

ONTARIO INDEPENDENT MEAT PROCESSORS



2017 ANNUAL REPORT



OUR VISION:

To be the unified voice for Ontario's meat and poultry industry.

OUR MISSION:

To connect, support, and advocate for our members.



REPRESENTING THE INDUSTRY - OIMP BOARD OF DIRECTORS

OIMP is governed by a dedicated group of volunteers representing the diversity of the industry, coming from abattoir operations, processing, retailing, and wholesaling sectors, with businesses ranging in size from 10 to 450 employees.

EXECUTIVE

President

Carol Goriup

Florence Meats, Oakville

Past President

Cory Van Groningen

VG Meats, Simcoe

Vice President

Christine Hobson

Halenda's Fine Foods, Oshawa

Secretary/Treasurer

Marc Oliver

Sargent Farms, Milton

DIRECTORS

Shannon Desborough

Finest Sausage & Meat, Kitchener

Adam Hayward

Nesbitt's Meat Market, Lindsay

Gerhard Metzger

Metzger Meats, Hensall

Kevin Schinkel

Schinkel's Legacy, Chatham

Kevin Stemmler

Stemmler Meats, Heidelberg

OIMP PAST PRESIDENTS

2014 - 2017

Cory Van Groningen VG Meats, Simcoe

2011 - 2013

Joe Abate Abate Packers, Arthur

2007 - 2011

Tony Facciolo Holly Park Meat Packers, Bolton

2005 - 2007

Tim Schinkel Schinkel's Legacy, Chatham

2003 - 2005

Mario Henry Town & Country Farms, Hornby

2001 - 2003

Leo Rocheleau Weston Abattoir, Maidstone

2000 - 2001

Gerry Houtzager Stayner Meat Packers, Stayner

1997 - 2000

Leo Rocheleau Weston Abattoir, Maidstone

1995 - 1997

Gerry Houtzager Stayner Meat Packers, Stayner

1992 - 1995

Nancy Ackert The Beef Way, Kincardine

1991 - 1992

Ron Dancey Morrison's Meat Packers, Cambridge

1988 - 1991

Wilfrid Gravelle W.L. Gravelle Meats, Hastings

1985 - 1988

Doug Lewis W.D. Lewis Meats, Napanee

1980 - 1985

Ron Deeth Windcrest Farms, Port Perry

"I joined the Board in 2017 as I feel the more you put into an organization, the more you get out of it."

~ Adam Hayward - OIMP Member Since 2002

President's Message



As this is my first President's address, may I start by saying what a privilege it has been to represent our membership for the past year.

Being a member for 11 years, I have witnessed many changes in the industry. With all the new regulations, developments, government representation, technologies and innovations, I rest easy knowing that help is just a phone call away. Our OIMP team has done an excellent job addressing the everyday challenges that you and companies like mine experience.

With the support from GF2, our Board of Directors participated in Governance Training and Strategic Planning sessions, utilizing outside expertise to lead the Board through some difficult discussions and resulting in actionable steps to take as we move forward.

To be successful, we must continuously renew the link between what we do and the needs and interests of the community we serve. We must ensure that we are providing the services desired and valued by our members, in ways that are consistent with the organization's core values and principles.

Through the Strategic Planning exercise, the Board realized a shift in priorities was in order and that, moving forward, future activities need to support the new vision and work towards financial sustainability.

I want to extend a big thank you to all those that supported the OIMP last year whether through our Supporter and Partnership programs, advertising, participation in events like our very successful Meat Industry Expo, awards gala auctions, or simply through membership dues.

This Annual Report profiles our association and the many initiatives we undertake. Without your financial support, many of the programs and services we deliver would not be possible.

To the OIMP staff, board, membership, and broader industry stakeholders, I thank you for your care and friendship. Together let's build a plan that supports the future for our members, our association, and the industry.

Executive Director's Message



I am writing what will be my last Annual Report message, as I retire at the end of June following 33 years with the association. It will be sad to say goodbye, yet I leave with a great sense of pride in the accomplishments the association has recognized through the years.

I often speak about OIMP being a family, a community, which you truly are, as I have made many friends and long-lasting relationships along the way.

When I started straight out of college in 1985 providing bookkeeping and data processing services, I never imagined staying this long or to still be doing the accounting for the association!

I took over the role of Executive Director in 1993 from Ron Deeth, who was my friend and mentor right up until his passing last month. I relocated the association head office from Port Perry to Guelph. I have had incredible team members supporting me (21 over the years) and truly enjoyed working with the 12 presidents, 60 Board members, over 300 members, and the numerous government and industry stakeholders. The trust and support shown to me over the years has been greatly appreciated.

