



Ontario Fresh  
Grape Growers'  
Marketing Board

# ANNUAL REPORT



AND FINANCIALS FOR YEAR ENDING  
DECEMBER 31ST, 2017





## **COMMENTS FROM THE CHAIR**

After last year's dry, hot summer - one of the driest and hottest on record - farmers were hoping for a reprieve. 2017 proved to be a wet and overall cooler summer generating several localized hail events in Ontario, and specifically in Niagara. Fortunately, fresh table grapes in many areas seemed to recover from early hail damage and it was a relief to get an amazing stretch of dry, sunny and warm weather in September.

As a result of this year's ample rain, Ontario's fresh table grape volumes were increased substantially by 37% versus 2016 and 15% versus the previous five-year average. Harvested volumes began a little later than previous years but quickly increased through the peak season and continued to hold well into late September early October. Warm, dry weather later in the season attributed to this year's exceptional quality. Great quality and support from consumers and retail partners resulted in an overall successful season. I am pleased to report that pricing increased by \$1 per master and remained stable for the season with positive returns to the industry.

The onset of larger volumes later in the season came not without its marketing challenges. With the assistance of our retail partners we were able to execute a number of in-store campaigns to help move grapes. 2017's promotional program also included enhancements to our social media platform. We would like to express our sincere gratitude to Foodland Ontario for their teamwork and consistent support for Ontario fresh table grapes. This year Foodland Ontario's partnership with the industry took on an even larger role with the new design and distribution of retail display bins and sales kits across Ontario, and in-store sampling events held throughout the season.

In 2017, the Ontario Fresh Grape Growers, in partnership with the Ontario Tender Fruit Growers, successfully executed an export market development project expanding consumer awareness of Ontario tender fruit and fresh grapes in the bilingual Canadian market by providing promotional material, retail display bins and sales kits in French and English to retail partners outside of Ontario. Government funding through Growing Forward 2 was critical in making this initiative possible.

2017 marks the final year of an on-going Agri-Innovation project, with funding provided by Agriculture and Agri-Food Canada, and in partnership with Vineland Research and Innovation Centre and Vinetech, to scout and evaluate new seedless grape cultivars for Ontario. Existing local varietal trials are also underway. Promising selections were identified under both programs, and in 2017 New Fresh Grape Variety Tours were held to showcase new varieties both on the vines and for tasting. Continued evaluations will take place over the next few years to determine their viability and potential for Ontario's fresh grape industry. New variety development is essential to the competitiveness and advancement of the fresh grape industry and the Ontario Fresh Grape Growers are committed to maintaining and supporting these initiatives.

Government support continues to be vital to the success of the fresh table grape industry. Federal and provincial programs include not only risk management programs for growers such as AgriStability, AgriInvest and Crop Insurance; they also include funding programs under Research and Innovation, Market Development and Commercialization. The Ontario Fresh Grape Growers sincerely thank the government for their support through the Growing Forward 2 suite of programs and look forward to partnering with government under the Next Policy Framework as our industry moves forward with innovative and expansion initiatives.

I would like to extend my gratitude to the Board of Directors, the Growers' Committee and the staff for their continued support and dedication through this past year.

Respectfully submitted,

A handwritten signature in green ink that reads "D. Hipple".

David Hipple, Chair

# ONTARIO FRESH GRAPE GROWERS' MARKETING BOARD 52ND ANNUAL REPORT

## FRESH MARKET VOLUMES

**TABLE 1**  
**FRESH MARKET VOLUMES REPORTED TO THE BOARD**  
**2013 - 2017**

<b>MARKETER</b>	<b>2013 Tons</b>	<b>2014 Tons</b>	<b>2015 Tons</b>	<b>2016 Tons</b>	<b>2017 Tons</b>	<b>% Change 2017 vs 2016</b>
Dealer-Shippers	1,915	1,861	1,847	1,403	1,961	39.8%
Licensed Producers	81	76	92	93	84	-9.7%
<b>TOTAL</b>	<b>1,996</b>	<b>1,937</b>	<b>1,939</b>	<b>1,496</b>	<b>2,045</b>	<b>36.7%</b>

2017 fresh market volumes reported to the Board were up overall by 36.7% from 2016 and up 15.1% from the previous five-year average (1,776 tons - 2012–2016).

