

2022

Ontario Pork  
Corporate Profile

# From Challenge to Change



ONTARIO PORK



# From Challenge to Change

STRENGTHENING PORK PRODUCTION  
THROUGH POSITIVE COLLABORATION  
ACROSS THE SUPPLY CHAIN







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## Message from the Board Chair

# Adapting to Constant Change

As we reflect on challenges experienced over the past two years, adapting to a new normal becomes a priority for finding better ways to move forward. Ontario's pork producers have demonstrated resilience in the face of the ongoing challenges presented by the COVID-19 pandemic. Disruptions in supply chains, unstable export markets, access to labour and more recently, inflation, are just some of the issues we have collectively faced.

The expanding world population needs food, which presents a great opportunity for Ontario's pork producers. To capitalize on this opportunity, we need to overcome the challenges of increasing production costs, labour shortages and fragile supply chains. Ontario's competitive advantage includes our land base, clean water, transportation infrastructure and people with the know-how to produce pork in a sustainable and efficient way.

We rely on our mission, vision and core values as guideposts through changing circumstances.

During the past year, the Board of Directors focused on key strategic areas essential for a strong, viable industry that positions Ontario pork producers to compete on a global scale. It is essential that farmers are supported by government policies that address pressing challenges including processing capacity, labour shortages, climate change and the risk of foreign animal disease.

### **Minimizing and managing risks impacting production**

Sustainable growth of Ontario's pork production is contingent on further investment in processing capacity close to home. Ontario Pork continues to

collaborate with government to overcome hurdles that may impede investment in processing capacity. Our message to all interested parties has been clear: "Ontario's pork industry is open for business."

African swine fever continues to present a threat to our industry. We welcome provincial and federal government support to strengthen infrastructure so that we can manage through a foreign animal disease outbreak. We will continue to work closely with all levels of government on this issue.

### **Strengthening the industry's reputation, brand and value proposition**

Recognizing the importance of elevating industry reputation and promoting pork as an affordable and versatile meat, while demonstrating transparency in the way we operate our farms, we continue our focus on the social responsibility story and investment in consumer education and pork promotion campaigns.

### **Promoting issue awareness**

Addressing climate change is another area where partnership between the industry and government is vital. Although Ontario's pork producers have an impressive record of improved efficiency to reduce our carbon footprint, the current political reality demands more innovative solutions to continue to minimize the industry's impact on the environment. Ontario Pork submitted comments to the consultation on the Next Policy Framework to address potential pork sector initiatives with both an on-farm and industry-wide focus. We will continue advocating for policies that are workable for farmers, while achieving government climate action goals.

### **Focusing research to advance the industry**

Construction is well underway for the new Ontario Swine Research Centre near Elora, being built in partnership with the University of Guelph and the Ontario Ministry of Agriculture, Food and Rural Affairs. This is a strategic investment in the future of the swine sector here in Ontario. This swine research centre will become an important economic driver for the pork industry with leading-edge innovation and the ability to train highly qualified people to serve in the industry.

### **Engaging future leaders**

Membership engagement is crucial to the future success of Ontario Pork. At Policy Day in September, delegates supported the proposed Ontario Pork political structure proposal to better meet membership needs. We anticipate the proposed changes being implemented in 2024.

The last two years have seen our industry come together, showing strength through uncertainty stemming from the pandemic and ongoing global challenges. I would like to take this opportunity to thank many talented people, pork producers and industry partners for their outstanding efforts and support. I look forward to pursuing our mission of fostering a vibrant business environment for producers across the key strategic objectives for the continued advancement of the Ontario pork industry.

  
John de Bruyn, Chair



## *Message from the General Manager*

# Navigating Challenges to Achieve Industry Goals



Faced with the challenging and ever-changing global landscape, Ontario Pork remained focused on initiatives that underpin its mission to foster a vibrant business environment for producers. These initiatives have been developed to help achieve the ambitious goals set out in Ontario Pork's 2021-24 strategic plan.

The last few years have demonstrated how important it is to find ways to support the pork sector and address the challenges experienced by the industry. In building our business plan, we carefully considered each project's value proposition to create positive impact for Ontario's pork producers.

Today, the organization is in a strong position operationally and continues to provide value for its members in many areas. To support the industry, we undertake a significant range of initiatives and programs from advocacy to consumer marketing campaigns to business development activities, emergency management, program delivery and research.

Ontario Pork has always had a constructive and professional relationship with all levels of government. This relationship offers opportunities to work together in providing opportunities to the industry and advancing our members' interests.

Ontario Pork has been engaged on key policy issues including labour, climate change, risk management, hog processing and supply chain, and we remain committed to achieving workable outcomes for pork producers.

To ensure that our members' interests and concerns are being heard, we engage in open and active dialogue with government to discuss solutions and technical considerations through numerous government consultations and written submissions.

Prevention, preparedness and response to a foreign animal disease are fundamental priorities for the Ontario pork industry. Ontario Pork works closely with government and industry partners to develop plans and secure tools needed to deal with a potential foreign animal disease emergency and the resulting impacts on the pork industry.

Ontario Pork staff continues to assist producers in the development of on-farm plans that will provide information critical to execute on-farm emergency response in the event of a foreign animal disease incident. Together with Swine Health Ontario and the Ontario Pork Industry Council, we implemented the Swine Health Area Regional Control (SHARC) program that provides producers with better tools to report and assess disease impacts on their herd.

Ontario Pork continues to explore opportunities to strengthen the provincial pork industry. To this end, we have engaged in dialogue with processing partners in Ontario, across Canada and in the United States to understand their long-term plans. Ontario Pork will continue to work with interested parties in overcoming challenges to grow their business that support Ontario's pork producers.

In the past two years, appreciation for a strong domestic food supply has grown among

governments and society. We worked to strengthen this awareness through carefully designed consumer marketing campaigns to promote Ontario-grown pork to urban consumers.

The **We Go Whole Hog Campaign** brought about exposure through our targeted social media efforts. The launch of a three-year sponsorship agreement with the Toronto Football Club provides a major presence for Ontario Pork in front of thousands of potential customers in the Greater Toronto Area.

A new, modern **Pig Mobile Educational Trailer** was unveiled last November, showcasing on-farm innovation, environmental practices, career opportunities and the commitment to quality that exists across the pork supply chain.

I am proud of the work Ontario Pork's team has done during the past year, delivering programs, tools and services to support pork producers and the broader industry through this challenging period.

Without a doubt the future will bring further challenges, but I am confident that Ontario Pork is well positioned to adapt and tailor its programs and services to meet the changing demands of the pork industry.

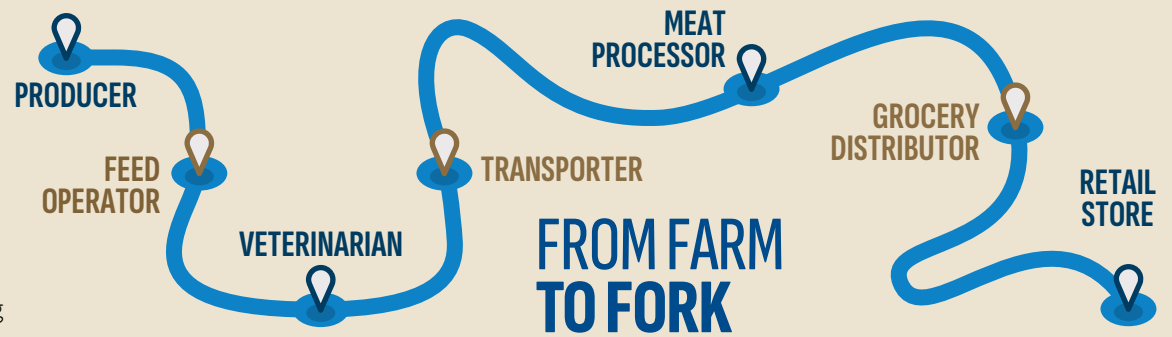
A handwritten signature in black ink, appearing to read 'Ken Ovington'.

**Ken Ovington**, General Manager



### Ontario remains an ideal location for pork production in Canada.

- ✓ Centrally located, a diverse and accessible transportation infrastructure network, suitable growing conditions, sufficient land, abundant feed, clean water and a collaborative network of industries working together across the supply chain.
- ✓ The pork industry remains a driving force in creating thousands of jobs and contributing substantial revenue for the province.



## Ontario Pork, advocating for producers

### What we do

Created in 1946, Ontario Pork proudly advocates for and is the voice of **997** pork producers. Our objective is to promote the industry and build a vibrant and successful business environment for producers through:

- ✓ Developing animal disease prevention, preparedness and response strategies.
- ✓ Consumer education to promote Ontario-grown pork as a preferred protein option.
- ✓ Building and maintaining positive government relations to ensure policies to better serve producers.
- ✓ Focusing on research and innovation to improve animal health and food quality.
- ✓ Developing sound agri-environmental practices that support sustainable, responsible pork production.
- ✓ Implementing and maintaining marketing strategies to capture optimum value for members.
- ✓ Cultivating talent, delivering leadership and creating partnerships with producers and industry.