I'm excited for the future of the association and feel extremely confident that with the great team at the office, the leadership within the Board, and my successor, that OIMP will continue to realize what can be accomplished when we work together.

Our Team



Executive Director -
Laurie Nicol: (519) 763-4558
Ext. 224 • admin@oimp.ca

Laurie is responsible for the leadership and management of the association, working closely with all levels of government, agricultural and industry groups, on issues that directly affect members and their businesses.



Technical Director -
Daphne Nuys-Hall:
(519) 763-4558 Ext. 222 •
technical@oimp.ca

Daphne provides regulatory and operational advice and assistance to member businesses on a one-on-one basis. Leading our regulatory advocacy role, members are kept informed of emerging issues through her Technical eBulletin. Daphne leads the training needs including OIMP workshops and webinars, and Food Handler Training.



Industry Development Coordinator -
Derek Boudreau:
(519) 635-9281 •
d.boudreau@oimp.ca

Derek is in the field assisting with questions and concerns, building membership through recruitment, engaging members, and increasing involvement in OIMP's many programs, events, and training. Derek is responsible for advertising, supporter and exhibitor sales.



Marketing and Communications Director -
Heather Nahatchewitz:
(519) 763-4558 Ext. 225 •
heather@oimp.ca

Heather is responsible for the OIMP communications strategy, promoting a strong concise message to our members and industry through the various social and print mediums. Heather manages OIMP events including The Meating Place, Meat Industry Expo and Awards Gala.



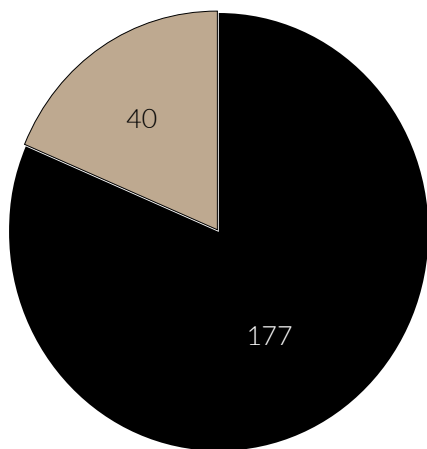
Membership Coordinator/ Graphic Designer -
Jessy Courtemanche:
(519) 763-4558 Ext. 221 •
member@oimp.ca

Jessy is responsible for maintaining strong member relations, managing registration for OIMP events, and maintaining a current and accurate member database. As OIMP's in-house graphic designer, Jessy manages design and layout of OIMP communication pieces, and provides graphic design services to OIMP members by request.



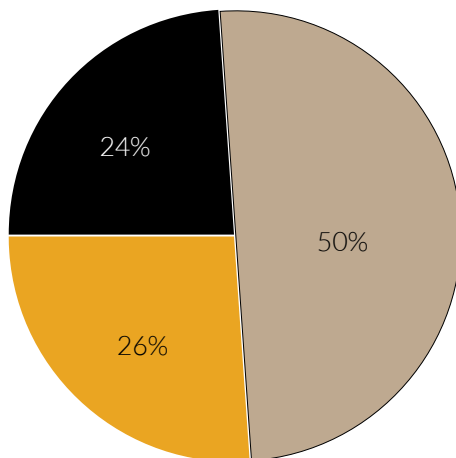
REPRESENTING A DIVERSE ONTARIO MEAT AND POULTRY INDUSTRY

Membership by Category



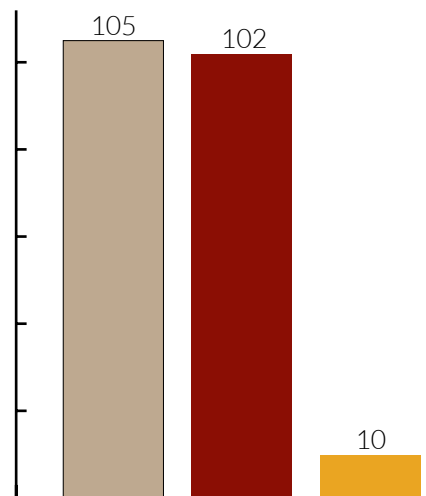
Business Member
 Retail Associate Member

