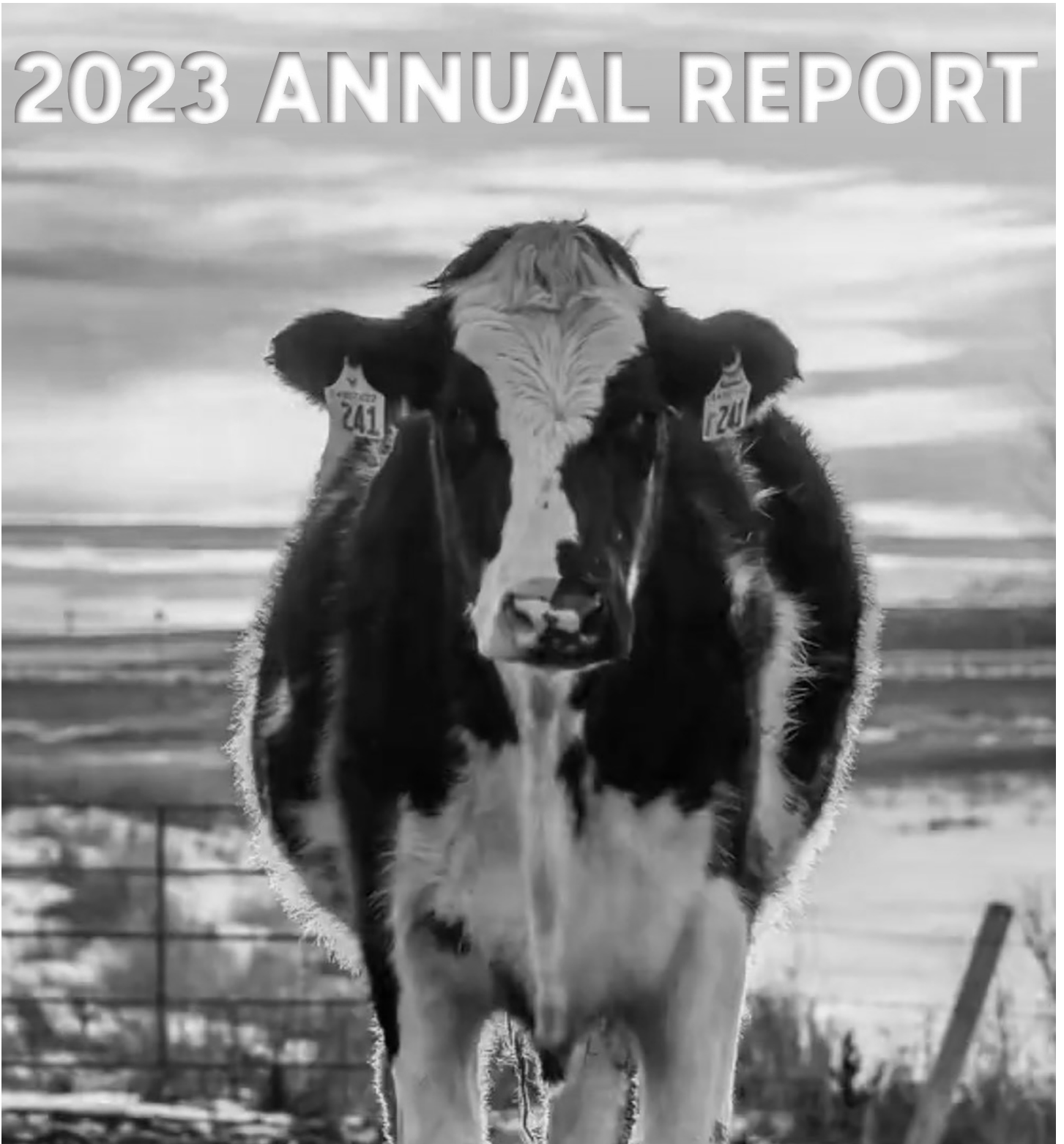




20 CORPORATE PLACE
BRANTFORD, ON
N3R 8A6

2023 ANNUAL REPORT



2023 YEAR IN REVIEW

2023 was our comeback year! Animal and participant numbers at many events across the province saw increases - some quite significant! We had some staff changes at the branch and some steep learning curves, but overall a very successful year of activity!



TWENTY-FIVE
County Shows

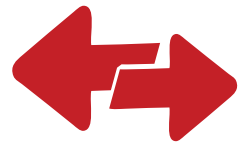
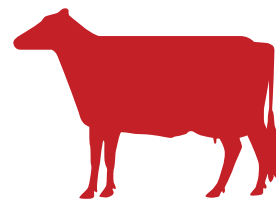
FOUR
Junior Shows

FIVE
Regional Shows

FOUR
Judging Events

EVENTS HOSTED & SUPPORTED:

Provincial Judging School, Provincial Judging Workshops, Inter-County Dairy Youth Judging Competition, US National 4-H Judging Competition, TD Canadian 4-H Dairy Classic, Outstanding Dairy Youth Award, Spirit of 4-H Award, All-Ontario Awards, Outstanding Dairy Woman Service Award, Ontario Dairy Youth Trust Fund, Young Leaders Conference, Best Bred & Owned Awards - National Holstein Show, District Farm Tours, Twilight Meetings & Club AGMs.



