



AYRSHIRE CANADA

Assemblée générale annuelle
v i r t u e l l e 2 0 2 1

JEUDI 10 MARS 2022

V i r t u a l 2 0 2 1
General annual meeting

THURSDAY, MARCH 10TH, 2022



AYRSHIRE CANADA



AYRSHIRE QUÉBEC

Événements Ayrshire

Ayrshire Québec et Ayrshire Canada sont heureux de vous inviter aux divers événements virtuels de leur congrès annuel.

Ayrshire Canada and Ayrshire Québec are pleased to invite you to the various virtual events of their annual convention.

Mars MARCH

Jeudi 3 mars | Thursday, March 3rd

12 h 30 : Assemblée générale annuelle virtuelle de la Société Ayrshire du Québec

Via la plateforme Zoom :

ID de réunion : 899 9189 5157

– mot de passe : 659552

12:30 p.m.: Ayrshire Québec Annual general meeting

Through the zoom platform :

Meeting ID : 899 9189 5157– Password: 659552

Mardi 8 mars | Tuesday, March 8th

12 h 30 : Dévoilement virtuel de la Ayrshire de rêve 2021

Facebook Live de la Société Ayrshire du Québec et d'Ayrshire Canada

12:30 p.m.: Virtual Unveiling of the 2021 Dream Ayrshire
Facebook Live of Ayrshire du Québec and Ayrshire Canada



Jeudi 10 mars | Thursday, March 10th

12 h 30 : Assemblée générale annuelle virtuelle Ayrshire Canada

Via la plateforme Zoom :

ID de réunion : 850 6712 2131

– mot de passe : 828860

12:30 p.m.: Ayrshire Canada Annual general meeting

Through the zoom platform :

Meeting ID : 850 6712 2131– Password: 828860

Mardi 15 mars | Tuesday, March 15th

12 h 30 : Dévoilement virtuel des meilleurs troupeaux Ayrshire en production et en conformation

Facebook Live de la Société Ayrshire du Québec et d'Ayrshire Canada

12:30 p.m.: Virtual unveiling of the best Ayrshire herds in production and conformation

Facebook Live of Ayrshire du Québec and Ayrshire Canada

Présenté par | Presented by:

Jeudi 17 mars | Thursday, March 17th

12 h 30 : Dévoilement virtuel des meilleures vaches Ayrshire en production et en conformation

Facebook Live de la Société Ayrshire du Québec et d'Ayrshire Canada

12:30 p.m.: Virtual unveiling of the best Ayrshire cows in production and conformation

Facebook Live of Ayrshire du Québec and Ayrshire Canada

Présenté par | Presented by:



Purina



Sollio Agriculture



Mardi 22 mars | Tuesday, March 22th

12 h 30 : Dévoilement virtuel des gagnants All-Canadienne et Tout-Québec

Facebook Live de la Société Ayrshire du Québec et d'Ayrshire Canada

12:30 p.m.: Virtual unveiling of the All-Canadian and Tout-Québec winners

Facebook Live of Ayrshire du Québec and Ayrshire Canada

Présenté par | Presented by:



Purina



Jeudi 24 mars | Thursday, March 24th

12 h 30 : Diffusion des vidéos présentant les quatre Maîtres-éleveurs

Facebook Live de la Société Ayrshire du Québec et d'Ayrshire Canada

12:30 p.m.: Presentation of the videos introducing the four 2021 Master breeders

Facebook Live of Ayrshire du Québec and Ayrshire Canada



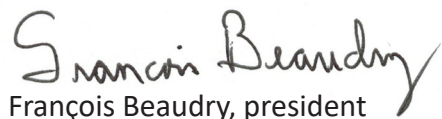
Notice of Annual General Meetings and Agenda

Notice of Annual General Meetings


Mrs Caroline Couture, President of the Société Ayrshire du Québec and Mr François Beaudry, President of the Ayrshire Breeder's Association of Canada cordially invite you to attend the Virtual Annual General meetings of their Associations which will be held respectively at 12:30 pm on March 3 and 10, via Zoom.

In addition to being the place for members to make decisions, these meetings are an opportunity for you to learn about the financial reports of the Associations, their achievements and future projects.

See you there!



François Beaudry, president
Ayrshire Canada



Caroline Couture, president
Société Ayrshire du Québec

Program

Virtual Annual General Meeting

Société Ayrshire du Québec

Thursday, March 3 – 12 :30 p.m

Zoom: <https://zoom.us/j/89991895157?pwd=OUhXN1NZK2hPR3pqMEtTT3BmQW84QT09>

ID de réunion : 899 9189 5157 - Code secret : 659552

Ayrshire Canada

Thursday, March 10 – 12:30 p.m

Zoom : <https://us02web.zoom.us/j/85067122131?pwd=UFcvVW5QelZSVFcjMjFVS2wrbERQdz09>

ID de réunion : 850 6712 2131 - Code secret : 828860

You will find all the documents relating to the annual general meetings and more information at:

<https://ayrshire-canada.com/> et <https://ayrshirequebec.com/>

Also participate in all of our virtual events that will take place on Facebook Live

Tuesday, March 8 – 12:30 p.m.: Virtual Unveiling of the Dream Ayrshire 2021

Tuesday, March 15 - 12:30 p.m.: Virtual unveiling of the best Ayrshire herds in production and conformation

