



...Dedicated to the Success of Ontario's Grape Growers

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2008 Annual General Meeting

The Annual General Meeting was held on April 9, 2008 at Club Roma in St. Catharines. Approximately 300 members, staff and guests attended. Chair, Bill George Jr., and CEO, Debbie Zimmerman, presented an overview of the year. Other speakers included:



- Hugh Fraser, OMAFRA - *Wind Machine Project Update.*
- Steve Duff, OMAFRA - *Overview of the CAIS, AgriInvest and AgriStability programs.*

Board of Directors (2008/09)

- ✓ Bill George Jr.: Chair
- ✓ Doug Hernder: Vice Chair
- ✓ Steve Fernick: Director
- ✓ Bart Huisman: Director
- ✓ Jim Morrison: Director
- ✓ Matthias Oppenlaender: Director
- ✓ Steve Pohorly: Director
- ✓ Kevin Watson: Director

Award of Merit:

The Award of Merit for 2008 was presented to Kim Craitor, MPP.

This award is given by the Grape Growers of Ontario in recognition of outstanding contributions made by individuals to the grape industry in Ontario. Dave Wiley presented the award to Mr. Craitor in recognition of his support and dedication to the grape growing industry.



GGO Services

- Grape Research, Pricing & Promotion
- Grape Inspection
- Government & Industry Relations
- Government Lobbying
- Government Policies & Regulations
- Farm Labour Legislation & Program
- Chemical Registration
- Nutrient Management
- Crop Insurance Requirements
- KCMS Code-A-Phone
- Business Risk Management (CAIS & SDRM)
- Weather Innovations Incorporated (WIN)



Growers' Committee 2008-2009

After nominations and voting were completed on April 9, 2008 a new Growers' Committee was formed. Here is the new Growers' Committee:

Town of Niagara-on-the-Lake (District 1) (8)

				Phone	Fax
Trevor Falk	RR#5-417 Carlton St. E.	N-O-T-L	L0S 1J0	688-3997	646-8099
Don Forrer	RR#6-44 Niagara St.	N-O-T-L	L0S 1J0	468-7473	468-0498
Doug Hernder	RR#6-970 Line 4	N-O-T-L	L0S 1J0	468-7110	468-2212
Matthias Oppenlaender	RR#2-753 Line 3	N-O-T-L	L0S 1J0	468-8120	468-7332
Steve Pohorly	RR#2 1267 Niagara Stone Rd.	N-O-T-L	L0S 1J0	468-2913	262-4039
Lou Puglisi	RR#2-925 Line 2	N-O-T-L	L0S 1J0	468-5633	468-5633
Albrecht Seeger	RR#1-15570 Niagara Pkwy	N-O-T-L	L0S 1J0	468-7497	468-3600
Kevin Watson	RR#1-1516 Line 2	N-O-T-L	L0S 1J0	468-9833	468-4937

City of St. Catharines (District 2) (3)

				Phone	Fax
Bart Huisman	RR#1	St. Catharines	L2R 6P7	682-7078	682-7078
Bill Schenck	1396 South Service Rd.	St. Catharines	L2R 6P9	684-5478x18	684-0337
Jon Wiley	2710 1 st St. Louth	St. Catharines	L2R 6P7	688-4821	641-9318

Town of Lincoln (District 3) (6)

				Phone	Fax
Bill Baranick	P.O. Box 76	Vineland	L0R 2C0	687-2166	563-0314
Bill George Jr.	RR#1-Lakeshore Rd.	Beamsville	L0R 1B1	562-7469	562-0069
Glen Koop	3190 11 th Street	St. Catharines	L2R 6P7	562-5029	-
Jim Morrison	RR#1-3381 21 st Street	Jordan	L0R 1S0	562-4866	562-3053
Martin Schuele	RR#1-3876 Lakeshore Rd.	Beamsville	L0R 1B1	562-5584	562-3852
Roger Vail	2880 Tintern Rd.	Vineland	L0R 2C0	563-2880	563-2881

Town of Grimsby, Township of West Lincoln & City of Hamilton (District 4(a)) (2)

				Phone	Fax
Steve Fernick	RR#1-179 Elm Tree Rd.	Grimsby	L3M 4E7	945-4007	945-1802
Harold Ferrier	1141 Mud Street E.	Stoney Creek	L8J 3C3	643-2555	-

