

A New Horizon

2017 Annual Report



Canadian Angus Association

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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

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



I stood before the membership in Quebec City as president elect of the Canadian Angus Association in 2016 and stated that I love a great story and I want to hear yours. As I transferred into the presidency in 2017, I was quick to realize that Canadian Angus is a book of many complex chapters that is a fantastic success story in itself.

We know that success is defined in the Oxford dictionary as

1] The accomplishment of an aim; 2] The attainment of wealth, fame, or position; 3] A thing or person that turns out well. We see Angus and Angus-influenced representing 64% of the national cow herd. We register more calves than all other breeds combined in Canada annually. Our Angus Tag program that identifies our genetics is unrivaled in the industry. At every turn we see an Angus product in retail stores and restaurants across the nation. In turn, we enjoy one of the most recognized brands in Canada. We also have the Canadian Angus Foundation that is unparalleled by any other breed association in the nation. The story is a good read and we celebrate all these accomplishments as a measure of success. And I believe our success is derived from the revolutionary and bold vision of

the past leaders of this organization.

The challenge that we face moving forward as leaders and members of the CAA is to ensure that complacency doesn't stifle our great success story midway through the plot. We need to continually challenge ourselves to think beyond the farm gate, consider innovative science and technologies, form industry partnerships, and be vigilant on process improvement. The reward will be business growth for Canadian Angus and its stakeholders.

It has been an incredible experience to serve as president on behalf of the CAA membership and to lead the CAA Board this past year. I would like to thank the board of directors for their commitment of time to share knowledge and vision to ensure the future of the CAA. You are truly a passionate group that is second to none. I would also like to acknowledge the support and extra effort put forth by Traci and Paige over the previous three years that I was involved with the CAA Board, and most recently with this past year's CAA presidential commitments. My term as president has truly been a group effort. Thank you.

In closing, I'd like to share a Vince Lombardi quote: "Perfection is not attainable, but if we chase perfection we can catch excellence."

Your 82nd Canadian Angus President,
Brett Wildman

En 2016, j'ai adressé les membres à Québec comme président élu de l'Association canadienne Angus en déclarant que j'adorais une belle histoire et que je voulais connaître la vôtre. Alors que j'étais muté à la présidence en 2017, je me suis vite rendu compte que le Angus canadien est un livre de nombreux chapitres complexes et qui en soi, est une fantastique histoire de succès.

Nous savons que le succès est défini par le dictionnaire étant 1] l'accomplissement d'un but; 2] l'accomplissement de la richesse, la renommée, ou la position; 3] une chose ou une personne qui s'avère bien. En regardant la position des animaux Angus ou influencés par la génétique Angus, on constate qu'ils représentent 64% du cheptel national de vaches. Nous enregistrons plus de veaux Angus à chaque année que toutes les autres races combinées au Canada. Notre programme d'étiquettes Angus identifiant notre génétique, est inégalé dans l'industrie. Les produits Angus sont présents dans les magasins de détail et les restaurants à travers le pays. Conséquemment, nous jouissons d'une reconnaissance des plus élevées pour notre marque au travers

du pays. Nous avons également la Fondation canadienne Angus qui est inégalée par toute autre association de race. Notre histoire est une bonne lecture et nous célébrons toutes ces réalisations comme une mesure de succès. Et je crois que notre succès découle de la vision révolutionnaire et audacieuse des anciens dirigeants de cette organisation.

Le défi que nous devons relever en tant que leaders et membres de l'ACA, est de faire en sorte que la complaisance n'étouffe pas notre grande réussite à mi-chemin de l'intrigue. Nous devons continuellement nous remettre au défi de penser au-delà de la ferme, d'envisager des sciences et des technologies novatrices, de former des partenariats avec l'industrie et d'être vigilants sur l'amélioration des processus. La récompense sera la croissance des entreprises Angus canadiennes et de ses intervenants

Ce fut une expérience incroyable de servir à la présidence au nom des membres de l'ACA et de diriger le Conseil d'administration au cours de l'année écoulée. Je tiens à remercier le Conseil d'administration pour leur engagement

à partager leurs connaissances et leur vision pour assurer l'avenir de notre association. Vous êtes vraiment un groupe passionné qui est en second lieu à aucun. Je tiens également à souligner le soutien et l'effort supplémentaire mis en avant par Traci et Paige au cours des trois dernières années depuis le début de mon implication au sein du Conseil d'administration de l'ACA, et plus récemment avec les engagements présidentiels de l'année dernière. Mon mandat de Président

a vraiment été un effort de groupe familiale. Merci.

En terminant, je voudrais partager une citation de Vince Lombardi: «la perfection n'est pas réalisable, mais si nous chassons la perfection, nous pouvons attraper l'excellence.»

Votre 82^e président canadien Angus,
Brett Wildman

CANADIAN ANGUS ASSOCIATION BOARD OF DIRECTORS

PRESIDENT Brett Wildman—First term expires in 2019

PAST PRESIDENT David Sibbald—Term expires in 2018

PRESIDENT ELECT Trevor Welch—Term expires in 2020

BRITISH COLUMBIA Lorraine Sanford—Term expires 2018

ALBERTA Bob Hahn—Term expires in 2019

ALBERTA George Baxter—First term expires in 2020

SASKATCHEWAN Tracey Willms—First term expires in 2018

SASKATCHEWAN Dave Johnson—First term expires in 2018

SASKATCHEWAN Dale Easton—First term expires in 2019

MANITOBA Shawn Birmingham—Term expires in 2020

ONTARIO Graham McLean—First term expires 2020

QUEBEC Ryan Currie—Term expires in 2020



Clockwise from top left: Dave Johnson, Ryan Currie, Trevor Welch, Brett Wildman, David Sibbald, Shawn Birmingham, Dale Easton, George Baxter, Bob Hahn, Lorraine Sanford, Tracey Willms, Graham McLean, Rob Smith (CEO)

MESSAGE FROM YOUR CEO



Welcome to this review of our year in Canadian Angus that was 2017. We have chosen the title "A New Horizon" for this report because 2017 was very much about engaging our membership to 'chart the course' for our future. It was not only our most important undertaking through 2017, but also the most illuminating and, ultimately, the most rewarding.

There are definitely other highlights of 2017 worth noting.

We broke another record with our annual Canadian Angus Foundation fundraiser auction sale, "Building the Legacy", in its 6th edition. Thanks to major donations from our fellow Canadian Angus members, including the blessed herd 'picks' from Hamco Cattle Co., Merit Cattle Co., Wraz Red Angus, Eastondale Angus and Anderson Cattle Co. (Swan River, MB), our members and partners generated the most support for our Foundation yet, allowing us to start diversifying our thinking about how to create more value from this investment not just for youth development, but into genetic research and progress. The generosity of our members and partners is a constant inspiration to me and I don't expect this will ever change.

We also watched the 'fruits of our labour' as we sent 12 outstanding Canadian Angus youth to the World Angus Forum in Scotland in June. They represented us very well and helped spread the word of the Canadian Angus advantage to our global colleagues and friends. They were joined by a very large contingent of Canadians in attendance as we celebrated the number one beef cattle breed in the world at its birthplace. I love that Canadians are motivated to learn more about their choice of breed and its growth and advancement the world over. While its timing is not ideal for our active producers, I hope we will have a strong Canadian delegation at Uruguay's World Angus Secretariat next March. Did you know that Uruguay

has both the highest per capita beef production and consumption in the world? Next year, we will be able to learn about that and see how our genetics can affect and improve one another.

Your Association enjoyed a very strong year financially, and this is because of increased member investment in Canadian Angus through greater activity in memberships, transfers, weights and tag sales. Our members continue to not only grow (at a time when the national cattle inventory does not reflect our members' high optimism or increasingly younger demographics) but increase their adoption of Canadian Angus tools, meaning more and more added value created for your buyers as well as an input into your genetic decision-making.

It is, however, the input of our members through last year's engagement process how we will best remember 2017. The open sessions we facilitated from British Columbia through the Maritimes, where more than 200 members shared their thoughts and opinions, their vision and their values with us, delivered a very strong message from our membership about direction and priorities. Then we experienced highly significant results in response to our Comprehensive Membership Survey, maximizing our confidence as we finalize the next iteration of Canadian Angus' Strategic Plan, which we will unveil at Convention in Comox Valley in June 2018.

We thank you for your interest, your input and your investment in YOUR Canadian Angus Association in 2017. We all serve ONLY to create value for you, our members. From Joanelle Fuellbrandt 'up front' at your national headquarters, Angus Central, to Brian Good travelling across BC and Alberta, from veteran Julia Engel to 'rookie' Mandi Tilleman satisfying your requests, through your elected Board of Directors, 12 of the most visionary and effective leaders I've ever known, you are our number one and, in fact, ONLY priority. So please know that, in those words that Bryan Adams wrote more than 25 years ago...

Everything we do, we do it... for YOU.

Thank you. It is our honour, and our privilege, to serve you.



MESSAGE DE VOTRE PDG

Bienvenue à l'examen annuel du Angus canadien pour 2017. Nous avons choisi le thème «un nouvel horizon» pour ce rapport, parce que 2017 s'est concentré sur l'engagement de nos membres à «tracer le parcours» de notre avenir. Non seulement cette activité s'est avérée la plus importante au cours de 2017, mais aussi celle qui nous a le plus éclairé et, conséquemment, la plus gratifiante. Il y a certainement eu d'autres points saillants à noter au cours de l'année.

Nous avons atteint un autre record avec la 6e édition de notre collecte annuelle de fonds «Bâtir l'héritage» présentée par la Fondation Angus canadienne. Grâce aux dons importants de nos membres canadiens, y compris les choix de troupeaux offerts par Hamco Cattle Co., Merit Cattle Co., Wraz Red Angus, Eastondale Angus et Anderson Cattle Co. (Swan River, MB), nos membres et partenaires ont généré le soutien financier le plus important à date pour la Fondation. Ceci nous permet donc de diversifier nos réflexions vis-à-vis la création de valeur par l'entremise de cet investissement, non seulement pour le développement des jeunes, mais aussi pour la recherche et le progrès génétiques. La générosité de nos membres et partenaires est une inspiration continue pour moi et je ne m'attends pas à ce que cela ne changera jamais.

