



FROM THE CHAIR ↘

Message from Jim Gowland

After a challenging start to the season, good fall weather allowed for a timely harvest of beans across the province. Even the beans that were planted late came off in mid to late October and surprised many with their quality. Overall, production was close to average and quality was acceptable.

At our August 31 yearend, the financial results of OBG were positive for the 2014/2015 marketing year due to much better than expected production of the 2014 crop. Please visit the OBG website to review the 2014/ 2015 OBG financial statements. Also, please plan to attend the OBG Annual Meeting in Kirkton on March 24th for a very informative day for the Ontario bean industry.

A highlight from the fall of 2015 for the board was a successful incoming program with a group of nine buyers from Mexico. The group enjoyed dealer and farm visits throughout the southern Ontario edible bean growing region.

Additionally this fall, OBG welcomed the announcement of the new OMAFRA Edible Bean and Canola specialist Megan Moran and the placement of Research Scientist Plant Pathologist Owen Wally in the Science and Technology Branch of Agriculture and Agri Food Canada.

For 2016, OBG is active in the preparation for the International Year of Pulses activities being led by Pulse Canada. January 6th was the international launch event where 144 countries around the world hosted a Pulse Feast in honour of the International Year. Canada's launch event was at the Design Exchange in Toronto where 220 dignitaries, media and food companies gathered for the feast.

All the best for a safe, happy and prosperous 2016.

JIM GOWLAND | OBG CHAIR

↘ TAKE THE PULSE PLEDGE

www.pulsepledge.com

The North American pulse industry has launched a campaign to increase pulse consumption. Consumers are being asked to take **the Pulse Pledge** in 2016 in celebration of the *International Year of Pulses*.

The website asks people to commit to eating pulses once a week for 10 weeks and join a global food movement. The reason is simple: eating dry peas, lentils, beans and chickpeas helps reduce the carbon footprint – and it's great for health. Every 1/2 cup of cooked pulses delivers 9 grams of protein.

Consumers who sign up to take the Pulse Pledge receive recipes, inspiration and the chance to win great prizes along the way.

ANNUAL GENERAL MEETING

The agenda will include updates from Chair Jim Gowland, as well as the presentation of Ontario Bean Growers' financial statements by our auditor. There will also be presentations on OBG's research and market development activities, and a presentation on the recent North Harvest Bean Growers AGM conference in Fargo, North Dakota. A keynote speaker from Campbell's will speak after lunch, followed by a research panel, to showcase the latest in bean research and create dialogue between members and researchers about research results and priorities.

RESOLUTIONS

Ontario Bean Growers would like to hear from our members through a resolution session held at the Annual General Meeting. We ask that all resolutions be submitted in writing to the General Manager by noon on the day of the meeting.

ELECTION

In 2016, the membership of OBG will elect three directors to the Ontario Bean Growers Board of Directors to a two-year term – one from each of the three districts.

District 1

Brant, Chatham-Kent, Elgin, Essex, Haldimand, Hamilton, Lambton, Middlesex, Niagara, Norfolk and Oxford

District 2

Bruce and Huron

District 3

Perth, Waterloo, Wellington and all other geographic areas not within Districts 1 & 2

The Annual Meeting for **Ontario Bean Growers** will take place **March 24, 2016** at the Kirkton-Woodham Community Centre at 70497 Road 164 (Highway 23).

REGISTRATION OPENS at **8:30am** and the MEETING WILL COMMENCE at **9:00am**.

A grower who produces beans in a district and has paid their annual license fees to Ontario Bean Growers is eligible to vote and be elected as a director on the Ontario Bean Growers Board of Directors for that district. If a grower produces beans in more than one district, that grower may vote and run for the position of director to the OBG Board of Directors in only one district. If a grower wishes to vote and/or be nominated to run for the position of director to the OBG Board of Directors, in a district other than the district in which they reside, that grower must make declaration to the OBG Board Office in written form on or before February 11, 2016. Such a declaration will change the grower's district designation in the OBG database until such time as a different written declaration is received by the OBG Board Office. Otherwise, each grower will be assigned to the district in which they reside according to the current OBG database.

A grower is eligible to vote and run for a director position on the Board of Directors if they grew dry edible beans of any market class in 2014 and/or 2015 and paid their annual license fees, or if they have a contract to grow beans in 2016. New growers who plan to grow beans in 2016 will be asked to complete an affidavit signed by their bean dealer as an indication of their commitment to grow beans in 2016 and pay board license fees. If the farm is not individually owned, only one person may represent that farm entity. This can be an employee, shareholder, director or partner in the business. In order to vote on behalf of a farm with multiple owners, a 2016 Farm Representative Designation form must be completed prior to or on the day of the AGM prior to the election. The form can be found online under the "Grower Resources" tab on the Ontario Bean Growers website (www.ontariobeans.on.ca) – please complete it and bring it with you to the AGM on March 24, 2016.

