co of Lanigan, SK
and bull calf RED WILDMAN CIMARRON 605D also owned by Brett Wildman

Black Bull Calf Champion

BOSS LAKE BRILLIANCE 615
Boss Lake Genetics

Black Junior Champion Bull

EF TITAN 545
Sean Enright and Barry Enright

Black Senior Champion Bull

MAF FIRST IMPRESSION 4420
Mogcks Angus Farm and Mick and Debbie Trefiak

Black Heifer Calf Champion

GREENWOOD BEAUTY JJP 23D
Jayden and Jaxon Payne
HLC BARBARA 776D

Black Junior Champion Female

REMITALL F TIBBIE 51C
Remitall Farms Inc, Olds, AB

Black Senior Champion Female

SC MICH ROSE 30X & SC MICH ROSE 613D
Katie Serhienko

Red Bull Calf Champion

RED SHILOH DEFENDER 6D
Shiloh Cattle Co.

Red Junior Champion Bull

RED LAZY MC TRADITION 111C
Nordal Farms and Clinton Blair Morasch

Red Senior Champion Bull

RED TER-RON HOT SHOT 10B
Russell Coward, Rob Adams, Terry Adams

Red Heifer Calf Champion

Red Shiloh Dusty Rose 23D
Shiloh Cattle Co.

Red Junior Champion Female

RED TER-RON DIAMOND MIST 26C
Kasey Adams

Red Senior Champion Female

RED WILDMAN MISS STOCKY 420B
Brett Wildman and Blairs.Ag Cattle Co.
& **RED WILDMAN CIMARRON 605D**
Brett Wildman

Long-Term Recognition

In 1998, the Canadian Angus Association instituted a long-term recognition award to honour those individuals and families that have demonstrated a consecutive historic commitment to the Angus breed in Canada by maintaining a continuous membership in the Association for at least 50 years. In 2011, the award program expanded to recognize families with 75 and 100 continuous years of membership.

Not pictured

- Francis D Parsons (Alberta) *50 Years*
- Miller Wilson Angus –
Lee & Dawn Wilson (Alberta) *50 Years*
- Munton Family (Alberta) *50 Years*

50 Year CAA Heritage Awards



Prairie Oak Angus
F.E. Case (Manitoba)



South Nation Farms
Ault Family (Ontario)

75 Year CAA Pioneer Awards



Bell Angus
Kenneth Bell (Saskatchewan)



Parkwood Farm
Jack Burkell (Saskatchewan)



Canadian Junior Angus | Raina Syrnyk



The past year was full of many opportunities and educational experiences for Canadian Junior Angus members. The 2016 GOAL Conference was a remarkable success in Ottawa, Canada's capital. Juniors attended from across Canada and the United States. Highlights included touring parliament, skating on the canal, a haunted walk of the Carlton County Jail, and many motivational and educational speakers.

The Foundation Legacy Scholarship panel and interviews took place at the event and recipients were as follows: Meghan McGillivray \$5,000, Josee Monvoisin \$3,000, Raina Syrnyk \$2,000, Shane Roger and Brooke Bablitz \$500. Canadian Angus Juniors created a video for the McDonald's Sustainable Beef Video Contest at GOAL, later winning first place and \$5,000. At National Convention in Quebec, the CAF Robert C. McHaffie Junior Ambassador Competition took place, and Michaela Chalmers was selected. Raina Syrnyk was the recipient of the 2016 Dick Turner Memorial Award.

Next CJAA members headed to Truro, NS for Showdown 2016, and had the opportunity to experience part of the Maritimes. For the extravaganza, the group went to Halifax and got out on the water in a large sail boat. Recipients of the Canadian Junior Angus Scholarships were announced: Michaela Chalmers first and \$2,000, Melanie Wood second and \$1,500, and Rebecca Redner third and \$1,000. Maguire Blair was announced as the 2016 Junior Stockman of the Year. We said goodbye to outgoing directors Chad Lorenz, Patrick Holland, and Shane Roger. On behalf of the board of directors, I would like to thank them for their time on the board and wish them the best in their future endeavours. We welcomed new directors Ella Wood representing the Maritimes, Tyra Fox representing Saskatchewan, and Heidi Tymko representing Alberta. The executive was elected with myself as President - Raina Syrnyk, Vice President - Michaela Chalmers, Secretary - Brooke Bablitz, and Treasurer - Mark Sample.

