

May 13th, 2026

SIMSA's 2026 AGM – a lot of BIG news

The Saskatchewan Industrial and Mining Suppliers Association (SIMSA) held its 2026 AGM today (May 13, 2026). The event featured the election-results of 5 Directors from 17 candidates plus several major news items. Scott Bahr – SIMSA's Board Chair, Scott Bahr – MC'd the formal AGM portion of the event.



Scott Bahr, SIMSA Board Chair

The election results revealed that the following persons will be on SIMSA's Board for the next two years:

- Bryan MacFadden (incumbent), Horizon Engineering & Project Management, Vice President – Business Development & Strategy - Regular member
- Evan Powell, Kelly Panteluk Construction Ltd., General Manager of Projects - Regular member
- June Verhelst (incumbent), Graham, Senior Vice President Operation - Open member
- Shaun Howdle, STC Industrial Group, President & CEO - Regular member

Unit 180, 833 -45th Street West * Saskatoon, SK * S7L 5X2

www.simsa.ca

- Tyler Gilchrist, Impact Energy, Director of Operations - Regular member

These persons will join the following persons on the Board:

- Scott Bahr, Bit Service, Board Chair
- Bobbylynn Stewart, Breck Construction – Board Vice Chair
- Marc Collette, Mine Supply Company
- Curtis Gursky, Fortis Mining
- Andrea Crittenden, Sixten Safety Services
- Jim Wilson, Wil-Tech Industries
- Marlan Ottenbreit, DynaIndustrial

After the formal AGM portion, SIMSA's Executive Director - Eric Anderson – made several announcements.

- Member fee changes
- AI search tool update
- Lobbying update
- Energy Forum announcement
- RBC financing program announcement – SIMSA-Fi
- Release of BDO Extended Payment Terms study
- BHP announcement

Member fee changes

SIMSA has not changed its membership fees nor its structure since its inception in 2013. Since that time, the Consumer Price Index (CPI) is up 36% into 2026, and will be at 40% in 2027. Further, our top membership category (\$20M+) has grown to become the most populated.

And since 2013, SIMSA has added to its member-value:

- Roundtable events
- Mining Forum premier access
- Creation of the member database with a now AI search feature
- Free access to a nuclear specialist
- A Benefits Plan
- A Liability Insurance Discount program
- Regular sharing of sector news
- Being information conduit to and from buyers
- A powerful voice in Ottawa
- A few more major items today

For SIMSA to continue SIMSA's successful delivery of member value, commencing January 1, 2027, at membership renewals, the membership fee structure will be:

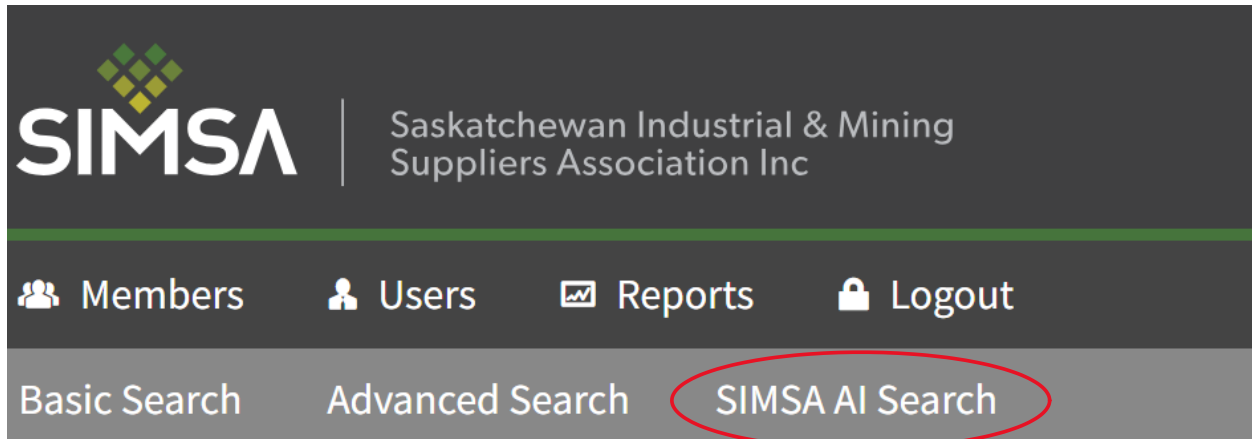
Category	Old Fee	New Fee
Less than \$2.5M	\$500.00	\$600.00
\$2.5M - \$5M	\$750.00	\$900.00
Associate	\$750.00	\$900.00
\$5M - \$10M	\$1,000.00	\$1,200.00
\$10M - \$20M	\$2,000.00	\$2,400.00
\$20M and above - \$50M (split category)	\$2,500.00	\$3,000.00
\$50M and above (new category)	N/A	\$4,000.00

These changes reflect about half of the increase in the Consumer Price Index from 2013-2027.

Going forward, SIMSA will then review our fees every 5-years to keep current.