## AVERAGE NET RETURNS

**TABLE 2**  
**AVERAGE NET RETURNS FOR SALES THROUGH ONTARIO DEALER-SHIPPERS**  
**2013 – 2017**

<b>YEAR</b>	<b>NET FARM GATE VALUE</b>	<b>AVERAGE RETURN* PER TON</b>	<b>VOLUME TONS</b>
2017	\$3,471,258	\$1,770	1,961
2016	\$2,427,190	\$1,730	1,403
2015	\$2,848,074	\$1,542	1,847
2014	\$2,903,160	\$1,560	1,861
2013	\$2,795,900	\$1,460	1,915

\*Returns are net after deducting all shipper commissions, board fees, and container costs.

Average net returns to producers selling through appointed dealers are up 2.3% in 2017 from the previous year and up 14.5% from the previous five-year average (\$1,546/ton - 2012–2016).

## GROSS FARM GATE VALUE

**TABLE 3**  
**GROSS FARM GATE VALUE OF FRESH GRAPES**  
**2015 - 2017**

<b>FRESH MARKET</b>	<b>2015 VOLUME TONS</b>	<b>2016 VOLUME TONS</b>	<b>2017 VOLUME TONS</b>	<b>% CHANGE '17 vs '16</b>	<b>2015 VALUE \$</b>	<b>2016 VALUE \$</b>	<b>2017 VALUE \$</b>	<b>% CHANGE '17 vs '16</b>
Grapes	1,939	1,496	2,045	36.7%	4,382,140	3,728,551	5,326,575	42.9%

## FRESH GRAPE PRODUCTION

**TABLE 4  
GPS MAPPED FRESH GRAPE PRODUCTION BY DISTRICT  
2017**

<b>Variety</b>	<b>District 1</b>	<b>District 2</b>	<b>2017 Total</b>	<b>2016 Total</b>
Fredonia	0.00	33.79	33.79	33.79
Himrod	2.07	0.01	2.08	2.17
Patricia	0.00	2.87	2.87	2.87
Sovereign Coronation	244.01	39.13	283.14	292.07
Suffolk Red	0.59	0.00	0.59	0.00
Van Buren	0.60	0.42	1.02	0.02
Experimental Labrusca (fresh)	2.10	0.00	2.10	1.49
<b>Grand Total</b>	<b>249.37</b>	<b>76.22</b>	<b>325.59</b>	<b>333.41</b>

\*estimated that GPS mapped acreage represents 70% of total production

### **Ontario Fresh Grape Growers Marketing Board Districts:**

District 1 = Town of Niagara on the Lake

District 2 = the rest of Ontario

## FRESH GRAPE GROWERS BY DISTRICT

**TABLE 5  
NUMBER OF GROWERS REGISTERED WITH THE BOARD  
2017**

<b>DISTRICT</b>	<b>REGION</b>	<b>GROWER NUMBERS</b>	<b>COMMITTEE NUMBERS</b>
District 1	Town of Niagara-on-the-Lake	47	5
District 2	All other areas including St. Catharines, Lincoln and Grimsby	43	5
<b>Total</b>		<b>90</b>	<b>10</b>

## FRESH GRAPE DISTRIBUTION

**TABLE 6  
FRESH GRAPE DISTRIBUTION THROUGH DEALER-SHIPPERS  
2013-2017**

<b>Region</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Ontario	31%	39%	38%	46%	54%
Quebec	64%	56%	61%	53%	45%
Atlantic	1%	1%	1%	1%	0%
West	4%	4%	0%	0%	1%