Showdown had a great turnout and was thoroughly enjoyed by Juniors and parents. Showdown 2017 will be heading to Lloydminster, Saskatchewan July 20-22. Juniors had the opportunity to attend the National Junior Angus Association LEAD conference in Phoenix, Arizona and the Junior Red Angus' Round-Up in Charlottesville, Virginia. There were also self-directed travel bursaries available for Juniors to utilize to attend additional educational events of their choice.

The CJA would like to thank JPD Angus for their generous donation of a heifer for the 2016 CJAA Scholarship Dutch Auction. We would also like to thank the Canadian Angus Foundation, the Canadian Angus Association, supporters of the Building the Legacy fundraiser auction, and everyone who has contributed with funds and very valuable time in support of providing Juniors with so many beneficial opportunities.



2016-2017 CJAA Board of Directors

Left to right: Meghan McGillivray, BC; Tyra Fox, SK; Heidi Tymko, AB; Mark Sample, QC; Wade Olynyk, SK; Ella Wood, PEI; Raina Syrnyk, MB; Michalea Chalmers, ON; Belinda Wagner, CJA Coordinator

2016 Foundation Legacy Scholarships

\$5,000—Meghan McGillivray, Kamloops, BC
\$3,000—Josee Monvoisin, Gravelbourg, SK
\$2,000—Raina Syrnyk, Ethelbert, MB
\$500—Brooke Bablitz, Cherhill, AB
\$500—Shane Roger, Balgonie, SK

2016 Canadian Junior Angus Association Scholarships

\$2,000—Michaela Chalmers, Oro-Medonte, ON
\$1,500—Melanie Wood, Clyde River, PEI
\$1,000—Rebecca Redner, Warkworth, ON

2016 Dick Turner Scholarship

\$1,000—Raina Syrnyk, Ethelbert, MB



Canadian Angus Foundation Report | Sylvia Jackson



Your 2016–2017 CAF Board of Directors are a group of dedicated resilient individuals who are committed to provide all the optimum opportunities that we can for all our Angus breeders. They are:

Chair: Sylvia Jackson

Vice-Chair: Cecilie Fleming

Treasurer: Rob Smith (CAA CEO)

Executive Director: Belinda Wagner

Directors: David Bolduc, Jim Colodey, Erika Easton, Kirk Wildman, Jon Fox, Jane Halford, Jacci Latimer, Noreen Blair, Shawn Birmingham, Tammi Ribey (CAA Past President), and Tracey Willms

The CAF continued this year to expand our achievements using our Mission as our guide. In addition to the many scholarships and bursaries

already available to the Angus Juniors, the CAF is now offering financial assistance for trucking costs for Juniors to attend Showdown with their own cattle. At our September meeting, the CAF voted to re-allocate a budget item of \$10,000 to assist in leveraging funding for the new CAA mentorship program. Note our new “eye catching” CAF logo designed by the CAA staff, with approval from the CAF Board.

As a Foundation we are very pleased to congratulate the following award recipients in 2016 for their achievements:

Robert C. McHaffie Junior Ambassador — *Michaela Chalmers, Oro-Medonte, Ontario*

Outstanding Young Angus Breeders — *Shawn Birmingham, Brandon, Manitoba and Ryan Currie, Bristol, Quebec*

Junior Angus Stockman of the Year — *Maguire Blair, Drake, Saskatchewan*

Dick Turner Memorial Scholarship — *Raina Syrnyk, Ethelbert, Manitoba*

The CAF are proud to be sending three teams of Junior Angus members to compete in the Youth Forum Challenge at the World Angus Forum in Scotland in June 2017. We thank the winning WAF Canadian Junior Team that competed in New Zealand in 2013 for generously donating their \$10,000 (NZ) winnings back to the Foundation so future Juniors could have an amazing experience as well. Congratulations and good luck in Scotland to the following individuals:

