

2022 CORPORATE PROFILE



2022



DAVE HOPE OPVG Chair

MESSAGE FROM THE CHAIR

It's time to reflect on another interesting year for the processing vegetable industry in Ontario. Taking pause to acknowledge our accomplishments and challenges, and looking forward to the year ahead.

We all know the pandemic-related difficulties are lingering on – supply chain challenges, inflation and the rising input costs on fuel, seed and fertilizer. These situations continue to add extra pressure to everyone's operation and ability to maintain profitable margins.

And yet, 2022 was a fantastic year for Ontario's processing vegetable growers. Productivity increased and our total tons of products grown and revenues hit new records. Every one of our grower members continues to demonstrate their commitment and investment in a healthy processing vegetable sector in Ontario. That dedication to the industry and your operations saw returns of approximately \$145 million in total farm gate sales – the highest recorded level in OPVG history. Congratulations on growing Ontario agriculture.

On the business side of OPVG, we've been working to establish new partnerships, and grow our advocacy efforts to ensure we are helping growers deal with regulations so they work for us. And we're developing innovative programs to support members' operations. In the last three years, the Board has not increased service fees, except for a minimal 2% increase to the administration portion of the fee in 2022. We're working hard to continue to operate an efficient organization for members.

Our commitment to sustainability and social responsibility remains strong and we are proud to be a leader in the vegetable processing industry. I'd also like to give a special shout out to our employees who keep the OPVG machine working so well.

OPVG invests more than \$215,000 every year in ongoing, innovative research projects through three separate committees – Ontario Tomato Research Institute, Ontario Cucumber Research Committee, and the Pea, Bean and Corn Research Committee. Projects focus on improving crop performance through a variety of agronomic practices including breeding and management practices. OPVG engages with a research advisory committee to identify and prioritize areas of focus that are of importance to growers.

We partnered with several other Ontario commodity groups for Fortinos' Pick Ontario First campaign to feature Ontario-grown foods during the month of August at the grocery chain's locations in the Greater Toronto and Hamilton Area. The campaign was very successful in raising awareness of the processing sector, reaching more than 800,000 households in the target area.

Thank you for your commitment to our sector. As we reflect on 2022 and make plans for 2023, we look forward to hearing your ideas for how we can continue to grow this great sector of Ontario agriculture.



ONTARIO'S PROCESSING VEGETABLE INDUSTRY

The OPVG is a not-for-profit agricultural organization that represents 327 Ontario processing vegetable growers who produce crops for the canning, freezing and pickling industry.



Our members grow crops for Ontario's 13 food and beverage processors for the retail, food service and industrial markets. OPVG is governed by a Board of eight vegetable growers and has a staff of four.

Southern Ontario is home to most vegetable growers. They deliver their crop to processors that add value to these crops by transforming them into vegetable mixes, sauces, soups, juice, ketchup and onion rings through freezing and canning. Ontario's field cucumber crop is almost entirely destined to the United States market for processing, with significant volumes returned to Canada as finished goods.

Ontario's processing vegetable sector is strategically located in a part of the province with the soil, sunshine and water access needed to grow a high quality crop and the 401 highway that provides a corridor for our vegetables and finished goods to be moved quickly and efficiently within Canada and across into the United States.

327 family-owned members grow **9** different processing vegetable crops that generate approximately **\$145 million** in total farm gate value and supply **13 Ontario** food and beverage processors.

In 2022, the total farm gate value of field vegetables for processing in Ontario reached a new record, returning approximately \$145 million in total farm gate sales, adding tremendous value to the Ontario economy.

OPVG plays a vital role in the annual negotiation process for processing vegetables in Ontario – ensuring a fair farm price for growers and a competitively priced raw product for processors.





Grassroots governance

OPVG represents the interests of growers, their crops and the sustainability of this unique Ontario industry, and operates under Regulation 440, Vegetables For Processing Marketing and Regulation 441, Vegetables For Processing Plan of the *Ontario Farm Products Marketing Act*.

As a grassroots industry organization, OPVG coordinates processing vegetable crop research, grower education and outreach support, product marketing and promotion. OPVG also advocates on behalf of our members with government on issues impacting day-to-day farm operations that include crop protection regulations, labour, business risk management programs and environmental practices.

District and provincial representation

Grower members are organized into three districts, based on their farm location. OPVG has two levels of representation – district and provincial. Both groups meet regularly to discuss industry issues, tour farms and processing plants, learn about new crop research and innovation, and elect district and provincial representatives.

OPVG is a progressive organization that prioritizes good governance, confidentiality and professionalism – and takes these very seriously. Every year elected provincial directors and officers all sign a Code of Conduct and Conflict of Interest declaration.

District representation (district committee members) is elected at a ratio of one committee member for every 20 growers, or minimum of 10.

Provincial representation (provincial directors) As per Regulation 441, the Chair of the Board is appointed by the Ontario Farm Products Marketing Commission and eight directors are elected to form a nine-person Board. The provincial executive is comprised of three positions – Chair and two Vice Chairs.

To be eligible to be nominated or entitled to a vote, a person must be a producer as defined by Regulation 441 under the *Ontario Farm Products Marketing Act* and be a resident of the district.

OPVG VISION

Catalyst for sustained growth and innovation in processing vegetables.

