ONTARIO Bean GROWERS

# Annual Report

## 2020–2021

ONTARIO Bean GROWERS

## Vision

*Innovative leaders, growing and promoting high quality dry edible beans, contributing to a healthy world.*

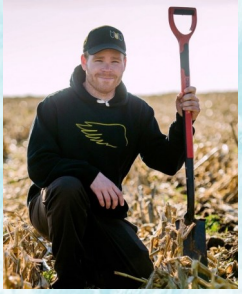
## Mission

*Our mission is to collaborate with industry partners through research and development, to build an innovative, sustainable business environment and promote the consumption of dry edible beans, contributing to healthy growth for all stakeholders.*

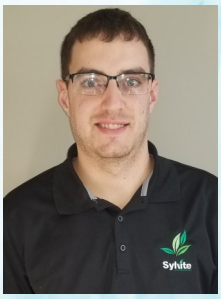
# Board of Directors

**Mike Donnelly-Vanderloo**
**Chair**

**Jamie Payton**
**Vice Chair**



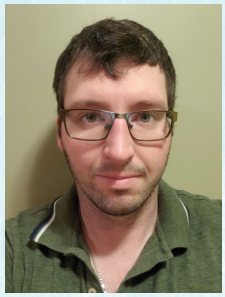
**Tyler Vollmershausen**
**Research Chair**



**Brendan Louwagie**
**Market Promotions & Communications Chair**

**Nick Cressman**
**Director**

**Adam Ireland**
**Director**



**Maitland Underwood**
**Director**

# Management

**Ryan Koeslag**
**Executive Director**

**Jennifer Mitchell**
**Project Manager**

# 2022 Ontario Bean Growers Annual General Meeting

March 1, 2022
9:00am-12:00pm

## AGENDA

Meeting room will be open at 8:45am

| | | |
|---|---|---|
| 9:00am | **Call to Order and Welcome** | Mike Donnelly-Vanderloo |
| | **Housekeeping** | Jennifer Mitchell |
| 9:05am | **Approval of the Agenda** | Mike Donnelly-Vanderloo |
| | **Approval of the 2021 AGM Minutes** | |
| 9:15am | **2020-21 Auditor's Report & Questions** | RLB |
| | **Approval of Auditor's for 2021-22** | Mike Donnelly-Vanderloo |
| 9:30am | **Chair's Report** | Mike Donnelly-Vanderloo |
| | **Executive Director's Report** | Ryan Koeslag |
| 9:40am | **Global Update** | Marion Hunt, Hensall Co-op |
| 10:00am | **2021 Crop Update** | Meghan Moran, OMAFRA |
| 10:20am | **EU Farm to Fork Strategy** | Lynn Fortin, Mission of Canada to the EU (joining from Brussels) |
| 11:00 | **Special Presentation** | Marc Zienkiewicz, Seed World Group |
| | **U of G Breeding Program** | K. Peter Pauls, University of Guelph |
| 11:20am | **Director and District Delegate Elections**<br>*Appointment of Scrutineers, Review of Election Process*<br>***Announcement of 2021-22 Board of Directors and District Delegates*** | John Fitzgerald, FPMC |
| 11:35am | **Resolutions** | |
| 11:50am | **Final words and adjournment** | Mike Donnelly-Vanderloo |

# Chair's Message

**Mike Donnelly-Vanderloo**
**Chair**

Last year at this time we were in the middle of COVID. The end appears to be in sight now and I hope this will be our last entirely virtual AGM. War has erupted recently in the Ukraine and markets that were already bullish have ignited. Never a dull moment! Of course, we all know how fast markets can fall. I am concerned though about smaller acreage field crops such as dry beans which don't have opportunities to be hedged in Chicago. If price signals from buyers come too late acreage will shift to other crops and that may happen shortly.

Let's hope we are rewarded sufficiently for the extra risk in growing dry beans. Risk is something we don't need more of. No one has a crystal ball but many would agree that variability in weather, markets etc. is increasing. There is only so much we can do but that's why OBG is focused on agronomic and genetic solutions to increasing environmental resilience and sustainability. In addition, Crop Insurance and Risk Management Programs are being examined so they account for differences between the various bean market classes. We need to have our tools at the ready if they are needed.

Regarding OBG's 2020-2021 financial position, we realized $1,265,124 of license revenue based on $6.80/MT, up from $920,670 in 2019-20. With expenses for the year coming in at $829,035, we saw a $515,153 surplus at year end. Using data provided to us by Agricorp, we calculated an acreage for all market classes of approximately 164,341 acres with production of 4,101,420 cwt bags. This would indicate a yield of approximately 25 cwt bags per acre.

This is exceptional and a testament to the importance of timely rainfall during podfill. It should be noted that there has been a steady increase in yield since OBG's inception in 2013. That year came in at 19.20 cwt bags per acre. Improved agronomic practices and genetic gains both factor into these yield advancements.

As per OBG's Reserve Fund Policy, fifty percent of the 2019-20 surplus will be directed to an operational reserve with the remaining fifty percent going into a research reserve. The research reserve will help to fund OBG's investment into the next Pulse Science Cluster, which will begin in April 2023. All OBG activities are considered important in advancing our growers' interests but research is the foundation which keeps us competitive on the world stage.

On a personal note, I along with others present during the talks to create the Ontario Bean Growers from the White and Coloured Bean groups decided to place a term limit on directors. I have reached that term limit now so I will not be running again. I still believe, as I did back then, that it is important to make way for newcomers and as I look at the depth and diversity of experience I feel I'm leaving the board in very good hands. I know they will serve the bean growers of Ontario very well indeed.

So as I turn a new leaf in my career, never knowing what the future may hold, I would like to say "thanks". Thanks for letting me serve you. I have been so fortunate to have met so many unique individuals over the years. I have had many laughs and a few disagreements along the way but always enjoyed the challenging conversations as we passionately represented the interests of Ontario growers. That is why I am grateful, I wouldn't have traded this experience for anything and I strongly encourage others to consider being a delegate or director in the future.