Number of Employees



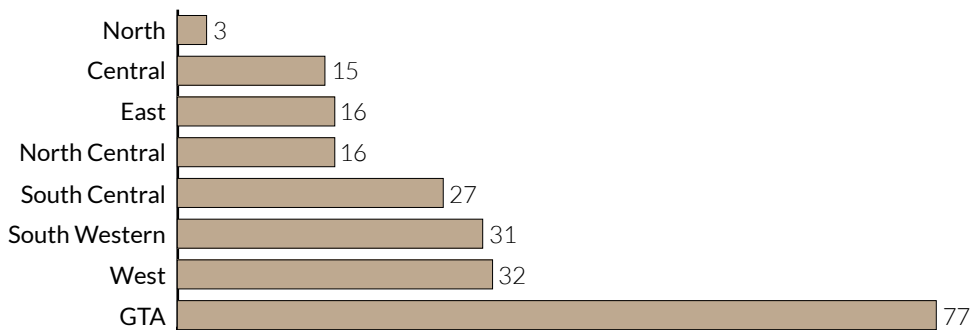
1-9 10-19 20+

Member by Type of Inspection



Provincial Municipal Federal

Where our Members are Located in Ontario



Ensuring that we hear from the industry - OIMP staff made over 500 visits to meat establishments across the province including abattoirs, processors, and retail butcher shops. 133 OIMP members were visited.



MEMBERSHIP IS IMPORTANT BECAUSE...

TOP 2 REASONS COMPANIES JOIN OIMP:

#1 TECHNICAL SUPPORT

#2 TO MAKE CONNECTIONS

"It means everything. It's helped us tremendously. And the social aspect where we talk to other people, we have the same problems."

OIMP arranges these events that bring us together."

~ Joe Abate - Abate Packers - Member Since 1996

"We can turn to them for anything when we need help."

~ Martin Ullrich - Ullrich's on Main - Member Since 2010

"When I have a question, I can just call OIMP for the answer. They always help me."

~ Krassimir Tabakovi - Karlovo - Member Since 2009

"There's a lack of skilled butchers in Ontario and the ones that are around need opportunities and events like the gala to network and grow the sector."

~ Brent Herrington - Herrington's Quality Butchers - Member Since 2008

SUPPORTING OIMP IS IMPORTANT BECAUSE...

"We understand the importance of the single and unified voice for meat and poultry processors - we are dealing with a variety of customers in Ontario from the large food processor to the small operating unit with 1 or 2 employees. OIMP is playing an important role in Ontario, bringing value and support to their members... our customers."

~ Jean-Francois Bourdeau - Duropac - Associate Member Since 2006

"They provide a network which brings us closer to our customers. We find out what they need by going to conventions like Expo and talking to them. See what they are happy with, what they complain about. This allows us to identify what we have to do with our machines to make them happy."

~ Michael Klee - Klever Equipped - Associate Member Since 2015

Associate Members play an important role in providing goods and services to our members. We meet annually with our 56 Associate Members to recap the current year activities and to solicit input for future initiatives.

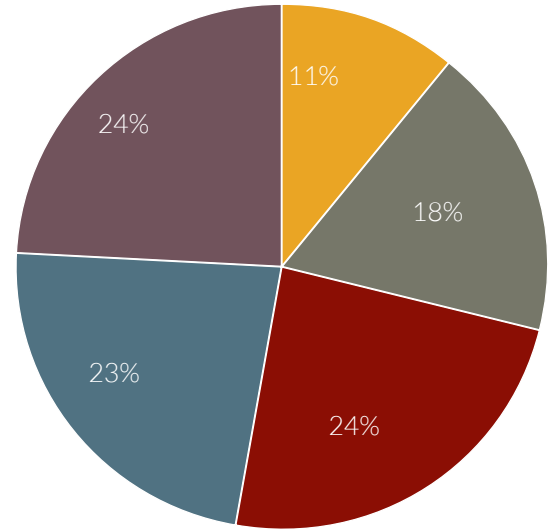


THANK YOU FOR SUPPORTING OIMP FOR OVER 25 YEARS

Ontario Pork, Guelph (1980)
 Gord's Abattoir, Leamington (1982)
 L'Original Packing, L'Original (1986)
 MMIS, Aurora (1986)
 Nitta Casings, Markham (1986)
 Walnut Hill Farms, Gads Hill (1986)
 VG Meats, Simcoe (1987)
 Rothsay, Dundas (1988)
 Stemmler Meat & Cheese, Heidelberg (1988)
 Chicken Farmers of Ontario, Burlington (1989)
 Jetnet Norstar Corp., Toronto (1989)
 Schinkels' Gourmet Meats, Chatham (1989)
 Springer's Meats, Hamilton (1989)
 Barron Poultry, Amherstburg (1991)
 Brenner Packers, Windsor (1991)
 Norwich Packers, Norwich (1991)
 Weston Abattoir, Maidstone (1991)
Handtmann Canada, Waterloo (1992)
Hay's Custom Cutting, Campbellford (1992)
Hoffman Meats & European Deli, Stayner (1992)
Newmarket Meat Packers, Newmarket (1992)
WIBERG Corporation, Oakville (1992)



