



**2011**

# **ANNUAL REPORT**

(For 2010 Crop Year ended August 31, 2011)

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**2011 MARKETING BOARD**  
**DIRECTORS & COMMITTEE MEMBERS**  
**District # 1 (Essex, Kent and Lambton Counties)**

**Director**

**Larry Anderson** 12215 Botany Line, R.R. # 3 Kent Bridge, ON N0P 1V0 Tel/Fax (519)692-4221  
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**Committee Members**

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**District # 2 (Elgin, Middlesex and Oxford Counties)**

**Directors**

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**District # 3 (Perth, Wellington, Grey and Waterloo Counties)**

**Directors**

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**District # 4 (Huron and Bruce Counties)**

**Directors**

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**Notice of Meeting**  
***Annual Meeting of Delegates***

January 12<sup>th</sup>, 2012

Best Western, Lamplighter Inn, LONDON

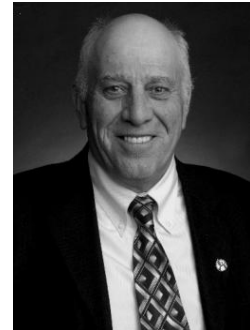
9:30 A.M. sharp

## **CHAIRMAN'S REPORT –**

2011 has turned out to be a very challenging yet rewarding year.

To start the year off, in January, we held a strategic planning session where stakeholder representatives in the bean industry were invited.

The main outcome of this session included an overwhelming response for the Ontario Bean Producers Marketing Board to initiate merger talks with the Ontario Coloured Bean Growers Association (OCBGA). The purpose is to establish one dry bean organization that would represent all edible bean Producers in Ontario.



**Grant Jones**

In May, the Board requested the Ontario Farm Products Marketing Commission (OFPMC) to facilitate merger talks with the OCBGA. A steering committee was formed where three Directors from each organization were selected and Jim Clark, of OFMPC, chairs the meetings. This committee gives direction as proceedings continue forward. It has been a very intense process as there are many issues that are being dealt with between the two organizations.

In September, the committee acquired Brian Boyle, a consultant, to assist with the merger proposal and accelerate the process. The 2013 Crop year is the target date to have a new organization formed. We are hopeful in meeting this deadline.

I would like to welcome John Norris, who joined the Board of Directors this year. John is a Director for the District 3 area and replaces Gilbert Vansteelandt.

New auditors were acquired this year. They are Graham Scott Enns LLP of Aylmer, Ontario.

In the spring, a Bean Industry Advisory Committee was initiated. The committee includes representatives from the Ontario Agri Business Association (OABA) Dealers, selected Directors from our Board, a canner and staff. This committee is chaired by Jim Clark from OFMPC. Issues arising within the bean industry are brought forward and discussed between all representatives thus, promoting trust and transparency between all industry stakeholders. This committee has been very cooperative and useful, solving many issues at large throughout the Ontario bean industry as a whole.

It has been a pleasure to serve as Chairman for the past year and I would like to thank the Directors, Office staff and the Committee men for their support and assistance. It has been a very rewarding term.

## **GM REPORT – 2010 Crop –**

The 2010 crop can be summed up in the comments of a Wellington county producer – “Yields were outstanding, quality was poor – and profitability fair.”

Some areas north of a line roughly parallel to highway #7 suffered a combination of factors producing a “perfect storm” which allowed the fungal disease Anthracnose to reproduce. Stiff incremental financial discounts impacted some producers reducing their gross and impacting their bottom line. Higher yields moderated the financial bite and seemingly allowed white beans to maintain a degree of “profit superiority” over the other crops. Other crops were profitable as well so the sting of the discounts for those that were assessed was overlooked or taken in stride as a cost of growing white beans. However if such ad hoc capping of profitability were to continue it may discourage not only potential new entrant growers but also long standing white bean veteran producers.

White Pea Bean (WPB) acres rebounded in 2010 to an estimated 81,300 acres, a jump of nearly 65% above the 2009 crop. Based on a marketed crop of 78,270 Mt. (1,725,544 bags) the average yield within the province calculates out at 21.2 bags per acre.

Revenue from the crop was \$517,663 + 51.2% from last year’s low levels resulting in sufficient cash flow to cover expenses. Expenses were down 3.7 % from last year. Meanwhile two office staff members continue to try and keep the services and output up in the strategic “key results” areas laid out by the Board of directors. The Board’s prioritized “key results” areas remain: Research, Communications, Promotions, Marketing, Merger and Lobbying.

Research expenditures continue to be the Board’s second largest single line expense. The collaborative (grower/government) joint (federal/provincial) bean breeding/genetics program is into its third year. The program has been successful in attracting significant funding under the federal DIAP (Developing Innovative Agricultural Products) program. This compliments other funding the program was able to attract to broaden and deepen the genetic/genomic thrust for dry beans. The Western Bean Cutworm (WBC) monitoring study is continuing. This insect seems to be expanding its area of infestation. It feeds both on corn and dry beans and has the capacity to overwinter in Ontario soils. Critical moth numbers have been recorded as the pest invades Ontario.

The Board’s website “[Ontariobeans](http://www.ontariobeans.on.ca)” now has a number of new recipes. Those developed by the University of Western Ontario (UWO). This OBPMB lead an initiative generously funded by the OAFE (Ontario Agri-Food Education organization). As well, over 20 bean recipes from the new Pulse Canada recipe pamphlets– some Gluten Free - have been uploaded to the site. Rounding out the compliment of new recipes are those from the Middlesex Lambton health unit’s “Cook-it-up” initiative. These recipes and more can all be found at <http://www.ontariobeans.on.ca>

The Board’s website continues to undergo ‘renovations’ to accommodate both grower and consumer news and information. As time permits, staff will begin populating the various pages with archival as well as current, new and breaking information on beans.



**Tino Breuer**

## **TREASURER'S REPORT – Susan Murray**

During the year tendering of the Year End audit process occurred. The result warrants Graham Scott Enns LLP of Aylmer, Ontario as the auditing firm for the Ontario Bean Producers' Marketing Board. Mike Stover, CA, and a partner of the organization is the Senior Auditor.



**Susan Murray**

**Preliminary Budget Figures:** According to the estimated budget figures, the crop size was predicted to be 1,280,000 cwt. The revenue stream (including interest earned) of \$396,020 was estimated. Expenses were estimated to be \$508,544 giving a budgeted net loss of (\$112,524).

**Report Figures:** Upon reviewing of the auditor's report, you will notice the crop size exceeded the initial revenue projection with a total intake of 1,725,544 cwt. The intake concludes that 98% was marketed directly through the dealers and 2% was marketed through the Pool. Total revenue of \$534,515 was reported and the expenses were slightly above the estimated in the amount of \$512,741. In conclusion, there was a modest net surplus of \$21,774.