Votre association a bénéficié d'une année très forte financièrement, et c'est en raison de l'augmentation des investissements des membres envers un plus grand nombre de demandes de services à l'association comme les transferts, la soumission des poids et les ventes d'étiquettes. Nos membres continuent non seulement d'accroître leur troupeau (à un moment où le cheptel national ne reflète pas l'optimisme de nos membres ou la démographie de plus en plus jeune), mais d'accroître leur

adoption des outils Angus canadiens, ce qui signifie de plus en plus de valeur ajoutée créée pour vos acheteurs ainsi qu'une contribution à votre prise de décision génétique. Il est, cependant, l'apport de nos membres par le biais du processus d'engagement de l'année dernière dont on se souviendra le mieux pour 2017. Les séances ouvertes que nous avons animées de la Colombie-Britannique jusqu'aux Maritimes, où plus de 200 membres ont partagé leurs pensées et leurs opinions, leur vision et leurs valeurs avec nous, et où ils nous ont offert un message très clair sur l'orientation et les priorités de l'association. Par la suite, les résultats de notre sondage exhaustif auprès des membres, a confirmé notre approche envers le nouveau plan stratégique Angus. Celui-ci vient d'entrer à sa prochaine étape d'itération et la version finale sera dévoilée à la Convention de Comox Valley en juin 2018.

Nous vous remercions de votre intérêt, de votre contribution et de votre investissement envers votre Association Angus canadienne en 2017. Nous servons nos membres toujours en espérant créer une valeur élevée. De Joanelle Fuellbrandt qui vous accueille à l'entrée du siège social « Angus Central » à Calgary, à Brian Good voyageant à travers la Colombie-Britannique et l'Alberta, de la vétérane Julia Engel jusqu'à la toute nouvelle Mandi Tillon répondant à vos demandes, par l'intermédiaire de votre Conseil d'administration élu, 12 leaders les plus visionnaires et efficaces que j'ai jamais connu, vous êtes notre numéro un et, si fait, notre seule priorité. Alors s'il vous plaît, sachez que « Tout ce que nous faisons, nous le faisons... pour vous. »

Merci. C'est notre honneur, et notre privilège, de vous servir.



CANADIAN ANGUS ASSOCIATION STAFF

ADMINISTRATION TEAM



Rob Smith
CEO



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



Mandi Tilleman
Member Service
Solutions



Eidel Torio
Member Service
Solutions

MEMBER VALUE TEAM



Carmen Koning
Member Value
Team Leader



Brian Good
Senior Director
of Business
Development,
BC & Alberta



Nate Marin
Director of Business
Development, New
Generation



Alex Shuttleworth
Mentorship Program
Coordinator



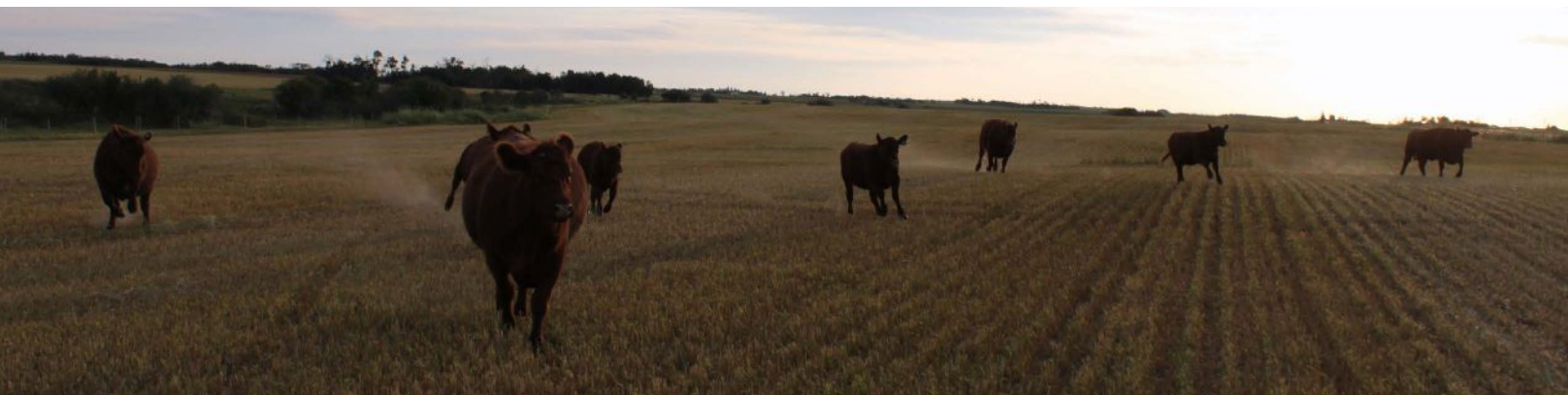
Bob Toner
Director of Business
Development,
Saskatchewan &
Manitoba



Belinda Wagner
Canadian Junior
Angus Association
Coordinator &
Canadian Angus
Foundation
Executive Director



Keltey Whelan
Branding Officer



CURRENT REGIONAL ASSOCIATION REPRESENTATIVES

PROVINCE

BC
Alberta
Saskatchewan
Manitoba
Ontario
Quebec
Martimes
Canadian Red Angus
Promotion Society

PRESIDENT

Tom deWaal
Blake Morton
Sheldon Kyle
Larissa Hamilton
Andrew Fraser
Frederic Guoin
Amy Higgins
Cole Goad

SECRETARY/ MANAGER

Carley Henniger
Susan Fankhanel
Belinda Wagner
Mandi Fewings
Julie Townsend
Cynthia Jackson
Betty Lou Scott
Susan Fankhanel

FINANCIAL STATEMENTS OF CANADIAN ABERDEEN ANGUS ASSOCIATION

Year ended December 31, 2017

INDEPENDENT AUDITORS' REPORT

To the Members of Canadian Aberdeen Angus Association

We have audited the accompanying financial statements of Canadian Aberdeen Angus Association, which comprise the statement of financial position as at December 31, 2017, 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, 2017, 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
April 5, 2018
Calgary, Canada



CANADIAN ABERDEEN ANGUS ASSOCIATION

Statement of Financial Position

December 31, 2017, with comparative information for 2016

| | Canadian Aberdeen Angus Association | Canadian Junior Angus | 2017 | 2016 |
|---|-------------------------------------|-----------------------|--------------|--------------|
| Assets | | | | |
| Current: | | | | |
| Cash | \$ 289,999 | \$ 10,609 | \$ 300,608 | \$ 385,251 |
| Accounts receivable | 177,248 | 11,231 | 188,479 | 177,544 |
| Prepaid expenses and deposits | 10,000 | 5,441 | 15,441 | 18,446 |
| | 477,247 | 27,281 | 504,528 | 581,241 |
| Investments (note 2) | | | | |
| Internally restricted | 288,673 | – | 288,673 | 206,673 |
| Unrestricted | 30,060 | – | 30,060 | 21,597 |
| Property and equipment (note 3) | 4,737,848 | – | 4,737,848 | 4,869,808 |
| | \$ 5,533,828 | \$ 27,281 | \$ 5,561,109 | \$ 5,679,319 |
| Liabilities and Net Assets | | | | |
| Current liabilities: | | | | |
| Accounts payable and accrued liabilities (notes 4 and 10) | \$ 174,156 | \$ – | \$ 174,156 | \$ 244,078 |
| Member accounts | 64,322 | – | 64,322 | 62,049 |
| Deferred revenue | 22,652 | 650 | 23,302 | 75,228 |
| Current portion mortgage payable (note 6) | 147,540 | – | 147,540 | 142,076 |
| | 408,670 | 650 | 409,320 | 523,431 |
| Mortgage payable (note 6) | 3,058,401 | – | 3,058,401 | 3,207,193 |
| | 3,467,071 | 650 | 3,467,721 | 3,730,624 |
| Net assets: | | | | |
| Invested in property and equipment | 1,531,907 | – | 1,531,907 | 1,520,539 |
| Internally restricted (note 2) | 288,673 | – | 288,673 | 206,673 |
| Unrestricted | 246,177 | 26,631 | 272,808 | 221,483 |
| | 2,066,757 | 26,631 | 2,093,388 | 1,948,695 |
| Commitments (note 8) | | | | |
| | \$ 5,533,828 | \$ 27,281 | \$ 5,561,109 | \$ 5,679,319 |

See accompanying notes to financial statements.

Approved on behalf of the Board:

[Signature] President

[Signature] Chief Executive Officer

| | 2017 | 2016 |
|---------------------|--------------|--------------|
| Revenue: | | |
| Registrations | \$ 2,070,587 | \$ 2,139,005 |
| CACP tag program | 1,020,264 | 988,389 |
| Transfers | 407,946 | 394,463 |
| Memberships | 253,282 | 259,494 |
| Performance weights | 216,156 | 264,788 |
| DNA | 251,195 | 466,611 |
| Grants | 120,777 | 88,116 |
| Other | 150,173 | 144,884 |
| | 4,490,380 | 4,745,750 |

| | | |
|---------------------------------|-----------|-----------|
| Expenses: | | |
| Wages and employee benefits | 1,262,396 | 1,219,505 |
| CACP tag program | 941,857 | 925,862 |
| Office, rent and other expenses | 357,554 | 360,176 |
| Provincial activity grants | 341,852 | 413,706 |
| Interest on long term debt | 122,066 | 129,408 |
| Genetic evaluations | 133,185 | 140,357 |
| Advertising and promotion | 159,100 | 123,906 |
| DNA | 183,902 | 438,195 |
| Professional fees | 102,727 | 216,835 |
| Field service | 133,140 | 126,485 |
| Travel | 140,097 | 138,943 |
| Directors and committees | 104,752 | 113,258 |
| Bank charges | 96,019 | 100,071 |
| Registry | 85,986 | 53,252 |
| Subscriptions and memberships | 20,865 | 20,791 |
| Junior activity | 32,984 | 24,559 |
| Foundation transfers | – | 2,000 |
| Depreciation | 133,739 | 134,816 |
| | 4,352,221 | 4,682,125 |

| | | |
|---|---------|---------|
| Excess of revenue over expenses before the undernoted | 138,159 | 63,625 |
| Other income (loss): | | |
| Canadian Junior Angus activity (note 11) | (5,708) | – |
| Unrealized gain (loss) on foreign exchange | 1,169 | (1,233) |
| Gain on disposal of investments | 6,786 | – |
| Investment income | 4,287 | 892 |
| | 6,534 | (341) |

| | | |
|--|-------------------|------------------|
| Excess of revenue over expenses | \$ 144,693 | \$ 63,284 |
|--|-------------------|------------------|

See accompanying notes to financial statements.

