



AYRSHIRE CANADA

ASSEMBLÉE GÉNÉRALE ANNUELLE  
GENERAL ANNUAL MEETING

2019





## **Program of the day 120e Annual meeting**

Hotel Plaza, Salaberry-de-Valleyfield, Qc

Friday, February 28<sup>th</sup>, 2020

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### **Agenda**

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- 1- Call to order
- 2- Identification of members
- 3- Scrutineers nominations
- 4- Reading and adoption of the Agenda
- 5- Adoption of the last AGM Minutes 2019 (available on our Website : [www.ayrshire-canada.com](http://www.ayrshire-canada.com))
- 6- Business resulting to the Minutes
- 7- President's report
- 8- General Manager's report
- 9- Breed improvement committee report
- 10- Finances
  - CGA Auditor's Report
  - Financial Report
- 11- Nomination of the CGA Auditor for 2020
- 12- Resolutions
- 13- Correspondance
- 14- Judges Nominations for 2021 Royal and Supreme Dairy
- 15- New Business
- 16- Adjournment

Mary Ellen Trueman  
President

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# ASSEMBLÉE GÉNÉRALE ANNUELLE 2020

AYRSHIRE QUÉBEC

PARTENAIRE  
AYRSHIRE DE RÊVE



PARTENAIRES  
TOUTE-CANADIENNE ET TOUT-QUÉBEC



PARTENAIRE  
DES PRIX DE PRODUCTION



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PARTENAIRES  
DE LA PAUSE SANTÉ AGA AYRSHIRE CANADA



PARTENAIRES DE L'AGA



Transport White Gold

PARTENAIRE  
DU COQUETEL



LIQUITOUT



# MERCI DE VOTRE APPUI!



AYRSHIRE CANADA

## PARTENAIRES DES VISITES DE FERMES



Les  
Producteurs  
de lait  
du Québec



**RODUCTIONS**  
PATRICK LEDUC INC.

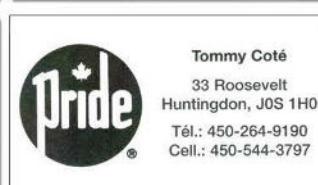
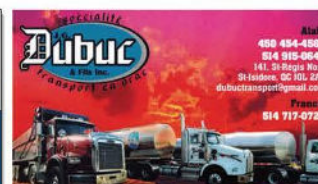


**BANQUE  
NATIONALE**



Hôpital Vétérinaire  
**ORMSTOWN**  
Veterinary Hospital

## PARTENAIRES D'AFFAIRES



## 2019 Annual Report

### Board of directors

**Mary Ellen Trueman (Sackville, N B)**  
President / member of Executive committee

**Oliver Balme (Cobble Hill, BC)**  
Member of Executive committee

**François Beaudry (Granby, QC)**  
Member of Executive committee

**Anthony Bilodeau (St-Agapit, QC)**

**Caroline Couture (Compton, QC)**

**Mario Lacerte (Yamachiche, QC)**  
Member of Executive committee

**Jessie Rioux (St-Clément, QC)**

**Eleanor Robinson (Osgoode, ON)**  
Vice President and member of Executive committee

**Duane Tolhurst (Vankleek Hill, ON)**

### Head office

**Michel Boudreault**  
General Manager

**Member services / registrar**  
Jerry Sumbler  
Janine Eygenraam

**National fieldman**  
Yves Charpentier

**Administrative assistant/accounting**  
Lucie Lecomte

**External office agent**  
Francine B. St-Jacques

### Honorary life members

2000	Louis-Marie Lapointe, Jonquière, QC
2000	Benoit Tremblay, Hébertville, QC
2001	Guy Fournier, St-Rosaire, QC
2001	Marcel Rondeau, Warwick, QC
2001	Jean-Marie Roy, St-Pierre de Broughton, QC
2002	George F. Mitchell, Thamesford, ON
2002	Harold A. Smith, Wyoming, ON
2003	John Balme, Cobble Hill, BC
2003	Henry Bryant, Mission, BC
2003	Robert Ness, Howick, QC
2004	MacNaughton Cumming, Lancaster, ON
2004	Gaston Cayer, St-Albert, ON
2005	Alex McCaig, Ormstown, QC
2005	Ken Roy, Howick, QC
2006	Bruce Garlough, Williamsburg, ON
2007	Jean-Guy Lagacé, Saint-Hyacinthe, QC
2007	Simon Martel, Victoriaville, QC
2008	James Clark, Scotsburn, NS
2009	Ronald MacKechnie, Quyon, QC
2010	Norman Boswall, Frenchfort, PEI
2011	Jean-Guy Faucher, Ste-Marie-de-Beauce, QC
2012	Allan Barr, Knowlton, QC
2012	James Cotton, Navan, ON
2013	William D. Hampson, Woodstock, ON
2013	Elmer W. Stewart, Newington, ON
2014	Marcellin Therrien, Arthabaska, QC
2015	Frank Waterston, Penobsquis, ON
2015	Georges-Aimé Lavoie, St-Basile, NB
2015	Anne Spaul, Ottawa, ON
2016	Harris Shufelt, Brigham, QC
2017	Dana Greenough
2018	Guy Sim

### Award of Merit

1996 -	Alex McCaig
1997 -	Richard Lagacé
1998 -	Neil G. Kittle
1999 -	Michel Boudreault
2000 -	Marcellin Therrien
2001 -	Mario Lacerte
2002 -	Christopher Studer
2003 -	André Richard
2004 -	Loraine Yersin
2005 -	Dave & Bonnie Bergeron
2006 -	Norman Boswall
2007 -	Grant Roy
2008	Philippe Marcoux
2009	Marie-Hélène Labrie
2010	Martin Duclos
2011	Jonathan Lemay
2012	Garnet Schellen
2013	Henri Hofer
2014	Bruno Soucy
2015	Peter Rossiter
2016	Jean-François Simard
2017	François Beaudry
2018	Cynthia Daoust

