



Ontario
Tender Fruit
Growers

ANNUAL REPORT

YEAR ENDING JANUARY 31, 2026



**Ontario
Tender Fruit
Growers**

Vision

Ontario Tender Fruit: Your fresh,
local and quality choice.

Mission

To support sustainable tender
fruit production and grower
success through advocacy,
innovation, research and value
chain coordination.

To be recognized by consumers
as a high quality, healthy and
local food choice.



**Chair's Report
ONTARIO TENDER FRUIT GROWERS
2025 In Review**

February 2026

Almost a complete opposite to 2024, Spring 2025 was cold and rainy, resulting in full bloom a good two weeks later than the previous year. Although heat units picked up in late June, peach harvest was approx. 12 days later than 2024 but with similar volumes. Summer rains were few and far between resulting in some reduction in overall volumes.

Promotion campaigns this season focused on media campaigns and in-store sampling of nectarines with our Grassroots Growth Funding. Instore awareness was elevated with Foodland Ontario's own recently launched instore sampling program which included nectarines, peaches, plums, and pears. Targeted campaigns included transit ads which spoke to a younger demographic and helped increase awareness to a wider audience. Strong social media support from The Ontario Produce Marketing Association helped spread the word with blogger posts on recipes and consumer education alerts. The retail display bins ensured consumers could easily identify local and the Foodland Ontario in-store reps ensured the produce managers had the support and promotional materials needed to elevate consumer awareness. We thank the province of Ontario for our funding through Grassroots Growth (2024-2028), to make these campaigns possible. Additional details on promotions can be found further in the annual report.

The Tender Fruit Evaluation Committee continues its important work in partnership with The University of Guelph, and The Vineland Research and Innovation Centre. Identifying and trialing promising selections is a long process, but success has been realized with several earlier ripening peaches starting to gain traction, enabling growers to get into market sooner with high quality fruit, offsetting some import volumes.

We extend thanks to the OMAFA specialists who have provided technical expertise and leadership in many of our research initiatives. Their collaboration with other commodities and Ag Canada researchers is helping us solve significant issues in pest and disease management as well as assisting us in developing climate smart practices to increase our economic and environmental sustainability.

I extend my appreciation to the board of directors and staff who continue to do an exceptional job of supporting growers.

Respectfully submitted,

Phil Tregunno- Chair

FORTY FIFTH ANNUAL REPORT OF THE ONTARIO TENDER FRUIT GROWERS

Table 1 provides detailed information on crop volumes through appointed shipper-dealers and licensed growers. Values are based on gross FOB.

TABLE I
Gross Tonnage and FOB Value of Ontario Tender
Fruit
2023 – 2025

	2023 Volume Tons	2024 Volume Tons	2025 Volume Tons	%Change '25 vs '24	2023 Value \$	2024 Value \$	2025 Value \$	%Change '25 vs '24
Fresh Market								
Peaches	17,508	17,215	17,037	-1%	48,671,619	48,213,970	51,451,942	7%
Pears	3,824	4,734	4,219	-11%	9,456,288	11,432,230	10,275,661	-10%
Plums & Prunes	2,034	3,544	2,475	-30%	8,170,157	12,945,816	10,494,398	-19%
Nectarines	4,267	3,839	3,536	-8%	14,850,060	13,972,531	13,293,864	-5%
Apricots	288	28	308	991%	1,970,351	216,814	2,156,301	895%
TOTAL	27,921	29,360	27,574	-6%	83,118,475	86,781,361	87,672,166	1%
Processing								
Sweet Cherries	19	14	15	7%	48,299	35,485	36,984	4%
Sour Cherries	5,768	1,975	4,420	124%	2,558,000	844,612	6,685,556	692%
Peaches	18	-	-	-	7,200	-	-	-
Pears	272	-	-	-	100,080	-	-	-
TOTAL	6,077	1,989	4,435	123%	2,713,579	880,097	6,722,540	664%
COMBINED	33,998	31,349	32,009	2%	85,832,054	87,661,458	94,394,706	8%

Processing pear and peach volumes and values not available.

2024 sour cherry volume and value restated.

PROCESSING SALES

Tart Cherries – In 2025, 6 growers delivered 4,322 tons of tart cherries for processing (2,048 – 2024). The negotiated price for 92 score cherries was \$,1500/ton.

**TABLE II
Reported Tart Cherries Sales Volumes for
Processing 2021– 2025**

MARKET SEGMENT	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons
Processed	3,594	1,521	5,768	2,048	4,322

Sweet Cherries – In 2025, 3 growers delivered 15 tons of sweet cherries for processing (14 tons - 2024). The negotiated price was \$2,500/ton for the chilled pitted market. There was no minimum price set for the distilling/juice market.

**TABLE III
Reported Sweet Cherries Sales Volumes for
Processing 2021 – 2025**

MARKET SEGMENT	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons
Freezing (Chilled Pitted Market)	19	1	19	14	15

Processing Peaches – There was no minimum price/terms and conditions set for processing peaches. The board determines annually whether to set minimum price/terms and conditions.

Processing Pears – There was no minimum price set for processing pears. The board determines annually whether to set minimum price/terms and conditions.