36
CLUBS

3,233
MEMBERS

99,842
REGISTRATIONS

76,692
CLASSIFICATIONS

7,477
TRANSFERS



42nd HOLSTEIN ONTARIO ANNUAL GENERAL MEETING

BEST WESTERN PLUS LAMPLIGHTER INN
9:30 AM - 11:00 AM – FEBRUARY 28th, 2024

AGENDA

WELCOME & CALL TO ORDER	Cole Verburg
RECOGNITION OF SPECIAL GUESTS	Monica Kagi
APPROVAL OF AGENDA	Cole Verburg
ADOPTION OF MINUTES	
(Holstein Ontario AGM Feb 22 nd , 2023)	Cole Verburg
PRESIDENT'S REPORT	Cole Verburg
GENERAL MANAGER'S REPORT	Pam Charlton
FINANCIAL REPORT	Kyle MacLeod
APPOINTMENT OF AUDITORS	Kyle MacLeod
RESOLUTIONS	Alan Hawthorne
HOLSTEIN CANADA REPORT	Brian Slaughter
OPEN FORUM	Cole Verburg
ADJOURNMENT	

HOLSTEIN ONTARIO

20 Corporate Place, Brantford, ON N3R 8A6 • 519-653-6180
branch@ontario.holstein.ca • www.ontarioholstein.ca

President's Message

Cole Verburg



Every 9 years Ontario co-sponsors the rose garland which is presented to and placed upon the shoulder of the grand champion cow of the National Show at the Royal Agricultural Winter Fair. 2023 was that year! The Royal, along with so much of life, was cancelled

in 2020 and 2021. It was so great to see things starting to get back up and running in 2022, but 2023 truly brought a feeling of normalcy along with it. Everything started to flow as it did before the world had turtled into a disease avoiding state. Being the president of Holstein Ontario in 2023 was an immense honour. It also became a true testament to the mantra “timing is everything.” In the words of Yogi Berra, “You don’t have to swing hard to hit a home run. If you got the timing, it’ll go.”

Placing the rose garland upon one of the greatest cows of this generation was certainly a presidential highlight. Shakira is a wonder to behold with capacity

to spare, an unbelievable udder, and feet & legs that will undoubtedly veil her age for years to come.

For the organization and members of Holstein Ontario 2023 will categorically be a year to be remembered for its swing back into the realm of events that bring us together as a Holstein community. Farm tours, twilight meetings, shows and youth programs were back in full swing, and we, as a Holstein community, were able to learn, meet new people and rekindle old acquaintances and friendships.

2023 also brought anticipation of new beginnings. New programs and excitement are on the horizon. From the revamping of the Jr All Ontario program to the brainstorming of the many possibilities to breathe new life and opportunity into our Holstein Community.

Here’s to 2024!

Sincerely,

Cole Verburg

Holstein Ontario Past Presidents

- | | |
|---|--|
| 1. William Grieve, Dorchester - 1982 | 22. Ron Sleeth, Battersea - 2003 |
| 2. Jack Gillespie, Cambridge - 1983 | 23. Doug Karn, Woodstock - 2004 |
| 3. Allan Orr, Bradford - 1984 | 24. Gerald Nyman, Bloomfield - 2005 |
| 4. Campbell Murray, Martintown - 1985 | 25. Russell Bennett, Spencerville - 2006 |
| 5. Court Carmichael, Ilderton - 1986 | 26. Heather Parkin, Owen Sound - 2007 |
| 6. Robert H. Brown, Welland - 1987 | 27. Ken Empey, Dorchester - 2008 |
| 7. Frank Barkey, Blackstock - 1988 | 28. Dennis Werry, Oshawa - 2009 |
| 8. Clarence Diefenbacher, Elmira - 1989 | 29. Brian Slaughter, Forest - 2010 |
| 9. Gordon Dodge, Cardinal - 1990 | 30. Brian Slaughter, Forest - 2011 |
| 10. James King, Brampton - 1991 | 31. Ron Greaves, North Augusta - 2012 |
| 11. James Ismond, Powassan - 1992 | 32. Elvin Petherick, Campbellford - 2013 |
| 12. Harry Stanley, Norwood - 1993 | 33. Gary Cain, Paris - 2014 |
| 13. Ken Allen, Vankleek Hill - 1994 | 34. Ian Fraser, Dalkeith - 2015 |
| 14. Wayne Lennan, Petrolia - 1995 | 35. Hank Hazeleger, Embro - 2016 |
| 15. Brian Coleman, Brantford - 1996 | 36. Sandy O’Hara, Schomberg - 2017 |
| 16. John Hess, Kemptville - 1997 | 37. Dave Johnston, Listowel - 2018 |
| 17. Glen McNeil, Goderich - 1998 | 38. Brad Lowry, Almonte - 2019 |
| 18. John Fraser, Richmond - 1999 | 39. Tara Bullock, Lakeside - 2020 |
| 19. Steve Walters, St. Thomas - 2000 | 40. Wilf Strenzke, Breslau - 2021 |
| 20. Wayne Crossfield, Powassan - 2001 | 41. James Cranston, Ancaster - 2022 |
| 21. Dean Warner, Hastings - 2002 | 42. Cole Verburg, Athens - 2023 |

General Manager's Message

Pam Charlton



It is Canadian Agriculture Day as I am writing this report and in typical fashion of putting off the tasks I enjoy the least, I am scrolling social media. There are so many great posts and photos celebrating the

occasion and I can't help but notice a few common themes: Family, community, pride, and dedication. Raising livestock and producing high quality food is not for the faint at heart requiring sacrifice and compromise for everyone involved. And those involved almost always include family – missed family dinners, school events, sports games, and vacations. But looking at the photos and knowing so many people in this industry, this is also what makes us such a unique and special demographic. We understand that we need our family and community to come together to make things happen which is why so many of us volunteer with clubs, committees, associations, and boards. It what drives us to contribute and help out whenever called upon. And it is comforting to know that our fellow farmers will have our back in times of struggle and hardship.

That is also what makes me so proud of the directors and staff at Holstein Ontario. They are dedicated to serving our members and working hard to provide services and support for our programs, events and Club activities. We have some new faces at the office but our dedication to you, the members, has not changed. We continue to offer youth programs and opportunities alongside our industry partners

to help nurture and develop future leaders. We are excited to expand these offerings in 2024 with a new program focused on personal development and on-farm production education. I would be remiss if I didn't acknowledge the amazing group of committee volunteers that work alongside us to help organize and host events and programs. So many people that share a common interest – developing our youth to be the best they can be. Thank you for all your time and commitment to Holstein Ontario and the programs and events we offer. Please take a minute to read through the Annual Report and recognize the event sponsors, industry partners and supporters that help make our programs possible and give them your thanks next time you see them.

