



COMMENTS FROM LEN TROUP, CHAIR ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD

Crop Review

The **clingstone peach** market was very depressed as large crops in Greece and elsewhere drove finished product prices to their lowest levels in years which in turn drove grower prices well below the cost of production. It is too soon to tell whether this situation will correct itself any time soon. Some growers have already removed trees while others are hoping for a market rebound.

The North American **tart cherry** crop was the largest in years and, although the entire Ontario crop was processed, grower returns were down sharply and inventories are well above average and are expected to play a huge role in marketing and pricing strategies for the 2010 crop.

Fresh pears were down 20%, **plums** were down 2% while **fresh peaches** were up 9%, the largest peach crop since the early 90's. Fortunately, the industry was able to develop effective marketing strategies and the entire crop was marketed in an orderly manner. Fresh peach volumes are expected to continue to increase as recently planted trees come into production. On a positive note, much of the new production will come from recently introduced high quality (good size and colour) varieties which will present opportunities not just challenges.

Nectarines – Growers and shippers requested that nectarines be included under the Tender Fruit Plan. A plebiscite was held in December and results are expected in time for the 2010 crop. This is a very positive indication of support for regulated marketing in the tender fruit industry.

Orchard and Vineyard Transition Program – This \$22.3 million program provided support to tree fruit and grape growers to offset some of the cost of removing unwanted and/or unproductive trees and vines and transition into alternate varieties or crops. \$18 million was earmarked for removals. An additional \$2 million top up was provided by the Ontario government bringing the total for removals up to \$20 million.

The balance was utilized for administration and strategic planning designed to better position our industry over the next fifteen years. Recommendations focused on improving fruit quality, reducing production and packaging costs, and encouraging consolidation at the packing and marketing levels. These recommendations are at various stages of review and implementation.

PPV Eradication Program – The current phase of the PPV Eradication Program ends on March 31, 2011. Results to date will be thoroughly reviewed following 2010 testing and strategies developed as to how to proceed in the future. Industry and government representatives have been able to come to substantial agreement on removal protocols which encompass the goal of eradicating PPV while keeping in mind the need to maintain a viable industry at all levels. All agree that compensation is the key to cooperation.

Minimum Wage - The Ontario minimum wage increases by 9% on April 1, 2010. This brings the total increase to 29% over three years. Labour now represents 67% of the variable cost of producing fresh fruit in Ontario. Ontario is now the highest labour cost jurisdiction in Canada with a \$2.25 an hour gap compared to rates in British Columbia. It is abundantly clear that we have been unable to pass these increases on to consumers. In fact, our retail partners are looking to their suppliers to reduce their prices to help them offset their increased costs.

Business Risk Management – The current suite of Business Risk Management Programs do not effectively meet the needs of all producers, especially those caught in a downward spiral of decreasing market returns and every increasing costs through no fault of their own. This is certainly the case in the tender fruit industry where net returns are on the decline and all costs are up sharply. One needs only to look at the statistics in this year’s annual report to see that market returns have been flat or declining for years while the cost of production has steadily increased. There is no question that this is why the number of tender fruit grower has declined by 35% from 564 in 2005 to 361 in 2010.

Ontario’s agricultural sector is advocating a Risk Management Program (RMP) similar to the pilot program developed for the grains and oilseeds sector which offers cost of production insurance. Former Agriculture Minister, Leona Dombrowsky, challenged the industry to develop such a program that encompasses all of agriculture. She offered to champion this initiative provided producers commit to selling the program to the other provinces and to the federal government. Newly appointed Agricultural Minister, Carol Mitchell, has agreed to pick up this challenge.

Acknowledgements – I express my thanks to the Ontario Ministry of Agriculture, Food and Rural Affairs, Agriculture & Agri-Food Canada, Vineland Research & Innovation Centre and the University of Guelph research and extension personnel, who continue to provide support and leadership to our industry. I acknowledge the Agricultural Adaptation Council who administers the various federal and provincial funding programs in which our industry participates as well as OMAFRA for the support provided through the Ontario Market Investment Fund and the Food Safety & Traceability Initiative.

Finally, I express my thanks to my fellow Directors and Grower Committee members, to Kelly Ciceran, Larissa Osborne, Sarah Marshall, Adrian Huisman and the staff of Grape & Tender Fruit for their continued support and dedication throughout this past year. A special thanks goes to Wayne Roberts who has provided his leadership over the past thirteen years on issues related to IPM, crop protection, research and, of course, the PPV Eradication Program. I am pleased to report that Wayne has agreed to continue in this capacity on a contract basis for 2010.

A handwritten signature in black ink, appearing to read "Len Troup". The signature is fluid and cursive, with a large initial "L" and "T".

Len Troup
Chair

THIRTY-FIRST ANNUAL REPORT OF THE ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD

Despite a long cold winter with above average snowfall and below average temperatures, there was good bud survival for all crops. Spring arrived late and frost affected both the pear crop and pear quality in most parts of Ontario. Summer temperatures were below normal. Precipitation during the season was ample and resulted in good fruit size for most crops. Table 1 provides detailed information on crop volumes and values for the period 2007 to 2009.

**TABLE I
Tonnage and Value of Ontario Tender Fruit
2007 – 2009**

	2007	2008	2009		2007	2008	2009	
	Volume	Volume	Volume	%Change	Value	Value	Value	%Change
	Tons	Tons	Tons	'09 vs '08	\$000	\$000	\$000	'09 vs '08
Fresh Market								
Peaches	15569	18725	20481	+ 9%	\$17035	\$20073	\$21956	+ 9%
Pears	2672	4087	3250	- 20%	2843	3736	3013	- 19%
Plums & Prunes	1119	2832	2775	- 2%	1947	4056	3805	- 6%
TOTAL	19360	25644	26506	+ 3%	\$21825	\$27865	\$28774	+ 4%
Processing								
Sweet Cherries	50	80	60	- 25%	\$ 68	\$ 120	\$82	- 32%
Sour Cherries	7864	6140	6989	+ 14%	4072	3341	3140	- 6%
Pears	1529	-	-	- %	813	-	-	- %
Peaches	5613	2756	2621	- 5%	2977	1433	736	- 49%
TOTAL	15056	8976	9670	+ 8%	\$ 7930	\$4894	\$3958	- 19%
COMBINED	34416	34620	36176	+ 4%	\$29755	\$32759	\$32732	- %

SALES TO PROCESSORS

Sweet Cherries - There were 60 tons of sweet cherries sold to processors in 2009 (80 tons - 2008). All cherries received for processing went to the chilled pitted cherry market again this year. The price for freezing for the chilled-pitted market decreased to 68¢ per lb. (75¢ - 2008).