**TABLE IV
Minimum Delivered Prices – Processing
Crops
2021 – 2025**

CROP	2021 \$/ton	2022 \$/ton	2023 \$/ton	2024 \$/ton	2025 \$/ton
Sweet Cherries					
Freezing (Chilled Pitted Market)	2,300	2,400	2,500	2,500	2,500
Distilling	1,000	1,000	-	-	-
Tart Cherries*					
97-100 Score	1,545	1,045	445	445	1,545
92 Score	1,500	1,000	400	400	1,500
69 & Under Score	1,430	930	330	330	1,430
Tart Cherries- Juice (ungraded)	1,000	1,000	400	400	1,000

FRESH MARKET SALES THROUGH APPOINTED DEALERS

TABLE V

Average Net Returns for Sales through Appointed Dealers 2021-2025 and 5-Year Comparative

Average net returns to producers selling through appointed dealers are shown after deducting shipper commissions, board fees and container costs. Packing or production costs have not been deducted.

Crop	2021 \$/ton	2022 \$/ton	2023 \$/ton	2024 \$/ton	2025 \$/ton	% Change 2025 vs. 2024	% Change 2025 vs. 5 Year Avg.
Peaches	1,746	1,930	2,033	2,110	2,244	6%	19%
Nectarines	2,150	2,547	2,537	2,729	2,743	1%	15%
Pears							
Bartlett	1,471	1,610	1,796	1,764	1,736	-2%	8%
Bosc	1,662	1,832	1,919	1,997	1,918	-4%	7%
Plums							
Yellow	2,834	2,601	3,297	2,872	3,319	16%	19%
Blue	2,344	2,732	3,075	2,773	3,242	17%	20%
Apricots	4,564	5,494	5,447	6,602	5,590	-15%	4%

TABLE VI

Reported Fresh Fruit Sales Volumes through Appointed Dealers 2021 – 2025 and 5-Year Comparative

Crop	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons	% Change 2025 vs 2024	% Change 2025 vs 5 year average
Peaches	13,769	14,547	16,814	16,434	16,255	-1%	12%
Pears							
Bartlett	1,990	2,637	2,482	3,198	3,058	-4%	27%
Bosc	425	642	763	864	532	-38%	-21%
Other (Flemish & HW)	171	190	365	445	411	-8%	52%
Pears Combined	2,586	3,469	3,610	4,507	4,001	-11%	19%
Plums							
Early Golden	1,043	1,268	781	1,790	1,374	-23%	15%
Shiro	25	21	8	20	31	55%	74%
Total Yellow Plums	1,068	1,289	789	1,810	1,405	-22%	15%
Red	68	74	32	79	176	123%	244%
Blues & Prunes	1,058	1,204	1,097	1,534	755	-51%	-30%
Plums Combined	2,194	2,567	1,918	3,423	2,336	-32%	0%
Nectarines	3,933	3,721	4,126	3,732	3,444	-8%	-7%
Apricots	167	80	278	25	293	1072%	160%
Grapes	2,231	2,066	2,196	1,724	1,814	5%	-5%
TOTAL FRESH	24,880	26,450	28,942	29,845	28,143	-6%	9%

TOTAL REPORTED SALES VOLUMES

TABLE VII
Reported Peach Sales Volumes for Fresh Market
2021 – 2025

Marketer	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons	% Change '25 vs '24
Niagara Dealers	13,540	14,326	16,628	16,289	15,839	-3%
Southwestern Ontario Dealers	229	221	186	145	416	187%
Other*	516	711	694	781	782	0%
TOTALS	14,285	15,258	17,508	17,215	17,037	-1%

*Other includes reported sales other than through appointed dealers.

TABLE VIII
Reported Pear Sales Volumes for Fresh Market
2021 – 2025

Marketer	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons	% Change '25 vs '24
Niagara Dealers	2,584	3,467	3,608	4,507	4,001	-11%
Southwestern Ontario Dealers	2	2	2	0	-	-100%
Other*	163	168	214	227	218	-4%
TOTALS	2,749	3,637	3,824	4,735	4,219	-11%

*Other includes reported sales other than through appointed dealers.

TABLE IX
Reported Plum Sales Volumes for Fresh Market
2021 – 2025

Marketer	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons	% Change '25 vs '24
Niagara Dealers	2,194	2,567	1,918	3,423	2,336	-32%
Southwestern Ontario Dealers	-	-	-	-	-	-
Other*	155	136	116	121	139	15%
TOTALS	2,349	2,703	2,034	3,544	2,475	-30%

*Other includes reported sales other than through appointed dealers.

TABLE X
Reported Nectarine Sales Volumes for Fresh Market
2021 – 2025

Marketer	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons	% Change '25 vs '24
Niagara Dealers	3,927	3,719	4,123	3,731	3,443	-8%
Southwestern Ontario Dealers	6	2	3	1	1	-31%
Other*	88	96	141	107	92	-14%
TOTALS	4,021	3,817	4,267	3,839	3,535	-8%

*Other includes reported sales other than through appointed dealers.

TABLE XI
Reported Apricot Sales Volumes for Fresh Market
2021-2025

Marketer	2021 Tons	2022 Tons	2023 Tons	2024 Tons	2025 Tons	% Change '25 vs '24
Niagara Dealers	167	80	278	25	293	1072%
Southwestern Ontario Dealers	-	-	-	-	-	-
Other*	14	9	10	3	15	366%
TOTALS	181	89	288	28	308	991%

*Other includes reported sales other than through appointed dealers.