YEARS OF SUPPORT



- 1-2 years
- 3-5 years
- 5-10 years
- 10-25 years
- 25+ years



Handtmann Canada



Hay's Custom Cutting



Newmarket Meat Packers



WIBERG Canada



Hoffman Meats & European Deli

LIFETIME MEMBERS – THANK YOU FOR YOUR CONTRIBUTION



Joe Abate (2017)

Brian Quinn (2016)	Leo Rocheleau (2001)
Graham Dalziel (2015)	Jim Vidocz (2000)
Tony Facciolo (2011)	Nancy Ackert (1997)
Pat Johnson (2005)	Dr. Ron Osborne (1996)
Gerry Houtzager (2003)	Ron Deeth (1995)



Joe Abate

RECOGNIZED FOR THEIR ACHIEVEMENT IN THE MEAT INDUSTRY



Hayter's Farm, Dashwood (2016)
 Schinkel's Legacy, Chatham (2014)
 Conestoga Meat Packers, Breslau (2013)
 In Memory of Dave Tiller (2012)
 Halenda's Fine Foods, Oshawa (2011)

Springer's Meats, Hamilton (2010)
 VG Meats, Simcoe (2009)
 Stemmler's Meat & Cheese, Heidelberg (2008)
 Leo Rocheleau, Maidstone (2007)

RECOGNIZED FOR THEIR CONTRIBUTION TO THE ASSOCIATION AND TO THE INDUSTRY



Handtmann Canada

2017 – Handtmann Canada
 2016 – Malabar Super Spice

handtmann
Ideas for the future.

OIMP SUPPORTS THESE INDUSTRY RELATED GROUPS:

Agricultural Adaptation Council
 Agri-Food Management Institute
 American Association of Meat Processors
 Canadian Meat Council
 Canadian Partnership for Consumer Food Safety Education

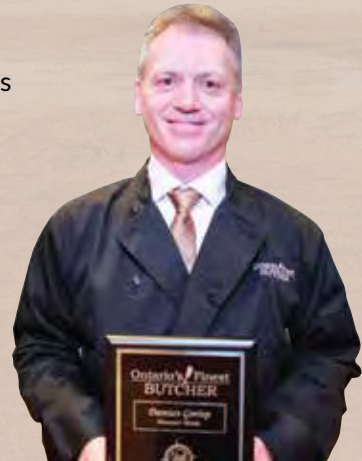
Farm and Food Care
 Food Processing HR Council
 Ontario Food Protection Association
 President's Council

SEARCHING FOR ONTARIO'S FINEST BUTCHER

The 4th annual meat-cutting competition consisted of an **elimination round** of 11 butchers tasked with breaking down three pork primals in 30 minutes while being judged on their boning skills, merchandising techniques, primal cut utilization and financial performance.

Three competitors, Brent Herrington, Damian Goriup, and Nicholas Matusiak, went on to compete in the final round in front of a large crowd on the tradeshow floor at the Meat Industry Expo. The finalists received two Cornish hens, a leg of lamb, and a beef top sirloin butt to prepare incredible-looking display-ready items in the short half hour they were given. Both the judge's score and the attendee's votes determined it was Damian Goriup, owner Florence Meats, Oakville, who would be awarded the 2017 title **Ontario's Finest Butcher** at the Red Carpet gala that evening.

Ontario's Finest BUTCHER



Damian Goriup, Florence Meats



Behind-the-scenes video from our butcher and meat competitions can be seen on our YouTube Channel, Ontario Meat & Poultry.



RECOGNIZING EXCELLENCE



For an evening of fun, fellowship and recognition, 245 guests attended the Red Carpet Gala event where 44 awards were presented across 14 categories in the Ontario Finest Meat Competition™.



The live auction of award-winning products plus the silent auction raised an unprecedented \$23,265 for the association!

Ontario FINEST MEAT Competition™

Ontario Finest Meat Competition™
AWARD WINNER

2017 AWARD WINNING PRODUCTS

BACK BACON

- Platinum ♦ **Franz's Butchershop & Catering** - Maple Back Bacon
Gold ♦ **Stemmler Meats & Cheese** - Cured Pork Back in Cornmeal
Silver ♦ **VG Meats** - Smoked Back Bacon

FLAVOURED SIDE BACON

- Platinum ♦ **Stemmler Meats & Cheese** - Pepper Bacon
Gold ♦ **VG Meats** - Cowboy Coffee Rubbed Breakfast Bacon
Silver ♦ **Sikorski Sausages** - Porchetta/Slow Roasted Pork Belly Roll

TRADITIONAL SIDE BACON

- Platinum ♦ **Halenda's** - Double Smoked Bacon
Gold ♦ **Halenda's** - Ukrainian Smoked Bacon
Silver ♦ **Stemmler Meats & Cheese** - Double Smoked Bacon