### Association's presidents

2000	Marcellin Therrien
2001	William D. Hampson
2002	Normand Marcotte
2003	Alex Cumming
2004	Grant Roy
2005	Grant Roy
2006	Marcellin Therrien
2007	Marcellin Therrien
2008	Henri Hofer
2009	Henri Hofer
2010	Andrew Shufelt
2011	Andrew Shufelt
2012	Henri Hofer
2013	Jean-Philippe Daunais
2014	Jean-Philippe Daunais
2015	François Beaudry
2016	François Beaudry
2017	Mario Lacerte
2018	Mario Lacerte
2019	Mary Ellen Trueman

## Ayrshire Breeders' Association of Canada Annual General Meeting

### Minutes

Friday March 1<sup>st</sup>, 2019 – 11 a.m.  
La Cache à Maxime, Scott, Québec

Present: Mario Lacerte, President, Oliver Balme, François Beaudry, Caroline Couture, Jonathan Lemay, Eleanor Robinson, Mary Ellen Trueman, Michel Boudreault, Ayrshire breeders, special guests, and sponsors.

Secretary: Lucie Lecomte, Administrative Assistant.

Absent: Duane Tolhurst.

#### 1.0 CALL TO ORDER

Mario Lacerte, President, calls the meeting to order at 11:10 a.m. and welcomes everyone. He indicates to the members a few guidelines to follow for the proper conduct of this meeting.

He thanks everyone attending the meeting for coming and welcomes everyone again.

#### 2.0 MEMBERS IDENTIFICATION

Mario Lacerte asks all members to identify themselves with their voting cards and, having observed more than 25 members' voting cards, declares the Annual General Meeting to be legally constituted.

#### 3.0 NOMINATION OF THE SCRUTINEERS

Mario Lacerte asks those in attendance to nominate the scrutineers.

François Beaudry / Cynthia Daoust moves and seconds Mr. Pascal Lemire and Ms. Stéphanie Roy to act as Scrutineers.

**CARRIED**  
**2019-0301-009**

#### 4.0 READING AND ADOPTION OF THE AGENDA

Michel Boudreault reads out the Agenda and asks whether any items need to be added.

Claude Larocque / Bonnie Bergeron moves and seconds the adoption of the Agenda as presented.

**CARRIED**  
**2019-0301-010**

#### 5.0 ADOPTION OF THE MINUTES FROM THE MARCH 22, 2018 MEETING

Michel Boudreault presents an overview of the Minutes.

It is asked whether there are any questions. No questions.

There is a call to vote.

Richard Lagacé / Amélie Hardy Demers. moves and seconds that the Minutes from the March 22, 2018 Annual General Meeting be adopted as presented.

**CARRIED**  
**2019-0301-011**



**6.0 OLD BUSINESS FROM PREVIOUS MINUTES**

Michel Boudreault reads out the follow-up of the resolutions from the March 22, 2018 Minutes.

Resolution concerning animal purity percentages on our website. It is specified that the request was made to ABRI to post purity percentages on our website.

It is asked whether there are any questions. No questions.

**7.0 PRESIDENT REPORT**

Mario Lacerte presents a summary of his report presented on page 10 of the Annual Report.

It is asked whether there are any questions. No questions.

Patrick Riordon / Christian Bilodeau moves and seconds the President Report as presented.

**CARRIED  
2019-0301-012**

**8.0 GENERAL MANAGER REPORT**

Michel Boudreault presents his report available on page 11 of the Annual Report.

It is asked whether there are any questions. No questions.

David De Launière / Jonathan Lagacé moves and seconds the General Manager Report as presented.

**CARRIED  
2019-0301-013**

**9.0 BREED IMPROVEMENT COMMITTEE REPORT**

Pascal Morneau reads out the Breed Improvement Committee Report presented on page 12 of the Annual Report.

It is asked whether there are any questions.

Richard Lagacé wishes to congratulate the Breed Improvement Committee on the work done to increase production. However, he wonders whether other traits, such as milking speed and temperament, might have been neglected.

Pascal Morneau explains that the committee continues to work on these points and that they haven't been neglected by the committee.

Richard Lagacé asks what the Ciq-Semex's visions are concerning bull selection to improve these points.

Jonathan Lagacé mentions that, in smaller breeds, more sudden changes of direction are sometimes required and these points have not been forgotten. Ciq-Semex is working on it. The importance of working all together to move the breed forward is highlighted.

No other questions.

Jonathan Lemay / Cynthia Daoust moves and seconds the Breed Improvement Committee Report as presented.

**CARRIED  
2019-0301-014**



## 10.0 FINANCES

**Auditor's Report.** It is mentioned that it is available on page 13 of the Annual Report.

### **Unaudited Financial Reports.**

Michel reads out the reports and comments them:

Statement of Financial Position – Statement of Net Assets – Income Statement (Revenue) – 2018 Breakdown of Revenue – Statement of Expense – Summary of the Cash Flow Statement. Explanations are provided on several points. The year is ending with a surplus of \$12,319 and on the balance sheet with \$552,318, for a difference of \$30,081 more than in 2017.

It is asked whether there are any questions. No questions.

Normand Lapointe / Claude Larocque moves and seconds the Financial Statements as presented.

**CARRIED**  
**2019-0301-015**

## 11.0 NOMINATION OF AN AUDITOR FOR 2019

Attendees are asked whether they wish to nominate an auditor. The Board of Directors proposes the accounting firm BDO.

Richard Lagacé / Normand Lapointe moves and seconds to nominate the same accounting firm as last year, namely BDO Canada, for the Financial Statements ending November 30, 2019.