Nominations for all district director positions for OBG Board of Directors will be accepted, in writing at the OBG office in Guelph, either by mail, or a nomination form attached to an email, or by faxed document.

Nominations must be in written form using the form supplied by OBG that includes the name of the nominee, the names of the nominator and seconder and the signature of all three. All nominations must be received or postmarked by the deadline of 5 pm Eastern Time 10 business days prior to the Annual General Meeting (March 10, 2016). The nomination form is online at www.ontariobeans.on.ca under the "Grower Resources" tab or can be mailed by request.

For those who have previously served as a director on the Ontario Bean Producers' Marketing Board and/or the Ontario Coloured Bean Growers Association, there is a maximum 15 combined years of service after which a grower is not eligible to run for a director position on the OBG board. Years of service as a delegate and/or committee man do not count in this aggregate.

Delegates will also be elected at the AGM – 8 per district. Please read the article within this newsletter about the role of a delegate. If you are interested in becoming a delegate, nominations for the positions will be taken at the Annual Meeting from the floor. For all growers interested in a delegate position we encourage you to complete the delegate form on our website also under the "Grower Resources" tab so we have your contact information. If you wish to let your name stand for a delegate position and will not be in attendance at the AGM, this delegate form must be completed and given to a someone who will be attending the meeting so we know you are interested in the position.

» MORE INFORMATION ON THE ELECTION PROCESS AND ELIGIBILITY CAN BE FOUND IN THE FARM PRODUCTS MARKETING ACT HERE: [HTTP://WWW.E-LAWS.GOV.ON.CA/HTML/SOURCE/REGS/ENGLISH/2013/ELAWS_SRC_REGS_R13162_E.HTM](http://www.e-laws.gov.on.ca/html/source/regs/english/2013/elaws_src_regs_r13162_e.htm).

ROLE OF A DELEGATE ↘

If you are considering volunteering as a delegate for Ontario Bean Growers, the organization thanks you for your commitment. The goal of this delegate position is to provide grassroots input to the board of OBG on opportunities and issues facing growers of beans in Ontario.

THE ROLE INVOLVES PARTICIPATION IN THREE MEETINGS PER YEAR:

- » The **August meeting** at the Huron Research Station in Centralia for a tour of the plots, an overview of OBG's research investments and an opportunity to provide feedback and input into the direction of research at OBG
- » An **annual board meeting** in your district where the board requests an update from the delegates on the opportunities and issues in that region as well as any other ideas for ways OBG can benefit bean growers in the region
- » And the **OBG Annual Meeting** which takes place each year between February 15 and March 15 where delegates are responsible for bringing resolutions to the AGM from their districts

DELEGATES CAN ALSO VOLUNTEER FOR A COMMITTEE:

- » The **Research Committee** of OBG has four delegate seats. The role of the committee is to guide the annual research priorities, review project proposals, results and funding opportunities and to make research recommendations to the board.
- » The **Market Development Committee** of OBG also has four delegate seats. The role of the committee is to guide the annual market development priorities, review market development initiatives and investments for results based on priorities and evaluate funding opportunities to make market development recommendations to the board.

Any delegate interested in serving on either OBG committee should inform one of their district directors.

There are other ways of helping out the board as a delegate either by assisting with promotional efforts like the Zurich Bean Festival booth in August or at other events in your area. Additionally, the board welcomes delegate input on ways to improve the organization, add more value to bean growers and expand acreage.

THE GROUP OF MEXICAN BEAN BUYERS
SPENT 5 DAYS IN SOUTHWESTERN ONTARIO



INCOMING TRADE MISSION *from MEXICO*

Late summer 2015, **Ontario Bean Growers** hosted an incoming trade mission from Mexico of bean buyers from around the country. In total, there were nine participants representing six different companies.

Mexico is a major importer of black beans, navy beans and pinto beans. Their domestic production is approximately 1.2 million tonnes per year but production in 2015 was below average levels. Buyers supplement their domestic production with between 25 and 30,000 tonnes of black beans and navy beans each from the US annually. Canada has a much smaller share of the Mexican market (less than 10,000 tonnes for Ontario market classes) however the lower Canadian dollar makes our beans very attractive to Mexican buyers.