It's been an honour,

Mike

# Executive Director's Message

**Ryan Koeslag**
**Executive Director**

OBG's annual general meeting is once again upon us and with it, signs that spring is just around the corner.

I think this year, we feel a sense of nervous relief, almost dangling in front of us, with signs of the pandemic ratcheting down and some mandates being lifted. This winter has been hard on many fronts for our industry. From cross border issues with supply shortages or blockades, navigating mandates, and simply dealing with winter weather. There finally appears to be a light at the end of the tunnel.

When reviewing the last year of activities undertaken by OBG, I can't help to feel a sense of solid development on a few fronts. Working together with RLB Consulting Division and our bean dealers, we built a new and improved database for tracking grower contact information and settlements. All OBG farmers should know their information, held within the database, is secure and private. Not only is it secure and private from the public but also from our Board of Directors. No producer or dealer information is ever shared with Directors and all reports are produced with aggregate information and used for directional/policy purposes only. Jennifer has worked hard to develop our new system and we look forward to the efficiencies and annual cost reduction because of its implementation.

Acres were down in 2021, and harvest was challenging once again. Some growers got off to a good start or even completed harvest in September with good quality, high yields and good conditions, while others were forced to wait for their crops to mature. October brought some of the toughest harvest conditions in recent memory, with frequent rainfall putting a stop to any harvest activity in dry beans or soybeans. Most growers were eventually able to complete harvest during some short breaks in the weather, but some acres had to be abandoned because of the poor quality of the crop remaining in the field. Hopefully 2022 is a little easier!

The Board continued to operate remotely for most of the year. Although online meetings can be a challenge, maintaining the ongoing operations and addressing current issues was never an issue for the OBG Board od Directors. With that said, we will continue to take into consideration the best use of people's time, cost, and meeting effectiveness as we plan our slate of meetings for the upcoming year.

On a promotions front, some new activities are mentioned under the promotions section. I want to acknowledge the partnership with Fortino's grocery stores which had beans front and centre during a promotional campaign in August. Pick Ontario First provided a platform for commodity groups to share their story and promote their products.

Moving forward OBG has some challenges to address. Continuing our strong relationship with the University of Guelph (UofG), specifically around the activities of the Huron Research Station will be top priority in 2022. We need to ensure that the high level of research that growers expect and depend on continues. We look forward to continuing to actively engage with the UofG on the Variety Commercialization Advisory Committee. This committee was struck to provide a forum for collaborative discussion and strategy development to enhance the commercialization process and maximize the economic impact of varieties developed at the UofG.

Examining the potential impacts of proposed European Union legislation on market access will another priority area of focus for OBG, as well as Pulse Canada. Working together with the government to determine our best courses of action at both a policy and farm practice level will need serious consideration.

Finally, I want to recognize Mike Donnelly-Vanderloo and his contributions to OBG upon his retirement from the board. His knowledge of all facets of the industry is incredible. Although Mike will no longer be serving on the Board, I will make it a priority to continue to engage with him on issues requiring his wealth and breadth of knowledge. On a personal level I want to thank Mike for working closely with Jennifer and I, helping improve our Bean knowledge over the past few years.

As always, be sure to contact our office if you have any questions or need assistance with dry bean related matters. Wishing you good luck and good health in 2022.

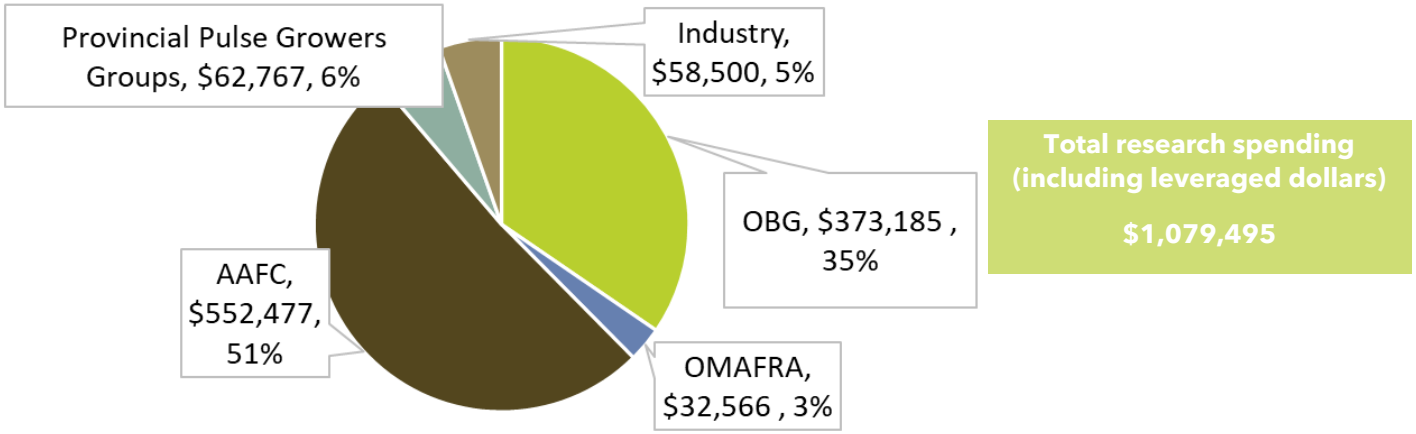
# Research

OBG's goal for agronomic research is to invest in projects that contribute to the productivity and profitability of farmers growing dry edible beans in Ontario.

*Individual research project reports can be found in our Annual Research Report.*

## Leveraged Research Dollars 2020-21

*This includes funds leveraged through the Pulse Science Cluster that do not flow through OBG's books.*




### Research Day

On August 18, OBG held a scaled-down version of our annual research day at the Huron Research Station for our Board of Directors and District Delegates. Bean dealers were also invited to send representatives. There were no formal presentations this year, but participants were able to get out and tour the plots.

