



## Message from the Chair

Another summer has now come and gone and it certainly was interesting weather wise. We started a little late because of some rain then it turned dry about a 1/3 of the way into May. Boy...did it turn dry. Personally, we received approximately 3/10" of rain in a 4 week period once the tractors were able to get to the field. This became challenging as beans were being planted as some soils were too dry to plant to get an even stand...however the rains showed up to ensure all the seed germinated. From the frying pan into the fires with this year's weather. We all know it went from terribly dry to terribly wet.

However, the beans are now coming off and there are some amazing yields which is encouraging to hear. Let's hope the entire province has a very successful bean harvest.

We worked around one of those very wet days when we had our research day at the Huron Research Station and despite a huge downpour, the day was a huge success and a big thanks to all who were able to participate. For those growers who did not attend, we are unfortunately losing some key individuals to retirement...or let's hope semi retirement. Having said that we are in the process of replacing those individuals and I have full confidence that those large shoes will be filled as there is a significant pool of young talent available to carry the ball.

A big thanks to Chris Gillard, Peter Sikkema and Peter Pauls for all they have accomplished for us over the years.

Have a safe and profitable harvest.

Dave Woods  
Chair, Ontario Bean Growers



It was a full house for OBG's Annual Research Day, Plot Tour, & BBQ at the Huron Research Station.

### SAVE THE DATE

**Annual General Meeting**  
**February 20, 2024**  
Arden Park Hotel  
Stratford

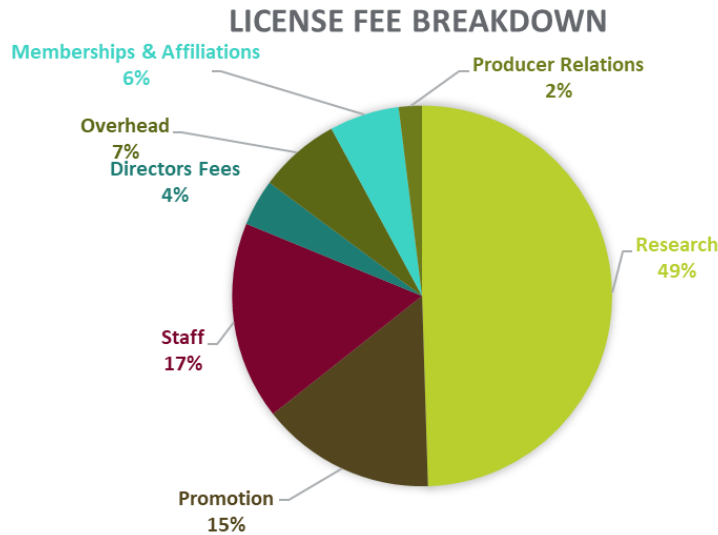
### 23-24 LICENSE FEES

The 23-24 OBG License Fees remain at \$6.50/MT. Bean dealers are required to submit license fees on behalf of growers when buying beans. There are currently 15 Ontario Bean Dealers remitting license fees to OBG (see PDF at <https://ontariobeans.on.ca/wp-content/uploads/2023/09/Dealers-list.pdf> for listing). If you are selling to someone not on this list, they are not remitting license fees on your behalf. If you are unsure if license fees have been remitted on your behalf, please contact Jennifer at the OBG office at [jennifer@ontariobeans.on.ca](mailto:jennifer@ontariobeans.on.ca)

## HOW YOUR LICENSE FEES ARE WORKING FOR YOU

We had some great feedback through our grower survey issued this summer. 71% of respondents felt that they are receiving either good or excellent value for their license fee, an increase of 7% from the 2021 survey. 74% responded that their overall impression of OBG is either somewhat positive or very positive, up 2% from the 2021 survey.

As with the 2021 survey, we received a number of comments from growers who were unsure of how their license fees are used or how they are directly benefiting from OBG's expenditures of their license fees. To address this, we have put together a high level overview of how your grower dollars are spent. For more detailed reports, please visit the [Annual Report](#) and [Annual Research Report](#) sections of our website at [ontariobeans.on.ca/growers](http://ontariobeans.on.ca/growers) (found under the "Resources" and "Research" drop down menus).



