



Ontario Tender Fruit Producers' Marketing Board



**35th Annual Report and Financial Statements
for the Year Ending January 31st, 2014**

Vision

Ontario Tender Fruit- Your orchard of choice, your partners in quality.

Mission

To succeed as the Tender Fruit supplier of choice through innovation and competitiveness by applying the best marketing, technology and management.



Chair's Report

ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD 2013 In Review

2013 was the first time in four years that we had full crop potential in all commodities and all were significantly increased from 2012's severely frost damaged crop. Although not as significant as 2012's damage, weather did take its toll, delivering hail in some areas and an extreme mid-season heat wave. This resulted in a compressed peach harvest and difficulty marketing the increased volumes.

Although returns to growers were down from 2012, we had a significantly larger crop to market. Bartlett pears felt pricing pressure competing against a large U.S. crop and an extended marketing season was experienced for Bosc. However, returns were up slightly compared to 2011 in Bosc, peaches and plums.

Every year brings its challenges and no two years are ever the same. Teamwork and open communication will be key requirements as we move forward into 2014. Marketers and the board have met to discuss the challenges and opportunities before us and I am confident that we will be able to work together and develop a plan that everyone can support.

Minister Wynne has presented agriculture with a challenge to create 120,000 jobs by 2020. Under the current regulatory environment and minimum wage uncertainty, it is indeed a tall order. The industry needs to make significant investment in new variety development and infrastructure in order to meet this goal and we look to government partnerships in order to do so. The Local Food Act and corresponding regulation is certainly a step in the right direction and we thank Minister Wynne for the launch of the Local Food Fund which provides marketing development support for growers and organizations.

The second call for Growing Forward 2 Funding projects has just closed and growers who have not submitted projects to date are encouraged to do so. Although based on merit and not first come first serve, we hope that government recognizes that growers are making these investments to support a profitable business environment. We look forward to hearing that growers who provide a good business case are able to access these funds easily.

The board has received funding for significant research and development projects over the past year including the building of Fruit Tracker and GPS mapping of all tender fruit crops. This system allows growers to track and trace all aspects of their operation and is an integral step in making enhancements to current crop insurance programs. We are pleased with the teamwork approach Agricorp has demonstrated and we will continue to work together to make coverage more responsive to grower needs.

Summaries of all current research projects and the programs they received funding through are included later in this report and we thank the provincial and federal government for making these important initiatives possible. OMAF specialists provide much needed expertise in research extension work and the continuation of support we receive through partnerships with Vineland Research and Innovation Centre and universities such as Guelph and Brock will be crucial for our growers.

I express my thanks to Sarah Marshall, Larissa Osborne and the staff of Grape & Tender Fruit for their continued support and dedication throughout this past year and look forward to a prosperous 2014.

Respectfully Submitted,

Phil Tregunno

THIRTY-FIFTH 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.

TABLE I
Tonnage and Gross FOB Value of Ontario Tender Fruit
2011 – 2013

	2011	2012	2013		2011	2012	2013	
	Volume	Volume	Volume	% Change	Value	Value	Value	% Change
	Tons	Tons	Tons	'13 vs. '12	\$	\$	\$	'13 vs. '12
Fresh Market								
Peaches	19,200	15,576	18,595	19%	29,549,714	30,630,627	28,484,891	-7%
Pears	2,710	1,174	3,093	164%	3,801,138	1,673,531	4,121,555	146%
Plums & Prunes	1,620	1,078	2,547	136%	2,617,960	3,547,301	5,751,101	62%
Nectarines	1,840	1,580	2,619	66%	3,813,358	3,482,640	4,675,813	34%
TOTAL	25,370	19,408	26,854	38%	39,782,170	39,334,099	43,033,360	9%
Processing								
Sweet Cherries	35	-	16	-	63,000	-	29,117	-
Tart Cherries	2,190	1,233	6,039	390%	1,052,000	4,562,100	9,898,272	117%
Peaches	1,471	801	1,662	107%	688,000	480,600	994,827	107%
Pears	-	-	365	-	-	-	219,000	-
TOTAL	3,696	2,034	8,082	297%	1,803,000	5,042,700	11,141,216	121%
COMBINED	29,066	21,442	34,936	63%	41,585,170	44,376,799	54,174,576	22%

SALES TO PROCESSORS

Tart Cherries – The crop bounced back in 2013 to more average volume and pricing after two years of weather related damage. There were 6,039 tons of tart cherries sold to processors in 2013 (1,233 - 2012). This represented a 390% increase from 2012's severely damaged crop. Growers received \$10 million for their 2013 crop (\$4.6 – 2012). The negotiated price for 92 score cherries was \$.83 per pound (\$1.85 - 2012). 28 growers delivered tart cherries to processors in 2013 (19– 2012).

TABLE II
Tart Cherries Purchased for Processing
2009– 2013

MARKET SEGMENT	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons
Processed and Distilled	6,989	6,280	2,190	1,233	6,039

Sweet Cherries –in 2013, 6 growers delivered 16 tons of sweet cherries for processing (0 tons - 2012).