**Average Ontario Pricing:** The average gross price for the Ontario crop was \$31.42 cwt or \$692.67 Mt, reflecting a total crop value of \$54,215,128. After deducting licence fees, storage (if any), handling and interest charges, the net value to the producer was \$30.54 cwt or \$673.35 Mt. The average cwt/ acre for the province was 21.22.

**Pool Report:** The total Intake of Pool Beans was 1588 Mt or 35,008 cwt. The average price for the Pool Bean crop before expenses was \$745.82 Mt or \$33.83 cwt. Expenses totalled \$107.36 Mt or \$4.87 cwt giving a net amount to Producers' of \$638.45 Mt or \$28.96 cwt. This amount was distributed as follows:

Initial Payment - \$415.23 Mt or \$18.83 cwt  
Interim Payment - \$107.13 Mt or \$4.86 cwt  
Final Payment - \$116.13 Mt or \$5.27 cwt.

**ONTARIO BEAN PRODUCERS'  
MARKETING BOARD**

**Financial Statements**

**August 31, 2011**

# **ONTARIO BEAN PRODUCERS' MARKETING BOARD**

## **Financial Statements**

**For the Year Ended August 31, 2011**

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## INDEPENDENT AUDITORS' REPORT

To the Members of **Ontario Bean Producers' Marketing Board**:

### **Report on the Financial Statements**

We have audited the accompanying financial statements of **Ontario Bean Producers' Marketing Board**, which comprise the balance sheet as at August 31, 2011, and the statements of operations, changes in net assets, and cash flow for the year then ended, 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.

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. Except as explained in the following paragraph, 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 whether the financial statements are free of 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 entity'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 entity'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 qualified audit opinion.

**INDEPENDENT AUDITORS' REPORT (continued)**

**Basis for Qualified Opinion**

The Ontario Bean Producers' Marketing Board derives a material portion of its revenue from licence fees charged to producers who choose to market their own beans independent of the crop pool managed by the Board. These production contracts are not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the accounts of the Board and we were not able to determine whether any adjustments might be necessary to recorded revenue, net surplus, assets and producers' surplus.

**Opinion**

In our opinion, except for the effects of adjustments, if any, which we might have determined to be necessary had we been able to satisfy ourselves as to the completeness of the revenue referred to above, these financial statements present fairly, in all material respects, the balance sheet of **Ontario Bean Producers' Marketing Board** the as at August 31, 2011, the statements of operations, changes in net assets, and cash flow for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

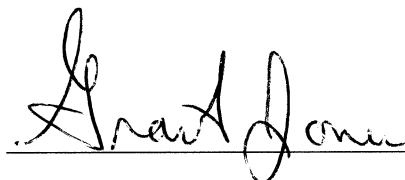
Aylmer, Ontario  
September 22, 2011


*Graham Scott Enns LLP*  
CHARTERED ACCOUNTANTS  
Licensed Public Accountants

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Balance Sheet As at August 31, 2011

	General \$	Crop pool \$	Capital \$	2011 \$	2010 \$
<b><u>ASSETS</u></b>					
<b>CURRENT ASSETS</b>					
Cash	1,521,797	184,407	-	<b>1,706,204</b>	257,876
Short-term investments (Note 3)	-	-	-	-	1,305,001
Accounts receivable	13,762	-	-	<b>13,762</b>	1,372
Accrued interest receivable	-	-	-	-	2,810
HST receivable	1,445	-	-	<b>1,445</b>	57
Due from (to) crop pool	500	(500)	-	-	-
Prepaid expenses	<u>67,215</u>	<u>500</u>	-	<b><u>67,715</u></b>	<u>51,417</u>
	1,604,719	184,407	-	<b>1,789,126</b>	1,618,533
<b>CAPITAL ASSETS (NOTE 9)</b>	<u>-</u>	<u>-</u>	<u>172,523</u>	<b><u>172,523</u></b>	<u>182,529</u>
<b>TOTAL ASSETS</b>	<b><u>1,604,719</u></b>	<b><u>184,407</u></b>	<b><u>172,523</u></b>	<b><u>1,961,649</u></b>	<b><u>1,801,062</u></b>
<b><u>LIABILITIES</u></b>					
<b>CURRENT LIABILITIES</b>					
Accounts payable and accruals	57,427	-	-	<b>57,427</b>	29,669
Due to producers (Note 8)	-	184,407	-	<b>184,407</b>	56,402
Deferred research grants	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>4,467</u>
<b>TOTAL LIABILITIES</b>	<b><u>57,427</u></b>	<b><u>184,407</u></b>	<b><u>-</u></b>	<b><u>241,834</u></b>	<b><u>90,538</u></b>
<b><u>NET ASSETS</u></b>					
<b>UNRESTRICTED</b>	<u>1,547,292</u>	<u>-</u>	<u>172,523</u>	<b><u>1,719,815</u></b>	<u>1,710,524</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>1,604,719</u></b>	<b><u>184,407</u></b>	<b><u>172,523</u></b>	<b><u>1,961,649</u></b>	<b><u>1,801,062</u></b>

 Director

 Director

See accompanying notes to the audited financial statements

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Statement of Changes in Net Assets For the Year Ended August 31, 2011

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	General \$	Crop pool \$	Capital \$	2011 \$	2010 \$
<b>NET ASSETS, BEGINNING OF YEAR</b>	1,527,992	-	182,529	<b>1,710,521</b>	1,973,963
Net surplus (deficit) for the year	<u>21,414</u>	<u>-</u>	<u>(12,120)</u>	<u><b>9,294</b></u>	<u>(263,439)</u>
	1,549,406	-	170,409	<b>1,719,815</b>	1,710,524
Interfund transfers	<u>(2,114)</u>	<u>-</u>	<u>2,114</u>	<u>-</u>	<u>-</u>
<b>NET ASSETS, END OF YEAR</b>	<u><b>1,547,292</b></u>	<u>-</u>	<u><b>172,523</b></u>	<u><b>1,719,815</b></u>	<u><b>1,710,524</b></u>

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See accompanying notes to the audited financial statements

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Statement of Operations For the Year Ended August 31, 2011