Team Canada Aspire: *Meghan McGillivray, Kamloops, BC; Cole Dodgson, Sangudo, AB; Macy Liebreich, Radville, SK; and Kelly Somerville, Mountain, ON*

Team Canada Believe: *Michaela Chalmers, Oro-Medonte, ON; Travis Hunter, Didsbury, AB; Wade Olynyk, Goodeve, SK and Kelsey Ribey, Paisley, ON*

Team Canada Courage: *Katie Wright, Melfort, SK; Maguire Blair, Drake, SK; Gus (Bailey Dietrich), Forestburg, AB; and Raina Syrnyk, Ethelbert, MB.*

In December we took a step back to assess the direction the Foundation is heading as well as define our future vision and time guidelines. We are confident we are on the “fast track” and gaining momentum. We established and recorded roles and responsibilities for CAF Directors and Executive positions and are presently working on the CAF Board Orientation manual and CAF Board Governance Procedure manual. Because of growth in assets, we voted to hire Dudley and Company LLP, Regina, Saskatchewan to audit our financials.

We are extremely grateful to those breeders that have sent in their Angus history for the “the next Canadian Angus History project”. THANK YOU! It is an immense undertaking and we, along with project leads Doug and Linda Henderson are very appreciative of your support. Do not take for granted our AMAZING ANGUS HERITAGE. If you have not sent in your history, you must take ownership and RECORD your history and submit to Tina (tzakowsky@cdnangus.ca).

As further incentive to participate we are offering a draw each month in 2017 for sending in your history, as noted in CAA’s “The Angus Word”. The sooner you get in your history, the more chances to win some great prizes... “Let’s record Angus history before the dust settles!”

Our major fundraiser, “Building the Legacy” last year in Quebec brought in a record \$172,000+. The CAF sincerely thanks each and every one that makes this sale successful. Many people over the years have expressed their great experience in purchasing a lot in the Legacy Sale which are often “one of a kind”. Please look for information on our 6th Legacy sale and the infinite opportunities available to you in Brandon, Manitoba and know that any support you can provide to the Foundation will allow us to continue to carry out our “Mission”.

My term as CAF Chair has allowed me to reconnect with former Angus enthusiasts, foster new friendships and assist in securing the future of the Angus breed. I extend much gratitude to all CAF Directors, the staff at Angus Central, the CAA Directors, Legacy donors and purchasers, Angus industry supporters, CEO Rob Smith and especially CAF Executive Director, Belinda Wagner. It has been an honour to serve in this capacity.

Sincerely,

Sylvia Jackson, CAF Chair

Mission: *The Canadian Angus Foundation functions to preserve and expand the Angus breed for future generations through education, youth development, scientific and market research, and historical preservation and restoration.*



Financial Statements of Canadian Angus Foundation

Year Ended December 31, 2016

INDEPENDENT AUDITOR'S REPORT

To the Members of Canadian Angus Foundation

We have audited the accompanying financial statements of Canadian Angus Foundation, which comprise the statement of financial position as at December 31, 2016 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Canadian Angus Foundation as at December 31, 2016 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.

Regina, Saskatchewan
March 29, 2017


Dudley & Company LLP
Chartered Professional Accountants



CANADIAN ANGUS FOUNDATION Statement of Operations Year Ended December 31, 2016

	2016	2015
REVENUE		
Building the Legacy	\$ 174,984	\$ 155,160
National Angus Cookbook sales	2,233	14,616
Promotional items sales	1,936	2,295
Fundraising and donations	13,168	15,083
Investment Income	12,672	5,288
	<u>204,873</u>	<u>192,442</u>
EXPENSES		
Administration	1,448	1,298
Archives and Angus Central display	14,414	2,801
Bank charges	122	362
Building the Legacy	29,017	4,778
Donor recognition and fundraising expenses	1,384	2,777
Foundation Legacy Scholarship	11,000	11,625
GOAL	9,262	8,000
Heifer draw vouchers	9,800	10,000
Junior Ambassador	13,917	22,725
Junior Angus Stockman of the Year	6,819	5,494
Meeting and travel	6,071	5,641
Mentorship program	10,000	-
National Angus Cookbook	887	5,723
Other scholarships	2,000	2,000
Outstanding Young Angus Breeder	7,000	3,500
Professional fees	6,276	-
Promotional items	1,367	1,453
Self-directed travel	6,364	2,022
Showdown	18,519	9,770
	<u>153,326</u>	<u>99,969</u>
EXCESS OF REVENUE OVER EXPENSES	\$ 51,547	\$ 92,473



