



Ontario Tender Fruit Producers' Marketing Board



34th Annual Report and Financial Statements
for the Year Ending January 31st, 2013



Chair's Report

ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD 2012 In Review

The 2012 growing season in Ontario was early and compressed at the front end. Extreme weather fluctuations severely affected production in certain areas. Growers with good crops enjoyed higher net returns but those with extremely reduced yields had limited revenues or, in some cases, no revenue at all.

Due to the widespread damage to both apple and tender fruit crops, the industry jointly applied to the federal and provincial governments for financial assistance through AgriRecovery. The industry demonstrated to government the large financial losses that many growers had and the extra costs they incurred to ensure the health of the orchards for future seasons. Although we were declined for funding through AgriRecovery, growers are to receive financial assistance through a \$2 million dollar program to help growers assess and build strategies for weather mitigation. We extend our sincere thanks to Minister McMeekin and his staff for their efforts on our behalf.

It was certainly a year to re-examine the industry's short and long term goals. The business of growing fruit is rewarding on many levels and growing our profits and expanding our markets by introducing new varieties and value added products is our priority.

In 2012 the industry embarked on several new initiatives:

- Testing of new price points on value added products;
- Establishment of a New Variety Testing and Evaluation Committee with participation from growers, marketers, Vineland Research and Innovation Centre, University of Guelph, OMAFRA and nurseries;
- Research and partnerships to fast track newer varieties to increase market share;
- Building of an integrated GPS mapping and data management system to increase operational efficiencies;
- Working with government on enhancements to crop insurance plans to increase grower uptake.

Our industry continues to have strong partnerships with all stakeholders - growers, shippers, retailers and consumers. We have quality products with strong buy local support and our growers continue to explore advancements in technology to ensure continued success.

It is through successful partnerships that advancements in research and technology are achieved and, as an industry, we receive tremendous support from extension staff at Ontario Ministry of Agriculture, Food and Rural Affairs, Agriculture & Agri-Food Canada, Vineland Research and Innovation Centre and the University of Guelph. I acknowledge the Agricultural Adaptation Council which administered several federal and provincial programs in which our industry participates as well as OMAFRA for their support through Foodland Ontario and the Food Safety & Traceability Initiative (FSTI).

2012 marked the end of the "Growing Forward 1" programs and the Launch of "Growing Forward 2" which will run from April 1, 2013 - March 30th, 2018. Federal and provincial programs under this umbrella include not only risk management programs for growers such as AgriStability, AgriInvest and Crop Insurance; they also include themed funding programs under Research and Innovation, Market Development and Commercialization. We encourage growers to investigate all opportunities under this new suite of programs to grow profits, expand markets and manage risks.

I express my thanks to Sarah Marshall, Larissa Osborne, Adrian Huisman, Sylvana Lagrotteria, Wayne Roberts and the staff of Grape & Tender Fruit for their continued support and dedication throughout this past year.

Respectfully Submitted,

Phil Tregunno

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

Table 1 provides detailed information on crop volumes through appointed shipper dealers and licenced growers. Values are based on gross FOB for the period 2010 to 2012.

TABLE I
Tonnage and Gross FOB Value of Ontario Tender Fruit
2010 – 2012

	2010	2011	2012		2010	2011	2012	
	Volume	Volume	Volume	% Change	Value	Value	Value	% Change
	Tons	Tons	Tons	'12 vs. '11	\$	\$	\$	'12 vs. '11
Fresh Market								
Peaches	18,253	19,200	15,576	-19%	27,470,765	29,549,714	30,630,627	4%
Pears	3,255	2,710	1,174	-57%	3,538,547	3,801,138	1,673,531	-56%
Plums & Prunes	2,333	1,620	1,078	-33%	3,686,888	2,617,960	3,547,301	35%
Nectarines	2,297	1,840	1,580	-14%	4,233,331	3,813,358	3,482,640	-9%
TOTAL	26,138	25,370	19,408	-24%	38,929,531	39,782,170	39,334,099	-1%
Processing								
Sweet Cherries	40	35	-	-100%	64,000	63,000	-	-100%
Sour Cherries	6,280	2,190	1,233	-44%	2,417,000	1,052,000	4,562,100	334%
Peaches	1,715	1,471	801	-46%	572,000	688,000	480,600	-30%
TOTAL	8,035	3,696	2,034	-45%	3,053,000	1,803,000	5,042,700	180%
COMBINED	34,173	29,066	21,442	-26%	41,982,531	41,585,170	44,376,799	7%

SALES TO PROCESSORS

Sour Cherries – Severe crop damage and depleted carry over inventories across Ontario and the U.S. resulted in widespread shortages in supply. This resulted in a huge increase in value to the 2012 crop. There were 1,233 tons of tart cherries sold to processors in 2012 (2,190 - 2011). This represented a 44% decrease from 2011's poorly pollinated crop. Growers received \$4.6 million for their 2012 crop (\$1.1 – 2011). The negotiated price for 92 score cherries was \$1.85 per pound (23¢ - 2011). 19 growers delivered tart cherries to processors in 2012 (33– 2011).

TABLE II
Sour Cherries Purchased for Processing
2008– 2012

MARKET SEGMENT	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons
Processed and Distilled	6,140	6,989	6,280	2,190	1,233

Sweet Cherries – Due to crop failures from frost there were no sweet cherries sold to processors in 2012 (35 tons - 2011).

**TABLE III
Tonnage and Value of Sweet Cherries Sold for Processing
2008 – 2012**

MARKET SEGMENT	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons
Freezing	80	60	40	35	0

Processing Peaches – Processors purchased 801 tons of clingstone peaches in 2012 (1,471 – 2011). All available clings were sold to Cherry Lane Frozen Fruit. The minimum price for sales in Ontario was set at \$600 for 2 ¾", \$500 for 2 ½" per ton and splits for \$200. Due to the decrease in tonnage available, Ontario matched the Michigan price.