**TABLE II
Tonnage and Value of Sweet Cherries Sold for Processing
2005 – 2009**

MARKET SEGMENT	2005 tons	2006 tons	2007 tons	2008 tons	2009 tons
Brining	103	372	0	0	0
Freezing	83	8	50	80	60
Below Standard	5	0	0	0	0
Distilling	17	41	0	0	0
TOTAL	208	421	50	80	60

Sour Cherries - There were 6989 tons of tart cherries sold to processors in 2009 (6140 - 2008). This represented a 14% increase from 2008. Growers received \$3.14 million for their 2009 crop (\$3.3 - 2008). The average price paid by processors was 24.5¢ per pound (27¢ - 2008). The negotiated price for 92 score cherries was 23¢ per pound (28¢ - 2008). 47 growers delivered tart cherries to processors in 2009 (52 - 2008).

**TABLE III
Sour Cherries Purchased for Processing
2005– 2009**

MARKET SEGMENT	2005 tons	2006 tons	2007 tons	2008 tons	2009 Tons
Processed and Distilled	7940	3157	7864	6140	6989

Processing Peaches – Processors purchased 2621 tons of clingstone peaches in 2009 (2756 – 2008). All clings were either sold to Cherry Lane Frozen Fruit or exported to a peach freezer in Michigan. The frozen clingstone peach market virtually collapsed due to world oversupply which depressed prices for finished products. The minimum price for sales in Ontario was set at \$300 per ton (\$535 – 2008). The minimum price in Michigan was 10¢ per lb. for over 2 ½” and 12¢ per lb. for 2 ¾” (US\$) with the possibility of an additional payment of 6¢ per lb. in April depending on the sales results of the 2009 crop.

**TABLE IV
Processing Peaches
2005 – 2009**

CLINGSTONES	2005 tons	2006 tons	2007 Tons	2008 tons	2009 tons
Base	2228	3278	1408	2756	2621
Oversize	2033	2318	3556	-	-
Super Early	359	530	649	-	-
Below Standard	48	-	-	-	-
TOTAL	4668	6126	5613	2756	2621

Processing Pears – With the closing of the CanGro Fruit Canning Plant, there were no sales to processors in 2008 or 2009.

**TABLE V
Processing Pears Purchased for Processing
2005 – 2009**

Size Range	2005 tons	2006 tons	2007 Tons	2008 tons	2009 tons
Bartlett – Over Base	269	488	216	-	-
Bartlett – Base	1451	1989	633	-	-
Bartlett – Under Base	105	-	-	-	-
Low Pressure	-	142	38	-	-
Weight Graded – Category 5 – Base	37	151	151	-	-
Weight Graded – Category 6	372	315	315	-	-
Weight Graded – Category 7	123	93	93	-	-
Weight Graded – Category 9	8	19	19	-	-
Weight Graded – Category 10	102	42	42	-	-
TOTALS	2340	3677	1529	-	-

TABLE VI
MINIMUM PRICES – PROCESSING CROPS
2005 - 2009

CROP	2005 \$/ton	2006 \$/ton	2007 \$/ton	2008 \$/ton	2009 \$/ton
Sweet Cherries					
Freezing	1320	1320	1360	1500	1360
Brining	560	560	-	-	-
Distilling	600	600	600	600	-
Sour Cherries					
97-100 Score	660	505	545	605	505
92 Score	600	460	500	560	460
69 & Under Score	460	390	430	490	390
Damson Plums					
	600	600	600	600	600
Processing Pears					
Over Base (2 ½")	540	640	640	-	-
Base (2 ¼"-2 ½")	480	480	480	-	-
Under Base (2-2 1/8")	240	240	-	-	-
Peaches – Clingstone					
Super Early (2 1/8")	570	570	570	-	-
Oversize	535	535	535	-	-
Base	500	500	500	535	300
Undersize	300	300	-	-	-
Peaches – Freestone					
	500	500	600	600	600

FRESH MARKET SALES

TABLE VII - Volume and farm gate value of fresh fruit for the period 2006 – 2009. Fresh market crops were up 3% to 26506 tons (25644 – 2008). The farm gate value was up 4% to \$28.8 million (\$27.9 million – 2008). Fresh peaches volume was up 9%, pears down 20%, and plums and prunes down 2%.

TABLE VII
Tonnage and Value of Tender Fruit Sold for Fresh Market
2006– 2009

Crop	2006	2006	2007	2007	2008	2008	2009	2009
	Tons	Value	Tons	Value	Tons	Value	Tons	Value
		(\$,000)		(\$,000)		(\$,000)		(\$,000)
Peaches	18539	\$19837	15569	\$17035	18725	\$20073	20481	21956
Pears	4555	4355	2672	2843	4087	3736	3250	3013
Plums	3009	4408	1119	1947	2832	4056	2775	3805
TOTAL	26103	\$28600	19360	\$21825	25644	\$27865	26506	28774

Note 1- Volumes include sales through appointed Dealer-Shippers and Licensed Growers. They do not include direct producer to consumer sales.

Note 2 - Values are net of board fees, dealer commissions and container costs.

TABLE VIII - Average net returns to producers selling through appointed Dealer-Shippers. Returns presented are after deducting shipper commissions, board fees and container costs.

TABLE VIII
Average Net Returns for Sales through Ontario Dealer-Shippers
2005 - 2009

Crop	2005 \$/ton	2006 \$/ton	2007 \$/ton	2008 \$/ton	2009 \$/ton
Peaches	\$1140	\$1070	\$1152	\$1072	\$1044
Pears					
Clapp	1000	954	1064	972	960
Bartlett	1020	954	1068	884	888
Bosc	1022	880	946	948	978
Plums					
Early Golden	1620	1484	2323	1396	1382
Shiro	1480	1474	2024	1399	1298
Red Plums	1500	1360	2006	1382	1310
Blue Plums & Prunes	1500	1398	1640	1392	1288
Grapes					
Coronation	1300	1398	1640	1226	1180
Other Blue	1185	1148	1214	1060	-
Concord	1112	-	1214	-	-
Combined	1260	1214	1358	1219	1180

TABLE IX - The volume (tons) of fresh fruit marketed by Appointed Dealer-Shippers.