**CARRIED**  
**2019-0301-016**

## 12.0 BYLAWS CHANGES

### **Current Bylaw**

#### **22.2 Purebred Status**

Shall be eligible to the Ayrshire purebred status, provided their Ayrshire characteristics include the colour red and white or white or red:

**22.2.1** Female animals with no less than 87.5% (7/8) Ayrshire inheritance.

**22.2.2** Male animals with no less than 93.75% (15/16) Ayrshire inheritance.

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### **Proposed Change:**

#### **22.2 Purebred Status**

Shall be eligible to the Ayrshire purebred status, provided their Ayrshire characteristics include the colour red and white or white or red:

**22.2.1** Female animals with no less than 87.5% (7/8) Ayrshire inheritance.

**22.2.1.1** For the purpose of calculating Ayrshire heredity, for a female with a genetic inheritance varying between 87.5% and 93.75%,

**22.2.1.1.1** The percentage will be indicated on the registration certificate.

**22.2.1.1.2** The percentage will be used to calculate the progeny's Ayrshire heredity.

**22.2.2** Male animals with no less than 93.75% (15/16) Ayrshire inheritance.

**Reasons for this change:**

1. Avoid errors in the interpretation of the designation "purebred";
2. Facilitate the follow-up of an animal's Ayrshire heredity percentage;
3. Ensure the information published on the registration certificate matches the one used to calculate the progeny's Ayrshire heredity;
  - a) Even when a female is registered as "purebred" at more than 87.5%, (section 22.2.1), between 87.5% and 93.75%, it is the real percentage that is used.

It is emphasized that this change will affect in no way how animal inheritance is calculated, but will ensure that the information published on registration certificates matches the one used to calculate the progenies' Ayrshire inheritance.

It is mentioned that, previously, we couldn't find bulls on the market with a purity that was not 100% and that, although there are very few, we wish to be ready to face this reality.

Mr. Douglas Evans mentions that, in the United States, the animal's real inheritance percentage is written on registrations.

Yves Charpentier explains that the purity percentage remains the same (87.5%), however we wish to write the animals' real percentage on our registrations; from 93.75% and up, the percentage will not be written on the registration certificate, only the designation "purebred".

François Beaudry / Mary Ellen Trueman moves and seconds this Bylaws' change.

**CARRIED**  
**By more than 2/3 of the members present**  
**2019-0301-017**

Michel presents the general guidelines and objectives of the new strategic plan.

It is asked whether there are any questions. No questions.

Health break: 12:55 p.m.

Resumption: 1:55 p.m.

**13.0 RESOLUTIONS**

**Resolution 1**

- Whereas the Toronto Royal is one of the major events in Canada and visitors from all over the world attend;
- Whereas the monetary value of animals travelling to take part in the show at the Royal;
- Whereas exhibitors do all in their power to offer a high quality show;
- Whereas animal shows and exhibits constitute a promotional showcase for the breed;
- Whereas non-local breeders organize joint transportation for their animals with breeders from other breeds to reduce transport cost and improve logistics;
- Whereas breeders can travel for several breeds' shows;
- Whereas the importance of biosecurity and disease prevention among the various dairy herds;

Be it resolved, that the Toronto Royal ensures that the cleaning of spaces provided to exhibitors be entirely completed prior to their arrival on site, to prevent disease transmission, offer greater visibility to visitors walking by the breeders' exhibits throughout the week, and to preserve the Royal's brand image for foreign visitors.

Also be it resolved, that there be better logistics upon the arrival of exhibitors at the Royal, in order for animals to have a place to go to following long hours of transportation. Be it resolved also, that non-local exhibitors whose animals undergo several hours of transportation be given priority to arrive on site, to allow their animals resting time before the show.

Proposed by the Show Committee and Ayrshire Québec.

The Board of Directors supports this resolution.

Show Committee / Ayrshire Québec / André Clavet moves and seconds Resolution 1 as presented.

There is a call to vote.

**UNANIMOUSLY CARRIED**  
**2019-0301-018**

## **Resolution 2**

- Whereas a breeder is their herd's owner and the person responsible for its evaluation;
- Whereas the importance for a breeder to have access to their own data and to be able to share its access as owner to whomever they consider important for the good management of their business;
- Whereas the increasingly greater financial pressure on Québec's dairy herds;
- Whereas the huge increase of robotized herds or milking parlour systems as well as the high reliability of data collected;
- Whereas the downward trend of official milk recording on farms;

Be it resolved, that, in order to have reliable evaluations reflecting reality, the Bedford/St-Hyacinthe Ayrshire Club asks the Association to put pressure on the various stakeholders, such as CQRL, Valacta, and the Fédération des producteurs de lait du Québec, for data collected on farms to be used in all of the genetic evaluations. The Bedford/St-Hyacinthe Ayrshire Club asks the Association Ayrshire du Québec to forward this request to Ayrshire Canada.

Proposed by the Bedford/St-Hyacinthe Ayrshire Club

It is mentioned that this resolution can be followed up by both Ayrshire Québec and Ayrshire Canada.

The Board of Directors supports this resolution.

François Beaudry / Andrew Shufelt moves and seconds Resolution 2.

Richard Lagacé mentions that he brought forward this resolution to his Club but that he isn't comfortable with the request to "put pressure". He points out that milking robots have all of the data available and that this data is used for genetic evaluations. He asks that stakeholders adjust to this reality.

Andrew Shufelt wonders how publishable and non-publishable information is managed vs. data transmitted by robots and those gathered by milk recording agencies.

Cynthia Daoust mentions that a request had been made to CDN in 2002, which had been more or less well-received, and that we ought to make sure to work together in order to move forward this file, which has been dragging on.