The group of Mexican bean buyers spent five days in Ontario, toured four dealer locations and the University of Guelph breeding program and met growers of the major market classes in the southwestern part of the province.

In preparation for the mission and during, Ontario Bean Growers worked very closely with the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA). Shannon McCarthy, Geographic Specialist with the Ministry, was key to the success of the mission in many ways and funding from OMAFRA assisted OBG with travel costs within the province.

Dealers had the chance to speak with the group about sales opportunities in Mexico and the rest of Latin America during the visit and have followed up with bids since the mission. Ontario Bean Growers has also been in contact with the buyers since the mission and will continue to keep Ontario's production top of mind in the months ahead.

PRODUCTION INSURANCE *and* RISK MANAGEMENT PROGRAM PRICE DISCOVERY

Production Insurance:

The Production Insurance Floating Claim Price is designed to provide a relevant market price based on data from the actual sale of beans.

Ontario Bean Growers provide Agricorp with the information to determine their Production Insurance Floating Claim Price annually. When a bean grower sells beans to a dealer, the dealer electronically reports the information about market class, tonnage and price to an organization called Eleview. In Ontario, Eleview collects this data for all grain crops and only dealers (for their own data) and farm organizations have access to their database of information. Annually, between the dates of August 1 and November 30, Ontario Bean Growers uses this reported tonnage and price data to calculate an average price per tonne for each market class. Using Eleview data ensures that all sales through a bean dealer within that time period are part of the calculation whether sold through a contract or priced at harvest.

Risk Management Program:

Risk Management Program price setting is done by the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) through a monthly pricing survey conducted for OMAFRA by the Ontario Agri Business Association (OABA). Throughout the year, on the 12th of each month, OABA sends an RMP Price Survey to the OABA member bean dealers to request their contract price and/or their cash price (dependent upon the month and as determined by OMAFRA) for each market class of edible beans. When OABA receives survey responses from an adequate representation of bean dealers (at least an 80% survey response rate from the OABA dealers), the prices as submitted are averaged and then forwarded to OMAFRA. If there are no posted prices for a market class in a month submitted by any dealer, OABA will report "no price available" to OMAFRA. OMAFRA averages the available prices from March to August and September to February for their pre and post-harvest RMP claim periods.



➤ **POOL UPDATE**

Note the Fee Changes for 2016

As you will see in the financial statements posted on the Ontario Bean Growers website, there were 199,044 tonnes committed to the pool in 2014. Total payments to producers were \$152,812 or \$767.73 per tonne (\$34.82 per bag).

For the 2015 pool, producers have until June 30, 2016 to commit their beans to the pool. The initial payment for 2015 crop beans is \$451.93. For all beans committed to the pool, OBG license fees, storage and elevation and interest charges will be deducted before final pool payments are made to producers. In 2016, an additional charge, over and above the current license fees, storage and elevation and interest costs, will be applied to all pool tonnage of \$1 per cwt to cover OBG pool administration costs. This charge will be reviewed and adjusted annually based on OBG overhead costs and pool tonnage.



REDUCTION of BLOOD GLUCOSE LEVELS through the CONSUMPTION of BEANS

The prevalence of people with impaired glucose tolerance (pre-diabetes) or diagnosed diabetes is increasing at a staggering rate and beans provide a dietary option for improving glucose levels after eating and overall glycemic control. Glucose levels after eating are scientifically called post-prandial blood glucose (PBGR).

Today there are no health claims related to short term blood sugar control being made in Canada or the United States. There is a tremendous opportunity for the bean industry to move forward with claims related to blood sugar control since this type of claim is related to “normal body functions” and thus does not require pre-market approval by Health Canada. In addition to already having a large body of evidence for pulses in this area, dietary intervention is often the preferred first choice for people with impaired glucose tolerance or diabetes, which is of high prevalence globally.

In 2013, a workshop with scientific and regulatory experts was convened in Toronto to discuss the evidence for beans and post-prandial glycemia and the potential for a health claim. Although, there was strong evidence for beans to support a claim for their impact on PBGR, Health Canada has identified the need to verify the Minimum Effective Dose (MED) for each bean type since the majority of existing studies had tested the effect of about 1 cup of various pulses. This quantity of one cup was commonly used in previous studies in order for the test foods to provide 50 g of available carbohydrate. However, this amount is much greater than a usual serving of beans commonly consumed by Canadians. Discussions

The specific aim of this project is to determine the minimum effective dose of common bean varieties grown in Canada required to achieve a significant reduction in PBGR.

with leading scientific experts in the field suggest that lower dose amounts of pulses will still show a significant effect on blood sugar levels. The advantage of having data to support the effectiveness of lower dose amounts for a reduced PBGR is that it will be more feasible for consumers to eat smaller quantities and still achieve the PBGR reduction effect of pulses. Data to substantiate a lower dose of beans will also ensure the health claim is relevant to a broader range of bean-based food products. Consumer research trials are therefore required to define the MED of various beans to fill a critical gap identified by Health Canada in advancing a pulse health claim.