**TABLE IV
Processing Peaches
2008 – 2012**

CLINGSTONES	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons
TOTAL	2,756	2,621	1,715	1,471	801

**TABLE V
Minimum Delivered Prices – Processing Crops
2008 – 2012**

CROP	2008 \$/ton	2009 \$/ton	2010 \$/ton	2011 \$/ton	2012 \$/ton
Sweet Cherries					
Freezing (Chilled Pitted Market)	1,500	1,360	1,600	1,800	n/a
Distilling	600	600	600	600	n/a
Sour Cherries					
97-100 Score	605	505	445	505	3,745
92 Score	560	460	400	460	3,700
69 & Under Score	490	390	330	390	3,630
Peaches – Freestone	600	600	600	600	600

FRESH MARKET SALES THROUGH APPOINTED DEALERS

Fresh market crops through appointed dealers were down 22% to 20,262 tons (26,040 – 2011). The gross FOB value was up to \$34.9 million (\$33.9 – 2011). Fresh peaches volumes were down 16%, pears down 58%, plums and prunes down 34% and nectarines down 14%.

TABLE VI - Average net returns to producers selling through appointed Dealers. Returns presented are after deducting shipper commissions, board fees and container costs. Packing costs have NOT been deducted.

TABLE VI
Average Net Returns for Sales through Ontario Dealer-Shippers
2008 - 2012

Crop	2008 \$/ton	2009 \$/ton	2010 \$/ton	2011 \$/ton	2012 \$/ton
Peaches	\$1,072	\$1,044	\$1,008	\$1,018	\$1,340
Nectarines	-	-	1,314	1,500	1,720
Pears					
Clapp	972	960	1,130	1,146	1,200
Bartlett	884	888	902	1,046	1,200
Bosc	948	978	1,050	1,196	1,520
Plums					
Early Golden	1,396	1,382	1,482	1,530	2,760
Shiro	1,399	1,298	1,460	1,514	2,760
Red Plums	1,382	1,310	1,460	1,476	2,740
Blue Plums & Prunes	1,392	1,288	1,486	1,600	2,740
Grapes					
Coronation	1,226	1,180	1,274	1,310	1,440

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

TABLE VII
Fresh Fruit Sales through Ontario Dealer-Shippers
2008 - 2012

Crop	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons	Change % +/-
Peaches	17,850	19,400	17,600	18,150	15,188	-16%
Pears						
Clapp	77	60	52	30	11	-64%
Bartlett	2,400	1,650	1,732	1,350	746	-45%
Bosc	1,330	1,256	1,067	1,020	243	-76%
Other (Flemish & HW)	44	44	69	40	33	-18%
Pears Combined	3,851	3,010	2,920	2,440	1,032	-58%
Plums						
Early Golden	1,501	1,420	1,140	800	609	-24%
Shiro	499	600	502	300	92	-69%
Total Yellow Plums	2,000	2,020	1,642	1,100	701	-36%
Red	30	30	11	25	3	-88%
Blues & Prunes	564	525	518	375	284	-24%
Plums Combined	2,594	2,575	2,171	1,500	988	-34%
Nectarines*	2,600	2,100	2,256	1,800	1,552	-14%
Grapes	2,165	2,248	1,851	2,000	1,483	-26%
Sweet Cherries*	420	380	193	150	18	-88%
TOTAL FRESH	29,480	29,713	26,991	26,040	20,262	-22%

*Estimates only based on dealer surveys.

TOTAL VOLUMES REPORTED TO THE BOARD INCLUDING LICENCED PRODUCERS

PEACHES - TABLE VIII Provides a breakdown for fresh peach sales for the years 2008-2012.

**TABLE VIII
Fresh Peach Volumes Reported to the Board
2008 – 2012**

Marketer	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons	% Change '12 vs. '11
Niagara Dealers	17,275	18,762	16,874	17,620	15,057	-15%
Southwestern Ontario Dealers	575	638	425	530	131	-75%
Licensed Producers	875	1,081	954	1,050	388	-63%
TOTALS	18,725	20,481	18,253	19,200	15,576	-19%

PEARS - TABLE IX Provides a breakdown for fresh pear sales for the years 2008 – 2012.

**TABLE IX
Fresh Pear Volumes Reported to the Board
2008 – 2012**

Marketer	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons	% Change '12 vs. '11
Niagara Dealers	3,782	3,017	2,911	2,440	1,033	-58%
Southwestern Ontario Dealers	25	11	9	0	0	
Licensed Producers	280	222	335	270	141	-48%
TOTALS	4,087	3,250	3,255	2,710	1,174	-57%

PLUMS AND PRUNES - TABLE X Provides a breakdown for fresh plum and prune sales for the years 2008 – 2012.

**TABLE X
Fresh Plum & Prune Volumes Reported to the Board
2008 – 2012**

Marketer	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons	% Change '12 vs. '11
Niagara Dealers	2,569	2,552	2,161	1,500	989	-34%
Southwestern Ontario Dealers	25	13	10	10	-	-100%
Licensed Producers	238	200	162	110	89	-19%
TOTALS	2,832	2,775	2,333	1,620	1,078	-33%

NECTARINES – TABLE XI Provides a breakdown for nectarine sales for 2010 - 2012 and estimated total sales for 2008 – 2009.