BEEF WHOLE MUSCLE DELI

- Platinum ♦ **Halenda's** - Montreal Smoked Brisket
Gold ♦ **VG Meats** - Beef Pastrami
Silver ♦ **VG Meats** - Chipotle Rubbed Roast Beef

COLD CUTS - DELI MEAT

- Platinum ♦ **Sikorski Sausages** - All Beef Salami
Gold ♦ **Stemmler Meats & Cheese** - Fire Roasted Red Peppper & Olive
Silver ♦ **Oakville Meats** - Tiroler Salami

HAM - BONELESS

- Platinum ♦ **VG Meats** - Boneless Country Style Ham
Gold ♦ **Denninger's** - Smoked Maple Black Forest Style Ham
Silver ♦ **Sikorski Sausages** - Hetmanska Ham

KIELBASA

- Platinum ♦ **L'Original Packing** - Kielbasa
Gold ♦ **VG Meats** - Turkey Kielbassa
Silver ♦ **Sikorski Sausages** - Polish Ham Kolbassa Ring

POULTRY WHOLE MUSCLE DELI

- Platinum ♦ **VG Meats** - Smoked Turkey
Gold ♦ **Finest Sausages & Meat** - Finest Spiced Turkey
Silver ♦ **Halenda's** - Homestyle Turkey Breast

PREMIUM DRY / DRY CURED

- Platinum ♦ **Paganelli's Salumi** - Wild Boar Capocollo
Gold ♦ **Halenda's** - Lacshinkin
Silver ♦ **Paganelli's Salumi** - Lamb Prosciutto

PREMIUM WIENER

- Platinum ♦ **Halenda's** - Veal Wiener
Gold ♦ **VG Meats** - Beef Wiener
Silver ♦ **Stemmler Meats & Cheese** - Jumbo Beef & Pork Wiener

SALUMI - CHARCUTERIE

- Platinum ♦ **Sikorski Sausages** - Petite Pepperettes
Gold ♦ **Paganelli's Salumi** - Gentile Salami
Silver ♦ **Sikorski Sausages** - Dried Krakowska

DRY / SEMI-DRY SAUSAGE

- Platinum ♦ **Karlovo** - Beef Sudjuk
Gold ♦ **Lavergne Western Beef** - Hungarian Csabai
Silver ♦ **Denninger's** - Hungarian-Style Csabai Salami

SPECIALTY SAUSAGE

- Platinum ♦ **Franz's Butchershop & Catering** - Smoked Curry Mango
Gold ♦ **Sikorski Sausages** - Debrecyna BBQ Sausage with Cheese
Silver ♦ **Stemmler Meats & Cheese** - Texas Jalapeno with Cheddar Sausage

TRADITIONAL SAUSAGE

- Platinum ♦ **Oakville Meats** - Farmer's Sausage Mild
Gold ♦ **Sikorski Sausages** - Debrecyna BBQ Sausage
Silver ♦ **Halenda's** - Kranska



Awarded to the company whose product achieved the highest score across all categories

Halenda's - Double Smoked Bacon



Awarded to the company achieving the highest accumulated score across all categories

VG Meats

AN INFORMED AND ENGAGED COMMUNITY



BLOCKtalk, our quarterly magazine, remains our most important communication vehicle which was delivered in hard copy to all member companies, and electronically to an additional 1,200 people in the meat processing industry.



Word on the Block

With a focus on keeping our members current, Word on the Block, our electronic bulletin, was delivered to 500 individuals bi-weekly.

Using a combination of social networking channels, OIMP keeps industry and consumers informed. Our online directories continue to provide a valuable tool for finding suppliers of goods and services or for consumers looking to locate a butcher.



oimp.ca – Unique Visitors 8,689
ontariomeatandpoultry.ca – Unique Visitors 22,909
meatindustryexpo.ca – Unique Visitors 4,255



OntarioIndependentMeatProcessors – 308 followers
OntarioMeatPoultry – 12,386 followers



@oimpa – 288 followers
@ontmeatpoultry – 1,852 followers



ontmeatpoultry – 487 followers - 72 average daily viewers



ontariomeatpoultry – 124 followers

MAKING CONNECTIONS



Growing the Industry, the theme for Industry Day 2017, brought together members from all aspects including processors, retailers and suppliers (65 participants representing 41 companies). The day consisted of presentations on the Bar Code of Life, Marketing Supports for Buy Ontario, and Workforce of the Future, followed by an afternoon panel featuring OIMP members speaking to their challenges and opportunities in growing their business.

Eighty companies exhibited at our **Meat Industry Expo** where 400 industry representatives walked the show floor looking to make connections and find solutions for their processing and retailing needs.