TABLE III
Tonnage and Value of Sweet Cherries Sold for Processing
2009 – 2013

MARKET SEGMENT	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons
Freezing	60	40	35	-	16

Processing Peaches – Processors purchased 1,662 tons of clingstone peaches in 2013 (801 – 2012). Clings were sold to Cherry Lane Frozen Fruit and Peterson Farms in Michigan. The minimum price for sales in Ontario was set and matched by Peterson Farms at the same price as 2012 - \$600 for 2 ¾", \$500 for 2 ½" per ton and splits for \$200.

Processing Pears – Processors purchased 365 tons of pears for processing after several years of minimal activity. The minimum price was set in Ontario at \$.30 cents per lb including a processing fee.

TABLE IV
Processing Peaches and Pears
2009 – 2013

	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons
CLINGSTONE PEACHES	2,621	1,715	1,471	801	1,662
PEARS	-	-	-	-	365
TOTAL	2,621	1,715	1,471	801	2,027

TABLE V
Minimum Delivered Prices – Processing Crops
2009 – 2013

CROP	2009 \$/ton	2010 \$/ton	2011 \$/ton	2012 \$/ton	2013 \$/ton
Sweet Cherries					
Freezing (Chilled Pitted Market)	1,360	1,600	1,800	n/a	1,500
Distilling	600	600	600	n/a	600
Tart Cherries					
97-100 Score	505	445	505	3,745*	1,705*
92 Score	460	400	460	3,700*	1,660
69 & Under Score	390	330	390	3,630*	1,590
Peaches – Freestone	600	600	600	600	600
Pears					600*

*The 2012 and 2013 tart cherry price per ton includes a processing fee. The processing fee for 2013 was set at \$.53/lb (\$.75- 2012). Processing fee for pears was set at \$.20/lb.

FRESH MARKET SALES THROUGH APPOINTED DEALERS

Fresh market crops (including grapes and sweet cherries) through appointed dealers were up 35% to 27,319 tons (20,262 – 2012).

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
2009 - 2013

Crop	2009 \$/ton	2010 \$/ton	2011 \$/ton	2012 \$/ton	2013 \$/ton
Peaches	\$1,044	\$1,008	\$1,018	\$1,340	\$1,120
Nectarines	-	1,314	1,500	1,720	1,320
Pears					
Clapp	960	1,130	1,146	1,200	980
Bartlett	888	902	1,046	1,200	860
Bosc	978	1,050	1,196	1,520	1,360
Plums					
Early Golden	1,382	1,482	1,530	2,760	1,860
Shiro	1,298	1,460	1,514	2,760	1,860
Red Plums	1,310	1,460	1,476	2,740	1,860
Blue Plums & Prunes	1,288	1,486	1,600	2,740	1,640
Grapes					
Coronation	1,180	1,274	1,310	1,440	1,463

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

TABLE VII
Fresh Fruit Sales through Ontario Dealer-Shippers
2009 - 2013

Crop	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons	Change % +/-
Peaches	19,400	17,600	18,150	15,188	17,135	15%
Pears						
Clapp	60	52	30	11	19	76%
Bartlett	1,650	1,732	1,350	746	1,658	122%
Bosc	1,256	1,067	1,020	243	1,127	364%
Other (Flemish & HW)	44	69	40	33	85	158%
Pears Combined	3,010	2,920	2,440	1,032	2,889	180%
Plums						
Early Golden	1,420	1,140	800	609	1,737	185%
Shiro	600	502	300	92	36	-61%
Total Yellow Plums	2,020	1,642	1,100	701	1,773	153%
Red	30	11	25	3	14	367%
Blues & Prunes	525	518	375	284	568	100%
Plums Combined	2,575	2,171	1,500	988	2,355	138%
Nectarines*	2,100*	2,256	1,800	1,552	2,551	64%
Grapes	2,248	1,851	2,000	1,483	1,971	33%
Sweet Cherries*	380	193	150	18	16	-11%
TOTAL FRESH	29,713	26,991	26,040	20,262	27,319	35%

*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 2009-2013.

TABLE VIII
Fresh Peach Volumes Reported to the Board
2009 – 2013

Marketer	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons	% Change '13 vs. '12
Niagara Dealers	18,762	16,874	17,620	15,057	17,083	13%
Southwestern Ontario Dealers	638	425	530	131	454	247%
Licensed Producers	1,081	954	1,050	388	1,058	173%
TOTALS	20,481	18,253	19,200	15,576	18,595	19%

PEARS - TABLE IX Provides a breakdown for fresh pear sales for the years 2009 – 2013.

TABLE IX
Fresh Pear Volumes Reported to the Board
2009 – 2013

Marketer	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons	% Change '13 vs. '12
Niagara Dealers	3,017	2,911	2,440	1,033	2,886	179%
Southwestern Ontario Dealers	11	9	-	-	3	-
Licensed Producers	222	335	270	141	204	45%
TOTALS	3,250	3,255	2,710	1,174	3,093	164%

PLUMS AND PRUNES - TABLE X Provides a breakdown for fresh plum and prune sales 2009 – 2013.

TABLE X
Fresh Plum & Prune Volumes Reported to the Board
2009 – 2013

Marketer	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons	% Change '13 vs. '12
Niagara Dealers	2,552	2,161	1,500	989	2,350	138%
Southwestern Ontario Dealers	13	10	10	-	5	-
Licensed Producers	200	162	110	89	192	116%
TOTALS	2,775	2,333	1,620	1,078	2,547	136%

NECTARINES – TABLE XI Provides a breakdown for nectarine sales for 2010 - 2013 and an estimated total for 2009.