**TABLE XI
Fresh Nectarine Volumes Reported to the Board
2008-2012**

Marketer	2008 Tons	2009 Tons	2010 Tons	2011 Tons	2012 Tons	% Change '12 vs. '11
Niagara Dealers	-	-	2,256	1,800	1,552	-14%
Southwestern Ontario Dealers	-	-	-	-	-	
Licensed Producers	-	-	41	40	28	-30%
TOTALS	2,600	2,100	2,297	1,840	1,580	-14%

**TABLE XII
Producer – Members of the Local Board
2008 – 2012**

	2008	2009	2010	2011	2012
Producers Selling to Processors					
Sweet Cherries	4	7	9	9	-
Sour Cherries	52	47	36	33	19
Plums & Prunes	-	-	-	-	-
Pears	-	-	-	-	-
Peaches	31	25	16	20	9
Total Number of Producers Fresh and Processing Combined	426	361	362	357	296

**TABLE XIII
Licence Fees and Service Charges – Processing Crops - 2012**

Licence Fees – established by the Board on fruit for processing – 2008 – 2012.

Crop	2008 \$/ton	2009 \$/ton	2010 \$/ton	2011 \$/ton	2012 \$/ton
Peaches	\$ 8.00	\$10.00	\$10.00	\$10.00	\$21.00
Sweet Cherries	\$ 8.00	\$10.00	\$10.00	\$10.00	\$21.00
Sour Cherries**	\$28.00	\$20.00	\$10.00	\$10.00 ***	\$21.00***

** Rates do not include the 25¢ per ton chilled pitted cherry promotion check-off grower and processor. They do include the check-off for the International Tart Cherry Initiative (\$20/ton for 2007 & 2008, \$10/ ton for 2009 and \$0 for 2010 - 2012).

*** For 2011-2012, the \$10/ton licence fee for sour cherries was deducted from the International Tart Cherry Fund.

**TABLE XIV
Licence Fees and Service Charges – Fresh Market Crops - 2012**

Crop	Adminis- tration \$/ton	Research & Food Safety \$/ton	Promotion \$/ton	Incentives \$/ton	Total 2012 \$/ton	Total 2011 \$/ton
Peaches	\$25.00	\$1.00	\$8.00	\$24.00	\$58.00	\$51.00
Nectarines	\$25.00	\$1.00	\$8.00	\$0	\$34.00	\$26.00
Yellow Plums	\$25.00	\$1.00	\$8.00	\$0	\$34.00	\$42.00
Blue Plums	\$25.00	\$1.00	\$8.00	\$0	\$34.00	\$25.00
Red Plums	\$25.00	\$1.00	\$8.00	\$0	\$34.00	\$13.00
Pears-Bartlett	\$25.00	\$1.00	\$8.00	\$0	\$34.00	\$25.00
Pears-Bosc	\$25.00	\$1.00	\$8.00	\$0	\$34.00	\$25.00
Pears-Other	\$25.00	\$1.00	\$8.00	\$0	\$34.00	\$17.00

PRODUCTION INSURANCE

TABLE XV
Ontario Production Insurance Results
2012

Commodity	Number of Accounts	Total Premiums (\$)	Grower Premiums (\$)	Total Approved Claims (\$)
Peach & Nectarine	79	481,336	192,534	1,056,715
Pear	33	122,746	49,098	300,873
Sweet Cherry	18	42,054	16,821	157,934
Plum & Prune	22	302,606	121,042	766,476
Sour Cherry	22	251,109	100,444	1,077,183

Note: Data is as of February 4, 2013 and subject to change.

2012 PROMOTION ACTIVITIES

Chilled Pitted Red Tart Cherries

The Board, in partnership with the cherry processors, conducted a “Chilled Pitted Cherry Promotion” delivered internally by Board staff. There was no volume of sweet cherries for pails this year due to crop damage. Retailers were provided with tart cherry POS material designed to alert consumers of the availability of chilled pitted cherries. Growers and processors each contributed 25¢ per ton. The participating processors also paid a per pail check-off. Production was down sharply from 2011 at 10,396 11 lb. pails (24,000 – 2011) and was shared amongst the participating retailers to protect the market.

Fresh Fruit Market Development Program

The 2012 Fresh Market Promotion Program received support from Foodland Ontario and the balance of programs were managed in-house to reduce costs. The major initiatives were:

1. **New Website** – We were thrilled this year to launch new communication strategies with the launch of a new website with increased functionality including making it mobile friendly, adding QR codes that can be used on packaging, grower videos, a dedicated grower section and easy to navigate recipes by category for our customers. We will continue to make advancements in social media to increase consumer awareness in 2013.
2. **Display Bins** – The retail display bins continue to be successful at garnering front of store displays for tender fruit and we have received many positive comments from our retail partners. Over 3,800 bins were deployed in 2012. We will continue to work with our retail partners and Foodland Ontario on their expanded use for the 2013 season.

Example of bin display at retail



Foodland Ontario

Foodland Ontario continues to provide in-store support with POS material and direct contact with produce managers. Their efforts are greatly appreciated! A summary of their 2012 activities include:

1. Radio tags – Ontario tender fruits were all featured in rotation through the months of August and September 2012. The radio tags remind consumers that fresh local Ontario tender fruit are available in stores, farmers' markets and on-farm markets.
2. Billboards – “Savour the Good” and “Slice the Good” billboards were displayed in August and September.
3. Foodland Ontario Television commercials – promoting “*the Good*” including fresh Ontario pears.
4. Social Media – Twitter - their account on the site Twitter has almost 14,900 followers. They tweet and re-tweet several times a day including recipe ideas and local food news and events.
5. Social Media - Pinterest – launched in 2012, they have 280 followers. They “pin” many of their popular Foodland Ontario recipes.
6. Social Media – Facebook. Launched in March 2011, Foodland Ontario Facebook page allows consumers to interact and share experiences with fresh Ontario food. They now have over 101,000 fans who “like” them. Posts for Ontario Tender Fruit posts were done regularly July thru September 2012.
7. Public Relations - For 2012, there were 109 print articles featuring Ontario Tender Fruit appearing in newspapers across Ontario with a circulation of 4.2 million readers with an editorial value of \$576K. There were also 14 TV appearances reaching an audience of 467,000 with an editorial value of over \$224K. Total editorial value for Ontario Tender Fruit is \$801,388.
8. The 2012 Foodland Ontario Recipe Calendar – features *Grilled Lamb Chops with Peach Mint Salsa* (August).
9. Recipe Cards – for distribution at farmers' markets, farm markets, Foodland Ontario events and trade shows, ten recipe cards have been developed. Two feature tender fruit: *Peach Yogurt Pops* (Ontario peaches or Nectarines) and *Pear Chutney* (Ontario Pears).
10. Summer Retail Brochure – features four Ontario tender fruit-based recipes – *Trout with Plum and Cherry Salsa*, *Barbecued Pork Ribs with Peach Sauce*, *Barbecued Summer Fruit Grain* and *Peach Crepe*.
11. 2012 Tender Fruit Display Contest - the retail contest ran on a calendar year this year. Ontario Tender Fruit had 220 entries (a 98% increase from 2011) with fantastic displays from retailers across the province – Metro led the entries with 94, Food Basics (57), Sobeys (9), YIG (9), Walmart (9) and Foodland (8).

Ontario Produce Marketing Association:

The Board continued its partnership with major Ontario retailers and collectively raised over \$32,900 for the Canadian Cancer Society, the Heart and Stroke Foundation, and the OPMA “5 – 10 a Day for Better Health” Campaign. The program included peaches and nectarines for the entire season. The Ontario trade participants included: Metro, Loblaws, Sobeys and Walmart.

MEMBERSHIPS AND SPONSORSHIPS

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	1,200
Ontario Agricultural Commodity Council	1,000
Ontario Federation of Agriculture	725
Ontario Produce Marketing Association	350
Presidents' Council	250

* The OFVGA paid the CHC fees on behalf of their member organizations that pay container tolls.

Sponsorships

Canadian Produce Marketing Association	\$ 2,500 *
Foodland Ontario - 2012 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 - Nectarine Program	2,914 **
Quebec Produce Marketing Association	1,500 *

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

** Cost-shared with Metro, Loblaw, Sobeys and Walmart – Ontario Divisions

RESEARCH ACTIVITIES

PPV MONITORING AND MANAGEMENT PROGRAM

In December 2011, the Federal Government announced that they would be discontinuing the PPV Eradication program and moving towards a monitoring and management program only.

The \$17 million allocated to this program is being delivered by CFIA in 2 phases. The first 5-year phase was to develop best management practices and the second, to mitigate the spread of PPV through regulatory controls and research projects.

In 2012, best management practices were disseminated to growers at the annual general meeting and posters were mailed out to all growers. Additional posters are available upon request.

Orchard, Residential and Nursery surveys were completed with no positives identified. Propagation ban surveys were also conducted in both orchards and residential areas with 18 Notices of Prohibition/Restriction of Activity issued. These notices, if not complied with, can result in penalties up to \$10,000.

AAFC and OMAFRA are conducting research activities that are concentrated on the following:

1. Effects of PPV on mature trees and fruit;
2. Effects of PPV on young trees;
3. Chemical trials;
4. Strategies and tools for early detection;
5. Identification of new varieties or existing varieties that have resistance.

Industry will continue to work with AAFC, OMAFRA and CFIA to ensure research, extension and monitoring activities are relevant and that the results are shared with producers.

CANADIAN AGRICULTURAL ADAPTATION PROGRAM (CAAP) PROJECTS

DEVELOPMENT OF NEW BREEDING TECHNIQUES FOR THE SELECTION OF EARLY MATURING PEACH VARIETIES

In partnership with Vineland Research and Innovation Centre and the University of Guelph, this project's goal is to develop a rapid and inexpensive laboratory test for early seasonality and other desired traits in peach seedlings that will improve the efficiency and the success of peach breeding in Ontario.

ESTABLISHMENT OF NOVEL TREE FRUIT VARIETIES IN SW ONTARIO- PHASE 1

In partnership with University of Guelph this project's goals are to:

- establish new orchards of advanced selections of Japanese plums and European plums from the Vineland breeding program at the University of Guelph's Cedar Springs Research Station;
- establish new orchards of select pluot varieties in cooperation with Mori Nurseries at University of Guelph's Cedar Springs Research Station.

DEVELOPMENT OF METHODOLOGY AND TECHNOLOGY TO ASSESS BUD HARDINESS AND WINTER SURVIVAL OF TENDER FRUIT IN ONTARIO- PHASE 1

In partnership with KCMS, Brock University and Lakeview Equipment, this project's goals are to:

- establish parameters in bud hardiness variability by tender fruit variety and geographical region;
- establish documented protocols to ensure reliability and replicability in sample handling and testing procedures that can be utilized beyond the end of the project.



Investment in these projects has been provided by Agriculture and Agri-Food Canada through the Canadian Agricultural Adaptation Program (CAAP). In Ontario these programs are delivered by the Agricultural Adaptation Council

FARM INNOVATION PROGRAM

NEW VARIETY EVALUATIONS

A two-year project, managed by Ken Slingerland, designed to evaluate the potential of new and novel fruit cultivars such as plumcots, pluots, donut peaches as well as several U.S. varieties of peaches, nectarines and plums. Singer Farms of Appleton, N.Y. is the U.S. grower cooperator. Local cooperators include: Torrie Warner, Leo DeVries, Doug Whitty and Lakelee Orchards who have provided access to several varieties of peaches, nectarines, apricots and pears for evaluation. Data is being collected on production, ripening dates, fruit quality, etc. Mori Nursery has also obtained access to several new cultivars through an agreement with Zaiger Nurseries.