OPVG STRATEGIC INTENTS

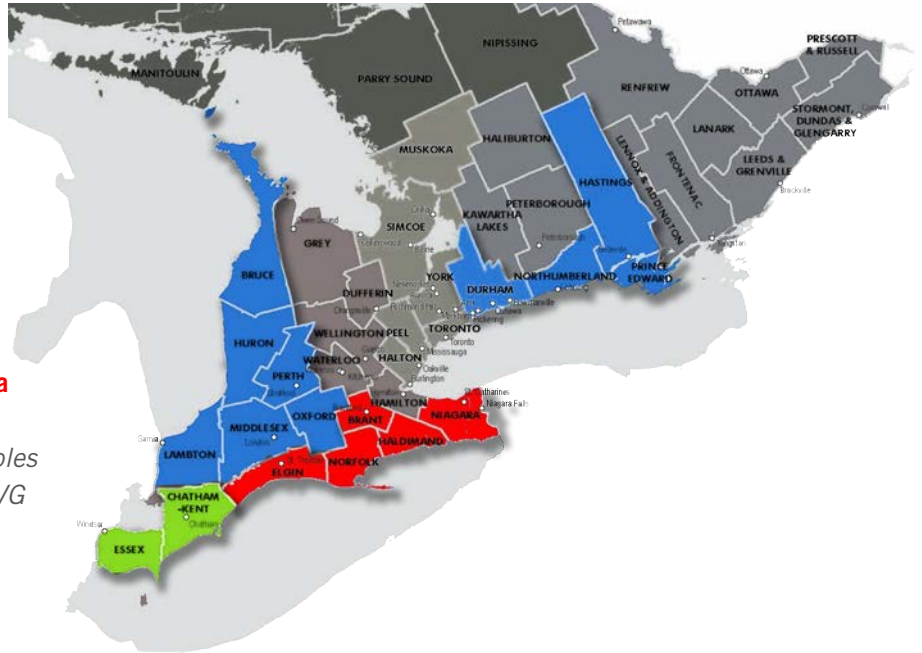
1. Improve effectiveness of OPVG's governance structure.
2. Improve effectiveness and efficiency of the negotiating process.
3. Improve communication with growers and processors.
4. Build long-term confidence in the processing vegetable industry.



OPVG districts

Ontario's diverse climate means processing vegetables are grown in segmented regions of the province. As a result, grower representation to the OPVG is divided into three districts. The organization strictly follows the rules of representation and election outlined in OPVG's constitution and adheres to all requirements within Regulation 441, Vegetables For Processing Plan, under the *Ontario Farm Products Marketing Act*.

- 1 **Counties of Essex & Kent**
- 2 **Counties of Huron, Perth, Bruce, Lambton, Oxford, Middlesex, Hastings, Northumberland, Prince Edward and Regional Municipality of Durham**
- 3 **Counties of Brant, Elgin & Regional Municipalities of Haldimand-Norfolk, Niagara**



Note: If a grower produces processing vegetables outside of the counties listed in the three OPVG districts, they are assigned to the district committee closest to their farm.

Funding local research

Every year, OPVG invests in innovative, local research to support continuous improvement for Ontario's processing vegetables. A portion of your fees support this research that's targeted at keeping us ahead of the issues that can impact your operation – whether it is new resistant weeds, variety testing or innovation funding to support our technology roadmap. And we will continue to invest in our future.

OPVG's research is a partnership between processors and growers, and each contributes a matching amount to the fund. An advisory committee establishes the priorities for our sector and then seeks out researchers to do that research. Details on all our research projects are posted on the OPVG website.



2022 Tomato Research

12 projects
\$118,813 invested (includes multi-year projects)



2022 Cucumber Research

5 projects
\$49,692 invested



2022 Peas, Bean and Corn Research

12 projects
\$46,262 invested



MARKET/CROP INFORMATION

Each year, OPVG holds grower meetings for the purpose of electing members to negotiating committees. In 2022, 25 growers were elected to represent their peers during negotiations, with 22 Board appointments being made. These committees held numerous preparation meetings in advance of negotiations. During these meetings, committees discuss opening positions, review available data and grower feedback received, and advise of any additional required information. OPVG staff attend negotiations as a resource to the committees. During the negotiation process, the groups review, amend and agree to all terms and conditions contained in the agreement, in addition to prices to be paid.

GREEN PEAS

- +24% on all tenderometer prices, with an increase to mini peas at +21% of the tenderometer price
- Increase in late harvest payment to \$20/acre/day, capped at \$300

SWEET CORN

- Agreement reached at +35%
- Increases of \$7.50/acre for each category for planting premiums, the \$7.50/acre will continue if processor and grower agree to plant beyond June 30
- Shoe peg varieties now tied in with new/trial varieties based on actual production or AFY (average field yield)
- Unplanted acreage changed to 50%
- Addition of a clause for crop planted after crop insurance deadline
- Aerial application raised to \$3

GREEN & WAX BEANS

- Increases on all categories equating to +27%
- Unplanted acreage raised to 50%
- Clause added for new/trial varieties planted on over 25% of field to be compensated at AFY or actual production

LIMA BEANS

- +32% price increase
- Addition of clause for crop planted after crop insurance deadline
- Unplanted acreage changed to 50%

SQUASH

- +21%
- Increase in 1% or less stems premium to \$7.25/ton (\$3 for 1.01-2% stems stay same as last year)
- Increase to \$7/ton for late delivery

ONIONS

- Negotiations for the 2022 crop of onions were paused for the year due to factors out of the negotiators' control, such as market environment, lack of seed supply and variety availability that worked for Cavendish's facility/cutters

CUCUMBERS

- Arbitrator released the decision to award in favour of the growers for hand harvest cucumbers at a contract value representing +22%
- Machine harvest cucumbers settled pricing equating to +10.3%, with increases to price and downy mildew payments

NOTE: With the change in regulation, no negotiation information is available for tomatoes and carrots however OPVG staff remain available to assist growers with any company specific information required.