TABLE XI
Fresh Nectarine Volumes Reported to the Board
2009 - 2013

Marketer	2009 Tons	2010 Tons	2011 Tons	2012 Tons	2013 Tons	% Change '13 vs. '12
Niagara Dealers	-	2,256	1,800	1,552	2,550	64%
Southwestern Ontario Dealers	-	-	-	-	1	-
Licensed Producers	-	41	40	28	68	143%
TOTALS	2,100	2,297	1,840	1,580	2,619	66%

TABLE XII
Producer – Members of the Local Board
2009 – 2013

	2009	2010	2011	2012	2013
Producers Selling to Processors					
Sweet Cherries	7	9	9	-	6
Sour Cherries	47	36	33	19	28
Plums & Prunes	-	-	-	-	-
Pears	-	-	-	-	37
Peaches	25	16	20	9	20
Total Number of Producers Fresh and Processing Combined	361	362	357	296	274

TABLE XIII
Licence Fees and Service Charges – Processing Crops – 2009 - 2013
Licence Fees – established by the Board on fruit for processing – 2009 – 2012.

Crop	2009 \$/ton	2010 \$/ton	2011 \$/ton	2012 \$/ton	2013 \$/ton
Peaches	\$10.00	\$10.00	\$10.00	\$21.00	\$10.00
Sweet Cherries	\$10.00	\$10.00	\$10.00	\$21.00	\$10.00
Sour Cherries**	\$20.00	\$10.00	\$10.00	\$21.00	\$15.00***

** Rates do not include the 25¢ per ton chilled pitted cherry promotion check-off grower and processor.

***For 2013, the \$15/ton licence fee for sour cherries includes fees for participation in the North American Tart Cherry Promotion Initiative (\$5/ton).

TABLE XIV
Licence Fees and Service Charges – Fresh Market Crops - 2013

Crop	Adminis- tration \$/ton	Research & Food Safety \$/ton	Promotion \$/ton	Incentives \$/ton	Total 2013 \$/ton	Total 2012 \$/ton
Peaches	\$13.00	\$2.00	\$9.00	\$45.00	\$69.00	\$58.00
Nectarines	\$13.00	\$2.00	\$9.00	\$37.00	\$61.00	\$34.00
Yellow Plums	\$13.00	\$2.00	\$9.00	\$27.00	\$51.00	\$34.00
Blue Plums	\$13.00	\$2.00	\$9.00	\$11.00	\$35.00	\$34.00
Red Plums	\$13.00	\$2.00	\$9.00	-	\$24.00	\$34.00
Pears-Bartlett	\$13.00	\$2.00	\$9.00	\$11.00	\$35.00	\$34.00
Pears-Bosc	\$13.00	\$2.00	\$9.00	\$10.00	\$34.00	\$34.00
Pears-Other	\$13.00	\$2.00	\$9.00	-	\$24.00	\$34.00

PRODUCTION INSURANCE

TABLE XV
Ontario Production Insurance Results
2013

Commodity	Number of Accounts	Total Premiums (\$)	Grower Premiums (\$)	Total Approved Claims (\$)
Peach & Nectarine	81	703,732	287,597	605,995
Pear	32	128,447	51,375	109,304
Sweet Cherry	18	47,440	18,976	46,294
Plum & Prune	26	437,332	174,933	2,017
Sour Cherry	22	125,988	50,395	570

Note: Data is as of January 30, 2014 and subject to change.

2013 PROMOTION ACTIVITIES

During the 2013 season there have been many initiatives undertaken to help promote consumer awareness and encourage return purchases of Ontario tender fruit.

- Over 4,000 retail display bins were delivered to our retail partners to encourage front of store displays and many of these displays are also used as entries into the Retail Display Contest.
- There were 324 entries in 2013 which was a 47% increase vs. 2012 and the highest participation ever!
- These displays help to increase our share of shelf space vs. imports. For example, Ontario peaches from end of July to end of August had 78% more shelf space than imports.

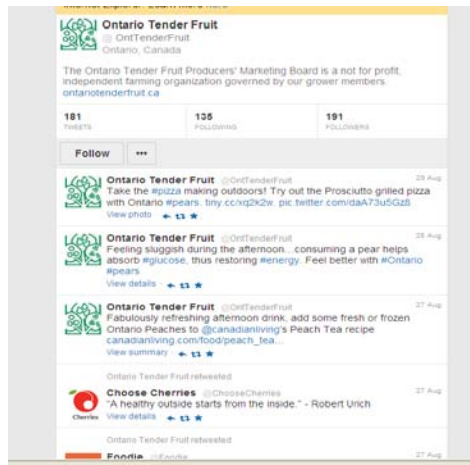
Example of 2013 display



- Ontario Tender Fruit creative – Peach Video played on TTC and Union Station monitors throughout August and September and boosted through a Facebook ad to 26,000 people in Ontario.



- Ontario Tender Fruit Facebook and Twitter posts throughout the season for recipes and awareness



Foodland Ontario Initiatives

Radio tags:

Commodity	week of
Plums	July 15
Peaches	August 5 and August 12
Grapes	August 26
Pears	September 2

Billboard at Ontario Food Terminal

- “Savour the Good” Peaches were displayed at the Ontario Food Terminal billboard in July and August, and “Slice the Good” Pears in October.