HIGH DENSITY PEAR TRIALS

This two-year project, managed by Ken Slingerland, commenced in the spring of 2011. The objective is to provide data on the compatibility of the newer fire blight tolerant pear varieties, including Sundown and Harrow Crisp, in a high density orchard (1,000 trees /acre). Data will also be collected on the cost of establishment, years to production (compared to standard spacing), fruit size and yield. Thwaites Farms is the grower cooperator. To date, Best Management Practices for establishment have been sent out to all growers

TREE CENSUS

The tree census was finalized in early 2012 and a complete report was mailed out to each grower. Overall number of trees has decreased by 7.5% but there have been increased plantings in Apricots, Nectarines and European plums.



These projects were funded in part through Growing Forward, a federal-provincial-territorial initiative. The Agricultural Adaptation Council assists in the delivery of several Growing Forward programs in Ontario.

GPS MAPPING AND FRUIT TRACKER – TRACEABILITY FOUNDATIONS INITIATIVE

This project's goal is to provide growers with an integrated mapping and tracking tool to increase operational efficiencies and provide seamless reporting tools for food safety and traceability requirements, chemical use, inventory and packing control, etc.

The Traceability Foundations Initiative is a federal-provincial cost-shared initiative. The federal funding investment is made through the Agricultural Flexibility Fund.

PEAR STORAGE TRIALS

Dr. Jennifer DeEil, OMAFRA, Post-Harvest Specialist – Continues her storage trials on Harrow Crisp, Sundown, HW 620 and Bosc utilizing SmartFresh technology. This is partially funded by the manufacturer of SmartFresh. A Recommendations Fact Sheet for Harvest and Storage of Pears was published in July 2012 and is available on the OMAFRA website or through the Tender Fruit Board office.

CROP PROTECTION PRODUCTS REPORT

In 2012, the tender fruit industry obtained registration on a number of pesticides through the efforts of Wayne Roberts, Jim Chaput -Minor Use Priority Coordinator OMAFRA, and the PMRA.

Wayne continues to represent tender fruit, pears and grapes at the Minor Use Priority Setting Workshop each year in Ottawa during the annual meetings in March. This workshop provides an opportunity to highlight priorities for tree fruit and grapes. For example, aphids as a vector for PPV and the need for additional pesticides for psylla control. Wayne also represents the tender fruit industry at the Fruit Technical Working Group. This group is responsible for the inclusion of products in Publication 360 "Guide to Fruit Production".

In 2012 the following pest concerns and new registrations were achieved:

- Altacor - for suppression of aphids on sweet cherries and suppression of Japanese beetles.
- Actara – for control of black cherry aphid.
- Emergency registration of Lannate, Malathion and Clutch for control of Brown Marmorated Stink Bug (BMSB).
- Emergency registrations of Delegate, Entrust, Ripcord, Malathion and Pyganic for control of the Spotted Winged Drosophila (SWD).

Both the BMSB and SWD have been observed and reported throughout Ontario. Neither pest has yet resulted in economic losses to tree fruit or grapes.

Re-evaluation continues to be on-going on Sevin (carbaryl), diazinon and Linuron. Wayne continues to be involved in defending current uses of these products.

Wayne continues on-going liaison regarding pesticides and pest related issues with members of the chemical manufacturers and researchers and extension personnel.

Many thanks go to Wayne, OMAFRA and the PMRA for their continued efforts in advancing registrations as quickly as possible for our industry.

Independent Auditor's Report

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To the Members of
Ontario Tender Fruit Producers' Marketing Board

We have audited the accompanying financial statements of Ontario Tender Fruit Producers' Marketing Board, which comprise the statement of financial position as at January 31, 2013, January 31, 2012 and February 1, 2011 and the statements of internally restricted net assets, operations and unrestricted net assets, and cash flows for the years ended January 31, 2013 and January 31, 2012, 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 Ontario Tender Fruit Producers' Marketing Board as at January 31, 2013, January 31, 2012 and February 1, 2011 and the results of its operations and its cash flows years ended January 31, 2013 and January 31, 2012 in accordance with Canadian accounting standards for not-for-profit organizations.

Grant Thornton LLP

St. Catharines, Canada
February 26, 2013

Chartered Accountants
Licensed Public Accountants

Ontario Tender Fruit Producers' Marketing Board Statement of Financial Position

January 31	2013	2012	February 1, 2011
Assets			
Current			
Cash and equivalents	\$1,494,524	\$1,512,044	\$1,429,120
Accounts receivable (Note 4)	32,175	22,900	210,280
Research, food safety and promotion contributions receivable (Note 15)	130,447	58,667	152,721
Prepaid expenses	<u>7,995</u>	<u>51,714</u>	<u>3,594</u>
	<u>1,665,141</u>	<u>1,645,325</u>	<u>1,795,715</u>
Long-term			
Due from related parties (Note 5)	153,316	121,671	75,960
Investments (Note 6)	<u>286,408</u>	<u>286,408</u>	<u>286,408</u>
	<u>439,724</u>	<u>408,079</u>	<u>362,368</u>
	<u>\$2,104,865</u>	<u>\$2,053,404</u>	<u>2,158,083</u>
Liabilities			
Current			
Accounts payable and accrued liabilities	\$ 133,179	\$ 139,729	\$ 219,165
Government remittances payable	4,682	16,850	3,817
Deposits, licence fees	2,500	2,800	1,600
Deferred research, food safety and promotion grant revenue (Note 15)	<u>102,683</u>	<u>78,729</u>	<u>124,825</u>
	<u>243,044</u>	<u>238,108</u>	<u>349,407</u>
Net Assets			
Unrestricted	1,428,424	1,323,582	1,392,359
Internally Restricted			
Marketing Incentive Program	268,865	358,088	250,960
Sour Cherry Chilled Pitted Promotion Program	26	-	9,287
Red Tart Sour Cherry Market Development	107,424	133,626	156,070
Fruit Testing Research Program	<u>57,082</u>	<u>-</u>	<u>-</u>
	<u>433,397</u>	<u>491,714</u>	<u>416,317</u>
	<u>\$2,104,865</u>	<u>\$2,053,404</u>	<u>2,158,083</u>