# Working on Behalf of Our Producers

## ONTARIO PORK'S PRODUCER DIRECTORS ARE WORKING FOR MEMBERS BY:

- ✓ Helping advance the sector.
- ✓ Building strategic policy.
- ✓ Maintaining government relations.
- ✓ Advocating across a wide variety of issues that impact Ontario's pork industry and producers' viability.

### Ontario Pork Board of Directors



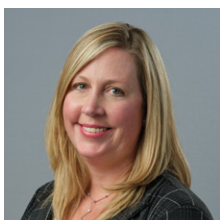
**John de Bruyn**  
*Chair, Oxford Zone 2*



**Maaïke Campbell**  
*Vice Chair, Lambton Zone 1*



**Mike Mitchell**  
*Middlesex Zone 1*



**Tara Terpstra**  
*Huron Zone 1*



**Tanya Terpstra**  
*Perth Zone 2*



**Eric Schwindt**  
*Waterloo Zone 2*



**Arno Schober**  
*Simcoe/York Zone 3*



**Chris Cossitt**  
*Grey/Bruce Zone 3*



**Bruce Hudson**  
*Ottawa Valley Zone 4*

### Ontario Pork Senior Staff



**Ken Ovington**  
*General Manager*



**Stacey Ash**  
*Manager, Communications  
and Consumer Marketing*



**Blair Cressman**  
*Manager, Marketing Division*



**Frank Wood**  
*Manager, Industry  
and Member Services*



**Jim Weir**  
*Manager, Finance  
and Administration*



**Patrick O'Neil**  
*Manager, Business  
Economics and Development*



**Neil Harper**  
*Manager, Information Systems*



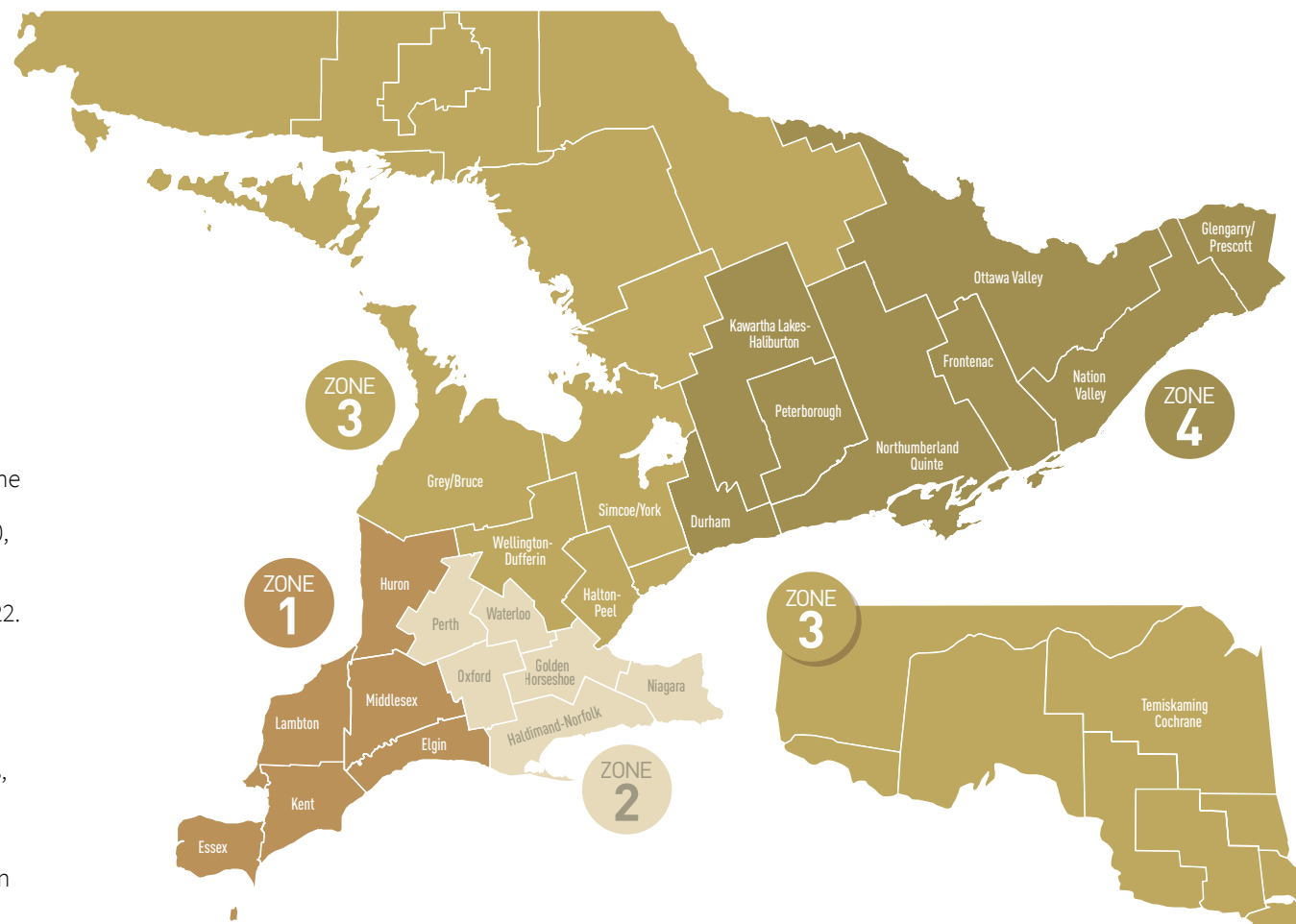
## Important Proposed Changes to Zones

At the 2022 Policy Day, delegates supported proposed changes to the political structure of Ontario Pork to reenergize the organization and strengthen grassroots input into policy development.

The proposed structure is the result of extensive consultations with the Ontario Pork membership in 2019, the proposal developed by the Political Structure Review Committee in 2020, Board discussions in 2021-22 and revisions outlined by the Board of Directors during deliberations in 2022.

Advantages of the proposed model include providing more flexibility by changing the zone structure to five zones, strengthening the Board by introducing at-large Board positions, and looking for opportunities to increase engagement by hosting zone meetings and opening vacant delegate positions to all producers in each zone.

Proposed changes to Regulation 403/10 were posted to the policy registry for a 45-day consultation period which ended on December 19, 2022. Based on the short timeline, the amended structure was not ready to come into effect in time for the 2023 election cycle. The 2023 Ontario Pork elections will be held based on the current structure. We look forward to implementing the new regulation, once it comes into effect, after the next election cycle.



## Current Zones and Associations

Ontario Pork is comprised of four zones. There are 23 local pork producers' associations that elect delegates to provide input to the Board of Directors to create policies and make decisions that impact the industry. Board members are elected by association delegates within each zone.

## New This Year

Staffing challenges are being felt across the pork supply chain. In response, the Ontario Pork board assembled a new labour committee, inviting industry and government partners to collaborate on solutions.



### Labour

Arno Schober (*Chair*)  
Tanya Terpstra  
Graham Learn  
Karen Sander  
Marica Chambers  
Pauline Zwiers  
Maaïke Campbell (*Ex-officio*)

### Board Standing Committees

#### Audit

Mike Mitchell (*Chair*)  
Bruce Hudson  
Tanya Terpstra  
John de Bruyn (*Ex-officio*)

#### Resolutions

Bruce Hudson (*Chair*)  
Mike Mitchell  
Todd Malcolm  
Philip Van Raay  
Alec Boekhoven  
Maaïke Campbell (*Ex-officio*)

### Advisory Groups

#### Industry Strategy

Arno Schober (*Chair*)  
John de Bruyn (*Ex-officio*)

#### Risk Management

Eric Schwindt (*Chair*)

#### Research

Tara Terpstra (*Chair*)  
Arno Schober  
John Van Engelen  
John Otten  
Craig Hulshof  
Cassie Van Engelen  
Tim Blackwell



# LEADERSHIP DEVELOPMENT

Ontario Pork is working to cultivate future talent to ensure the sector's prosperity by:

- ✓ *Delivering educational and training programs.*
- ✓ *Supporting professional development with educational tools and resources.*



# Leadership for the Future

*with Cassie Van Engelen - Lambton County Pork Producer*

**EVERY YEAR ONTARIO PORK OPERATES THE LEADERSHIP DEVELOPMENT TRAINING PROGRAM. DESIGNED FOR ASPIRING LEADERS, IT PROVIDES KNOWLEDGE AND TOOLS FOR PORK PRODUCERS SO THEY CAN DEVELOP INTO SUCCESSFUL INDUSTRY LEADERS.**



“We have a strong community but not everyone speaks up,” says Lambton County pork producer Cassie Van Engelen. “We need the younger generation to step up and be a voice for us all.”

The program provides producers like Cassie with unique opportunities and hands-on training sessions to improve their communication and leadership skills.

“It’s helped me be more vocal. I’ve learned how to better communicate. It’s taught me that my voice is important and needed to teach and educate.”