| | Invested in Property and equipment | Internally restricted | Unrestricted | Total |
|---|------------------------------------|-----------------------|--------------|--------------|
| 2016 | | | | |
| Balance, beginning of year | \$ 1,509,306 | \$ 121,673 | \$ 254,432 | \$ 1,885,411 |
| Excess (deficiency) of revenue over expenses | (134,816) | – | 198,100 | 63,284 |
| Repayment of mortgage | 125,220 | – | (125,220) | – |
| Investment in property and equipment (note 2) | 20,829 | – | (20,829) | – |
| Transfers (note 2) | – | 85,000 | (85,000) | – |
| | \$ 1,520,539 | \$ 206,673 | \$ 221,483 | \$ 1,948,695 |

| | Invested in Property and equipment | Internally-restricted | Unrestricted | Total |
|---|------------------------------------|-----------------------|--------------|--------------|
| 2017 | | | | |
| Balance, beginning of year | \$ 1,520,539 | \$ 206,673 | \$ 221,483 | \$ 1,948,695 |
| Excess (deficiency) of revenue over expenses | (133,739) | – | 278,432 | 144,693 |
| Repayment of mortgage | 143,328 | – | (143,328) | – |
| Investment in property and equipment (note 2) | 1,779 | – | (1,779) | – |
| Transfers (note 2) | – | 82,000 | (82,000) | – |
| | \$ 1,531,907 | \$ 288,673 | \$ 272,808 | \$ 2,093,388 |

See accompanying notes to financial statements.

| | 2017 | 2016 |
|--|------|------|
|--|------|------|

Cash provided by (used in):

| | | | |
|--|------------|-----------|--|
| Operations: | | | |
| (Deficiency) excess of revenue over expenses | \$ 144,693 | \$ 63,284 | |
| Items not involving cash: | | | |
| Depreciation | 133,739 | 134,816 | |
| Unrealized (gain) loss on foreign exchange | (1,169) | 1,233 | |
| | 277,263 | 193,333 | |

Changes in non-cash operating working capital:

| | | |
|---|----------|----------|
| Decrease (increase) in accounts receivable | (10,935) | (8,042) |
| Decrease (increase) in prepaid expenses and deposits | 3,005 | (9,145) |
| Increase (decrease) in accounts payable and accrued liabilities | (69,922) | 36,247 |
| Increase (decrease) in member accounts | 2,273 | 5,561 |
| Increase (decrease) in deferred revenue | (51,926) | (42,030) |
| | 149,758 | 181,924 |

| | | |
|--|-------------------|-------------------|
| Financing: | | |
| Repayment of mortgage | (143,328) | (125,220) |
| Investing: | | |
| Additions to investments | (90,463) | (85,987) |
| Purchase of property and equipment | (1,779) | (20,829) |
| | (92,242) | (106,816) |
| Unrealized gain on foreign currency held at year end | 1,169 | (1,233) |
| Increase (decrease) in cash | (84,643) | (51,345) |
| Cash beginning of year | 385,251 | 436,596 |
| Cash, end of year | \$ 300,608 | \$ 385,251 |

See accompanying notes to financial statements.

Notes to Financial Statements

Year ended December 31, 2017, with comparative information for 2016

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 using declining balance method at a rate of 2% annually 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.

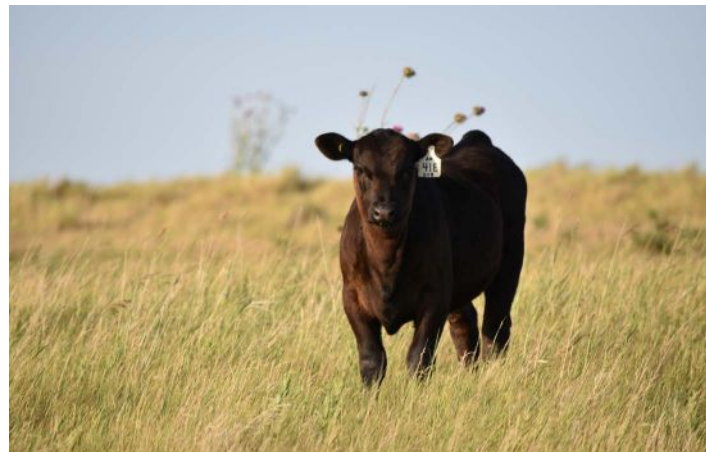
(i) Comparative figures:

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

2. Investments:

Investments consist of a guaranteed investment certificate of \$75,000 (2016 - \$75,000), which is earning interest at a rate of 1.75% per year, is set to mature on May 25, 2020, and marketable securities of \$243,733 (2016 - \$153,270), of which \$288,673 (2016 - \$206,673) is internally restricted.

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.

During 2017, the Board of Directors approved a contribution of \$82,000 to the internally restricted fund. The contribution relates to the 2017 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 | 2017 Net book value | 2016 Net book value |
|-------------------------|--------------|--------------------------|---------------------|---------------------|
| Land | \$ 1,263,276 | \$ - | \$ 1,263,276 | \$ 1,263,276 |
| Building | 3,745,711 | 305,105 | 3,440,606 | 3,510,822 |
| Furniture and equipment | 338,536 | 324,526 | 14,010 | 53,761 |
| Computer software | 204,996 | 195,030 | 9,966 | 13,678 |
| Signs | 44,435 | 37,735 | 6,700 | 13,399 |
| Computer hardware | 297,251 | 293,961 | 3,290 | 6,225 |
| Automotive equipment | 43,235 | 43,235 | - | 8,647 |
| | \$ 5,937,440 | \$ 1,199,592 | \$ 4,737,848 | \$ 4,869,808 |

4. Accounts payable and accrued liabilities:

Included in accounts payable and accrued liabilities are government remittances payable of \$20,981 (2016 - \$23,093), which includes amounts payable for goods and services tax.

5. Bank Indebtedness:

At December 31, 2017, 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, 2017.

6. Mortgage payable:

| | 2017 | 2016 |
|---|--------------|--------------|
| AFSC fixed rate mortgage, bearing interest at 3.84% repayable in monthly blended payments of \$22,185 commencing February 1, 2014, maturing January 1, 2019 | \$ 3,205,941 | \$ 3,349,269 |
| Current portion of mortgage payable | 147,540 | 142,076 |
| | \$ 3,058,401 | \$ 3,207,193 |

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:

| | |
|------|------------|
| 2018 | \$ 147,541 |
| 2019 | 153,215 |
| 2020 | 159,108 |
| 2021 | 165,227 |
| 2022 | 2,590,608 |

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 Association's 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, 2017 are summarized as follows:

| | 2017 | 2016 |
|-------------------|------------|------------|
| Total assets | \$ 813,028 | \$ 729,099 |
| Total liabilities | 362,329 | 351,865 |
| Total net assets | 450,699 | 377,234 |
| | \$ 813,028 | \$ 729,099 |

In accordance with donor imposed restrictions, \$322,525 (2016 - \$307,045) of the Foundation's assets are to be used to provide scholarships to junior candidates and other junior programming. A further \$30,442 (2016 - \$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 the following objectives:

- 1) To promote education, research and development concerning specific agricultural topics that will benefit the entire beef industry.
- 2) To provide scholarships, bursaries and prizes to advance education in the field of breed production.
- 3) To provide funding for the advancement and benefit of youth agricultural activities.
- 4) To provide and promote education and research in the field of beef production.
- 5) Ensure respect, preservation and restoration for the rich and long history of the Angus breed in Canada, of those Canadians developing the Angus breed, and the Canadian Angus Association who are the national organization supporting both the producers and their Angus cattle.

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.

| | 2017 | 2016 |
|---------------------------------|------------|-------------|
| Total revenues | \$ 241,068 | \$ 204,873 |
| Total expenses | 169,994 | 153,326 |
| Excess of revenue over expenses | \$ 71,074 | \$ 51,547 |
| | 2017 | 2016 |
| Decrease in cash | \$ (9,528) | \$ (15,020) |

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 three years are as follows:

| | | |
|------|----|--------|
| 2018 | \$ | 36,630 |
| 2019 | | 4,181 |
| 2020 | | 1,045 |

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, 2017.

(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 \$10,246 (2016 - \$8,050) generated from a company owned by a member of the Association acting in an oversight role with \$nil (2016 - \$nil) remaining in accounts receivable at year end relating to this revenue.

During the year, revenue of \$25,062 (2016 - \$39,674) was received from the Foundation for projects and services provided on behalf of the Association. In 2017, 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 \$2,400 (2016 - \$2,000) in accounts payable and accrued liabilities at year end relating to this donation.

During the year, CJA had expenditures in excess of revenues of \$5,708 (2016 - surplus of \$7,133) as a result there was no allocation to the Foundation. The process for dispersing the funds is at the request of the CJA, pending the approval of the Foundation's management.

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 Association ("CJAA"):

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

| | 2017 | 2016 |
|---|------------|------------|
| Revenue: | | |
| Juniors Revenue | \$ 96,944 | \$ 101,132 |
| Expenses: | | |
| Juniors Expenses | 114,847 | 104,014 |
| Deficiency of revenue over expenses | (17,903) | (2,882) |
| Received from Canadian Aberdeen Angus Association | 12,195 | 10,015 |
| Allocation to the Foundation (note 10) | - | (7,133) |
| Net deficiency of revenue over expenses | \$ (5,708) | \$ - |



REGIONAL REPORTS

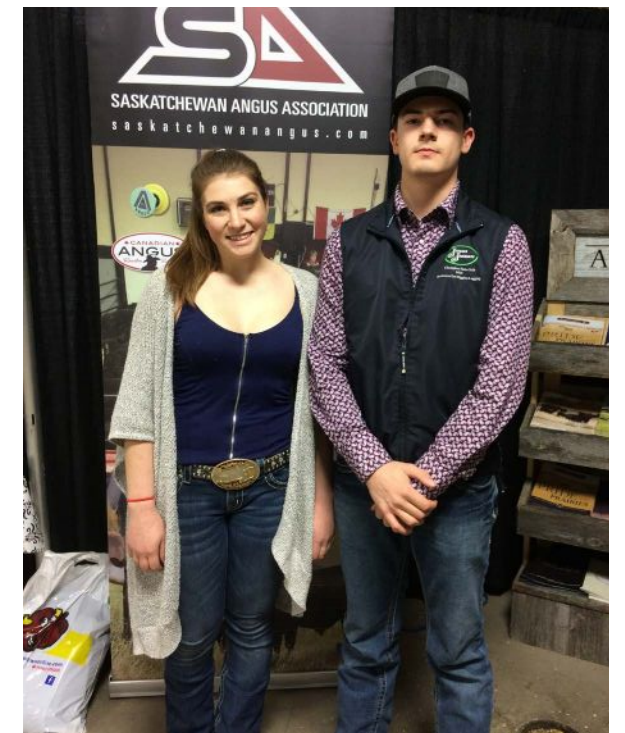
British Columbia

Tom deWaal

In BC, 2017 was a year of extremes: wet weather in the spring followed by dry conditions all summer and the worst fire season on record.