Thursday, March 17 - 12:30 p.m.: Virtual unveiling of the best Ayrshire cows in production and conformation

Tuesday, March 12 - 12:30 p.m.: Virtual unveiling of All-Canadian and Tout-Quebec winners

Thursday, March 24 - 12:30 p.m.: Presentation of the videos introducing the four 2021 Master Breeders

Agenda

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 2020 held on March 11, 2021
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 2022
12. Resolutions
13. Correspondance
14. Judges Nominations for 2023 Royal and Supreme Dairy
15. New Business
16. Adjournment

List of committee members 2021-2022

Board of directors

East Section

François Beaudry, President
Ayrshire Québec

Anthony Bilodeau, Ayrshire Québec

Caroline Couture, Executive
committee - Ayrshire Québec

Claude Larocque, Ayrshire Québec

Jessie Rioux, Ayrshire Québec

Mary-Ellen Trueman, Executive
committee - Atlantic provinces

West Section

Eleanor Robinson, Vice-president,
Ayrshire Ontario

Oliver Balme, Executive committee
West provinces

John Ahrens, Ayrshire Ontario.

Breed improvement committee

Guillaume Brillant (président), Qc
Alexandre Larocque, Qc
Andrew Shufelt, Qc
Cynthia Daoust, Ont.
Glen Powell, Ont.
Guy Sim, C.-B.
Lindsay Greenough, N.-É.
Mario Lacerte, Qc
Pascal Morneau, Qc
Philippe Grandjean, Qc
Rachel MacFarlane, Qc
Todd Visser, Ont.

Siège social

General Manager

Michel Boudreault

Support for recording and transfers

Jerry Sumbler
Janine Eygenraam

National Fieldman & Ayrshire Review

Yves Charpentier

Ayrshire Review and external advisor

France Lemieux

Social media and photographer

Félix Carignan

Administration, service externe

Patricia Normandin
Angèle Hébert
Cathy Duquet
Lucie Lecomte

Personality of the year

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
2019 Joannie Bilodeau

Association 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
2020 Mary-Ellen Trueman
2021 François Beaudry

Honorary life member

2010 Norman Boswall
2011 Jean-Guy Faucher
2012 Allan Barr
2012 James Cotton
2013 William D. Hampson
2013 Elmer W. Stewart
2014 Marcellin Therrien
2015 Frank Waterston
2015 Georges-Aimé Lavoie
2015 Anne Spaul
2016 Harris Shufelt
2017 Dana Greenough
2018 Guy Sim
2019 Philippe Marcoux



AYRSHIRE CANADA

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Annual General Meeting

Thursday, March 11, 2021 – 12:30 p.m.
Webinar – Zoom

The recording of this meeting is accessible on this link.

Visual support is accessible on this link.

The annual report is accessible on this link.

Minutes

Present:

Mary Ellen Trueman (President), John Ahrens, Oliver Balme, François Beaudry, Anthony Bilodeau, Caroline Couture, Mario Lacerte, Jessie Rioux, Eleanor Robinson, Michel Boudreault, Ayrshire breeders, special guests, and sponsors.

Secretary: Lucie Lecomte.

1.0 CALL TO ORDER

Mary Ellen Trueman, President, called the meeting to order at 12:55 p.m. and welcomed those present. She thanked Eleanor Robinson for chairing the 2020 AGM.

2.0 MEMBER IDENTIFICATION

Mary Ellen Trueman asked to check the number of members participating in the videoconference and, having observed more than 25 members participating, declared the Annual General Meeting to be legally constituted.

Andrew Shufelt / François Beaudry move and seconded the opening of the Annual General Meeting.

CARRIED
2021-0311-001

3.0 NOMINATION OF THE SCRUTINEERS

Due to the current situation and the virtual presentation of the AGM, Mary Ellen Trueman suggested appointing Patricia Normandin and Michel Boudreault as scrutineers.

Mario Lacerte / Claude Larocque moved and seconded Patricia Normandin and Michel Boudreault as scrutineers.

CARRIED
2021-0311-002

They both accepted.

4.0 READING AND ADOPTION OF THE AGENDA

Mary Ellen Trueman read out the agenda and asked whether any items needed to be added.

Item added: Starting at 1 p.m., all participants were asked to observe a minute's silence in memory of all those who have succumbed to the COVID-19 virus since the beginning of the pandemic.

Oliver Balme / Yan Rioux moved and seconded the agenda as amended.

CARRIED
2021-0311-003

Mary Ellen thanked the participants for their moment of silence.

5.0 ADOPTION OF THE MINUTES FROM THE FEBRUARY 28, 2020, GENERAL ANNUAL MEETING

Mary Ellen Trueman reviewed the main items from the minutes. (See attached document for more information – presentation made during the AGM.)

It was asked whether there were any questions. No questions.

There was a call to vote.

Minutes

Mario Lacerte / Claude Larocque moved and seconded the adoption of the minutes from the February 28, 2020, Annual General Meeting as presented.

CARRIED BY MAJORITY
2021-0311-004

6.0 OLD BUSINESS FROM PREVIOUS MINUTES

Michel Boudreault followed up on the resolutions adopted during the AGM of February 28, 2020. (See attached document for more information – presentation made during the AGM.)

It was asked whether there were any questions. No questions.

7.0 PRESIDENT REPORT

Mary Ellen Trueman presented a summary of her report included on page 12 of the annual report. (See attached document for more information – presentation made during the AGM.)