Richard Lagacé/ Claude Larocque

moves and seconds to amend this resolution, to change the words “put pressure” for “request”.

There is a call to vote for the amendment of this resolution.

**CARRIED**  
**2019-0301-019**

Robert Powell highlights the importance for breeds of working together so that our request carries greater weight with stakeholders.

Larry Ness specifies that CDN is holding a meeting this upcoming March 7.

## **Resolution 2 Amended**

- Whereas a breeder is their herd's owner and the person responsible for its evaluation;
- Whereas the importance for a breeder to have access to their own data and to be able to share its access as owner to whomever they consider important for the good management of their business;
- Whereas the increasingly greater financial pressure on Québec's dairy herds;
- Whereas the huge increase of robotized herds or milking parlour systems as well as the high reliability of data collected;
- Whereas the downward trend of official milk recording on farms;

Be it resolved, that, in order to have reliable evaluations reflecting reality, the Bedford/St-Hyacinthe Ayrshire Club asks the Association to request from the various stakeholders, such as CQRL, Valacta, and the Fédération des producteurs de lait du Québec, that data collected on farms be used in all of the genetic evaluations. The Bedford/St-Hyacinthe Ayrshire Club asks the Association Ayrshire du Québec to forward this request to Ayrshire Canada.

There is a call to vote on the above amended resolution.

**CARRIED BY MAJORITY**  
**2019-0301-020**

It is asked whether there are any other resolutions. No other resolutions.

## **14.0 CORRESPONDENCE**

Nil.

### **Guests:**

Daniel Côté, President Ciq  
Frédéric Côté, Garage Oscar Brochu  
Claude Dumais, La Coop  
Doug Evans, U.S. Ayrshire Breeders' Association  
Marie-Catherine Guimond, FAC  
Jonathan Lagacé, Ciq  
Pascal Lemire, Holstein Canada  
Julie Macfarlane, Ciq  
Stéphanie Roy, MAPAQ  
Jean-François Simard, CQRL  
Julie Viens, Société d'agriculture de St-Hyacinthe



## **Mr. Pascal Lemire, Representative for Holstein Canada, takes the floor**

Mr. Lemire takes the floor on behalf of Ms. Ann Louise Carson. He highlights that Holstein Canada is proud to work with Ayrshire Canada, whether it concerns classification, registrations, accounting or others.

Key points presented:

- Occasional exchanges with Yves Charpentier and Michel Boudreault about classifiers;
- Animal well-being assessment, Holstein Canada to continue inspections;
- Industry Standards Committee: Mr. Lemire and Ms. Valérie Tremblay both sit on this committee as representatives for all of the dairy breeds. This committee is working on electronic data collection (milking robots, milking parlours, etc.) as well as production, which is divided in 3 parts (milk, fat, protein).
- Future: EDHI milk recording: Electronic recording: data exchanges with farms: he finds illogical the way the Standards Committee wishes to work on this file: he is asking for the breeds' support to assert the breeders' vision and help resolve this file in 2019.
- New terms to replace "publishable" and "non-publishable", which will now be "verified" and "unverified"; and, the milk's "kg" components will be reviewed.

Mr. Lemire explains that he hopes to make this committee understand that it must take into account the breeders' requests and not only work in accordance with the stakeholders' vision. He mentions that a greater number of farm visits is planned.

Richard Lagacé does not agree with this idea of additional farm visits. The increasingly higher milk recording cost is the reason why breeders are stopping it, or thinking about stopping it.

## **Mr. Douglas Evans, Representative for the U.S. Ayrshire Breeders' Association, takes the floor**

Key points presented:

- The U.S. Ayrshire breeders do not agree either with their dairy industry stakeholders;
- He congratulates Mario Lacerte and his family for their involvement and the work achieved for the Association over the years;
- In the U.S., breeders also work with a similar stakeholder to CDN for dairy production data and genomics;
- He asks breeders who wish to consign animals at the joint U.S. Ayrshire and Brown Swiss National Sale to communicate with him or his son. This sale will be held during the week of July 1, as part of the joint U.S. Ayrshire and Brown Swiss AGM.

## **15.0 NOMINATION OF THE 2020 ROYAL AND SUPREME DAIRY JUDGES**

It is asked to proceed to the nomination of the 2020 Royal and Supreme Dairy Judges.

Yves explains the nomination procedure.

### **Royal (2019 Judge and the names having received the highest number of nominations from voting exhibitors)**

2019 Judge: André Clavet

Names already written on the voting ballots which received the highest number of nominations: Peter Rossiter and David Wallace.

Propositions are requested for a 3<sup>rd</sup> name on the ballot vote.

**PROPOSITIONS:**

Dave Bergeron / Jonathan Lemay moves and seconds the nomination of Mr. Mark Rueth, from Wisconsin.

No other proposition. There is a call to vote, for the 3rd name to be Mr. Mark Rueth.

**CARRIED**  
**2019-0301-021**

**As such, the names that will be listed on the voting ballots for the 2020 Royal are:**

Peter Rossiter, David Wallace, and Mark Rueth.

**Supreme Dairy (names which received the highest number of nominations from voting exhibitors)**

2019 Judge: Marc Charpentier.

Names already written on the voting ballots which received the highest number of nominations. No names. Therefore, we need 3 names.

**PROPOSITIONS:**

François Beaudry / Claude Larocque moves and seconds the nomination of Mr. Richard Lagacé.

Amélie Hardy Demers / Anthony Bilodeau moves and seconds the nomination of Mr. Jeff Stephen.

Andrew Shufelt / Robert Dufour moves and seconds the nomination of Mr. François Beaudry.

There is a call to vote, for these 3 names to be listed on the voting ballots.

**CARRIED**  
**2019-0301-022**

**As such, the names that will be listed on the voting ballots for the 2020 Dairy Supreme are:**

Richard Lagacé, Jeff Stephen, and François Beaudry.