We saw lots of activity with the Angus breed in BC. Some record-breaking sales started off 2017 and the fall female sales didn't let up the fast pace for Angus cattle. The year started out with the first pen show ever in Prince George that was well attended, and the summer shows didn't disappoint in numbers. Our AGM was held in September in Armstrong where nominations were taken for the national director position to replace retiring director Lorraine Sandford.

As well, the BC Angus Association is well along in organizing the Canadian Angus National Convention this June in Comox on Vancouver Island. A wonderful venue has been picked out and the organizing committee has been diligently working on organizing one of the best Conventions to date. Please accept our invitation to come and enjoy. As I write this letter to you, calving and the 2018 bull sale season is off and running and optimism is at an all-time high in the industry. It is my hope that the trend continues.



Alberta *Blake Morton*

It seems weird writing a report for the AGM when there is still snow on the ground. It has been the longest and coldest winter in years. All of my purebred friends in Alberta will be very thankful when spring comes.

Here is praying we have nice warm rains this spring and summer so everyone can replenish their feed supplies. It has been a trying year for feed in Alberta with hay prices around the \$150 per ton mark and in some areas, \$200 or higher per ton.

I would like to start by saying thank you to our Alberta Board, Greg Pugh (Past President), Tiffany Richmond (Vice President), Kaleen Harris (Finance Director), David Schneider (Director at Large), Laura Baxter, Georgina Smith, Robert Geis, Darrell Hickman, Luke Tannas, Cole Goad, Dave Hofstra, Brett Wildman, Quinn Hamilton and Kelsey Knott. Your hard work is very much appreciated.

We have a great show committee; that is one thing I can say we do a great job of. The shows all run smooth and we have added some fun events to both of our Gold Shows. We are once again planning to have the Family Fun Casino in Olds and Our Cattlemen Social in Edmonton. This year for the Cattlemen's Social, with the generous donation from Nancy Delfino of Avula Safaris, we will be auctioning off a 5-Day South Africa safari for two hunters. Accommodations for the hunters includes: private en-suite, three home-cooked meals daily, snacks, local beers, local wines (red and white), soft drinks, daily maid service in your suite, daily laundry service, lodge staff service, professional hunter (licensed PH-guide), tracker, skinners, field dressing, caping, trophy pick-up service by local taxidermist for processing. The winning bidder will be hunting for Trophy Gemsbok, Trophy Impala, Trophy Springbok and Trophy Warthog. With this great donation for the Cattlemen's Social we thought it fitting that we use a theme of Outdoor Adventure for the silent and live auction. This is a fun non-genetics auction and we are looking forward to seeing everyone there.



Planning has started and venues have been booked as Alberta will be hosting the National Convention in 2019. We are very excited about the world-class facilities and besides being in the heart of cattle country, it is a cool and very fun place for the whole family to visit. We plan on hosting an event that will not only draw Angus breeders but also hope to draw in a lot of commercial cattle people too.

We held our 2017 Alberta AGM in Calgary in conjunction with the Canadian Beef Industry Conference. With CBIC moving to Ontario this year we will be holding the AGM in Bashaw for 2018. We look forward to seeing everyone there for the Alberta Angus Junior Show and the Alberta AGM.



Saskatchewan *Sheldon Kyle*

During 2017 the Saskatchewan Angus Association Board of Directors remained focused upon the goals and outcomes of our strategic planning process, mainly membership engagement and education. Our board hosted successful breeder information sessions at Saskatoon, Yorkton and Regina during the year. These events are a great opportunity for our membership to learn more about our industry, association and network with their peers. We still believe 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.



Our annual summer tour was hosted in the Lloydminster area on August 10 and 11 and was a complete success. Our tour hosts knocked it out of the park with the level of hospitality, quality of cattle and the phenomenal number of people that were in attendance. The summer tour is one of my personal highlights of the Saskatchewan Angus calendar; if you haven't been to one, you need to make it a priority. They are a perfect opportunity to tour some new herds, catch up with fellow breeders and enjoy the company of our Angus fraternity.

2017 saw the third intake of participants into our mentorship program. This program matches younger members with an individual that they have identified or that has been selected by our committee who will provide support and guidance to the mentee during the program year. Participants are expected to attend at least two major Angus events, one industry event and complete at least one professional development workshop during the program as well as assist with various committee activities throughout the year. Past participants have all stated that they find this process informative and enjoyable. We are already seeing long-lasting friendships and business partnerships that have developed because of this program.

Our annual Gold and Junior Show has been hosted in Lloydminster as part of the Stockade Roundup for the last four years. This has proven to be highly successful as the quality of the show in terms of facilities, participation and quality of cattle has been exceptional. 2017 was the first year for the new facilities at Canadian Western Agribition. The Saskatchewan Angus Association hosted a phenomenal Agribition show with increased participation, strong sales

and the highest number of registered international guests ever. Continued commitment from exhibitors, sponsors, volunteers and show goers makes CWA one of the biggest and the best fall shows in Canada. The improved facilities will continue to be a drawing card for exhibitors and show goers for many years to come.

The Angus Edge newsletter remains one of our largest projects. It is mailed out to approximately 700 Angus breeders and 1,800+ commercial cattle producers. We continue to grow our social media presence and have an active Facebook page with nearly 1,400 followers and growing. Our display booth was once again at several field days and conferences during 2017 where we handed out updated information and actively promoted the Angus tag program.

This past year the SAA continued sponsorship of several youth events including the Regina, Saskatoon and Yorkton Spring Steer & Heifer Shows and the Young Ranchmen's Competition in Swift Current. 4-H members that showed Angus influenced projects at their Achievement Days were provided with a token "Angus" gift while the champions and reserve champions at regional shows were presented jackets sponsored by the Saskatchewan Angus Association. Our junior Angus program remains strong while we continue to provide funding assistance for junior members to attend the national GOAL conference and provide guidance towards their various events. We hosted the largest ever Showdown in Lloydminster, July 20-22, 2017. Everyone that attended was elated with the success of the entire show and the fun-filled atmosphere that was present. These summer Junior shows are a great family event and many lasting friendships are fostered during them.

The Burkell family of Parkwood Angus, Yorkton, SK was honoured as our 2017 Purebred Breeder of the year while our commercial producer of the year was awarded to Richard and Barb Krupski, Iron Saddle Ranch, Lemberg, SK. Our Honourary Canadian President was awarded to Kuno Freitag, Town 'N Country Angus, Alameda, SK and our Honourary Saskatchewan President was awarded to Grant Crossman, Newpark Farms, Rosetown, SK and three families were presented with our Heritage awards at Agribition—Steve & Violet Moleski, Black Ridge Angus Farm, Dysart, SK; Ron & Marilyn Mountenay, Ivanhoe Angus, Belle Plaine, SK and Merle Thomason, Thomason Angus Farm, Bethune, SK.



Manitoba Barb Airey

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

- January 2017–Booth at Manitoba Ag Days in Brandon. Bob Toner was there promoting and selling Angus tags. MAA handed out new herd directories and talked to many commercial Angus breeders.
- February–April–Bull sales were strong around the province.
- June–MAA hosted the Canadian Angus National Convention where approximately 200 Angus enthusiasts gathered from across Canada. Highlights were the President's Reception at Commonwealth Air Training Plan Museum, tour of Anderson's feedlot, torrential downpour on the swinging bridge, supper and cattle displays at HBH Angus Farm, excellent speakers and the Building the Legacy fundraiser auction. The Convention was a great event and a great time to make new friends and acquaintances.
- July–Manitoba Angus Gold Show in Carberry. Good attendance of Angus cattle and Angus enthusiasts for the show.
- August–Manitoba Angus Summer Pasture Tour hosted by Eddie Creek from Dugald.
- October–Manitoba Angus Fall Gold Show at Ag Ex in Brandon. A large number of high quality Angus cattle, and a great place to visit with fellow cattlemen.
- December–AGM in Brandon: our AGM was held the



afternoon before the Keystone Classic sale with very good attendance and we welcomed new board members.

- December 3–Keystone Classic Sale in Brandon at the Keystone Centre. A very good sale, the quality of cattle was very deep, lot numbers were up as well as sale average was up.

This past year has been very busy and very rewarding. I would like to thank the Manitoba Angus Association Board of Directors and our Manitoba members for their dedication and time. It truly is the people we work with that make our organization great.

We look forward to the year ahead, strong calf prices, new genetics, and always the great people.

Ontario

Andy Fraser

I would like to take this time to thank the Ontario board of directors and the membership for having me hold the position of president over this past year. Once again the Ontario association continues to grow stronger.



Congratulations to Graham McLean on being elected as our new Canadian Director, as he will represent us here in Ontario very well.

The Canadian Angus Convention was held in Brandon, MB last June and once again the Canadian Angus Foundation sale was a huge success.

It was a proud moment for us here in Ontario as we sent some of our Ontario Juniors to the World Angus Forum in Scotland to compete. As usual they did us proud! I had the privilege of attending the Forum, as many Canadians did, and I saw many familiar faces from Ontario. I'm sure it was a great experience for all.

The Ontario Angus Association held its field day, hosted by Mike Fallis and his family. It was a great day and big turnout of members. There was a small junior show, some judging for the group, and a great social time after. Many thanks to the Fallis family for hosting this event once again.



As we moved into the fall, we saw some great sale averages across the province. The fall show season was also well attended at most shows. As usual the Ontario show season was capped off with the Royal Winter Fair, where we had close to 200 animals go through the ring.

As we look forward to this coming year, our Ontario juniors will be hosting the Canadian Junior Angus Showdown in Barrie. The last time Ontario hosted this event, it was said that it was the biggest and best. Let's help our juniors hit this milestone again this year.

Once again I would like to thank the Ontario board of directors for their time and help to keep this Ontario Angus Association running smooth. It takes time and commitment, and I would encourage any other members if they are interested to step forward as well.



Quebec

Frederic Gouin

Encore une année de terminé !

En 2017 les ventes de taureaux Angus au Québec ont connu de bons résultats .

Les veaux Angus ou d' influences Angus ce sont très bien vendus , avec l'aide du programme Meyer Natural Angus qui supporte bien le marché. C'est la l'importance du tag vert .

En Juin , nous sommes allées a la convention nationale Angus qui a eu lieu a Brandon , Manitoba . Cette événement a été enrichissant pour créer des liens avec des éleveurs a travers tout le Canada . Encore cette année la vente pour la Canadian Angus Fondation a été un énorme succès! Tout ca grâce aux généreux donateurs .

Malgré un été pluvieux et froid en début de saison , certaine partis ont subis la sécheresse en fin d'été .