OBG Chair, Mike Donnelly-Vanderloo, Minister of Agriculture, Food, and Rural Affairs, Lisa Thompson, and OBG Vice Chair, Jamie Payton

A new project, which will be of particular interest to growers, is on insecticide timing for Western Bean Cutworm. As results are published from this study, and on other studies at the station, they will be posted on drybeanagronomy.ca.

Minister of Agriculture, Food, and Rural Affairs, and MPP for Huron-Bruce, Lisa Thompson, stopped by at the beginning of the day to meet with attendees and bring greetings from the Ministry.

### Green Patch

The mystery of Green Patch continues to baffle growers and researchers alike. Forty-five percent of respondents to our 2021 grower survey reported having seen Green Patch in their fields. So far, it has been reported in Perth, Huron, Oxford, Middlesex, Elgin, and Kent counties. Etna, Dynasty, Yeti, Pink Panther, and some varieties of white beans seem to be the varieties that are affected, with Etnas, for some reason, being the hardest hit. Meghan Moran, Canola and Edible Bean Specialist with OMAFRA, says that 6-8 growers report the phenomenon each year. Tissues samples have been sent for analysis, but so far results have been inconclusive. We do know that Green Patch

doesn't consistently appear in the same spot.

OBG will continue to support Meghan's work to find answers, and ultimately solutions to this issue.

### Spider Mites

OBG has been investing some in kind support of a project being carried about by University of Western Ontario and AAFC researchers, looking at dimethoate resistant spider mites and what other chemistries may be an effective control for these pests. Currently, the only other effective product available in Canada is Oberon, a highly cost-prohibitive product used in horticultural. We are hopeful that this research will lead

**Thanks to Ferguson Bros for contributing 200kg each of dark red kidney and cranberry bean seed, and Hensall Co-op for contributing 200kg of black bean seed to this project.**

# The Little Bean That Could: Why Dynasty Changed the Dark Red Kidney Bean Game

By Marc Zienkiewicz

Nearly a decade after its release, the Dynasty Dark Red Kidney Bean has set the bean world on fire and now comprises 90% of all dark red kidneys grown in Ontario.

It's hard to imagine a humble little kidney bean making such big waves in the farming world and food space.

But that's exactly what the Dynasty Dark Red Kidney Bean has done and why it's earned the Seed of the Year Award for 2022, which recognizes breeders for their research accomplishments in developing a new variety of field crops, forages, fruits, vegetables and herbs.

Bean breeders Tom Smith and Peter Pauls were on hand to talk about Dynasty during a field day held for OBG board members and delegates in the summer of 2020.

**"DYNASTY IS ALL ABOUT YIELD. IT HAS ALWAYS STOOD OUT IN THAT DEPARTMENT."**

**–PAUL CORNWELL**

The Dynasty bean, which was bred at the University of Guelph by Peter Pauls and Tom Smith, has had a huge impact on the dry bean industry in Ontario. Its rise in acreage across the province has been phenomenal over the past eight years, and it now represents 90% of the dark red kidney bean acreage in Ontario.

It's also been widely adopted abroad, approaching 50-60% of the total dark red kidney bean acreage across North America. Its wide adaptability, tremendous yield potential and stress tolerance have made it one variety that bean farmers want to grow.

"Dynasty is all about yield. It has always stood out in that department," says Paul Cornwell, field marketer and seed manager for Hensall Co-op based in Ontario, which markets the bean. "Of all the varieties we've handled over the years, Dynasty is one that really broke through on so many levels. It's such a big success story all-around."

Based on yield data generated through Ontario Pulse Crop Committee variety trials, Dynasty consistently outperforms Red Hawk from the Michigan State University breeding program, showing an

impressive 613 lb/acre advantage (based on the five-year average) over Red Hawk.

With current prices for kidney beans, that's about $324.89 more per acre going back into grower's pockets if they grow Dynasty, says Ontario Bean Growers Project Manager Jennifer Mitchell.

"If we were very conservative with our numbers and said the return to growers was $250 more per acre, based on 15,000 acres of Dynasty grown in Ontario, that's a $3.75 million return to those growers."

Based on information provided by Ontario bean dealers, Mitchell estimates that 90% of the dark red kidney beans planted in Ontario are Dynasty.

For Pauls and Smith, seeing Dynasty become the definitive dark red kidney bean variety in Ontario and abroad is a huge reward considering it didn't live up to expectations the first year it was trialed.

"During the first year of provincial trials it for some reason didn't yield well compared to the checks, but we knew we had something in this line. So, we entered it as a first-year line again, and of course then it performed the way we expected. We still don't really know what happened that first year, but it's a good thing we believed in it and didn't give up," Smith says.

Dynasty has a complicated pedigree, having been derived from a double-cross between HR85-1885 and Montcalm and USWA-39 and AC Litekid – it is part of what is known as a conical cross. F1 plants were grown in the growth room in 1997 at the University of Guelph and crossing was made between F1s to derive the F1 double hybrids.

RESEARCH

The F1 double hybrids were grown in the field in 1998 at the Elora Research Station and all seeds were bulked. The F2–F4 generations were advanced using the modified bulk method. Single plant selection for maturity, resistance to common bacterial blight, kidney bean seed type, and high pod number were made from space planted F5 bulk plots in the field in 2002.

Now that Dynasty dominates the kidney bean industry, Pauls says the reputation of the University of Guelph breeding program has received a significant boost.

"It's really opened up the eyes of some of the people in the bean breeding community. It's not that large a community, and word travels fast and far when you're able to develop really good lines."

# Advocacy & Government Relations

To engage with government and industry stakeholders on issues that affect the productivity, profitability and sustainability of Ontario's bean growers.