	General \$	Crop pool \$	Capital \$	2011 \$	2010 \$
<b>REVENUES</b>					
Crop sales	-	1,182,999	-	<b>1,182,999</b>	1,015,195
License fees from producers	517,366	-	-	<b>517,366</b>	265,197
Interest income	14,869	1,449	-	<b>16,318</b>	10,386
Other income	<u>2,280</u>	<u>-</u>	<u>-</u>	<b><u>2,280</u></b>	<u>865</u>
	<u>534,515</u>	<u>1,184,448</u>	<u>-</u>	<b><u>1,718,963</u></b>	<u>1,291,643</u>
<b>EXPENDITURES</b>					
Administration (schedule)	264,068	-	-	<b>264,068</b>	271,631
Producers' relations (schedule)	109,365	-	-	<b>109,365</b>	73,339
Research (Note 10)	83,490	-	-	<b>83,490</b>	113,077
Promotion	36,784	-	-	<b>36,784</b>	46,140
Marketing (schedule)	19,394	-	-	<b>19,394</b>	21,644
Payments to producers (Note 8)	-	1,013,870	-	<b>1,013,870</b>	894,070
Handling	-	157,540	-	<b>157,540</b>	117,529
Storage	-	12,267	-	<b>12,267</b>	3,114
Bank charges and interest	-	771	-	<b>771</b>	786
Amortization	-	-	9,998	<b>9,998</b>	13,752
Loss on disposal of equipment	<u>-</u>	<u>-</u>	<u>2,122</u>	<b><u>2,122</u></b>	<u>-</u>
	<u>513,101</u>	<u>1,184,448</u>	<u>12,120</u>	<b><u>1,709,669</u></b>	<u>1,555,082</u>
<b>NET SURPLUS (DEFICIT) FOR THE YEAR</b>	<u>21,414</u>	<u>-</u>	<u>(12,120)</u>	<b><u>9,294</u></b>	<u>(263,439)</u>

See accompanying notes to the audited financial statements

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Schedule of Expenses - General Fund For the Year Ended August 31, 2011

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	2011	2010
	<u>\$</u>	<u>\$</u>
<b>Administration</b>		
Salaries	135,654	150,314
Employee Benefits	29,550	28,918
Property taxes	21,001	22,456
Building repairs and maintenance	11,357	11,639
Audit and accounting fees	10,847	8,814
Computer repairs and maintenance	10,459	5,636
Telephone	8,386	7,539
Legal fees	7,999	3,316
Insurance	6,781	6,708
Postage	6,327	6,457
Stationary and supplies	3,798	3,465
Utilities	3,273	3,847
Contract services	2,400	4,492
Miscellaneous	1,971	4,220
Bank charges	1,850	1,989
Staff travel	1,438	1,076
Repairs, maintenance and equipment rental	<u>977</u>	<u>745</u>
	<u>264,068</u>	<u>271,631</u>
<b>Producers' Relations</b>		
Directors' fees	45,410	39,050
Strategic planning consultant	15,193	-
Directors' expenses	14,548	11,880
Meetings	12,234	2,596
Committee fees	11,113	7,781
Grains and Oilseeds Committee	6,146	3,925
Producers' expenses	<u>4,721</u>	<u>8,107</u>
	<u>109,365</u>	<u>73,339</u>
<b>Marketing</b>		
Memberships and subscriptions	9,969	7,417
Conferences - International	8,575	8,075
Delegation and travel - North American	<u>850</u>	<u>6,152</u>
	<u>19,394</u>	<u>21,644</u>

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See accompanying notes to the audited financial statements

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Statement of Cash Flow For the Year Ended August 31, 2011

	General \$	Crop pool \$	Capital \$	2011 \$	2010 \$
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
Cash receipts from sales	505,867	1,182,999	-	1,688,866	1,280,469
Cash paid to suppliers and employees	(505,609)	(1,056,943)	-	(1,562,552)	(1,648,769)
Interest received	<u>17,678</u>	<u>1,449</u>	-	<u>19,127</u>	<u>11,629</u>
Cash flows from (used in) operating activities	<u>17,936</u>	<u>127,505</u>	-	<u>1,688,866</u>	<u>(356,671)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>					
Capital asset purchases	-	-	(2,114)	(2,114)	(8,904)
Cash flows (used in) investing activities	-	-	(2,114)	(2,114)	(8,904)
<b>INTER-FUND TRANSFERS</b>	<u>(2,614)</u>	<u>500</u>	<u>2,114</u>	-	-
<b>NET INCREASE (DECREASE) IN CASH DURING THE YEAR</b>	15,322	128,005	-	143,327	(365,575)
<b>CASH, BEGINNING OF YEAR</b>	<u>1,506,475</u>	<u>56,402</u>	-	<u>1,562,877</u>	<u>1,928,452</u>
<b>CASH, END OF YEAR</b>	<u>1,521,797</u>	<u>184,407</u>	-	<u>1,706,204</u>	<u>1,562,877</u>
<b>CASH IS COMPRISED OF:</b>					
Cash	1,521,797	184,407	-	1,706,204	257,876
Short-term investments	-	-	-	-	1,305,001
	<u>1,521,797</u>	<u>184,407</u>	-	<u>1,706,204</u>	<u>1,562,877</u>

See accompanying notes to the audited financial statements

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Schedule of Crop Pool Data Per CWT Bag For the Year Ended August 31, 2011

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	2010 Crop Pool 35,008 Bags <u>\$</u>	2009 Crop Pool 26,117 Bags <u>\$</u>	2008 Crop Pool 65,421 Bags <u>\$</u>	2007 Crop Pool 47,269 Bags <u>\$</u>	2006 Crop Pool 122,770 Bags <u>\$</u>
Crop Pool Activity:					
Revenue	<u>33.83</u>	<u>38.88</u>	<u>35.20</u>	<u>34.41</u>	<u>24.92</u>
Expenses					
Handling	4.50	4.50	4.50	4.50	4.50
Storage	0.35	0.12	0.03	0.42	0.26
Interest	<u>0.02</u>	<u>0.03</u>	<u>0.01</u>	<u>0.02</u>	<u>0.01</u>
	<u>4.87</u>	<u>4.65</u>	<u>4.54</u>	<u>4.94</u>	<u>4.77</u>
Available for Producers	28.96	34.23	30.66	29.47	20.15
Payments to Producers	<u>28.96</u>	<u>34.23</u>	<u>30.66</u>	<u>29.47</u>	<u>20.15</u>
Balance in the Pool	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

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See accompanying notes to the audited financial statements

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Notes to the Financial Statements For the Year Ended August 31, 2011

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### 1. NATURE OF THE ORGANIZATION

The Board was incorporated on February 24, 1966 under the Business Corporations Act (Ontario). The Board is regulated under the Ontario Farm Products Marketing Commission. It is a not-for-profit organization in which Ontario white beans are recorded and a portion of the crop is marketed on behalf of the Producers of Ontario.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

In the opinion of management, the financial statements have been prepared within reasonable limits of materiality and within the framework of the accounting policies summarized below.

#### Accounting estimates

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reported period. These estimates are reviewed periodically, and, as adjustments become necessary, they are reported in earnings in the period in which they become known.

#### Revenue recognition

The organization recognized revenue on a completed transaction basis. Specifically, the organization recognizes:

- Revenue from grants when the related expenditures have been incurred.
- Revenue from licences and crop pools when received.
- Revenue from investments when accrued, as in the case of interest

#### Financial assets and liabilities

##### *Assets or liabilities held-for-trading*

Financial instruments classified as assets or liabilities held for trading are reported at fair value at each balance sheet date, and any change in fair value is recognized in net surplus (deficit) in the period during which the change occurs.