Also found in the Annual Report is a long list of award winners: All Ontario Awards, Master Breeders, Production winners. These achievements are a result of hard work, dedication and commitment to breeding and production excellence. Congratulations on achieving these milestones!

2024 promises to be another busy year for the branch and we look forward to seeing you at events across the province. As always, we want to hear from you – ideas and suggestions on programs, new initiatives and how we can better serve you, our members. Please contact a board member or the branch with your ideas.

Sincerely,

A handwritten signature in black ink that reads "Pam Charlton".

Pam Charlton

"We make a living by what we get, we make a life by what we give"
WINSTON CHURCHILL

Holstein Ontario Branch

MINUTES OF THE 41st ANNUAL GENERAL MEETING

Wednesday, February 22, 2023 – 9:30AM | In-person with virtual option

WELCOME: President James Cranston welcomed everyone to the 41st Holstein Ontario Annual General Meeting in Ottawa, ON. It's great to be able to gather in person once again!

CALL TO ORDER: At 9:44 a.m. President Cranston officially called the meeting to order noting that there were also a few people joining the meeting online. The ground rules for the meeting and for voting were explained.

GUESTS: Director Monica Kagi recognized a number of special guests in attendance; a number of past Presidents, representatives from EastGen, and Lactanet.

AGENDA: The agenda was accepted as presented.
Motion by: Cole Verburg Seconded by: Monica Kagi Carried.

MINUTES: The minutes of the February 23, 2022, 40th Holstein Ontario Annual General Meeting were approved as printed.
Motion by: Kyle MacLeod Seconded by: Wilf Strenzke Carried.

PRESIDENT'S REPORT: James Cranston read his written report stating that he has been proud to represent the “highly varied and hard-working membership of Holstein Ontario tied together by a passion for the Holstein Cow and the resolute ability to embrace the highs and lows of working with them.” He thanked Pam (GM) and her staff for working hard and keeping things moving forward in this year of transition and the Board of Directors, for their time, efforts and discussion throughout the year. He thanked and congratulated Cole Verburg, the producer of the Hopcast, for sharing in the success of the Hopcast as it continues to rapidly grow and attract more followers. Congratulations were extended to the 9 Master Breeders from Ontario this year! In closing, President Cranston introduced the 2022 Board of Directors.

GENERAL MANAGER'S REPORT: Pam Charlton addressed the membership stating how fast her first year as General Manager of this organization has gone by. She thanked the many people that offered support in helping her navigate her role as GM. Special thanks to the directors for supporting her in this year of transition and for stepping up to attend many twilight meetings and AGM's. Pam also extended gratitude to staff members Andrea, Molly and Martina for taking on any challenge that was put in front of them, and adapting to new roles and responsibilities. As Pam demonstrated in a slideshow, together, as a small but mighty team, many things were accomplished. Pam encouraged the membership to reach out to staff or the directors to share thoughts and ideas. “If we have learned anything from the COVID pandemic it is that we must Pivot, bend, change, and discover”. Pam looks forward to the new challenges and opportunities that 2023 may hold and plans to explore new ways to reach our membership.

FINANCIALS: The 2022 audited financial statements for Holstein Ontario were reviewed by Vice-President Cole Verburg. Cole noted that operationally our organization is strong even though our investments didn't perform well in 2022. The financials presented were approved by those members in attendance.
Motion by: Adam Hunt Seconded by: Alan Hawthorne Carried.

The membership approved a motion to accept KPMG as official auditors for 2023.
Motion by: Wilf Strenzke Seconded by: Kyle MacLeod Carried.

RESOLUTIONS: The following resolution submitted by the Brant-Wentworth Holstein Club was presented by Kyle MacLeod and approved by the membership:

Whereas, the number and percent of animals genomically tested in Canadian Holsteins is low; Whereas, Holstein Canada members need to see more value in having their animals genomically tested;

Whereas, young animals, especially heifers, often have the highest genetic merit and the most revenue generating potential in a herd;

Whereas, Holstein Canada members doing genomic testing need Holstein Canada to provide more value for their animals, similar to what is done for members whose animals are show winners; and

Whereas, potential domestic and foreign buyers need to have a source for being aware of top genetic Canadian Holstein animals;

Therefore, be it resolved, Holstein Ontario requests that Holstein Canada allocate resources in 2023 to develop a service whereby at the time of registration and genomic testing of animals (females and males) a list be created and published monthly, on it's website, for at least the top 1% of tested animals listing by LPI, Pro\$ and other traits that Holstein Canada sees as key to the future success of Canadian Holsteins.

Note: Such a service will be of benefit to animal owners, bull breeders and owners, all divisions and levels of Holstein Canada (including Holstein Canada's Genomic Testing Service) and the Canadian dairy cattle breeding industry.

Motion by: Terry Charlton Seconded by: Adam Hunt Note: 3 abstained.
Carried

NATIONAL REPORT: Nancy Beerwort, Director of Holstein Canada (HC), brought greetings to the meeting on behalf of the National organization. Nancy thanked the committee that organized this Convention on short notice and on the tails of the COVID pandemic for all their efforts, dedication, and hard work. She introduced, Holstein Canada President Ben Cuthbert and shared a video message from Ben. Nancy shared that the governance committee at Holstein Canada has made some changes to the process for filling positions for external volunteers. The goal is to increase the inclusiveness of members on our committees. There will be a form to submit by a deadline to the new HR committee which will then make suggestions to the Board, matching volunteer skillset to the volunteer positions available. Volunteers will now be able to participate for a lifetime maximum of 4 - 3 year terms, with a requirement to reapply after each 3 year term. Information will be available on the website the beginning of March. Dennis Werry spoke about the "Cow of the Year" competition. Members will vote for the winner. Nancy congratulated Holstein Ontario on a successful event! If anyone has any questions, please feel free to ask one of the HC Directors.