## WEEKLY RECEIPTS BY DEALER-SHIPPERS

**TABLE 7  
SCHEDULE OF FRESH GRAPE WEEKLY RECEIPTS  
2013 - 2017**

<b>WEEKLY PERIOD</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Jul. 31 – Aug. 6	8,352	0	40	0	0
Aug. 7 – 13	30,248	200	18,638	17,546	2,460
Aug. 14 – 20	54,258	41,662	55,048	48,641	32,090
Aug. 21 – 27	50,983	67,549	72,114	56,514	60,636
Aug. 28 – Sept. 3	20,320	45,099	44,654	36,506	49,724
Sept. 4 – 10	14,024	30,222	18,449	5,619	26,679
Sept. 11 – 17	21,124	23,258	7,727	289	22,964
Sept. 18 - 24	17,496	8,840	659		20,610
Sept 25 – Oct. 1	6,463	2,062			9,192
Oct. 2 - 8	2,045				6,312
<b>TOTALS</b> (17 lb. equivalent units)	<b>225,313</b>	<b>218,892</b>	<b>217,329</b>	<b>165,115</b>	<b>230,667</b>
First Main Harvest Date (2500 units)	Aug 11	Aug 18	Aug 13	Aug 11	Aug 17
Days from veraison	16	17	19	18	20
Days from bloom	59	61	65	61	62
Growing Degrees	906	915	955	1022	1008

## FRESH GRAPE SALES BY CONTAINER TYPE

**TABLE 8  
ONTARIO DEALER-SHIPPERS  
FRESH GRAPE SALES BY CONTAINER TYPE  
2013 - 2017**

<b>CONTAINER</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>% CHANGE 2017 VS. 2016</b>
8x2 L	186,696	169,542	181,658	144,916	188,435	30%
10x1.5 - #1	37,696	17,289	11,641	5,205	7,505	44%
Other	1,305	27,320	23,736	14,161	32,798	132%
<b>Total Units</b>	<b>225,697</b>	<b>214,151</b>	<b>217,035</b>	<b>164,282</b>	<b>228,738</b>	<b>39%</b>

## FRESH GRAPE PRICING

**TABLE 9  
FRESH GRAPE PRICE DETERMINATION ORDER  
2017**

		<b>All Classes</b>	<b>All Classes</b>	<b>All Classes</b>
<b>Order #</b>	<b>Effective</b>	<b>10x1.5 Litre</b>	<b>8x2 Litre</b>	<b>6x3 Lb</b>
Order #1	August 14th	\$23.20	\$22.20	\$23.20

Note: By agreement with the Board, dealers are allowed to pool their receipts and sales on a weekly basis or over a longer period depending on their unique circumstances. Prices include 20¢ per master which is retained by the dealers to cover pallet rental and unloading fees.

**2017 EARNED MARKETING INCENTIVE PROGRAM**

The purpose of the incentive program is to encourage major Canadian retailers to feature Ontario fresh grapes throughout the peak of the grape harvest while maintaining uniform prices. In 2017, Fresh Grape Growers continued to offer the regular Grape Incentive Program as well as a freight incentive in eastern (\$1.00) and western (\$1.50) provinces. Depending on the region, retailers had ad requirements in order to qualify. The incentive periods and rates were as follows:

<b>Week</b>	<b>Dates</b>	<b>Rates</b>
Week 1-2	August 19 <sup>th</sup> -Sept 1 <sup>st</sup>	\$0.50
Week 3-5	Sept 2 <sup>nd</sup> – 22 <sup>nd</sup>	\$1.00
Week 6-8	Sept 23 <sup>rd</sup> – Oct 13 <sup>th</sup>	\$2.00

The Incentive Program is financed through licence fees. Licence fees for 2017 increased slightly from 2016 at 67¢ per 17 lb. master (66¢ - 2016). The incentive program component of the fee and all incentive payments are accounted for in a separate incentive fund account. Shortages and/or surpluses are carried forward into future programs.