CANADIAN ANGUS FOUNDATION Statement of Financial Position December 31, 2016

	2016	2015
ASSETS		
CURRENT		
Cash	\$ 23,373	\$ 38,393
Investments (Note 4)	160,000	100,000
Accounts receivable	26,719	21,430
Inventory	9,893	9,884
Goods and services tax recoverable	43	118
	<u>209,828</u>	<u>169,825</u>
Long Term Investments (Note 4)	519,271	480,751
	<u>\$ 729,099</u>	<u>\$ 650,576</u>
LIABILITIES AND NET ASSETS		
CURRENT		
Accounts payable and accrued liabilities	\$ 14,378	\$ 14,788
Deferred Contributions (Note 8)	57,111	58,011
Junior Association Scholarship Fund (Note 7)	118,313	104,061
Junior Association Fund (Note 8)	162,063	148,029
	<u>351,865</u>	<u>324,889</u>
NET ASSETS		
Unrestricted net assets	377,234	325,687
	<u>\$ 729,099</u>	<u>\$ 650,576</u>



Canadian Angus Foundation Donor Recognition

The Canadian Angus Foundation wishes to express its gratitude to the following generous donors during the 2016 calendar year:

Over \$10,000

Canadian Angus Association
Ferme Gagnon Inc.
Tullamore Angus
Six Mile Ranch Ltd.
Allendale Angus
Johnson Livestock Inc.
TSN Livestock
Scott Stock Farm
Aberdeen Angus Cattle Society
Leeuwenburgh Angus

\$5,000 - \$9,999

Ferme Clevely
Donna Donaldson
Lorraine Sanford
Bar-E-L Angus
Black Lane Farms
Blairs.Ag Cattle Co.
Billy Estrada
Poplar Meadows Angus
American Angus Association
Wilbar Cattle Co.

\$1,000 - \$4,999

Bandura Ranches
Crescent Creek Angus
Bob Hahn & Jane Halford
Netherton Angus
Cudlobe Farms
Wayne & Arlene Gallup
Alta Genetics

Arda Farms
Diamond T Cattle Co.
Tambri Farms
Ole Farms Ltd.
Eastondale Angus
Brooking Angus Ranch
Wheeler's Stock Farm
Brandl Cattle Co.
Howe Family Farm
KBJ Round Farms
Windy Willows Farms
Artisan Farms
R Plus Simmentals
Sheidaghan Anghus
Towaw Cattle Co.
Rob Arnold
Richmond Ranch Ltd.
Miller Wilson Angus
Gilchrist Farms
Justamere Farms Ltd.
Swan Hills Ranch
Wood Coulee Red Angus
Henderson Cattle Co.
T Bar C Cattle Co.
Trevor Welch
U-2 Ranch
Bow Valley Genetics
Heart of the Valley Farms
Bircham Ranch
Bouchard Livestock
Ebon Hill Farms
Bohrson Marketing Services Ltd.

Chapman Cattle Co.
Dave Saretsky
Glacier Farm Media
Lynn Combest
Steve & Terri Dorran
Ter-Ron Farms
Brian & Owen Dudgeon
Pugh Farms
Rob Smith
Rob Holowaychuk
Chad Lorenz
Belinda Wagner
Matt Bates
Raina Syrnyk
Walter Brown
Thomas W. Armitage
CD Land & Cattle
Ghislain Gouin
Manitoba Angus Association
Mount Tremblant
Service Animal Noiseux
Shand Cattle Co.