Approved on behalf of the Board



 Director



 Director

Ontario Tender Fruit Producers' Marketing Board Statement of Internally Restricted Net Assets

Year ended January 31

2013 2012

Marketing Incentive Program (Note 7)

Revenues			
Service charges and licence fees, fresh market	\$ 365,602	\$	808,758
Expenses			
Incentive program	<u>454,825</u>		<u>701,630</u>
(Deficiency) excess of revenues over expenses for the year	<u>(89,223)</u>		<u>107,128</u>
Fund Balance - Beginning of the year	<u>358,088</u>		<u>250,960</u>
Fund Balance - End of the year	<u>\$ 268,865</u>	<u>\$</u>	<u>358,088</u>

Sour Cherry Chilled Pitted Promotion Program

Revenues			
Sour cherry promotion fees	\$ 2,611	\$	18,796
Expenses			
Cherry promotion program	<u>2,585</u>		<u>28,083</u>
Excess (deficiency) of revenues over expenses for the year	<u>26</u>		<u>(9,287)</u>
Fund Balance - Beginning of the year	<u>-</u>		<u>9,287</u>
Fund Balance - End of year	<u>\$ 26</u>	<u>\$</u>	<u>-</u>

Red Tart Sour Cherry Market Development

Expenses			
Sour cherry fees	<u>\$ 26,202</u>		<u>22,444</u>
Deficiency of revenues over expenses for the year	<u>(26,202)</u>		<u>(22,444)</u>
Fund Balance - Beginning of the year	<u>133,626</u>		<u>156,070</u>
Fund Balance - End of the year	<u>\$ 107,424</u>	<u>\$</u>	<u>133,626</u>

Fruit Testing Research Program

Revenues			
Funds transferred from OFTA	\$ 62,082	\$	-
Expenses			
Fruit testing research	<u>5,000</u>		<u>-</u>
Excess of revenues over expenses for the year	<u>57,082</u>		<u>-</u>
Fund Balance - Beginning of the year	<u>-</u>		<u>-</u>
Fund Balance - End of year	<u>\$ 57,082</u>	<u>\$</u>	<u>-</u>

Ontario Tender Fruit Producers' Marketing Board

Statement of Operations and Unrestricted Net Assets

Year ended January 31

2013

2012

	2013	2012
Revenues		
Service charges and licence fees, fresh market (Note 8)	\$ 1,025,653	\$ 1,255,103
Appropriated to marketing incentive program (Note 7)	<u>(365,602)</u>	<u>(808,758)</u>
	660,051	446,345
Licence fees, processing (Note 8)	42,711	36,946
Government and industry funding		
Promotion activities	23,085	127,810
Research and food safety activities	444,941	213,964
Interest and other income	<u>27,135</u>	<u>22,982</u>
	1,197,923	848,047
 Expenses		
Directors' fees, honoraria and benefits	61,992	53,163
Salaries and benefits (Note 9)	239,014	296,941
Travel	39,651	50,062
Meetings and conventions	7,130	13,897
Office supplies and expenses	38,956	39,074
Postage	5,229	2,407
Telephone	10,549	11,111
Dues and subscriptions	4,976	4,163
Labour Issues Coordinating Committee	4,200	4,200
Promotion (Note 15)		
OTFPMB portion	119,983	52,242
Government and industry funded portion	23,085	114,499
Professional fees (Note 10)	12,611	14,014
Miscellaneous	712	1,713
Utilities and maintenance	24,255	21,660
Insurance and taxes	14,854	14,906
Amortization	11,400	14,602
Bad debts	521	3,710
Research and food safety activities (Note 15)		
OTFPMB portion	60,185	19,007
Government and industry funded portion	444,941	215,573
Expense recoveries from other associations	<u>(31,163)</u>	<u>(30,120)</u>
	1,093,081	916,824
Excess (deficiency) of revenues over expenses	104,842	(68,777)
Net Assets - Beginning of the year	<u>1,323,582</u>	<u>1,392,359</u>
Net Assets- End of the year	<u>\$ 1,428,424</u>	<u>\$ 1,323,582</u>

Ontario Tender Fruit Producers' Marketing Board

Statement of Cash Flows

Year ended January 31

2013

2012

Increase in cash

Operating

Excess (deficiency) of revenues over expenses for the year, unrestricted net assets	\$ 104,842	\$ (68,777)
(Deficiency) excess of revenues over expenses for the year, internally restricted net assets	(58,317)	75,397
Changes in non-cash working capital		
Accounts receivable	(9,275)	187,380
Research, food safety and promotion contributions receivable	(47,826)	47,958
Due from related parties	(31,645)	(45,711)
Prepaid expenses	43,719	(48,120)
Accounts payable and accrued liabilities	(6,550)	(79,435)
Government remittances payable	(12,168)	13,032
Deposits, licence fees	(300)	1,200
	(17,520)	82,924
(Decrease) increase in cash and equivalents	(17,520)	82,924
Beginning of year	<u>1,512,044</u>	<u>1,429,120</u>
End of year	<u>\$ 1,494,524</u>	<u>\$ 1,512,044</u>

Cash and equivalents consist of:

Cash	348,013	405,766
Short-term deposits	1,146,511	1,106,278
	<u>1,494,524</u>	<u>1,512,044</u>

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2013

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 financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations in Part III of the CICA Handbook and include the following significant accounting policies:

Fund accounting

The Board follows the restricted fund method of accounting for contributions. Revenues and expenses related to the Marketing Incentive, Sour Cherry Chilled Pitted Promotion, Red Tart Sour Cherry Market Development, and Fruit Testing Research Programs are reported in these internally restricted funds. All other revenues and expenses are reported in the unrestricted fund.