OIMP believes a strong agricultural sector is dependent upon a cooperative and mutually beneficial relationship between producers and processors. Establishing relationships across the value chain starts with our commodity partners, and we are grateful for their support. **OIMP provides representation** on the Veal, Sheep, and Hog Advisory Committees, Ontario Pork Grading Authority, and Ontario Beef Financial Protection Board.

Through our three promotional Facebook campaigns, and with product from our Finest Butcher elimination, **OIMP supported Ontario Food Banks** with \$5,000 in meat donations.



Sincere thanks to the following members for their generosity in helping us deliver much needed meat and poultry to Ontario food banks:

Thank you,

Bay Meats, RFDA - Thunder Bay

Davy Jones Quality Meats, Inn of the Good Shepherd - Sarnia

Herrington's Quality Butchers, Brock Community Food Bank - Sunderland

L'Original Packing, Agape Centre - Cornwall

Oegema Turkey Farms, The Caring Cupboard - St. Thomas

Seed to Sausage, Smiths Falls Community Food Bank - Smiths Falls

Thatcher Farms, Georgetown Bread Basket - Georgetown

VG Meats, Helping Hand Food Bank - Tillsonburg

OIMP members also participated in the Every Plate Full campaign, that raised an additional \$3,900 for food banks to help feed families during the summer when donations are down.



PROMOTING ONTARIO MEAT & POULTRY

Our quarterly consumer eNews was delivered to 6,933 consumers, each issue featuring four recipes and a market development partner, Ontario Beef, Turkey, or Veal.

Ontario Meat & Poultry
ontariomeatandpoultry.ca

Foodland Ontario generously produced for us two customized recipe books – Spring & Summer and Fall & Winter - which were delivered to OIMP members with retail locations to distribute to their customers. Foodland also shipped a box of calendars to members.



OIMP, as the official sponsor of the Flavours section at the **One of a Kind Christmas Show**, provided an opportunity for 11 members (Black Angus Fine Meats, Finest Sausage & Meats, Florence Meats, fudi, Halenda's, King Cole Ducks, Mark's Mennonite Meats, Ontario Turkey, Salumeria Il Tagliere, Thatcher Farms, and Wagner's Meat Products) to partner with us to promote Ontario meat and poultry and to sell their product direct to an estimated attendance of over 144,000 people during the 11 days.

OIMP launched the sale of our branded t-shirts at Meat Industry Expo and also sold them at the One of A Kind show.



ADVOCATING FOR MEMBERS

Members told us that Government Advocacy and Technical/Regulatory support are the most important services we provide.

"They promote me, fight for me and are always there when I need them."

In 2017, the top three issues facing our members remained regulatory burdens, access to labour, and rising costs, in particular, hydro.

OIMP plays an important role in providing a **unified and informed voice** to government with participation in 36 meetings last year across many branches. At our bi-monthly meetings, with senior management from OMAFRA's Meat Inspection program, we shared information on our respective activities, as well as addressed industry concerns identified by members. These meetings included regular reports on their sampling programs (RTE Microbial, Water, Drug Residue) and audit status. OIMP was actively involved in discussions around the new programming for the next funding program (CAP).

85% of members surveyed told us it was "extremely important" to their business that OIMP represent their interests with government.

Last year our Technical Director reviewed and provided comment on nine Meat Plant Guidelines (MPG) and 14 Meat Inspection Policy & Procedure documents (MIPPM) **providing an industry lens to positively influence policy decisions**. The MPGs reviewed included Falsification of Records, Use of the Inspection Legend, Allergens, Hygienic Slaughter and Microbial Control Interventions. Examples of MIPPMs reviewed include Specified Risk Material (SRM) Policy, Emergency Slaughter Flowchart, Use of Nitrates, and Use of Phosphates.



OMAFRA's Meat Inspection Policy and Procedure Manual is used as one of the primary references to assist inspectors to provide consistent application of the regulations. Identified in the Red Tape Challenge as a barrier to transparency and consistency in inspection activities, it is OIMP's expectation that this document, once the review is complete, will be accessible to industry to provide greater alignment with regulatory expectations.

The Red Tape Challenge for the Food Processing Industry Report, published in March 2017, identified 64 potential opportunities to improve regulations or reduce regulatory burdens for Ontario food businesses. Several of the items that were identified by OIMP were included in the report and are currently among the 26 opportunities to be addressed in the next three years. OIMP seeks regular updates from OMAFRA senior management on these outstanding items.



Ensuring industry's voice is heard, OIMP provided comments on proposed changes to the following regulations:

- Safe Food for Canadians Regulations
- Food Premise Regulations 562
- Health Canada Front of Pack Labelling Regulatory Proposal
- Bill 148, the Fair Workplaces, Better Jobs Act, 2017 (Employment Standards Act)



Recognizing our industry's labour market challenges, we worked closely with the Food Processors HR Council as an industry partner in the HR Council's Comprehensive Labour Market Information Study and participated on the Taste Your Future – Career Implementation Committee.