Public Relations

- Ontario Tender Fruit was featured in the May/June “Fresh Perspectives” 2013 issue as well as in the July/August 2013 issue with several recipes and/or stories featuring tender fruit including three ways to savour Ontario Cherries, three ways with Peaches/Plums.

Recipe Brochures

- cover photo and recipe in summer issue (Peachy Grilled Rainbow Trout Fillet);
- fruit Salad with Easy Crème Fraiche (peaches and nectarines) in summer brochure;
- fall brochure cover photo and recipe – Pork Tenderloin with Fresh Fall Salsa (pears);
- 350,000 summer brochures distributed;
- 350,000 fall brochures distributed.

In Store Sampling Program

- sampled Creamy Peach Milkshake in select Loblaw locations;
- sampled Peach Crepes in select Sobeys locations.

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	500
Ontario Produce Marketing Association	350
Presidents' Council	300

* 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 - 2013 Retail Display Contest	5,000
Niagara-on-the-Lake – Peach Celebration	2,500
Vineland Growers 100 th Anniversary	1,000
Niagara Regional Science and Engineering Fair	1,000
Ontario Fruit & Vegetable Conference	1,000
Ontario Produce Marketing Association	1,500 *
OPMA – 5 to 10 a Day - Peach Program	31,552**
OPMA – 5 to 10 a Day - Nectarine Program	6,601**
OPMA – 5 to 10 a Day - Pear Program	3,007**

* 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

CROP PROTECTION PRODUCTS REPORT

In 2013, the tender fruit industry obtained registration on a number of pesticides through the efforts of Wayne Roberts, Jim Chaput - Minor Use Coordinator OMAF and MRA, and the PMRA.

Wayne represented 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. He also represented 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".

Both Brown Marmorated Stink Bug and Spotted Wing Drosophila have been reported throughout Ontario. Neither pest has caused documented economic losses to tender fruit to date. OMAF and MRA continue to monitor for the presence of these pests and collaborative research projects among OMAF and MRA, University of Guelph, Vineland Research and Innovation and Agriculture and Agri-Food Canada continue to investigate the biology, economic impact and management of these invasive species.

Re-evaluation continues to be on-going on Sevin (carbaryl), diazinon and Linuron. Wayne defended current uses of these products. Mancozeb fungicides are being reviewed by PMRA. Neonicotinoid insecticides (Admire, Actara, Assail, Clutch) are also under fire for their potential impact on bee mortality.

Many thanks go to our dear friend Wayne who was taken from us suddenly in 2013. His work ethic and dedication were sincerely appreciated by everyone in the industry and he is missed. We are thankful for and confident that OMAF/MRA and the PMRA will continue their efforts in advancing registrations as quickly as possible for our industry. Wendy McFadden-Smith with OMAF will be taking over responsibilities for Crop Protection Support for tender fruit in 2014.

The following table lists new product registrations, label expansions and emergency registrations for Tender Fruit in 2013.

Product	Active Ingredient	Pest	Crop	Source of Registration
Actara 240 SC	thiamethoxam	Brown marmorated stink bug	Pear	Minor use (<i>label expansion</i>)
Alias 240 SC	imidacloprid	Aphids	Peach, nectarine	Makhteshim Agan
Alias 240 SC	imidacloprid	Cherry fruit fly	Sweet & sour cherry	Makhteshim Agan
Blossom Protect	<i>Aureobasidium pullulans</i>	Fireblight	Pear	Bio-Ferm GmbH
Buran	garlic	Pear scab suppression	Pear	AEF Global
Closer SC	sulfoxaflor	San Jose scale, green peach aphid	Pear; Stone fruit crop group	Dow AgroSciences
Clutch 50 WDG	clothianidin	Brown marmorated stink bug	Pear, Stone fruit crop group	Minor use (<i>label expansion</i>)
Ecofog	pyrimethanil	Gray mold, blue mold (post-harvest)	Pear	Pace International
Exirel	cyantraniliprole	Oriental fruit moth, codling moth, obliquebanded leafroller, SWD, green peach aphid, cherry fruit fly, plum curculio, Japanese beetle	Pear, Stone fruit crop group	DuPont
Granuflo-T	thiram	Peach scab, brown rot, plum pockets	Peach, plum	Engage Agro
Isomate PTB-Dual	pheromone	Peach tree borer, lesser peach tree borer	Stone fruit crop group	Pacific Biocontrol Corporation
Kasumin	kasugamycin	Fire blight	Pear	Minor use program & Arysta
Malathion 85 E	malathion	Brown marmorated stink bug	Pears, Stone fruit crop group	Minor use (<i>label expansion</i>)
Rimon 10 EC	novaluron	Peach tree borer, lesser peach tree borer	Stone fruit crop group	Makhteshim Agan (<i>label expansion</i>)
Thiram 75 WP	thiram	Peach scab, brown rot, plum pockets	Peach, plum	Chemtura
Emergency Use Registrations				
Delegate	spinetoram	Spotted wing drosophila	Stone fruit crop group	Provinces
Entrust	spinosad	Spotted wing drosophila	Stone fruit crop group	Provinces
Malathion 25W	malathion	Spotted wing drosophila	Sweet cherry	Provinces
Malathion 85E	malathion	Spotted wing drosophila	Apricot, peach, plum	Provinces
Pyganic Crop Protection EC 1.4II	pyrethrins	Spotted wing drosophila	Stone fruit crop group	Provinces
Ripcord	cypermethrin	Spotted wing drosophila	Stone fruit crop group	Provinces

PPV MONITORING PROGRAM

CFIA continued sampling of Orchards and residential areas in 2013. A total of 11,726 samples were taken. One tree tested positive for PPV inside the Western edge of the quarantine area. The CFIA is in the process of expanding the quarantine area and will publish updated maps when complete. Locations within any newly expanded quarantine area will be required to comply with restrictions on moving regulated material and adhering to the propagation ban.