TABLE IX
Fresh Fruit Sales through Ontario Dealer-Shippers
2005 - 2009

Crop	2005 tons	2006 tons	2007 tons	2008 tons	2009 tons	Change % +/-
Peaches	13572	17490	14737	17850	19400	+ 9
Pears						
Clapp	84	115	84	77	60	- 22
Bartlett	1195	1914	1362	2400	1650	- 31
Bosc	1693	2218	1159	1330	1256	- 6
Pears Combine	2972	4247	2605	3807	2966	- 22
Plums						
Early Golden	589	1120	65	1501	1420	- 5
Shiro	661	944	362	499	600	+ 20
Total Yellow Plums	1250	2064	427	2000	2020	+ 1
Red	23	40	16	30	30	-
Blues & Prunes	701	699	494	564	525	- 7
Plums Combined	1994	2803	937	2594	2575	- 1
Grapes	2090	2420	2200	2165	2248	+ 4
Sweet Cherries*	525	500	750	420	300	- 29
Nectarines*	2400	3500	3010	2600	2200	- 15
TOTAL FRESH	23553	30960	24189	29436	29689	+ 1

* Estimates only based on dealer surveys.

PEACHES - The fresh peach crop was up 9% from 2008. Dealer sales in southwestern Ontario increased 15% to 575 tons. Producer sales were up 5% to 875 tons. These figures do not include direct grower to consumer sales.

**TABLE X
Fresh Peach Volumes Reported to the Board
2005 – 2009**

Marketer	2005 tons	2006 tons	2007 tons	2008 tons	2009 tons	% Change '09 vs '08
Niagara Dealers	13116	16794	14238	17275	18575	+8
Southwestern Ontario Dealers	456	696	500	575	825	+43
Licensed Producers	714	1049	831	875	1081	+ 23
TOTALS	14286	18539	15569	18725	20481	+ 9

PEARS

TABLE XI provides a breakdown for fresh pear sales for the years 2005 – 2009.

**TABLE XI
Fresh Pear Volumes Reported to the Board
2005 – 2009**

Marketer	2005 tons	2006 tons	2007 tons	2008 tons	2009 tons	% Change '09 vs '08
Niagara Dealers	2932	4189	2587	3782	3017	-20
Southwestern Ontario Dealers	40	58	18	25	11	-56
Licensed Producers	276	308	67	280	222	-20
TOTALS	3248	4555	2672	4087	3250	-20

PLUMS AND PRUNES

TABLE XII provides a breakdown for fresh plum and prune sales for the years 2005 – 2009.

**TABLE XII
Fresh Plum & Prune Volumes Reported to the Board
2005 – 2009**

Marketer	2005 tons	2006 tons	2007 tons	2008 tons	2009 tons	% Change '09 vs '08
Niagara Dealers	1938	2741	915	2569	2552	-1
Southwestern Ontario Dealers	56	65	22	25	13	-48
Licensed Producers	145	206	182	238	200	-16
TOTALS	2139	3012	1119	2832	2775	-2

**TABLE XIII
PRODUCER-MEMBERS OF THE LOCAL BOARD
2005 - 2009**

	2005	2006	2007	2008	2009
Producers Selling to Processors					
Sweet Cherries	27	49	8	2	3
Sour Cherries	64	52	60	52	47
Plums & Prunes	7	1	1	-	-
Pears	110	104	57	-	-
Peaches	68	83	75	31	25
Total Number of Producers Fresh and Processing Combined	564	559	550	426	361

**TABLE XIV
LICENCE FEES AND SERVICE CHARGES
PROCESSING CROPS**

License Fees – established by the Board on fruit for processing – 2005 – 2009.

Crop	* 2005 \$/ton	*2006 \$/ton	*2007 \$/ton	*2008 \$/ton	*2009 \$/ton
Peaches	\$10.00	\$10.00	\$ 8.00	\$ 8.00	\$10.00
Pears	\$10.00	\$10.00	\$ 8.00	-	-
Sweet Cherries	\$10.00	\$10.00	\$ 8.00	\$ 8.00	\$10.00
Sour Cherries**	\$10.00	\$10.00	\$28.00	\$28.00	\$20.00

* Rates include \$1 per ton to support research and the (VRIC) University of Guelph Breeding Programs.

** Rates do not include the 25¢ per ton chilled pitted promotion check-off grower and processor. They do include the check-off for the International Tart Cherry Initiative (\$20 per ton for 2007 and 2008 and \$10.00 per ton for 2009).

**TABLE XV
LICENCE FEES & SERVICE CHARGES
FRESH MARKET CROPS**

Crop	Adminis- tration \$/ton	Research & Food Safety \$/ton	Promotion \$/ton	Incentives \$/ton	Total 2009 \$/ton	Total 2008 \$/ton
Peaches	\$7.00	\$1.00	\$6.00	\$30.00	\$44.00	\$37.00
Yellow Plums	\$7.00	\$1.00	\$6.00	\$16.00	\$30.00	\$34.00
Blue Plums	\$7.00	\$1.00	\$6.00	\$11.50	\$25.50	\$30.00
Red Plums	\$7.00	\$1.00	\$2.00	-	\$10.00	\$10.00
Pears-Bartlett	\$7.00	\$1.00	\$6.00	\$17.00	\$31.00	\$34.00
Pears-Bosc	\$7.00	\$1.00	\$6.00	\$27.00	\$41.00	\$37.00
Pears-Other	\$7.00	\$1.00	\$2.00	-	\$10.00	\$10.00

The administration component was unchanged from 2008 at \$7.00 per ton. The promotion component was \$6.00 in 2009 (\$2.00 – 2008). The Incentive Fee components are adjusted annually based on crop size and market conditions. Incentive fees are accounted for in special reserve funds. Any unused balances or shortfalls are carried forward to subsequent years and fees adjusted accordingly. An accounting of the Earned Marketing Incentive Programs is provided in the notes to the Financial Statements.

PRODUCTION INSURANCE

TABLE XVI
ONTARIO PRODUCTION INSURANCE RESULTS
2009

Commodity	Number of Accounts	Total Premiums (\$)	Customer Premiums (\$)	Total Approved Claims (\$)
Peach & Nectarine	66	653,793	261,517	8,968
Pear	39	114,891	45,956	341,775
Sweet Cherry	17	40,432	16,173	29,982
Plum & Prune	11	347,697	139,079	2,366
Sour Cherry	23	278,951	110,767	74,896

Note: Data is as of January 8, 2010 and subject to change.