##### *Held-to-maturity investments, loans and receivables and other financial liabilities*

Financial instruments classified as loans and receivables, held-to-maturity investments and other financial liabilities are carried at amortized cost using the effective interest method. Interest income or expense is included in net surplus (deficit) over the expected life of the instrument.

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# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Notes to the Financial Statements For the Year Ended August 31, 2011

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Financial assets and liabilities

The organization has classified its financial instruments in the following categories:

<u>Category</u>	<u>Instruments</u>
Held-for-trading	Cash
Held-to-maturity	Short-term investments
Loans and receivables	Accounts receivable, Accrued interest receivable
Other Financial Liabilities	Accounts payable and accrued liabilities, Due to Producers

#### Fund Accounting

The accounts are maintained in accordance with the principles of fund accounting. Under these principles, resources are classified for accounting and reporting purposes into funds that are in accordance with specified activities or objectives. The organization uses three fund groups: General Fund, Crop Pool and Capital Fund.

The General Fund accounts for the day-to-day operations of the Board including the administration of the various crop pools.

The Crop Pool fund accounts for the marketing of beans delivered to the Board by the producers segregated by crop year.

The Capital Fund reports the cost of property, plant and equipment additions charged to the General Fund.

#### Capital Assets and Amortization

Capital assets are recorded at cost in the Capital Fund. When an asset is sold or otherwise disposed of, the original cost and related accumulated amortization are removed from the accounts, and any gain or loss is recognized in earnings. Amortization is calculated using the declining balance method at the following annual rates:

Paving	8%
Building	5%
Equipment	20%
Computer equipment	55%

One-half the annual rate of amortization is taken in the year of acquisition. Fully amortized assets are removed from the Capital Fund.

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# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Notes to the Financial Statements For the Year Ended August 31, 2011

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### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Deferred Research Grants

Deferred research grants represent funds received by the board from other parties or committed by the board for research projects that had not been distributed at year end.

3. SHORT-TERM INVESTMENTS	2011	2010
	\$	\$
Scotiabank Group, 0.77%, GIC, matured September 7, 2010	-	805,000
Scotiabank Group, 0.75% GIC, matured February 21, 2011	-	<u>500,001</u>
	<u>-</u>	<u>1,305,001</u>

### 4. CONTINGENT LIABILITY

The Board has voted to self insure against damages in the event the Board is unable to meet the commitments of advance sales contracts. The Board is contingently liable to the extent of the advance sales contracts entered into by the board. The Board has built its surplus to cover any potential liability.

### 5. PRODUCTION CONTRACTS

The Production Contract (PC) program allows producers to elect to market their own beans independent of the crop pool managed by the Marketing Board. The quantity of beans contracted in 2011 (2010 crop year) was 76,682 tonnes (1,690,536 bags). In 2010 (2009 crop year) 38,935 tonnes (858,361 bags) were contracted.

### 6. LICENCE FEES

Licence fees are charged to all growers. The fees were \$6.61 per tonne for the 2010 crop (\$6.61 for the 2009 crop).

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Notes to the Financial Statements For the Year Ended August 31, 2011

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### 7. POSITION OF CROP POOL

(a) 2010 Crop Pool

At August 31, 2011, all of the beans from 2010 crop year were sold. A final payment of \$116.13 per tonne will be made on the 1,588 tonnes of beans in the pool on or before October 1, 2011.

(b) 2009 Crop Pool

At August 31, 2010, all of the beans from 2009 crop year were sold. A final payment of \$47.58 per tonne was made on the 1,185 tonnes of beans in the pool on October 1, 2010.

### 8. PAYMENTS TO PRODUCERS

	2011 (2010 crop) <u>\$</u>	2010 (2009 crop) <u>\$</u>
Initial	659,350	576,402
Interim	170,113	261,266
Final amount payable (Note 7)	<u>184,407</u>	<u>56,402</u>
	<u><b>1,013,870</b></u>	<u><b>894,070</b></u>

### 9. CAPITAL ASSETS

	Cost <u>\$</u>	Accumulated Amortization <u>\$</u>	2011 <u>\$</u>	2010 <u>\$</u>
Land	48,542	-	48,542	48,542
Paving	8,079	2,967	5,112	5,557
Building	336,794	225,827	110,967	116,807
Equipment	37,584	32,638	4,946	6,001
Computer equipment	<u>64,671</u>	<u>61,715</u>	<u>2,956</u>	<u>5,622</u>
	<u>495,670</u>	<u>323,147</u>	<u><b>172,523</b></u>	<u><b>182,529</b></u>

### 10. RESEARCH GRANTS

The amounts reflected in these financial statements do not include amounts paid or received for projects where research funding was received and the expenses were paid from the Board's general fund. The Ontario Bean Producers' Marketing Board received \$151,834 for such projects (2010 - \$69,513).

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# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Notes to the Financial Statements For the Year Ended August 31, 2011

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### 11. INCOME TAX

The Board is exempt from paying income tax under Subsection 149(1)(e) of the Income Tax Act.

### 12. AVAILABLE CREDIT

The Board has a line of credit of \$2,000,000 available to use from September 1 to April 30 to finance advances to producers participating under the Federal Agricultural Marketing Program Act. Interest is charged at the bank's prime lending rate minus 0.25%, payable monthly. As at August 31, 2011, the balance was nil.

### 13. FINANCIAL INSTRUMENTS

The organizations' financial instruments recognized on the statement of financial position consist of cash, short-term investments, accounts receivable, accrued interest receivable, accounts payable and accrued liabilities, and due to producers.

The organization is exposed to various risks related to these financial instruments as described in the following sections.

#### Fair value

The fair value of cash, accounts receivable, accrued interest receivable, accounts payable and accrued liabilities, and due to producers is approximately equal to their carrying value due to the immediate or short-term maturities of these financial instruments.

#### Interest rate risk

The organization is exposed to interest rate risk as the interest cost on its available credit varies with the change in the prime rate. It is management's opinion that this exposure is not significant.

#### Credit risk

Concentration of credit risk arises when a group of clients having a similar characteristic such that their ability to meet their obligations is expected to be affected similarly by changes in economic or other conditions. For the organization, significant concentrations of credit risk are related to industries. As for accounts receivable, the organization does not run any significant risk with respect to a single client.

# ONTARIO BEAN PRODUCERS' MARKETING BOARD

## Notes to the Financial Statements For the Year Ended August 31, 2011

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### 14. CAPITAL DISCLOSURES

The organization's objectives when managing capital are to safeguard the organizations' ability to continue as a going concern in order to provide returns for its members and to maintain an optimal capital structure to reduce the cost of capital. The organization's capital is comprised of the unrestricted net assets.