Carrying the torch and representing Ontario Pork in the best light possible is an enormous responsibility, but one that Cassie is determined to live up to.

“As young leaders we need to acknowledge that there are some changes coming along. We need to be more efficient, and to find solutions to do all that from farm to fork.”

With these new leadership skills in hand, Cassie is now looking to bring new and innovative ideas forward to grow the pork sector.

“We always want to better ourselves, I just hope that I can live up to the example of my father, who is very innovative.”



*“It’s been great to learn the dos and don’ts of dealing with someone who is negative and showing outsiders to the industry that we are very sustainable.”*

**GET INVOLVED**

**Interested in taking part in a future Leadership Development program?**  
Email: [olga.klashtorny@ontariopork.on.ca](mailto:olga.klashtorny@ontariopork.on.ca)

**TO LEARN MORE**



LEADERSHIP DEVELOPMENT



# Two-Way Learning: Producer Engagement

OUR MESSAGING AND POLICIES ARE GENERATED THROUGH DIRECT COMMUNICATION WITH PRODUCERS, AND BY WORKING CLOSELY WITH THOSE ACROSS THE VALUE CHAIN, TO ENSURE THAT YOUR VOICE IS HEARD.



*Ontario Pork is listening and continues engaging producers to maintain positive relationships, and to communicate the positive impacts that the pork industry has on the province. **We value your feedback.***



AGM 2022





Policy Day



AGM 2022



AGM 2022



Big Bug Day



Presidents' and Secretaries Meeting



AGM 2022



# GOVERNMENT RELATIONS AND POLICY

By developing positive relationships with all levels of government, Ontario Pork is better suited to advocate for the best policies in trade, farming, finance, transportation and environmental standards that benefit our members.



For the first time in 3 years Ontario Pork board members had the opportunity to hold a reception with Members of Provincial Parliament at Queen's Park to discuss major issues and initiatives for the pork industry:

- ✓ **Expand processing capacity:** Find solutions to address the current reliance on processing plants located in other provinces and in the United States.
- ✓ **Address labour shortages:** Greater government and industry collaboration for solutions in the recruitment, training and retention of workers on our farms as well as for our industry partners.
- ✓ **Enhanced emergency preparedness:** The pork industry requires timely and responsive government programs and tools to ensure an orderly crisis response that protects animal welfare and industry infrastructure.
- ✓ **Consulting industry on risk management:** Increase funding for Risk Management Program by \$100 million to make the program more insurance-based, allowing funds to build up during good years, making increased payments available when needed most.

Through participation in numerous government consultations and webinars, and by providing 12 written submissions on government legislation reports, Ontario Pork ensured pork producers had their say in:

- ✓ Providing analysis on the **National Agricultural Labour Strategy**.
- ✓ Recommended amendments to the **Veterinarian Act**, the **Animal Health Act** and to the **Ontario Building Code**.
- ✓ Collaboration in the creation of the **Grow Ontario Strategy**.
- ✓ Issuing recommendations on the **Agriculture and Agri-Food Canada (AAFC) Next Policy Framework**.
- ✓ Advocating for increased funding for **Risk Management Program**.

## ASF Funding

- ✓ **The Government of Canada is investing up to \$23.4 million to support the pork industry's prevention and mitigation efforts.** Funding will include support for critical priorities such as biosecurity assessments, coordination for wild pig management, retrofit of existing abattoirs, and ASF-related research projects.
- ✓ The Canadian and Ontario governments also earmarked an additional \$3.2 million for the **Enhanced Biosecurity for African Swine Fever Preparedness Initiative** under the Canadian Agricultural Partnership.

# Breaking Down the Benefits

*with Dave Kloostra - Perth County Pork Producer*

## WHEN IT COMES TO BIOSECURITY, REDUCING THE RISKS DOESN'T HAVE TO BE COMPLICATED.

Finding a simple solution to a common challenge prompted Perth County producer Dave Kloostra to build a new composting system on his farm. The project was made possible through the Canadian Agricultural Partnership's Increasing Deadstock Capacity Initiative.

"The funding helped. I got just over \$22,000 for it; it's a \$60,000 dollar building, so they covered a third of it."

Dave uses horse manure as organic matter but says "You can use anything organic: Wood chips, dry shaving, or straw for example. "I have three bays and I keep rotating them through. I'm between 3 or 4 weeks that they sit in a bay and by the time you get to the back of the bay it might be 5 or 6 weeks and there's nothing left of them, it works very well."

Dave says the composter has improved his farm production and biosecurity protocols. "It's just so much nicer to keep it here. I just don't have to worry about that deadstock truck coming, and the convenience, you can't put a dollar figure on that."

He admits he had some reservations, but the results are undeniable. "With the composter, you can walk up to it, and you wouldn't smell it."

*When it comes to his new composter,  
Dave says he only has one regret.  
"I should have done it sooner."*



**DID  
YOU  
KNOW?**

**Ontario Pork works closely with government and industry partners to advance disease preparedness and prevention strategies, including shared investments in biosecurity practices.**

**TO  
LEARN  
MORE**





# INNOVATION AND RESEARCH

Research serves as the fundamental building block to advance our industry for long-term success. Ontario Pork proudly funds research in:

- ✓ *Areas of swine production.*
- ✓ *Economics and business sustainability.*
- ✓ *Marketing and product development.*
- ✓ *Social science.*



# The Future of Research

## with Tara Terpstra- Research Chair, Ontario Pork

**YOU WON'T FIND A MORE ENTHUSIASTIC ADVOCATE FOR AGRICULTURAL RESEARCH THAN ONTARIO PORK RESEARCH CHAIR TARA TERPSTRA.**



Whether it's the Ontario Swine Research Centre nearing completion, or the advancements in maximizing farming profitability with minimized environmental risk, Tara Terpstra smiles when talking about research.

"It's an exciting time right now. As a pork producer, I rely on research, new technologies and innovation in order to help sustain our farming practices. If I can change one thing and it improves my bottom line or improves the health of the animal, it's a benefit for all."

This is not an idle passion for Tara, who represents Ontario Pork at several provincial and national research organizations. Her main objective is to improve industry collaboration.

"Working with government is going to be important, trying to benchmark our industry when it comes to greenhouse gas emissions, where do we start looking at research and having that scientific information to give back to our politicians to show we are doing what we can to make changes?"

Going forward she wants producers to have greater say in what kind of research is being done.



Research Centre expected to open Summer of 2023.

"I would like for us to have a new conduit, to be able to go the other way so that we have the question, we want to be able to go back to the researchers to put the proposal together rather than the researchers coming to us."

Her other goal is finding those out of the box thinkers who will bring new energy to pork research.

*"When I look at the state-of-the-art research facility being built in Elora, how do you engage that next generation of leaders for our industry or researchers that fall in love with the piglet and want to move the pork industry forward?"*

**DID  
YOU  
KNOW?**

*Ontario Pork contributes 10 cents from each hog marketed to research - close to \$619,349 per year.*

**TO  
LEARN  
MORE**





# Disease Prevention and Preparedness

ONTARIO PORK WORKS CLOSELY WITH OUR PARTNERS ACROSS CANADA'S PORK INDUSTRY, INCLUDING PROVINCIAL AND FEDERAL GOVERNMENT TO REDUCE, PREVENT AND MITIGATE RISK. WE ARE COMMITTED TO FOOD SAFETY AND ENSURING A HEALTHY HERD.

The implementation of the Ontario Swine Incident Command Centre (OSICC) has increased our industry's capacity to respond to disease challenges, in a coordinated, collaborative effort.

Preparations include enhanced biosecurity measures, planning for herd management and disposal and designing programs to mitigate financial losses in the event of severe disease.

## Ontario Swine Incident Command Centre (OSICC)

<b>WHO</b>	<i>Swine Health Ontario, Ontario Pork, Ontario Pork Industry Council, and associated industry partners</i>
<b>WHAT</b>	<i>An emergency management system to increase industry capacity to manage significant swine health and industry incidents</i>
<b>WHY</b>	<i>To ensure a coordinated and effective industry response to significant swine-specific diseases and industry incidents</i>



### Foreign Animal Disease risk

African swine fever is a serious concern for our industry. We continue to partner on prevention programs, while focusing on ensuring the industry is prepared to respond and rebuild from any foreign animal disease threat.

### FOCUS

- ✓ Timely response to producer and industry needs.

### WELFARE FOCUS

- ✓ Ensure that farmers have the resources to feed and care for their livestock in the aftermath of a crisis.

### RECOVERY FOCUS

- ✓ Provide support to allow the industry to adapt in an orderly manner to the new market realities.
- ✓ Preserve production and processing capacity to allow industry to adapt and recover.
- ✓ Ensure farmer mental health.

# Swine Health Ontario

## SWINE HEALTH AREA REGIONAL CONTROL (SHARC)

SHARC is a new voluntary program producers can enrol in to help facilitate disease control and elimination projects.