Financial instruments

Measurement

The Board initially measures its financial assets and liabilities at fair value, except for certain non-arm's length transactions.

Financial assets or liabilities obtained in related party transactions with a person or entity whose sole relationship with the Board is in the capacity of management are accounted for in accordance with financial instruments.

The Board subsequently measures all of its financial assets and financial liabilities at amortized cost, except for investments in equity instruments that are not quoted in an active market which are measured at cost less any reduction for impairment.

Financial assets and liabilities measured at amortized cost include cash and equivalents, accounts receivable, contributions receivable, amounts due from related parties, accounts payable and accrued liabilities, government remittances payable, deposits and deferred contributions.

Financial assets measured at cost less reduction for impairment include investments.

Impairment of long-lived assets

The Board tests long-lived assets for impairment whenever events or changes in circumstances indicate that its carrying amount may not be recoverable. An impairment loss is recognized when the carrying amount of the asset exceeds the sum of undiscounted cash flows resulting from its use and eventual disposition. The impairment loss is measured as the amount by which the carrying amount of the long-lived asset exceeds its fair value.

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2013

Investments

Investments in joint ventures and significantly influenced investees are accounted for using the equity method.

The equity method is a basis of accounting for investments whereby the investment is initially recorded at cost and the carrying value, adjusted thereafter to include the investor's pro-rata share of post-acquisition earnings of the investee, computed by the consolidation method. Profit distributions received or receivable from an investee reduce the carrying value of the investment.

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.

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.

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. Impact of the change in the basis of accounting

The organization has elected to apply Canadian accounting standards for not-for-profit organizations.

These financial statements are the first financial statements for which the organization has applied Canadian accounting standards for not-for-profit organizations.

The financial statements for the year ended January 31, 2013 were prepared in accordance with the accounting principles and provisions set out in Section 1501, First-time Adoption by Not-for-Profit Organizations, for first-time adopters of this basis of accounting.

The impact of adopting these standards has not resulted in any material changes to the opening financial statement for the current or previous period.

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2013

4. Accounts receivable

	2013	2012	February 1, 2011
Producer licence fees - Net of allowance of \$6,113 (2012 - 5,884, 2011 - 3,097)	\$ 20,899	\$ 21,359	23,095
Grape and Tender Fruit (Ontario) Limited	-	1,541	1,371
Research & Marketing Funding Program	-	-	39,390
HST receivable	11,276	-	38,769
Ontario Apple Growers- Research Fund	-	-	23,333
Marketing incentive program refund	-	-	9,040
Red tart market development grant	-	-	75,282
	<u>\$ 32,175</u>	<u>\$ 22,900</u>	<u>210,280</u>

5. Related party transactions

The Board is related to Grape & Tender Fruit (Ontario) Limited (GTFOL), a jointly controlled enterprise who operates the Marketing Boards' shared offices and who owns the shared land and building.

The Boards proportionate share of GTFOL is as follows:

	2013	2012	February 1, 2011
Assets	\$ 453,798	\$ 454,599	\$ 410,739
Liabilities	\$ 167,445	\$ 168,246	\$ 124,386
Net Assets	\$ 286,353	\$ 286,353	\$ 286,353

Expenses include a \$147,538 (2012 - \$153,986) charge for the Board's share (50% (2012 - 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.

Amounts due from related parties:

	2013	2012	February 1, 2011
Grape & Tender Fruit (Ontario) Limited	\$ 153,316	\$ 121,671	\$ 75,960

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2013

6. Investments

	2013	2012	February 1, 2011
Ontario Fruit-For-Processing Co-Operative Limited:			
12 common shares	\$ 55	\$ 55	55
Grape & Tender Fruit (Ontario) Limited:			
106 common shares (53% interest)	53	53	53
2,863 special shares (60% interest)	<u>286,300</u>	<u>286,300</u>	<u>286,300</u>
	<u>\$ 286,408</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.

7. Marketing incentive program

The funds raised for this program in 2013 in the amount of \$ 365,602 (2012 - \$808,758) were generated by a levy on producers included in service charges and licence fees. The \$ 454,825 (2012 - \$701,630) 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>Nectarines</u>	<u>Pears</u>	<u>Plums</u>	<u>Total</u>
Balance, beginning of year	\$ 187,038	\$ 37,085	\$ 82,771	\$ 51,194	\$ 358,088
Transfer from service charges and license fees, fresh market	365,602	-	-	-	365,602
Incentive program expense	<u>(444,764)</u>	<u>(10,061)</u>	<u>-</u>	<u>-</u>	<u>(454,825)</u>
Balance, end of year	<u>\$ 107,876</u>	<u>\$ 27,024</u>	<u>\$ 82,771</u>	<u>\$ 51,194</u>	<u>\$ 268,865</u>

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2013

8. Service charges and licence fees

	2013	2012
Service charges and licence fees, fresh market		
Service charges		
peaches	\$ 869,225	\$ 1,004,830
pears	35,850	57,694
plums and prunes	33,771	56,391
nectarines	51,289	49,009
Licence fees		
peaches	24,792	73,705
pears	5,910	7,391
plums and prunes	3,382	4,155
nectarines	1,434	1,928
	<u>\$ 1,025,653</u>	<u>\$ 1,255,103</u>
Licence fees, processing		
sweet cherries	\$ -	\$ 344
sour cherries	25,894	21,897
peaches	<u>16,817</u>	<u>14,705</u>
	<u>\$ 42,711</u>	<u>\$ 36,946</u>

9. Salaries and benefits

	2013	2012
Total salaries and benefits	\$ 315,115	\$ 318,566
Recoveries:		
Ontario Apple Growers	(25,000)	(9,625)
Ontario Fresh Grape Growers Marketing Board	(12,000)	(12,000)
Traceability Foundations Initiative	<u>(39,101)</u>	<u>-</u>
	<u>\$ 239,014</u>	<u>\$ 296,941</u>

10. Professional fees

	2013	2012
Audit	\$ 9,188	\$ 9,038
Legal	2,452	4,263
Consulting	<u>971</u>	<u>713</u>
	<u>\$ 12,611</u>	<u>\$ 14,014</u>

11. 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.