The organization manages its capital and makes adjustments to it in light of economic conditions. The organization will balance its overall capital structure by undertaking other activities as deemed appropriate under specific circumstances.

### 15. COMPARATIVE FIGURES

The comparative figures were audited by another firm of chartered accountants. Certain of the comparative year figures presented in these financial statements have been restated to conform to the presentation adopted in the current year.

## ***OFA ANNUAL REPORT –***

The Board of Directors is made up of 18 Directors. There are 15 Zones in the Province. Each zone has 1 Director. These elections have already taken place.

The 15 zones have regional meetings to elect their Directors.

5 zones elect for a 1 year term

5 zones elect for 2 year terms

5 zones elect for 3 year terms

The 3 Directors at large also are elected for either a 1, 2 or 3 year term. These Directors are elected at the Annual Convention held in November.

Bette Jean Crews again served as OFA President for this year.

The Policy Committee (P.A.C.) is made up of County and Community representatives. They meet 4 times a year to discuss policy and send any results to the Board. I represent the Ontario Bean Producers on this committee.

It has been an honour to be part of this organization.



**Al Futcher**

## **AGCare SUMMARY 2010 –**

**Agricultural Groups Concerned About Resources and the Environment Inc.**



**Marinus Bakker**

### **OFAC/AGCare amalgamation**

For the first time in Canada, crop and livestock Sectors have voted to come together. OFAC and AGCare members voted overwhelmingly in support of the proposed amalgamation of the two groups.

Next steps: Submit documents to register new Organization; work on business plans and branding strategies for the new organization to be launched January 1, 2012.

### **Ontario Harvest Gala**

The fourth annual Ontario Harvest Gala will be held at the Delta Guelph hotel on Thursday, October 27, 2011.

### **Faces of Farming Calendar**

The calendar will be launched at the Ontario Harvest Gala on October 27<sup>th</sup>.

### **AGMazing Race**

OFAC/AGCare organized a successful AGMazing Race for 4-H's Career Sen\$e program. Forty teens participated in fun team challenges to explore different agriculture careers around the University of Guelph Campus.

### **Ag in the City**

This was an event held at Burlington Mall and hosted by Agriculture and Agri-Food Canada October 1 – 2, 2011. OFAC/AGCare won the contract to serve as the event planner.

### **2011 Events**

FarmzOn Wheelz was at the CNE; partnering on its exhibit with Farmers Feed Cities in the Farm exhibit. This is a great opportunity to reach almost a million urban people.

### **Farm Creativity Contest and Farm Flicks Contest**

OFAC/AGCare are receiving requests for thousands of postcards and teacher kits for the Farm Creativity Contest. The deadline for entries is December 15, 2011. Information is online on [farmsfoodfun.com](http://farmsfoodfun.com); [ofac.org](http://ofac.org) under Ag Awareness tool kit.

Promotions underway for the new Farm Flicks Contest are Canadians ages 16 – 24 are encouraged to create a one to two minute video to be posted on YouTube and used by Farm Care Foundation to enhance public trust and confidence in Canadian food and farming. Contestants may submit a video in one or more of the following categories.

- 1) Eating local – Is it possible in Canada?
- 2) Canadian farmers – Who are they?
- 3) Farming and the planet – Can one save the other?
- 4) More than food – What does drivitgn, clothing, make up and music have to do with farming?
- 5) Farm animals – Who cares?

## **OAC COUNCIL REPORT –**

The Ontario Agricultural Commodity Council (OACC) is a coalition of thirty-two non-supply managed commodity organizations with non-voting participation by OFA and CFFO.

Mark Wales from Ontario Fruit & Vegetable Association is the new chair with Graeme Hedley continuing as Secretary-treasurer. OACC meets five times a year with decisions reached on a basis of an 80% consensus agreement.



**Don McKercher**

At each meeting, reports are presented from OMAFRA and Agri-Corp on the various programs which they administer. From time to time, OACC makes recommendations on how these programs could be changed or improved to better serve the agricultural community.

Since its inception, I have also been your representative on the Ontario Grain and Oilseeds Safety Net Committee. This year we were successful in convincing the Ontario Government to make the RMP program permanent for 2011 and beyond. However, the Federal Government has not seen fit to support this endeavour.

In August 2011, the Ontario Grain and Oilseeds Safety Net Committee was disbanded and its activities were incorporated into the Safety Net Committee of Grain Farmers of Ontario. Going forward we will only serve in an advisory role. Thus we will no longer be making financial donations to these activities.

## ***PRODUCER RELATIONS COMMITTEE –***

### ***Annual Meeting of Delegates —***

The 2011 Annual Meeting of Delegates was held at the Best Western Lamplighter Inn in London, ON on January 25, 2011 at 1:00 pm.

Marinus Bakker chaired the session. Grant Jones, Chairman, announced the Board, the Executive and the Committees of the Board for the upcoming year. Audited financial statements for the year ended August 31, 2010 as well as other general business was approved. District officers for each district were appointed.

Presenters Brian Hall, Chris Gillard, and Syngenta representatives Brady Code and Steve Johns addressed the 2010 anthracnose problem, discussing the historical, research and crop protection views of the disease.

Tino Breuer reviewed various items and possible actions the Board might take, related to the “Report & Discussions” resulting from the Strategic & Policy Session held January 10<sup>th</sup> and 11<sup>th</sup>, 2011.

Meeting adjourned at 3:35pm.

### ***Producer Relations Meeting —***

The Producer Relations Meeting was held at the Huron Research Station on August 9, 2011, starting at 1:30pm.

John Norris welcomed all White Bean Producers as well as members from the Ontario Coloured Bean Growers Association in attendance.

The agenda and minutes from the January 2011 meeting of the OBPMB Annual Meeting of Delegates were approved.

Grant Jones, OBPMB and Dave Woods, OCBGA brought those members in attendance up to date on the proposed merger talks between the two organizations as well as answering various questions and concerns from the members.

Denis Tremorin, Pulse Canada presented an “Update of Bean Sustainability”.

After the meeting adjourned, the day concluded with a Plot Tour of the research station and a barbeque sponsored by Chris Gillard, Peter Sikkema and staff of the research station.



**John Norris**



**Walter McKenzie**

## **RESEARCH REPORT –**

Research continues to be a very important part of the bean industry. We spent approximately \$80,000 this year since our grants have been cut and will be cut even more next year too. The breeding program at the University of Guelph, in which we are in partnership with the Ontario Coloured Bean Growers, will run for another year. The Board contributes \$50,000 annually to promote bean variety improvements for the Bean Industry.

Dr. Ali Navabia is the plant breeder who started on July 1, 2008. The Board is very pleased with his dedication and work. We continue to support the dry bean research at Harrow, a Federal facility and at Guelph, a Provincial facility, on projects such as new white bean varieties, weed control, seed treatment, leaf hopper control, white mould, and blight resistance varieties.