## PMRA Decision on Thiamethoxam

In the spring of 2020, the PMRA released their long awaited Special Review Decision for Clothianidin and Thiamethoxam Risk to Aquatic Invertebrates, and affirmed that in many cases these tools can be used without posing unacceptable risks to aquatic invertebrates. This decision was a change from the 2018 proposed re-evaluation decision to cancel all outdoor agriculture uses of these products due to concerns over the potential risk to aquatic invertebrates that was based on conservative modelling. Due to an extensive amount of data that was made available to the PMRA after the publications of the proposed re-evaluation decision, including a submission from the Ontario Bean Growers and the broader pulse industry, the PMRA was able to come to a more informed, risk-based decision that is based on the best available real-world data.

The result for dry bean growers is that there were no changes to use of thiamethoxam (Cruiser Maxx) as a seed treatment.

## Strike at the Port of Montreal

In April 2021 at strike at the Port of Montreal created massive disruption for our industry. Not only were exports of beans delayed, but we heard that there could be some difficulty bringing in Adzuki bean seed in time for planting.

Pulse Canada launched a lobby effort pushing for an end to the strike and OBG leant its support by penning

a letter to the Minister of Labour urging the Government of Canada to immediate action to stop the strike. On April 30, *Bill C-29, An Act to provide for the resumption and continuation of operations at the Port of Montreal,* received royal assent. Per the legislation, the strike at the Port of Montreal ended Saturday, May 1, at 12:01am EDT.

### Risk Management Program and Production Insurance

OBG is currently in the process of reviewing the Risk Management Program and Production Insurance to ensure that both programs are working for growers. Specifically we are looking at the cost of production numbers that are used in calculations and the effectiveness of the Japan/Other grouping for production insurance.

### Responsible Grain

In last year's report, we shared with you details of OBG's involvement in reviewing the draft voluntary code of practice known as Responsible Grain (an initiative of the Canadian Roundtable for Sustainable Crops (CRSC). The feedback received by grower groups and farmers themselves through a consultation process held in the spring of 2021 resulted in the development of a white paper titled Sustainability in the marketplace– Need and opportunity for action. OBG, and our counterparts at Pulse Canada and the western pulse grower groups are currently reviewing this document and will be developing a pulse industry response that ensures the best interests of our growers are represented.

**Advocacy & Government Relations**

# Grower & Agronomist Relations

To engage with growers, potential growers and agronomists with an aim to transfer knowledge and encourage the inclusion of dry edible beans in crop rotations across the province.

Thank you to the 62 growers who participated in our 2021 grower survey last summer. Our plan, going forward, is to issue the survey in the winter. The next survey is planned for winter 2023.

### Survey Highlights

**72%** of respondents have a college diploma or bachelor degree

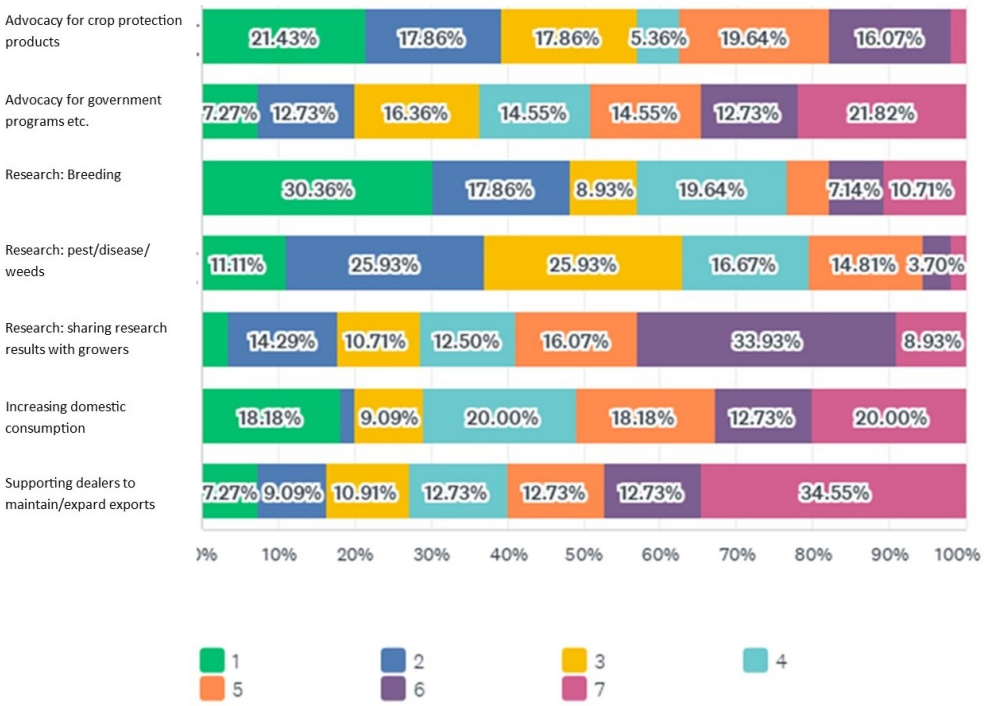
Of these, **75%** reported that their post-secondary education was in agriculture.

**63%** of respondents rated the value they received for their license fee as either good or excellent.

Breeding continues to be a top priority for growers with **48%** respondents listing it as their **#1** or **#2** priority.

Breeding was followed by Advocacy for crop protection products (**39%** ) and pest/disease/ weed management research (**37%**) ranked as either the **#1** or **#2** priority.

### Ranking by importance of focus areas of work for OBG



# Promotions

Through our promotions and communications efforts, OBG supports the profitability and sustainability of Ontario's bean growers by carrying out activities that contribute to increased consumption of dry edible beans.

## National Bean Strategy

Over the course of the past year, the national "bean team, comprised of staff from OBG, Alberta Pulse Growers (APG), Manitoba Pulse and Soybean Growers (MPSG), and Pulse Canada, has been focused on developing tactics for the dry bean portion of Pulse Canada's 25 x 25 strategy. The strategy aims to see 25% of pulse production utilized in new market and use categories by 2025. In the case of dry beans, the focus is on increasing domestic consumption.