TABLE XII
Members of the Local
Board 2021 – 2025

	2021	2022	2023	2024	2025
Producers Selling to Processors					
Sweet Cherries	3	2	3	4	3
Sour Cherries	14	12	9	6	6
Pears	13	10	-	-	-
Peaches	-	1	-	-	-
Total Number of Producers Fresh and Processing Combined	195	178	173	171	163

#of peach and pear growers selling for processing unavailable.

TABLE XIII
Licence Fees– Processing
2021 - 2025

Crop	2021 \$/ton	2022 \$/ton	2023 \$/ton	2024 \$/ton	2025 \$/ton
Peaches	10.00	10.00	-	-	
Sweet Cherries	10.00	10.00	10.00	10.00	10.00
Sour Cherries*	10.00	10.00	10.00	10.00	10.00
Pears	10.00	10.00	-	-	

TABLE XIV
2025 Licence Fees – Fresh Market

Crop	Admin \$/ton	Research \$/ton	Promotion \$/ton	Incentives \$/ton	Total 2025 \$/ton	Total 2024 \$/ton
Peaches	14.50	4.50	7.50	90.16	116.66	115.24
Nectarines	14.50	4.50	7.50	90.74	117.24	116.54
Yellow Plums	14.50	4.50	7.50	63.59	90.09	66.52
Blue Plums	14.50	4.50	7.50	63.62	90.12	66.57
Red Plums	14.50	4.50	7.50	0.00	26.50	31.00
Pears - Bartlett	14.50	4.50	7.50	55.93	82.43	71.70
Pears - Bosc	14.50	4.50	7.50	15.82	42.32	42.07
Pears - Other	14.50	4.50	7.50	0.00	26.50	31.00
Pears - Cold Snap	14.50	4.50	7.50	0.00	26.50	31.00
Apricots	14.50	4.50	7.50	0.00	26.50	31.00

PRODUCTION INSURANCE

TABLE XV

Ontario Production Insurance Results- 2025
Data as of January 26, 2026, and is subject to change

Commodity	Number of Accounts	Total Premium (\$)	Grower Premium (\$)	Total Liability (\$)	Total Approved Claims* (\$)
Peach & Nectarine	76	1,148,671	474,825	25,500,000	251,633
Pear	41	236,284	96,416	6,153,000	348,740
Plum	37	671,826	269,689	4,660,000	754,567
Sour Cherry**	<10	-	-	-	-
Sweet Cherry	17	40,344	16,137	204,000	12,839

*Claims data refers to approved claims only

**Due to privacy legislation, Agricorp does not disclose information when there are fewer than ten customers enrolled in a crop plan.

2025 PROMOTIONAL ACTIVITIES

In 2025, Ontario Tender Fruit Growers implemented a comprehensive, multi-channel promotional program designed to increase consumer awareness, drive retail sales, and strengthen the connection between Ontario consumers and locally grown tender fruit. Activities spanned in-store merchandising, sampling, social media, paid media, and collaborative retail initiatives, delivering strong reach, engagement, and measurable sales impact.

In-Store Merchandising & Retail Support

In-store promotion remained a cornerstone of the 2025 program. Over 9,000 branded display bins were developed to support national visibility. These high-impact displays ensured prominent placement during peak availability, extended share of shelf, and reinforced the Ontario-grown message.



Foodland Ontario's merchandising team further supported these efforts through extensive retail engagement, including over 8,370 pieces of tender fruit point-of-sale (POS) materials placed between July and August 2025, and more than 25,500 recipe cards distributed.

Retail Display Contest

The "Sweet Taste of Summer" Retail Display Contest, which ran from July 14 to August 31, 2025, generated strong retailer participation, with 335 entries submitted across the province. Winning retailers reported significant sales increases, strong customer engagement, and repeat reordering throughout the season, demonstrating the effectiveness of creative, high-visibility displays in driving tender fruit sales.

In-Store Sampling Program

A targeted in-store sampling program was delivered through Foodland Ontario to encourage trial and educate consumers about Ontario tender fruit. In total, 77 sampling activations took place at major retailers and featured nectarines, peaches, plums, and pears.

With support from Grassroots Growth funding, Nectarine-specific sampling results demonstrated particularly strong performance. Across participating stores, a total of 22,754 units sold, with a 131% conversion rate from samples to sales. The program generated a 211% sales lift compared to the prior week, highlighting the effectiveness of sampling in driving immediate purchase behaviour. Consumer feedback consistently emphasized flavour, freshness, and the appeal of locally grown fruit, with strong interest from families, seniors, and first-time buyers.



Media Campaign

Year two of the Grassroots Growth Initiative also focused on expanding consumer reach through a comprehensive media campaign. Media placements included Cineplex theatres, Metrolinx GO Transit, Pattison street-level advertising, and digital video with creative tailored to peaches, plums, and pears. QR codes linked consumers directly to the Tender Fruit website, resulting in 107 scans.

Social Media & Digital Engagement

Organic social media continued to play a key role in storytelling and sharing our messaging throughout the season. From July to October 2025, social content dedicated to Ontario tender fruit generated 330,648 impressions and 8,570 engagements across Facebook and Instagram.