Southwestern Ontario (District 4(b)) (1)

				Phone	Fax
George Smith	RR#1-8368 Water St.	Blenheim	N0P 1A0	(519) 676-5867	676-7371

Prince Edward County (District 4(c)) (1)

				Phone	Fax
Debra Marshall	784 County Rd. 18	Cherry Valley	K0K 1P0	(613) 476-4430	-

Media Day 2008

The focus for this year's Media Day was "Growing Excellence". The event was held on April 7, 2008 at Four Points Sheraton in Thorold, Ontario. Local politicians, media, growers, education and industry representatives attended the event.

Kevin Watson, 2007/2008 Grape King, began the meeting and welcomed those in attendance. Chair Bill George Jr. and CEO Debbie Zimmerman provided an overview of past, current and future initiatives that help to ensure the industry's continued success.

Grape Statistics - 2007

The grape harvest of 2007 was marked with outstanding quality, partially due to a warm fall which extended our growing season and vineyard management practices.

Growers produced a crop of 56,315 tonnes (of which 52,229 tonnes were sold to wineries) generating a farm gate value of \$74.9 million.



Juice Grapes

The closure of the Cadbury Schweppes plant in St. Catharines in 2007 impacted approximately 105 growers and 2,000 acres of vineyard.



Orchards and Vineyards Transition Program

The federal government has announced \$22.3 million to assist growers to remove varieties that are less marketable and climate sensitive. A committee comprised of members from the tree fruit and grape industries and government representatives, as well as three commodity specific subcommittees (apples, grapes and tender fruit) will be created in the near future. The details that we currently know about the Transition Program include:

- \$18.4 million will be allocated for removals at \$1,618.74 per acre which will provide for the removal of about 11,367 acres.
- The program will be retroactive to October 25, 2007 and funding will end on March 31, 2011.
- Agricorp will administer the program.
- Removals made prior to applying to the program will be considered, provided all eligibility criteria have been met.
- GIS/GPS maps serve as proof of record of vineyard acreage.
- If you are not mapped, please call Nick Hubbard at the Grape Growers of Ontario office at: (905) 688-0990.
- Although the program will be retroactive, growers are advised to wait until applications are available and they have been approved before removing their vines.



Tips from the TIP (Towards Increased Profits) Report

Ministry of Agriculture,
Food and Rural Affairs

By John Molenhuis, Business Analysis and Cost of Production Program Lead

How is your farm doing financially? Comparing your farm's current performance against your past performance and that of other similar operations is an important step in increasing profits. Another way to describe this is internal and external benchmarking. Identifying your areas of strength and areas that require further investigation can help you focus your management time where it will have the greatest benefit.

For the fourth year, the Towards Increased Profits (TIP) report has been sent to over 11,000 Canadian Agriculture Income Stabilization (CAIS) participants. Using the CAIS information, the report presents a financial analysis that compares your farm's performance to its previous five year average and to other similar farms in your sector. If your farm is significantly different than the sector average in any one expense, TIP flags it and this may be something you want to investigate further.

TIP recipients are strongly encouraged to take advantage of the Canadian Farm Business Advisory Service (CFBAS) for a more complete accrual based farm financial analysis. A qualified private-sector farm business advisor will review your farm records and work with you to develop a financial plan to meet your business goals. Reach them toll free at 1-866-452-5558 or visit the website at www.agr.gc.ca/renewal for more information.

If you were in CAIS for the 2006 program year and did not receive a TIP report you can request yours by calling the Agricultural Information Contact Centre at 1-877-424-1300.

What does the TIP report reveal?

The sector average is comprised of farms with a similar mix of commodity sales and similar sales levels. Farms are classified by farm type when more than half of total farm sales come from sales of a specific commodity or group of commodities. For example, a farm with more than half of its \$250,000 total sales in field crops is compared to other field crop farms with sales ranging from \$100,000 to \$500,000. There were 105 different farm type/income range combinations.