OPVG 2022 CROP FACTS



CARROTS

- 8 contracts
- 31,610 tons contracted
- 39,836 tons harvested



SQUASH

- 5 contracts
- 5,600 tons contracted
- 5,619 tons harvested



GREEN & WAX BEANS

- 38 contracts
- 3,060 acres contracted
- 7,499 acres planted
- 6,988 acres harvested
- 26,629 tons harvested



SWEET CORN

- 106 contracts
- 9,842 acres contracted
- 11,276 acres planted
- 11,113 acres harvested
- 90,184 tons harvested



CUCUMBERS

- 74 contracts
- 39,764 tons contracted
- 40,237 tons harvested



TOMATOES

- 72 contracts
- 12,395 acres measured
- 552,244 tons contracted
- 604,070 tons harvested



GREEN PEAS

- 120 contracts
- 12,594 acres contracted
- 14,520 acres planted
- 14,005 acres harvested
- 31,049 tons harvested



LIMA BEANS

- 29 contracts
- 3,461 acres contracted
- 4,230 acres planted
- 3,953 acres harvested
- 7,605 tons harvested



MARKETING AND PROMOTION

Pick Ontario First with Fortinos

OPVG participated in a consumer-focused campaign with Fortinos grocery store chain in 2022. The Pick Ontario First event featured Ontario-grown foods throughout its stores in August – the peak of local, summer eating – to consumers in the Greater Toronto and Hamilton Area (GTHA).

OPVG was one of six groups in the campaign, along with Mushrooms Canada, Dairy Farmers of Ontario, Foodland Ontario, Ontario Bean Farmers and Egg Farmers of Ontario. Marketing activities included a flyer delivered to more than 800,000 GTHA households, an online digital flyer available on Fortinos’ website and three flyer apps, social media posts, a consumer email, as well as a large presence on the Fortinos.ca site. A key part of the website was a shopping cart that featured several processing vegetable products, and a downloadable recipe featuring ingredients from all the participating groups.

ONTARIO PROCESSING VEGETABLE GROWERS

Ontario Processing Vegetable Growers (OPVG) is a farm organization representing 327 family farms that produce 9 vegetable crops grown in Ontario for processing.

- Crops include carrots, squash, green peas, tomatoes, cucumbers, green beans, sweet corn, lima beans and onions.
- Vegetables are picked at their peak and processed within hours to lock in flavour and nutrients for canning, freezing or pickling.
- Ontario’s homegrown processed vegetables provide a range of affordable and accessible food products for consumers.

For nutritional info, facts & cooking tips visit opvg.org/Ontario-processing-vegetables

Ontario Processing Vegetable Growers

A campaign like this is designed to create more awareness about Ontario’s processing vegetable industry – the farmers and the products grown. We’re also happy to report that the sales of products featured on Fortinos website for the Pick Ontario First campaign were 41% higher than during the same period in 2021. We believe this type of consumer outreach adds value to our industry as a whole, and positions us alongside other leading Ontario-grown foods.

Foodland Marketing Board

OPVG sits on the Foodland Marketing Board with at least 50 other commodities to share marketing efforts and ideas. Led by the Ontario government entity Foodland Ontario, they also bring in professionals in marketing and data analysis. Sitting on the Board allows more opportunity for partnerships with other commodities, markets and retailers. We also have access to many resources like nutritionists, airtime, creative producers and more.



Bursary Program

OPVG’s Bursary Program was created to support and encourage individuals pursuing a career related to the processing vegetable industry to ensure there are new individuals with the interest, skills, and abilities to further develop and grow this sector of Ontario’s agri-food industry. OPVG offers three bursaries to provide financial support and recognition to those students. Since 2001, these bursaries have provided more than \$200,000 to Ontario students.

- The **Jim Whitson Memorial Bursary** valued at \$2,000 is awarded to a student attending Ridgetown Campus in their second year.
- The **Ken Epp Memorial Bursary** valued at \$2,000 is awarded to a student attending an eligible college or university in second, third, fourth or post-graduate year of study.
- The **Industry Bursary** valued at \$1,000 is awarded to a student attending an eligible college or university in a program that relates to the processing vegetable industry.



MEMBERSHIP MATTERS

OPVG is proud to represent and serve the diverse and dynamic processing vegetable industry in Ontario since 1946. Our sector of Canadian agriculture contributes approximately \$145 million in gross annual sales from nine crops.

Education **Communications**
Governance **Labour** **Government Affairs**
Market Data **Research Funding** **Research Advisory Committee**
Association Management





Ontario Processing
Vegetable Growers

FINANCIAL STATEMENTS



**Ontario Processing Vegetable Growers
Financial Statements
For the Year Ended December 31, 2022**

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Independent Auditor's Report

To the Board of Directors of Ontario Processing Vegetable Growers

Opinion

We have audited the financial statements of Ontario Processing Vegetable Growers (the organization), which comprise the statement of financial position as at December 31, 2022, the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at December 31, 2022, and its results of operations and cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Opinion

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

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

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

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

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants
Exeter, Ontario
March 9, 2023