- ✓ Improves ability to prevent, control, contain and eliminate diseases.
- ✓ Sends health status email update to you when a new site has been identified as disease positive.
- ✓ Provides a map with health status information for farms that have voluntarily enrolled.
- ✓ Allows better, more informed decision making at the farm level.



**FOR MORE  
INFORMATION  
& HOW TO  
ENROL**

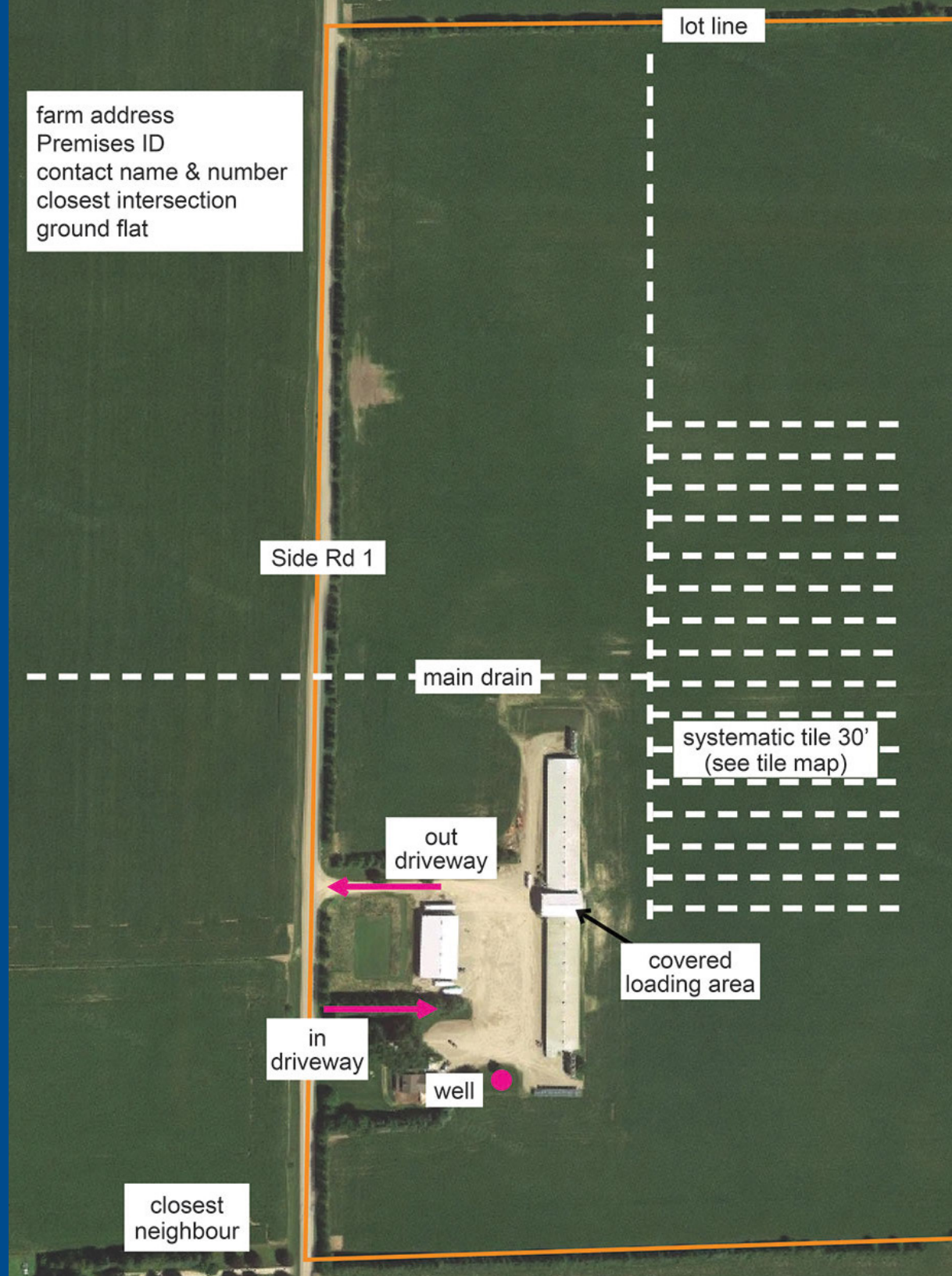
<https://swinehealtharc.ca>





# ON-FARM EMERGENCY PREPAREDNESS

Our commitment to members includes creating programs and services to help protect and minimize risk. Through the On-Farm Emergency Response Planning Guide, farmers have detailed resources to plan and prepare in the event of any potential threats.



# Emergency Planning to Prevent Panic

with Jessica Bickle & Scott Nyenhuis - Grey County Pork Producers

IT'S A PORK PRODUCER'S WORST NIGHTMARE: ANIMALS UP AND WALKING DURING EVENING CHORES THEN TWELVE HOURS LATER THE ENTIRE HERD IS SICK.



For Jessica Bickle and her husband Scott Nyenhuis, this nightmare became a reality after a respiratory illness swept through their barn, resulting in high mortality.

"We did have a lot of things in place, but we didn't know who to call or the certain steps that we needed to take to access the help available," said Scott.

It's because of potential events like these that Ontario Pork created the **On-Farm Emergency Response Planning Guide**.

"Going through the original disease we had was very stressful and to be honest the last thing we thought about was the things discussed in that book," said Jessica.

"It's so important because when or if something happens you want to be prepared," said Scott. "Now you have extra help and resources you may not know you needed."

The planning guide is an all-in-one handbook covering a variety of potential emergencies. It details the steps to take and a list of key contacts.

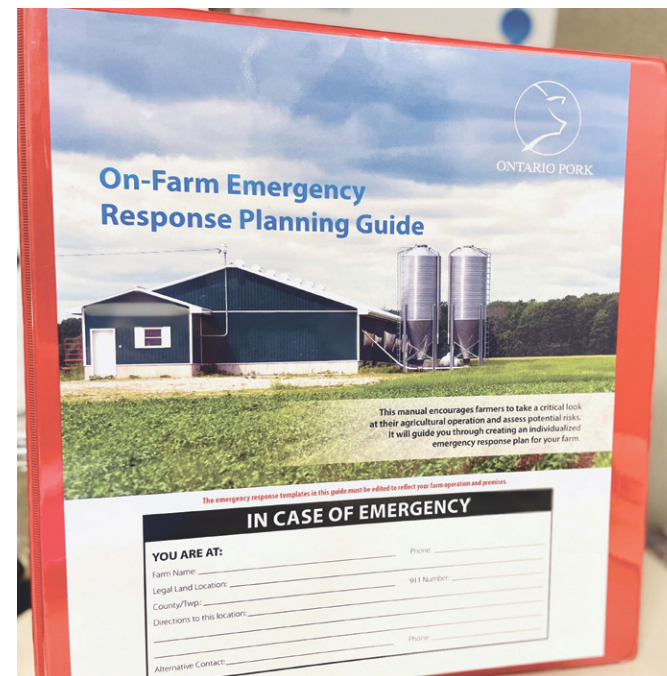
According to Jessica, "the emergency farm planning binder is easy to use, straight-forward

*"That was something we learned going through our disease is that Ontario Pork is here to help. It's just reaching out to them to see how fast they can help you."*

and allows every farmer to put those numbers of contacts and emergency plans all in one place."

Scott believes the binder is a tool every farmer needs. "The binder is amazing, it lays everything out in the event of an emergency."

With their plan in place, Jessica encourages others to make the time and develop their own emergency response plan.



**ARE YOU READY  
FOR AN EMERGENCY?**

Email [emergplans@ontariopork.on.ca](mailto:emergplans@ontariopork.on.ca)  
today to book time with one of our planners.

**TO  
LEARN  
MORE**



ON-FARM EMERGENCY PREPAREDNESS



## IN 2022, WE TRAVELLED ACROSS ONTARIO ASKING 2 SIMPLE QUESTIONS:

*"That our pork is produced humanely, whether it comes from a large producer or small. That even large farms can be family owned and operated. That there are no added hormones or antibiotics in the meat we produce."*

**Erin and Jeff Robinson**  
Huron County Producers



*"Pork grown in Ontario is produced by farmers who give their animals the best care possible every day. It is a way of life for many Ontario farmers and many generations are still working together to produce a great product."*

**Chastity and Art Bos**  
Huron County Producers



*"Ontario pork producers take great pride in their operations, raising pigs with some of the highest standards. Pork producers work closely with a large team of dedicated industry personnel like their veterinarians, nutritionist, and geneticist to ensure the animals are as prolific as they can be."*

**Sarah and Wouter vanLeeuwen**  
Chatham-Kent Producers

## WHAT DO YOU WISH EVERYONE KNEW ABOUT PORK GROWN IN ONTARIO?



*"Hog production in Ontario is a story about families. Entrepreneurial farm families whose livelihood is based on producing pork for all of us to eat."*

**Dr. Ed Metzger**  
Swine Veterinarian

*"Each farmer has invested multiple hours of time and energy into their pigs. They have endured vigorous paperwork and government regulations to grow their pigs and it results in quality meat, humanely grown and nothing added."*