BUDGET: Cole presented the budget for 2023, stating that it was for information purposes only.

OPEN FORUM: No questions were brought forward. James encouraged members to contact anyone on the Board of Directors if any questions arose.

WEBSITE: Molly McMillan introduced the new Holstein Ontario website to the membership. The goal was for the website to be functional and easy to use. The more modern website with the new layout will be live next week.

INTRODUCTION OF 2023 BOARD OF DIRECTORS: James introduced the 2023-2024 Holstein Ontario Board of Directors.

Western Ontario:	Alan Hawthorne, Kyle MacLeod
West-Central Ontario:	James Cranston, Robert Kolb
East-Central Ontario:	Adam Hunt, vacant position
Eastern Ontario:	Monica Kagi, Cole Verburg

National Director appointed to the Board: Nancy Beerwort.

James thanked Wilf Strenzke for his term as Branch President and presented him with his Past President pin.

ADJOURNMENT: The meeting was adjourned at 10:40 a.m. Motion by: Alan Hawthorne.

Attest:



Pam Charlton, General Manager
Holstein Ontario

Results of Resolutions Carried at 2023 Annual Meeting

Submitted in 2023:

Be it resolved, Holstein Ontario requests that Holstein Canada allocate resources in 2023 to develop a service whereby at the time of registration and genomic testing of animals (females and males) a list be created and published monthly, on it's website, for at least the top 1% of tested animal listing by LPI, Pro\$ and other traits that Holstein Canada sees as key to the future success of Canadian Holsteins.

Note: Such a service will be of benefit to animal owners, bull breeders and owners, all divisions and levels of Holstein Canada (including Holstein Canada's Genomic Testing Service) and the Canadian dairy cattle breeding industry.

Action Plan: This is complete and will be released soon for females only

Submitted in 2023:

Be it resolved, that the top two (2) cows of each Breeders' Cup Competition (as decided by the judge) be recognized on their pedigrees. This should be possible regardless of each County's individual rules and classes as long as the judge chooses the top two (2) at the end of the day.

This resolution was defeated.

Proposed Resolutions to be Discussed at 2024 Annual Meeting

1. Submitted by Dundas Holstein Club

Whereas, it is encouraged for exhibitors from all over Canada to support our National Holstein Convention Show regardless of where it is hosted year over year;

Whereas, we do not have a show associated with our Ontario Provincial Convention;

Whereas, The Royal Winter Fair Holstein Shows are National Shows and considered a qualifier for All Ontario Awards;

Whereas, there is opportunity to encourage participation in more shows and also in promoting the Holstein breed throughout Canada;

Be it resolved, that the National Holstein Convention Show be added as a qualifying show to the All Ontario Awards Competition.

2. Submitted by Dundas Holstein Club

Whereas, the Red & White Holstein is gaining more interest in Canada & Ontario;

Whereas, most larger shows in Ontario are also awarding Red Champions;

Whereas, the National Red & White Show at the Royal Winter Fair has been on a steady increase in entries year over year;

Whereas, we have exhibitors who now bring a string of both black & red animals to our shows;

Whereas, another opportunity for people to promote & market their cattle is always a positive in this industry;

Be it resolved, that the All Ontario Awards Competition add a full list of red classes, including Junior and Senior Breeders Herd, to the competition in 2024, making note to promote this in the very near future to allow exhibitors time to prepare their cattle and have professional pictures taken throughout the year.



Annual Sponsor Recognition

2023 saw an increase in exhibitors and animals participating in events across the province! We wish to thank our sponsors for their continued support. Below is a list of sponsors who helped make our Holstein Ontario events possible.

Ontario Joint Dairy Breeds

Junior Shows
Inter-County Dairy Youth Judging
Competition

Ontario Dairy Youth Trust Fund

Junior Shows
Ontario Dairy Youth Award
Inter-County Dairy Youth Judging
Competition

Grenville Mutual Insurance

Eastern Junior Show

EastGen

All-Ontario Competition
Junior Shows
Harness Cards, Catalogues
Twilight Meetings

Quality Seeds

All-Ontario Competition
Western Junior Show

Ayr Farmers Mutual Insurance Company

West-Central Junior Show
Inter-County Dairy Youth Judging
Competition

TD Canada Trust

Western Junior Show
Inter-County Dairy Youth Judging
Competition

Vicki Fletcher Photography

All-Ontario Competition
Inter-County Dairy Youth Judging
Competition

RBC Royal Bank

Western Junior Show
West-Central Junior Show

Upper Grand Vet Services

West-Central Junior Show
Inter-County Dairy Youth Judging
Competition

Eastern District Council

Eastern Junior Show

Trouw Nutrition Canada Inc.

Western Junior Show

Nuview Farms Ltd.

Western Junior Show

Steveleigh Holsteins

Western Junior Show

Jersey Ontario

Junior Shows

Carldot Farms

Western Junior Show

Dairy Farmers of Ontario

West-Central Junior Show

Salus Mutual Insurance

Western Junior Show

Floradale Feed Mill Limited

West-Central Junior Show

Grand River Agricultural Society

West-Central Junior Show

Orono Agricultural Society

East-Central Junior Show

GayLea Foods

Provincial Production Awards

Walker Dairy Inc.

Western Junior Show

Shaw's Ice Cream

Western Junior Show

ST Genetics

Sleegerdale Farms

Western District Council

Western Junior Show

Farmers Butcher Shop

Beckridge Holsteins

Ontario County Holstein Club

East-Central District Council

East-Central Junior Show

Partner Ag Services

John Drummond

Cleave View Farms

West-Central District Council

Wellington County Holstein Club

West-Central Junior Show

John Deere

Twilight Meetings
Inter-County Dairy Youth Judging
Competition

Select Sires

Sheila Sundborg Photography

Paris Ag Society

Grand Valley Fortifiers

DeKlein Livestock &

Transportation

Sheldon Creek Dairy

Inter-County Dairy Youth Judging
Competition

Thank you!