Notice of Prohibition/Restriction of Activity Notices are issued when evidence of propagation is found on the property. Individuals who have been issued such notices will be re-visited at an increased frequency to ensure they are in compliance with the propagation ban. If there is evidence to indicate they have violated the notice, enforcement action will be taken. Penalties for violating notices range from \$1000-\$10,000.

PPV Research Activities

Research Activities continue until 2016 on the following:

- Impact of infection on various peach varieties and young tree growth and productivity
- Identification of PPV resistant varieties
- Seasonal resistance
- Efficacy of newly registered insecticides and oil sprays on transmission of PPV
- Identification of gene silencing vectors to induce resistance
- Development of a vaccine to induce resistance
- Development of a rapid test to detect PPV
- Identification of efficient and effective way to remove PPV for clean nursery stock

2013 TENDER FRUIT RESEARCH PROJECT UPDATES

High Density Pear Trial

For this trial, Harovin Sundown and Harrow Crisp cultivars were used in 3 different training systems – 2 foot (1815 t/a), 4 foot (908 t/a) and 6 foot (605 t/a) x 12 foot row spacing. The trees were planted in 2011 in extremely wet conditions which caused some root damage and poor growth. By the spring of 2012 the trees saw a good growth spurt of 18-20 inches with a much healthier complexion. Spring blossom data was collected and analyzed in 2013 along with recommendations for irrigation, monitoring plant nutrition, and removal of small fruit 30-60 days before harvest.

DNA Markers for early Peach maturity

In a joint project between Vineland Research and Innovation Centre (VRIC), the University of Guelph and the Ontario Tender Fruit Producers' Marketing Board, a simple DNA test has been developed that allows peach breeders to predict whether or not a tree will produce mature peaches early in the season.

During this 18-month long project funded by the Canadian Agricultural Adaptation program (CAAP), University of Guelph PhD student Hanny Elsadr assessed the seasonality and quality of more than 150 different peach and nectarine varieties during two growing seasons. In combination with DNA sequence information from each of the varieties, team scientists have been able to identify regions of the peach genome contributing significantly to how early in the season fruit reach market maturity. These DNA markers can now be used by University of Guelph Associate Professor and team member, Dr. Jay Subramanian, to breed peaches that can reach consumers earlier in the season.

Brown Marmorated Stink Bug (BMSB) Update

BMSB is an invasive pest from Asia that has made its way to North America. The Ontario Ministry of Agriculture and Food, the Ministry of Rural Affairs (OMAF and MRA), the University of Guelph and Agriculture and Agri-Food Canada are conducting surveys across southern Ontario in 2013 and 2014. These surveys will assess the distribution and abundance of BMSB, help identify habitats suitable for BMSB build-up and associated agricultural areas at high risk for damage. This will aid in developing an inventory of BMSB natural enemies. To date, BMSB has not been found in any agricultural crop.

Evaluation of Soil Moisture Monitoring Devices in Tender Fruit Orchards in Ontario

Insufficient moisture is a major weather risk for tree fruit and grape growers. Growers who are using irrigation in their orchards need information on how and when to irrigate, and need to be able to assess the soil moisture levels in their orchards. Currently, growers have little information available on the soil moisture monitoring tools available for monitoring orchards and vineyards. The objective was to provide growers with information regarding the accuracy, cost and user friendliness of various different types of soil moisture monitoring devices under various soil types and growing regions.

Performance of Size Controlling Peach Rootstock

For several decades, peach producers in southern Ontario have used 'Bailey' peach seedlings as their rootstock of choice for orchard establishment. The spring frost in 2012 affected the availability of 'Baileys' rootstock and seeds, and as a result many of the peach trees were budded on proprietary rootstocks (Krymsk 86) in 2013. Preliminary research was conducted in other areas to suggest that there are several new rootstocks with attributes suitable for the Ontario tender fruit industry. These included resistance to drought, fine-textured (heavy) soils that are often prone to wetter conditions than sandy soils, resistance to parasitic nematodes and soil fungi, and replant disease. Trial, high density plots will continue to be monitored for performance in 2014 and 2015.

Update on the Black Knot in Plums Project

Field Trials: Trees will be evaluated for the presence of black knots in early spring 2014. Three trials were conducted to determine the effect of fungicides on black knots, as well as orchard or potted plum trees.

Growth Chamber Trials: Data has been collected and data analysis is in progress.

Other Experiments: A trial was initiated in the spring to determine if the pruners used to cut black knots can transmit the inoculum to potted plum trees.