**Philip and Kyla Wiedrick**  
Norfolk County Producers



*"I wish that every consumer knew that Ontario pork is the safest pork in the world and there aren't any hormones fed to pigs in Canada."*

**Neil Stephens**  
Driver, Wallenstein Feed and Supply



*"We love a good smoked pork chop on the barbecue, but I think our family favourite is bacon wrapped tenderloin."*

**Janet Roelands**  
Middlesex Producer



*"My favorite way to enjoy pork is barbecue pork tenderloin and bacon of course."*

**Marlon Bauman**  
Livestock Transporter

*"My favorite way to enjoy Ontario pork is pork belly burnt ends on the smoker."*

**Justine Parkinson**  
Producer Services Team Lead,  
Conestoga Meats



*"I think I would say ground pork, it's so versatile you can put it in so many dishes whether it's spaghetti, lasagna, tacos, burgers, it's a delicious and nutritious addition to any meal."*

**Emily Miller**  
Swine Nutritionist

## WHAT'S YOUR FAVOURITE WAY TO ENJOY PORK?



*"My favorite way to enjoy Ontario pork is slow roasting porchetta overnight for 12-hours, it's always succulent and delicious."*

**Dante Dibiase**  
Butcher & Owner of Globe Meats





# COLLABORATION ACROSS THE SUPPLY CHAIN

Ontario Pork believes strongly in our social responsibility. This includes a dedicated commitment to communities and supporting those in need through a longstanding partnership with the **Feed Ontario** network of food banks.

*When devastating storms left the Kawartha region without power for days, area foodbanks were forced to discard almost all of the meat stored in coolers and freezers. Ontario Pork worked with government, local farmers and Conestoga Meats to help restock supplies with a delivery of protein-rich pork tenderloins.*





# Counting on Pork

*with Ashlee Aitken - General Manager, Kawartha Food Share*

**ONE OF THE MOST MEMORABLE EVENTS OF 2022 WAS A DESTRUCTIVE DERECHO STORM THAT TORE ACROSS ONTARIO IN MAY. THE SEVERE STORM CAUSED WIDESPREAD PROPERTY DAMAGE AND POWER OUTAGES ACROSS THE PROVINCE, LEAVING MANY WITHOUT FOOD OR SHELTER.**

At Kawartha Food Share in Peterborough, staff had their hands full trying to offer help. The Food Share distributes to 36 food banks and other similar programs, many of which had lost power themselves. General Manager Ashlee Aitken recalls that the freezers were literally empty at one point. Empty, that is, until one special partner stepped up. “I really want people to know how generous Ontario Pork is,” she says.

Ashlee recalls, “Ontario Pork was actually the first organization to get back to us saying they could lend a hand. Within a week we had a couple of skids of pork loin in our freezers and we were sending them out. Looking back, I don’t know how we made it through that week.”

Ashlee also singled out pork as an excellent food for donation because it is high in protein and can be prepared in many ways. “Getting shipments of meat is always such a blessing and our clients are just thrilled to receive it,” she says.

There can be no doubt Ontario’s pork sector was an integral part in keeping Ontarians fed and healthy during that trying time. For her part, Ashlee is full of gratitude. “For us to be able to provide these amazing meals for them is something that we’re just so thankful for. We wouldn’t have been able to do it without Ontario Pork. Hopefully it doesn’t happen again. But if it does, I know who to call.”



COLLABORATION ACROSS THE SUPPLY CHAIN

**DID  
YOU  
KNOW?**

*Since 2013  
Ontario Pork  
Producers  
have donated:*

**299,267**  
**POUNDS OF PORK**  
THROUGH THE FEED ONTARIO PROGRAM



*which  
has  
provided:*

**1,800,000**  
**SERVINGS OF PORK**  
TO LOCAL AND COMMUNITY FOOD BANKS!



**TO  
LEARN  
MORE**





# EDUCATION AND COMMUNITY OUTREACH

Through dedicated education programs we aim to better engage customers and the general public on how pork is produced and the care and commitment that goes into raising healthy pigs and producing safe nutritious pork.





# Ontario Pork Hambassadors

*with Diane Bergsma & Charity Veldhuizen*

**DURING THE 2022 ROYAL AGRICULTURAL WINTER FAIR, ONTARIO PORK PROUDLY LAUNCHED A NEW AND MODERN PIG MOBILE EDUCATIONAL TRAILER.**

The Pig Mobile is successful because industry producers like mother and daughter duo Charity Veldhuizen and Diane Bergsma, who volunteer and provide their expertise.

“We had a fantastic time at the Pig Mobile educating consumers,” said Charity, who knew her mom would make a great educator.

“It was Charity’s idea, but we had a wonderful experience to go together. It was great to engage with the public and in some cases enlighten them,” said Diane.

The mother and daughter team were the first ‘Hambassadors’ to showcase sows and piglets with the new Pig Mobile.

According to Charity, “there were a lot of great questions asked by consumers and helping them understand what we do was important to us.”

Diane added, “there were challenging questions like why we dock their tails, why do we clip their teeth and why are they in that crate so we bridged those misconceptions.”

The new Pig Mobile features a live animal display with two large viewing windows, a large video screen and interactive displays.

Charity believes having ‘Hambassadors’ speak directly with producers truly completes this educational opportunity.



## Pig Mobile

First launched almost 20 years ago, the Pig Mobile program provides valuable public education and helps bridge the gap between rural and urban audiences. That’s where Ontario Pork Hambassadors come in! We rely on farmers and industry partners to staff the Pig Mobile at events.

*“It’s so important to bridge that gap between what consumers are eating and the care involved in how their food is produced. So it’s very important to tell them how it was produced and how it got on their plate.”*



To learn more about how you can become a Hambassador log on to [www.ontariopork.on.ca/hambassadors](http://www.ontariopork.on.ca/hambassadors)

**TO  
LEARN  
MORE**



EDUCATION AND COMMUNITY OUTREACH



# We Go Whole Hog

ATTENTION-GRABBING CAMPAIGN FOCUSED ON FOOD AND THE COMMITMENT TO QUALITY ACROSS THE SUPPLY CHAIN, TO INCREASE CONSUMER AWARENESS AND PUBLIC TRUST.

The 'Go Whole Hog' campaign focusing on the Ontario Pork supply chain set new records across all digital properties, **doubling the success** of our 2021 and 2020 campaigns combined.... and **while spending 25% less!**

**Cost-effective results that speak for themselves:**

**TARGETED ONLINE & SOCIAL ADS**

VIEWED  
**27 MILLION**  
TIMES (urban, foodie, locavores, grillers)