\$500 - \$999

Gail Wildman
Allencroft Angus
BMB Brewin Angus
Coul Angus
Geis Angus Farm Ltd.
Glen Lovat Farm
Lewis Farms Ltd.
Maple Ridge Acres

Northline Angus
Select Sires
Sunberry Farms
Vikse Family Farm
CUP Lab
Canadian Western Agribition
Dorran Marketing
Prosper Cattle Co.
Alberta Angus Association
Mac Angus Farm
Southern Alberta Angus Club

Up to \$499

Zoetis
Ferme des Collines
Grant Rolston
Margaret Hambly
Remitall Farms
Stan Christianson
Paige Albrecht Fine Art
Leo Brietzke
Lone Star Angus
Redrich Red Angus
Clinton Laflin
Doug & Kate Reid
Sitz Angus-Jim Sitz
Bannockburn Maples Angus
Bannockburn Valley Farms
Worth-A-Bit Angus
Maritime Angus Association



Robert C. McHaffie Junior Ambassador Report | Michaela Chalmers



It is extremely hard to believe that my year as the Robert C. McHaffie Junior Ambassador is coming to an end. I have had some of the most wonderful experiences and met some truly amazing people along the way. I had the privilege of covering a lot of Canadian ground throughout my term and am looking forward to traveling to Scotland in July to represent Canada in the World Angus Forum Youth Competition.

I began my journey last June in Quebec City at the Canadian Angus Convention. From there I travelled east to Truro, Nova Scotia for Showdown 2016. I then headed west in August to Calgary, Alberta for the inaugural Canadian Beef Industry Conference where a personal highlight was listening to Arlene Dickinson speak. In October I had the opportunity to judge the Haldimand County 4-H Beef achievement day in Caledonia, Ontario. In November I attended both the Royal Agricultural Winter Fair in Toronto, Ontario and Canadian Western Agribition in Regina, Saskatchewan where I witnessed hundreds of top quality cattle enter and exit both rings. In February I had the privilege to speak to consumers about the Canadian beef industry at a corporate event in Toronto while representing both Canada Beef Inc. and the Canadian Angus Association. This proved to be an extremely eye opening and fulfilling experience. Later on in February I headed back west to Edmonton, Alberta for the GOAL conference. I plan to head east once again for the Maritime Angus Field Day in June and then I will be travelling back to Convention in Brandon to complete my term as Ambassador.

During my time as Ambassador I have grown immensely as a person. My appreciation for the beef industry as a whole and the people who share my passion for cattle has also grown. I am so grateful for the countless opportunities I have had to delve even deeper into what I love. I feel that throughout my term I had the chance to both learn and teach. Each new person I met or old friend I reconnected with, regardless of their role in our industry, shared with me a piece of their wisdom and I attempted to leave each person with a piece of mine. The people are truly what makes our industry wonderful and I believe my time as ambassador really allowed me to capture the exuberant personality it has to offer. Moving forward I hope to continue to travel and connect with people all over the world through cattle. I am so thankful for all I have experienced in the past year and so excited for all that I have yet to experience in the future.



2016 Outstanding Young Angus Breeder

Shawn Birmingham of Brandon, MB and
Ryan Currie of Bristol, QC



2016 Junior Angus Stockman of the Year

Maguire Blair of Drake, SK

Provincial Honourary Presidents

British Columbia | Don Raffan

The BC Angus Association has selected Don Raffan as our Honourary President for 2017. Everyone who knows Don knows that he is a genuine, hard-working man with great character. Don and his family owned the Valley Auction in Armstrong and auctioned off livestock in the Okanagan and Thompson Valleys for over 50 years (1963–2016). Don, along with his brother Peter, was the auctioneer for many years at BC Angus fundraising events. He never failed to make the fundraisers fun and always entertained everyone—lots of BC Angus members went home with items they didn't remember bidding on! Over the years, Don has helped nurture youth through 4-H as well as mentor local young ranchers. Don not only helps to promote the agricultural lifestyle in our communities, but he also has a passion for the Angus breed and ranching in BC.

When talking to his wife, Diana, it is clear to see that Don is not only a reputable cattleman, but also a loving family man:

“Don's professional life and his reputation as an auctioneer is widely known but what isn't as widely known is that for all of his awards as a professional, he deserves many, many more as a husband, father and grandfather (AKA papa). Don and I started dating very late in 1993 and were married in 1996, at which time we became a blended family with four fantastic children, three boys and a girl. Don and I never talk about my kids or your kids; they are all just 'our' kids!