**16.0 NEW BUSINESS**

All are invited to the farm visits tomorrow, held at Ferme Niclau and Ferme Des Crêtes, starting at 9 a.m.

All are reminded to sign up for the Spring Show and that an advertisement flyer featuring the 2019 Elite Sale animals is now available.

**17.0 ADJOURNMENT OF THE MEETING**

David De Launière / Roberto Dufour moves and seconds the adjournment of the meeting at 3:10 p.m.

**CARRIED**  
**2019-0301-023**

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## President's report

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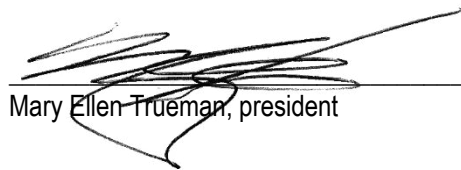
Greetings from Down Under!

Although I will be in New Zealand at the time of the AGM, I write this message to you from Australia. Breeders from all across Canada are participating in this year's Ayrshire World Conference tour. Aimed at bringing the Ayrshire community closer together, the conference attracts loads of international participants. It's not just the farm visits and conference meetings that help foster conversations about the future of the breed, but also the evening discussions and long days spent on the bus. What we can all agree on is that breeders must select cows and bulls that suit their farm environment and herd goals. As well, preserving the Ayrshire breed is important for maintaining diversity among bovine genetics. Having our various associations maintain control over our herd books will help achieve that.

At Ayrshire Canada, our staff continues to work hard meeting with various industry partners, promoting our herd goals, looking at different ways to present our cow's strengths, and supporting best management practices. Our staff also continuously engages with breeders in order to maintain our registration and membership numbers.

The challenges continue, however, as the Canadian industry experiences contraction. The upcoming year will continue to exert financial pressure on the Association. Unfortunately, due to a funding formula change between the federal government and the Canadian Livestock Genetics Association, and a resulting delay in communication with the Association, we experienced an +/- \$11,000 shortfall during the 2019 financial year. What is important to remember is that if not for this change, the Association would have posted another break-even year. The challenge ahead continues to be one of financial stability for the Association.

I would like to congratulate the Howick-Huntingdon Club on hosting another successful AGM. I am sad to miss what I'm sure are some spectacular cows on the herd visits. Enjoy your meeting and best of luck breeding exceptional cows that will continue to move our Ayrshire breed forward.



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Mary Ellen Trueman, president

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## General Manager's report

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### Management activities

Registrations and the maintenance of the herd book remain the raison d'être of the association and entail a significant portion of operating costs. The herd book and database are monitored rigorously on a daily basis, which greatly reduces the risk of error. Our service agreement with Holstein Canada ensures stable service despite staff shortage, a growing challenge that affects all businesses.

Lucie Lecomte's retirement in 2020 allows for an inevitable restructuring in work organization. In this context, we have begun the transition in certain administrative activities. Fortunately, we can already rely on a very good accounting team. For activities such as the Canadian Ayrshire Review, social media and the website, we are now employing external resources on a contractual basis. This approach seems to be the most realistic and desirable option for the months ahead.

Consistently over the last several years, the number of registrations has declined slightly, though not significantly. New breeding philosophies and practices contribute to major trends. Logical practices such as raising fewer replacement animals, using beef genetics or promoting sexed semen in the best females are difficult to invalidate. However, they do cause us harm. Raise less: yes, but it is difficult to grow the Ayrshire population if we do not have animals available. Use sexed semen from the best sires: they still have to be available and regularly renewed, while accounting for suppliers' economic reality. Indeed, we have several great challenges in store for the next few years.

### Improving results

Our production performance has reached new heights with a national average of 8,079 kg of milk, a fat yield of 4.15% and a protein yield of 3.39%, representing an average total production of 1.99 kg of solids per day.

If we wish to increase our market share, we must perform better, where it counts. We are the champions of health, we know that! Unfortunately, the financial benefits associated with this feat are not available and are not sufficiently recognized.

More than ever, I believe that the rapid improvement of our performance and of the population growth will depend on improvements in herd management. For this reason, we have initiated a collaboration with Lactanet and its strategic advisors. Our idea was to gather resources with a common message – that of improving performance and catalyzing change. Mr. Jean Brisson is now our direct link with our partner Lactanet and is a valuable external resource for our team.

Once again this year, the feed research project sparked a lot of interest and hope for better production performance. During the fall, 21 cows carried out the experiment at the Lennoxville research station. The results should be available in the first few months of 2020, leading us into the third and final stage of the project, the farm experiment. Once again, I would like to thank the members who agreed to collaborate on this project, which would not have been possible without your support.

Our constant gain in genetic potential is enviable, and genetic selection is well monitored by our Breed Improvement Committee. We are fortunate to be able to count on a healthy collaboration with our main genetic suppliers, such as Semex and Mr. Thierry Laberge at the top of the list.



## Financial results

The financial aspect of the Association always demands a lot of attention and meticulousness. Managing a tight budget without much leeway is always a little stressful. Thanks to a new accounting software, we have restructured accounts to better assess the expenses associated with each of our activities, not for the purpose of conducting excessive verification, but to determine how much an activity costs and to assess its benefits. For example, how much does the Association's participation in Toronto's Royal Fair cost? What are the costs related to member visits? Etc. We will now have a better idea of these expenses and be able to implement processes that are adapted to our reality.


The Association's annual financial result is good and in line with our budget. However, the balance sheet was compromised by the inability of the Canadian Livestock Genetic Exporters Association (CLGA) to fulfill its obligations toward Ayrshire Canada. The CLGA is the organization responsible for managing the financial assistance guaranteed by the federal government, to help us in our international marketing efforts. We therefore had to withdraw an amount of \$11,288 from our 2018 income. According to our accountants' recommendation, this amount should no longer be considered as "account receivable" at the end of a year, but rather as annual income only once received. This practice had been common for several years.