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Canada
Telephone (905) 523-8200
Fax (905) 523-2222

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Holstein Association of Canada – Ontario Branch

Opinion

We have audited the accompanying financial statements of Holstein Association of Canada – Ontario Branch (the Entity), which comprise:

- the statement of financial position as at December 31, 2023,
- the statement of operations for the year ended,
- the statement of changes in net assets for the year then ended,
- the statement of cash flows for the year then ended,
- and notes, including a summary of significant accounting policies and other explanatory information.

(Hereinafter referred to as the “financial statements”)

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Entity as at December 31, 2023 and its results of operations, its changes in net financial assets and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the “**Auditors’ Responsibilities for the Audit of the Financial Statements**” section of our auditor’s report.

We are independent of the Entity in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada and we have fulfilled our other responsibilities in accordance with these requirements.

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

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the 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.

In preparing the financial statements, management is responsible for assessing the Entity’s ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity’s financial reporting process.

KPMG LLP, an Ontario limited liability partnership and member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. KPMG Canada provides services to KPMG LLP.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit.

We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedure responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override internal control.

- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group Entity to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.
- Obtain an understanding of internal control relevant to the audit 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.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusion is based on the audit evidence obtained up to the date of our auditors report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Statement of Financial Position

December 31, 2023, with comparative information for 2022

	2023	2022
Assets		
Current assets:		
Cash	\$ 349,322	\$ 282,806
Accounts receivable (note 2)	32,400	33,015
Other receivables	18,626	11,102
Prepaid expenses	9,959	11,297
Investments (note 3)	538,795	427,611
Investments – internally restricted (note 3)	451,268	481,268
	1,400,370	1,247,099
Capital assets (note 4)	15,512	22,106
	\$ 1,415,882	\$ 1,269,205
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued liabilities (note 2)	\$ 39,531	\$ 43,254
Due to districts (note 6)	32,674	–
Deferred revenue (note 7)	44,883	45,906
	117,088	89,160
Net assets:		
Unrestricted	847,526	698,777
Internally restricted (note 8)	451,268	481,268
	1,298,794	1,180,045
	\$ 1,415,882	\$ 1,269,205

See accompanying notes to financial statements.

On behalf of the Board:

 _____ Director

 _____ Director

HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Statement of Operations

Year ended December 31, 2023, with comparative information for 2022

	2023	2022
Revenue:		
Activity levy	\$ 175,639	\$ 161,847
Magazine	44,959	56,985
Miscellaneous	9,031	245
Ontario membership fees	203,632	207,680
Promotions	18,398	17,200
Youth programs	48,561	34,946
	<u>500,220</u>	<u>478,903</u>
Expenses:		
Advertising and promotion	4,735	4,671
Amortization	6,594	6,428
Annual meeting	6,261	2,710
Bad debt expense	(302)	–
Bank charges	1,867	2,394
Club support	–	1,758
Consulting	776	–
Insurance	10,376	9,872
Magazine	54,365	57,466
Meetings and officers	27,443	22,982
Miscellaneous	14,037	11,266
Office supplies and administration	21,124	23,136
Professional fees	9,000	8,827
Regional show sponsorship	8,544	5,018
Salaries and benefits	220,343	241,238
Travel and vehicle	19,328	21,010
Youth programs	43,024	24,672
	<u>447,515</u>	<u>443,448</u>
Excess of revenue over expenses before other income (expenses)	52,705	35,455
Other income (expenses):		
Government funding	4,868	–
Investment income	15,364	15,925
Unrealized gain (loss) on investments	45,812	(80,688)
	<u>66,044</u>	<u>(64,763)</u>
Excess (deficiency) of revenue over expenses	<u>\$ 118,749</u>	<u>\$ (29,308)</u>

See accompanying notes to financial statements.

HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Statement of Changes in Net Assets

Year ended December 31, 2023, with comparative information for 2022

	Internally restricted	Unrestricted	2023 Total	2022 Total
Balance, beginning of year	\$ 481,268	\$ 698,777	\$ 1,180,045	\$ 1,209,353
Excess (deficiency) of revenue over expenses	–	118,749	118,749	(29,308)
Transfer from restricted fund	(30,000)	30,000	–	–
Balance, end of year	\$ 451,268	\$ 847,526	\$ 1,298,794	\$ 1,180,045

See accompanying notes to financial statements.

HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Statement of Cash Flows

Year ended December 31, 2023, with comparative information for 2022

	2023	2022
Cash flows from operating activities:		
Excess (deficiency) of revenue over expenses	\$ 118,749	\$ (29,308)
Items not involving cash:		
Amortization of capital assets	6,594	6,428
Unrealized loss (gain) on investment	(45,812)	80,688
Change in non-cash assets and liabilities:		
Accounts receivable	(6,909)	24,776
HST payable	–	(3,311)
Prepaid expenses	1,338	(1,335)
Accounts payable and accrued liabilities	(3,723)	(39,730)
Deferred revenue	(1,023)	(5,898)
Due to districts	32,674	–
	101,888	32,310
Investing activities:		
Purchase of capital assets	–	(1,326)
Proceeds on disposal of investments	30,000	55,486
Purchase of investments	(65,372)	(62,642)
	(35,372)	(8,482)
Increase in cash	66,516	23,828
Cash, beginning of year	282,806	258,978
Cash, end of year	\$ 349,322	\$ 282,806

See accompanying notes to financial statements.

HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Notes to Financial Statements

Year ended December 31, 2023

Holstein Association of Canada - Ontario Branch (the "Organization") promotes and supports the continuing improvement of the Holstein breed in Ontario for the benefit of the members and the dairy industry. Core functions include education, promotion, youth involvement and industry cooperation.

1. Significant accounting policies:

(a) Basis of accounting:

The financial statements have been prepared using Canadian accounting standards for not-for-profit organizations.