She thanked Michel Boudreault for the work he accomplished during this rather exceptional year.

It was asked whether there were any questions. No questions.

John Ahrens / Yan Rioux moved and seconded the President report as presented.

CARRIED
2021-0311-005

8.0 GENERAL MANAGER REPORT

Michel Boudreault presented a summary of his report included on page 13 of the annual report. (See attached document for more information – presentation made during the AGM.)

It was asked whether there were any questions.

Details were requested on the new tenants in the Association's rental spaces: worker cooperative that

offers home services for seniors (housekeeping, personal care, etc.). Full occupancy (ground floor and basement). Renting since October 1 = three months of rental income loss.

No further questions

Oliver Balme / Claude Larocque moved and seconded the General Manager report as presented.

CARRIED
2021-0311-006

Sponsors were thanked: Sollio Agriculture, sponsor of the production and conformation awards, and Ciaq, sponsor of the Ayrshire Dream Cow.

9.0 BREED IMPROVEMENT COMMITTEE REPORT

On behalf of President Andrew Shufelt, Yves Charpentier presented the highlights of the Breed Improvement Committee report presented on page 14 of the annual report. (See attached document for more information – presentation made during the AGM.)

Yves Charpentier thanked Andrew Shufelt for the many years he dedicated to the Association, and welcomed the new president, Guillaume Brillant. He also thanked Thierry Laberge for his devotion and his work for our breed, as well as the Breed Improvement Committee members for their devotion and collaboration.

It was asked whether there were any questions.

Mary Ellen Trueman stated that it is important to pursue the work of educating other associations internationally in order to develop and share a common database to improve the genomics of our breed.

Brian Van Doormaal thanked Eleanor Robinson for representing the Ayrshire breed within the GEB. He also noted that we will continue to work together on the items mentioned by Yves for breed improvement, and he is pleased to pursue this wonderful collaboration.



Eleanor Robinson / Keesha Ness moved and seconded the Breed Improvement Committee report as presented.

CARRIED
2021-0311-007

10.0 FINANCES

Presentation of partners and guests

Members were acknowledged for their presence and thanked for participating in our AGM.

Valérie Tremblay, Holstein Québec
Alain Blanchette, Semex & EastGen
Brad Sayles, Semex
Brian Van Doormaal, Lactanet
Jean Brisson, Lactanet
Jeff Gunn, Lactanet
Pascal Lemire, Holstein Canada
Vincent Landry, Holstein Canada
Thierry Laberge, Semex

Michel Boudreault presented the financial reports.

Auditor's report. Pages 15-27 of the annual report.

Unaudited financial reports.

(See attached document for more information – presentation made during the AGM.)

It was asked whether there were any questions. No questions.

Caroline Couture / Yan Rioux moved and seconded the financial statements and auditor's report as presented.

CARRIED BY MAJORITY
2021-0311-008

11.0 NOMINATION OF AN AUDITOR FOR 2021

Before addressing this item, a trial of the voting system was requested. The procedure was explained to members who will have to vote.

Mary Ellen Trueman stated that the board of directors recommends proceeding with accounting firm KPMG, but subject to the costs for the work in 2021. It was asked whether there were any other suggestions. No other suggestion and no objections.

Claude Larocque / Caroline Couture moved and seconded to nominate KPMG firm for the financial statements ending November 30, 2021.

CARRIED BY MAJORITY
2021-0311-009

12.0 CHANGES TO ADMINISTRATIVE REGULATIONS

Unless members objected, the current regulations would not be read. No objections.

Article 27: Transfer of ownership. (See attached document for more information – presentation made during the AGM.)

Mary Ellen Trueman read out the reasons and proposals for changes.

Reasons for the change request:

- Our registrar receives requests by members to be able to make animal transfers without sending a written document by mail and without returning the original registration certificates.
- The idea is to make the rules easier and lighten the regulations.
- To move to a regulation that includes an electronic procedure.
- The rules of application do not have to be written into the by-laws. We just have to enter them in the procedure book, which already exists.
- Procedures should be updated regularly, to ensure they are functional and comply with the rules.
- That way we would not need to change the rules because of new technology.

Minutes

Proposal of changes

27.1 Upon the sale of an animal registered in the herd book, it is the responsibility of the seller to declare the sale and/or to ensure a duly transferred certificate, issued by the Association, is provided to the buyer. The seller shall initiate the transaction by declaring or filing the transfer with the Association in an approved manner, and by ensuring that arrangements are made for the payment of any necessary fees.

27.1.2 In the event that the buyer and seller intend for their sales agreement to supersede the protocol above, the responsibility for the payment of fees and the declaration or filing of the transfer may be established amongst the parties. Proof of the buyer-seller agreement shall be made available to the registrar upon request.

27.2 Any transfer of ownership of an animal entered in the herd book that is declared to the Association shall be registered.

Discussion: no discussions.

Mario Lacerte / Andrew Shufelt moved and seconded the proposal to modify article 27 in the by-laws.

A vote was requested. It was specified that the vote would have to be accepted by more than 2/3 of the members present. Result: 23 out of 26 members voted.

ADOPTED BY MORE THAN 2/3 OF THE MEMBERS
PRESENT
2021-0311-010

13.0 RESOLUTIONS

No resolutions. The audience was asked whether they had any resolutions. The question was repeated three times. No resolutions from the audience.