This fall OBG received cost-share funding through the Agricultural Adaptation Council for a project titled Reduction of blood glucose with beans: defining the minimum dose. The proposed study is

designed in accordance with regulatory guidance documents developed by Health Canada and the European Food Safety Authority for the assessment of reduced PBGR. The studies will take the form of consumer research trials with study participants who are healthy or with impaired glucose tolerance, and not treated with a medication that could interfere with the claimed effect. The studies will include a comparison between test and reference foods and be a food that can fit into a normal healthy diet.

The specific aim of this project is to determine the minimum effective dose of common bean varieties grown in Canada required to achieve a significant reduction in PBGR. As such, the proposed study will determine the MED for whole Cranberry, Pinto, Black, Dark Red Kidney, and Great Northern beans, using two different doses. This project was funded in part through Growing Forward 2 (GF2), a federal-provincial-territorial initiative. The Agricultural Adaptation Council assists in the delivery of GF2 in Ontario.



PULSE FEAST

The first Canadian event for the International Year of Pulses (IYP)

For the Canadian pulse industry, the wait is finally over. Pulse Feast, the first Canadian event for the International Year of Pulses (IYP) took place in Toronto on January 6.

The event was hosted by Canadian IYP Ambassador and longtime pulse fan Chef Michael Smith, and drew over 180 Canadian journalists, bloggers, dietitians and food industry to Toronto's downtown to connect with Canadian pulse farmers and other industry members. It was one of over 140 similar events in 36 countries around the world on that same day. The Canadian event was sponsored by Ontario Bean Growers and Saskatchewan Pulse Growers.



Chef Michael Smith spoke about the importance of pulses to global health, nutrition and environmental sustainability, noting that pulses have been consumed around the world for thousands of years. Today, he said, pulses remain an affordable, sustainable and versatile source of protein, fibre and many other nutrients for billions of people around the world.

The versatility and deliciousness of pulses was evident to guests who tasted the passed hors d'oeuvres and dished up at the bean, pea, lentil and chickpea food stations. Throughout the evening, guests were encouraged to take the Pulse Pledge, a 10-week commitment to eat a half cup of pulses per week. By the end of the day on January 6, there were over 3,400 Pulse Pledges—with 92% coming from Canada. One week later this number had more than doubled to over 7,000. Anyone can sign up for the Pulse Pledge at www.pulsepledge.com.

Throughout the night, social media was buzzing about pulses.

The hashtag **#LovePulses** ranked fourth on Twitter's trending topics in Toronto and eighth in Canada. The Pulse Feast also received national media attention from CBC and the Globe and Mail as well as in various Sun Media publications. Prior to the event, Chef Michael Smith also appeared on Breakfast Television Toronto and was featured on a CBC Radio segment.

With such a successful start to 2016, the goal is to sustain this momentum throughout 2016 through a series of Canadian events and activities designed to put pulses in the spotlight. This will include an educational program in Canadian schools developed by Agriculture in the Classroom Canada, a two-part workshop on pulse ingredient processing, a competition for post-secondary food science and culinary students, and a series of sessions on pulse health and nutrition for Canadian health care professionals. To learn more about these activities, visit www.iypcanada.ca.

NEW ONTARIO CANOLA AND EDIBLE BEAN SPECIALIST



Ontario Bean Growers welcomes Meghan Moran to the bean industry as the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) Canola

and Edible Bean Specialist. Meghan's prior role was Research Coordinator for Grain Farmers of Ontario (GFO) where she developed her knowledge in field crop production and applied research.

At GFO, Meghan developed strong connections in the Ontario agricultural sector and agricultural research community, identified issues and trends in crop production practices and contributed to developing crop production recommendations. Meghan's skills in accessing and communicating research results will be a valuable asset in her new role as the Canola and Edible Bean Specialist.

Meghan has a MSc. in Plant Agriculture from the University of Guelph.

You can reach Meghan in OMAFRA's Stratford office at meghan.moran@ontario.ca or 519-546-1725.



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