**PROMOTION AND MARKET DEVELOPMENT PROGRAMS**

**TABLE 10  
PROMOTION & MARKET DEVELOPMENT PROGRAMS  
2013 – 2017**

	<b>DOLLARS</b>	<b>% OF TOTAL BOARD FEES</b>	<b>CROP VOLUME</b>	<b>\$</b>
<b>YEAR</b>	<b>SPENT</b>	<b>COLLECTED</b>	<b>(TONS)</b>	<b>PER 17 LB CONTAINER</b>
2017	\$28,920	18%	2,044	\$ 0.121
2016	\$16,475	14%	1,496	\$ 0.094
2015	\$10,475	5%	1,939	\$ 0.046
2014	\$9,475	7%	1,937	\$ 0.042
2013	\$9,835	5%	1,996	\$ 0.042

The Fresh Grape Board coordinated their 2017 promotion efforts with those of the Tender Fruit Board through in-store sampling, website and social media communication efforts and “front of store” retail display bins and retail sales kits. The Board appreciates the support of Foodland Ontario who provided “Buy Local” communications and promotions throughout the fresh grape marketing season.

**RESEARCH INITIATIVES**

The Fresh Grape Board supported several research projects in 2017, including:

**Sulphur Dioxide Fumigation Protocol for Ontario Grapes**

This successive project, approved for GF2 funding in 2015, extended postharvest storage of Ontario Sovereign Coronation table grapes through the development of a sulphur dioxide fumigation protocol. In 2016, individual pallets of fruit, with the exception of the control pallet, were fumigated in a closed cold storage environment with fruit quality evaluations occurring at scheduled weekly intervals. Utilizing recommended postharvest storage regimes, marketability can be maintained and optimum storability results can be achieved to an 8-week storage life. The ability to increase storage viability of Ontario grapes generates opportunity to access new markets both locally and in other jurisdictions by providing innovative technology to extend storage life, improve storage quality and transportability and offer a wider marketing window. Final results were communicated to the industry in 2017.

## Defining the Local Ontario Fresh Grape Market

Through this one-year GF2 project, the industry has further identified and defined consumer segments, both in Ontario and Quebec, most interested in the Sovereign Coronation variety as well as for those most interested in new fresh grape varieties for Ontario. Key achievements of this project were the development of better consumer data on which to base sound cultivar selection decisions and on which to base future marketing strategies. The project was successful in providing critical consumer research and validation needed to help retain current markets for Sovereign Coronation grapes and to reduce the market risks of industry expansion to new varieties.



## New Variety Development in Tree Fruit and Fresh Grape Sectors in Canada

In 2014, funding for a new research program focusing on changing and improving the product mix for Ontario tender fruit and fresh grape growers was announced by the federal government.

Vineland Research and Innovation Centre is scouting the world for fresh grape varieties better-adapted to our local climate as well as evaluating plum, peach, nectarine and apricot trees from the University of Guelph's breeding program in terms of superior varieties that meet consumer preferences. 2016 marked the first year that newly scouted test vines produced their first fruit for tasting evaluations. Promising selections were identified, and in 2017 a grower/retailer New Variety Tour was held to showcase new promising varieties both on the vines and for tasting. Select new varieties were sent to interested retail partners for feedback. Continued evaluations will take place over the next few years to determine their potential for Ontario's fresh grape industry.

The government of Canada is supporting the development of new Canadian tree fruit and fresh grape varieties through the AgrInnovation Program as part of the Growing Forward 2 initiative. This four-year \$590,000 research program is a collaborative effort between Vineland, the Ontario Fresh Grape, Tender Fruit Producers and the University of Guelph with additional support provided by VineTech Canada.