Partnerships with Farm & Food Care Ontario through the *Faces Behind Food* campaign further amplified grower stories, strengthening consumer trust and connection to local food production. These individual features reached nearly 10,000 views each and generated several likes, comments, and shares.



Photo provided by Farm and Food Care for Faces Behind Food

Strategic Partnerships

Collaboration with Foodland Ontario provided province-wide amplification through retail merchandising, sampling, recipe development, media relations, and consumer education initiatives. Foodland Ontario's trusted brand and established consumer influence significantly enhanced awareness of in-season Ontario tender fruit and supported purchase decisions at retail.

The Ontario Produce Marketing Association's (OPMA) Produce Made Simple initiative actively promotes Ontario-grown produce through accessible recipes, digital content, and consumer-friendly education. These complementary promotional efforts reinforced tender fruit messaging, encouraged trial through inspiration, and contributed to sustained consumer interest throughout the season.

Spotlighting Ontario Tender Fruit

Ontario Tender Fruit is sweet, fresh, and perfectly in season this summer! Here at Produce Made Simple we have delicious and easy Tender Fruit recipes at your fingertips, plus storage tips, how to buy local for your family, nutrition information, and more.

[Ontario Tender Fruit](#)

Ontario Tender Fruit Growers gratefully acknowledge the continued support of the Ontario government, whose investment helps make these promotional activities possible and supports the long-term success of Ontario’s tender fruit sector.

Growers and industry partners are encouraged to follow **@onttenderfruit** on social media and visit www.ontariotenderfruit.ca to learn more.

2025 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
Ontario Agricultural Commodity Council	600
Ontario Federation of Agriculture	500
Farm and Food Care	1,650
President's Council	267
Fruit & Vegetable Growers of Canada *	
Canadian Produce Marketers Association	2,050
Ontario Produce Marketers Association	500
Quebec Produce Marketers Association	801

* The OFVGA pay CHC fees on behalf of their member organizations through container tolls.

Sponsorships

	\$
OF&VC Sponsorship	1,600
NOTL Peach Celebration	2,500
Minor Use Priority Setting Meeting	1,000
Niagara Regional Science and Engineering Fair	500
CPMA Sponsorship*	2,500
OPMA Sponsorship*	1,500
OPMA 5 to 10 a Day Program**	7,500

* Cost-shared with the Ontario Fresh Grape Board and appointed dealer-shippers in Niagara.

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

RESEARCH ACTIVITIES

2025 TENDER FRUIT RESEARCH PROJECT UPDATES

Climate Smart Crop Management- Funding through SCAP- Federal Agriscience Program (2023-2028)

Tree Fruit Carbon Footprint Initiative 2023-2028

Activity 1 - Ontario Tender Fruit Growers (OTFG) and Ontario Apple Growers (OAG) are working with a project team consisting of LCA experts/GHG reduction specialists (including environmental consultants, University academia and Vineland Research and Innovation Centre soil lab analysts), Ontario Ministry of Agriculture, Food and AgriBusiness (OMAFRA) specialists, tree fruit stakeholders and growers. The project team will conduct the life cycle/sequestration assessment and research and design innovative BMP strategies that can be applied at the farm level.

LCA/Carbon Sequestration/Climate Smart BMPs

- Soil samples collected and analyzed over 3 years (23-'25)
- Groupe Ageco will finalize the Carbon Sequestration aspect of this project using the carbon analysis from soil sampling
- OMAFA staff are working on Climate Smart BMPs
- Once the Carbon Sequestration results and Climate Smart BMPs are completed communications will be developed

Carbon Emission Calculator

- Groupe Ageco is working with CropTracker to provide context and metrics to build out the calculator for grower operations
- CropTracker is building it so that very little data entry would be necessary from the grower

New Variety Development- 2023 to 2028

Activity 2 - Continues the new variety development work through evaluation of breeding material at the University of Guelph under the expertise of Dr. Jay Subramanian. This project is being executed in partnership with the University of Guelph, Vineland Research and Innovation Centre and the Tender Fruit Evaluation Committee. In 2025, fruit samples were again delivered to marketers and growers with QR codes to streamline responses and broaden feedback beyond the weekly evaluation tours.



Niagara Irrigation Initiative

With funding and support from the Province of Ontario, Canada Infrastructure Bank, Niagara Region, the municipalities of Lincoln, St. Catharines and Niagara on the Lake and grower organizations, work commenced in 2025 on an environmental study to scope out 10% design level costs on an irrigation system for growers below the escarpment in an initial Lincoln/St Catharines study area and to update engineering studies for the Niagara on the Lake system. Grower workshops and a public open house were also completed. The project is scheduled to be finalized by the end of 2026 at which time next steps towards infrastructure implementation will be discussed utilizing the \$41 million announced by the province in August 2025.

Tender Fruit Crop Protection Report, 2025 by Dr. Wendy McFadden-Smith

In 2025, the industry obtained registration of a few pesticides through the efforts of Josh Mosiondz, Minor Use Co-ordinator, OMAFA, and Pest Management Regulatory Agency (PMRA). Dr. Wendy McFadden-Smith, Tender Fruit and Grape IPM Specialist, OMAFA, assisted with various pest management issues including those related to minor use registrations and represented tender fruit at the Minor Use Priority Setting Workshop to highlight priorities. Wendy also represented the industry at the Fruit Technical Working Group and inclusion of products in the digital Ontario Crop Protection Hub. The input of Brewster Crop Management Services in this report is much appreciated.