2009 PROMOTION ACTIVITIES

CHILLED PITTED RED TART AND BLACK SWEET CHERRIES

The Board, in partnership with the cherry processors, and with funding from the Ontario Market Investment Fund (OMIF) conducted a “Chilled Pitted Cherry Promotion” delivered by Faye Clack Communications Inc. Growers and processors each contributed 25¢ per ton plus a check-off per pail sold from the participating processors. Sales dropped to 26,500 tart (30,000-2008) and 6,000 black sweets (8,500-2008).

NORTH AMERICAN CHERRY INITIATIVE

Ontario growers and processors again partnered with their U.S. counterparts to conduct a North American Cherry Initiative targeted at promoting the health benefits and usage of tart cherries. Weber, Shandwick were retained to conduct both the U.S. and the Canadian programs. Jeff Manning is the project coordinator. Ontario growers provided 5¢ per pound in 2009 (1¢ per pound – 2008) to fund this project. Matching fund for the Canadian component was obtained from the CanAdvance Program administered by the Agricultural Adaptation Council. Results to date have been encouraging based on the amount of media coverage received. It is difficult to measure shifts in purchases of end products as these products are produced in the U.S. Ontario processors have enjoyed export opportunities for their frozen products in the U.S.

FRESH FRUIT MARKET DEVELOPMENT PROGRAM

The Board, with financial assistance from the Canada/Ontario Research and Development Program, conducted the “2009 Fresh Fruit Marketing Development Program”. Funding towards the Ontario component was provided from the OMIF Program. The program was delivered by Faye Clack Communications Inc. during the months of July, August and September. The objectives were to increase retail, media and consumer awareness of the availability of the 2009 crop and awareness of proper care and storage; to strengthen consumer loyalty; and to be proactive in maintaining Ontario’s market share, primarily in the Quebec and Ontario markets. Strong support was also received from the Foodland Ontario Program.

Foodland Ontario Partnership:

- **Foodland Ontario Calendar** – The month of July was secured for Ontario fresh fruit and Coronation Grapes. There was no cost to the Boards as Foodland had secured co-sponsors from other sources.
- **In-Store Services** – Foodland’s in-store service representatives visited 1,200 retail food outlets and distributed fresh fruit POS material to produce managers.
- **Retail Display Contest** – Foodland continued their Retail Display Contest promotion this year. Many participating retailers utilized Ontario fresh fruit to build their displays. The Board provided prizes and sponsored the Awards Ceremony.

Pear Specific – Ontario Bartlett pears were once again promoted at the OPMA Golf Tournament & Dinner using an Olympic theme. The program was successful and Ontario sold out by mid-October. Funding for this three-year program (2008 – 2010) was partially provided by the CARD Program administered by the Agricultural Adaptation Council.

Ontario Produce Marketing Association:

The Board continued its partnership with major Ontario retailers and collectively raised over \$39,000 for the Canadian Cancer Society, the Heart and Stroke Foundation, and the “5 – 10 a Day for Better Health” Campaign. The program included peaches and nectarines for the entire season and Bosc and Bartlett pears for the month of October. This trade participants included Metro (A&P), Loblaws, Sobeys and Walmart – Ontario.

Greenbelt CNE Peach Give-Away:

The Greenbelt Foundation provided funding to give away 30,000 individual peaches during the 2009 Canadian National Exhibition. Each peach had a Greenbelt sticker. The program was well received and our thanks go to the Foundation for their support.

MEMBERSHIPS, SPONSORSHIPS AND SERVICES

The Board is a contributing member and/or sponsor of a number of agricultural and trade organizations.

Memberships

Agricultural Adaptation Council	\$ 150
Canadian Horticultural Council	Paid by OFVGA *
Canadian Produce Marketing Association	1085
Ontario Agricultural Commodity Council	500
Ontario Federation of Agriculture	500
Ontario Produce Marketing Association	300
Presidents' Council	250

* The OFVGA agreed to pay the CHC membership fees on behalf of the member organizations that pay container tolls.

Sponsorships

Canadian Produce Marketing Association	\$ 2,500 *
Foodland Ontario	
2009 Retailer Awards Ceremony	850
2009 Retail Display Contest	5,000
Niagara-on-the-Lake – Peach Celebration	2,500
Ontario Fruit & Vegetable Conference	1,000
Ontario Produce Marketing Association	1,500 *
OPMA – 5 to 10 a Day - Peach Program	30,000 **
OPMA – 5 to 10 a Day - Bosc Pear Program	2,477 **
Quebec Produce Marketing Association	1,500 *

* Cost-shared with the Ontario Fresh Grape Board and their appointed Dealer-Shippers in Niagara

** Cost shared with A & P, Loblaws, Sobeys and Walmart – Ontario Divisions

Services

KCMS – Code-a-Phone (Shared 50/50 with NPFVGA)	10,000
Weather Innovation Network	1,500
Pesticide Consortium	3,000

RESEARCH ACTIVITIES

The Tender Fruit Board is involved in establishing research priorities and in securing funding for research. Programs offered by the Agriculture and Agri-Food Canada’s Matching Investment Initiative (MII), CanAdapt and NSERC Programs, Canada/Ontario Research and Development (CORD) Fund and the Ontario Research & Development (ORD) Program. The current projects include:

A) **EFFICACY TESTING OF PESTICIDES**

Cooperators include the Grape Growers of Ontario, the Tender Fruit Board, the Ontario Apple Growers, the pesticide manufacturers, and AAFC. The goal is to assess the efficacy of pesticides for control of pest insects and mites on tree fruit and grapes. Both insecticides and miticides are being evaluated. Collectively, the cooperators have entered into an agreement to support a new technical position at AAFC Vineland to further the pesticide evaluation and registration process and alternative products. This project has been approved through 2010.

B) **CANADA/ONTARIO PPV ERADICATION PROGRAM**

CFIA and Agricorp collected 816,000 samples from commercial orchards and residential properties during the 2009 growing season. 141 commercial samples tested positive this year. 24,751 trees were ordered removed bringing the total removals to date up to 354,957 (162,846 mandatory and 192,111 voluntary). 2010 will be the final year of surveys under the current PPV Eradication Program. Future direction will be determined following 2010 season once all results have been evaluated.