The Ontario Pulse Committee reviewed performance-testing data, last winter, trying to improve white bean varieties. Although yield, plant structure, and disease resistance are important to the grower, cooking quality is very important to the canner. The cooking test this year will be completed at Lethbridge, AB and will see how that works out.

All seed was treated with Cruiser this year and it seems to give good control over leafhoppers.

The Pulse Committee plot tours were held on August 22<sup>nd</sup> and 23<sup>rd</sup> at St. Thomas, Granton, Kippen, Blyth, Monkton, Elora and Woodstock Research Stations. All of these locations looked good but were quite green; some bronzing was seen in some plots. The Kippen plot did not seem to have a very heavy pod count due to very little rain after it was planted which was a week later than normal or more (June 19<sup>th</sup>). Woodstock was the lushest plot and there should be good numbers there. Granton was the only plot where we saw Anthracnose, but it was not sprayed with Headline or Quadris either. T9903 was the only variety that did not have Anthracnose showing alongside rows that were infected at this plot site. Anthracnose was not a problem this year in most fields thanks to everyone using treated and Certified seed along with Cruiser for leafhopper control.

The Board is still investigating other uses for white beans besides general intake. We are working on a project using splits and cull beans to make bean flour and hope this will work for the industry on a whole.

The Research Committee would like to thank all of the Researchers and their Staff for their dedication and hard work for the White Bean Industry.