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## New Varieties Locally

Evaluation of material continues, with guidance and expertise provided by Dr. Helen Fisher, from 48 varieties of table grapes owned by the University of Guelph and the Ministry of Agriculture with propagative rights assigned locally. 2016 was the first year that fruit was available for tasting. In 2017 the industry continued to observe several of the most promising seedless green and red varieties. Growers, marketers and retailers evaluated the varieties looking at the fruit clusters as well as the vines, several varieties have been selected to continue into the fifth year of trials in 2018.



# Independent Auditor's Report

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To the Members of  
**Ontario Fresh Grape Growers' Marketing Board**

We have audited the accompanying financial statements of the Ontario Fresh Grape Growers' Marketing Board, which comprise the statement of financial position as at December 31, 2017, and the statements of revenues, expenses and unrestricted net assets, marketing incentive program revenues, expenses and fund balance; and cash flows for the year ended December 31, 2017 and a summary of significant accounting policies and other explanatory information.

## **Management's responsibility for the financial statements**

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

## **Auditor's responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

## Independent Auditor's Report (continued)

### **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Ontario Fresh Grape Growers' Marketing Board as at December 31, 2017, and the results of its operations and its cash flows for the year ended December 31, 2017 in accordance with Canadian accounting standards for not-for-profit organizations.

St. Catharines, Canada  
February 1, 2018

*Grant Thornton LLP*

Chartered Professional Accountants  
Licensed Public Accountants

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## Ontario Fresh Grape Growers' Marketing Board Statement of Revenues, Expenses and Unrestricted Net Assets

Year ended December 31	2017	2016
<b>Revenues</b>		
Licence fees	\$ 159,488	\$ 115,887
Appropriated to marketing incentive program (Note 3)	<u>(76,960)</u>	<u>(56,343)</u>
	<b>82,528</b>	59,544
Interest	<b>2,636</b>	2,535
Promotions funding	<b>1,174</b>	1,750
Research grant (Note 4)	<u><b>34,679</b></u>	<u>13,326</u>
	<u><b>121,017</b></u>	<u>77,155</u>
<b>Expenses</b>		
Audit	<b>4,000</b>	4,100
Directors' and committee fees	<b>14,245</b>	9,170
Legal	-	338
Liability insurance	<b>1,777</b>	1,777
Memberships	<b>1,150</b>	1,150
Office	<b>997</b>	585
Promotion	<b>28,920</b>	16,475
Research (Note 4)	<b>45,252</b>	17,322
Shared costs (Note 5)	<b>24,000</b>	24,000
Travel, meetings and conventions	<u><b>9,211</b></u>	<u>8,210</u>
	<u><b>129,552</b></u>	<u>83,127</u>
Deficiency of revenues over expenses for the year	<b>(8,535)</b>	(5,972)
Fund balance, beginning of the year	<u><b>148,162</b></u>	<u>154,134</u>
Fund balance, end of the year	<u><b>\$ 139,627</b></u>	<u>\$ 148,162</u>

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## Ontario Fresh Grape Growers' Marketing Board Statement of Marketing Incentive Program Revenues, Expenses and Fund Balance

Year ended December 31	2017	2016
Revenues		
Appropriated licence fees	\$ 76,960	\$ 56,343
Expenses		
Incentive program expense (Note 3)	<u>109,451</u>	<u>67,727</u>
Deficiency of revenues over expenses for the year	(32,491)	(11,384)
Fund balance, beginning of the year	<u>58,829</u>	<u>70,213</u>
Fund balance, end of the year	\$ <u>26,338</u>	\$ <u>58,829</u>

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# Ontario Fresh Grape Growers' Marketing Board

## Statement of Financial Position

December 31 2017      2016

**Assets**

Current

Cash	\$ 33,385	\$ 109,615
Guaranteed investment certificate (Note 6)	103,212	101,447
Accounts receivable (Note 7)	5,232	1,712
Grants receivable (Note 4)	27,997	6,887
Prepaid expenses	<u>1,418</u>	<u>1,418</u>
	<b>\$ 171,244</b>	<b>\$ 221,079</b>