I will, for the purpose of illustrating who Don is as a man, tell you that I came to our relationship with one son, the oldest of the four children. It was many, many years later at our daughter's wedding that Ryan, our oldest son, took Don aside and told him what a great dad he had been to him all those years and that Don had helped him become the person he is today. This pretty much sums up who Don is: truly a great guy in all aspects of his life. If it sounds as though I'm bragging on him a little, you bet I am! I watch other marriages and see other families who have come together and I thank God every day that we found each other and have this fantastic life! Don is a man of huge integrity, honesty and above all love. You should see him with our grandchildren. I want to thank you for granting him this honour as I can't think of anyone more deserving or humbled by it.”



Alberta | Brian Good

Brian Good has been an integral part of the Canadian Angus Association for the past 17 years as its longest-serving employee. Brian's passion for the Angus breed stems from a more personal involvement. Black Browe Cattle Co. is where it all began for Brian in the cattle industry. The farm, located west of Red Deer, was established in 1957 by Brian's father, Glenn, and his Uncle John. However, it was the ladies of the Good family who named the farm after seeing the black cattle on the browe of a hill. Brian, Glenn and John stayed in the purebred Black Angus business until 1991. At one time, Black Browe had 235 purebred cows and 3,500 acres of farmland. Instead of having a dispersal in 1991, the Goods were able to keep the entire herd together in a sale to Gavin and Mabel Hamilton.

Brian has been at the forefront of Angus promotion and has witnessed first-hand its continued progress and success. With the help of Gary Smith, Brian was first hired by Independent Breeders Service as a fieldman where he worked from 1991 to 1996. He then went on to work with Doug Henderson and Rob Holowaychuk in the purebred sales management business. In 2000 Brian joined the Canadian Angus Association. His first role was marketing the branded Canadian Angus beef program. While his role has evolved over time, he has always maintained a strong connection to the commercial cattle industry and auction marts. Over the years, Brian has been described as an “Angus trail blazer, [and] an Angus ambassador” with his ability to talk to anyone about cattle, his enthusiasm and confidence in the breed, his endless knowledge of genetics, and uncanny people skills.

Saskatchewan | Kuno Freitag

Kuno's first beginnings in the Angus breed came when he joined the Alameda 4-H Beef Club in the late 1940s. At that time, he purchased an Angus calf from a neighbour that had a commercial herd of Angus cattle.

In the early 1950s, he began to work for that same neighbour, and his wages included the pick of his heifer calves. So as a result, when he got married in 1957, he already had a small commercial Angus-based herd.

It wasn't long before Kuno wanted to try his hand at purebred Angus, so in 1963 he purchased his first purebred Angus bull and female from longtime Angus breeder and neighbour Wilfred Willoughby. In the following few years, he continued to buy what he could, and even used his 'Grain Tickets' at that time to pay for those purchases. The 'Elchies Pride' bloodline was one of the first females Kuno bought, and those pedigrees are still carried on in his herd today.

Over the years, Kuno built up his herd, and began showing and selling them at various fairs and bull sales. He also showed steers for the first 20 consecutive years of Agribition. Through decades of selective purchases and breeding, Kuno's herd developed a strong base of females. Those females became the foundation of the herd that his daughter Anna-Marie and husband Greg now operate under the name of Perrot Cattle Co.

Angus cattle have brought Kuno so much enjoyment, and he always loves telling stories about all the wonderful people he has met because of the Angus breed.

Throughout all of this, his wife Dolly has been at his side and they celebrate 60 years of marriage this year. He has also been blessed with six children and numerous grandchildren.

Faith, family and farming have kept Kuno smiling for all these years, and he is truly honored by this award.



Manitoba | Frank Case

Frank started farming in 1948 on a quarter section with lots of bush, south and east of Portage La Prairie, MB. The land was suitable for grain, sugar beets and cattle. He started with Shorthorn cattle, and in 1966 he purchased 10 Black Angus cows from Elmer Greenslade. The farm was originally called Casemere Angus and was later changed to Prairie Oak Angus. His herd averaged around 25 cows over the years and they were all registered. He purchased bulls from various purebred breeders across Manitoba.