TIP measures cost efficiency by using a 'per \$100 of income' indicator. It directly compares your costs with the level income you are generating. It shows how effectively your cost outlays are able to produce gross income. Put another way, it is the percent of gross farming income needed to pay the farm's input costs. For example, if machinery repairs equal \$4.05, then for every \$100.00 of gross farming income \$4.05 goes to pay this expense. A higher percent of income needed for an individual expense means there is less income available to pay other costs.

Average, low and high groups were identified for each expense within each farm type/income range combination. This allows for some reflection on questions like 'Are larger farms more profitable and are they making better use of their assets?' or 'Is there more variability within an income range or across the income ranges?' or 'Where are the different farm types spending their money?'

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In general, larger farms appear to be more profitable. They are better able to spread their costs over more production. This is not to say that small farms were not capable of achieving the same margins as larger farms. In almost all farm types there were farms in the smaller income ranges that out performed the average larger farm. Some smaller farms did achieve the same margin levels of bigger farms but they had to be better than average to do it.

Economies of scale were evident in how larger farms were able to more effectively use their assets to make income. With very few exceptions the large farms spent less of their income on land and machinery related costs than their smaller counterparts.

There were bigger swings within the income ranges than across the ranges. This variation between the low profit and high profit farms within the income range did tighten as the income ranges increased. The top income range of sales of over 1 million dollars had a range of only 10 percent from the low and the high farms. Farms with under \$100,000 in sales saw differences of around 35 percent.

The TIP report clearly shows the horticultural sector's reliance on labour. Horticultural farm types spent 20 - 35 percent of their income on labour costs. The field crop (grain and oilseeds) and livestock farm types spent more in the range of 5 - 10 percent. Labour was one of the areas where the larger farms tended to spend more percent of their income on than the smaller farms. This could be a result of the fact that due to their size they could not rely as much on unpaid family labour.

Profit in the context of TIP is net cash income before any adjustments for inventory or outstanding payables or receivables since it is using information submitted for tax purposes. This reporting method may cause the analysis to highlight weaknesses that are primarily a result of income tax management or cash flow decisions, not a reflection of the farm management performance.

Government of Ontario Budget 2008



In this Budget, the government is helping farmers stay competitive in a rapidly changing global marketplace and moving towards a more sustainable future by:

- Proposing to expand the Land Transfer Tax exemption for transfers of the family farm to include transfers from family farm corporations to individual family members;
- \$56 million over four years for the Pick Ontario Freshness strategy and the Ontario Farmers' Markets Initiative;
- \$56 million in 2007-08 to the University of Guelph to support research, animal health and the Ontario Veterinary College;
- \$12.5 million in 2007-08 to support the Vineland Research and Innovation Centre.

To review Budget 2008, please visit <http://www.fin.gov.on.ca/english/budget/ontariobudgets/2008/nr1.html>.

Giving Farmers a Choice - The CASS Program

Ministry of Agriculture,
Food and Rural Affairs

Providing farmers and their spouses opportunities to access skills assessment and training to improve their farm profitability and net family income is the primary goal of the Canadian Agricultural Skills Service (CASS). This valuable program is being extended and new applications are strongly encouraged.



CASS provides qualified applicants with no-cost access to a professional advisor who will meet with you and focus on understanding your existing skills, your plans and goals, and provide you with a clear path on how to achieve them.

Financial benefits range from \$8,000 - \$16,000 for qualified participants, depending on average net family income and other eligibility requirements. Established producers, beginning farmers and farm spouses with a net family income of less than \$45,000 a year can qualify for CASS benefits.

The CASS program is here to assist you in acquiring the skills required to meet your goals. If eligible, CASS funding is available to pay for specialised training and associated expenses. The CASS Skills Assessment Advisor can help you find the most appropriate training for individual needs. CASS participants have taken training in a wide range of areas, including, but not limited to:

- A/Z training
- Commodity marketing
- Book keeping and accounting
- Hospitality training
- Farm diversification (e.g. organic agriculture, working with new commodities)
- Goal-setting and business planning

CASS was developed to give farm families a choice about their future. Participants have used the program to increase their on-farm skills in areas such as business management, marketing, human resources management, and developing new production opportunities. Farmers and their spouses can also use the program to develop off-farm and supplemental income.

Now is the ideal time to apply to the CASS program. Contact the CON*NECT CASS Centre right away to start the application process. Take advantage of the winter months to participate in available training to help you increase your net farm family income. Look ahead and work with a Skills Advisor to plan your training activities for the fall **now**, before courses fill up.