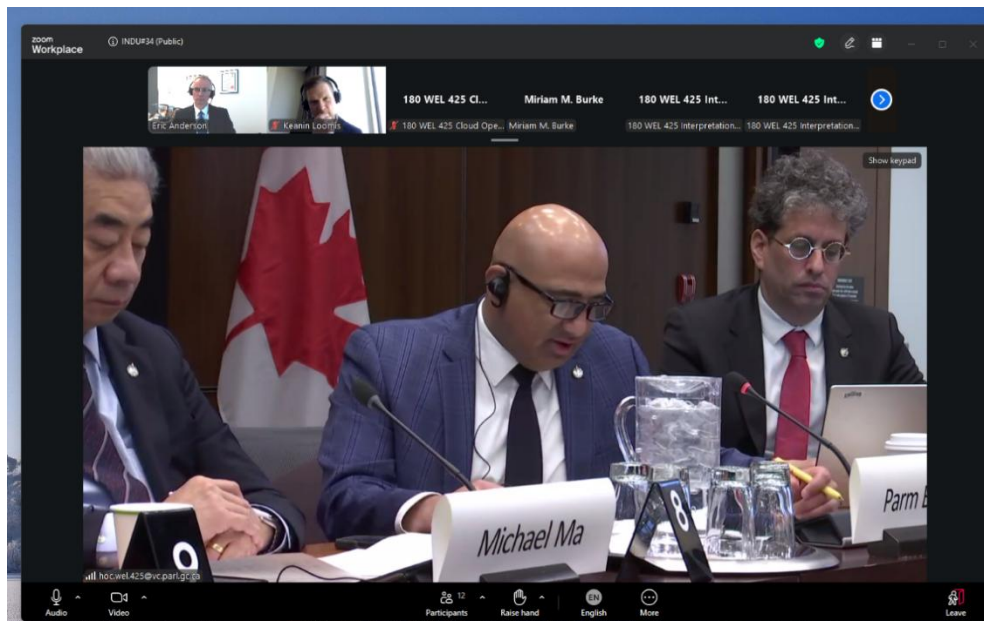
Beta version of AI search feature launched

SIMSA announced that a Beta version of an AI search feature has been added to our member database, which has seen over 150,000 searches to date by BHP alone. We have scraped an indexed your websites into the database and then added over ten-times the search categories. It can now be easily used for defence, nuclear, major projects and other work.



Lobbying update

SIMSA is now a requested voice in Ottawa! Upon request, we submitted a major project procurement whitepaper to several Federal departments and we are now a requested voice to Federal Committees on items such as CUSMA. Per the [May SIMSA Newsletter](#), SIMSA submitted a major project procurement whitepaper to several Federal departments. And earlier this week, we met with the Major Projects and Prime Minister's Office to secure SIMSA members' and SIMSA's role in the upcoming projects. We have met with now dozens of MPs and bureaucrats telling SIMSA's story.



Eric Anderson presenting on CUSMA to Committee

Energy Forum announcement

The annual Saskatchewan Supplier Energy Forum (SSEF) has recently seen 300 persons attend while the recent Mining Forum has had over 3,000. Both events are co-presented with the Government of Saskatchewan, but the Mining Forum has a producer partner – the Saskatchewan Mining Association – which leverages its members to attend and thus attracts more suppliers with a sold-out tradeshow. So, to build the SSEF, SIMSA approached the Canadian Association of Petroleum Producers (CAPP) to become a partner in the event. CAPP agreed.

The Canadian Association of Petroleum Producers (CAPP) is a non-partisan, research-based industry association that advocates on behalf of their member companies, large and small, that explore for, develop, and produce oil and natural gas throughout Canada. CAPP's members produce nearly three quarters of Canada's annual oil and natural gas production, and their associate members provide a wide range of services that support the upstream industry.

So, commencing in the 2026 SSEF, CAPP will be a Presenting Partner with the plan of growing the event over the coming years.



RBC Financing Program – SIMSA-Fi

SIMSA members are facing growing demand in the mining and energy sectors, but more so face a potential seismic upward growth due to nuclear, defence, and major projects announcements. This growth will require shop expansions and the like.

But, to do this, members will likely require financing and advice.

As such, SIMSA has secured an agreement with RBC for member financing and advisory services under the banner “SIMSA-Fi.”

The core items in the RBC program are:

SIMSA MEMBERS			
Facilities	Purpose	Costs	Terms
Operating Loans	Finance Working Capital	Floating rate of RBC Prime Lending Rate plus 0.5%	Interest only payments monthly
Term Loans	Finance or refinance Capital Assets, including Real Estate. (Typically up to 75% of purchase price)	Floating Rate of RBC Prime Lending rate plus 1%. Fixed Rates determined at time of drawdown. CORRA financing available for amounts over \$2MM	Typically, 1-5 year terms, amortized over 5 years, or amortized up to 25 years for Real Estate
Leasing	Finance or refinance Capital Assets except Real Estate. (Typically up to 100% of cost)	Floating Rate of RBC Prime Lending Rate plus 1%, Fixed Rate option set at time of drawdown. CORRA financing available for amounts over \$2MM	Typically, 1-5 year terms, amortized over up to 10 depending on the economic life of the Asset
Corporate Visa card	Working Capital	Standard Visa Arrangements	Repayment in full monthly
Business Account Services	To operate cash flow	25% reduction in overall costs	Reviewed Annually
Cash Management Services	Assist in maximizing Cash Flow	Standard pricing	Reviewed Annually



Additional Notes:

- Interest Rates quoted represent the maximum spreads above the Prime Lending Rate. Lower rates may be offered subject to each clients risk assessment
- Amounts of facilities can be between \$50,000 and \$50,000,000
- Business Account Services, relate to standard Business Accounts. If a "Packaged Account" provides a better price this will be offered at the posted rate.
- All Credit Facilities are subject to approval based on the RBC risk assessment process.