**Ontario Processing Vegetable Growers
Statement of Financial Position**

December 31	2022 General	2022 Capital	2022 Joint Ventures	2022 Restricted	2022 Endowment	2022 Total	2021 Total
Assets							
Current							
Cash	\$ 1,086,583	\$ -	\$ 277,485	\$ 13,933	\$ -	\$ 1,378,001	\$ 1,370,978
Temporary investments	310,942	-	-	-	-	310,942	368,742
Accounts receivable	362,275	-	39,392	26,662	-	428,329	40,289
Due from board funds	4,160	(4,160)	-	-	-	-	-
Prepaid expenses	3,861	-	-	-	-	3,861	6,828
Interfund balances	(2,172)	-	-	2,172	-	-	-
	<u>1,765,649</u>	<u>(4,160)</u>	<u>316,877</u>	<u>42,767</u>	<u>-</u>	<u>2,121,133</u>	<u>1,786,837</u>
Long-term investments	282,600	-	-	109,061	2,528,856	2,920,517	2,898,728
Capital assets (Note 2)	-	6,800	2,932	-	-	9,732	32,123
	<u>\$ 2,048,249</u>	<u>\$ 2,640</u>	<u>\$ 319,809</u>	<u>\$ 151,828</u>	<u>\$ 2,528,856</u>	<u>\$ 5,051,382</u>	<u>\$ 4,717,688</u>
Liabilities and Net Assets							
Current							
Accounts payable and accruals (Note 3)	\$ 333,651	\$ -	\$ 17,780	\$ 1,500	\$ -	\$ 352,931	\$ 184,400
Current reserve for bursaries (Note 5)	2,000	-	-	-	-	2,000	2,000
Due to board funds	-	-	1,650	-	-	1,650	1,500
Current portion of long-term debt	-	-	-	-	-	-	22,391
	<u>335,651</u>	<u>-</u>	<u>19,430</u>	<u>1,500</u>	<u>-</u>	<u>356,581</u>	<u>210,291</u>
Reserve for bursaries (Note 5)	5,000	-	-	-	-	5,000	7,000
Commitments/contingent liability (Note 6 & 7)	-	-	-	-	-	-	-
	<u>340,651</u>	<u>-</u>	<u>19,430</u>	<u>1,500</u>	<u>-</u>	<u>361,581</u>	<u>217,291</u>
Net Assets							
General	1,707,598	-	-	-	-	1,707,598	1,518,668
Capital	-	2,640	2,932	-	-	5,572	9,731
Restricted	-	-	297,447	150,328	-	447,775	443,142
Endowment	-	-	-	-	2,528,856	2,528,856	2,528,856
	<u>1,707,598</u>	<u>2,640</u>	<u>300,379</u>	<u>150,328</u>	<u>2,528,856</u>	<u>4,689,801</u>	<u>4,500,397</u>
	<u>\$ 2,048,249</u>	<u>\$ 2,640</u>	<u>\$ 319,809</u>	<u>\$ 151,828</u>	<u>\$ 2,528,856</u>	<u>\$ 5,051,382</u>	<u>\$ 4,717,688</u>

The accompanying notes are an integral part of these financial statements.

**Ontario Processing Vegetable Growers
Statement of Changes in Net Assets**

For the year ended December 31	2022 General	2022 Capital	2022 Joint Ventures	2022 Restricted	2022 Endowment	2022 Total	2021 Total
Balance, beginning of the year	\$ 1,518,668	\$ (20)	\$ 286,367	\$ 166,526	\$ 2,528,856	\$ 4,500,397	\$ 4,442,856
Excess (deficiency) of revenues over expenses	188,930	2,660	14,012	(16,198)	-	189,404	57,541
Balance, end of the year	\$ 1,707,598	\$ 2,640	\$ 300,379	\$ 150,328	\$ 2,528,856	\$ 4,689,801	\$ 4,500,397

The accompanying notes are an integral part of these financial statements.

**Ontario Processing Vegetable Growers
Statement of Operations**

For the year ended December 31	2022 General	2022 Capital	2022 Joint Ventures	2022 Restricted	2022 Total	2021 Total
Revenue						
Research and development funding	\$ 6,696	\$ -	\$ 12,773	\$ -	\$ 19,469	\$ 7,760
Gains on disposal	-	8,227	-	-	8,227	-
Interest income	24,035	-	4,033	65,793	93,861	64,134
Levies	-	-	116,309	-	116,309	87,316
Licence fees	1,463,711	-	-	-	1,463,711	1,093,290
Other revenue	6,304	-	-	-	6,304	2,550
	1,500,746	8,227	133,115	65,793	1,707,881	1,255,050
Expenses						
Acreage measurement	33,398	-	-	-	33,398	28,896
Advertising and promotion	16,589	-	-	-	16,589	16,787
Amortization	-	5,567	6,818	-	12,385	19,984
Board member fees and related costs	90,954	-	-	-	90,954	78,171
Board members travel	33,941	-	-	-	33,941	9,890
Consulting fees	36,865	-	-	-	36,865	30,752
District grants	20,019	-	-	-	20,019	30,751
Education and marketing costs	-	-	-	81,964	81,964	-
Grading expense	237,062	-	-	-	237,062	194,926
Meetings and conferences	34,092	-	-	-	34,092	6,452
Membership fees	51,421	-	-	-	51,421	52,106
Negotiations and arbitration meetings	76,788	-	-	-	76,788	30,488
Office expenses	76,437	-	-	27	76,464	86,368
Office rent and utilities	60,366	-	-	-	60,366	57,691
Professional fees	44,625	-	1,692	-	46,317	32,359
Research	121,200	-	110,593	-	231,793	177,880
Salaries and benefits	372,811	-	-	-	372,811	338,815
Staff travel expenses	5,248	-	-	-	5,248	5,193
	1,311,816	5,567	119,103	81,991	1,518,477	1,197,509
Excess (deficiency) of revenues over expenses	\$ 188,930	\$ 2,660	\$ 14,012	\$ (16,198)	\$ 189,404	\$ 57,541

The accompanying notes are an integral part of these financial statements.

Ontario Processing Vegetable Growers Statement of Cash Flows

For the year ended December 31	2022	2021
Cash flows from operating activities		
Excess (deficiency) of revenues over expenses	\$ 189,404	\$ 57,541
Items not affecting cash:		
Amortization of capital assets	12,385	19,984
Gain on disposal of capital assets	(8,227)	-
	193,562	77,525
Changes in non-cash working capital:		
Accounts receivable	(388,040)	90,508
Prepaid expenses	2,967	(2,882)
Accounts payable and accrued liabilities	168,533	(122,926)
Due from board funds	150	250
	(22,828)	42,475
Cash flows from investing activities		
Long term investments	(21,789)	229,943
Acquisition of capital assets	(3,481)	(9,690)
Proceeds on disposal of property and equipment	21,712	-
Payment of bursaries	(2,000)	(7,000)
	(5,558)	213,253
Cash flows from financing activities		
Repayment of long-term debt	(22,391)	(8,142)
Net (decrease) increase in cash	(50,777)	247,586
Cash and cash equivalents, beginning of the year	1,739,720	1,492,134
Cash and cash equivalents, end of the year	\$ 1,688,943	\$ 1,739,720
Represented by:		
Cash	\$ 1,378,001	\$ 1,370,978
Temporary investments	310,942	368,742
	\$ 1,688,943	\$ 1,739,720

The accompanying notes are an integral part of these financial statements.