For more information about CASS eligibility, the application process, or any other questions, please contact the CON*NECT CASS Centre toll-free at 1-877-830-0200 or check out the CASS website at: www.ontario.ca/cass.

Uncorked - Grape & Wine Industry Conference & Trade Show 2008

Uncorked, the grape and wine industry conference & tradeshow, will be held on May 27-28, 2008 at Niagara College, in Niagara-on-the-Lake, Ontario, Canada. This year's theme is: **Vision, Vintage & Technology**, *Embracing the Future of Grape & Wine*. Early bird registration is April 30 (see enclosed registration form). For more information on the event, please visit www.uncorked.info.



The Viticulture Keynote Speaker will be Mr. Jerry Lohr from J. Lohr Winery who will be discussing: The Future of Grape Growing. Confirmed topics include:

- Managing Berry Moth
- Options for Controlling Grape Powdery Mildew
- Creating Flavour in the Vineyard
- Improving Wine Grape Production with Rootstocks/ Soil Management
- Climate Change & Water Management (panel discussion)

Meeting with the Governor General of Canada



From left to right: Jim Clark - Colio Estate Wines; Bill George Jr. - GGO Chair; the Right Honourable Michaëlle Jean - Governor General of Canada and her husband, Jean-Daniel Lafond; Debra Marshall - GGO Growers' Committee; Norm Beal - WCO Chair and his wife, Tanya Beal.

Bois Noir Phytoplasma Infected Plants Found in Ontario

This pest report was provided by National Plant Protection Organizations (NAPPO). Contact: Chuck Lemmon, Commodity Officer - Horticulture / agent des produits - Section de l'horticulture, Plant Health Division / Division de la protection des végétaux, Canadian Food Inspection Agency / Agence canadienne d'inspection des aliments, Ottawa, Ontario, e-mail: clemmon@inspection.gc.ca.


Due to the changing status of grapevine phytoplasmas in France, in 2006 the Canadian Food Inspection Agency (CFIA) implemented grapevine phytoplasma surveys in support of stronger import restrictions to Canada. In 2007, the survey in Ontario revealed two imported grapevine plants infected with the phytoplasma causing Bois noir (Black wood) disease. The plants originated from an area of France where the disease is known to be endemic. They had been imported prior to implementation of mandatory hot water treatment for imports.


The known Bois noir insect vector *Hyalesthes obsoletus* has still not been recorded in North America and grapevine is considered by European researchers to be a dead-end host for the phytoplasma. The infected plants in Ontario were removed in November 2007 and surveys around the site of the removed plants found no other infected or symptomatic plants.

Under IPPC Standards (e.g. ISPM No. 8), Bois noir is considered absent from Canada: pest eradicated. To confirm that the eradication has been successful, follow-up surveys will be carried out during successive growing seasons.










For Sale/For Rent	Contact	Telephone
<ul style="list-style-type: none"> • 20 acres of Concord grapes in Smithville for rent. 	Franca	(905) 562-4000 X223
<ul style="list-style-type: none"> • New and used T-bars, 8 feet. • New and used #9 grape wire. 	Jack	(905) 892-3478
<ul style="list-style-type: none"> • Clemens auto grape hoe, single plow, \$3,600, B.O. off 4610. 	Terry	(905) 892-3326
<ul style="list-style-type: none"> • Single-sided U-shaped Ero hedger, does one complete row. \$4,300. 		(905) 563-9739
<ul style="list-style-type: none"> • 300 Gal. GB grape sprayer with shrouds, Ex. Cond. • 6' Aero-Way aerator 3 P.H. 	Jim	(905) 563-4195
Wanted		
<ul style="list-style-type: none"> • 2,500 used 8-foot steel T-posts; 200 used 5-inch pressure-treated wood posts. • Good used wire. 	Murray	(905) 643-1015
<ul style="list-style-type: none"> • Colio Estate Wines, in Harrow, is looking for a full-time Cellars Lead Hand. Prior winery work experience is an asset. Applicants should have knowledge of winery equipment including pumps, filters, presses, etc. 	Send resumes to: cheers@coliowinery.com	






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