### 2021-22

#### Research Leveraging

OBG - \$383,570 (36%)

AAFC - \$553,043 (52%)

Provincial Pulse Grower Groups - \$88,294 (8%)

Industry - \$29,000 (3%)

OMAFRA - \$13,564 (3%)

## YOUR LICENSE FEE IN A DOLLAR

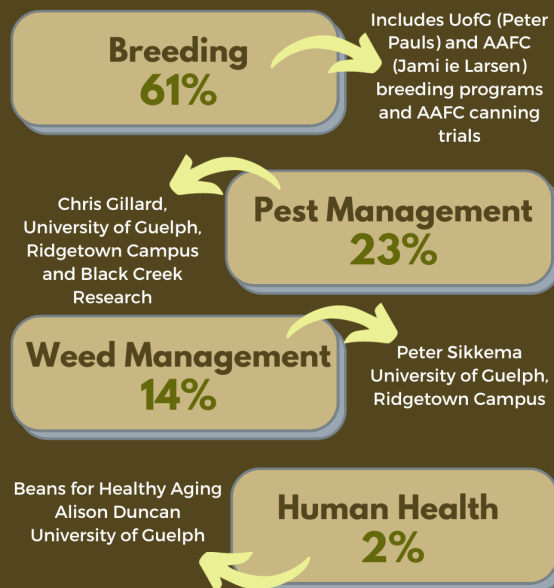
### Research - \$0.49

*To invest in research that contributes to the productivity and profitability of farmers growing dry edible beans in Ontario.*

For an overview of the research being funded by your grower dollars, visit [ontariobeans.on.ca/growers/research/projects](http://ontariobeans.on.ca/growers/research/projects) and for the recommendations generated as a result of this research visit [drybeanagronomy.ca](http://drybeanagronomy.ca).

The majority of OBG's investment into research is channeled into bean breeding, followed by pest/disease management, and weed management.

### GROWER & LEVERAGED \$ INVESTED INTO RESEARCH



### Producer Relations - \$0.02

*Producer relations include the hard costs of holding OBG's annual general meeting and research day, and printing/mailling of the newsletter. Staff time for organizing the events and designing/writing content for the newsletter is captured under "Staff".*

### Director Fees \$0.04

*Director fees include director and delegate per diems and expenses.*

### Overhead - \$0.07

*Overhead includes rent, supplies, insurance, professional fees, bank charges, IT etc.*

**\$1,067,471 invested into research in 2019-21 (grower and leveraged dollars)**

### Affiliations - \$0.06

*Including memberships with Pulse Canada, Canadian Special Crops Association, the Ontario Agriculture Commodity Council, President's Council, and Farm and Food Care Ontario. OBG's membership with Pulse Canada includes a position on their board of directors. This is currently held by District 2 director, Adam Ireland, who serves as treasurer on the Pulse Canada board.*

## Promotions - \$0.15

To support the profitability and sustainability of Ontario's bean growers by carrying out activities that contribute to increased consumption of dry edible beans.

Activities have included the development and promotion of a virtual farm tour with Farm and Food Care Ontario, recipe development and promotion, partnerships with food influencers and bloggers, sponsored content in the Postmedia family of newspapers including the National Post, and the Love Canadian Beans partnership with Pulse Canada, Manitoba Pulse and Soybean Growers and Alberta Pulse Growers.

Our 2022 campaign with PostMedia garnered 7.9 million impressions. 31,832 users watched the videos we were promoting in their entirety, which indicates great interest in the information we were sharing.

## Staff - \$0.17

This item includes the amount contracted with Koeslag Consulting Inc. to provide administrative services to OBG which includes the cost of time spent on managing all facets of the organization, including research and promotional activities.