Ontario Processing Vegetable Growers Notes to Financial Statements

December 31, 2022

1. Significant Accounting Policies

Nature and Purpose of Organization The Ontario Processing Vegetable Growers (OPVG) is incorporated under the regulations of the Farm Products Marketing Act. OPVG was formed to represent processing vegetable growers in the three districts across Ontario. There are 14 regulated processing vegetables in the province. OPVG is a non-profit organization under the Income Tax Act and, accordingly, is exempt from income taxes under section 149 (1)(e) of the Income Tax Act.

Basis of Accounting The financial statements have been prepared using Canadian accounting standards for not-for-profit organizations.

Joint Ventures Joint ventures are accounted for using the proportionate consolidation method in OPVG's financial statements.

OPVG has a 50% interest along with with the processors and green shippers in the following joint ventures:

Ontario Cucumber Research Committee

The organization conducts research on behalf of Ontario cucumber growers and processors.

Ontario Tomato Research Institute

The organization conducts research on behalf of Ontario tomato growers and processors.

Tomato Grading Reserve Fund

The organization acquires grading equipment and manages the tomato third party grading system on behalf of growers and processors.

Pea, Bean and Corn Industry Research Committee

The committee conducts research on behalf of Ontario pea, bean and corn growers and processors.

Ontario Processing Vegetable Growers Notes to Financial Statements

December 31, 2022

1. Significant Accounting Policies (continued)

Fund Accounting

General Fund

The general fund reports the organization's unrestricted resources available for the Board's general operating activities. The general fund derives the majority of its revenues from crop license fees.

Capital Fund

The capital fund reports the assets, liabilities, revenues and expenses related to OPVG's capital assets.

Joint Ventures

The joint venture fund is a restricted fund. It reports OPVG's share of the assets, liabilities, fund balances, revenues and expenses of its joint ventures. The majority of revenues and expenses reported in the joint venture fund are the levies and research funding received directly by the joint ventures. Levies and research funding are restricted to be used on research projects conducted by the joint ventures.

Restricted Fund

The restricted fund reports all restricted assets, liabilities, fund balances, revenues and expenses of the organization. The majority of the revenues and expenses reported in the restricted fund are the interest earned on the endowment fund and its eligible expenses.

Endowment Fund

Under a 1992 agreement with the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA), this fund capital consists of the funds available from the wind-up of the Processing-Vegetable Financial Protection Board. The terms of the agreement stipulate that OPVG shall not have access to the restricted capital and shall spend the interest only for the purposes of research, market development and education projects to benefit the entire processing vegetable industry. The interest earned on this capital is reported as revenue of the restricted fund.

Ontario Processing Vegetable Growers Notes to Financial Statements

December 31, 2022

1. Significant Accounting Policies (continued)

Revenue Recognition

The organization follows the restricted fund method of accounting for contributions.

Restricted contributions are recognized as revenue of the appropriate restricted fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. However, if no appropriate restricted fund is presented, then the restricted contribution is recognized as revenue of the General Fund in the year in which the related expenses are incurred.

Unrestricted contributions are recognized as revenue of the General Fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

(i) Research and Development Funding

Funding is granted for specific research. It is accounted for in the appropriate fund in accordance with the contract terms.

(ii) Levies

Levies are calculated as a factor based on delivered tons as defined in the Processor Marketing Agreements. OPVG and OF&VPA combine to equally fund projects in tomato research, cucumber research, pea, bean and corn research and to share the cost of the annual joint convention. Research levies are reported as income of the joint ventures and are restricted for use on research projects.

(iii) Bursaries

Contributions for the purpose of funding long term bursary programs is added to the liability in the statement of financial position and recognized as revenue as the bursaries are awarded.

(iv) License fees

License fees are levied by processing crop on licensed producers at a rate per delivered ton. The licensed processors collect the fees and remit to OPVG. License fees are recognized as income in the fiscal year of delivery. There is no restriction on license fees and they are used to fund the general operations of OPVG.

(v) Interest income

Income is earned on GIC investments and is recorded on an accrual basis. Interest earned by the general fund is unrestricted. Interest earned by the joint ventures is restricted to be used by the applicable joint venture. Interest earned on the endowment fund is recognized as income of the restricted fund, as it is restricted for use on research, market development and education projects to benefit the entire processing vegetable industry.

Ontario Processing Vegetable Growers Notes to Financial Statements

December 31, 2022

1. Significant Accounting Policies (continued)

Cash and Cash Equivalents Cash and cash equivalents are defined as cash on hand, cash in the bank, and all guaranteed investment certificates with maturities or rights to redeem of less than or equal to 12 months.

Financial Instruments Financial Instruments are recorded at fair value at initial recognition. In subsequent periods, the organization's financial instruments are reported at cost or amortized cost less impairment, if applicable, with the exception of equity investments which are reported at fair market value. Financial assets are tested for impairment when changes in circumstances indicate the asset could be impaired.

Capital Assets Capital assets are recorded at cost less accumulated amortization. Amortization based on the estimated useful life of the asset is calculated as follows:

	Method	Rate
Furniture and equipment	Straight-line	5 years
Computer equipment	Straight-line	3 years
Vehicles	Straight-line	5 years

Use of Estimates The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and may have an impact on future periods.

Ontario Processing Vegetable Growers Notes to Financial Statements

December 31, 2022

2. Capital Assets

	2022		2021	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Vehicles	\$ -	\$ -	\$ 44,953	\$ 31,467
Furniture and equipment	147,768	144,834	147,588	137,835
Computer equipment	29,142	22,344	25,842	16,958
	176,910	167,178	218,383	186,260
		\$ 9,732		\$ 32,123

3. Government Remittances

Included in accounts payable and accrued liabilities are government remittances payable in the amount of \$154,023 (2021 - \$102,173).