Agriculture and
Agri-Food Canada

Agriculture et
Agroalimentaire Canada

FARM INNOVATION PROGRAM



PEAR STORAGE TRIALS

Dr. Jennifer DeEll, OMAF/ MRA, Fresh Market Quality Program Lead – Continues storage trials on Sundown utilizing SmartFresh technology and controlled atmosphere storage. This work is in collaboration with Dr. Gale Bozzo at the University of Guelph and it is partially funded by the manufacturer of SmartFresh, AgroFresh Inc. A fact sheet on Recommendations for Harvest and Storage of Ontario Pears was published in July 2012 and is available on the OMAF/ MRA website or through the Tender Fruit Board office. Dr. DeEll also conducted trials in 2013 evaluating the use of Harvista (1-MCP orchard spray) to reduce fruit drop and delay ripening in Sundown and Bartlett pears. This work was fully funded by AgroFresh Inc. and the results will aid in the Canadian registration of Harvista.

GPS MAPPING AND FRUIT TRACKER – TRACEABILITY FOUNDATIONS INITIATIVE

The Ontario Tender Fruit Producers is being progressive with funding obtained through the Ontario government's Traceability Foundations Initiative to meet consumer, retailer and government expectations that the industry has traceability systems and protocols in place now and in the future.

The core focus of this project is to drive the Ontario tender fruit industry into a competitive, technologically advanced position in Canadian agriculture and expand their international reputation for quality and food safety excellence. To accomplish this, the Ontario Tender Fruit Producers have joined with Agricorn and Dragonfly Inc. to design, map and develop two integrated systems; a geo-graphic information system (GIS) that will incorporate maps of tender fruit commodities planted in orchards across Ontario and FruitTracker.com. The FruitTracker.com system provides growers with an innovative, extensive orchard management tool for record keeping, tracking and analysis of farming and production events including tree and block information, food safety and traceability, pest management, crop protection as well as harvest, storage, packing & shipping event tracking and more.

Ontario growers and their partnering Shipper-Dealers are responsive to consumers and retailers changing needs in utilizing an on-line system that offers state-of-the-art tracking and traceability features as well as easily accessible and reliable food safety documentation for their products. The two systems united provide a robust information network benefiting growers and industry stakeholders alike.



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



Grant Thornton

Financial Statements

Ontario Tender Fruit Producers'
Marketing Board

January 31, 2014

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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, 2014, and the statements of restricted net assets, operations and unrestricted net assets, and cash flows for the year ended January 31, 2014, 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, 2014, and the results of its operations and its cash flows for the year ended January 31, 2014 in accordance with Canadian accounting standards for not-for-profit organizations.

Grant Thornton LLP

St. Catharines, Canada
February 26, 2014

Chartered Professional Accountants
Licensed Public Accountants

Ontario Tender Fruit Producers' Marketing Board

Statement of Financial Position

January 31

2014

2013

Assets

Current

Cash	\$ 480,360	\$ 348,013
Guaranteed investment certificates (Note 3)	1,186,153	1,146,511
Accounts receivable (Note 4)	133,700	32,175
Research and food safety contributions receivable (Note 12)	55,945	130,447
Prepaid expenses	4,682	7,995
	<u>1,860,840</u>	<u>1,665,141</u>

Long-term

Due from related parties (Note 5)	129,249	153,316
Investments (Note 6)	286,408	286,408
	<u>415,657</u>	<u>439,724</u>

\$2,276,497 **\$2,104,865**

Liabilities

Current

Accounts payable and accrued liabilities	\$ 43,271	\$ 133,179
Government remittances payable	27,894	4,682
Deposits, licence fees	2,747	2,500
Deferred research and food safety contributions (Note 12)	115,869	102,683
	<u>189,781</u>	<u>243,044</u>

Net Assets

Unrestricted **1,535,958** 1,428,424

Restricted

Marketing Incentive Program	475,284	268,865
Sour Cherry Chilled Pitted Promotion Program	771	26
Red Tart Sour Cherry Market Development	17,621	107,424
Fruit Testing Research Program	57,082	57,082
	<u>550,758</u>	<u>433,397</u>

2,086,716 1,861,821
\$2,276,497 **\$2,104,865**

Approved on behalf of the Board


 Director


 Director

Ontario Tender Fruit Producers' Marketing Board

Statement of Restricted Net Assets

Year ended January 31

2014

2013

Marketing Incentive Program (Note 7)

Revenues		
Service charges and licence fees, fresh market	\$ 994,645	\$ 365,602
Expenses		
Incentive program	<u>788,226</u>	<u>454,825</u>
Excess (deficiency) of revenues over expenses	<u>206,419</u>	<u>(89,223)</u>
Fund Balance - Beginning of the year	<u>268,865</u>	<u>358,088</u>
Fund Balance - End of the year	<u>\$ 475,284</u>	<u>\$ 268,865</u>

Sour Cherry Chilled Pitted Promotion Program

Revenues		
Sour cherry promotion fees	\$ 3,020	\$ 2,611
Expenses		
Cherry promotion program	<u>2,275</u>	<u>2,585</u>
Excess of revenues over expenses	<u>745</u>	<u>26</u>
Fund Balance - Beginning of the year	<u>26</u>	<u>-</u>
Fund Balance - End of year	<u>\$ 771</u>	<u>\$ 26</u>