14.0 CORRESPONDENCE

No correspondence.

The guests took the floor:

Brian Van Doormaal, Lactanet

- Trends that have an impact on our industry, that are significant and affect all breeds.
- Overall growth in genomic testing, but not as much for the Ayrshire breed.
- Robotic system: an increasing number of farms across the country are turning to milking robots. We must adapt to this rapidly evolving trend.
- New eDHI system for Lactanet: data collected without farm visits. Data comes from sensors (protein components).
- This sensor data is highly useful for our industry, but it must be handled differently. Only milk data is publishable. Explanation of the new Compass software: free online tool for breeders.
- New resolution process: no regular meetings, virtual process that will continue to be used after COVID-19. Breeders can submit resolutions virtually. Resolutions have already been submitted and will be posted online before March 22. Resolutions will be presented on March 31; they will be accessible online. Brian provided more information on how to proceed and on the voting process (progressive way of listening to farmers around the country, training provided, etc.).
- New Lactanet site, a combined site where all information can be found in one place (Lactanet and CDN). Launched in April, and CDN will soon disappear. Mr. Van Doormaal explained the online tools that will be found on the new site.
- LPI formula, new method of calculating (aggregate indexes).

Questions:

Mario Lacerte: Why are AH1 and AH2 results not posted on the website (haplotype)?

Answer:

Lactanet concluded a new agreement, and after April 6, all results of animals born in Canada will be available on the website (tests done in the U.S. by CDCB).



Vincent Landry, Holstein Canada

- Vincent thanked Ayrshire for trusting them as a service provider, especially for classification and other support services.
- For being a partner and taking common actions on important issues for our Canadian dairy breeders and producers, including the industry summit and the vision of improving genetics (vision increasingly shared by all breeds), and for working together on a common exercise for this vision – major collaboration.
- Non-publishable data: an important tool for breed development and how to transmit this data to our breeders. Ayrshire Canada, Jersey Canada and Holstein Canada will present an official request to Lactanet on this subject on March 31.
- A new classification software should be deployed in April. Employee training could not be provided or completed due to obstacles caused by COVID-19.
- Classification: explanation of the impact of COVID-19 on farm visits in Quebec and the Maritimes.

Questions:

Andrew Shufelt: Publication of data with milk kg only. He believes that data with components of milk, fat and protein kg belong together. However, he finds the use of data with the milk kg only to be problematic and finds it unusual that this publishable data is used in bull events.

Answer:

- A general request was received to collect all information or data and to mention their source.
- Industry debate to decide which data to use and what level of reliability to give it.
- Structure already in place for GEB to address these issues. For the herd book, the mandate was to find a way to find this data, make it accessible to producers, and keep it accessible from generation to generation. Afterwards, the industry can discuss and make its decision.
- For eDHI, dairy data collected has a reliability level deemed acceptable, and it is recognized as publishable. The work done on the methods for collecting this data, as well as the validation work, is done by a panel of experts that support and present this research to

breeders. The committee can then decide whether or not to move forward.

Brian Van Doormaal's answer:

Electronic milk recording: Lactanet receives the data on milk and other components, but it is difficult to evaluate the precision of fat data, etc. This fat and protein data will not be publishable as long as the robot manufacturers have not run the ICAR reliability test on the robots. We keep all data for business management purposes, but only use milk data for publishable data and genetic calculations. Calculations are not precise thus far.

Oliver Balme asked whether there had been any progress on data sharing.

It was stated that for the last few years, there have been many discussions, and a structure called iDDEN (International Dairy Data Exchange Network – international partnership – manufacturers), which Lactanet is a part of, studies the feasibility of using a “cloud” to share the data between six countries (data transfer that has been given authorization for publication). We are working to collect data the best way possible.

Brad Sayles

- Thanked Ayrshire Canada for the wonderful collaboration with the breed and genetic improvement group.
- Semex is keeping an eye on the international market regarding the Ayrshire breed. There has been an increase in sales in Canada, Finland, and Sweden. The largest semen producers are South Africa, Colombia, and Russia, which are major markets.
- Investment in semen that would have an impact on the increase in sales across the country. He is working on sales in Africa, Russia, and established markets.
- A recessive trait was detected in many locations. Semex is working to locate the source and a place to test our bulls and understand this trait. We are learning more each week. North America has a source for genetic testing, but this test is offered by the Angus breed. We must pursue our research on this subject.

Minutes

- He thanked Thierry Laberge, who works with them frequently.

Question:

Mary Ellen Trueman: What is happening with this recessive trait we've seen circulating on social media?

Answer:

We still don't know very much about this recessive trait, but we will test bulls to better understand its impact on the breed. We are also monitoring it as quickly as possible to identify carrier bulls and remove them from the population.

No further questions.

15.0 NOMINATION OF THE 2022 RAWF AND SUPREME DAIRY SHOW JUDGES

Since no show took place in 2020, Yves Charpentier asked that the same people appointed during the 2020 AGM remain on the ballot.

No objections.

RAWF (2021 judge and the names that received the highest number of nominations from voting exhibitors)

2021 judge: Mark Rueth (USA).

The names that will appear on the 2022 voting ballots are: François Beaudry – Jeff Stephens – Molly Sloane.

Supreme Dairy Show (names that received the highest number of nominations from voting exhibitors)

Confusion as to the judge in 2020.

2021 judge: Richard Lagacé.