Ontario Processing Vegetable Growers Notes to Financial Statements

December 31, 2022

4. Financial Instruments

The organization is exposed to various risks through its financial instruments. The following analysis provides a measure of the organization's risk exposure and concentrations as at December 31, 2021.

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 organization is exposed to credit risk resulting from the possibility that a customer or counterparty to a financial instrument defaults on their financial obligations; if there is a concentration of transactions carried out with the same counterparty; or of financial obligations which have similar economic characteristics such that they could be similarly affected by changes in economic conditions. The organization's financial instruments that are exposed to concentrations of credit risk relate primarily to its accounts receivable.

The organization is also exposed to credit risk arising from all of its bank accounts being held at one financial institution and deposits are only insured up to \$100,000.

Liquidity risk

Liquidity risk is the risk that the organization will encounter difficulty in meeting its obligations associated with financial liabilities. Liquidity risk includes the risk that, as a result of operational liquidity requirements, the organization will not have sufficient funds to settle a transaction on the due date; will be forced to sell financial assets at a value, which is less than what they are worth; or may be unable to settle or recover a financial asset. The organization is exposed to this risk mainly in respect of its accounts payable and accrued liabilities.

The organization's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient cash flows to fund its operations and to meet its liabilities when due, under both normal and stressed conditions. The organization maintains a portion of its invested assets in liquid securities.

Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The organization is exposed to interest rate risk in its investments, as they are held in high interest savings accounts with variable interest rates and GICs renewed at prevailing interest rates.

Market risk

The organization's investments are held in high interest savings accounts and GICs and therefore not subject to market fluctuations.

There have been no significant changes from the previous year in the exposure to risk or policies, procedures, and methods used to measure the risk.

Ontario Processing Vegetable Growers Notes to Financial Statements

December 31, 2022

5. Bursaries

The Ken Epp Memorial Scholarship was established in 2010 at an original contribution of \$20,000 to be awarded in increments of \$1,000 to one student per year.

The R.H. Brown Scholarship Fund began to be administered by OPVG in 2011 with a balance of \$15,000 to be awarded in increments of \$500 to two students per year.

	<u>2022</u>	<u>2021</u>
Opening balance of Epp and Brown bursary reserves	\$ 9,000	\$ 16,000
Awarded during the year	<u>(2,000)</u>	<u>(7,000)</u>
Ending balance of Epp and Brown bursary reserves	7,000	9,000
Less: current reserve for bursaries	<u>(2,000)</u>	<u>(2,000)</u>
Long term reserve for bursaries	<u>\$ 5,000</u>	<u>\$ 7,000</u>

6. Commitments

OPVG is committed under the terms of an operating lease for office space to September 30, 2025. The base rate applies plus a proportionate share of common area expenses and taxes.

OPVG has a photocopy lease expiring in 2023 with payments of \$780 per month.

Contractual obligation repayments for the next three years are as follows:

2023	50,470
2024	48,130
2025	<u>36,097</u>
	<u>\$ 134,697</u>

7. Contingent Liability

The organization runs an annual conference with OF&VPA and revenues and expenses are split evenly. A net conference surplus has accumulated over several years and is recorded with OPVG operations in the year incurred. As there is no written agreement with OF&VPA, it is undeterminable at this time whether any amounts may be owing to OF&VPA.

Ontario Tomato Research Institute
Financial Information
For the Year Ended December 31, 2022

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Compilation Engagement Report

To management of Ontario Tomato Research Institute

On the basis of information provided by management, we have compiled the balance sheet of Ontario Tomato Research Institute as at December 31, 2022 and the statements of operations and changes in net assets for the year then ended, and Note 1, which describes the basis of accounting applied in the preparation of the compiled financial information (the financial information).

Management is responsible for the accompanying financial information, including the accuracy and completeness of the underlying information used to compile it and the selection of the basis of accounting.

We performed this engagement in accordance with Canadian Standard on Related Services (CSRS) 4200, *Compilation Engagements*, which requires us to comply with relevant ethical requirements. Our responsibility is to assist management in the preparation of the financial information.

We did not perform an audit engagement or a review engagement, nor were we required to perform procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an audit opinion or a review conclusion, or provide any form of assurance on the financial information.

Readers are cautioned that the financial information may not be appropriate for their purposes.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants

Exeter, Ontario
March 9, 2023

Ontario Tomato Research Institute Statement of Financial Position

December 31	2022	2021
Assets		
Current		
Cash	\$ 348,977	\$ 366,426
Accounts receivable	31,068	418
Prepaid expenses	-	5,933
	\$ 380,045	\$ 372,777
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$ 5,916	\$ 4,955
Due to Board	1,320	1,200
	7,236	6,155
Net Assets		
Ontario Fruit & Vegetable Processors Association	186,405	183,311
Ontario Processing Vegetable Growers	186,404	183,311
	372,809	366,622
	\$ 380,045	\$ 372,777

Ontario Tomato Research Institute Statement of Changes in Net Assets

For the year ended December 31	Ontario Fruit & Vegetable Processors Association	Ontario Processing Vegetable Growers	2022	2021
Balance, beginning of the year	\$ 183,311	\$ 183,311	\$ 366,622	\$ 364,859
Excess of revenues over expenses	<u>3,094</u>	<u>3,093</u>	<u>6,187</u>	<u>1,764</u>
Balance, end of the year	<u>\$ 186,405</u>	<u>\$ 186,404</u>	<u>\$ 372,809</u>	<u>\$ 366,623</u>