Tout au long de l'été il y a eu plusieurs expositions agricole ou la race Angus a été présentée . Dont celle de Richmond pour qui la race Angus étaient absente depuis plus de vingt ans .

Le circuit des expositions agricole c'est conclus avec deux Gold show , Dont celui de Brome en Août et en Octobre celui de Expo Boeuf a Victoriaville .

A cette dernière événement , Il y a eu une réunion avec l'équipe de la CANADIAN ANGUS pour discuter avec leurs membres .

Plusieurs sujets étaient a l'ordre du jour . Toutes au longs de l'année nous avons promotionnée le ACE program et l'importance du tag Angus vert .

Nous avons encore beaucoup de défi a relevé.



Another year ended!

In 2017, in Angus bull sales, Angus and Angus-influenced calves sold very well, also under the Meyer Natural Angus program, proving the importance of the green tag. Quebec produced excellent results.

In June, we attended the National Convention held in Brandon, Manitoba. This event was enriching and enabled breeders across Canada to come together under one roof. Again this year the sale for the Canadian Angus Foundation was a huge success! Many thanks to the generous donors.

Despite a cold and rainy summer early in the season, some areas suffered drought in late summer.

Throughout the summer there have been several agricultural exhibitions where the Angus breed has been represented, including Expo Richmond where the Angus breed had been absent for more than 20 years.

The circuit of agricultural exhibitions hosted two Gold Shows, Brome in August and in October at Expo Boeuf in Victoriaville.

At this last event, there was a member session with the Canadian Angus team to discuss ideas with their members.

Throughout the year we promoted the ACE program and the importance of the green Angus tag.

We still have a lot of challenges to conquer.



Martimes

Patrick Holland

2017 was a good year for the Maritime Angus Association. Our first event of the year was sponsoring the Maritime Beef Conference that was held in Truro, NS. An engaged group of producers gathered to listen to some very informative presentations. Next up was another successful bull sale at the Maritime Beef Test Station April 1, 2017. Nine Angus bulls averaged \$4,300 including the two high-selling bulls of the sale.

The Maritime Angus Field Day and Junior Show was graciously hosted by Dale and Linda Lackie of Lindale Angus from Southfield, NB June 2-3. Thirteen junior members paraded their heifers in front of Judge Brett Wildman. Nicole Booth was the winner of the inaugural Harriett Oulton Memorial Showmanship Trophy and Jarrett Bacon won the Dick Turner Memorial for champion heifer. Commercial Breeder of the Year was awarded to Bev and Krista McMurtrie of Fredericton, NB; Ella Wood was the winner of the Maritime Angus Association Scholarship and Les Cail of Cailsmere Red Angus was named Honourary President.

The Canadian Angus Convention was held in Brandon, Manitoba June 8 to 11. It was a very exciting Convention for the Maritimes as Trevor Welch of Garvie Mountain Angus was chosen as President Elect of the Canadian Angus Association!

We look forward to supporting Trevor in his term as President, which begins this June at Convention in Comox, BC. Shortly after Convention, several Maritimers attended the World Angus Forum as it returned to the birthplace of Angus in the UK. By all accounts it was an amazing event!

Gold Shows were held in Charlottetown, PEI, Truro, NS and Sussex, NB with futurities being held at the Charlottetown and



Sussex shows. The PEI Angus Association once again hosted a social at Old Home Week, which was a great success. The annual Angus in Action sale was held in conjunction with the other Maritime purebred associations on October 21. A solid crowd helped the sale to an average of \$2,600. The Maritime Beef Strategy, announced in 2017 and supported by the provincial governments and cattle producers, should continue to drive strong demand for both purebred and commercial Angus cattle in the future.

As we move into the 2018-19 year we have another full slate of activities planned. It will be important for members to engage in the use of Angus tags to drive demand for verified Angus branded beef programs such as Walmart and McDonald's. It is easier and cheaper than ever to use Angus tags as Betty Lou will be carrying a supply for Maritime members.

Looking forward to another great year in the Angus breed.



CANADIAN ANGUS ASSOCIATION HIGHLIGHTS & STATISTICS

2017 World Angus Forum Youth Programme Results



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



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



Team Canada: Courage
Maguire Blair of Drake, SK; Raina Syrnyk of Ethelbert, MB; Katie Wright of Melfort, SK; Bailey Dietrich of Forestburg, AB

- Travis Hunter of Didsbury, AB was the Individual Champion
- Team Canada Believe tied with Team Australia Red for third place overall
- Team Canada Aspire placed first in the fitting competition and Team Canada Courage placed second
- Katie Wright of Melfort, SK won top overall individual in the fitting competition
- Michaela Chalmers won Reserve Champion Showman
- Travis Hunter placed second and Macy Liebreich of Radville, SK placed third in the individual speaking competition

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
- Cowtown Livestock Exchange Inc

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. - 2014 Western Feedlot of the Year
- Korova Feeders - 2015 Western Feedlot of the Year

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.



2016 Western Feedlot of the Year Award
Kolk Farms
Iron Springs, Alberta

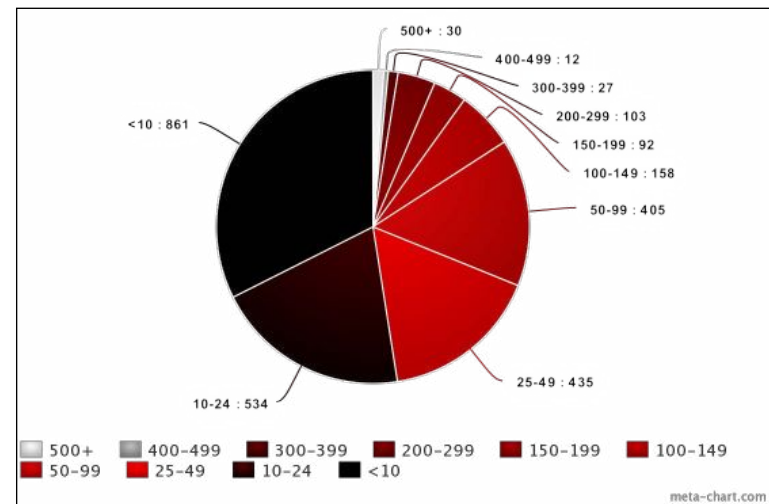


2016 Auction Market of the Year
Heartland Livestock Services Swift Current
Swift Current, Saskatchewan



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

Herd Size



2,657 total number of herds



280,000

Canadian Angus Tags sold

38,172

weaning weights submitted

66,746

birth weights submitted



2017 GOLD SHOW WINNERS

Black Show Female of the Year



DMM BLACKBIRD 105A
Lee & Dawn Wilson

Red Show Female of the Year



RED TER-RON DIAMOND MIST 26C
Rob Adams, Kasey Adams & Coy Gibson

Black Show Bull of the Year



DMM INTERNATIONAL 54D
Lee & Dawn Wilson • Glen Gabel

Red Show Bull of the Year



RED LAZY MC TRADITION 111C
Robbie J. Garner • Clinton Blair Morasch

Black Heifer Calf Champion **DMM Pamela 25E**
Lee & Dawn Wilson

Black Junior Champion Female **Remital F Eline 79D**
Remital Farms Inc.

Black Senior Champion Female **DMM Blackbird 105A**
Lee & Dawn Wilson

Black Bull Calf Champion **Greenwood Envy JJP 53E**
Jayden and Jaxon Payne

Black Junior Champion Bull **DMM International 54D**
Lee & Dawn Wilson • Glen Gabel

Black Senior Champion Bull **EF Colossal 520**
Sean Enright and Barry Enright
David & Lynne Longshore

Red Heifer Calf Champion **Red Redrich Lexi 135E**
Redrich Farms

Red Junior Champion Female **Red Ter-Ron Amber 25D**
Halley Adams

Red Senior Champion Female **Red Ter-Ron Diamond Mist 26C**
Rob Adams, Kasey Adams & Coy Gibson

Red Bull Calf Champion Red **Red Lazy MC Slash 105E**
Clinton Blair Morasch

Junior Champion Bull **Red Combest Juggernaut 1613D**
Terry Adams • Leonard Tufty
Lynn Combest • Rob Adams

Red Junior Champion Bull **Red Lazy MC Tradition 111C**
Robbie J. Garner
Clinton Blair Morasch

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.



50 Year Heritage Award Winner
Wayne Hughes, Tafika Angus
Lumby, BC



50 Year Heritage Award Winner
John Urquhart, Bramblebrook Ventures
Chhilliwack, BC



50 Year Heritage Award Winner
Don Mackenzie, Mackenzie Red
Angus, Mountain View, AB



50 Year Heritage Award Winner
Dyce Bolduc, Cudlobe Angus
Stavely, Alberta



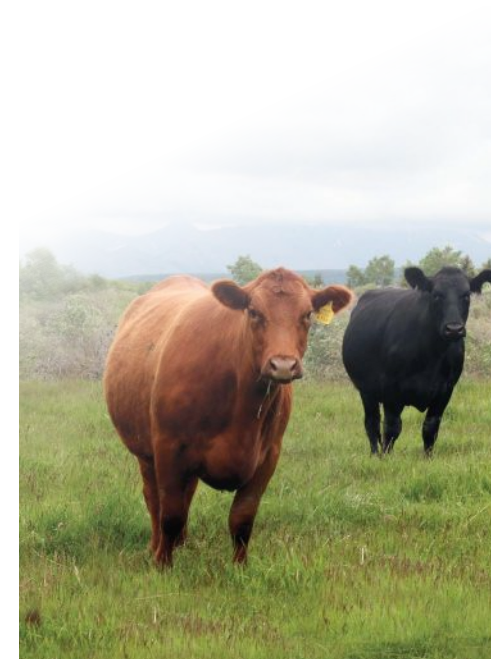
50 Year Heritage Award Winner
Don Bell, Belmoral Angus
Dubuc, Saskatchewan



50 Year Heritage Award Winner
Kuno Freitag, Town n Country Angus
Alameda, Saskatchewan



50 Year Heritage Award Winner
Lyll Edgerton, Botany Angus
Souris, Manitoba



CJA PRESIDENT MESSAGE

RAINA SYRNYK



The past year was full of many opportunities and educational experiences for Canadian Junior Angus members. GOAL Conference was a remarkable success in Edmonton, Alberta. There were Juniors in attendance from across Canada and the United States. The group stayed at the Fantasyland Hotel in West Edmonton Mall and heard from numerous speakers from within the agricultural industry. Juniors also enjoyed free time for activities within the mall. The Foundation Legacy Scholarship panel and interviews took place at the event and recipients are as follows: Macy Liebreich \$5,000; Robert McKinlay \$3,000; Cayley Peltzer \$2,000; Wade Olynyk & Ella Wood \$500.