**WEBSITE TRAFFIC**

DOUBLED  
YEAR OVER YEAR  
**746,387**  
VISITS

**Bringing the Ontario Pork message to consumers**

**MORE THAN 400 RETAILERS AND RESTAURANTS CARRY THE LOGO IN 574 LOCATIONS**

**1.6 MILLION PACKAGE LABELS USED IN 2022**

**HOW-TO-COOK WEBPAGE REMAINS THE #1 PORK COOKING GUIDE IN CANADA**

OVER **18,000**  
VISITS EACH WEEK



**According to Google there has been a 12% INCREASE** in searches related to pork in Ontario.



**FACEBOOK FOLLOWERS**

↑ **INCREASED BY 45%**



**INSTAGRAM FOLLOWERS**

↑ **INCREASED BY 7%**



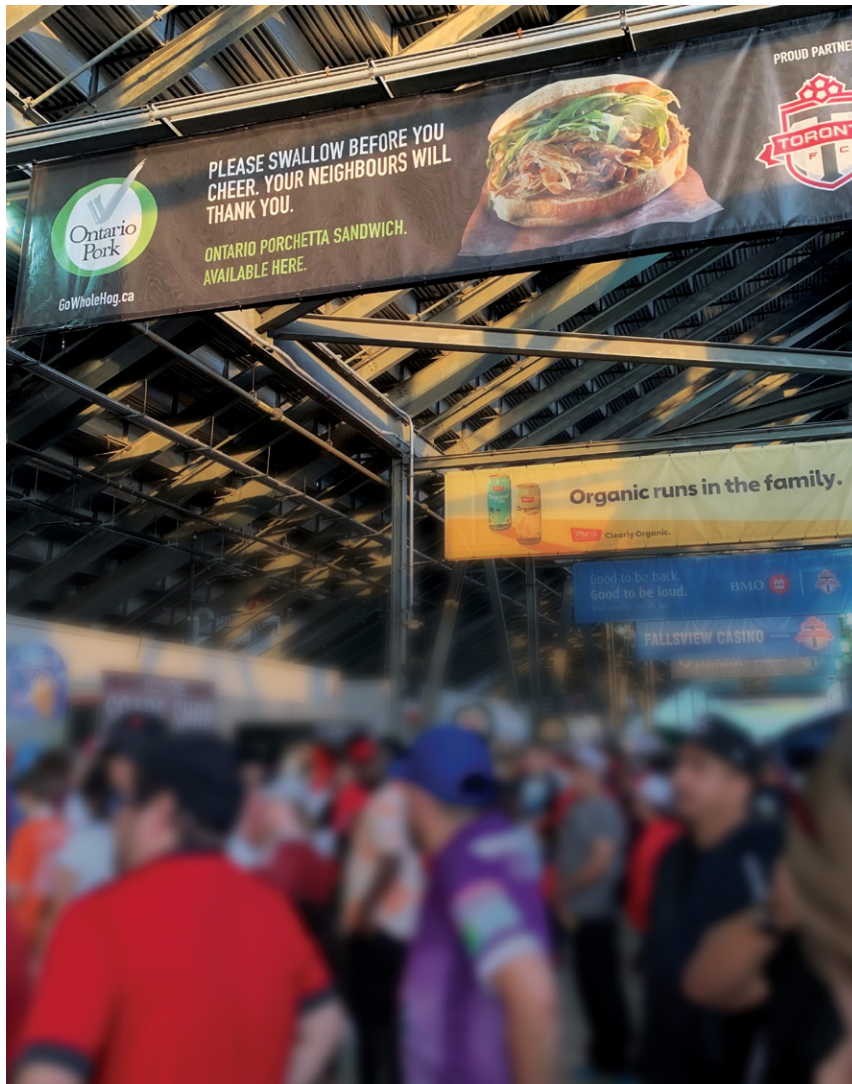
**CONSUMER NEWSLETTER SUBSCRIBERS**

↑ **INCREASED BY 90%**

## Toronto FC Partnership

A THREE-YEAR SPONSORSHIP AGREEMENT WITH THE TORONTO FC PUTS ONTARIO PORK PRODUCTS FRONT AND CENTRE AT THE STADIUM CONCESSION STANDS WITH A WHOLE ROASTED PIG A GAME NIGHT FAN FAVOURITE.

This major presence in front of thousands of potential pork customers in the Greater Toronto Area allows us to reach a new and younger audience.





# Independent Auditor's Report

## *To the Members of: The Ontario Pork Producers' Marketing Board*

### **Opinion**

We have audited the accompanying consolidated financial statements of The Ontario Pork Producers' Marketing Board, which comprise the general account consolidated statement of financial position and the trust account statement of financial position as at December 3, 2022 and the consolidated 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, these consolidated financial statements present fairly, in all material respects, the financial position of The Ontario Pork Producers' Marketing Board as at December 3, 2022 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 The Ontario Pork Producers' Marketing Board 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 consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated 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 consolidated 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 consolidated financial statements.

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 consolidated 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 consolidated 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 consolidated financial statements, including the disclosures, and whether the consolidated 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.



Chartered Professional Accountants  
Licensed Public Accountants  
Guelph, Ontario. January 31, 2023

## Consolidated Statement of Operations

Year ended December 3, 2022 and November 27, 2021

	2022 \$	2021 \$
<b>Revenue</b>		
Service fees - Universal Services	5,887,987	5,812,496
Service fees - Marketing Division	627,611	648,612
Interest	97,096	66,435
Government grants (Note 12)	34,808	5,536
Sundry (Note 10)	280,834	327,444
	<b>6,928,336</b>	<b>6,860,523</b>
<b>Expenses</b>		
Operations (Schedule A)	3,964,376	3,661,428
Consumer marketing (Schedule B)	590,796	582,787
Board secretariat (Schedule C)	716,093	418,574
Industry support (Schedule D)	1,623,232	1,757,507
	<b>6,894,497</b>	<b>6,420,296</b>
<b>Surplus of revenue over expenses before other items</b>	<b>33,839</b>	<b>440,227</b>
<b>Other income/(expense)</b>		
Forward pricing (Note 6)	113,049	72,580
Ontario Swine Research Facility Funding (Note 9)	-	(1,500,000)
	<b>113,049</b>	<b>(1,427,420)</b>
<b>Surplus/(Deficit) of revenue over expenses</b>	<b>146,888</b>	<b>(987,193)</b>

## General Account Consolidated Statement of Financial Position

December 3, 2022 and November 27, 2021

	2022 \$	2021 \$
<b>Assets</b>		
Current assets		
Cash	2,625,497	1,838,383
Temporary investments (Note 4)	4,691,005	5,412,499
Accounts receivable (Note 5)	357,248	188,369
Due from trust account	1,441,947	1,486,415
Prepaid expenses and supplies	285,478	450,660
Forward pricing assets (Note 6)	140,131	97,644
	<b>9,541,306</b>	<b>9,473,970</b>
Capital assets (Note 7)	1,066,505	926,114
	<b>10,607,811</b>	<b>10,400,084</b>
<b>Liabilities</b>		
Current liabilities		
Accounts payable and accrued liabilities	620,981	592,268
Government remittances payable	-	31,420
Research projects payable	656,322	659,948
Forward pricing liabilities (Note 6)	103,335	36,163
	<b>1,380,638</b>	<b>1,319,799</b>
<b>Net assets</b>		
Funds invested in capital assets	1,066,505	926,114
Unrestricted funds	6,887,902	7,046,214
Internally restricted fund for research (Note 8)	708,486	554,109
Internally restricted fund for special projects (Note 9)	565,887	558,617
Unrealized (loss) on investments	(1,607)	(4,769)
	<b>9,227,173</b>	<b>9,080,285</b>
	<b>10,607,811</b>	<b>10,400,084</b>



# Consolidated Statement of Changes in Net Assets

Year ended December 3, 2022 and November 27, 2021

	Beginning balance	Surplus/(Deficit) of revenue over expense	Net transfers	Unrealized gain on investments	Acquisition of capital assets	Ending balance
	\$	\$	\$	\$	\$	\$
Invested in capital assets	926,114	(80,848)	-	-	221,239	1,066,505
Unrestricted	7,046,214	227,736	(161,647)	(3,162)	(221,239)	6,887,902
Internally restricted						
For research (Note 8)	554,109	-	154,377	-	-	708,486
For special projects (Note 9)	558,617	-	7,270	-	-	565,887
Unrealized (loss)/gain on investments	(4,769)	-	-	3,162	-	(1,607)
Total	9,080,285	146,888	-	-	-	9,227,173

# Consolidated Statement of Cash Flows

Year ended December 3, 2022 and November 27, 2021

	2022 \$	2021 \$
<b>Operating activities</b>		
Surplus/(Deficit) of revenue over expenses	146,888	(987,193)
Amortization of capital assets	80,848	69,035
Change in non-cash operating working capital	59,123	(153,577)
	286,859	(1,071,735)
<b>Investing activities</b>		
Decrease in temporary investments	721,494	240,939
Purchase of capital assets	(221,239)	(47,791)
	500,255	193,148
Net Increase/(Decrease) in cash	787,114	(878,587)
Cash, beginning of year	1,838,383	2,716,970
<b>Cash, end of year</b>	2,625,497	1,838,383
<b>Changes in non-cash operating working capital of:</b>		
Accounts receivable	(168,879)	157,234
Due from trust account	44,468	(169,770)
Forward pricing assets	(42,487)	99,746
Forward pricing liabilities	67,172	(69,565)
Prepaid expenses and supplies	165,182	(35,971)
Other current liabilities	(6,333)	(135,251)
	59,123	(153,577)

## Trust Account Statement of Financial Position

December 3, 2022 and November 27, 2021

	2022 \$	2021 \$
<b>Assets</b>		
Cash	1,883,570	1,818,814
Accounts receivable from processors	3,695,259	4,021,164
	<b>5,578,829</b>	<b>5,839,978</b>
<b>Liabilities</b>		
Due to general account	1,441,947	1,486,415
Payable to producers, transporters and others	4,136,882	4,353,563
	<b>5,578,829</b>	<b>5,839,978</b>





# Notes to the Consolidated Financial Statements

December 3, 2022

## 1. Nature of operations

The Ontario Pork Producers' Marketing Board ("Ontario Pork") represents Ontario's pork producers. Ontario Pork provides universal services to all producers. Additionally, Ontario Pork provides a marketing option that includes centralized selling to processors and settlement to producers and transporters for those producers who wish to use the service.

As Ontario Pork is an agricultural organization, from which no part of the income is available for the personal benefit of any member, it is exempt from income tax pursuant to Section 149(1)(e) of the Income Tax Act.

The Farm Products Marketing Act, Regulation 400 Section 9 (b) requires Ontario Pork to maintain separate accounts for the deposit of (i) money received by the local board in trust for any other person and (ii) levies or charges imposed by the local board pursuant to powers exercised under authority granted under the Agricultural Products Marketing Act (Canada). The Trust Account Statement of Financial Position (non-consolidated) reflects all monies received from the sale of hogs on behalf of producers and the distribution of monies to producers after deducting all charges and necessary and proper disbursements and expenses.

## 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) Principles of consolidation

The consolidated financial statements include the general and trust accounts of Ontario Pork. The Ontario Pork Grading Authority (OPGA) is a controlled entity of Ontario Pork. However, the accounts of the OPGA have not been included in the accompanying financial statements. Consequently, the accounts of the OPGA have been disclosed in the accompanying notes to these financial statements (Note 17).