SIMSA will be hosting a "Lunch & Learn" event on this program in the near future.

BDO Extended Payment Terms Study

Many SIMSA members have expressed deep concerns about the trend towards extended payment terms (terms beyond 30-days). As such, SIMSA contracted BDO to review the impacts.

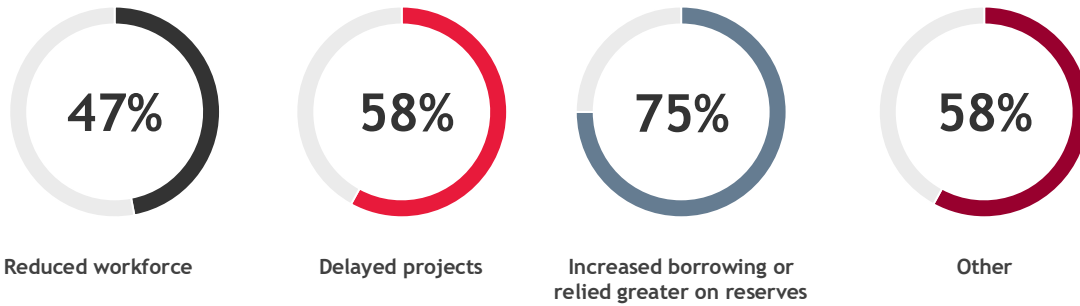
The study – available [HERE](#) – found that most SIMSA members use cash reserves for operations financing, and the net result is a transfer of working-capital pressure from customers to suppliers, impacting liquidity, financing costs, project execution, pricing, and long-term competitiveness. Extended payment terms harm competitiveness, growth and innovation.

It also found that the Membership Category "\$10-20M" exhibits high financial exposure driven by larger contracts and complex project structures. And, the impact extends beyond individual firms into the broader supply chain.

As such, extended payment terms are not being absorbed passively, they are actively reshaping business operations. The study revealed:

Strategies & Measures Taken to Manage Longer Payment Cycles

When asked “what measures *have you taken* to manage longer payment cycles”, SIMSA members indicated they have:









Extended payment terms are driving financing and reserve reliance, including operational adjustments, across SIMSA members. Three-quarters increased borrowing, and more than half delayed projects or implemented additional mitigation strategies.

*Note: This was a multi-select question; percentages reflect the proportion of respondents selecting each option (n = 59).

It further revealed that these extended terms are impacting members' ability to innovate, grow, retain staff, and:

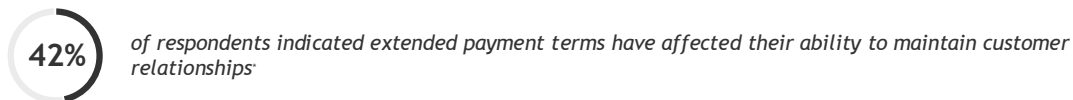
Planned Future Measures to Manage Longer Payment Cycles

When asked, “what measures do you *plan* to adopt to manage longer payment cycles?”, SIMSA members indicated they plan to:

-  Increase borrowing capacity
-  Selective client prioritization
-  Stricter contract negotiation
-  Potential pricing adjustments
-  More aggressive milestone structuring
-  Extended vendor payment risks (risk cascading)

Responses suggest firms are shifting from temporary cash flow management to structural changes in contracting, pricing, and supply chain behaviour.

*Note: This was an open response question with a thematic analysis conducted to identify key open text themes (n=57).



*Note: This was Y/N response; (n=59).

SIMSA has shared the results with our partner producer companies - such as BHP, Cameco, Mosaic, Nutrien and K+S – and we have commenced a dialogue on what can be done to address these scenarios. Preliminary conversations have been positive.

BHP

We ended the event with BHP and SIMSA are pleased to announce a new initiative: the Supply Chain Ready program. This program will provide practical guidance through targeted webinars on key topics, helping suppliers better understand BHP’s expectations, processes, and opportunities. By strengthening knowledge and readiness, the initiative aims to support stronger engagement and long-term success for local suppliers as BHP moves toward operations. Additional details will be shared closer to the program launch later this summer.



Christina Aabye – Head of Commercial, Potash, BHP

About SIMSA

SIMSA represents over 390 member companies in the energy, mining, industrial, and defence sectors with a permanent physical office in Saskatchewan. This membership includes over 36,000 employees in our province with over \$18 billion in annual sales attributable to their Saskatchewan operations. We are the voice of the Saskatchewan supply chain and are arguably the third largest city in the province.