At National Convention in Brandon, Manitoba, the CAF Robert C. McHaffie Junior Ambassador Competition took place, and Macy Liebreich was selected as the Ambassador. Meghan McGillivray was the recipient of the 2017 Dick Turner Memorial Scholarship.

Next, CJA members headed to Lloydminster, SK for Showdown 2017, which was the largest Showdown to date. Attendees headed to Justamere's for the cookoff where Juniors prepared meals for the judges, which was a great time. Canadian Junior Angus Scholarships were presented to Macy Liebreich (\$2,000); Alexis DeCorby (\$1,500); and Ella Wood (\$1,000). Devon Donald was announced as the 2017 Junior Stockman of the Year.

Brooke Bablitz was our only outgoing director for the 2017 year. On behalf of the board of directors, I would like to thank Brooke for her time on the board and wish her the best in her future endeavours. We welcomed Robert Geis as our new Alberta director. The elected executive for the

2017-2018 year consists of President–Raina Syrnyk, Vice President–Meghan McGillivray, Secretary–Tyra Fox and Treasurer–Ella Wood. In 2018, Showdown will be held in Barrie, Ontario.

Juniors had the opportunity to attend the National Junior Angus Association's LEAD conference in Raleigh, North Carolina and the Junior Red Angus Association's Red Round Up in South Dakota. There were also self-directed travel bursaries available for Juniors to utilize to attend additional educational events of their choice.

It was a very exciting summer for 12 young Canadian Angus producers who had the opportunity to travel to Scotland to compete in the World Angus Forum Youth Competition. The three teams named *Aspire*, *Believe* and *Courage* competed in various events including a skills competition, carcass grading, four classes of judging, showmanship and grooming. Travis Hunter was named the high point individual and team *Believe* tied for third place overall with Australia Red. Teams were as follows: Team *Aspire*–Meghan McGillivray, Cole Dodgson, Macy Liebreich and Kelly Sommerville; Team *Believe*–Michaela Chalmers, Travis Hunter, Wade Olynyk and Kelsey Ribey; and Team *Courage*–Katie Wright, Maquire Blair, Bailey Dietrich and Raina Syrnyk.

The CJA would like to thank Nu-Horizon Angus, the Doetzel Family of Lipton, SK for their generous donation of a heifer for the CJA Scholarship Dutch Auction. We would also like to thank the Canadian Angus Foundation and all supporters of the Building the Legacy fundraiser auction. Many of our Junior opportunities would not be possible without the generous donations made to the Canadian Angus Foundation. In addition, we would also like to thank all of our event sponsors and volunteers.



Left to right: Mark Sample (QC), Heidi Tymko (AB), Ella Wood (Maritimes), Michaela Chalmers (ON), Tyra Fox (SK), Meghan McGillivray (BC), Wade Olynyk (SK), Raina Syrnyk (MB), Robert Geis (AB)



MESSAGE FROM THE CANADIAN ANGUS FOUNDATION CHAIR

CECILIE FLEMING



It is with great pleasure and privilege that I share with you the 2017 summary of the Canadian Angus Foundation. Our mission statement affirms that: 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.

To achieve the objectives of our mission, the Canadian Angus Foundation is guided by a dedicated cross section of Angus enthusiasts who are committed to the moving our breed forward by fostering existing programs, exploring new ideas and fundraising to support our initiatives.

Chair: *Cecilie Fleming*

Past Chair: *Sylvia Jackson*

Treasurer: *Rob Smith (CAA CEO)*

Executive Director: *Belinda Wagner*

Directors: *Noreen Blair, David Bolduc, Jim Colodey, Erika Easton, Jane Halford, Tammi Ribey, Kirk Wildman, CAA Rep Shawn Birmingham, CAA Rep Lorraine Sanford and CAA Past President & CAA Rep David Sibbald*

As a Foundation we would like to congratulate the award recipients for 2017:

Robert C. McHaffie Junior Ambassador–*Macy Liebreich, Radville, SK*

Outstanding Young Angus Breeder–*Austen Anderson, Swan River, MB*

Junior Angus Stockman of the Year–*Devon Donald, Rossendale, MB*

Dick Turner Memorial Scholarship–*Meghan McGillivray, Kamloops, BC*

Legacy Scholarships–*Macy Liebreich, Radville, SK, Robert McKinlay, Ravenna, ON, Cayley Peltzer, Rosemary, AB, Wade Olynyk, Goodeve, SK and Ella Wood, Clyde River, PE.*

The Canadian Angus Foundation has other ongoing initiatives: GOAL Travel Bursaries, Showdown Travel Bursaries, and Self-Directed National or International Travel Bursaries. Juniors and young Angus breeders are urged to apply. Please go to the Foundation website (www.canangusfoundation.ca) for details and application forms.

WAF 2017: We had the privilege to be able to send 12 young Angus breeders to represent Canada in the Youth Forum Challenge at the 2017 World Angus Forum. Team *Aspire*, Team *Believe* and Team *Courage* represented Canada very well. From the teams the individuals did very well in judging, grooming and showmanship. In talking to the young breeders they said it was an opportunity of a

lifetime and they have made lifelong friendships.

Building the Legacy fundraiser auction: The donors and purchasers in the 2017 Building the Legacy fundraiser auction knocked it out of the park. Through everyone's benevolence in 2017 we were able to add more than \$180,000 to the Canadian Angus Foundation's coffers for program enhancement. We are truly grateful to all who support the Foundation. We look forward to the possibilities at Building the Legacy 7 in Comox, BC.

Summer Interns: We were very fortunate in 2017 to have two summer student interns who worked on cataloguing and organizing our Angus archives. We at the Foundation have a responsibility to accurately account for books, articles and items that have been entrusted to our care. To know where you are going in the future it is important to know where you have been. Respecting and capturing the work of our Angus pioneers is important.

Angus History Project: We want your Angus operation to be a part of the History Project; every operation has contributed to the success of Angus in Canada. Old or new, large or small we want you all included. The Angus History Project is a work in progress that is on a fixed timeline. The history book will be unveiled at Convention 2019. In the publishing world that is a very short timeline and we must stay focused. Get involved in this Angus snapshot in time.

New Initiatives:

Speaker Sponsorship: The Foundation is committed to member education and we are offering a speaker subsidy to approved regional Angus events. This sponsorship opportunity helps Angus promoters bring in speakers to expand the knowledge of our Angus breeders across the nation.

Mentorship Travel Bursaries: These bursaries will allow participants in the Canadian Angus Mentorship Program to apply for a travel bursary to meet with their mentor at conferences or events related to the beef industry.

Thank you for the opportunity to serve with a tremendous Board of Directors and staff to further the opportunities for Juniors, young breeders and member education.



FINANCIAL STATEMENTS OF CANADIAN ANGUS FOUNDATION

Year Ended December 31, 2017

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, 2017 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, 2017 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
Dudley & Company LLP
Chartered Professional Accountants

CANADIAN ANGUS FOUNDATION Statement of Financial Position December 31, 2017

| | 2017 | 2016 |
|--|-------------------|-------------------|
| ASSETS | | |
| CURRENT | | |
| Cash | \$ 13,845 | \$ 23,373 |
| Investments (Note 4) | 150,000 | 150,000 |
| Accounts receivable | 3,202 | 26,719 |
| Inventory | 7,900 | 9,693 |
| Goods and services tax recoverable | 480 | 42 |
| | <u>174,527</u> | <u>209,827</u> |
| Long Term Investments (Note 4) | 638,501 | 519,271 |
| | <u>\$ 813,028</u> | <u>\$ 729,098</u> |
| LIABILITIES AND NET ASSETS | | |
| CURRENT | | |
| Accounts payable and accrued liabilities | \$ 9,362 | \$ 14,377 |
| Deferred Contributions (Note 6) | 48,278 | 57,111 |
| Junior Association Scholarship Fund (Note 7) | 134,488 | 118,313 |
| Junior Association Fund (Note 8) | 170,201 | 162,063 |
| | <u>362,329</u> | <u>351,864</u> |
| NET ASSETS | | |
| Unrestricted net assets | 450,699 | 377,234 |
| | <u>\$ 813,028</u> | <u>\$ 729,098</u> |

ON BEHALF OF THE BOARD

Director
Printed: January 11, 2018 3:05 PM
The accompanying notes form an integral part of these financial statements
2

CANADIAN ANGUS FOUNDATION Statement of Operations Year Ended December 31, 2017

| | 2017 | 2016 |
|--|------------------|------------------|
| REVENUE | | |
| Building the Legacy | \$ 184,600 | \$ 174,964 |
| National Angus Cookbook sales | 629 | 2,233 |
| Promotional items sales | 4,557 | 1,936 |
| Fundraising and donations | 15,645 | 13,168 |
| Youth Programming | 21,403 | - |
| Investment income | 14,234 | 12,572 |
| | <u>241,068</u> | <u>204,873</u> |
| EXPENSES | | |
| Administration | 972 | 1,448 |
| Archives and Angus Central display | 16,131 | 14,414 |
| Bank charges | 121 | 122 |
| Building the Legacy | 17,607 | 29,017 |
| Donor recognition and fundraising expenses | 771 | 1,364 |
| Foundation Legacy Scholarship | 11,000 | 11,000 |
| GOAL | 9,271 | 9,262 |
| GST expense | 1,624 | - |
| Heifer draw vouchers | 10,000 | 9,800 |
| History book | 854 | - |
| Junior Ambassador | 15,571 | 13,817 |
| Junior Angus Stockman of the Year | 5,925 | 6,619 |
| Meeting and travel | 9,323 | 6,071 |
| Mentorship program | - | 10,000 |
| National Angus Cookbook | 268 | 887 |
| Other scholarships | 1,500 | 2,000 |
| Outstanding Young Angus Breeder | 3,580 | 7,000 |
| Professional fees | 2,854 | 5,275 |
| Promotional items | 2,425 | 1,357 |
| Self-directed travel | 4,350 | 5,354 |
| Showdown | 12,629 | 18,519 |
| WAF Youth Competition | 43,218 | - |
| | <u>169,994</u> | <u>153,326</u> |
| EXCESS OF REVENUE OVER EXPENSES FROM OPERATIONS | <u>71,074</u> | <u>51,547</u> |
| OTHER INCOME | <u>2,391</u> | <u>-</u> |
| EXCESS OF REVENUE OVER EXPENSES | <u>\$ 73,465</u> | <u>\$ 51,547</u> |

Printed: January 11, 2018 3:05 PM
The accompanying notes form an integral part of these financial statements
3

CANADIAN ANGUS FOUNDATION Statement of Changes in Net Assets Year Ended December 31, 2017

| | 2017 | 2016 |
|---------------------------------------|-------------------|-------------------|
| NET ASSETS - BEGINNING OF YEAR | \$ 377,234 | \$ 325,687 |
| Excess of revenue over expenses | 73,465 | 51,547 |
| NET ASSETS - END OF YEAR | <u>\$ 450,699</u> | <u>\$ 377,234</u> |

Printed: January 11, 2018 3:05 PM
The accompanying notes form an integral part of these financial statements
4



CANADIAN ANGUS FOUNDATION DONOR RECOGNITION

Over \$20,000
Canadian Angus Association
Poplar Meadows

\$15,000 - \$19,999
Merit Cattle Co.