While damage to tree-ripened apricot and early peach/nectarine fruit caused by earwigs has become more prevalent, pressure was not as high in 2025. There are no products currently labeled to manage earwigs. A preliminary trial was conducted in an apricot block with Scorpio ant and insect bait; however, pressure was not severe enough to show efficacy.

The incidence of scale on stone and pome fruit is increasing with damage on both shoots and fruit. Growers are advised to return to the practice of a dormant oil application to help with management.

Plum Curculio Research Project- with financial Support through OMAFA, NPFVGA, Ontario Tender Fruit Growers, Ontario Apple Growers

In 2025 Plum curculio emergence was much earlier than usual and egg-laying more extended. This is likely as result of environmental conditions including a mild winter and a warm spring. Management of plum curculio is challenging due to the lack of effective products. In a project funded by OTFG/OAG and NPFVGA, models to predict curculio emergence and the duration of oviposition injury were determined to be accurate. The use of bait trees was not successful, most likely due to either high or low populations of PC in the orchards studied. Two species of nematodes and a fungal biocontrol, Bio Titan, were evaluated for impact on emergence of PC. One species of nematode, the active ingredient in Capsinem, reduced emergence. The reduction was not as great in 2025 as in 2024, because hot dry temperatures following the application were not conducive to nematode survival.

Peach Leaf Curl Project- with financial support through NPFVGA, Ontario Tender Fruit Growers and Crop Protection Companies

Peach leaf curl severity was low to moderate in peach and nectarine orchards in Niagara in 2025. This is likely due to the warm dry weather after bloom as infection does not occur over 18C and requires moisture. A project funded by NPFVGA, OTFG and chemical companies tested alternatives to chlorothalonil (Bravo, Echo) for managing peach leaf curl. Treatments were applied in a block of Springcrest at bud break, bloom or preharvest. Disease severity was lowest in trees treated with Bravo, although Miravis Duo, Flint Extra, Syllit and Parasol also significantly reduced leaf curl. The bloom and preharvest treatments will be evaluated in the spring of 2026.

Cherry leaf spot was an issue in tart cherries in southwestern Ontario. Early defoliation can result in delayed fruit maturation and reduce cold hardiness. Leaf losses of 50 percent or more can impact fruit quality and yield in subsequent years. It is suspected that the fungus has shifted to resistance to Group 3, 7 and 11 fungicides. The incidence of bacterial spot in blue plums has increased in recent years.

The results study on the fungicide resistance study in the Ontario population of the brown rot fungus, *Monilinia fructicola*, was presented by Katie Goldenhar at OFVC in 2025. Over 95% of the isolates were resistant to propiconazole (Bumper, Fitness, Princeton, Propi-Plus) but most were still susceptible to the newer Group 3 fungicide mefentrifluconazole (Cevya). This is reflected in reduced efficacy for propiconazole products in the Crop Protection Hub.

PPV MONITORING PROGRAM

Results for the 2025 CFIA PPV Sampling Program:

- As part of the sampling survey, a total of 5,123 samples were collected from residential and commercial properties.
- As part of the propagation ban survey, a total of 6 commercial properties and 262 residential properties were visited to confirm compliance within the PPV regulated area.
- Plum Pox Virus (PPV) was not detected in any of the samples obtained from the 2025 survey.

Independent Auditor's Report

To the Members of
Ontario Tender Fruit Growers

Opinion

We have audited the financial statements of Ontario Tender Fruit Growers (the "Board"), which comprise the statement of financial position as at January 31, 2026, and the statements of revenue and expense, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Board as at January 31, 2026, and the results of its operations and its cash flows in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Board in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of management and those charged with governance for the financial statements

Management is responsible for the preparation and fair presentation of the 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.

In preparing the financial statements, management is responsible for assessing the Board's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Board or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Board's financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

Independent Auditor's Report (continued)

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Board's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Board's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Board to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

St. Catharines, Canada
March 2, 2026

Doane Grant Thornton LLP

Chartered Professional Accountants
Licensed Public Accountants

Ontario Tender Fruit Growers

Statement of Revenue and Expenses

Year ended January 31	2026	2025
Revenues		
Licence fees, fresh market (Note 3)	\$ 731,978	\$ 908,624
Government and industry funding		
Promotion activities (Note 6)	502,603	628,798
Research activities (Note 6)	331,603	274,605
Interest and other income	75,631	126,602
Licence fees, processing (Note 3)	43,626	20,620
	<u>1,685,441</u>	<u>1,959,249</u>
Expenses		
Promotion (Note 6)	746,758	881,405
Research (Note 6)	453,647	394,670
Salaries and benefits (Note 5)	373,568	380,364
Office supplies and expenses	43,584	42,528
Directors' fees, honoraria and benefits	41,334	43,601
Utilities and maintenance	30,604	35,053
Professional fees	23,258	28,851
Insurance and taxes	21,425	19,154
Building facility and equipment charge	12,365	10,807
Travel	9,120	8,123
Dues and subscriptions	7,615	7,626
Meetings and conventions	7,543	8,587
Telephone	5,829	6,193
Postage	1,690	1,763
Bad debts	600	7,970
Labour issues coordinating committee	-	4,200
Expense recoveries from other associations	(40,768)	(40,082)
	<u>1,738,172</u>	<u>1,840,813</u>
(Deficiency) excess of revenues over expenses from operations	<u>(52,731)</u>	<u>118,436</u>
Other income (expenses)		
License fees, market incentive program	2,192,676	2,050,329
Incentive program costs	(1,924,310)	(2,157,979)
	268,366	(107,650)
Grower initiatives income	29,000	-
Post harvest initiatives (research) income	(43,536)	43,536
Fruit testing research	(2,500)	(5,000)
	<u>251,330</u>	<u>(69,114)</u>
Excess of revenues over expenses	\$ <u>198,599</u>	\$ <u>49,322</u>