**Grant Jones**



**Bob Fotheringham**

## 2011 Crop Budget

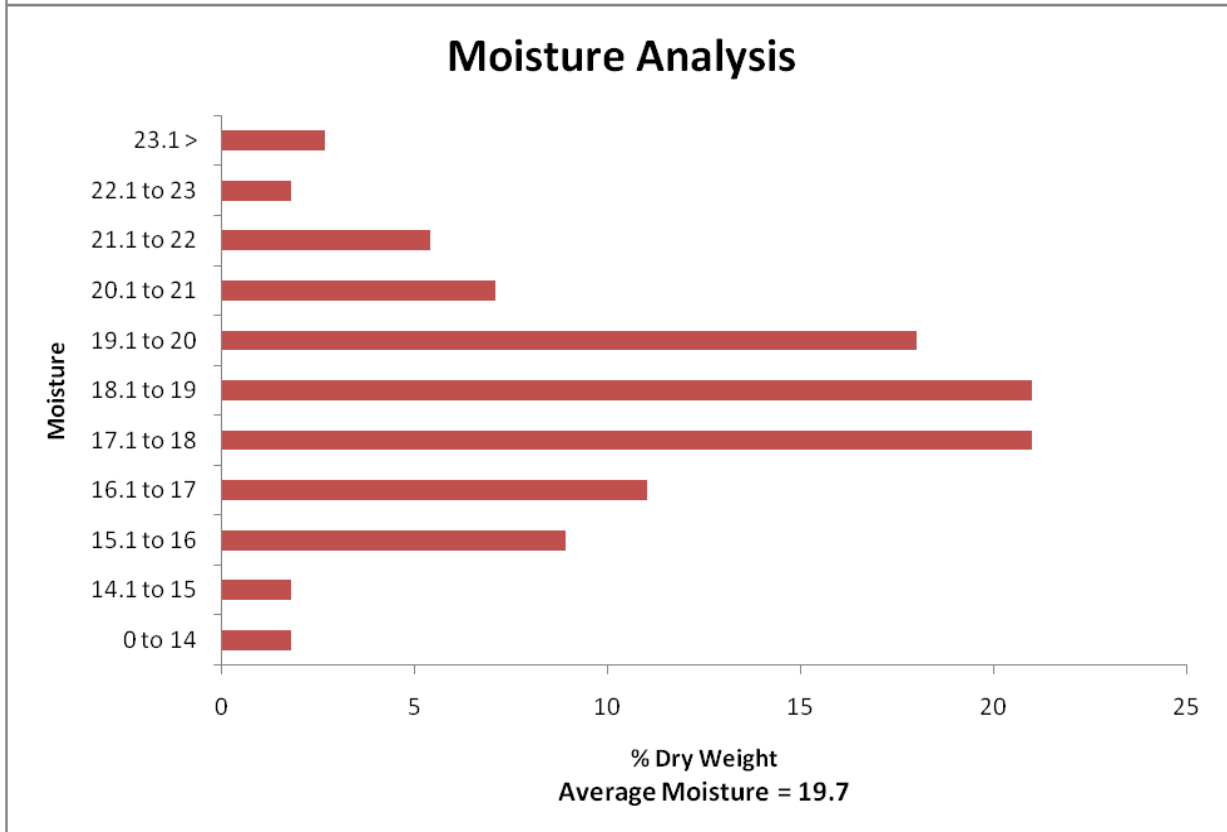
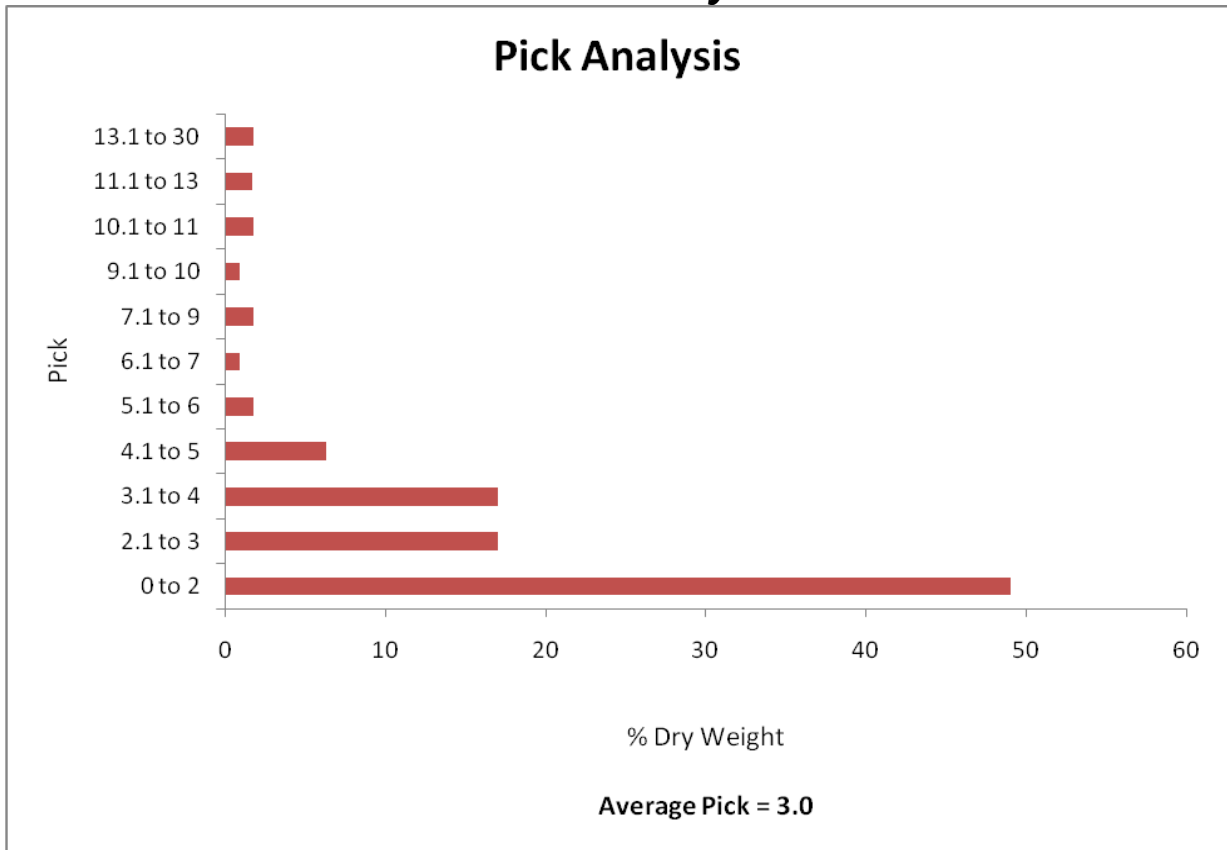
	2009 crop Actual to Aug. 31st 2010	2010 crop Actual to Aug. 31st 2011	2011 - 12 Crop Preliminary Budget
QUANTITY (BAGS) TOTAL	884,498	1,725,544	775,000
QUANTITY (BAGS) POOL	26,117	35,008	
LICENSE FEE/BAG	\$ 0.30	\$ 0.30	\$ 0.40
<b>Revenue</b>			
LICENSE FEES	\$ 265,196	\$ 517,366	\$ 310,000
INTEREST	\$ 10,102	\$ 14,869	\$ 2,200
INDUSTRY LEVY		\$ -	
OTHER	\$ 865	\$ 2,280	\$ 800
<b>Total Revenue</b>	<b>\$ 276,163</b>	<b>\$ 534,515</b>	<b>\$ 313,000</b>
<b>EXPENSES</b>			
<b>MARKETING</b>			
International Conference Registration	\$ 1,800		\$ 1,100
International Travel Expenses	\$ 4,352	\$ 850	\$ 4,600
North Amer. Conference Registration	\$ 1,242	\$ 1,835	\$ 1,750
North Amer. Travel Expenses	\$ 6,175	\$ 8,134	\$ 5,000
Memberships & Subscriptions	\$ 8,075	\$ 8,575	\$ 8,075
<b>PRODUCER RELATIONS</b>			
Director Fees	\$ 39,050	\$ 45,410	\$ 45,000
Director Expenses	\$ 11,880	\$ 14,548	\$ 14,000
Committeemen Fees/ Expenses	\$ 7,781	\$ 11,113	\$ 7,500
Strategic Plannin Consultant		\$ 15,193	
Meetings	\$ 2,596	\$ 12,234	\$ 4,400
Producer Communications	\$ 6,978	\$ 4,300	\$ 10,400
Grains & Oilseeds Committee	\$ 3,925	\$ 6,146	\$ 8,000
Sponsorship	\$ 1,130	\$ 421	\$ 1,200
<b>PROMOTION</b>	\$ 46,140	\$ 36,784	\$ 40,000
<b>Research-Production</b>	\$ 113,077	\$ 83,490	\$ 85,000
<b>ADMINISTRATION/OVERHEAD</b>			
Salaries	\$ 141,718	\$ 127,685	\$ 131,229
Employee Benefits	\$ 37,514	\$ 37,519	\$ 36,602
Professional Fees	\$ 16,621	\$ 21,246	\$ 14,000
Postage	\$ 6,457	\$ 6,327	\$ 7,000
Telephone	\$ 7,539	\$ 8,386	\$ 7,000
Equipment Rental	\$ 503	\$ 773	\$ 500
Equipment Repair/Maintenance	\$ 243	\$ 204	\$ 500
Computer Support	\$ 5,636	\$ 10,459	\$ 9,200
Office Supplies	\$ 3,465	\$ 3,798	\$ 4,000
Mileage	\$ 1,076	\$ 1,438	\$ 2,000
Bank Charges	\$ 1,989	\$ 1,850	\$ 3,000
Miscellaneous	\$ 4,220	\$ 1,971	\$ 2,000
Capital Assets	\$ 8,904	\$ 2,114	\$ 27,600
Property & Business Taxes	\$ 22,456	\$ 21,001	\$ 23,000
Bldg .Repair & Maintenance	\$ 11,637	\$ 11,357	\$ 15,360
Utilities	\$ 3,847	\$ 3,273	\$ 4,150
Insurance	\$ 6,708	\$ 6,781	\$ 6,800
Interfund Transfers		\$ (2,114)	
<b>TOTAL EXPENSES</b>	<b>\$ 534,734</b>	<b>\$ 513,101</b>	<b>\$ 529,966</b>
NET ADMIN. EXPENSES	\$ 534,734	\$ 513,101	\$ 529,966
NET REVENUE (LOSS)	\$ (258,571)	\$ 21,414	\$ (216,966)
OPENING SURPLUS	\$ 1,786,563	\$ 1,527,992	\$ 1,549,406
<b>ENDING SURPLUS</b>	<b>\$ 1,527,992</b>	<b>\$ 1,549,406</b>	<b>\$ 1,332,440</b>

## ***CROP PRODUCTION BY COUNTY – 2010***

### **Production (tonnes)**

<b><u>COUNTY</u></b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>
Brant	68.4	58.3	92.0	22.3	25.3
Bruce	7323.4	4918.8	7202.1	6009.1	7650.3
Chatham-Kent	3518.5	3037.4	4812.7	3408.8	5022.2
Dufferin	91.1		296.3	230.2	198.9
Durham	1477.8	460.2	771.4	431.7	1354.1
Elgin	1669.0	1022.5	2826.1	2248.8	2195.7
Essex					5.8
Glengarry, Dundas, Stormont	490.2	515.2	387.7	511.0	738.9
Grey	173.0	27.4	150.8	180.1	433.4
Halton					87.8
Huron	31459.4	16569.0	24402.4	20988.8	28472.0
Kawartha Lakes (Victoria)	833.0	24.2	570.2	677.2	741.8
Lambton	1849.8	934.0	2293.0	3513.3	3802.2
Leeds & Grenville	69.5				224.8
Middlesex	6962.5	2541.1	11390.4	7915.9	10210.8
Norfolk			82.5	77.1	131.5
Northumberland	1443.4	979.4	1903.6	1079.4	626.4
Ottawa	1067.6	387.4	750.3	780.3	1001.9
Oxford	1755.8	671.5	2209.1	1856.3	2562.3
Peel	77.0	28.7	121.7	99.4	67.4
Perth	10997.5	5258.5	10251.7	6805.7	11627.8
Peterborough	45.3		148.2	22.6	
Prescott & Russell	15.7			51.6	22.3
Prince Edward	449.2	313.6	475.7	222.4	190.4
Simcoe	3401.9	1666.1	3416.2	1703.3	2272.3
Waterloo	999.4	226.9	527.8	199.7	407.1
Wellington	1124.2	260.9	1057.6	553.5	626.3
York	229.4	139.0	471.5	218.7	489.1
Other	678.2	79.4	232.8	253.2	1019.0
<b>Total</b>	<b>78,270.2</b>	<b>40,119.5</b>	<b>76,794.0</b>	<b>60,060.4</b>	<b>82,207.8</b>