## Promotion and service to members

More structured visits and regular contact with members were part of the 2019 game plan, so we invested more time and money on these activities. Thanks to the use of external resources, we have been able to dedicate time previously allocated to office work to on-site intervention instead. We will continue this momentum over the next year.

The collaboration between each level of our association (national, provincial and clubs) still needs to be improved, in my opinion. We should be able to collaborate more easily and efficiently. Our goal must be to better serve the members and represent our breed well. We must strive to promote Canadian Ayrshire with high quality standards, speak with a unified voice and convey the same message.

**Let the members be proud of their association and of the breed. That's the goal!**

  
Michel Boudreault, General Manager

## Breed improvement committee report

Firstly, I would like to thank the members of the committee for their devotion to the Ayrshire breed. The committee in its entirety convened for two meetings, once in April and the other in December. A subcommittee was formed to address the breed's goals and objectives. They had several teleconference meetings over the course of the summer. The members of the committee are dedicated to the improvement of the traits that will keep the Ayrshire cow pertinent in today's evolving milk markets.

Several conclusions followed from the committee's meetings over the course of the year. It was concluded that the number of **kilograms of fat production is still the top priority of the breed**; but in order to adjust to the markets' declining demand for protein, we lowered its weight in the LPI formula. By lowering the emphasis on protein, this allowed us to increase emphasis on durability, as well as the health and fertility component.

LPI Formula	Previous	Actual	Proposed
	<b>50%-31%-19%</b>	<b>46%-32%-22%</b>	<b>46%-32%-22%</b>
<b>Production</b>			
Fat Yield	40	50	50
Protein Yield	60	50	50
<b>Durability</b>			
Herd Life	47	40	40
Mammary System	31	38	38
Feet & Legs	22	22	22
<b>Health &amp; Fertility</b>			
Daughter Fertility	53	50	40
Mastitis Resistance	37	30	10
Milking Speed	5	10	30
Persistence	5	10	0
<b>Milking Temperament</b>			20

It was then decided after the subcommittee's summer meetings to put **heavier emphasis on milking speed** within the health and fertility component of the LPI formula. We also added some emphasis to milking temperament, which previously had no influence. This was done to respond to several comments made from members to Ayrshire Canada employees during herd visits. The comments were especially made from members who have robotic milking systems.

I would also like to thank, on behalf of the committee, all of Ayrshire Canada's and Ayrshire Québec's employees for the passion they show for the breed and the members. They play an essential role in the development and evolution of the Ayrshire breed.

  
 Andrew Shufelt, President  
 Breed Improvement Committee

**Financial Statements as of November 30th, 2019 (audited)**



KPMG LLP  
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Canada  
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**INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of Ayrshire Breeders' Association of Canada

We have audited the accompanying financial statements of Ayrshire Breeders' Association of Canada (the "Entity"), which comprise:

- the statement of financial position as at November 30, 2019,
- the statement of operations for the year then 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 November 30, 2019, and its results of operations, its changes in net 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 auditors' 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.

***Other Matter – Comparative Information***

The comparative information as at and for the year ended November 30, 2018 is unaudited. Accordingly, we do not express an opinion on it.



***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.

***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 procedures 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 of internal control.

- 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.

*KPMG LLP*

Chartered Professional Accountants, Licensed Public Accountants

Hamilton, Canada

February 3, 2020

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Statement of Financial Position

November 30, 2019 with comparative information for 2018 restated (unaudited)

	2019	2018 (unaudited)
<b>Assets:</b>		
Current assets:		
Cash (notes 2)	\$ 40,646	\$ 87,860
Short-term investments (note 3)	265,632	245,083
Accounts receivable (note 4)	19,334	35,901
Inventories	1,423	623
Prepaid expenses	12,278	8,272
	<u>339,313</u>	<u>377,739</u>
Capital assets (note 5)	155,481	162,037
	<u>\$ 494,794</u>	<u>\$ 539,776</u>

### Liabilities and Net Assets

Current liabilities:		
Accounts payable and accrued liabilities	\$ 46,616	\$ 90,953
Deferred revenue (note 6)	16,413	14,714
	<u>63,029</u>	<u>105,667</u>
Deferred contributions for capital assets (note 7)	1,224	1,530
	<u>64,253</u>	<u>107,197</u>
Net assets:		
Unrestricted assets	276,284	271,029
Invested in capital assets	154,257	161,550
	<u>430,541</u>	<u>432,579</u>
	<u>\$ 494,794</u>	<u>\$ 539,776</u>

See accompanying notes to financial statements.

On behalf of the Board:

\_\_\_\_\_  
Director

\_\_\_\_\_  
Director

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

### Statement of Operations

Year ended November 30, 2019, with comparative information for 2018

	2019	2018 (unaudited)
Revenues:		
Breed improvement	\$ 172,603	\$ 170,873
Breed promotion	46,670	53,811
Administration and membership	121,809	132,281
Gain (loss) on investments	20,549	(2,979)
Other revenue	-	9,316
	361,631	363,302
Expenses:		
Breed improvement	52,400	46,541
Breed promotion	60,941	61,608
Administration	250,328	254,122
	363,669	362,271
(Deficiency) excess of revenue over expenses	(2,038)	\$ 1,031

See accompanying notes to financial statements.