### b) Revenue recognition

Ontario Pork follows the restricted fund method of accounting for contributions. Revenues in the form of fees from producers are recorded when services are performed. Restricted contributions are recognized as revenue in the year the related expenses are incurred. Unrestricted contributions, interest income and sundry income are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

### c) Forward Pricing Program

Ontario Pork offers a Forward Pricing Program to producers which enables producers to establish firm prices for future shipments of hogs.

Prices are based on the prices in effect at the Chicago Mercantile Exchange for future shipments and producers may arrange this coverage for any number of hogs based on their own expected shipments.

Ontario Pork contracts with the producers and enters into Lean Hog and Canadian Dollar contracts with the Chicago Mercantile Exchange.

Ontario Pork constantly monitors contracts with producers and the Chicago Mercantile Exchange to ensure that risks are offset and no significant speculative positions are taken.

### d) Financial instruments

#### Measurement of financial instruments

The organization initially measures its financial assets and liabilities at fair value, except for related party transactions which are recorded at cost and measured using the carrying amount or exchange amount depending on the circumstances.

The organization subsequently measures all its financial assets and financial liabilities at amortized cost, except for temporary investments, forward pricing assets and liabilities which are measured at fair value. Changes in fair value are recognized in the consolidated statement of operations.

Cost in a related party transaction with repayment terms is determined using its undiscounted cash flows, less any impairment losses previously recognized by the transferor.

#### 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 the consolidated statement of operations. 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 the consolidated statement of operations.

#### Transaction costs

Transaction costs attributable to financial instruments subsequently measured at fair value and to those originated or exchanged in a related party transaction are recognized in income in the period incurred. The organization recognizes its transaction costs in the consolidated statement of operations 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.

#### e) Effective interest method

Ontario Pork uses the effective interest method to recognize interest income or expense which includes premiums or discounts earned or incurred for financial instruments.

#### f) Derivative financial instruments

Derivative financial instruments are recognized on the consolidated statement of financial position at their fair value with changes in fair value recognized in the consolidated statement of operations.

#### g) Foreign currency

Monetary assets and liabilities are translated using the rate of exchange in effect at the end of the year. Non-monetary assets and liabilities are translated at historical rates. Revenues and expenses are translated at average exchange rates prevailing during the year, except for amortization, which is translated at historical rates. Exchange gains or losses are shown in Schedule A.

#### h) Impairment of long-lived assets

Long-lived assets are tested for recoverability whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognized when their carrying value exceeds the total undiscounted cash flows expected from their use and eventual disposition. The amount of the impairment loss is determined as the excess of the carrying value of the asset over its fair value.

#### i) Capital assets

Capital assets are recorded at historical cost. Computer software is expensed in the year of purchase.

Amortization is provided in order to write off the cost of these assets over their estimated useful lives using the following rates and methods:

Asset Type	Amortization Rate
Buildings	5% declining-balance
Building improvements for leased premises	Term of lease (5 years)
Promotional vehicles	30% declining-balance
Computers	3-year straight-line
Other computer systems	33% declining-balance
Office furniture and equipment	20% declining-balance
Office furniture and equipment after 2014	5-year straight-line

#### j) Research

Ontario Pork expenses the full cost of research projects in the period it commits the funds for specific projects. Unspent funds are recorded as research projects payable.

#### k) Net assets internally restricted for research

A set amount of the annual service fee is designated for research. Any unspent amounts are internally restricted for research and are only transferred to unrestricted net assets when the research expenditures have been incurred. The

management of Ontario Pork may not use these internally restricted amounts for any other purpose without the approval of the board of directors.

#### l) Net assets internally restricted for special projects

Ontario Pork established a reserve for special projects. To be eligible for funding from this reserve, projects must benefit all Ontario pork producers, be separate from the daily activities of Ontario Pork, have the ability to leverage matching funds from other sources and have the potential for providing a return on investment. These internally restricted amounts are not available without prior approval of the board of directors.

#### m) Grants

Government grant revenue and expense are recorded as the related projects are completed, grant approvals are received and collection is reasonably assured. Government grants related to assets are recorded as reductions in the related assets.

#### n) Use of estimates

In preparing Ontario Pork's financial statements in accordance with Canadian accounting standards for not for profit organizations, management is required 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 reported amounts of revenue and expenses during the period. Significant estimates used within these financial statements include amortization of capital assets and accrued liabilities. Actual results could differ from these estimates.

#### o) Fiscal year-end

Ontario Pork's year-end is the Saturday closest to November 30.

### 3. Marketing division

Ontario Pork has administratively and physically separated the operating facilities of the Ontario Pork Universal Services Division and the Ontario Pork Marketing Division. This separation includes maintaining confidential pricing and financial information of the Marketing Division. Direct expenses are charged to the Marketing Division, while shared expenses are allocated to ensure they accurately reflect the costs incurred to operate the respective divisions. Ontario Pork has consulted with the Ontario Farm Products Marketing Commission which has accepted this approach as reasonable.

The revenue information for the Marketing Division is disclosed separately. The balance of the financial information of the Universal Services and Marketing Divisions is reported in aggregate in these consolidated financial statements.



#### 4. Temporary investments

	2022	2021
	\$	\$
Bonds and guaranteed investment certificates held in Canadian funds, valued at market, bearing rates varying from 0.81% to 2.00%. (2021 - 0.52% to 3.01%)		
General Account	4,691,005	5,412,499

#### 5. Accounts receivable

	2022	2021
	\$	\$
Trade	354,189	182,706
Other	3,059	5,663
Grants	-	-
	357,248	188,369

#### 6. Forward pricing assets and liabilities

Ontario Pork has entered into foreign currency contracts and lean hog contracts with an independent broker and with producers as previously described in the Forward Pricing Program policy included in Note 2 (c). Included in Forward Pricing liabilities are foreign currency contracts and lean hog commodity contracts with a net market value of \$103,335 (2021 - \$36,163). Included in Forward Pricing assets is the net position of contracts held with producers relating to the Forward Pricing Program with a total market value of \$140,131 (2021 - \$97,644).

	2022	2021
	\$	\$
Realized gain	73,153	6,619
Unrealized gain	36,796	61,481
Forward pricing fees/other	3,100	4,480
Forward pricing gain	113,049	72,580

#### 7. Capital assets

	Cost	Accumulated amortization	2022 Net book value	2021 Net book value
	\$	\$	\$	\$
Land	205,445	-	205,445	205,445
Buildings and building improvements	1,802,401	1,140,015	662,386	633,387
Promotional vehicles	159,388	36,460	122,928	24,744
Computers and computer systems	2,704,953	2,659,664	45,289	24,565
Office furniture and equipment	669,463	639,006	30,457	37,973
	5,541,650	4,475,145	1,066,505	926,114

## 8. Internally restricted fund for research

	2022	2021
	\$	\$
Balance, beginning of year	554,109	549,413
Amounts assessed in service fees transferred into the fund during the year	619,349	611,200
Grant amounts transferred into fund during the year (Note 12)	34,808	5,536
Rescinded research projects	35,829	2,383
Research expended (Note 12)	(267,754)	(357,498)
Research other expense	(267,855)	(256,925)
<b>Balance, end of year</b>	<b>708,486</b>	<b>554,109</b>
Included in Research other expense are amounts paid to Swine Innovation Porc, LRIC and the University of Saskatchewan.		
Industry research expense recorded in Schedule D is comprised of :	\$	\$
Rescinded research projects	35,829	2,383
Research expended (Note 12)	(267,754)	(357,498)
Research other expense	(267,855)	(256,925)
<b>Total research expense</b>	<b>(499,780)</b>	<b>(612,040)</b>

## 9. Internally restricted fund for special projects

	2022	2021
	\$	\$
Balance, beginning of year	558,617	2,046,524
Expended - Ontario Swine Research Facility Funding	-	(1,500,000)
Amounts transferred into the fund during the year (Interest)	7,270	12,093
<b>Balance, end of year</b>	<b>565,887</b>	<b>558,617</b>

The Board of Directors approved 20% co-funding of the new Ontario Swine Research Centre in Elora. The project is continuing but Ontario Pork was not required to advance monies this fiscal year. The balance of the commitment will be funded by Ontario Pork in fiscal year 2023.

## 10. Toronto Stockyards Land Development Fund

	2022	2021
	\$	\$
Balance, beginning of year	-	-
Amounts transferred into fund during the year	240,956	237,628
Funds expended	(240,956)	(237,628)
<b>Balance, end of year</b>	<b>-</b>	<b>-</b>

The amount received during the fiscal year is included in sundry revenue of \$280,834 (2021 - \$327,444) in the consolidated statement of operations.

In 2003, the board of directors established an internally restricted fund dedicated to research, development and industry education and approved the transfer of funds received from the Toronto Stockyards Land Development Board to this fund. A portion of these funds was used in 2022 for industry outreach events, swine research and health issues.