\$10,000 - \$14,999
Towaw Cattle Co.
Camo Cattle Co
Triple S Cattle Co. Ltd
Hamco Cattle Co.
Nordal Angus

\$5,000 - \$9,999
Eastondale Angus
667240 MB Ltd.
Rainbow Trailers & HBH Farms
Bar-E-L Angus
Anderson Cattle Co.
WRAZ Red Angus
NYK Cattle Co. & NB Angus
Coul Angus
Nine Mile Ranch
TSN Livestock
CSI Angus
Arrowsmith Red Angus
Blairswest Land & Cattle
Marmac Farms
Donna Donaldson
Y Coulee Land & Cattle Co. Ltd.
Harvest Angus
Crescent Creek Angus
Cudlobe Angus
Belvin Angus

\$1,000 - \$4,999
Six Mile Ranch
Brooking Angus Ranch
Heart of the Valley Farms
Perrot Cattle Co.
PJ Budler
Diamond T Cattle Co.
Reid Angus
Richmond Ranch
HBH Farms
Blairs.Ag Cattle Co.
Tambri Farms

Tullamore Angus
Oak Lane Farms
McCullough Family
VanEsse Livestock
Enright Farms
Peter Estabrooks
T Bar C Cattle Co.
Wheeler's Stock Farm
Young Dale Angus Inc.
Nu-Horizon Angus
Alta Genetics
Hextall Livestock
Henderson Cattle Co.
Optimal Bovines Inc.
RSL Red Angus
West Tex Livestock
Artisan Farms
BC Elite Female Sale
DLMS
Glacier Farm Media
Northline Angus
BC Angus Association
Botany Angus
Ferme Clevely
Gilchrist Farms
Belinda Wagner
Miller Wilson Angus
Tom Burke
Wilbar Cattle Co.
HR Hahn Cattle Co.
Bow Valley Genetics Ltd.
James Arnott
Norfolk Cattle
Premier Livestock
Stout Brothers Simmental
SW Cattle Co
Mark Stock

\$500 - \$999
Pugh Farms
Bouchard Livestock
Southern Alberta Angus Club
McLean Cattle Company
CMT Farms
Cadillac Stock Farms
Maple Ridge Acres
Melmac Angus Farms
Chris Stoneman

M & J Farms
Semex
Steve & Terri Dorran
Trevor Welch
CUP Lab
Blacklane Farm
Glen Gabel Angus
Grant Lodge Farm Ltd
Austen Anderson
DJ Cattle Co.
Painted Post Lowlines
Wood Coulee Cattle Co.
Alberta Angus Association

up to \$499
Angus Valley Farm
CD Land and Cattle
Perlich Bros. Auction Market Ltd.
Ebon Hill Angus
Kelly Wilkinson
Rob Smith
Cathy Rodgers
Maritime Angus Association
Shirley Turner
Dennis & Shelly Ericson
Robert & Cheryl Beatty
Mike & Hazel Chase
Dwayne & Joanne Emery
Dale & Shelly Ann Dodgson
Rick & Sharon Gabert
Arch & Geretta Partington
Jim & Rita Round
Karen Kangas
S. Jade Mackenzie
Glen & Darlene Glessman
Ernie & Judy Gibson
Brian & Kim Geis
North Central Livestock Exchange Inc.
Rick & Marge Jones
Tammy Round
Chad & Stacey Meunier
Donald & Dawn Atkinson
Merle Thomason
Bev Ollinger
BC Angus Association
Donna Spiller
Harold & Faye Branden

ROBERT C. MCHAFFIE JUNIOR AMBASSADOR REPORT MACY LIEBREICH



As my old teammates from the Goldwings would say, I have been 'living the dream' this past year. The ambassadorship has absolutely exceeded my expectations and I am so grateful that I have been able to take full advantage of so many opportunities in the industry that I wouldn't have had otherwise.

My journey began in early June, competing for this position at National Convention held in Brandon, Manitoba. This was a great experience as it allowed me to meet and reconnect with leaders in the breed as well as truly appreciate the support and enthusiasm for the Canadian Angus Foundation through the record-breaking Building the Legacy fundraiser auction.

As one of the previously chosen team members for the World Angus Forum youth competition, my first unofficial ambassador trip was to Scotland with 11 of my peers. The World Angus Forum experience is difficult to convey in a way to do it justice so I will simply say it was undeniably the trip of a lifetime and I will cherish the memories for years to come. Not long after returning from Scotland I headed to Lloydminster, Saskatchewan for Showdown. This was the largest show in terms of both cattle and Junior members making it one for the record books.

Before my summer drew to an end I was able to jet off to Calgary for the Canadian Beef Industry Conference. This was a three-day event packed with speakers covering topics from international trade, farm management, advocacy and marketing. I would say one of the highlights from the conference was the live cattle handling demonstrations because the 'Bud-Box' method being used for the processing contrasted my previous knowledge based on Temple Grandin's methods and it proved the efficiency of this new practice. Overall, I enjoyed the conference and believe I gained an immense amount of knowledge through the presentations and from the people in attendance.

In the fall I was fortunate enough to attend several shows including Expo Boeuf in Quebec, Farmfair in Alberta for the National Angus Show, and Agribition in Saskatchewan. Considering I had only attended Agribition in the past I was eager to travel to these shows. At Expo Boeuf and Farmfair I was able to hand out the ribbons and banners, a task I was happy to do as I was able to have the best view of the ring and appreciate the quality of the competition within the breed. I wasn't able to attend the full week of Agribition; however, I did get my fair share of work in with my family's string and like the other shows I met some incredible people as well as caught up with some international friends from the World Angus Forum.

With the turn of the new year I travelled to the Certified Angus Beef headquarters in Wooster, Ohio for their youth conference. The conference was short, condensed and personal as there were 28 youth in attendance for the two-day event. I assure you that although there was limited time, the staff covered everything surrounding the operation; from the history of the organization to customer relations to beef quality. It was vastly comprehensive and enlightening, especially from a business student perspective, because of the information presented about the entire producer-marketing-consumer chain. It was also a wonderful opportunity to meet peers and the future industry leaders of the breed for the American Association who I hope to stay in touch with.

My most recent trip was to the Guiding Outstanding Angus Leaders (GOAL) conference. This year Juniors from across the country and several American members travelled to Winnipeg for the three-day event. As always it was filled with education, friendship and lots of laughs. Although all the speakers were well received, some highlights were former CJA board member Erika Easton's presentation of farm finances as well as the presentation Meghan McGillivray and I delivered on the World Angus Forum youth experience. We also were fortunate enough to visit the Canadian Human Rights Museum Saturday afternoon which was a humbling experience.

I am looking forward to my next trip to the Advancing Women in Agriculture Conference at the end of March as well as the Maritime Angus Field Day just after Convention. This ambassador position has been a highlight of my year and I am incredibly grateful for all the opportunities and connections I have had as a result. I would like to thank everyone who has supported the Canadian Angus Foundation and other Junior initiatives because without your generosity this opportunity and many others wouldn't exist. I can't thank you enough and I truly hope to give back to the program in the future so more youth can grow, learn and create memories just as I have.



HONOURARY PRESIDENTS

BRITISH COLUMBIA Lance and Jill Savage

The BC Angus Association is pleased to nominate Lance and Jill Savage as honorary presidents this year. Lance grew up on his family farm in Delta, BC. The Savage family is well known in agricultural circles throughout BC. Fairlawn Farm, run by Lance's father Reg, Lance and his siblings was a well-known and respected Jersey farm in Delta. The farm later became known as Regis Lawn Farm. Lance and Jill McInnes were married in 1976 and Jill who had been in banking soon embraced the agricultural life.

In 1993 Jill, Lance and their three children moved their operation to Armstrong, BC and developed their herd of Black Angus cattle. Their three children were involved in 4-H and Lance and Jill were great supporters. Brittany took a real interest and became the BC Junior Angus Association director for two terms. Alongside the cattle herd Jill developed a thriving greenhouse business and many a street in the interior of BC was decorated with her baskets.

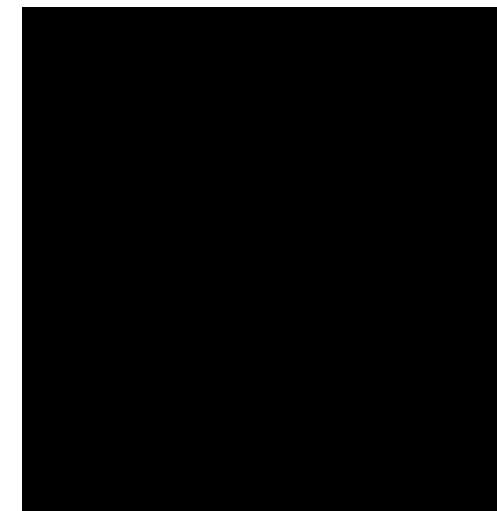
As well as managing their busy farm life, Jill became



secretary of the BC Angus Association for eight years and Lance served several terms as president. Jill still produces the BC Angus Newsletter and Lance is past president. Much of the groundwork for this year's convention was laid down by Jill and Lorraine Sandford.

We of the BC Angus Association are pleased to recognize Lance and Jill and say thank you to them for all that they do.

ALBERTA Linda Henderson



Linda Henderson, born December 14th, 1946, to Louis and Jean Latimer of Remitall Farms at Olds has been a pillar in our fraternity and leader in our sector for most of her life. Accordingly, we are so pleased to

honour her with this rare designation. Linda is the oldest of six Latimer children, and her siblings recognize her as an exceptionally maternal and caring elder sister.

Linda went to school in Didsbury and Olds, and then studied psychology at the University of Calgary. However, Linda's passion was always for cattle; growing up she spent years as the Shorthorn Lassie, working at Remitall

and showing cattle; it was clear she would return. While showing the 1969 Calgary Bull Sale Champion Bull, Linda met and started dating Doug Henderson who had the champion steer that year. Linda and Doug were married in May 1973 and had three children: Christa, Kyle and Byron. Linda and Doug have also been blessed with four grandchildren: Payton, Andrew, Veda and Elsa.