Activities of note covered under this line item have included:

- Advocating on behalf of growers first to ensure shipments of fertilizer from Russia would be allowed into Canada and then seeking reimbursement of the 35% tariff
- Advocating for research projects that benefit Ontario growers with the Pulse Science Cluster
- Continue work on the execution of a national bean strategy to increase domestic use of Canadian beans (in partnership with Pulse Canada, Alberta Pulse Growers, and Manitoba Pulse and Soybean Growers)
- Engaging with the University of Guelph through the Variety Commercialization Advisory Committee to ensure fair access to all OBG funded varieties to Ontario growers
- Collaborating with Pulse Canada staff on advocacy issues including access to pest management products, transportation, and market access.

## Comparison of Social Media and Website performance 2021-22 vs 2020-21

### Social Media

Impressions ↑  
336%  
(1.5 million vs 349,051)

Engagements ↑  
176%  
(38,771 vs 14,041)

Video Views ↑  
1228%  
(185,071 vs 13,932)

Impressions = # of times  
content displayed

Engagements = # of  
interactions with content

### Website

Pageviews ↑  
50%  
(150,880 vs 100,775)

Users ↑  
66%  
(71,255 vs 42,965)



## COMMUNICATIONS CORNER

Sign up for Ontario Bean Growers' e-newsletters by scanning the QR codes below or sending your contact information to [jennifer@ontariobean.on.ca](mailto:jennifer@ontariobean.on.ca). Be sure to indicate which list(s) you would like to be added to.



### OBG EBLAST

Monthly newsletter including timely topics for growers and industry stakeholders.

### THE BEAN SCENE

Consumer focused newsletter sent quarterly.





## ACREAGE REPORT

|    | White Beans | Black Beans | Cranberry Beans | Kidney Beans | Japan/ Other Beans | Adzuki Beans | Pinto Beans | Great Northern Beans | Small Red Beans | Yellow | Total   |
|----|-------------|-------------|-----------------|--------------|--------------------|--------------|-------------|----------------------|-----------------|--------|---------|
| ON | 33,644      | 12,009      | 7,473           | 7,848        | 9,361              | 23,191       |             |                      |                 |        | 93,526  |
| MB | 19,183      | 30,497      | 2,869           | 4,036        | -                  | -            | 81,814      |                      |                 |        | 138,399 |
| AB |             | 4,897       |                 |              |                    |              | 15,711      | 13,677               | 2,240           | 10,534 | 47,059  |

*Ontario Data provided by Agricornp*

*Manitoba Data provided by MASC*

*Alberta Data provided by AFSC*

*US Data provided by USDA*

Planted acres in Ontario are down again this year due to continued competition from soybeans. Acres have decreased by 15,558 from 2022. White beans acres decreased by 14,639 from 48,283 in 2022 to 33,644 in 2023. Adzuki acres saw an increase of 3,905 and Japan/ other an increase of 2,962 (the main market class in Japan/Other being Otebo beans).

Manitoba's acres increased by 23,323 from 115,076 in 2022 to 138,399 in 2023.

In the US, North Dakota continues to lead bean production with 560,000 acres planted this season, down 10,000 from 2022. Michigan, Minnesota, and Nebraska follow with 210,000, 210,000, and 98,000 acres respectively. Washington were the only State to see an increase from 27,000 acres planted in 2022 to 43,000 in 2023. Total US dry bean planted acres for 2023 is 1.211 million, down from 1.250 million in 2023.

## PULSE & SPECIAL CROPS CONVENTATION



Representatives from the Ontario Bean Growers and Ontario bean dealers attended the Pulse & Special Crops Convention in Banff this past September hosted by the Canadian Pulse and Special Crops Trade Association (CPSC). The CPSC is a nonprofit alliance of over 100 processors, exporters and service providers working together to advance Canada's pulse and special crops industry. The Pulse & Special Crops Convention is the largest event of its kind in North America, and provides critical opportunities to network and discuss important issues impacting the pulse and special crops industry.



L-R John Brown, Hensall Co-op, and Jennifer Mitchell and Ryan Koeslag, Ontario Bean Growers

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Growers



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Consumers



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