**Liabilities**

Current

Accounts payable and accrued liabilities (Note 8)	\$ 5,279	\$ 13,879
Deferred grant revenue (Note 4)	<u>-</u>	<u>210</u>
	<b>5,279</b>	<b>14,089</b>

**Net assets**

Unrestricted	139,627	148,162
Marketing incentive program (Page 4)	<u>26,338</u>	<u>58,828</u>
	<b>\$ 171,244</b>	<b>\$ 221,079</b>

On behalf of the board



Director



Director

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## Ontario Fresh Grape Growers' Marketing Board

### Statement of Cash Flows

Year ended December 31	2017	2016
Increase (decrease) in cash		
<b>Operating</b>		
Deficiency of revenues over expenses for the year		
- unrestricted	\$ (8,535)	\$ (5,972)
Deficiency of revenues over expenses for the year		
- marketing incentive program	(32,491)	(11,384)
Changes in non-cash working capital		
Accounts receivable	(3,520)	1,604
Grants receivable	(21,110)	(6,887)
Prepaid expenses	-	24
Accounts payable and accrued liabilities	(8,600)	7,594
Deferred grant revenue	<u>(210)</u>	<u>140</u>
	<u>(74,466)</u>	<u>(14,881)</u>
<b>Investing</b>		
Redemption of guaranteed investment certificate	101,448	-
Purchase of guaranteed investment certificate	<u>(103,212)</u>	<u>(101,447)</u>
	<u>(1,764)</u>	<u>(101,447)</u>
Decrease in cash	(76,230)	(116,328)
Cash		
Beginning of year	<u>109,615</u>	<u>225,943</u>
End of year	<u>\$ 33,385</u>	<u>\$ 109,615</u>

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# Ontario Fresh Grape Growers' Marketing Board

## Notes to the Financial Statements

December 31, 2017

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### 1. Nature of operations

The Board was established to regulate prices of grapes sold in the fresh grape market, as well as for the purposes of marketing and promoting fresh grapes in Ontario. It is incorporated by Letters Patent as a corporation without share capital under the laws of Ontario, and is exempt from income taxes under section 149(1)(e) of the Income Tax Act.

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### 2. Significant accounting policies

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations. The significant policies are detailed as follows:

#### Fund accounting

The Board follows the restricted fund method of accounting for contributions. Revenues and expenses related to the Marketing Incentive Program are reported in the Marketing Incentive Program Fund. All other revenues and expenses are reported in the unrestricted fund.

#### Revenue recognition

The Board has authority to collect licence fees under the provisions of the Farm Products Marketing Act. The Board operates a system of required reporting of crop sales by appointed dealer shippers and licensed producers and monitors the results of this reporting. Any additional revenues determined by the Board through this monitoring system are recorded when determined to be collectible.

#### Financial instruments

Ontario Fresh Grape Growers' Marketing Board initially measures its financial assets and financial liabilities at fair value. The Board subsequently measures all its financial assets and financial liabilities at amortized cost.

Financial assets measured at amortized cost include cash, guaranteed investment certificates, accounts receivable, and grants receivable.

Financial liabilities measured at amortized cost included accounts payable and accrued liabilities, and deferred grant revenue.

#### Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. Previously recognized impairment losses are reversed to the extent of the improvement provided the asset is not carried at an amount, at the date of reversal, greater than the amount that would have been the carrying amount had no impairment loss been recognized previously. The amounts of any write-downs or reversals are recognized in excess of revenues over expenses.

#### Capital expenditures

Capital expenditures are charged to operations in the year they are incurred.

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# Ontario Fresh Grape Growers' Marketing Board

## Notes to the Financial Statements

December 31, 2017

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### 2. Significant accounting policies (continued)

#### Use of estimates

Management reviews the carrying amounts of items in the financial statements at each statement of financial position date to assess the need for revision or any possibility of impairment. Many items in the preparation of these financial statements require management's best estimate. Management determines these estimates based on assumptions that reflect the most probable set of economic conditions and planned courses of action.