Both having an outstanding passion for cattle and people, Linda and Doug built an incredible life within our fraternity. From 1985 to 2017, Doug and Linda operated Douglas J Henderson and Associates Ltd., a sales management and marketing firm. Their primary focus was promoting purebred Black and Red Angus for breeders across Canada. Doug and Linda have also marketed semen from top bulls from North America for decades.

DJH managed purebred livestock sales for almost all breeds. Among their highlights were legendary Cross Country/Cross Canada Select Black Angus sales and many noted dispersal sales.

From Henderson Cattle Co.'s moderate herd of cattle, they have raised or owned the Supreme Champion Bull at Edmonton Farm Fair 2007 and over the years had the good

fortune to show the Champion Angus Bull, Reserve Senior Champion Red Angus Bull, and champion Charolais, Gelbvieh, Horned Hereford and Chianina. They exported Angus embryos to the U.K., Japan, Argentina and Russia.

Both astute cattlefolk, Doug and Linda completed the American Angus judging evaluation. They were dedicated to the promotion of top quality, practical, economic cattle that work. DJH helped to market and promote operations across Canada to maximize return on each breeder's investment. Their focus has not always been on the 'highest price', but more on the longevity of breeder's operations and herds.

Additionally, Linda ran an insurance company and volunteered extensively with 4-H. Linda & Doug's love of

our history and culture led them to acquire an impressive collection of archival artifacts, collectables and stories. Linda is renowned in our industry for her absolute dedication to her family and Angus. She also enjoys travelling and has taken her passion for people and cattle around the world.

Everything Linda has done for Angus in Canada has always been accompanied by the support of family, friends and like-minded livestock breeders with integrity and a passion to do a good job. The best job.

The Canadian seedstock sector, our cattle and beef industry, and our Angus community have benefited incredibly from Linda's dedication, hard work, and loving generosity. Alberta Angus is honoured today to recognize her.

SASKATCHEWAN John Simpson



I was raised on the family farm at Theodore, SK. I completed high school in Theodore in 1965 and then went on to the University of Saskatchewan graduating from the School of Agriculture in 1967. In 1969 I married Patricia, my wife of 48 years and we had three sons: David, Robert and John Patrick (J.P.). Currently, I'm still involved in the family farm along with my son J.P. and grandchildren, Kiah and Cort.

We bought our first Angus bull in 1970 and have used Angus bulls ever since. We started in the purebred Angus business in 1987. I served on the Saskatchewan Angus Association board for a number of years and was President from 1994-1996. I was on the Agribition board for 19 years and have been involved with the Yorkton Exhibition for 40 plus years, presently serving as Past President.

MANITOBA Arlene Kirkpatrick

Arlene and Colin along with other family members began Kembar Angus with the purchase of 10 bred heifers from Rosebank Farms in 1987. Over the past 30 years in the business, the herd has grown as high as 150 cows. This year they are calving out 115 registered Black Angus cows, starting in March. During those years, they have sold females into many purebred herds in Manitoba as well as Saskatchewan, Alberta, Ontario and Quebec. They have also exported females to Russia and Kazakhstan. Kembar bulls have been sold through Douglas Bull Test Station and Southwest Bull Development Centre and many more by private treaty. They have enjoyed selling many of them to repeat customers.

During many of those years, both Colin and Arlene have been involved in the Manitoba Angus Association. Arlene became Secretary for the MAA in 1999, a position that she held for 18 1/2 years, most of those years while nursing part time and raising their two daughters. She also volunteered for many extra Angus events over this time. During Arlene's time as secretary, she worked hard to promote Angus for everyone, often leaving promotion of their own herd at the bottom of the priority list.

Arlene and Colin participated in many Angus events in Manitoba including a group summer pasture tour in 2006 with several other purebred operations and hosting the

barbecue supper. They also took part in volunteering at the Manitoba Angus display at the World Angus Forum in Calgary in 2009. A highlight was being on the committee for hosting the 100th anniversary of the Canadian Angus Association in Brandon. Arlene volunteered and supported the Manitoba Junior Angus Association for several years as well, encouraging and supporting their two daughters as they participated in several CJA Showdowns in Neepawa, Salmon Arm and Brandon, MJAA summer shows and they showed at the Royal Manitoba Winter Fair and Ag Ex in Brandon.

In 2006, due to unforeseen circumstances, Arlene and Lois McRae began to co-edit the Manitoba Angus newsletter, now known as the "Outlook". This will be the twelfth year and she still enjoys doing it. This has grown into a popular promotion tool for the Manitoba Angus Association.

Arlene never missed a CAA AGM over her 18 years as secretary. Each year she represented the province at the Can/Prov meetings with the president at the time. She was in each province at least twice and met many wonderful Angus breeders from across the country. Their warmth, generosity, friendship and great hospitality will be forever cherished. She feels that it is the people in the Angus industry which make the Angus breed so great!

Although Arlene has retired from the job as secretary of the Manitoba Angus Association, she and Colin will still be taking an active part in many Angus activities in Manitoba, as well as continuing to improve and promote the genetics at Kembar Angus.



Arlene would like to thank the MAA for the Honourary President Award and says she will continue to promote the Angus breed every chance she gets.

ONTARIO Ray Chowen

Thank you to The Ontario Angus Association for nominating me as Honourary President.

Our introduction to Angus cattle came in 1992 when our son Blair showed an interest in 4-H and "a beef calf". This was music to my ears and we made contact with Peter Campbell and Bell Brooks Irene became our first Angus. Peter was a great Angus ambassador and supporter of all the people involved. We got involved with the Western



Ont. Club; our family was hooked on Angus and Angus people.

Breeding and showing Angus has been a great satisfaction for our family. Blair, Paula, [our daughter-in-law], with her enthusiasm for 4-H and breeding, along with their children Kody, Riley and Reghan are keen about 4-H and Angus. Clear Brook Angus will continue.

I have had the privilege of being President of Western Ontario Angus Association Club and been a member of the Ontario Angus Association Board of Directors. From both organizations I have gained a lot and hope that I have contributed a little.

Blair had the opportunity to be a Canadian Junior Angus Director in 1999-2000 and be part of Showdown in Regina.

Mary and I attended several Canadian Angus Association AGMs from Grand Prairie, Alberta to Charlottetown, PEI and several in between. We met a lot of great Angus people and their fine cattle.

I am proud to be a part of such a fine breed association and to receive the Honourary President award.



QUEBEC Dave Sample

David Sample's passion for Angus cattle started at a young age, working with his grandfather's small Angus herd and eventually taking it over in 1985. David worked to improve the genetics of his bulls and replacement heifers to help the commercial cattle producers in the East to improve their herds. Presently David is working with the fourth generation of Samples on the diversified cattle and maple syrup operation. David's youngest son is in his final year with Canadian Junior Angus and has joined his father in the day-to-day activities on the farm.

MARITIMES Ernie Mutch

The Maritime Angus Association is pleased to select Ernie Mutch as the Honourary President.

Ernie's love of Angus began in 1968 when he was 11 years old. He bought his first Angus heifer from Dr. George's dispersal sale in Antigonish, NS. He gave his father Frank money that he had saved up from helping his mother with the broccoli and cauliflower crops to go to the sale and buy a heifer. He would later take the steer calf from that heifer and win Champion Angus Steer at the PEI Easter Beef Show in 1970 at 13 years old.

From that time, Ernie has continued to own and register purebred Angus cattle. Presently, Ernie and his wife Joanne own and operate JEM Farms located in Earnscliffe, Prince Edward Island. Over the past 35 years JEM Farms has become known for producing quality purebred breeding stock, successfully exhibiting at purebred Angus shows and selling breeding stock across Eastern Canada. Ernie has also successfully showed steers at the Atlantic Winter Fair, Maritime Winter Fair and the PEI Easter Beef Show.

Over the past number of years, JEM Farms has used AI sires to continually improve their cow herd and maintain consistency in their heifers; focusing on maternal strengths of the Angus breed—mothering ability, udder structure and calving ease.

Ernie has been involved in numerous agriculture and community organizations throughout his career. He has served as a director with the PEI Angus Association, director and president of the PEI Cattlemen's Association, director and president of the PEI Federation of Agriculture, director and president of PEI Easter Beef Show & Sale, Canadian

Cattlemen's Association director, host of Maritime Angus Field Days, and host of the Canadian Angus Annual General Meeting Field Day in 2002. Ernie has also lent his talents to judging 4-H, breeding stock and steer shows in the Maritimes.

Ernie also is a supporter of the local 4-H program, leading the beef club at the Cherrycliffe 4-H club for many years. JEM Farms enjoys welcoming beef groups from across the Maritimes on farm tours and many cattle visitors from across Canada and the USA on their travels to the East Coast.

Ernie has continued to promote Angus breeding stock in the Maritimes since he first became a member of the Canadian Angus Association 47 years ago. He is a deserving recipient of Honourary President.



TRIBUTE TO OUTGOING PRESIDENT BRETT WILDMAN

written by Brett's wife Tracey and daughter Paige

When Paige and I were asked to do a write up on Brett's year as president, we really didn't know where to start. So, let's start at the beginning. The very beginning...

You could say Brett was born into this wonderful Angus breed. His mom and dad started registering cattle in the early '70s and Brett registered his first cattle in 1978. Some things have changed since then, but his love for these cattle is still the same. Commitment to the breed and Association runs in the family too. Brett is the third member of his family to be the President of the Canadian Angus Association. His dad, David was President back in 1990-1991 and his brother Kirk was President in 2010-2011.

Over the last year, Brett has had an opportunity to travel and visit with Angus enthusiasts from Canada, to Scotland, to the United States. One thing is for sure, it doesn't matter what your address is, if you have Angus cattle it's like we are ALL family.

I know Brett has really enjoyed working with the 11 members on the board of directors. All these volunteers have us, the members, in mind when they tackle the challenges of being a board member. It's a hard job, but as Katharine Hepburn once said, "If you always do what interests you, at least one person is pleased." Brett really wanted to use this year to engage the membership. Let's just say there have been some very excited members call our house, but Brett was always happy to hear from you and try to work through your concerns.

So, as Brett's year as president comes to a close with one more year on the executive, let's enjoy beautiful Comox, British Columbia and have some great Angus fellowship! I would like to leave you with this to ponder as well: "Don't let the fear of the time it will take to accomplish something stand in the way of your doing it. The time will pass anyway." –Earl Nightingale





CAA *Member Value Proposition*

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



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