The tactics for the bean strategy were developed based on knowledge gathered through a number of studies, as well as the personal observations of grower organization staff who work closely with consumers. These tactics were strategized in fiscal 20-21 and will be executed in fiscal 21-22. The strategy is funded by Pulse Canada and AAFC through the AgriMarketing Program.

### #Love CDNBeans Campaign

#LoveCDNBeans is a multi-faceted campaign that will utilize public relations, brand ambassadors, influencer marketing, giveaways and social media ads to own the bean category across Canada while also creating awareness for the versatility and visibility of Canadian beans.

The campaign is fronted by three brand ambassadors – Chef Devan Rajkumar, Chef Renee Lavallee (Top Chef Canada alumni), and Registered Dietitian Abby Langer and an umber of high-profile food influencers from a cross the country. Our brand ambassadors and influencers are tasked with delivering the following key messages to their followers:

**Taste and versatility -** Canada produces a wide variety of beans that can add amazing taste, colour, and texture to your recipes.

**Beans are Canadian -** Canada is a global leader in producing high quality and sustainable dry beans.

**Local & Sustainable -** he overwhelming majority of beans found on store shelves are grown in Canada by local Canadian farmers, whose commitment to quality and sustainable food production (or just "agriculture") is second-to-none.

**Nutritious and Healthy** The versatility of Canadian beans allows them to easily boost the nutrition of your favourite recipes. Adding half a cup can put 9 more grams of protein and fibre on your plate.

**A versatile pantry staple -** Add local and sustainable Canadian beans to your menu tonight to support the health of your family and friends (sharing).

### Commodity Partnership

A recent study commissioned by Pulse Canada has shown that Canadians hold antiquated perceptions about beans. While there is general recognition for beans as nutritious, they are often seen as old fashioned or 'boring'. In addition, there is a lack of awareness that the majority of beans found on Canadian store shelves are actually grown in Canada.

The focus of this tactic is to partner with other commodities to showcase Canadian beans as a nutritious, local and shelf stable food that fits well on any plate. It will re-position Canadian beans as trendy food by leveraging the stories, flavours, and nutritional attributes of other commodities to elevate their allure with Canadian beans as a supportive ingredient.

### Retail Partnership

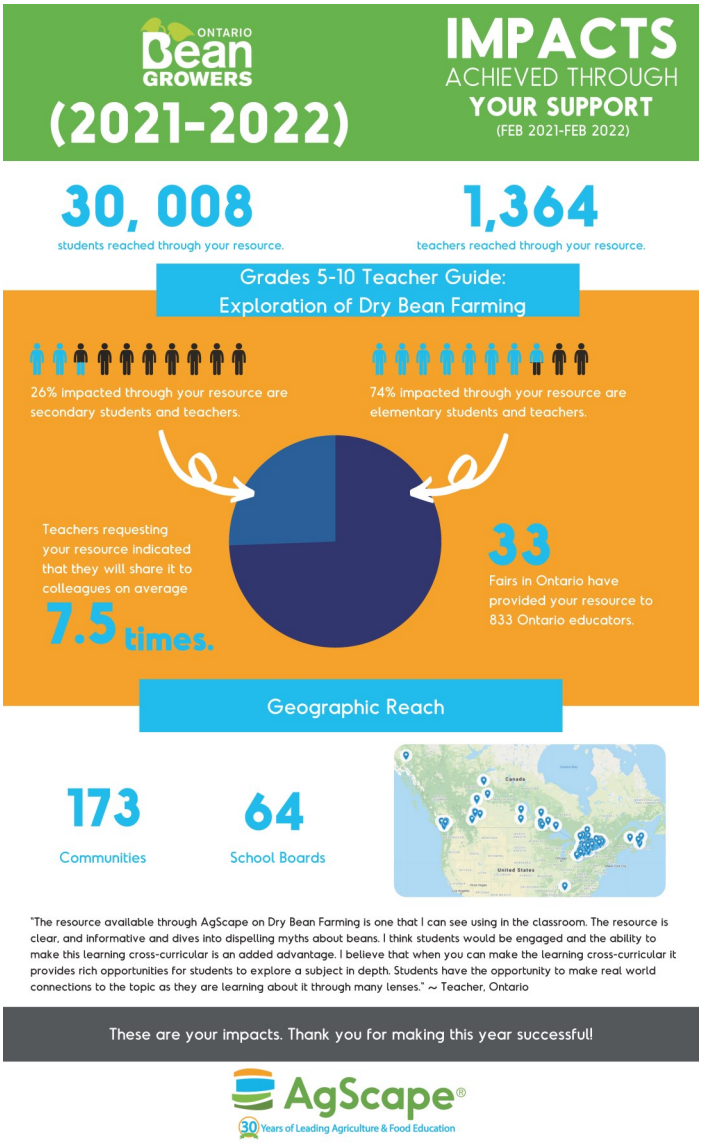
Leverage the attributes of Canadian beans to increase sales of Canadian beans to Canadian consumers. We will be reaching out to consumer directly via a partnership with Longo's

**Did you know that OBG produces a consumer newsletter, sharing recipes, tips and tricks and news from "Down on the Farm". The Bean Scene goes out to 1,258 subscribers on a quarterly basis. Sign up here!**

## AgScape Teacher's Guide

One of the most exciting projects we took on was the development of a Grade 5-10 Teacher's Guide titled "Exploration of Dry Bean Farming", in partnership with AgScape. To date, the resource has reached 30,008 students in 173 communities and 64 school boards in Ontario. In addition to this, 33 Agricultural Societies have provided the resource to 833 Ontario educators.

Exploration of Dry Bean Farming is available on the OBG and AgScape websites.