**ONE EXCITING INDUSTRY.
60,000 NEW JOBS BY 2020.**

The 2017 OIMP Labour Market Report, which provides benchmarking compensation and wage data and industry labour trends, was provided exclusively to those members who participated in the survey. The survey continues to identify the challenge operators are having in finding skilled labour. Of the respondents, 80% reported that the hardest positions to fill remain meat cutters, both industrial and retail; general labourers and sausage-makers.

OIMP continued to co-chair the Food Integrity Committee – a government and industry initiative “to decrease the prevalence of food fraud in Ontario to help protect the sustainability of the agri-food industry and maintain consumer trust”.



PROVIDING TECHNICAL SUPPORT

“Membership in OIMP allows you to concentrate on your business while OIMP can be very beneficial in researching any issues or information you may have in a timely manner. They also offer a very valuable database of information for the meat industry.”

2017 TOP 10 ISSUES ADDRESSED

Procurement & Co-Pack Opportunities
Regulations
Labelling & Nutritional Analysis Services
Training / Workshops
Inspection Issues
Written Programs & Protocols
Human Resources
Licensing / New Builds / Construction
Audit / Inspector Reports
Funding



OIMP undertook a GF2 project with three objectives to **provide targeted assistance for provincially licensed meat plants**. Part one looked to improve hygienic slaughter practices (seven plants participating) and advance implementation of interventions that control carcass contamination. Part two was to test an approach for customized training (nine plants participated) to bridge the gap between acquiring knowledge about sanitation best practices and putting it into practice in Ontario meat processing operations. In part three, we provided fifty luminometers to assess in real time the effectiveness of sanitation practices and highlight areas for improvement.

In 2017, OIMP received **369 requests** for assistance with regulatory, technical and operational challenges from operators. Issues included: licensing or construction requirements, carcass interventions, cooling rate of cooked meat products, line speed and overtime, traceability and mock recall, and corrective actions for adverse test results.

“Provided useful information for sanitation. We can save time to focus on high risk area. We can collect data to understand what clean and dirty means for our plant. We understand that visual inspection and sterilizing are not enough.”

~ GF2 Project participant

INFORMATION | TRAINING | RESOURCES



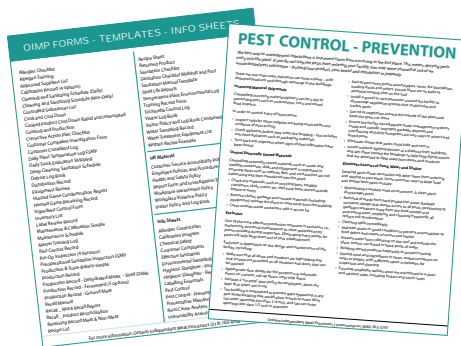
OIMP hosted an information session on ‘**Controlling Carcass Pathogens in Red & White Meat Facilities**’ which was well attended by over 100 participants, in person and via live webinar. This session discussed the importance of carcass cleanliness throughout the slaughter process, sanitation and hygienic practices, options for anti-microbial carcass interventions and how to integrate these practices into existing operations, which will improve food safety and public health.

OIMP facilitated a **webinar on Pest Control**, recognizing this remains one of the top 10 audit findings for both slaughter and processing plants.

OIMP delivered two **Food Handler Training workshops** to 21 individuals, distributed 49 self-study manuals in various languages, and proctored 93 food handler training exams. OIMP's program is one of only two that meet the requirements for supervisor training as required by Ontario Meat Regulation 31/05.

OIMP developed four new info sheets, providing guidance on operational and regulatory topics including Hygienic Slaughter – Red Meat, Hygienic Slaughter – Poultry, Vulnerability Assessment, and Pest Control – Prevention.

OIMP has **14 info sheets** in total and over 50 forms and templates available to assist with written programs and records available on www.oimp.ca.



OIMP continued to provide this simple and cost-effective service which includes a detailed and comprehensive **nutrition analysis**, a report and camera-ready Nutrition Facts Panel.

Nutrition Facts			
Per 1 cup (250 g)			
Amount	Grand Total	% Daily Value	
Calories	110	180	
% Daily Value			
Fat 2 g	2 g	2 g	7 %
Saturated 0.4 g	2 g	2 g	9 %
Trans 0 g			
Cholesterol 6 mg			
Sodium 270 mg	11 %	14 %	
Carbohydrate 22 g	7 %	9 %	
Fibre 3 g	11 %	11 %	
Sugars 1 g			
Protein 4 g			
Vitamin A	0 %	8 %	
Vitamin C	0 %	2 %	
Calcium	4 %	20 %	
Iron	30 %	30 %	

2017 FINANCIAL POSITION

The audit of the Ontario Independent Meat Processors Association 2017 financial records was conducted by the firm RLB LLP in Guelph. It is management's responsibility for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In the Auditor's opinion, the financial statements present fairly, in all material respects, the financial position of Ontario Independent Meat Processors Association as at December 31, 2017, 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.