## 2010 CROP – Pick & Moisture Analysis



## **CROP STATISTICS**

**All production reported in 100 lb 'bags' (cwt.)**

### **ONTARIO - OBPMB**

<b>CROP YEAR</b>	<b>ACRES PLANTED</b>	<b>YIELD</b>	<b>PRODUCTION</b>
2001	58,250	10.27	598,298
2002	100,000	15.21	1,521,000
2003	47,500	20.20	959,390
2004	59,000	19.75	1,165,898
2005	105,000	20.95	2,199,906
2006	95,000	19.07	1,811,540
2007	85,000	15.57	1,324,091
2008	89,900	19.56	1,758,483
2009	50,000	17.87	884,465
2010	81,300	21.22	1,725,544

### **MICHIGAN – USDA FIGURES**

<b>CROP YEAR</b>	<b>ACRES PLANTED</b>	<b>YIELD</b>	<b>PRODUCTION</b>
2001	65,000	2.60	170,000
2002	85,000	19.06	1,620,000
2003	40,000	14.80	592,000
2004	55,000	17.63	970,000
2005	75,500	17.60	1,310,000
2006	80,000	19.00	1,520,000
2007	61,000	16.20	990,000
2008	62,000	18.74	1,162,000
2009	52,000	19.10	976,000
2010	70,000	18.40	1,284,000

### **MINDAK – USDA FIGURES**

<b>CROP YEAR</b>	<b>ACRES PLANTED</b>	<b>YIELD</b>	<b>PRODUCTION</b>
2001	143,000	14.26	2,040,000
2002	247,000	13.64	3,368,000
2003	111,000	16.00	1,776,000
2004	121,000	8.10	980,000
2005	143,000	16.06	2,297,000
2006	182,000	13.81	2,515,000
2007	162,000	16.11	2,610,000
2008	185,000	17.62	3,258,000
2009	135,000	15.80	2,133,000
2010	190,000	16.83	3,198,000

### **MANITOBA**

<b>CROP YEAR</b>	<b>ACRES PLANTED</b>	<b>YIELD</b>	<b>PRODUCTION</b>
2001	125,000	14.70	1,837,500
2002	142,000	15.71	2,230,500
2003	95,000	15.50	1,472,500
2004	90,000	3.75	350,000
2005	96,000	6.77	650,000
2006	90,200	14.41	1,300,000
2007	70,000	14.28	1,000,000
2008	63,000	14.50	913,500
2009	38,000	14.20	545,000
2010	47,500	14.75	700,500



### Ontario Production Statistics (100 lb. Bags)

CROP YEAR	PLANTED ACRES	PRODUCTION BAGS			YIELD BAGS/ACRE	INITIAL PAYMENT	INTERIM PAYMENT	FINAL PAYMENT	MARKET RETURN			SUPPORT PAYMENT	RETURN/ BAG	RETURN/ ACRE	% EXPORT
		Pool	Non Pool	Total					Pool	Non Pool	ONT. AVE.				
1990	160,000	2,155,740			13.47	12.70	0.00	2.60	15.30			7.5	22.8	307.12	80
1991	147,000	2,467,028			16.78	10.57	0.00	0.94	11.51			8.79	20.3	340.63	86
1992	114,000	920,472			8.07	14.97	0.00	3.43	18.40			5.5	23.9	192.87	65
1993	110,000	1,555,336			14.14	10.79	9.07	2.71	22.57			0.65	23.22	328.33	76
1994	85,000	1,345,329			15.83	14.74	15.24	3.29	33.27				33.27	526.66	78
1995	110,000	1,911,525			17.38	14.74	5.00	2.33	22.07			0.66	22.73	395.05	77
1996	80,000	885,258			11.07	14.74	5.67	4.39	24.80			0.72	25.52	282.51	64
1997	60,000	886,438			14.77	11.18	5.00	1.71	17.89			8.27	26.16	386.46	67
1998	35,000	504,635			14.42	14.20	9.07	6.01	29.28				29.28	422.21	75
1999	85,000	1,394,843			16.41	13.27	4.30	2.02	19.59			4.04	23.63	387.74	88
2000	50,000	Pool	Non Pool	Total	11.99	10.74	2.72	2.34	15.80			9.11	24.91	298.67	71.5
		527,653	71,871	599,524											
2001	58,257	177,347	419,790	597,137	10.25	12.14	8.00	7.89	27.50				Ave. Price 27.50	281.88	66
2002	95,900	252,843	1,268,947	1,521,790	15.87	12.25	3.85	1.67	Pool	Non Pool	ONT. AVE.	3.33	Ave. Price 24.59	390.24	85
									17.77	21.96	21.26				
2003	47,500	101,307	858,083	959,390	20.20	14.51	4.99	5.12	24.62	23.54	23.65		Ave. Price 23.65	477.73	85
2004	59,000	66,662	1,099,236	1,165,898	19.76	15.51	8.16	4.90	28.58	27.89	27.93		Ave. Price 27.93	551.90	85
2005	105,000	101,458	2,098,448	2,199,906	20.95	15.47	3.32	0.89	19.68	23.44	23.27		Ave. Price 23.27	487.51	85
2006	95,000	122,770	1,688,514	1,811,540	19.07	12.29	6.00	1.86	20.15	19.92	19.93		Ave. Price 19.93	380.06	85
2007	85,000	47,269	1,276,813	1,324,082	15.58	13.90	14.00	1.57	29.47	28.38	28.41		Ave. Price 28.41	442.63	85
2008	89,900	65,421	1,693,062	1,758,483	19.56	22.35	6.00	2.31	30.66	36.73	36.51		Ave. Price 36.51	714.14	85
2009	49,500	26,117	858,348	884,465	17.87	22.07	10.00	2.16	34.23	34.19	34.00		Ave. Price 34.00	607.51	85
2010	81,300	35,008	1,690,536	1,725,544	21.22	18.83	4.86	5.27	28.96	30.58	30.54		Ave. Price 30.54	648.19	85