Ontario Tomato Research Institute Statement of Operations

For the year ended December 31	2022	2021
Revenue		
Funding	\$ 25,546	\$ -
Ontario Fruit & Vegetable Processors Association levies	61,038	44,387
Ontario Processing Vegetable Growers levies	61,038	44,387
Ontario Tomato Seeding Growers Marketing Board	1,000	1,000
	<u>148,622</u>	<u>89,774</u>
Operating expenses		
Professional fees	1,404	1,200
Research	146,062	86,810
	<u>147,466</u>	<u>88,010</u>
Income before other income	1,156	1,764
Interest income	5,031	-
	<u>6,187</u>	<u>1,764</u>
Excess of revenues over expenses	\$ 6,187	\$ 1,764

Ontario Tomato Research Institute

Notes to Financial Information

December 31, 2022

1. Basis of Accounting

The basis of accounting applied in the preparation of the statement of financial position of Ontario Tomato Research Institute as at December 31, 2022 and the statement of operations for the year then ended is on the historical cost basis, reflecting cash transactions with the addition of:

- accounts receivable
 - accounts payable and accrued liabilities
-

Ontario Cucumber Research Committee
Financial Information
For the Year Ended December 31, 2022

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Compilation Engagement Report

To management of Ontario Cucumber Research Committee

On the basis of information provided by management, we have compiled the statement of financial position of Ontario Cucumber Research Committee as at December 31, 2022 and the statements of operations and changes in net assets for the year then ended, and Note 1, which describes the basis of accounting applied in the preparation of the compiled financial information (the financial information).

Management is responsible for the accompanying financial information, including the accuracy and completeness of the underlying information used to compile it and the selection of the basis of accounting.

We performed this engagement in accordance with Canadian Standard on Related Services (CSRS) 4200, *Compilation Engagements*, which requires us to comply with relevant ethical requirements. Our responsibility is to assist management in the preparation of the financial information.

We did not perform an audit engagement or a review engagement, nor were we required to perform procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an audit opinion or a review conclusion, or provide any form of assurance on the financial information.

Readers are cautioned that the financial information may not be appropriate for their purposes.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants

Exeter, Ontario
March 9, 2023

Ontario Cucumber Research Committee Statement of Financial Position

December 31	2022	2021
Assets		
Current		
Cash	\$ 90,953	\$ 71,604
Accounts receivable	15,986	6,571
	\$ 106,939	\$ 78,175
 Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$ 17,500	\$ 6,501
Due to Board	660	600
	18,160	7,101
 Net Assets		
Ontario Fruit & Vegetable Processors Association	44,389	35,537
Ontario Processing Vegetable Growers	44,390	35,537
	88,779	71,074
	\$ 106,939	\$ 78,175

**Ontario Cucumber Research Committee
Statement of Changes in Net Assets**

For the year ended December 31	Ontario Fruit & Vegetable Processors Association	Ontario Processing Vegetable Growers	2022	2021
Balance, beginning of the year	\$ 35,537	\$ 35,537	\$ 71,074	\$ 76,546
Excess (deficiency) of revenues over expenses	8,852	8,853	17,705	(5,472)
Balance, end of the year	\$ 44,389	\$ 44,390	\$ 88,779	\$ 71,074

Ontario Cucumber Research Committee Statement of Operations

For the year ended December 31	2022	2021
Revenue		
Ontario Processing Vegetable Growers levies	\$ 32,663	\$ 21,414
Ontario Fruit & Vegetable Processors Association levies	32,663	21,414
Interest income	1,025	-
	<u>66,351</u>	<u>42,828</u>
Operating expenses		
Professional fees	660	600
Research	47,986	47,700
	<u>48,646</u>	<u>48,300</u>
Excess (deficiency) of revenues over expenses	\$ 17,705	\$ (5,472)

Ontario Cucumber Research Committee Notes to Financial Statements

December 31, 2022

1. Basis of Accounting

The basis of accounting applied in the preparation of the statement of financial position of Ontario Cucumber Research Committee as at December 31, 2022 and the statement of operations for the year then ended is on the historical cost basis, reflecting cash transactions with the addition of:

- accounts receivable
 - accounts payable and accrued liabilities
-

Pea, Bean and Corn Industry Research Committee
Financial Information
For the Year Ended December 31, 2022

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Compilation Engagement Report

To management of Pea, Bean and Corn Industry Research Committee

On the basis of information provided by management, we have compiled the statement of financial position of Pea, Bean and Corn Industry Research Committee as at December 31, 2022 and the statements of operations statement of changes in net assets for the year then ended, and Note 1, which describes the basis of accounting applied in the preparation of the compiled financial information and, if applicable, other explanatory information (the financial information).

Management is responsible for the accompanying financial information, including the accuracy and completeness of the underlying information used to compile it and the selection of the basis of accounting.

We performed this engagement in accordance with Canadian Standard on Related Services (CSRS) 4200, *Compilation Engagements*, which requires us to comply with relevant ethical requirements. Our responsibility is to assist management in the preparation of the financial information.

We did not perform an audit engagement or a review engagement, nor were we required to perform procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an audit opinion or a review conclusion, or provide any form of assurance on the financial information.

Readers are cautioned that the financial information may not be appropriate for their purposes.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants

Exeter, Ontario
March 9, 2023

**Pea, Bean and Corn Industry Research Committee
Statement of Financial Position**

December 31	2022	2021
Assets		
Current		
Cash	\$ 74,844	\$ 93,929
Accounts receivable	31,730	174
	\$ 106,574	\$ 94,103
 Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$ 12,143	\$ 17,556
Due to Board	660	600
	12,803	18,156
 Net Assets		
Ontario Fruit & Vegetable Processors Association	46,885	37,973
Ontario Processing Vegetable Growers	46,886	37,974
	93,771	75,947
	\$ 106,574	\$ 94,103

The accompanying notes are an integral part of these financial statements.