The names to be listed on the voting ballot sent to the exhibitors for 2022 are: François Beaudry and Jeff Stephens.

It was mentioned that it would be preferable to have three names on the ballot. We must therefore name a third person.

Proposal:

Mario Lacerte / Andrew Shufelt moved and seconded Dave Bergeron as the candidate to be added to the ballot. Other suggestions. None.

The vote was requested.

CARRIED BY MAJORITY
2021-0311-011

16.0 NEW BUSINESS

Vente Élite: Friday, April 16 – virtual sale with minimum price (tag sale) – 20 cows for sale and bidding period begins on April 12. The team was thanked for the choice of animals. Encans Boulet will hold the auction and manage the lots. Contact Yves Charpentier for all other questions.

Tomorrow, as of 12:30 p.m. (Eastern time), a video will be posted online to present the Master Breeders.

Mary Ellen Trueman announced that Mario Lacerte will be stepping down as administrator on the board of directors. She thanked him for all his years of precious collaboration and involvement as president and administrator. She congratulated Claude Larocque on his nomination on the board of directors and thanked the administrators and Michel Boudreault for their collaboration and help during her two years of chairmanship.

Question:

Cynthia Daoust asked why the results of the research on nutrition were not presented during our annual meeting. The college was very pleased with the initial results and we could have promoted them and given pride to the breeders.

Answer:

Mary Ellen Trueman stated that Mrs. Daoust's herd was part of the project. Also, preliminary results have only



been known for a short time and we did not find we had enough time to make an adequate presentation to members during the AGM. We also wanted to present the herds involved in the study first.

Michel Boudreault noted that the data is beginning to become available and it must be analyzed. Currently, results are not quite complete and after discussion with Jean Brisson and Cristiano Cortes, it was decided to wait before presenting these results. First, the results will be presented to members who participated in the study. Then, we will inform members who wish to obtain more information, and will then publish it on a larger scale.

Cynthia Daoust: Why wait for perfection and complete results, especially if what we have is positive and promising? We must inform breeders without delay even without all the results on hand, as this is positive news to share with them and the results will help us keep our breeders active.

Reminder to members of the board of directors that the election for the executive committee will take place after the AGM, and to remain online.

17.0 ADJOURNMENT OF THE MEETING

François Beaudry / Mario Lacert moved and seconded to adjourn the meeting at 3:05 p.m.

CARRIED
2021-0311-012

Business resulting to the Minutes

Changes to administrative regulation

Article 27: Transfer of ownership.

- Includes an electronic procedure.
- Make the rules easier and lighten the regulations.

- ◇ All documents sent to M. David Trus, Animal Registration Officer at Agriculture and Agri-Food Canada
- ◇ We are still waiting for the acceptance of the request.

President's report

For another year, we present you with a positive financial statement for the Association, thanks in large part to COVID-19-related government support. We have been watching our finances carefully and continue to offer our member services, which would be impossible without our multiple service agreements.

A drop in registration numbers has been affecting a portion of our revenue for a number of years. To offer you the services to which you are entitled and to support the Association's growth, we will need to seek out other financial levers. We must certainly continue to optimize our revenues and expenditures, and to do likewise, though even more efficiently, with our genetic resources. Industry players are becoming increasingly disengaged with breed associations; this is a very worrisome trend.

Michel and Yves, your representatives, have had the opportunity to visit a number of Ayrshire farms. Their findings are clear: Ayrshires are beautiful, dependable and profitable; however, their diet must be adapted to their precise needs. This is what makes the project with

Agrinova so important, and the work begins in each of our businesses.

In 2021, the various breed associations had to work together on multiple files. It is wonderful to see this excellent collaboration, which will be more than necessary in the future.

I invite you to get involved in your clubs and your Association—remember, your herd is a major asset.

Lastly, I would like to thank your board of directors and your highly devoted employees, Yves Charpentier and Michel Boudreault, as well as all external team members.

François Beaudry
François Beaudry, president

Statistics

2021

PROVINCE	TOTAL NUMBER OF ACTIVE MEMBERS TOTAL DES MEMBRES ACTIFS	# ANIMAL REGISTERED # ANIMAUX ENREGISTRÉS				# ANIMAL TRANSFERRED # ANIMAUX TRANSFÉRÉS	
		PUREBRED PURE-SANG		PERCENTAGE POURCENTAGE		PUREBRED PURE-SANG	PERCENTAGE POURCENTAGE
		MALE/ MÂLE	FEMALE FEMELLE	MALE MÂLE	FEMALE FEMELLE		
TOTAL CANADA	432	94	3828	0	294	488	8
PRINCE-EDOUARD ISLAND	5	6	61			10	
NOVA-SCOTIA	8	2	64		2	5	
NEW-BRUNSWICK	14	1	177		3	8	
QUÉBEC	313	1	2 780		105	349	4
ONTARIO	77	59	452		168	69	3
MANITOBA	0	25	43				
SASKATCHEWAN	1					1	
ALBERTA	6		53		5	21	
BRITISH-COLUMBIA	8		198		11	25	1

A new genetic “surprise”

This past year was marked by the discovery of the new arthrogryposis multiplex (AM) gene, or “curly calf syndrome,” in our population. Detected in Europe since 2016, but very rarely shared with breeders, this gene has already caused us many problems. Luckily, our main supplier of sires quickly decided to tightly control their genetic offering and step in to assist breeders, preventing further spreading of the syndrome. Faced with this problem, genomics is your best tool for detecting carriers. It will give you confidence in your decisions regarding mating.