Ontario Tender Fruit Growers

Statement of Changes in Net Assets

Year ended January 31, 2026

	Internally restricted funds							Total
	General Fund	Market Incentive Program (Note 4)	Post Harvest Initiatives	Grower Initiatives Fund	Sour Cherry Chilled Pitted Promotion Program	Red Tart Sour Cherry Market Development	Fruit Testing Research	
Balance, beginning of year	\$ 1,598,664	\$ 39,641	\$ 43,536	\$ -	\$ 2,837	\$ 2,627	\$ 14,148	\$ 1,701,453
Excess of revenue over expenses	198,599	-	-	-	-	-	-	198,599
Transfers	(251,330)	268,366	(43,536)	29,000	-	-	(2,500)	-
Balance, end of year	<u>\$ 1,545,933</u>	<u>\$ 308,007</u>	<u>\$ -</u>	<u>\$ 29,000</u>	<u>\$ 2,837</u>	<u>\$ 2,627</u>	<u>\$ 11,648</u>	<u>\$ 1,900,052</u>
Internally restricted reserve funds							<u>\$ 354,119</u>	

Year ended January 31, 2025

	Internally restricted funds						
	General Fund	Market Incentive Program (Note 4)	Post Harvest Initiatives	Sour Cherry Chilled Pitted Promotion Program	Red Tart Sour Cherry Market Development	Fruit Testing Research	Total
Balance, beginning of year	\$ 1,580,228	\$ 47,291	\$ -	\$ 2,837	\$ 2,627	\$ 19,148	\$ 1,652,131
Excess of revenue over expenses	49,322	-	-	-	-	-	49,322
Transfers	(30,886)	(7,650)	43,536	-	-	(5,000)	-
Balance, end of year	<u>\$ 1,598,664</u>	<u>\$ 39,641</u>	<u>\$ 43,536</u>	<u>\$ 2,837</u>	<u>\$ 2,627</u>	<u>\$ 14,148</u>	<u>\$ 1,701,453</u>
Internally restricted reserve funds						<u>\$ 102,789</u>	

Ontario Tender Fruit Growers

Statement of Financial Position

January 31

2026

2025

Assets

Current

Cash	\$ 1,604,339	\$ 1,579,313
Guaranteed investment certificates (Note 7)	336,445	752,742
Accounts receivable	50,865	153,851
Due from related party (Note 8)	139,207	-
Research and promotion contributions receivable (Note 6)	252,516	63,212
Prepaid expenses	<u>12,212</u>	<u>12,059</u>
	2,395,584	2,561,177

Guaranteed investment certificates (Note 7)	362,670	-
Investments (Note 9)	<u>286,353</u>	<u>286,353</u>
	\$ 3,044,607	\$ 2,847,530

Liabilities

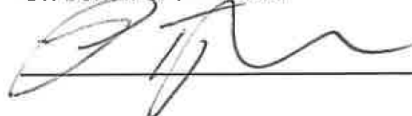
Current

Accounts payable and accrued liabilities	\$ 1,045,822	\$ 997,444
Government remittances payable	69,575	79,986
Deposits, licence fees	1,470	1,470
Deferred research and promotion contributions (Note 6)	27,688	25,950
Due to related party (Note 8)	<u>-</u>	<u>41,227</u>
	1,144,555	1,146,077

Net assets

Unrestricted	1,545,933	1,598,664
Internally restricted		
Marketing incentive program	308,007	39,641
Post harvest initiatives	-	43,536
Grower initiatives fund	29,000	-
Fruit testing research program	11,648	14,148
Sour cherry chilled pitted promotion program	2,837	2,837
Red tart sour cherry market development	<u>2,627</u>	<u>2,627</u>
	354,119	102,789
	<u>1,900,052</u>	<u>1,701,453</u>
	\$ 3,044,607	\$ 2,847,530

On behalf of the board



Director



Director

Ontario Tender Fruit Growers Statement of Cash Flows

Year ended January 31	2026	2025
Increase (decrease) in cash		
Operating		
Excess of revenues over expenses for the year	\$ 198,599	\$ 49,322
Changes in non-cash working capital		
Accounts receivable	102,986	(7,348)
Prepaid expenses	(153)	1,431
Accounts payable and accrued liabilities	48,378	225,781
Government remittances payable	(10,411)	31,013
Research and promotion contributions receivable	(187,566)	154,751
	<u>151,833</u>	<u>454,950</u>
Investing		
Advances (to) from related parties	(180,434)	96,100
Purchase of guaranteed investment certificates	(699,115)	(747,619)
Proceeds of guaranteed investment certificates	<u>752,742</u>	<u>1,200,709</u>
	<u>(126,807)</u>	<u>549,190</u>
Increase in cash	25,026	1,004,140
Beginning of year	<u>1,579,313</u>	<u>575,173</u>
End of year	<u>\$ 1,604,339</u>	<u>\$ 1,579,313</u>