(b) Internally restricted funds:

The general reserve fund is an internally restricted fund, and its purpose is to maintain an adequate level of reserves to sufficiently cover all outstanding financial obligations for a one-year period. Such obligations would include salaries, storage of technical data, and the completion any current projects. This fund could also be used to suspend the activity levy for a year should there be any disasters in the dairy industry.

(c) Contributed materials and services:

Contributed materials and services which are used in the normal course of the Organization's operations and would otherwise have been purchased are recorded at their fair value at the date of the contribution if fair value can be reasonably estimated.

(d) Use of estimates:

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and may have impact on future periods.

(e) Revenue recognition:

Services for membership fees and activity levies are recognized as revenue when service is rendered. Magazine revenues are recognized as revenues when the issue has been distributed and no significant obligations are remaining. Unrestricted investment income is recognized as revenue when earned.

HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Notes to Financial Statements (continued)

Year ended December 31, 2023

1. Significant accounting policies (continued):

(f) Financial instruments:

Financial instruments are recorded at fair value at initial recognition.

In subsequent periods, equities traded in active market and derivatives are reported at fair value, with any change in fair value reported in income. All other financial instruments are reported at cost or amortized cost less impairment. Transaction costs on the acquisition, sale or issue of the financial instruments are expensed for those items measured at fair value and charged to the financial instrument for those measured at amortized cost.

Financial assets are tested for impairment when indicators of impairment exist. When a significant change in the expected timing or amount of the future cash flows of the financial asset is identified, the carrying amount of the financial asset is reduced and the amount of the write-down is recognized in net income. A previously recognized impairment loss may be reversed to the extent of the improvement, provided it is not greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously, and the amount of the reversal is recognized in net income.

(g) Capital assets:

Capital assets are stated at cost less accumulated depreciation. Amortization is provided using the straight line method with a salvage value of \$5,000 over the useful lives as follows:

Asset	Years
Automobiles	5
Technology - hardware	4

(h) Income taxes:

Holstein Association of Canada - Ontario Branch is a not-for profit organization under the Income Tax Act and therefore is not subject to either federal or provincial income taxes.

(i) Foreign currency translation:

Foreign currency transactions are translated at the rates of exchange in effect at the dates of the transaction. Resulting foreign currency denominated monetary assets and liabilities are translated at the rates of exchange in effect at the balance sheet date. Gains and losses on translation of monetary assets and liabilities are included in net income.

HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Notes to Financial Statements (continued)

Year ended December 31, 2023

1. Significant accounting policies (continued):

(f) Financial instruments:

Financial instruments are recorded at fair value at initial recognition.

In subsequent periods, equities traded in active market and derivatives are reported at fair value, with any change in fair value reported in income. All other financial instruments are reported at cost or amortized cost less impairment. Transaction costs on the acquisition, sale or issue of the financial instruments are expensed for those items measured at fair value and charged to the financial instrument for those measured at amortized cost.

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Asset	Years
Automobiles	5
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HOLSTEIN ASSOCIATION OF CANADA – ONTARIO BRANCH

Notes to Financial Statements (continued)

Year ended December 31, 2023

2. Transactions with Holstein Association of Canada:

The Organization is a provincial branch of the Holstein Association of Canada ("the Association"). Each member of the Association is independent and is charged an annual membership fee and a levy that is invoiced and collected by the Association and remitted to the provincial branches pursuant to the by-laws of the Association. Any unpaid amounts at year end are included in accounts receivable.

Vehicle insurance and employee benefits are administered by the Association. Due to the structure of the Organization, various operating transactions occur between the branch and the Association throughout the year.

The Organization occupies space in the Association's building and receives accounting services provided by the Association. Total amount paid for rent and accounting services was \$14,903 for the year (2022 - \$15,000).

At December 31, 2023, amounts due from the Association included in accounts receivable on the balance sheet were as follows:

	2023	2022
Holstein Association of Canada - activity levy	\$ 12,567	\$ 12,546
Holstein Association of Canada – memberships	6,370	6,305
	\$ 18,937	\$ 18,851

3. Investments:

	2023	2022
Cash on hand	\$ 30,042	\$ 4,142
Guaranteed investment certificate	174,697	165,141
Canadian preferred shares	53,581	51,420
Canadian and foreign mutual funds	506,428	462,550
Gay Lea shares, at cost, 2023 – 11,103 (2022 – 11,103)	188,751	188,751
Common stock	36,564	36,875
	\$ 990,063	\$ 908,879

The GICs have effective interest rates of 2.47% to 4.92% per annum and mature between December 2025 and January 2026.

3. Investments (continued):

In the current year, the value of investments internally restricted in the general reserve fund are comprised of Cash on hand, GICs, Canadian preferred shares, Canadian and foreign mutual funds and Gay Lea shares in the amount of \$451,268 (2022 - \$481,268).

4. Capital assets:

			2023	2022
	Cost	Accumulated amortization	Net book value	Net book value
Automobiles	\$ 32,278	\$ 17,276	\$ 15,002	\$ 20,458
Technology – hardware	9,325	8,815	510	1,648
	\$ 41,603	\$ 26,091	\$ 15,512	\$ 22,106

5. Bank indebtedness:

The Organization has an available credit facility on their Visa in the amount of \$20,000. The Organization had undrawn credit capacity under this facility of \$20,000 (2022 - \$20,000).

6. Due to Districts:

The Organization holds funds in the amount of \$32,674 (2022 - \$nil) generated from matured guaranteed investment certificates held by the other Districts. At December 31, 2023, the Organization presents the balance as a payable Due to Districts.

7. Deferred revenue:

Deferred revenue represents membership fees, magazine ad revenue, and sponsorships received in the current year that relates to the subsequent year.

		2023	2022
Membership fees	\$	44,883	\$ 45,906
Magazine ad revenue		–	–
Miscellaneous		–	–
	\$	44,883	\$ 45,906

8. Internally restricted net assets:

An internally restricted fund, called the General Reserve Fund, was created by the Board of Directors to cover a portion of the financial obligations for a one-year period. The fund target is 75% of expenses, using a three-year rolling average.