### 11. Credit facility agreement

Ontario Pork has entered into one credit facility agreement with a Canadian financial institution, facility (1). Facility (1) includes an unsecured authorized operating line of credit of up to \$3,500,000 due on demand. Canadian and USD dollar advances on facility (1) bear interest at prime plus 0.30%. At year-end, draws on facility (1) are \$Nil (2021 - \$Nil) and there were no draws on the facility during the year.

### 12. Government grants and research expenditures

	2022		2021	
	Government grants	Research expenditures	Government grants	Research expenditures
	\$	\$	\$	\$
Economics	-	117,000	-	49,520
Innovation	-	-	-	-
Production	-	87,646	-	136,850
Social trends and perception	-	28,300	-	165,592
Emergency Preparedness	34,808	34,808	5,536	5,536
Other	-	-	-	-
	34,808	267,754	5,536	357,498

### 13. Grants

Grants and memberships reported in Schedule D consist of the following:

	2022	2021
	\$	\$
OAC Awards Committee	500	500
Ontario Agri-Commodity Council	1,000	1,000
Ontario Agricultural Hall of Fame	1,000	1,000
Ontario Federation of Agriculture	500	3,000
Ontario Junior Barrow Show	3,000	-
Junior Farmers' Association of Ontario	1,000	-
Presidents' Council	400	400
Farm & Food Care	1,800	12,000
Sundry	2,289	5,576
	11,489	23,476

#### 14. Canadian Pork Council

	2022	2021
	\$	\$
General fees	960,313	946,243

The Canadian Pork Council (CPC) assessments are based on the number of pigs subject to provincial levies. This includes export weanling and feeder pigs in addition to slaughter animals. In 2022, the CPC funding was \$0.155 for market hogs and \$0.033 for weanling and feeder pigs exported (2021 - \$0.155 and \$0.033 respectively).

#### 15. Defined contribution pension plan

The salary and employee benefits (Schedule A) includes the total plan expense for the organization's defined contribution pension plan as follows:

	2022	2021
	\$	\$
Defined contribution pension plan	121,939	112,338

#### 16. Commitments

Ontario Pork leases office equipment with future minimum annual payments as follows:

	\$
2023	14,752
2024	13,481
2025	9,451
2026	9,451
2027	8,765
<b>Total</b>	<b>55,900</b>



## 17. Ontario Pork Grading Authority

The Farm Products Marketing Act, R.S.O. 1990, c. F.9, Section 7 (31) provides Ontario Pork the authority to grade hogs. Ontario Pork has delegated its authority for the grading of hogs to the Ontario Pork Grading Authority (OPGA), an independent not for profit organization. Ontario Pork is related to OPGA through the collection of grading fees. The OPGA provides a grading system and health data collection services. Ontario Pork producers maintain a 50% interest in the net assets of this organization. The other 50% interest is shared by two larger processors. The organization is governed by a five-member board consisting of two representatives from federal processing plants in Ontario, one representative from Meat and Poultry Ontario and two representatives from Ontario Pork. Ontario Pork also provides office and administration services to the OPGA. The financial statements of the OPGA are not consolidated in the financial statements of Ontario Pork. The following are the assets, liabilities, revenues and expenses from the audited financial statements of the OPGA for the year ended September 30, 2022.

	2022	2021
	\$	\$
Assets	434,553	463,529
Liabilities	60,044	56,049
Net assets	374,509	407,480
Revenues	796,378	794,226
Expenses	829,349	819,126
(Deficit) of revenue over expenses	(32,971)	(24,900)
<b>Supplemental cash flow information</b>		
Cash flows derived from/(used by):		
Operating activities	(17,614)	17,822
Investing activities	-	(61,779)
Financing activities	(3,643)	(47,649)
(Decrease) in cash	(21,257)	(91,606)
Cash, beginning of year	133,234	224,840
<b>Cash, end of year</b>	<b>111,977</b>	<b>133,234</b>

## 18. 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 2022 compared to the previous period.

Transacting in financial instruments exposes the organization to certain financial risks and uncertainties. These risks include:

### Currency risk

Ontario Pork realizes a portion of its transactions in USD and is exposed to foreign exchange fluctuations. At year-end, USD cash balances total USD \$80,367 (2021 – USD \$875,509). All balances are recorded in Canadian dollars at year-end at an exchange rate of 1.34485 (2021 – 1.27865).

### Credit risk

Credit risk is the risk that counterparties fail to perform as contracted. Ontario Pork is exposed to credit risk through its trade accounts receivable and the Forward Pricing Program. Ontario Pork is exposed to a concentration of credit risk, as are all customers in the meat packing industry.

## 19. Comparative figures

Certain comparative figures have been reclassified to conform to the current year's presentation.

### Consolidated Schedule of Operations Expenses - Schedule A

Year ended December 3, 2022 and November 27, 2021

	2022	2021
	\$	\$
Amortization - capital assets	80,848	69,035
Audit fees	49,820	43,920
Bank charges	25,806	19,478
Cleaning	30,725	26,842
Computer software, supplies and internet	71,961	79,112
Consulting - information systems	14,840	52,478
Consulting - other	54,951	68,116
Courier	19,544	17,019
Dues and subscriptions	17,774	14,577
Foreign exchange loss	6,579	-
Forward pricing costs	12,041	20,901
General office and other	39,857	14,489
Insurance	58,067	51,675
Legal fees	164,862	114,523
Light, heat and water	29,577	27,499
Machine and systems rental	4,893	13,487
Postage	18,650	13,819
Realty taxes	60,109	58,895
Repairs and maintenance	131,638	84,259
Salaries and employee benefits (Note 15)	2,880,906	2,742,966
Stationery and supplies	10,873	11,807
Telephone	47,464	50,135
Training and professional development	24,599	12,703
Travel	107,992	53,693
	3,964,376	3,661,428



## Consolidated Schedule of Consumer Marketing Expenses - Schedule B

Year ended December 3, 2022 and November 27, 2021

	2022	2021
	\$	\$
Advertising/other	419,095	413,288
Consumers' events	36,391	18,303
Education	89,502	53,785
Promotion - retail trade	18,443	10,968
Public relations	21,015	59,653
Retail and nutrition promotion	6,350	26,790
	590,796	582,787

## Consolidated Schedule of Board Secretariat Expenses - Schedule C

Year ended December 3, 2022 and November 27, 2021

	2022	2021
	\$	\$
Delegates' remuneration	87,828	10,565
Directors' expenses	90,500	37,414
Directors' remuneration	251,790	186,972
General office and other	752	791
Grants - counties	68,541	45,873
Liability insurance	10,291	9,356
Meetings - annual and other	149,606	72,081
Benefits	56,785	55,522
	716,093	418,574

## Consolidated Schedule of Industry Support Expenses - Schedule D

Year ended December 3, 2022 and November 27, 2021

	2022	2021
	\$	\$
Animal care	8,184	4,920
Canadian Pork Council (Note 14)	960,313	946,243
Consulting	68,125	69,962
Food bank	40,000	40,000
Grants and memberships (Note 13)	11,489	23,476
Industry Events	18,142	2,000
Research (Note 8)	499,780	612,040
Swine Health Ontario	17,199	8,866
Other - AgManifest	-	50,000
	1,623,232	1,757,507



## DID YOU KNOW?

*Ontario's  
Pork industry  
contributes:*

**\$1.35 BILLION** GDP

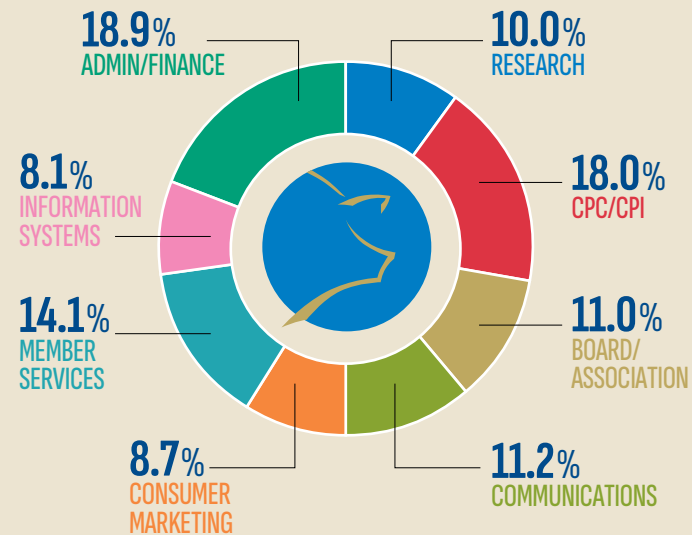
**\$3.78 BILLION** ECONOMIC OUTPUT

**19,906 JOBS** (FULL-TIME EQUIVALENT)



ONTARIO PORK REPRESENTS:  
**997 PORK PRODUCERS**  
THAT MARKET **5,972,075 HOGS**  
IN ONTARIO

## 2022 BY THE NUMBERS





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