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

1. Nature of operations

Ontario Tender Fruit Growers (the "Board") was established to regulate prices and conditions of sale for tender fruit, as well as for the purposes of marketing, researching 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 and include the following significant accounting policies:

Financial instruments

The Board considers any contract creating a financial asset, liability or equity instrument as a financial instrument, except in certain limited circumstances. The Board accounts for the following as financial instruments:

- cash
- guaranteed investment certificates
- accounts receivable
- research and promotion contributions receivable
- due from (to) related party
- accounts payable
- government remittances payable
- deposits

Financial instruments in arm's length transactions

Initial measurement

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

Subsequent measurement

The Board subsequently measures all its financial assets and financial liabilities at cost or amortized cost less any reduction for impairment.

Impairment

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

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

2. Significant accounting policies (continued)

Financial instruments (continued)

Financial instruments in related party transactions

Initial measurement

Financial assets and financial liabilities in related party transactions are initially measured at cost, with the exception of the following instruments which are initially measured at fair value: investments in equity instruments that are quoted in an active market, debt instruments that are quoted in an active market, debt instruments when the inputs significant to the determination of the fair value of the instrument are observable, and derivative contracts.

Gains or losses arising on initial measurement differences are generally recognized in excess of revenues over expenses when the transaction is in the normal course of operations, and in equity when the transaction is not in the normal course of operations, subject to certain exceptions.

Subsequent measurement

Financial assets and financial liabilities recognized in related party transactions are subsequently measured based on how the Board initially measured the instrument. Financial instruments initially measured at cost are subsequently measured at cost, less any impairment for financial assets. Financial instruments initially measured at fair value are subsequently measured at amortized cost, except for the following instruments which are subsequently measured at fair value: investments in equity instruments that are quoted in an active market, most derivative contracts, and certain debt instruments which the Board may irrevocably elect to measure at fair value. Changes in fair value are recognized in excess of revenues over expenses.

Fund accounting

The General Fund reports revenues and expenses related to marketing and research operations. This includes administrative costs associated with operating the Board and marketing and research projects tied to government funding.

The Internally Restricted Funds consists of the following:

- Marketing and Incentive Program is intended to report licence fees solicited from the growers to use for the purposes of funding the promotion incentives to specific retailers.
- Post Harvest Initiatives is intended to cover the costs of future research projects.
- Grower Initiatives Fund is intended to cover the costs of future research projects.
- Sour Cherry Chilled Pitted Promotion Program is intended to cover costs in promotion of sour cherries.
- Red Tart Sour Cherry Market Development fund is intended to cover costs tied to the development of the sour cherries market.
- Fruit Testing Research is intended to provide an internal source of funds for research projects in fruit testing that do not have government funding.

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

2. Significant accounting policies (continued)

Revenue recognition

The Board follows the deferral fund method of accounting for contributions whereby restricted contributions related to marketing and research operations are recognized as revenue in unrestricted net assets in the year in which the related expenses are incurred. Restricted contributions received but not expended are recognized as deferred contributions.

The Board has the authority to collect licence fees under the provisions of the Farm Products Marketing Act. Fees are recognized as the crop is received, weighed and graded by processors and collection is reasonably assured. Interest and other income are recognized when earned.

Investments

Investments are accounted for using the cost method.

The cost method is a basis of accounting for investments whereby the investment is initially recorded at cost; earnings from such investments are recognized only to the extent received or receivable.

Use of estimates

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

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

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

3. Licence fees

	<u>2026</u>	<u>2025</u>
Licence fees, fresh market & market incentive program		
peaches	\$1,986,313	\$1,983,950
nectarines	416,437	447,503
pears	296,363	289,478
plums	213,746	232,558
apricots	8,595	864
voluntary	<u>3,200</u>	<u>4,600</u>
	2,924,654	2,958,953
Market incentive program portion (Note 4)	<u>2,192,676</u>	<u>2,050,329</u>
	\$ 731,978	\$ 908,624
Licence fees, processing		
sour cherries	\$ 43,478	\$ 20,478
sweet cherries	<u>148</u>	<u>142</u>
	\$ 43,626	\$ 20,620

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

4. Marketing incentive program

The funds raised for this program in 2025 crop year in the amount of \$2,192,676 (2024 crop - \$2,050,329) were generated by producer licence fees. The \$1,924,310 (2024 crop - \$2,157,979) 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 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	\$ 8,478	\$ 7,093	\$ 7,629	\$ 16,441	\$ 39,641
Transfer from licence fees, fresh market	1,536,681	321,474	189,348	145,173	2,192,676
Incentive program expense	<u>(1,288,860)</u>	<u>(313,933)</u>	<u>(192,704)</u>	<u>(128,813)</u>	<u>(1,924,310)</u>
Balance, end of year	<u>\$ 256,299</u>	<u>\$ 14,634</u>	<u>\$ 4,273</u>	<u>\$ 32,801</u>	<u>\$ 308,007</u>