9. Financial instruments:

(a) Credit risk:

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Organization is exposed to credit risk resulting from the possibility that a customer or counterparty to a financial instrument defaults on their financial obligations; if there is a concentration of transactions carried out with the same counterparty; or of financial obligations which have similar economic characteristics such that they could be similarly affected by changes in economic conditions. The Organization's financial instruments that are exposed to concentrations of credit risk relate primarily to its investments and accounts receivable.

Management considers its exposure to credit risk over investments to be remote as the Organization holds cash deposits with various major financial institutions. Accounts receivables are not concentrated significantly and therefore the carrying amount of accounts receivable represents the maximum credit risk exposure.

(b) Liquidity risk:

Liquidity risk is the risk that the Organization will encounter difficulty in meeting its obligations associated with financial liabilities. Liquidity risk includes the risk that, as a result of operational liquidity requirements, the Organization will not have sufficient funds to settle a transaction on the due date; will be forced to sell financial assets at a value, which is less than what they are worth; or may be unable to settle or recover a financial asset. The Organization is exposed to this risk mainly in respect of its accounts payable.

The Organization's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient cash flows to fund its operations and to meet its liabilities when due, under both normal and stressed conditions. The Organization maintains a portion of its invested assets in liquid securities.

(c) Interest rate risk:

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Organization is exposed to changes in interest rates related to its investments in marketable securities. The Organization's primary objective is to ensure the security of principal amounts invested and provide for a high degree of liquidity, while achieving a satisfactory return.

The Organization mitigates interest rate risk on investments by diversifying the durations of the fixed-income investments that are held at a given time and by investing in fixed income vehicles backed by a chartered bank.

(d) Currency risk:

Currency risk is the risk that the fair value or future cash flows of certain foreign denominated financial instruments within the investment portfolio will fluctuate because of changes in foreign exchange rates. The Organization considers this risk to be acceptable given their limited exposure and therefore does not hedge its foreign exchange rate risks.

There have not been any changes in the risks described above from the prior year.

10. Comparative information:

The comparative amounts presented on the statement of operations have been reclassified to conform with the current year's presentation.

2023 All-Ontario Holstein Competition



CLASS	ALL-ONTARIO	RESERVE
Summer Heifer	KARVIEW ALLIGATOR ABLURR Ronald Grandy	RIVERDOWN LAMBDA DIHARD Jaquemet Holsteins & Riverdown Holsteins (Current: Big Guns Cattle Co. & Triple-T Holsteins)
Spring Heifer	LEACHFIELD TRSTORM JIGGLES Peter Leach	LOA-DE-MEDE CRUSHTIME POISED John Werry, Loa-De-Mede Farms
Winter Heifer	CAL-DENIER-I DL ALEXUS-ET Velthuis Farms Ltd	WINRIGHT SL SIDEKICK JADE Brian Joseph Enright & Sunnyslodge Farms Inc
Fall Heifer	KIRKLEA MASTER BUGATTI Kirklea Holsteins	GLENNHOLME MASTER MATRIX Glennholme Holsteins
Summer Yearling	MAGOLAIT LAMBDA ROSEY Clarkvalley Holsteins, Pierre Boulet & Ronald Grandy	JM VALLEY LAMBDA CELINE Clarkvalley Holsteins & Dalton J. Faris
Spring Yearling	KINGSWAY CAUGHT A VIBE Kingsway Farms & Velthuis Farms Ltd.	QUALITY MASTER MACY Agriber Societa Agricola SRL, Beckridge Holsteins & Quality Holsteins
Winter Yearling	KARVIEW DOORMAN AMAZON Karnview Farms Inc.	MAIFIELD WARRIOR ENA Almet Farms Ltd. & Matthew Forestell (Current Owner: Jeremiah Lungwitz)
Junior Breeder's Herd	LOA-DE-MEDE FARMS LTD.	QUALITY HOLSTEINS
Winter Yearling in Milk	OLORTINE AVENGER DESIGN Breamont Holsteins (Current Owner: Pierre Boulet & R&F Livestock Inc)	SMYGWATYS DOT'S DAWN Raymond J. Smygwyat
Fall Yearling in Milk	BLONDIN STARS ALICE Hodglyn Holsteins & Little Star Holsteins	MILKWORTH KD ADELINE Beckridge Holsteins & Quality Holsteins
Summer 2-Year-Old	BUCKMEADOW US MADELYN Ronald Grandy	HENDERCROFT JUBE JUBE Herbert Henderson
Spring 2-Year-Old	HENDERCROFT CHIEF SPHYNX Herbert Henderson (Current Owner: Pierre Boulet)	BRIDGEVIEW ALLEYOOP KOE Bridgeview Farms
Winter 2-Year-Old	JENDRO DELTA LAMBDA SANDY K Doeberienier, L Bowen, Clarkvalley & P Conroy (Current Owners: R&F Livestock Inc & Walker Dairy)	KINGSWAY LAMBDA ASTON Kingsway Farms & London Dairy Farms
Fall 2-Year-Old	SUNSPARK CHIEF SNUGGLES Beckholm Holsteins & Hodglyn Holsteins	BESLEA UNIX CARRERA Beslea Farms Ltd.
Junior 3-Year-Old	BIRKENTREE SIDEKICK ELLISSIA Hodglyn Holsteins & Little Star Holsteins	ROYALWATER PARKAVENUE DAWN Brian Carscadden, Hodglyn Holsteins & Matthew Forestell
Senior 3-Year-Old	C V F KING DOC SUNSET Dalton J. Faris	WINRIGHT UNIX TRIXIE Kingsway Farms & Raymond J. Smygwyat
4-Year-Old	ALTONA LEA UNIX HERMINIE Dalton J. Faris	RAIVUE SIDEKICK PANDORA Hodglyn Holsteins & Little Star Holsteins