C) **DOMESTIC PRUNUS CERTIFICATION PROGRAM**

This program is an important component in the effort to eradicate PPV from Ontario. Only by replacing the affected trees with clean PPV tested trees can we reasonably expect to be successful. The "Best Available" program has been replaced by Elite Budwood from Essex Nurseries. It is expected by 2010 that all trees sent to CFIA, Sidney, BC for cleanup to nuclear status will be brought back to Ontario as sources of Prunus Certified quality budwood. Commencing in 2010, Essex Nurseries has total control of the budwood block and will deal directly with Ontario nurseries.

H) **FRUIT BREEDING**

The Tender Fruit Board has committed to provide \$1 per ton per year to Vineland Research & Innovation Centre in support of the Fruit Breeding Program at the Vineland. This amounted to \$22,700 in 2009. Partial funding for 2009 was provided from the Ontario Research & Development (ORD) Program.

I) **POST HARVEST TECHNOLOGY PEARS**

The project was continued during the 2009 Bartlett season although on a reduced scale. The project was conducted by Dr. Jennifer DeEil to determine the affects of SmartFresh on Bartlett pears during 2008 and 2009 seasons. Bartlett pears stored for long-term storage were treated with SmartFresh and the quality evaluated by Dr. DeEil. Ken Slingerland participated in the project and evaluated the affects of SmartFresh on Harrow Crisp, Sundown, HW620 and Bosc.

CROP PROTECTION PRODUCTS REPORT

EFFICACY TESTING OF PESTICIDES

Cooperators include the Grape Growers of Ontario, the Tender Fruit Board, the Ontario Apple Growers, the pesticide manufacturers and AAFC. The goal is to assess the efficacy of pesticides for control of pest insects and mites on tree fruit and grapes. Both insecticides and miticides are being evaluated. Collectively, the cooperators have entered into an agreement to support a new technical position at AAFC Vineland to further the pesticide evaluation and registration process and alternative products. This project has been approved through 2010.

Wayne Roberts continued to work with employees of the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA), Agriculture and Agri-Food Canada (AAFC), the Pest Management Regulatory Agency (PMRA) and the chemical manufacturers to promote the registration of new and/or more effective crop protection materials. Although Wayne has retired, he has agreed to work on an annual contract basis for the Tender Fruit Board.

ON-FARM FOOD SAFETY INITIATIVES

PIQ – PARTNERS-IN-QUALITY (CanadaGAP)

Since 2003 *safefood inc.* has conducted on-site visits with over 150 different tender fruit and fresh grape growers, packers and shippers, representing approximately 95% of the industry's production. This year, there was an increase in new participants from previous years. This could be explained by the new requirement from Loblaw's that all suppliers be certified under the Canadian Horticultural Council CanadaGAP Program. In 2009, participating farms were provided with updated CanadaGAP guidelines.

In the 2009 season *safefood* completed:

- Pre-season and in-season on-site consultations with **72** OTFPMB members
- A total of **108** on-site visits
- **3** program information workshops for members (approximately 150 members attended)
- **3** employee training workshops for members (approximately 60 staff attended)
- **61** pre-audits for shippers or producers and packers
- **113** water samples from 46 growers
- Provided rapid email or phone help on **12** occasions

In 2009, Loblaw's announced that it was expanding its requirement for third party audits to include all shippers, packers and producers who sell fruit to Loblaw's directly or indirectly. Five shippers had previously completed Loblaw's reviews. These shippers were the most prepared participants visited, having completed documentation reflecting more than one growing season. Third party audits were cited by growers as the number one reason for requesting consultations. The requirement for all growers to have third party food safety audits also can help explain the increased response from growers over previous years. During preparation for reviews, *safefood's* consultants provided assistance by customizing documentation, and undergoing facility inspections and mock audits.

The announcement of the requirement for Loblaw's third party audits in May meant that many producers did not implement proper procedures or documentation until part way through the season. Packer/shippers who had previously had third-party reviews had the highest compliance in documentation and record keeping. This is likely because of practices for documentation put in place before audits in previous years.

Consultations indicated that nearly all growers had not completed the CHC binder. Documentation proves to be the largest hurdle with growers. Common problem areas with growers include worker training, packaging, storage areas and pest control. Many growers are unaware of where to purchase recommended rodent traps. Many growers are also unaware of the specific requirements outlined in the CHC program for worker training, or had language barriers that made training employees difficult.

Water testing this season brought back a number of samples that did not meet the requirements of CHC On-Farm Food Safety Program. Improper cistern maintenance, failure to sanitize equipment prior to start up, and old equipment were recognized as causes of high microbial counts. Proper sanitation procedures were able to correct all water testing issues.

FOOD SAFETY & TRACEABILITY PROGRAM (FSTI)

FSTI eligible growers were able to apply for up to \$20,000 in cost-shared funding for on-farm food safety implementation and improvements. Unfortunately, the 2009 program funding allocation was exhausted early in the program. Round two commenced on March 1, 2010.

MEMBERS AND STAFF OF THE ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD 2009 - 2010

CHAIR	Len Troup	R.R. 1, Street Louth, Jordan Station, ON, L0R 1S0
VICE-CHAIR	Ken Porteous	R.R. 1, Simcoe, ON, N3Y 4J9
DIRECTORS	Leo DeVries Fred Meyers Peter Scherer Jenifer Smith Russell Smith Phil Tregunno Jamie Warner	825 Canboro Road, Box 143, Fenwick, ON, L0S 1C0 R.R. 5, 1444 Irvine Road, Niagara-on-the-Lake, ON, L0S 1J0 1705 Road 4 West, Ruthven, ON, N9Y 2E5 R.R. 1, Vineland Station, ON, L0R 2E0 R.R. 1, Blenheim, ON, NOP 1A0 R.R. 1, Niagara Parkway, Niagara-on-the-Lake, ON, L0S 1J0 4515 Lincoln Avenue, Beamsville, ON, L0R 1B3
MANAGER	Adrian Huisman	P.O. Box 100, Vineland Station, ON, L0R 2E0 Email: @ontariotenderfruit .
TREASURER	Larissa Osborne	P.O. Box 100, Vineland Station, ON, L0R 2E0
R & D COORDINATOR	Kelly Ciceran	P.O. Box 100, Vineland Station, ON, L0R 2E0
NEW PROJECTS	Sarah Marshall	P.O. Box 100, Vineland Station, ON, L0R 2E0
PPV/IPM ISSUES	Wayne Roberts	P.O. Box 100, Vineland Station, ON, L0R 2E0
OFFICE STAFF	Sylvana Lagrotteria	Accounting Assistant
OFFICE	Ontario Tender Fruit Producers' Marketing Board P.O. Box 100 Vineland Station, ON, L0R 2E0 Phone: (905) 688-0990 Fax: (905) 688-5915 Website: ontariotenderfruit . Website: ontariotenderfruit . (media)	
DELEGATES	Agricultural Adaptation Council – Jim Rickard Canadian Horticultural Council – Len Troup CHC On-Farm Food Safety Committee – Adrian Huisman F.A.R.M.S. – Ken Porteous Labour Issues Coordinating Committee – Ken Porteous Niagara Peninsula Fruit and Vegetable Growers' Association – Jamie Warner North American Cherry Initiative – Jenifer Smith Ontario Agricultural Commodity Council – Ken Porteous OACC Technical Committee – Adrian Huisman Ontario Federation of Agriculture – Ken Porteous Ontario Fruit Testing Association – Len Troup, Leo DeVries, Rusty Smith, Dick Teather Ontario Fruit and Vegetable Growers' Association – Len Troup OFVGA – Safety Nets Committee – Adrian Huisman PPV Grower Advisory Committee – Fred Meyers, John Smith, Dave Enns, Phil Tregunno, Len Troup Presidents' Council – Len Troup Regional Niagara Agricultural Task Force – Len Troup Vineland Research & Innovation Centre – Jenifer Smith	