5. Salaries and benefits

	<u>2026</u>	<u>2025</u>
Total salaries and benefits	\$ 449,237	\$ 448,864
Recoveries:		
Ontario Apple Growers	(52,669)	(51,500)
Ontario Fresh Grape Growers Marketing Board	(17,000)	(17,000)
Project management	<u>(6,000)</u>	<u>-</u>
	<u>\$ 373,568</u>	<u>\$ 380,364</u>

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

6. Deferred contributions, research and promotion activities

	(Deferred) Receivable Contributions <u>February 1, 2025</u>	Government/ Industry Contributions <u>2026</u>	Research Expenses <u>2026</u>	(Deferred) Receivable Contributions <u>January 31, 2026</u>
<u>Research projects</u>				
Dormant Spray & Peach Leaf Curl Project	\$ (3,500)	\$ 14,953	\$ 6,354	\$ (12,099)
Tender Fruit Clean Plant Initiative	(5,779)	-	5,779	-
Improve Management of Plum Curculio	(3,436)	4,300	3,756	(3,980)
S_CAP ASP Climate Smart Crop Management	<u>63,212</u>	<u>126,410</u>	<u>315,714</u>	<u>252,516</u>
	<u>50,497</u>	<u>145,663</u>	<u>331,603</u>	<u>236,437</u>
Non-funded research			<u>122,044</u>	
			<u>453,647</u>	
<u>Promotion projects</u>				
GGI - Ontario Tender Fruit Market Development	-	271,123	271,123	-
Ontario Tender Fruit Market Development - Industry	(13,235)	72,161	73,787	(11,609)
GGI - Tree Fruit Promotional Program	-	38,571	38,571	-
OFVGA & Industry Contributions	<u>-</u>	<u>119,122</u>	<u>119,122</u>	<u>-</u>
	<u>(13,235)</u>	<u>500,977</u>	<u>502,603</u>	<u>(11,609)</u>
Non-funded promotion			<u>244,155</u>	
	<u>\$ 37,262</u>		<u>746,758</u>	<u>\$ 224,828</u>
Reported as:				
Research contributions receivable	\$ 63,212			\$ 252,516
(Deferred) research and promotion contributions	<u>(25,950)</u>			<u>(27,688)</u>
	<u>\$ 37,262</u>			<u>\$ 224,828</u>

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

7. Guaranteed investment certificates

The Board has a short-term guaranteed investment certificate that matures in 2026 (2025 - between 2025 and 2026) and bears interest at 2.8% (2025 - between 5.50% and 3.45%). The Board has a long-term guaranteed investment certificate that matures in 2027 and bears interest at 3.66%.

8. 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.

Expenses include a \$158,066 (2025 - \$156,100) charge for the Board's share (50% (2025 - 50%)) of management operation costs incurred during the year by GTFOL. These costs have been allocated to the relevant individual expense accounts.

Amounts due from (to) related party:

	<u>2026</u>	<u>2025</u>
GTFOL	\$ 139,207	\$ (41,227)
Trade receivable with GTFOL	19,210	19,210
Trade payable with GTFOL	(30,198)	(25,713)

The transactions and balances are measured at their exchange amount, being the amounts agreed upon by the parties.

9. Investments

	<u>2026</u>	<u>2025</u>
GTFOL:		
106 common shares (53% interest)	53	53
2,863 special shares (60% interest)	<u>286,300</u>	<u>286,300</u>
	<u>\$ 286,353</u>	<u>\$ 286,353</u>

The investment in GTFOL represents the Board's share of the equity of GTFOL 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.

Ontario Tender Fruit Growers

Notes to the Financial Statements

January 31, 2026

10. Financial instruments

The Board is exposed to various risks through its financial instruments. The following analysis provides a measure of the Board's risk exposures and concentrations at January 31, 2026:

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

Market risk

Market risk is the risk that the fair value or 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 mainly exposed to interest rate risk.

(i) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Board is exposed to interest rate risk with respect to its fixed rate guaranteed investment certificates. Given the composition of financial instruments, the Board is subject to a fair value risk.

11. Comparative figures

Comparative figures have been adjusted to conform to changes in the current year presentation.

CHAIR: Phil Tregunno
VICE CHAIR: John Thwaites

DIRECTORS:
Brock Puddicombe
Dave Enns
David Hipple
Rusty Smith
Ryan Schuyler
Scott MacSween
Zach Haist

MANAGER: Sarah Marshall

PROJECT MANAGER: Larissa Osborne
MARKETING MANAGER: Kelle Neufeld
TREASURER: Kathi Ryan
ACCOUNTS: Barb Krason / Christina Stewart

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DELEGATES:
FVGC - Phil Tregunno (John Thwaites, alt.)
FARMS/LICC - Phil Tregunno
NPF&VGA - Sarah Marshall
OFVGA - Dave Enns (Scott MacSween, alt.)
OFA - PAC - Ryan Schuyler, Sarah Marshall
OACC - Phil Tregunno, Sarah Marshall (Dave Hipple, alt.)
OACC Technical Committee - Sarah Marshall