## Diabetes Canada

While the pandemic has closed many doors to engaging with consumers, it did open a new door for OBG in the form of a partnership with Diabetes Canada. The Diabetes Canada Type 1 and Type 2 Diabetes conferences moved online and OBG participated in the virtual tradeshow for both of these events. In total the OBG booth saw 988 + visits and had 973 + documents (recipe books and fact sheets) downloaded. This surpasses anything we have ever seen at an in person event, and for much less cost.

We also sponsored two other Diabetes Canada events.

SWAG bag – partnership with The Andersons

In partnership with The Andersons Canada we contributed 144 lbs of Thompson's White Pea Beans to the Diabetes Canada Golf Tournament Healthy Living Swag Bag, along with promotional recipe/info cards.

We also partnered with Cullen's Foods to provide 125 cans of Cullen's navy beans and recipe/info cards to the Diabetes Canada 100 Year Celebration to End Diabetes Cause Box

## Fortino's – Pick Ontario First Commodity Partnership

In August, OBG, five other commodity groups, and Foodland Ontario partnered with Fortino's Supermarket on "Pick Ontario First", a campaign designed to improve awareness and visibility of Ontario grown products. In the case of Ontario beans, we encouraged consumers to look for beans label Product of Canada and highlighted Thompson's White Pea Beans, and Unico dark red and white kidney beans, Romano beans, and black beans. Pick Ontario First reached 800,000 households via hard copy flyer and digital media and went right to the inbox of 160,000 PC Optimum subscribers. During the campaign, Fortino's website had penetration of 6.8% when it is normally 5.9%.

## Postmedia Campaign

We had a very successful first year working with Postmedia to promote the versatility, health attributes, and localness of Ontario beans. Three sponsored content stories appeared online and in hard copy editions of the National Post, Ottawa Citizen, London Free Press, and Windsor Star garnering 1.1 million impressions. A series of digital display ads (those ads that pop up on websites or apps) scored 3.5 million impressions. Our ads were most often seen on apps such as My Fitness Pal. Finally, OBG sponsored videos ads on YouTube and received 100,882 views with a view through rate of 35% (the benchmark rate being 25%).

For the current fiscal, we refined the campaign based on what we learned in the previous year and look forward to sharing those results with you in the next annual report.

## Food Influencers & Commodity Partnerships

OBG continues to work with a number of food influencers to develop and promote recipes with an aim to increase interest (and ultimately consumption) of beans and to gain followers on social media. Our team of influencers for 20-21 included Living Lou, Sugar Love Spices, The Yum Yum Factor, and Sweet Sugar Bean. The recipes they developed reside in OBG's recipe library as well as on their own websites.

For Mother's Day, 2021, we partnered with Ontario Turkey to sponsor a live Instagram cookalong fundraiser for the Shoebox project with Ben Mulroney and Chef Raquel Fox. The ingredients were delivered to Ben's home and he cooked live alongside Chef Raquel via the Shoebox Project's Instagram page. The Ontario Beans sponsored recipe was a white kidney bean and sweet potato tostada.

The mission of the Shoebox Project is to share empathy, kindness and compassion with local women impacted by homelessness through the collection and distribution of gift-filled Shoeboxes and messages of support.

## Local Food Week 2021

Local Food Week in Ontario is celebrated the first full week of June each year. This year, OBG teamed up with Turkey Farmers of Ontario, Veal Farmers of Ontario, Egg Farmers of Ontario and the Ontario Produce Marketing Association to jointly promote our commodities. This cross media campagin included TV, social media, and print media.

**OBG Consumer Website Performance**

Page views increased by 28% in 20-21 compared to 19-20 (from 78,760 views to 100,775 views). The homepage is the most visited page, followed by "Types of Beans" and the Recipe Library landing page. This increase is the cumulative result of consistent promotion via the Postmedia campaign and in house social media promotion.

### TV Segments

Emily Richards, has a Bachelor of Science in Home Economics specializing in Food and Nutrition. She is a Cookbook Author and has developed and tested recipes for magazines, cookbooks, food companies and grocery stores. Emily shared our Falafel in a Bowl recipe on CTV Ottawa and Global Kingston. She also posted the recipe on her Blog.
View the segment - CTV Ottawa This Morning
View the segment - Global Kingston

Chef Raquel Fox, a Toronto based caterer and culinary teacher at George Brown College, presented recipes featuring beans, turkey, veal, eggs and produce on CHCH Morning.

View the segment.

### Instagram

Social media influencer, Jordana Hart @ihartnutrition, highlighted the commodities through an IG Reels grocery haul - which featured Ontario beans from Cullen's Foods. A second IG Reel saw Jordana transform the ingredients she picked up on the grocery haul into four beautiful recipes:

1. Skillet veal chop + asparagus
2. Chocolate covered strawberries
3. Arugula salad with **navy beans**, beets, sauteed mushrooms, goat cheese and balsamic glaze
4. Kale Pea Pasta with turkey meat sauce

Grocery Haul Reel
Recipes Reel

### Print Media

OBG's recipe for Falafel in a Bowl was included nationally, in the Sun family of newspapers, in a feature by Rita DeMontis, the award-winning National Lifestyle and Food editor for the SUN MEDIA chain.
Read the article

# ONTARIO BEAN GROWERS

## FINANCIAL STATEMENTS

## FOR THE YEAR ENDED AUGUST 31, 2021

## ONTARIO BEAN GROWERS

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### YEAR ENDED AUGUST 31, 2021


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Chartered Professional Accountants

## INDEPENDENT AUDITOR'S REPORT

To the Members of: Ontario Bean Growers

**Opinion**
We have audited the accompanying financial statements of Ontario Bean Growers, which comprise the statement of financial position as at August 31, 2021 and the statements of changes in net assets, operations and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, these financial statements present fairly, in all material respects, the financial position of Ontario Bean Growers as at August 31, 2021 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not for profit organizations.

**Basis of 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 Ontario Bean Growers 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 a 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.



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As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgement 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 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.