**ONTARIO TENDER FRUIT PRODUCERS'
MARKETING BOARD**

FINANCIAL STATEMENTS

FOR THE YEAR ENDED

JANUARY 31, 2010



AUDITORS' REPORT

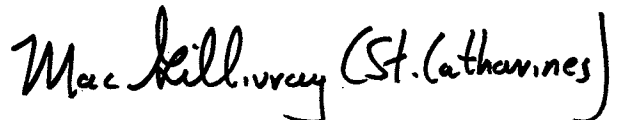
To the Members of
Ontario Tender Fruit Producers' Marketing Board

We have audited the statement of financial position of the **Ontario Tender Fruit Producers' Marketing Board** as at January 31, 2010 and the statements of unrestricted and internally restricted net assets, operations and cash flows for the year then ended. These financial statements are the responsibility of the Board's management. 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 plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the **Ontario Tender Fruit Producers' Marketing Board** as at January 31, 2010 and the results of its operations for the year then ended in accordance with Canadian generally accepted accounting principles.

*St. Catharines, Canada,
February 12, 2010.*



CHARTERED ACCOUNTANTS
Licensed Public Accountants

MacGillivray (St. Catharines)
One St. Paul Street, 10th Floor
Box 848, St. Catharines, ON L2R 6Z6
T: 905.682.8363 • F: 905.682.2191
stcath@macgillivray.com • www.macgillivray.com

ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD

1

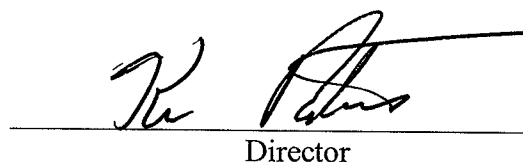
STATEMENT OF FINANCIAL POSITION

AS AT JANUARY 31, 2010

	2010	2009
ASSETS		
Current		
Cash and equivalents	\$ 1,469,469	\$ 1,307,595
Accounts receivable (note 3)	81,529	120,744
Research, food safety and promotion contributions receivable (note 13)	45,545	44,352
Due from related parties (note 4)	68,205	39,806
Prepaid expenses	<u>5,040</u>	<u>4,898</u>
	<u>1,669,788</u>	<u>1,517,395</u>
Investments (note 5)	<u>286,408</u>	<u>286,408</u>
	<u>\$ 1,956,196</u>	<u>\$ 1,803,803</u>
LIABILITIES		
Current		
Accounts payable and accrued liabilities	\$ 274,992	\$ 205,695
Deposits, licence fees	<u>2,400</u>	<u>2,300</u>
	<u>277,392</u>	<u>207,995</u>
NET ASSETS		
Unrestricted net assets	1,325,823	1,249,071
Internally restricted net assets	<u>352,981</u>	<u>346,737</u>
	<u>1,678,804</u>	<u>1,595,808</u>
	<u>\$ 1,956,196</u>	<u>\$ 1,803,803</u>

Approved on behalf of the Board


Director


Director

See Accompanying Notes to the Financial Statements



ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD

2

STATEMENT OF UNRESTRICTED AND INTERNALLY RESTRICTED NET ASSETS

FOR THE YEAR ENDED JANUARY 31, 2010

	2010	2009
UNRESTRICTED NET ASSETS		
Balance, beginning of year	\$ 1,249,071	\$ 1,233,421
Excess of revenues over expenses for the year	<u>76,752</u>	<u>15,650</u>
Balance, end of year	<u>1,325,823</u>	<u>1,249,071</u>
INTERNALLY RESTRICTED NET ASSETS		
Marketing incentive program (<i>note 6</i>)		
Balance, beginning of year	170,219	61,005
Transfers from service charges and licence fees, fresh market	738,659	675,362
Incentive program expense	<u>(713,224)</u>	<u>(566,148)</u>
Balance, end of year	<u>195,654</u>	<u>170,219</u>
Sour cherry chilled pitted promotion program		
Balance, beginning of year	34,262	47,493
Sour cherry promotion fees	12,508	11,939
Cherry promotion program expense	<u>(25,000)</u>	<u>(25,170)</u>
Balance, end of year	<u>21,770</u>	<u>34,262</u>
Red tart sour cherry market development (North American Promotion Initiative)		
Balance, beginning of year	142,256	161,911
Red tart market development grant	72,716	31,160
Grower fees	69,889	122,803
Red tart market development expenses	<u>(149,304)</u>	<u>(173,618)</u>
Balance, end of year	<u>135,557</u>	<u>142,256</u>
	<u>352,981</u>	<u>346,737</u>
TOTAL NET ASSETS	\$ <u>1,678,804</u>	\$ <u>1,595,808</u>

