



MINISTRY OF AGRICULTURE, FOOD AND RURAL AFFAIRS

59th Annual Report of the Ontario Food Terminal Board For the Fiscal Year Ending March 31, 2013

The members of the Board for the 2012/13 fiscal year were: Jamie Reaume, was appointed Chair on August 15, 2012 to August 14, 2015; 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 was first appointed as a member on November 15, 2006 and reappointed on January 21, 2013 to January 21, 2014; William Cudmore was appointed with a term of November 3, 2010 to November 1, 2013 and reappointed to November 2, 2016; Paul Tiveron was appointed with a term of November 3, 2010 to November 1, 2013 and reappointed to November 2, 2016.

Throughout the year, the Board has been working diligently to plan and implement renovations in order to improve the facility for its users. In particular, preliminary work is in the process to enclose the buyers' court dock area to maintain the cool chain from the warehouse units to the buyer's truck, a canopy cover in the centre of the buyers' court to protect buyers and produce from the elements when loading their vehicles, and a pedestrian bridge link to connect the north and south office wings while incorporating an elevator and accessible washrooms to meet the Accessibility for Ontarians with Disabilities Act requirements at the Terminal. As well, it was a facility requirement to replace the main waterline.

The Board had a Net Income of \$1,505,927 compared with a Net Income of \$1,393,934 in fiscal 2012. The main reason for the increase in Net Income as compared to the previous year was due to higher revenues from rents, cold storage fees, and toll fees attained due to increased activity at the Terminal, despite experiencing higher overall Board expenses of \$274,992 than last year. The Board continued to have another successful year and has exceeded its financial revenue targets by over \$700,000 that offset increased operating expenses of \$595,000 when compared to the Board's annual budget. Capital Expenditures for the year totaled \$216,995.

The volume of fruit and produce distributed through the Terminal was approximately 1,012,000 tons, which was an increase of 0.03% over the 2012 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, social media, 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 more than 5,000 buyers to purchase high quality produce from 21 warehouse and 400-plus Ontario farmer tenants. There are approximately 400 different varieties of produce sold at the Terminal with approximately 150 of these grown locally.

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 \(March 31, 2013\)](#)

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

Toll Free: 1-877-424-1300

Local: (519) 826-4047

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