The impact of the gene highlights a component of the genetic improvement formula that is too often overlooked: diversity. This acts as the problem child in the equation. Even if we have been discussing it for a number of years now, we have been talking to the wall and, unfortunately, I fear that this will continue if nothing changes.

The situation also underscores the lack of coordination in tracking and analyzing breeders' declarations. We submitted our recommendations to the Canadian Dairy Network (Lactanet) and measures are now in place to ensure better service for all breeds.

We have made representations to Viking Genetics to improve collaboration and promote the exchange of information between Ayrshire countries. There appears to be a willingness to collaborate. We are perhaps at the beginning of something that may resemble true collaboration and that could benefit all breeders.

I would like to thank Brian Van Doormaal with Lactanet for his support and unfailingly shrewd advice throughout every administrative step that we have undertaken for our breeders.

Member services, on-farm or virtual meetings

Thoroughly planned out and structured visits enabled us to meet with members all throughout the year at

minimal cost and in keeping with our objectives. During our visits, we focus on members' needs, genetic tool use and performance optimization. We analyze your herds' performance using a tool called Compass to improve our preparedness during our interventions and our response to your requests for advice.

Our partnerships

Our business partnerships allow us to make the most of our resources and have become invaluable for maintaining our operations. We can count on knowledgeable external services for overseeing the herdbook, providing administrative assistance and carrying out the Association's day-to-day tasks.

We participated in the Industry Summit on Canadian Genetic Improvement, which brought together all stakeholders, including Canadian dairy producers. Every partner was able to share their challenges, concerns and plans for the future. We worked with the Canadian Dairy Breed Committee (temporary name) to represent ourselves. This collaboration was very productive—we strengthened our ties and advanced some shared files. One such file was the recognition of unpublishable production data to include them in our herdbook. After having my demand be repeatedly tossed aside by our milk recording agency for a number of years, other breed associations have, curiously, taken up the same cause. “Divide and conquer,” as they say. This time, the saying “strength in numbers” has come out on top. All dairy breeders and producers have come together in support of this project, which is finally being carried out.

We continue to pursue our objective of improving production performance; training is one way to achieve this. Better rations are the crucial step towards quickly improving our phenotypic results. I would like to recognize your participation in the various online training sessions that Lactanet has offered to Ayrshire breeders. Your open mindedness to the consulting service has served you well and has surpassed all expectations.

General manager's report

Communication

I would like the Canadian Ayrshire Review to remain our primary avenue of communication; we will therefore make our utmost effort to keep it as such and ensure that it is engaging and up-to-date. With these objectives in mind, we must aim for a certain level of profitability, although this is not the main goal. I thank our advertisers who allow us to offer high-quality content to members for free. From a different standpoint, newsletters are an efficient, affordable method of communicating with members. However, getting people to open their emails still seems to be a challenge. Nothing's perfect!

Making the most of financial resources

The pandemic has democratized teleworking at many businesses, including our own, even if it was already a common practice for all the Association's administrative operations. We will emerge from this health adventure with new lifestyle habits that will remain very useful despite their limitations. Who would have said, hardly a few months ago, that we would be holding a virtual general meeting, a virtual elite auction (Ayrshire Québec), judging over video...

The Association presents a positive statement for the past fiscal year with a revenue surplus of over 36400\$, two thirds of which can be attributed to one-off government assistance. Emergency wage subsidies will have allowed us to keep our staff on the job despite the uncertainty and a very tight budget. We will need to identify funding options to continue all our operations. A drop in registration

numbers affects our finances, but it will also require us to make the most of our genetic resources. Promoting the "abandonment" of breeding and using beef genetic services makes life difficult for our herd, especially since sexed semen is often lacking in diversity, pushing heifer numbers even lower.

A determined team and board of directors

I am fortunate to be surrounded by a team of remarkable, one-of-a-kind and highly devoted colleagues. A wide array of knowledgeable external services helps us keep our services running smoothly. What's more, I can count on enthusiastic, respectful administrators. I thank all of you for your work and your understanding.



Michel Boudreault



We continue to focus on milk, fat and protein production, all while paying particular attention to positive differentials and the A2A2 gene. Daughter fertility, temperament and milking speed are critical; preserving functional conformation is obviously also part of the equation. Changes made to classification a few years ago, particularly for feet and legs, have produced positive results. Our production is expanding and can still improve with impeccable feed ration management. Genetics only plays a minor role in results, so this is essential if we want to remain competitive.

Our national advisor, Yves Charpentier, and Mr. Thierry Laberge of SEMEX continue to collaborate successfully. Our committee was informed of genetic choices and directions for females and males. This allows us to closely monitor set objectives and understand their choices. Despite the good intention of always offering the best genetics possible, the reality in the field involves a multitude of limitations and compromises.

We have once again been informed that the genetic offering of sires and the quality of the consulting service provided to our Ayrshire breeders vary greatly throughout Canada. In an attempt to remedy this situation, we have made representations to suppliers and have offered to collaborate. Furthermore, team Ayrshire Canada will hold online information sessions for members and for individuals who request them. This initiative is in line with the member services offering included in Ayrshire Canada's strategic planning.