See Accompanying Notes to the Financial Statements

ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD

3

STATEMENT OF OPERATIONS

FOR THE YEAR ENDED JANUARY 31, 2010

	2010	2009
Revenues		
Service charges and licence fees, fresh market (note 7)	\$ 1,183,623	\$ 983,104
Appropriated to marketing incentive program (note 6)	<u>(738,659)</u>	<u>(675,362)</u>
	444,964	307,742
Licence fees, processing (note 7)	96,492	71,910
Government and industry funding (note 13)		
Promotion activities	450,822	317,108
Research and food safety activities	180,568	200,000
CanGro Fruit Inc. contribution	-	93,000
OFVGA member rebate	26,456	-
Interest and other income	<u>20,038</u>	<u>41,391</u>
	<u>1,219,340</u>	<u>1,031,151</u>
Expenses		
Directors' fees, honoraria and benefits	56,741	50,555
Salaries and benefits (note 8)	191,718	213,248
Travel	47,513	46,886
Meetings and conventions	10,422	15,027
Office supplies and expenses	44,773	44,679
Postage	7,412	8,530
Telephone	11,898	9,419
Dues and subscriptions	4,130	4,172
Labour Issues Coordinating Committee	7,000	-
Promotion (note 13)		
OTFPMB portion	65,682	45,690
Government and industry funded portion	450,822	317,108
Professional fees (note 9)	11,741	14,772
Miscellaneous	2,061	110
Utilities and maintenance	23,467	28,146
Insurance and taxes	14,688	14,811
Amortization	18,236	16,971
Bad debts	2,001	2,957
Research and food safety activities (note 13)		
OTFPMB portion	19,226	10,262
Government and industry funded portion	180,568	200,000
Expense recoveries from other associations	<u>(27,511)</u>	<u>(27,842)</u>
	<u>1,142,588</u>	<u>1,015,501</u>
Excess of Revenues over Expenses	<u>\$ 76,752</u>	<u>\$ 15,650</u>

See Accompanying Notes to the Financial Statements



ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD

4

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED JANUARY 31, 2010

	<i>2010</i>	<i>2009</i>
Cash Flows from Operating Activities		
Excess of revenues over expenses for the year, unrestricted net assets	\$ 76,752	\$ 15,650
Excess of revenues over expenses for the year, internally restricted net assets	6,244	76,328
Changes in non-cash working capital		
Accounts receivable	39,215	(19,261)
Research, food safety and promotion contributions receivable	(1,193)	68,611
Due from related parties	(28,399)	(39,806)
Prepaid expenses	(142)	3,222
Accounts payable and accrued liabilities	69,297	(6,194)
Deposits, licence fees	100	(1,100)
Due to related party	-	(862)
Increase in Cash and Equivalents	161,874	96,588
Cash and Equivalents - Beginning of year	<u>1,307,595</u>	<u>1,211,007</u>
Cash and Equivalents - End of year	<u>\$ 1,469,469</u>	<u>\$ 1,307,595</u>

See Accompanying Notes to the Financial Statements

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JANUARY 31, 2010

1. NATURE OF OPERATIONS

The Board was established to regulate prices and conditions of sale for tender fruit, as well as for the purposes of marketing and promoting tender fruit. It is incorporated by Letters Patent as a corporation without share capital under the laws of Ontario, and is exempt from income taxes under the Income Tax Act.

2. SIGNIFICANT ACCOUNTING POLICIES

The Board follows accounting principles generally accepted in Canada in preparing its financial statements.

The significant accounting policies used are as follows:

(a) Fund Accounting

The Board follows the deferral method of accounting for contributions and reports using fund accounting.

The Board follows the restricted fund method of accounting for contributions. Revenues and expenses related to the Marketing Incentive and Sour Cherry Market Development Programs are reported in these internally restricted funds. All other revenues and expenses are reported in the unrestricted fund.

(b) Financial Instruments

The Board continues to disclose and present financial instruments in accordance with Section 3861 "Financial Instruments - Disclosure and Presentation. Financial assets are classified as either "held-for-trading", "held-to-maturity", "available for sale" or "loans and receivables". Financial liabilities are classified as either "held for trading" or "other liabilities". Financial assets and liabilities classified as held-for-trading are measured at fair value with changes in fair value reported in the statement of operations. Financial assets classified as held-to-maturity or loans and receivables are subsequently measured at amortized cost using the effective interest rate method.

The Board has classified its financial instruments as follows:

Cash is classified as held-for-trading

Guaranteed investment certificates are classified as held-to-maturity

Investments are classified as available for sale

Accounts receivable are classified as loans and receivables

Accounts payable and accrued liabilities are classified as other liabilities.

(c) Property and Equipment

Property and equipment which are shared with other related marketing boards are capitalized by Grape and Tender Fruit (Ontario) Limited. The amortization charge for property and equipment is reported according to the cost sharing arrangement by each benefiting board.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JANUARY 31, 2010

(d) Revenue Recognition

Restricted contributions related to marketing operations are recognized as revenue in unrestricted net assets in the year in which the related expenses are incurred. All other restricted contributions are recognized as revenue in internally restricted net assets.

Unrestricted contributions are recognized as revenue in unrestricted net assets in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

(e) Use of Estimates

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements. These estimates are reviewed periodically, and, as adjustments become necessary, they are reported in operations in the period in which they become known. Actual results could differ from those estimates.

3. ACCOUNTS RECEIVABLE

	<i>2010</i>	<i>2009</i>
Producer licence fees	\$ 39,480	\$ 21,444
Service charges	-	13,307
Marketing incentive program refund	-	45,680
North American Promotion Initiative	16,905	38,304
Vineland Research and Innovation Centre	25,000	-
Grape and Tender Fruit (Ontario) Limited	-	908
Other receivables	<u>144</u>	<u>1,101</u>
	<u>\$ 81,529</u>	<u>\$ 120,744</u>

4. RELATED PARTY TRANSACTIONS

The Board has amounts receivable of \$68,205 (2009 - \$39,806 payable) from Grape & Tender Fruit (Ontario) Limited, a related party. Expenses include a \$194,110 (2009 - \$194,480) charge for the Board's share (50% (2009 - 50%)) of management operation costs incurred during the year by Grape & Tender Fruit (Ontario) Limited. These costs have been allocated to the relevant individual expense accounts.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JANUARY 31, 2010

5. INVESTMENTS, at cost

	<i>2010</i>	<i>2009</i>
Ontario Fruit-For-Processing Co-Operative Limited: 12 common shares	\$ 55	\$ 55
Grape & Tender Fruit (Ontario) Limited: 106 common shares	53	53
Grape & Tender Fruit (Ontario) Limited: 2,863 special shares	<u>286,300</u>	<u>286,300</u>
	<u>\$ 286,408</u>	<u>\$ 286,408</u>

The investment in Grape & Tender Fruit (Ontario) Limited represents the Board's share of the equity of Grape & Tender Fruit (Ontario) Limited whose primary purpose is to operate the Marketing Board's shared offices and whose major asset is the land and building shared by the Marketing Boards.