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

### Statement of Changes in Net Assets

Year ended November 30, 2019, with comparative information for 2018

	Unrestricted	Invested in Capital assets	2019 Total	2018 Total (unaudited)
Balance, beginning of year as previously reported	\$ 282,317	\$ 161,550	\$ 443,867	\$ 431,548
Impact of correction of errors (note 11)	(11,288)	-	(11,288)	-
Restated balance at December 1, 2018	271,029	161,550	432,579	431,548
(Deficiency) excess of revenues over expenses	5,255	(7,293)	(2,038)	1,031
Balance, end of year	\$276,284	\$154,257	\$430,541	\$ 432,579

See accompanying notes to financial statements.

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

### Statement of Cash Flows

November 30, 2019 with comparative information for 2018

	2019	2018 (unaudited)
Cash flows from operating activities:		
(Deficiency) excess of revenues over expenses	\$ (2,038)	\$ 1,031
Items not involving cash:		
Amortization of capital assets	6,556	6,400
Amortization of deferred grant related to capital assets	(306)	(383)
(Gain) loss on investments	(20,549)	4,743
Change in non-cash assets and liabilities:		
Accounts receivable	16,567	(2,096)
Inventory	(800)	710
Prepaid expenses	(4,006)	(2,757)
Accounts payable and accrued liabilities	(44,337)	9,335
Deferred revenue	1,699	7,458
	(47,214)	24,441
Investing activities:		
Purchase of investments	-	(82,316)
Proceeds on sale of investments	-	80,550
Purchase of capital assets	-	(2,488)
	-	(4,254)
(Decrease) increase in cash	(47,214)	20,187
Cash, beginning of year	87,860	67,673
Cash, end of year	\$ 40,646	\$ 87,860

See accompanying notes to financial statements.

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements

Year ended November 30, 2019

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The Ayrshire Breeders' Association of Canada (the "Association") is a national association authorized to register Ayrshire cattle in Canada. The basic purpose of the Association is to improve the breed of Ayrshire cattle. To this end, it maintains a Herd Book and provides many services to its members to assist them in evaluating, selecting and improving their herds. The Association is a not-for-profit organization incorporated under the Livestock Pedigree Act and accordingly is not taxable by virtue of Section 149(1)(e) of the Income Tax Act.

### 1. Significant accounting policies:

(a) Basis of accounting:

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

(b) Revenue recognition:

The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. 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.

(c) Inventory:

Inventory is primarily comprised of supplies and is recorded at the lower of cost and replacement cost.

(d) Foreign currency translation:

At the transaction date, each asset, liability, revenue or expense is translated into Canadian dollars by the use of the exchange rate in effect at that date. At year end, monetary assets and liabilities are translated into Canadian dollars by using the exchange rate in effect at that date and the resulting foreign exchange gains and losses are included in income in the current year.

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements

Year ended November 30, 2019

### 1. Significant accounting policies (continued):

(e) Impairment of long-lived assets:

Management reviews the carrying amount of long-lived assets for impairment whenever the events or changes in circumstances indicate that the carrying amount may not be recoverable. Any impairment determined by a comparison of the estimated undiscounted future operating cash flows to be generated by the asset with its net carrying value is written off at the time of impairment.

(f) Capital assets:

Capital assets are stated at cost less accumulated amortization.

Amortization is based on the estimated useful life of the asset and is calculated as follows:

Asset	Method	Years/Rate
Building	Straight-line	40 years
Furniture and equipment	Straight-line	10 years
Office furniture	Declining balance	20%
Computer equipment	Straight-line	4 years

(g) 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.

(h) 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.

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements

Year ended November 30, 2019

### 2. Cash:

The Association's bank accounts are held at one chartered bank. At year end, \$2,562 (2018 - \$14,843) is denominated in USD.

The Association has an available line of credit totaling \$50,000 which bears interest at the banks' prime rate plus 1.75%. At year end, this facility was not utilized.

### 3. Short-term investments:

The carrying amounts of investments are comprised of the following:

	2019	2018
Mutual funds	\$ 265,632	\$ 245,083

### 4. Accounts receivable:

Accounts receivables are net of an impairment allowance of \$762 (2018 - \$1,258).

### 5. Capital assets:

			2019	2018
	Cost	Accumulated amortization	Net book value	Net book value
Land	\$ 42,211	\$ -	\$ 42,211	\$ 42,211
Building	224,490	114,120	110,370	115,983
Furniture and equipment	9,066	9,066	-	-
Subsidized furniture	25,569	24,283	1,286	1,607
Computer equipment	2,488	874	1,614	2,236
	\$ 303,824	\$ 148,343	\$ 155,481	\$ 162,037

### 6. Deferred revenue:

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



## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements

Year ended November 30, 2019

### 7. Deferred contributions for capital assets:

Deferred grant related to capital assets represent the unamortized portion of contributed capital assets and restricted contributions used to purchase capital assets. The changes in the deferred contributions balance for the period are as follows:

	2019	2018
Opening balance	\$ 149,628	\$ 149,628
Less: amounts recognized as revenue to date	(148,404)	(148,098)
Ending balance	\$ 1,224	\$ 1,530

### 8. Related party transactions:

The Association and Ayrshire Society of Quebec have certain common board members that represent 33% of the Board of Directors.

During the year, the Association incurred administrative costs of \$7,685 (2018 - \$8,101) from Ayrshire Society of Quebec and provided services totaling \$12,518 (2018 - \$10,340) to Ayrshire Society of Quebec.

During the year, the Association incurred administrative costs of \$684 (2018 - \$894) from Ayrshire Atlantic and provided services totaling \$nil (2018 - \$138) to Ayrshire Atlantic.

During the year, the Association incurred administrative costs of \$1,381 (2018 - \$1,942) from Ayrshire Ontario and provided services totaling \$130 (2018 - \$134) to Ayrshire Ontario.

These transactions were carried out in the normal course of operations and are recorded at their carrying amount or the exchange amount agreed to by the related parties.