RLB LLP

Guelph, Ontario
December 8, 2021

Chartered Professional Accountants
Licensed Public Accountants

**ONTARIO BEAN GROWERS**

**STATEMENT OF FINANCIAL POSITION**

**AS AT AUGUST 31, 2021**

| | **General** (Unrestricted) | **Research** (Internally Restricted) | **Reserve** (Internally Restricted) | **2021** | **2020** |
|---|---|---|---|---|---|
| | | **A S S E T S** | | | |
| **CURRENT** | | | | | |
| Cash | $ 1,529,983 | $ 0 | $ 0 | $ 1,529,983 | $ 719,450 |
| Short term investments (note 5) | 568,979 | 0 | 181,474 | 750,453 | 1,247,146 |
| Accounts receivable | 0 | 0 | 0 | 0 | 5,980 |
| Grants receivable | 15,971 | 0 | 0 | 15,971 | 125,997 |
| Government remittances refundable | 26,454 | 0 | 0 | 26,454 | 13,291 |
| Due (to) from reserve fund | (574,424) | 469,631 | 104,793 | 0 | 0 |
| Prepaid expenses | 1,585 | 0 | 0 | 1,585 | 1,585 |
| | 1,568,548 | 469,631 | 286,267 | 2,324,446 | 2,113,449 |
| **LONG TERM INVESTMENTS** (note 5) | 474,157 | 0 | 151,231 | 625,388 | 610,731 |
| | $ 2,042,705 | $ 469,631 | $ 437,498 | $ 2,949,834 | $ 2,724,180 |
| | | **L I A B I L I T I E S** | | | |
| **CURRENT** | | | | | |
| Accounts payable and accrued liabilities | $ 141,293 | $ 0 | $ 0 | $ 141,293 | $ 430,792 |
| | | **N E T A S S E T S** | | | |
| **NET ASSETS** | 1,901,412 | 469,631 | 437,498 | 2,808,541 | 2,293,388 |
| | $ 2,042,705 | $ 469,631 | $ 437,498 | $ 2,949,834 | $ 2,724,180 |

See notes to the financial statements

**ONTARIO BEAN GROWERS**

**STATEMENT OF CHANGES IN NET ASSETS**

**FOR THE YEAR ENDED AUGUST 31, 2021**

| | **General** (Unrestricted) | **Research** (Internally Restricted) | **Reserve** (Internally Restricted) | **2021** | **2020** |
|---|---|---|---|---|---|
| **NET ASSETS, beginning of year** | $ 1,572,933 | $ 141,153 | $ 579,302 | $ 2,293,388 | $ 2,146,598 |
| Net revenues over expenses (expenses over revenues) for the year | 656,957 | 0 | (141,804) | 515,153 | 146,790 |
| Transfer (note 2(a)) | (328,478) | 328,478 | 0 | 0 | 0 |
| **NET ASSETS, end of year** | $ 1,901,412 | $ 469,631 | $ 437,498 | $ 2,808,541 | $ 2,293,388 |

See notes to the financial statements

**ONTARIO BEAN GROWERS**

**STATEMENT OF OPERATIONS**

**FOR THE YEAR ENDED AUGUST 31, 2021**

| | **General** (Unrestricted) | **Reserve** (Internally Restricted) | **2021** | **2020** |
|---|---|---|---|---|
| **REVENUES** | | | | |
| Licence fees (note 3) | $ 1,265,124 | $ 0 | $ 1,265,124 | $ 982,670 |
| Interest income | 31,034 | 8,196 | 39,230 | 54,685 |
| Grants | 32,834 | 0 | 32,834 | 179,335 |
| Sponsorships | 7,000 | 0 | 7,000 | 8,050 |
| | 1,335,992 | 8,196 | 1,344,188 | 1,224,740 |
| **EXPENSES** | | | | |
| Research | 298,795 | 106,956 | 405,751 | 530,843 |
| Consulting | 136,180 | 0 | 136,180 | 144,720 |
| Promotion | 86,446 | 43,044 | 129,490 | 236,452 |
| Memberships and affiliations | 36,830 | 0 | 36,830 | 44,477 |
| Directors fees and expenses | 33,877 | 0 | 33,877 | 38,862 |
| Producer relations | 20,972 | 0 | 20,972 | 27,086 |
| Office | 18,886 | 0 | 18,886 | 14,593 |
| Information technology | 18,220 | 0 | 18,220 | 12,000 |
| Rent | 15,600 | 0 | 15,600 | 14,600 |
| Professional fees | 8,750 | 0 | 8,750 | 9,821 |
| Insurance | 4,144 | 0 | 4,144 | 4,144 |
| Interest and bank charges | 335 | 0 | 335 | 352 |
| | 679,035 | 150,000 | 829,035 | 1,077,950 |
| **NET REVENUES OVER EXPENSES (EXPENSES OVER REVENUES) for the year** | $ 656,957 | $ (141,804) | $ 515,153 | $ 146,790 |

See notes to the financial statements

**ONTARIO BEAN GROWERS**

**STATEMENT OF CASH FLOWS**

**FOR THE YEAR ENDED AUGUST 31, 2021**

| | 2021 | 2020 |
|---|---|---|
| **CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES** | | |
| Excess of revenues over expenses for the year | $ 515,153 | $ 146,790 |
| Changes in non-cash working capital | | |
| Accounts receivable | 5,980 | 1,500 |
| Grants receivable | 110,026 | (42,846) |
| Government remittances refundable | (13,163) | (3,585) |
| Prepaid expenses | 0 | 5,000 |
| Accounts payable and accrued liabilities | (289,499) | 250,225 |
| | 328,497 | 357,084 |
| **CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES** | | |
| Withdrawals from (contributions to) investments | 482,036 | 291,244 |
| **NET INCREASE IN CASH** | 810,533 | 648,328 |
| **NET CASH, BEGINNING OF YEAR** | 719,450 | 71,122 |
| **NET CASH, END OF YEAR** | $ 1,529,983 | $ 719,450 |

See notes to the financial statements

## 1. NATURE OF ORGANIZATION

Ontario Bean Growers is a not for profit organization formed under the Farm Products Marketing Act without share capital. The Board is regulated under the Ontario Farm Products Marketing Commission. Ontario Bean Growers is exempt from income tax. Its purpose is to record Ontario white and coloured beans, and market a portion of the crop on behalf of the producers of Ontario.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements have been prepared in accordance with Canadian accounting standards for not for profit organizations and include the following significant accounting policies:

### (a) FUND ACCOUNTING

General fund
The general fund reports resources available for the organization's general operating activities. This fund is unrestricted.