Red Tart Sour Cherry Market Development

Revenues		
Grower fees	\$ 30,197	\$ -
Expenses		
North American Cherry Initiative	120,000	-
Sour cherry fees	<u>-</u>	<u>26,202</u>
	<u>120,000</u>	<u>26,202</u>
Deficiency of revenues over expenses	<u>(89,803)</u>	<u>(26,202)</u>
Fund Balance - Beginning of the year	<u>107,424</u>	<u>133,626</u>
Fund Balance - End of the year	<u>\$ 17,621</u>	<u>\$ 107,424</u>

Fruit Testing Research Program

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

Ontario Tender Fruit Producers' Marketing Board

Statement of Operations and Unrestricted Net Assets

Year ended January 31

2014

2013

Revenues

Service charges and licence fees, fresh market (Note 8)	\$ 1,632,378	\$ 1,025,653
Appropriated to marketing incentive program (Note 7)	<u>(994,645)</u>	<u>(365,602)</u>
	637,733	660,051
Licence fees, processing (Note 8)	80,822	42,711
Government and industry funding		
Promotion activities	-	23,085
Research and food safety activities	394,364	444,941
Interest and other income	<u>28,149</u>	<u>27,135</u>
	<u>1,141,068</u>	<u>1,197,923</u>

Expenses

Directors' fees, honoraria and benefits	58,953	61,992
Salaries and benefits (Note 9)	236,646	239,014
Travel	32,726	39,651
Meetings and conventions	9,346	7,130
Office supplies and expenses	39,830	39,668
Postage	3,544	5,229
Dues and subscriptions	4,644	4,976
Labour Issues Coordinating Committee	4,200	4,200
Promotion		
OTFPMB portion	132,516	119,983
Government and industry funded portion	-	23,085
Research and food safety activities (Note 12)		
OTFPMB portion	65,477	60,185
Government and industry funded portion	394,363	444,941
Professional fees (Note 10)	19,803	12,611
Utilities and maintenance	26,026	24,255
Telephone	10,121	10,549
Insurance and taxes	14,046	14,854
Amortization	12,161	11,400
Bad debts	205	521
Expense recoveries from other associations	<u>(31,073)</u>	<u>(31,163)</u>
	<u>1,033,534</u>	<u>1,093,081</u>

Excess of revenues over expenses 107,534 104,842

Unrestricted Net Assets - Beginning of the year 1,428,424 1,323,582

Unrestricted Net Assets - End of the year \$ 1,535,958 \$ 1,428,424

Ontario Tender Fruit Producers' Marketing Board

Statement of Cash Flows

Year ended January 31

2014

2013

Increase in cash

Operating

Excess of revenues over expenses for the year, unrestricted net assets	\$ 107,534	\$ 104,842
Excess (deficiency) of revenues over expenses for the year, restricted net assets	117,361	(58,317)
Changes in non-cash working capital		
Accounts receivable	(101,525)	(9,275)
Research and food safety contributions receivable	87,688	(47,826)
Prepaid expenses	3,313	43,719
Due from related parties	24,067	(31,645)
Accounts payable and accrued liabilities	(89,908)	(6,550)
Government remittances payable	23,212	(12,168)
Deposits, licence fees	247	(300)
	<u>171,989</u>	<u>(17,520)</u>

Investing

Increase in guaranteed investment certificates	<u>(39,642)</u>	<u>(40,233)</u>
Increase (decrease) in cash	132,347	(57,753)
Beginning of year	<u>348,013</u>	<u>405,766</u>
End of year	<u>\$ 480,360</u>	<u>\$ 348,013</u>

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2014

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 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, guaranteed investment certificates, accounts receivable, contributions receivable, amounts due from related parties, accounts payable and accrued liabilities, government remittances payable, deposits and deferred contributions.

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 Producers' Marketing Board

Notes to the Financial Statements

January 31, 2014

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 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. Guaranteed investment certificates

The Board has guaranteed investment certificates that mature between 2014 and 2015 and earn interest between 1.50% and 2.50% (2013 - 1.55% and 2.00%)

4. Accounts receivable

	2014	2013
Producer licence fees - Net of allowance of \$0 (2013 - \$6,113)	\$ 133,700	\$ 20,899
HST receivable	-	11,276
	<u>\$ 133,700</u>	<u>\$ 32,175</u>

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2014

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:

	2014	2013
Assets	\$ 441,514	\$ 453,798
Liabilities	\$ 155,161	\$ 167,445
Net Assets	\$ 286,353	\$ 286,353

Expenses include a \$156,233 (2013 - \$147,538) charge for the Board's share (50% (2013 - 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:

	2014	2013
Grape & Tender Fruit (Ontario) Limited	\$ 129,249	\$ 153,316

6. Investments

	2014	2013
Ontario Fruit-For-Processing Co-Operative Limited:		
12 common shares	\$ 55	\$ 55
Grape & Tender Fruit (Ontario) Limited:		
106 common shares (53% interest)	53	53
2,863 special shares (60% interest)	<u>286,300</u>	<u>286,300</u>
	\$ <u>286,408</u>	\$ <u>286,408</u>