6. MARKETING INCENTIVE PROGRAM

The funds raised for this program in 2010 in the amount of \$ 738,659 (2009 - \$675,362) were generated by a levy on producers included in service charges and licence fees. The \$ 713,224 (2009 - \$566,148) marketing incentive expenditures were paid out to qualifying retailers in Ontario, Quebec and the Atlantic and Western Provinces to encourage sales through additional features.

A summary of the incentive program by crop as reported on the statement of unrestricted and internally restricted net assets is as follows:

	<u>Peaches</u>	<u>Pears</u>	<u>Plums</u>	<u>Total</u>
Balance, beginning of year	\$ 61,344	\$ 62,979	\$ 45,896	\$ 170,219
Transfer from service charges and license fees, fresh market	625,004	67,137	46,518	738,659
Incentive program expense	<u>(593,287)</u>	<u>(50,590)</u>	<u>(69,347)</u>	<u>(713,224)</u>
Balance, end of year	<u>\$ 93,061</u>	<u>\$ 79,526</u>	<u>\$ 23,067</u>	<u>\$ 195,654</u>



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JANUARY 31, 2010

7. SERVICE CHARGES AND LICENCE FEES

	<i>2010</i>	<i>2009</i>
Service charges and licence fees, fresh market		
Service charges		
peaches	\$ 916,357	\$ 694,062
pears	109,228	142,811
plums and prunes	88,395	93,054
Licence fees		
peaches	55,375	36,393
pears	8,460	9,122
plums and prunes	<u>5,808</u>	<u>7,662</u>
	<u>\$ 1,183,623</u>	<u>\$ 983,104</u>
Licence fees, processing		
sweet cherries	\$ 391	\$ 740
sour cherries	69,890	49,121
peaches	<u>26,211</u>	<u>22,049</u>
	<u>\$ 96,492</u>	<u>\$ 71,910</u>

8. SALARIES AND BENEFITS

	<i>2010</i>	<i>2009</i>
Total salaries and benefits	\$ 266,249	\$ 250,448
Recoveries:		
Project management	(43,331)	(6,000)
Ontario Apple Growers	(21,000)	(21,000)
Ontario Fresh Grape Growers Marketing Board	<u>(10,200)</u>	<u>(10,200)</u>
	<u>\$ 191,718</u>	<u>\$ 213,248</u>

9. PROFESSIONAL FEES

	<i>2010</i>	<i>2009</i>
Audit	\$ 8,900	\$ 11,550
Legal	<u>2,841</u>	<u>3,222</u>
	<u>\$ 11,741</u>	<u>\$ 14,772</u>

10. NON-MONETARY TRANSACTIONS

The Board receives benefits from a substantial amount of contributions in-kind for research and promotion activities. No amounts have been reflected in the statements for these items.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JANUARY 31, 2010

11. FINANCIAL INSTRUMENTS**Fair Value**

The Board's financial instruments consist of cash and equivalents, accounts receivable, accounts payable and accrued liabilities. The carrying values of these instruments approximates their fair value. Financial instruments also consists of investments, for which fair market value cannot be determined.

Risks

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

12 CAPITAL MANAGEMENT**Unrestricted Fund:**

The Board's objective in managing the unrestricted fund capital is to maintain a sufficient level to provide for normal operating requirements. Normal requirements also includes maintaining sufficient funds to provide for an unanticipated short crop.

Internally Restricted Fund

The Board's objective in managing the Marketing Incentive Program fund is to raise adequate funds to make payments to retailers and shipper dealers who meet the marketing criteria of the program. Any excess funds raised will be directed to fund marketing costs in the subsequent crop year.



ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JANUARY 31, 2010

13. DEFERRED CONTRIBUTIONS, RESEARCH, FOOD SAFETY AND PROMOTION ACTIVITIES

	<u>Deferred (Receivable) Contributions February 1, 2009</u>	<u>Government/ Industry Contributions 2010</u>	<u>Expenses 2010</u>	<u>Board Funded Expenses 2010</u>	<u>Deferred (Receivable) Contributions January 31, 2010</u>
Research					
<u>CanAdapt Projects:</u>					
Pear Variety Trials	\$ 7,976	-	-	-	\$ 7,976
P.I.Q.-Ontario Food Safety Project - Phase II	(22,615)	80,178	43,780	-	13,783
Extending Marketing Season of Bartlett Pears	(60,637)	103,041	68,353	-	(25,949)
Ontario Fruit Packaging Feasibility Study	-	42,546	49,029	6,483	-
ORD - Tree Fruit Breeding Program Support	(9,825)	29,548	22,700	2,977	-
<u>Other Projects:</u>					
CHC - OFFS Tree & Vine Fruit Program	(9,252)	40,102	30,850	-	-
OVTTP - Strategic Planning	62,956	-	62,956	-	-
OVTTP - Tree Census Project	(15,425)	37,970	22,545	-	-
OVTTP - Export Market Development	-	63,972	63,972	-	-
OVTTP - Blossom Thinning Project	-	25,000	25,000	-	-
Storage Project	11,487	7,073	2,647	-	15,913
Niagara Pest Alert Program	-	5,000	10,000	5,000	-
Fruit Breeding Program	13,236	-	13,236	-	-
Pear Research Program	7,704	-	-	-	7,704
Plum Pox Virus Reserve	11,355	24,399	35,754	-	-
	<u>(3,040)</u>	<u>458,829</u>	<u>450,822</u>	<u>14,460</u>	<u>19,427</u>
Promotion					
Increasing Sales of Ontario Bartlett Pears	(4,125)	10,125	10,000	(1,250)	(5,250)
Ontario Fresh Fruit Market Development - 2009	(37,187)	91,631	160,568	46,402	(59,722)
Greenbelt - Reach for a Peach Program	-	10,000	10,000	-	-
	<u>(41,312)</u>	<u>111,756</u>	<u>180,568</u>	<u>45,152</u>	<u>(64,972)</u>
	<u>\$ (44,352)</u>	<u>\$ 570,585</u>	<u>\$ 631,390</u>	<u>\$ 59,612</u>	<u>\$ (45,545)</u>
Funded expenses		Research			
		\$ 45,152			
Non-funded expenses					
		20,530			
OTFPMB portion		<u>\$ 65,682</u>			