Research reserve
The research reserve reports resources that are not to be held as endowments and are, therefore, disbursed on a current basis for research activities. This fund is internally restricted. A motion was carried in the prior year to transfer 50% of the general fund surplus annually to the research reserve, the current year transfer is $328,478 (2020 - $141,153).

White Pea Bean Producers' Special Reserve Fund
The reserve fund reports resources that are not to be held as endowments and are, therefore, disbursed on a current basis for the exclusive purpose of administration of the fund investments, as well as research and promotion activities related to producing and marketing white pea beans that benefit white pea bean producers in Ontario. Annual spending shall not exceed $150,000 in any fiscal year. This fund is internally restricted.

### (b) REVENUE RECOGNITION

The organization follows the restricted fund method of accounting for contributions in which externally restricted contributions are recognized upon receipt in the appropriate fund corresponding to the purpose for which they were contributed. Externally restricted contributions of the general fund are recognized as revenue when the related expenditure occurs. Unrestricted contributions are recognized in the general fund when received or receivable and collection is reasonably assured.

Grant revenue is recognized when the related expenditures have been incurred.

Revenue from licences and bean pool sales are recognized when received.

Interest income is recognized as revenue when earned.

### (c) USE OF ESTIMATES

The preparation of financial statements in conformity with Canadian generally accepted accounting principles for not for profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Actual results could differ from those estimates.

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

### (d) FINANCIAL INSTRUMENTS

Measurement of financial instruments
The organization initially measures its financial assets and liabilities at fair value.

The organization subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments, which are measured at fair value.

Impairment
Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. If an impairment has occurred, the carrying amount of financial assets measured at amortized cost is reduced to the greater of the discounted future cash flows expected or the proceeds that could be realized from the sale of the financial asset. The amount of the write-down is recognized in net surplus. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in net surplus.

Transaction costs
The organization recognizes its transaction costs in net income in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

## 3. LICENCE FEES

Licence fees are charged to all growers. The fees were $6.80 per tonne for the 2021 crop (2020 - $6.80).

## 4. FINANCIAL INSTRUMENTS

Unless otherwise noted, it is management's opinion that the organization is not exposed to significant interest, credit, currency, liquidity, or other price risks arising from the financial instruments.

The extent of the organization's exposure to these risks did not change in 2021 compared to the previous period.

The organization does not have a significant exposure to any individual customer or counterpart.

## 5. INVESTMENTS

Investments consist of:

| | 2021 | 2020 |
|---|---|---|
| Scotiabank GIC, 2.34% interest, matured November 20, 2020 | $ 0 | $ 283,097 |
| Meridian GIC, 2.35% interest, matured May 31, 2021 | 0 | 208,581 |
| Meridian GIC, 2.35% interest, matured May 31, 2021 | 0 | 346,400 |
| Meridian GIC, 2.35% interest, matured May 31, 2021 | 0 | 208,580 |
| Meridian GIC, 1.35% interest, matured June 26, 2021 | 0 | 200,488 |
| Meridian GIC, 2.40% interest, maturing December 3, 2022 | 625,388 | 610,731 |
| Meridian GIC, 1.05% interest, maturing August 10, 2022 | 750,453 | 0 |
| | 1,375,841 | 1,857,877 |
| Less current portion: | 750,453 | 1,247,146 |
| | $ 625,388 | $ 610,731 |
| General Fund | $ 1,043,136 | $ 1,383,368 |
| Reserve Fund | 332,705 | 474,509 |
| | $ 1,375,841 | $ 1,857,877 |

## 6. COMMITMENTS

The organization has committed to various research projects. Future expected research commitments are as follows:

| | |
|---|---|
| 2022 | $ 351,724 |
| 2023 | 85,500 |
| 2024 | 15,000 |
| | $ 452,224 |

## 7. MATERIAL UNCERTAINTY DUE TO COVID-19

During the year and subsequent to year end, the Novel Coronavirus (COVID-19) significantly impacted the economy in Canada and globally. Although the disruption from the virus is expected to be temporary, given the dynamic nature of these circumstances, the duration of business disruption and the related financial impact cannot be reasonably estimated at this time. This may impact the timing and amounts realized on the organization's assets and its future ability to deliver all services.

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# 2020-21 Delegates

Thank you to our grower delegates for their contributions throughout the course of the year. Delegates act as a voice for growers, and as such, have an important role to play in the strategic thinking process that directs the organization.

| District 1 | District 2 | District 3 |
|---|---|---|
| *Brant, Chatham-Kent, Elgin, Essex, Haldimand, Hamilton, Lambton, Middlesex, Niagara, Norfolk, Oxford* | *Bruce, Huron* | *Perth, Waterloo, Wellington and all other geographic areas not within Districts 1& 2* |
| Matthew Aerts | Marinus Bakker | Steve Carruthers |
| Stephen Broad | Dave Cronin | Reuben DeJong |
| Greg Cruickshank | Katherina Dietrich | Tom Feeney |
| Tyler Robertson | Jim Gowland | Cam Hart |
| Derek Vanderspek | Rob Lowry | Walter McKenzie |
| Dave Woods | Chris Weernink | Wayne Wolfe |

ONTARIO
# Bean GROWERS

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