At year end, amounts due from Ayrshire Society of Quebec and Ontario Ayrshire Association included in accounts receivable was \$597 and \$100 (2018 - \$1,001 and \$nil) respectively and amounts owing to Ayrshire Society of Quebec included in accounts payable was \$15,105 (2018 - \$8,016). The amounts due to Ayrshire Ontario and Atlantic were \$2,752 and \$1,578 (2018 - \$1,372, \$894) respectively.

### 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 Association 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 association's financial instruments that are exposed to concentrations of credit risk relate primarily to its investments and accounts receivable.

There have not been any changes in the risk from the prior year.

## AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements

Year ended November 30, 2019

(b) Liquidity risk:

Liquidity risk is the risk that the Association 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 Association 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 Association is exposed to this risk mainly in respect of its accounts payable.

The Association'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 Association maintains a portion of its invested assets in liquid securities.

There have not been any changes in the risk from the prior year.

(c) Foreign exchange risk:

The Association is exposed to currency risk through holdings of cash in foreign currencies. Fluctuations in the relative value of foreign currencies against the Canadian dollar can result in a positive or negative effect on the fair value of the cash. Approximately 8% of the Association's cash is subject to foreign currency risk.

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

### 10. Comparative figures:

Prior year comparative figures (unaudited) have been updated to conform with the current year presentation.

### 11. Correction of errors:

During 2018, the Association recorded revenue and related expenses of \$12,542 and \$1,254, respectively. As a member of Canadian Livestock Genetics Association (CLGA), Ayrshire Canada applied for grant funding from CLGA to be used for marketing and development. This was expected to be received in 2019. However, due to extenuating circumstances at CLGA, CLGA did not receive their government funding and Ayrshire Canada's funding application was denied. As a result, Breed Improvement revenue and expenses and related assets and liabilities in 2018 have been overstated. The comparative figures (unaudited) have been restated to de-recognize the revenue and related expenses, as well as the corresponding assets and liabilities. The resulting impact was a decrease in breed promotion revenues of \$12,542 and decrease in breed promotion expenses of \$1,254, resulting in a net decrease in net assets of \$11,288 as at November 30, 2018. Accounts receivable and accounts payable as at the year then ended decreased by \$12,542 and \$1,254, respectively.

Classifications by provinces							
From January 1 <sup>st</sup> 2019 to December 31 <sup>st</sup> 2019							
	EX	VG	GP	G	W	Total	Avg. Total Score
AB	0	0	9	3	0	12	80.42
BC	10	34	77	36	0	157	81.85
MB	3	12	22	6	0	43	83.23
NB	32	102	140	41	1	316	83.43
NS	6	29	46	10	0	91	83.12
ON	62	171	313	73	1	620	83.24
PE	32	47	57	7	0	143	85.27
QC	391	1263	2033	754	20	4461	82.87
<b>Total</b>	<b>536</b>	<b>1658</b>	<b>2697</b>	<b>930</b>	<b>22</b>	<b>5843</b>	<b>82.93</b>

Table 1 - Provincial analysis				Tableau 1 - Analyse provinciale			
Provinces	Members		Registrations		Transfers		
	Membres		Enregistrements		Transferts		
	2019	2018	2019	2018	2019	2018	
AB	8	9	49	46	10	-----	
BC	9	10	242	107	78	5	
MB	5	6	65	34	1	6	
NB	16	17	192	215	9	10	
NFLD	-----	-----	-----	-----	-----	-----	
NS	11	19	62	134	20	128	
ON	96	102	735	702	95	43	
PEI	7	6	88	45	11	14	
QC	362	418	3576	3795	659	602	
SK	2	3	-----	16	-----	-----	
Etranger / Foreign	0	1	8	11	15	4	
<b>Total</b>	<b>516</b>	<b>591</b>	<b>5017</b>	<b>5105</b>	<b>898</b>	<b>812</b>	

Table 2- Breed Average				Tableau 2 - Moyenne de production de la race		
Year / Année	Kilograms / Kilogrammes			BCA / MCR		
	Milk / lait	Fat / Gras	Protein / Protéine	Milk / lait	Fat / Gras	Protein / Protéine
2018	8079	334	273	233	234	239
2017	8077	334	272	232	232	237
2016	7987	329	268	229	229	234
2015	7842	323	263	226	226	230
2014	7781	319	261	224	223	228
2013	7775	315	261	225	221	229
2012	7659	310	257	221	217	225
2011	7717	310	258	221	216	224
2010	7663	307	255	218	213	221
2009	7468	301	250	214	209	217

# Soyez des nôtres le 25 juillet prochain !

Pique-Nique

**Ayrshire Québec**

2020



## Horaire de la journée



- **10h**      **Accueil**  
**Visite libre Ferme**  
**Visite Cabane à sucre jusqu'à 14 h**  
( service de navette disponible)  
**Promenade en Bateau ( 20 minutes approx)**  
**Espace Jeunesse (Jeux gonflables, popcorn, barbe à papa)**
- **12h**      **Diner Hot-dog** Au Profit des Jeunes Ruraux de Beauce  
Ou Apportez votre Lunch
- **14h15**    **Présentation de la famille hôte et du troupeau**  
**Bellevue du Lac ( Powerpoint/ vidéo)**
- **16h**      **Vente Show Time 5 à 7**  
(5 sujets potentiels show et famille Éleveuse)
- **19h**      **Méchoui**
- **21h**      **Feux d'artifices**
- **21h15**    **Soirée DJ Memento animation**



### • **Disponible durant toute la journée:**

**Animation Memento, kiosques et produits du terroir, service de Bar,  
eau, jus, rafraichissements, Terrain de Jeu Kubota etc. .**

**\*\* L' Horaire et les activités sont sujets à des modifications sans préavis. \*\***





# Ayrshire

REVUE I REVIEW