It would be difficult to remain silent over the discovery in our population of the "arthrogryposis multiplex" (AM) gene, introduced by the sire Peterslund. Considering his major influence on the Canadian herd, it was expected that this gene would be present in approximately 20% of our youngest population. To help deal with the situation, we asked Ayrshire Canada's board of directors to modify the rules pertaining to registrations, without, however, banning carrier animals from our herdbook.

I would like to recognize SEMEX's quick work and transparency on this file. The open-mindedness and collaboration between Lactanet (Canadian Dairy Network), the CDCB (Council on Dairy Cattle Breeding) and the Association played a major role in rapidly identifying the sequence of genetic markers in DNA using a basic genomic analysis. This modern genetic analysis tool has proven yet again its very significant role in managing our breeding.

All breeds have recessive genes and undesirable haplotypes. These are certainly not the last ones that we will encounter; however, we must try to minimize their effects through proper management and genetic diversity. As breeders, it is our responsibility to manage them in our herds. The Association has, for its part, the responsibility of evaluating their impacts and managing them appropriately in the Canadian herd.

In closing, I wish to thank the committee members for their dedication, availability and deep interest in our wonderful Ayrshire breed.



Guillaume Brillant, president



KPMG LLP
Commerce Place
21 King Street West, Suite 700
Hamilton ON L8P 4W7
Canada
Tel 905-523-8200
Fax 905-523-2222

INDEPENDENT PRACTITIONERS' REVIEW ENGAGEMENT REPORT

To Board of Directors of Ayrshire Breeders' Association of Canada

We have reviewed the accompanying financial statements of Ayrshire Breeders' Association of Canada ("the Entity"), which comprise the statement of financial position as at November 30, 2021, the statement of operations, statement of changes in net assets and statement of cash flows for the year then ended, and notes, including a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Practitioners' Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioner performs procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

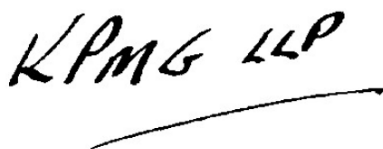
The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

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.



Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of the Entity as at November 30, 2021, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

A handwritten signature in black ink that reads "KPMG LLP". The signature is written in a cursive, stylized font. Below the signature is a single horizontal line.

Chartered Professional Accountants, Licensed Public Accountants

Hamilton, Canada

February 4, 2021

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Statement of Financial Position

November 30, 2021 with comparative information for 2020
(Unaudited)

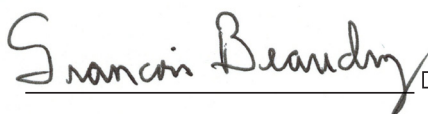
	2021	2020
Assets		
Current assets:		
Cash (notes 2)	\$ 60,836	\$ 25,042
Short-term investments (note 3)	295,407	281,577
Accounts receivable (note 4)	16,256	30,095
Inventories	1,221	1,265
Prepaid expenses	5,380	4,782
	379,100	342,761
Capital assets (note 5)	142,550	148,990
	\$ 521,650	\$ 491,751

Liabilities and Net Assets

Current liabilities:		
Accounts payable and accrued liabilities	\$ 25,977	\$ 32,139
Loan payable (note 6)	30,000	30,000
Deferred revenue (note 7)	5,051	5,252
	61,028	67,391
Deferred contributions for capital assets (note 8)	783	979
	61,811	68,370
Net assets:		
Unrestricted assets	318,072	275,370
Invested in capital assets	141,767	148,011
	459,839	423,381
	\$ 521,650	\$ 491,751

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, 2021, with comparative information for 2020
(Unaudited)

	2021	2020
Revenues:		
Breed improvement	\$ 140,315	\$ 149,814
Administration and membership	81,246	103,707
Breed promotion	50,319	54,320
Unrealized gain on investments	10,461	14,730
Investment income	3,369	1,216
	285,710	323,787
Expenses:		
Administration	192,822	263,532
Breed improvement	58,256	50,839
Breed promotion	26,072	48,332
	277,150	362,703
Excess (deficiency) of revenue over expenses, before the undernoted items	8,560	(38,916)
Other income:		
Canada Emergency Business Account	5,000	10,000
Canadian Emergency Wage Subsidy	22,898	21,756
Excess (deficiency) of revenue over expenses	\$ 36,458	\$ (7,160)

See accompanying notes to financial statements.

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Statement of Changes in Net Assets

Year ended November 30, 2021, with comparative information for 2020
(Unaudited)

	Unrestricted	Invested in capital assets	2021 Total	2020 Total
Balance, beginning of year	\$ 275,370	\$ 148,011	\$ 423,381	\$ 430,541
Excess (deficiency) of revenues over expenses	42,702	(6,244)	36,458	(7,160)
Balance, end of year	\$ 318,072	\$ 141,767	\$ 459,839	\$ 423,381

See accompanying notes to financial statements.

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Statement of Cash Flows

November 30, 2021 with comparative information for 2020
(Unaudited)

	2021	2020
Cash flows from operating activities:		
Excess (deficiency) of revenues over expenses	\$ 36,458	\$ (7,160)
Items not involving cash:		
Amortization of capital assets	6,440	6,492
Amortization of deferred grant related to capital assets	(196)	(245)
Unrealized gain on investments	(10,461)	(14,730)
Investment income	(3,369)	(1,216)
Change in non-cash assets and liabilities:		
Accounts receivable	13,839	(10,761)
Inventories	44	158
Prepaid expenses	(598)	7,496
Accounts payable and accrued liabilities	(6,162)	(14,477)
Loan Advances	20,000	40,000
Loan Repayments	(15,000)	—
Loan Forgiveness	(5,000)	(10,000)
Deferred revenue	(201)	(11,161)
Increase (decrease) in cash	35,794	(15,604)
Cash, beginning of year	25,042	40,646
Cash, end of year	\$ 60,836	\$ 25,042

See accompanying notes to financial statements.

