



MINISTRY OF AGRICULTURE, FOOD AND RURAL AFFAIRS

Fifty-Eighth Annual Report of the Ontario Food Terminal Board For the Fiscal Year Ending March 31, 2012

The members of the Board for the 2011/12 fiscal year were: Victor Debono, was first appointed as a member on January 3, 2003 and then appointed as Vice-Chair on May 4, 2005 to April 28, 2014; he also served as Interim Chair from April 29, 2011 to August 14, 2012; Mark Pearlman with a term of November 15, 2006 to January 21, 2013, Pierre Belanger - served a term of December 3, 2008 to December 2, 2011, Rosemary Del Monte - with a term of September 30, 2009 to September 29, 2012, William Cudmore - with a term of November 3, 2010 to November 2, 2013 and Paul Tiveron - with a term of November 3, 2010 to November 2, 2013.

Throughout the year, the Board has had several meetings with the stakeholders of the Terminal to discuss needs of the stakeholders in order to incorporate some of these ideas into potential expansion areas of the Terminal. In particular, creating new warehouse selling areas within the farmers' market. Every year the Board looks to improve the facility for its users and one of the improvements is to enclose the buyers' court dock area to maintain the cool chain from the warehouse unit to the buyer's truck and a canopy cover in the centre of the buyers' court.

The Board had a Net Income of \$1,393,934 compared with a Net Income of \$1,129,737 in fiscal 2011. The main reason for the increase in Net Income as compared to the previous year was because of higher revenues from rents and cold storage fees attained, despite experiencing higher overall Board expenses of \$155,205 than last year. The Board continued to have another successful year and has exceeded its financial revenue targets by over \$750,000 that offset increased operating expenses of \$320,000 when compared to the Board's annual budget.

Capital Expenditures for the year totaled \$263,745. The following items were purchased and completed: cold storage room 19 renovation at a cost of \$45,726, the replacement of the office computer systems at a cost of \$35,780, the purchase of a new forklift at a cost of \$30,500, installation of concrete pads at a cost of \$22,591, installation of additional video cameras at a cost of \$29,760, the purchase of a used road sweeper at a cost of \$23,500, installation of two industrial hot water tanks at a cost of \$17,451, architectural drawings for the potential installation of elevators to meet AODA requirements at a cost of \$16,795, the purchase of a maintenance utility vehicle at a cost of \$13,415, parking deck repairs at a cost of \$7,793, the replacement of a heating/air conditioning unit at a cost of \$7,439, the purchase of an air curtain for the cold storage at a cost of \$6,995 and the purchase of a new floor scrubber at a cost of \$6,000.

The volume of fruit and produce distributed through the Terminal was approximately 984,000 tons, which was an increase of 0.01% over the 2011 Fiscal Year. The share of Ontario grown produce sold at the Terminal accounts for approximately 35% to 40% of the total. The Board is continually promoting the entire facility, including the farmers' market through its website, trade shows, Foodland Ontario, and tours. As a result, the Board has met its target of getting more buyers to make purchases in the farmers' market.

The Terminal continues to be the main source of fruit and produce for the independent grocery trade in Ontario. The Terminal is a competitive wholesale market which allows buyers to purchase high quality produce from 21 warehouse and 400 Ontario farmer tenants. There are approximately 400 different varieties of produce sold at the Terminal. One hundred and fifty of these are locally grown.

I would like to thank both my fellow Directors, the Food Terminal Tenants, the Food Terminal employees, the suppliers of goods and services to the Terminal and the many buyers for helping make the year a success.

Ontario Food Terminal Board

James Reaume

Chair

[Financial Statements \(March 31, 2012\)](#)

Please contact the Ontario Food Terminal Board general inquiries line at 416-259-5479 if you require assistance with the financial statements.

For more information:

Toll Free: 1-877-424-1300

Local: (519) 826-4047

E-mail: ag.info.omafra@ontario.ca