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2013

12. Financial instruments

The company is exposed to various risks through its financial instruments. The following analysis provides a measure of the company's risk exposures and concentrations at January 31, 2013:

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 company's main credit risk relates to its accounts receivable. The entity provides credit to its clients in the normal course of operations.

Liquidity risk

Liquidity risk is the risk that the company will encounter difficulty in meeting the obligations associated with its financial liabilities. The company is exposed to this risk mainly in respect of its accounts payable and accrued liabilities.

Market risk

Market risk is the risk that the fair value of expected future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Board is not exposed to significant interest, currency or credit risk arising from their financial instruments .

13. 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.

14. Comparative figures

Certain comparative figures have been reclassified from those previously presented to conform to the presentation of the 2013 financial statements.

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2013

15. Deferred contributions, research, food safety and promotion activities

	<u>Deferred (Receivable) Contributions February 1, 2012</u>	<u>Government/ Industry Contributions 2013</u>	<u>Total Expenses 2013</u>	<u>Board Funded Expenses 2013</u>	<u>Deferred (Receivable) Contributions January 31, 2013</u>
Research					
<u>CanAdapt Projects:</u>					
CAAP - Increasing Competitiveness of Ontario Tender Fruit Industry	\$ (34,813)	\$ 157,322	\$ 122,509	\$ -	\$ -
CAAP - Bud Hardiness and Winter Survival Assessment	-	17,653	21,187	1,395	(2,139)
CAAP - Establishment of Novel Tree Fruit Varieties	-	8,000	4,450	-	3,550
CAAP - Development of New Breeding Techniques	-	17,753	19,623	-	(1,870)
NPF & VGA Grant - Pesticide Coordinator	-	10,000	19,251	9,251	-
Pesticide Initiatives	-	19,692	-	-	19,692
TFI - Tender Fruit Value Chain Traceability Initiative	-	63,717	239,872	49,717	(126,438)
Bacterial Spot of Stone Fruit	1,557	-	1,412	-	145
ABP - IPM Coordinator	(6,874)	16,847	9,625	(348)	-
Smartfresh Pear Initiatives	70,955	19,016	18,175	-	71,796
FIP - Evaluating High Density Pear Plantings	(8,122)	21,962	14,010	170	-
FIP - New Variety Evaluations	(8,858)	29,339	20,481	-	-
FIP - On-Farm Peach & Nectarine IPM	6,217	8,314	14,531	-	-
PPV Initiatives	-	7,500	-	-	7,500
	<u>20,062</u>	<u>397,115</u>	<u>505,126</u>	60,185	<u>(27,764)</u>
Non-Funded Research				-	
OTFPMB Portion of Research Activities				<u>60,185</u>	
Promotion					
Ontario Fresh Fruit Market Development - 2012	-	23,085	46,170	23,085	-
Non-Funded Promotion				96,898	
OTFPMB Portion of Promotion Activities				<u>119,983</u>	
	<u>\$ 20,062</u>				<u>\$ (27,764)</u>
Reported as:					
Research and promotion contributions receivable	\$ (58,667)				\$ (130,447)
Deferred research and promotion contributions	<u>78,729</u>				<u>102,683</u>
	<u>\$ 20,062</u>				<u>\$ (27,764)</u>

**MEMBERS AND STAFF OF THE
ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD
2012 - 2013**



CHAIR	Phil Tregunno	Niagara-on-the-Lake
VICE-CHAIR	John Thwaites	Niagara-on-the-Lake
DIRECTORS	Leo DeVries	Fenwick
	Fred Meyers	Niagara-on-the-Lake
	Ken Porteous	Port Dover
	David Hipple	Beamsville
	Russell Smith	Blenheim
	Jim Juras	Niagara-on-the-Lake
	Jamie Warner	Beamsville
MANAGER	Sarah Marshall	P.O. Box 100, Vineland Station, ON, L0R 2E0 Email: sarah@ontariotenderfruit.ca
TREASURER	Maureen Connell	
PPV/IPM ISSUES	Wayne Roberts	
MARKETING ANALYST	Larissa Osborne	
CONSULTANT	Adrian Huisman	
OFFICE STAFF	Sylvana Lagrotteria	Office Manager
	Morag Tait	Reception
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: www.ontariotenderfruit.ca	
DELEGATES	Canadian Horticultural Council – Phil Tregunno (John Thwaites – Alt.) F.A.R.M.S. – Ken Porteous Labour Issues Committee– Ken Porteous (Phil Tregunno – Alt.) NPF&VGA – David Hipple/Sarah Marshall OACC – Phil Tregunno, Ken Porteous, Sarah Marshall OACC Technical Committee – Adrian Huisman OFA – Ken Porteous TFEC –Jamie Warner, Leo Devries, Torrie Warner, Ryan Tregunno Jim Meyers, Rusty Smith, John Thwaites OFVGA – Fred Meyers (John Thwaites – Alt.) OFVGA – Safety Nets Committee – Adrian Huisman / Sarah Marshall Presidents' Council – Phil Tregunno Regional Niagara Agricultural Task Force – Phil Tregunno, Len Troup	