**Pea, Bean and Corn Industry Research Committee
Statement of Changes in Net Assets**

For the year ended December 31	Ontario Fruit & Vegetables Processors Association	Ontario Processing Vegetable Growers	2022	2021
Balance, beginning of the year	\$ 37,973	\$ 37,974	\$ 75,947	\$ 63,917
Excess of revenues over expenses	8,912	8,912	17,824	12,030
Balance, end of the year	\$ 46,885	\$ 46,886	\$ 93,771	\$ 75,947

The accompanying notes are an integral part of these financial statements.

Pea, Bean and Corn Industry Research Committee Statement of Operations

For the year ended December 31	2022	2021
Revenue		
Ontario Fruit & Vegetable Processors Association levies	\$ 22,107	\$ 21,015
Ontario Processing Vegetable Growers levies	22,107	21,015
Interest income	1,408	-
	<hr/> 45,622	<hr/> 42,030
Operating expenses		
Professional fees	660	600
Research	27,138	29,400
	<hr/> 27,798	<hr/> 30,000
Excess of revenues over expenses	\$ 17,824	\$ 12,030

The accompanying notes are an integral part of these financial statements.

Pea, Bean and Corn Industry Research Committee

Notes to Financial Information

December 31, 2022

1. Basis of Accounting

The basis of accounting applied in the preparation of the statement of financial position of Pea, Bean and Corn Industry Research Committee as at December 31, 2022 and the statement of operations for the year then ended is on the historical cost basis, reflecting cash transactions with the addition of:

- accounts receivable
 - accounts payable and accrued liabilities
-

**Tomato Grading Reserve Fund
Financial Information
For the Year Ended December 31, 2022**

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Compilation Engagement Report

To management of Tomato Grading Reserve Fund

On the basis of information provided by management, we have compiled the balance sheet of Tomato Grading Reserve Fund as at December 31, 2022 and the statements of operations and changes in net assets for the year then ended, and Note 1, which describes the basis of accounting applied in the preparation of the compiled financial information and, if applicable, other explanatory information (the financial information).

Management is responsible for the accompanying financial information, including the accuracy and completeness of the underlying information used to compile it and the selection of the basis of accounting.

We performed this engagement in accordance with Canadian Standard on Related Services (CSRS) 4200, *Compilation Engagements*, which requires us to comply with relevant ethical requirements. Our responsibility is to assist management in the preparation of the financial information.

We did not perform an audit engagement or a review engagement, nor were we required to perform procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an audit opinion or a review conclusion, or provide any form of assurance on the financial information.

Readers are cautioned that the financial information may not be appropriate for their purposes.

BDO Canada LLP

Chartered Professional Accountants, Licensed Public Accountants

Exeter, Ontario
March 9, 2023

Tomato Grading Reserve Fund Statement of Financial Position

December 31	2022	2021
Assets		
Current		
Cash	\$ 40,192	\$ 40,190
Equipment (Note 2)	5,864	19,501
	\$ 46,056	\$ 59,691
 Liabilities and Net Assets		
Current		
Due to Board	\$ 660	\$ 600
Net Assets		
Ontario Fruit & Vegetable Processors Association	22,698	29,546
Ontario Processing Vegetable Growers	22,698	29,545
	45,396	59,091
	\$ 46,056	\$ 59,691

**Tomato Grading Reserve Fund
Statement of Changes in Net Assets**

For the year ended December 31	Ontario Fruit & Vegetable Processors Association	Ontario Processing Vegetable Growers	2022	2021
Balance, beginning of the year	\$ 29,546	\$ 29,545	\$ 59,091	\$ 75,235
Deficiency of revenue over expenses	<u>(6,848)</u>	<u>(6,847)</u>	<u>(13,695)</u>	<u>(16,144)</u>
Balance, end of the year	\$ 22,698	\$ 22,698	\$ 45,396	\$ 59,091

**Tomato Grading Reserve Fund
Statement of Operations**

For the year ended December 31	2022	2021
Revenue		
Interest income	\$ 602	\$ -
Operating expenses		
Amortization	13,637	15,544
Professional fees	660	600
	<hr/>	<hr/>
	14,297	16,144
	<hr/>	<hr/>
Deficiency of revenues over expenses	\$ (13,695)	\$ (16,144)

Tomato Grading Reserve Fund Notes to Financial Information

December 31, 2022

1. Basis of Accounting

The basis of accounting applied in the preparation of the statement of financial position of Tomato Grading Reserve Fund as at December 31, 2022 and the statement of operations for the year then ended is on the historical cost basis, reflecting cash transactions with the addition of:

- capital assets amortized over their useful life

2. Capital Assets

	2022		2021	
	Cost	Accumulated Amortization	Cost	Accumulated Amortization
Equipment	\$ 186,619	\$ 180,755	\$ 186,619	\$ 167,118
		\$ 5,864		\$ 19,501



OPVG VISION

Catalyst for sustained growth and innovation in processing vegetables.

OPVG STRATEGIC INTENTS

Strategic Intent 1: Improve effectiveness of OPVG's governance structure.

Measures

- Did we do what we said we would do – e.g. improve the district process, add crop committees, define meeting and budget guidelines?
- Has grower engagement improved as a result? Probably needs to be ongoing and regular engagement surveys to see if approvals improve.
- Do people want to be on the Board?

Strategic Intent 2: Improve effectiveness and efficiency of the negotiating process.

Measures

- Reduced time spent in negotiations.
- In post-negotiation surveys, negotiators perceive less conflict and a higher level of satisfaction with the process.
- More growers want to step up for negotiations.

Strategic Intent 3: Improve communication with growers and processors.

Measures

- Did we do what we said and is there improvement in attitudes?

Strategic Intent 4: Build long-term confidence in the processing vegetable industry.

Measures

- More growers wanting contracts or larger contracts.
- Improved research process to enhance our industry.
- New processors entering or existing ones expanding.





**Ontario Processing
Vegetable Growers**


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