There was very little showing done but his two daughters showed heifers in the Oakville 4-H Beef Club and did very well.

Frank sold registered bulls off the farm and many of them went to the Interlake area. He sold replacement heifers to the Dalrymples for several years and most recently to Devon Donald, (Diamond D Ranch) at Rossendale.

Frank has recently sold the last of his cow herd to the Nykoliations at Sperling, MB and retired in Portage La Prairie, MB.

The Manitoba Angus Association would like to thank Mr. Case for his 50 years of dedication to the Angus breed by naming him Honourary President of the Canadian Angus Association.

2016 Provincial Honourary Presidents (Cont.)

Ontario | Eric Rincker

I would like to thank the Ontario Angus Association for nominating me as the honorary President for 2016. The Angus breed has been very good to me over the years and I appreciate having had the opportunity to have worked with some of the great cattlemen that the breed has ever known.

I have shown numerous champions at national and international exhibitions. One of the many highlights was being awarded Champion Breeders Herd at the 1985 World Angus Forum. I have been honored with Premier Breeder and Exhibitor at the Royal Agricultural Winter Fair on several occasions.

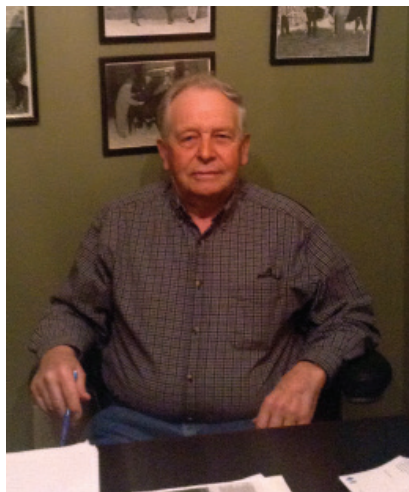
My judging achievements include being invited to judge several breeds at the Canadian Western Agribition and various breeds at the Royal Agricultural Winter Fair including Junior Heifer and Steer Shows. A memorable moment of my career has been judging at the National Angus Show in Denver, Colorado (and having my daughter Kate born the same week!).

I presently own and operate Brockhill Farm in Sunderland, Ontario, with my wife Jane and continue to breed top quality Angus. I play an active role in the community 4-H programs and served three years as a director of the Canadian Angus Association.



Maritimes | Les Cail

We have chosen Les Cail for Honourary President. He and his wife Linda own and operate Cailsmere Farm located in Cail Mills, NB. He has been farming on the third-generation farm since 1964. Linda and Les married in 1965 and have five children. His first Angus bull on the farm was on loan from a fellow farmer Fred Wilson from New Brunswick, which he had purchased from Boerge Neilson from Nova Scotia in the early 80s. He quickly noted the smartness of the newborn calves and the good feed conversion of the yearlings. One of the yearling steers went on to be the Grand Champion Angus at the Easter Beef Show and Sale held in Moncton, New Brunswick. His herd had Black Angus influence from heifers purchased from Alton Chown and Brad Ludley, well-known Angus producers. His Red Angus influence came from Stan Christiansen of Ferme Sage, Quebec. The commercial side of his herd was Black Angus and purebred side was Red Angus. Les purchased a couple of Black Angus bulls to produce F1 heifers, but after a lengthy talk with Tom Nunn, Beef Specialist from Nova Scotia, he encouraged him to purchase a Red Angus bull from Tom Graham from St. Mary's, Ontario.



In the 90s he was appointed to the Beef Advisory Board in Kemptville, Ontario for Eastern Breeders Inc., which brought him in contact with Stan Christiansen from whom he purchased several bulls as well as two bulls from Triple S in Alberta. This laid the foundation for his breeding herd which grew to 96 cows and 30 yearling heifers each year. He also purchased purebred Horned Hereford bulls from William Hayden, Gateway Hereford Farms, PEI, to continue the F1 offspring. He quickly realized the potential of the Angus breed to convert forages to pounds of meat. They have had as many as 130 head at one time and one winter they had 100 head. They also home tested bulls as well.