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

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2014

7. Marketing incentive program

The funds raised for this program in 2014 in the amount of \$994,645 (2013 - \$365,602) were generated by a levy on producers included in service charges and licence fees. The \$788,226 (2013 - \$454,825) 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	\$ 107,876	\$ 27,024	\$ 82,771	\$ 51,194	\$ 268,865
Transfer from service charges and license fees, fresh market	804,381	98,664	31,926	59,674	994,645
Incentive program expense	<u>(713,156)</u>	<u>(8,396)</u>	<u>(20,781)</u>	<u>(45,893)</u>	<u>(788,226)</u>
Balance, end of year	\$ <u>199,101</u>	\$ <u>117,292</u>	\$ <u>93,916</u>	\$ <u>64,975</u>	\$ <u>475,284</u>

8. Service charges and licence fees

	2014	2013
Service charges and licence fees, fresh market		
Service charges		
peaches	\$ 1,181,027	\$ 869,225
pears	101,474	35,850
plums and prunes	113,245	33,771
nectarines	157,861	51,289
Licence fees		
peaches	59,504	24,792
pears	7,138	5,910
plums and prunes	7,923	3,382
nectarines	4,006	1,434
voluntary	200	-
	<u>\$ 1,632,378</u>	<u>\$ 1,025,653</u>
Licence fees, processing		
sour cherries	\$ 60,393	25,894
sweet cherries	162	\$ -
peaches	16,615	16,817
pears	<u>3,652</u>	<u>-</u>
	<u>\$ 80,822</u>	<u>\$ 42,711</u>

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2014

9. Salaries and benefits

	2014	2013
Total salaries and benefits	\$ 297,106	\$ 315,115
Recoveries:		
Ontario Apple Growers	(25,000)	(25,000)
Ontario Fresh Grape Growers Marketing Board	(12,000)	(12,000)
Traceability Foundations Initiative	<u>(23,460)</u>	<u>(39,101)</u>
	<u>\$ 236,646</u>	<u>\$ 239,014</u>

10. Professional fees

	2014	2013
Audit	\$ 10,925	\$ 9,188
Legal	5,991	2,452
Consulting	<u>2,887</u>	<u>971</u>
	<u>\$ 19,803</u>	<u>\$ 12,611</u>

11. 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, 2014:

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.

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 guaranteed investment certificates.

Changes in risk

During the year, the Board's exposure to interest rate risk increased as a result of the increase in guaranteed investment certificates

Ontario Tender Fruit Producers' Marketing Board

Notes to the Financial Statements

January 31, 2014

12. Deferred contributions, research and food safety activities

	(Deferred) Receivable Contributions February 1, 2013	Government/ Industry Contributions 2014	Total Expenses 2014	Board Funded Expenses 2014	(Deferred) Receivable Contributions January 31, 2014
<u>Grant Funded</u>					
Elite motherblock & emergency block assessment fund	\$ -	\$ 19,361	\$ 19,361	\$ -	\$ -
GF2 - Automated Weather Alert System	-	-	26,663	6,666	19,997
CAAP - Bud Hardiness and Winter Survival Assessment	2,139	39,442	39,227	1,924	-
CAAP - Establishment of Novel Tree Fruit Varieties	(3,550)	27,130	30,680	-	-
CAAP - Development of New Breeding Techniques	1,870	65,548	63,678	-	-
CAAP - New Ontario Tender Fruit Family Value Pack	-	37,480	40,443	2,963	-
OFIP - Evaluation of Dwarfing Peach Rootstocks	-	4,000	-	-	(4,000)
OFIP - Tree Fruit & Fresh Grape Worker Health & Safety	-	10,000	-	-	(10,000)
NPF & VGA Grant - Pesticide Coordinator	-	10,000	16,545	6,545	-
Pesticide Initiatives	(19,692)	-	-	-	(19,692)
TFI - Tender Fruit Value Chain Traceability Initiative	126,438	242,975	182,248	40,029	25,682
Bacterial Spot of Stone Fruit	(145)	-	-	-	(145)
Smartfresh Pear Initiatives	(71,796)	15,000	8,264	-	(78,532)
WRAMI - Soil Moisture Monitoring Project	-	11,118	21,384	-	10,266
PPV Initiatives	(7,500)	-	4,000	-	(3,500)
	\$ 27,764	482,054	452,493	58,127	\$ (59,924)
<u>Non-Funded</u>					
OTFPMB portion of research and food safety activities				7,350	
				65,477	
Reported as:					
Research and food safety contributions receivable	\$ 130,447				\$ 55,945
Deferred research and food safety contributions	(102,683)				(115,869)
	\$ 27,764				\$ (59,924)

**MEMBERS AND STAFF OF THE
ONTARIO TENDER FRUIT PRODUCERS' MARKETING BOARD
April 1, 2013 – March 31, 2014**



CHAIR	Phil Tregunno	Niagara-on-the-Lake
VICE-CHAIR	John Thwaites	Niagara-on-the-Lake
DIRECTORS	Leo DeVries	Fenwick
	Dave Enns	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	
MARKETING ANALYST	Larissa Osborne	
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 – Phil Tregunno, Sarah Marshall OFA – Ken Porteous TFEC –Jamie Warner, Leo Devries, Torrie Warner, Ryan Tregunno Jim Meyers, Rusty Smith, John Thwaites, Jim Juras, David Enns OFVGA – John Thwaites (Dave Enns – Alt.) OFVGA – Safety Nets Committee – Phil Tregunno / Sarah Marshall Presidents' Council – Phil Tregunno	