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements

Year ended November 30, 2021
(Unaudited)

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 (continued)

Year ended November 30, 2021
(Unaudited)



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
Building	Straight-line	40
Furniture and equipment	Straight-line	10
Computer equipment	Straight-line	4

(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.

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements (continued)

Year ended November 30, 2021
(Unaudited)

1. Significant accounting policies (continued):

(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.

2. Cash:

The Association's bank accounts are held at one chartered bank. At year end, \$nil (2020 - \$nil) 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 (2020 - \$nil).

3. Short-term investments:

The carrying amounts of investments are comprised of the following:

	2021	2020
Mutual funds	\$ 295,407	\$ 281,577

4. Accounts receivable:

Accounts receivables are net of an impairment allowance of \$369 (2020 - \$318).

5. Capital assets:

					2021	2020
		Cost	Accumulated amortization		Net book value	Net book value
Land	\$	42,211	\$	—	\$	42,211
Building		224,490		125,344		99,146
Furniture and equipment		34,635		33,812		823
Computer equipment		2,488		2,118		370
	\$	303,824	\$	161,274	\$	142,550
					\$	148,990

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements (continued)

Year ended November 30, 2021
(Unaudited)

6. Loan payable:

During 2020, the Association obtained an interest-free, extendable revolving line of credit with Bank of Montreal totaling \$40,000 in the fiscal year through the federal government's Canada Emergency Business Account (CEBA).

Amounts borrowed against the facility are interest-free and repayable on demand for the duration of the term period ending December 31, 2022 after which the Association can extend the facility to December 31, 2025 at an interest rate of 5%.

In 2021, the Association exercised this extension option and received an additional \$20,000 through the facility. As a result, the existing balance in the facility automatically converted to a term loan that will remain interest free until December 31, 2022. The additional funding carries an Early Payment Incentive as part of the CEBA program. If the Association repays 75% of this amount on or before December 31, 2022, the remaining 25% will be forgiven. The forgivable portion in the amount of \$5,000 has been recognized as other income during the year. The interest rate of 5% will apply to any balance outstanding on the loan as of January 1, 2023.

At year end, \$30,000 of this facility was utilized of which the full amount is expected to be repaid on or before December 31, 2022.

7. Deferred revenue:

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

8. 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:

	2021	2020
Opening balance	\$ 149,628	\$ 149,628
Less: amounts recognized as revenue to date	(148,845)	(148,649)
Ending balance	\$ 783	\$ 979

AYRSHIRE BREEDERS' ASSOCIATION OF CANADA

Notes to Financial Statements (continued)

Year ended November 30, 2021
(Unaudited)

9. Related party transactions:

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

The Association and Ayrshire Ontario have certain common board members that represent 22% of the Board of Directors.

During the year, the Association incurred administrative costs of \$6,192 (2020 - \$6,580) from Ayrshire Society of Quebec and provided services totaling \$24,402 (2020 - \$22,778) to Ayrshire Society of Quebec.

During the year, the Association incurred administrative costs of \$593 (2020 - \$632) from Ayrshire Atlantic and provided services totaling \$nil (2020 - \$120) to Ayrshire Atlantic.

During the year, the Association incurred administrative costs of \$1,258 (2020 - \$1,302) from Ayrshire Ontario and provided services totaling \$nil (2020 - \$30) to Ayrshire Ontario.

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

At year end, amounts due from Ayrshire Society of Quebec and Ayrshire Ontario included in accounts receivable was \$2,575 and \$nil (2020 - \$14,420 and \$nil) respectively and amounts owing to Ayrshire Society of Quebec included in accounts payable was \$6,192 (2020 - \$6,580). The amounts due to Ayrshire Ontario and Atlantic were \$1,258 and \$593 (2020 - \$1,302, \$632) respectively. These balances are non-interest bearing and have varying repayment terms.

10. Financial instruments and other matter:

(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 (continued)

Year ended November 30, 2021
(Unaudited)



10. Financial instruments and other matter (continued):

(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) Other matter:

In March 2020 the COVID-19 outbreak was declared a global pandemic by the World Health Organization, which has resulted in governments worldwide, including Canada, enacting emergency measures to combat the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods and social distancing, have caused material disruption to businesses globally and in Canada, resulting in economic slowdown. As a result, the Association is closely monitoring its costs and expenditures to reduce the potential impact of lost revenues. The impact on cash flows, working capital levels and/or debt balances, which may also have a direct impact on the Association's operating results and financial position in the future, will depend on when operations are able to return to pre-pandemic levels. The Association has accessed government assistance via the Canadian Emergency Wage Subsidy and Canada Emergency Business Account. The situation is dynamic and the ultimate duration and magnitude of the impact on the economy and the financial effect on the Association in the future is not known at this time.



AYRSHIRE CANADA

ASSEMBLÉE GÉNÉRALE ANNUELLE 2021



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