Les was involved with the Nappan Beef Test Station by sending bulls to be put on test as well as serving as Chairman of the test station at one time. In 1993 he was involved with a Development Heifer Station which was popular in Ontario at that time. The program was to develop F1-F2 beef.

Les was responsible for setting up the guidelines for the Maritime Angus Commercial Breeder Award. He was a strong supporter of the Easter Beef Show and Sale. He has supported local 4-H members by offering beef animals so they could show. Les served on the Farm Producers Board for 5 years. In 2005 Les and Linda hosted the Maritime Angus Field Day & Junior Heifer show at their farm. He was President of Maritime Angus Association in 2002, Commercial Breeder of the Year in 2002, served on the Beef Advisory Board, EBI, and Kent Farmers Association and was Farmer of the Year in 2011. At present he is still actively farming and has 21 cows.

Tribute to Outgoing President David Sibbald

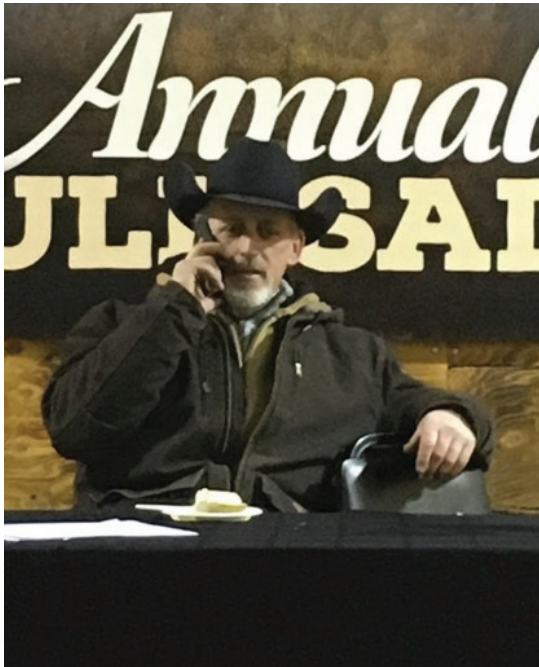
written by David's wife Mary Beth

I am so honoured to have been given this privilege of writing this tribute to my husband. I think he is a pretty great guy and I am happy to brag about him.

A few words that describe my husband and his love for the Angus breed would be enthusiastic and determined. He enthusiastically took on the role as your president and was determined to do his best for the betterment of the breed.

Anyone who has ever had a conversation with David about Angus cattle, like him or not; cannot deny his passion for the breed. He has devoted his life to Angus from his 4-H and Junior show days to marketing our purebred cattle worldwide. He has a vision; he has conviction and he always has time to promote the breed of cattle that he is passionate about. He always makes time to judge 4-H and Junior shows and to visit with the next generation of cattle people. He believes that the youth are so very important and he enjoys hearing about their visions and where they see this industry going.

This past year serving as President has meant a lot to David. He has met many new people and reconnected with others. He travelled to the Maritimes and enjoyed seeing that part of Canada very much. He went to Oklahoma



David at the Triple S Red Angus Annual Bull Sale



David and his son Dylan



David, Dylan, Mary Beth and Adam

and Illinois representing the Angus breed, working hard to open some dialogue with the respected associations. It has been a hectic year but I don't think he would have had it any other way. Through it all he has had the support of an admirable board, CEO and staff that are second to none. As Angus breeders we are truly lucky to have so many great people working on behalf of us and our cows! I would like to remind everyone of the countless hours that these people give. They do not get enough recognition for the hours that they dedicate to this breed; it truly is a "labor of love". So just remember the next time you are complaining about something or have concerns, maybe you should consider putting yourself out there and running for the board. The Angus breed is number one because of its people and their dedication to the Angus Mother Cow.



CAA *Member Value Proposition*

- CAA** = optimal service
- + integrity
 - + tools
 - + pride
 - + community
 - + leadership & vision



= Member Value (Profitability in Canada's #1 Beef Breed)

Canadian Angus Association

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