Copies of the 2017 audited statements are available upon request.

Treasurer's Notes:

As of December 31, 2017, the association held net assets of \$722,046 with \$500,000 internally restricted as an operating reserve to cover 75% of operating expenses. Below is a breakdown of revenue and expenses indicating the percentage of total budget. The operating surplus of \$57,250 realized in 2017 was higher than the Board approved budget.

Revenue		%
Expo/Gala	\$190,571	20%
Government Grants	\$190,000	20%
Membership	\$175,590	18%
GF2 Project Revenue	\$174,404	18%
Supporter Program	\$80,003	8%
Advertising	\$43,090	5%
Competitions*	\$36,125	4%
Industry Development**	\$32,475	3%
Consumer Promotion	\$29,504	3%
Interest	\$980	1%
Total Revenue	\$952,742	

Expenses		%
Wages	\$461,532	52%
GF2 Project Expenses	\$181,077	20%
Expo/Gala	\$78,202	9%
Office and General	\$65,686	7%
Consumer Promotion	\$26,192	3%
Membership Promotion	\$23,084	3%
Competitions	\$22,011	2%
Travel	\$15,882	2%
Director Meetings	\$11,778	1%
Industry Development*	\$10,048	1%
Total Expenses	\$895,492	
NET INCOME	\$57,250	

*Competition includes revenue from auction

**Industry Development includes training workshops and support services (nutrition analysis).

Ontario Independent Meat Processors Association
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Thank you to our

2018 SUPPORTERS

DIAMOND



handtmann
Ideas for the future.

PLATINUM



GOLD



SILVER

Bizerba | Finest Sausage & Meat | Food Safety Alliance | Malabar Super Spice
Sargent Farms | Sikorski Sausages | The Meat Depot

BRONZE

AgSights | Florence Meats | Pembertons & Associates | Stemmler's | YES Group

Ontario's Finest BUTCHER COMPETITION

This two-stage competition begins with an elimination round on September 10 in Mississauga, where butchers battle for meat cutting supremacy, showcasing their skills in boning styles and finished product presentation while maximizing yield and profitability.

The top three butchers move on to compete in the finals on Saturday, October 20 at The Meating Place, Blue Mountain, to determine who will be Ontario's Finest Butcher 2018.

THE **M E A T I N G** PLACE

****NEW**** Conference starts Friday at 3:00pm



October 19-20, 2018
Blue Mountain Conference
Centre and Resort (Collingwood)

If you're a stakeholder in Ontario's meat and poultry processing sector, you don't want to miss this opportunity to strengthen your connections with peers and key decision makers in the industry.

Attend OIMP's biennial conference and retreat this fall in beautiful Blue Mountain Village, Ontario. The weekend begins Friday at 3:00pm with our first session, SYSPRO Presents: An Interactive Experience; *A rare opportunity to see, touch, and try a live automated meat production data collection system!*

An Evening with Handtmann follows at 7:00pm at MJ Byrnes Irish Pub where you can relax and spend time with friends old and new.

Saturday we are planning an impressive speaker session in the morning and the afternoon has been set aside for TableTALK, our tabletop tradeshow, Dave Tiller People's

Choice snack stick and jerky competition, raffle table, and Ontario's Finest Butcher 2018 final round.

The banquet takes place Saturday night and the conference concludes. Sunday is open for exploring the region or to enjoy a leisurely drive home taking in the stunning fall colours of the Niagara Escarpment.

T A B L E T A L K 2018

Back by popular demand! Our fourth tabletop tradeshow promises to be the best yet. Saturday afternoon is a time to meet suppliers and other industry stakeholders in a relaxed and enjoyable atmosphere. Tabletop exhibitors are setup to showcase their products and services, answer your questions and chat about your business needs. Full delegates will receive a passport to be stamped by each exhibitor and entered into a draw to win a great prize!

UPCOMING FOR 2018



This peer-evaluated competition of snack stick and jerky products takes place Saturday afternoon at The Meating Place. Entrance in the competition is exclusive to OIMP Business members with the winners announced that night at the banquet.

Entries can be registered on the Conference Registration Form available shortly.

Contact the OIMP office for more information on any of the above events and competitions.
(519) 763-4558 | member@oimp.ca | oimp.ca