2023 All-Ontario Holstein Competition



CLASS	ALL-ONTARIO	RESERVE
5-Year-Old	HUFFMANDALE UNIX MAPLESUGAR Hodglyn Holsteins, Little Star Holsteins & Matthew Forestell	LIDDLEHOLME TKELAH Two-To-Tango Farms Inc
Mature Cow	GLEN ISLAY SENNET TORANCE Adam Clarke & Clarkvalley Holsteins	ERROLEA AVALANCHE BRAZIL Errolea Holsteins & Hodglyn Holsteins
Longtime Production Cow	HENDERCROFT WINBROK GUMMYBEAR Herbert Henderson, Kingsway Farms, Matthew Forestell & Trentward Farms	GLENBERT DUALANE DOORMN SKYLAR Glenbert Holsteins
Breeder's Herd	HENDERCROFT	WINRIGHT
4-H Spring Heifer	VINTAGE A2P2 ALEXIS Exhibited By: Janelle Phoenix Owners: Barclay Phoenix & Vintage Land & Cattle Ltd.	PETITCLERC LAMBDA ATLAS Exhibited by: Paige Werry Owners: Loa-De-Mede Farms Ltd. & Werrhurst Holsteins
4-H Winter Heifer	WINRIGHT SL SIDEKICK JADE Exhibited By: Taylor Mathers Owners: Brian Joseph Enright, Sunnyslodge Farms Inc	KENTVILLE RESPECT ROWBOW Exhibited By: Jaelynn Phoenix Owned By: Kentville Holsteins, Barclay & Jaelynn Phoenix
4-H Fall Heifer	FARROW PERENNIAL ADRENALINE Exhibited By: Ty Finley Owned By: Far-Row Holsteins	KIRKLEA MASTER BUGATTI Exhibited By: Brenna Macdonald Owned By: Kirklea Holsteins
4-H Summer Heifer	SUNNYSLODGE DIAMONDBACK KINSELY Exhibited By: Ryan Smygwyaty Owned By: Sunnyslodge Farms Inc, Ryan & Raymond Smygwyaty	KARNVIEW DENVER ASPEN Exhibited By: Mitchell Anderson Owned By: Karnview Farms Inc.
4-H Spring Yearling	DUHIBOU HANIKO FÉLICITA Exhibited By: Connor Velthuis Owned By: Velthuis Farms Ltd.	KIRKLEA UNSTOP TOOTSIE ROLL Exhibited By: Cameron Barkey Owned By: Cameron Barkey, Frank Barkey, And Family
Red & White Heifer	CLARKVALLEY WARRIOR LUCKY ROSE Clarkvalley Holsteins & London Dairy Farms	RALANES SAGER ALTITUDE ALASKA Hodglyn Holsteins & Raymond J. Smygwyaty
Red & White Yearling, non-milking	MAIFIELD WARRIOR ENA Almet Farms Ltd & Matthew Forestell (Current Owner: Jerimah Lungwitz)	BELMORAL WAR LORDE Belmoral Farms Ltd
Red & White Junior Cow	DARCROFT JC UNSTOP ALABAMA Adam Clark & Clarkvalley Holsteins	GOLDEN-OAKS ALEXIS-RED Hodglyn Holsteins & Raymond J. Smygwyaty
Red & White Senior Cow	AIJA AVALANCHE KALA Agriber Societa Agricola Srl, Beckridge Holsteins And Quality Holsteins	SWEETVIEW AVALANCHE MITSOU Up-Ridge Holsteins

Congratulations!

Combined Component Awards 2023

For Highest Fat & Protein Total Kgs. in Ontario

Gray Lea

BORN ON THE FARM

NEWMORNING LEGEND LESTER, owned by New Morning Holsteins, Monkton

Produced as a 1-Year-Old in 305 days

14561 kg. Milk 670 kg. Fat 560 kg. Protein Composite FP 1,230

BCS (Deviation) 385 (+111) Milk 479 (+168) Fat 467 (+173) Protein

DND RUBAN LUST, owned by Full Send Farms Inc, Thedford

Produced as a 2-Year-Old in 305 days

21,105 kg. Milk 831 kg. Fat 647 kg. Protein Composite FP 1,478

ALBADON DURST AMELIA, owned by Albadon Farms, Teeswater

Produced as a 3-Year-Old in 305 days

18,085 kg. Milk 938 kg. Fat 593 kg. Protein Composite FP 1,531

BCA (Deviation) 373 (+68) Milk 527 (+169) Fat 388(+70) Protein

JOALFARMS ABBOTT FINESSE, owned by Allan & Lorne Vis, Murillo

Produced as a 4-Year-Old in 305 days

17,903 kg. Milk 1,095 kg. Fat 596 kg. Protein Composite FP 1,691

BCA (Deviation) 353 (+109) Milk 576 (+274) Fat 368(+106) Protein

GOULDHAVEN AVALANCHE EVA, owned by Gouldhaven Farms, Foresters Falls

Produced as a 5-Year-Old in 305 days

29,910 kg. Milk 1,405 kg. Fat 975 kg. Protein Composite FP 2380

BCA (Deviation) 600 (+288) Milk 759 (+417) Fat 617(+301) Protein

DEBOER SUPERSHOT WILLOW, owned by De Boer Acres Holsteins, Selkirk

Produced as a Mature Cow in 305 days

19,202 kg. Milk 937 kg. Fat 657 kg. Protein Composite FP 1,594

BCA (Deviation) 351(+62) Milk 466 (+164) Fat 389(+89) Protein

Congratulations!

2023

Master
BREEDER

Hanalee
Nandale
Richland
Sunnylodge



Proud Holstein Ontario Breeder



BOARD OF *Directors*

VISION

Passionate Farmers. Prosperous Breed.
Progressive Industry.

MISSION

Providing outstanding service and exceptional opportunities to our members to ensure longevity and excellence in the Holstein breed.

CORE VALUES

Passion. Integrity. Respect.

CORE PILLARS

Youth Activities. Education. Breed Promotion.
Industry Advocates.

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