These estimates are reviewed periodically and adjustments are made to excess of revenue over expenses as appropriate in the year they become known.

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### 3. Marketing incentive program

The funds raised for this program in 2017 in the amount of \$76,960 (2016 - \$56,343) were generated by a levy on producers included in licence fees. The \$109,451 (2016 - \$67,727) marketing incentive expense was paid out to qualifying retailers to encourage sales through additional features on fresh grapes.

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### 4. Research grants

	Deferred (Receivable) Grant Revenue <u>2016</u>	<b>Government &amp; Industry Funding <u>2017</u></b>	<b>Research Expenses <u>2017</u></b>	Deferred (Receivable) Grant Revenue <u>2017</u>
GF2 - Sulphur dioxide fumigation protocol for Ontario grapes	\$ 210	\$ 4,957	\$ 5,167	\$ -
GF2 -Ontario Fresh Grape Strategic Business Action Plan	(6,887)	8,402	1,515	-
GF2 - Defining the local Ontario fresh grape market	<u>-</u>	<u>-</u>	<u>27,997</u>	<u>(27,997)</u>
	<u>\$ (6,677)</u>	<u>\$ 13,359</u>	34,679	<u>\$ (27,997)</u>
Non-funded research			<u>10,573</u>	
			<u>\$ 45,252</u>	

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# Ontario Fresh Grape Growers' Marketing Board

## Notes to the Financial Statements

December 31, 2017

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### 5. Shared cost commitment

The Ontario Fresh Grape Growers' Marketing Board shares office space and staff with Grape and Tender Fruit (Ontario) Limited at a cost of \$2,000 per month.

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### 6. Guaranteed investment certificates

The Board has a guaranteed investment certificate that matures in 2018 and earns interest at 1.75%.

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### 7. Accounts receivable

	<u>2017</u>	<u>2016</u>
Due from Ontario Tender Fruit Growers	\$ 4,132	\$ -
HST receivable	<u>1,100</u>	<u>1,712</u>
	<u>\$ 5,232</u>	<u>\$ 1,712</u>

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### 8. Accounts payable and accrued liabilities

	<u>2017</u>	<u>2016</u>
Trade payables	\$ 5,279	\$ 12,948
Due to Ontario Tender Fruit Growers	<u>-</u>	<u>931</u>
	<u>\$ 5,279</u>	<u>\$ 13,879</u>

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### 9. Transactions with Ontario Tender Fruit Growers

The Ontario Fresh Grape Growers' Marketing Board and the Ontario Tender Fruit Growers are under common management and have significant common membership. The Ontario Tender Fruit Growers collects licence fees on behalf of the Ontario Fresh Grape Growers' Marketing Board which gives rise to the receivable balance.

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### 10. Financial instruments

Unless otherwise noted, it is management's opinion that the Board is not exposed to significant interest, currency, credit or other price risk from these financial instruments.

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**MEMBERS AND STAFF OF THE  
ONTARIO FRESH GRAPE GROWERS' MARKETING BOARD  
2017 - 2018**

**CHAIR**

David Hipple

**VICE CHAIR**

Torrie Warner

**DIRECTORS**

Adolf Reddecopp

Dan Lambert

Jourdan Tregunno

Robin Reimer

Howard Colcuc

**GROWERS' COMMITTEE**

**District 1**

Adolf Reddecopp

Howard Colcuc

Jourdan Tregunno

Fred Meyers

Dan Lambert

**District 2**

David Hipple

Robin Reimer

Torrie Warner

Bart Huisman

**OFFICE STAFF**

**MANAGER**

Sarah Marshall

**TREASURER / PROJECT MANAGER**

Larissa Osborne

**MARKETING COORDINATOR**

Kelle Neufeld

**SHARED STAFF GRAPE & TENDER FRUIT**

Sylvana Lagrotteria, Maureen Cornell