

ONTARIO INDEPENDENT MEAT PROCESSORS



2018 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 1 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

Peter Baarda

J&G Quality Meats, Burlington

Adam Hayward

Nesbitt's Meat Market, Lindsay

Gerhard Metzger

Metzger Meats, Hensall

Maurizio Racco

fudi, Brampton

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 2011 to give back to an association that has provided my company and the industry as a whole with a powerful unified voice, extraordinary guidance and leadership.

~ Marc Oliver - OIMP Member Since 1996

PRESIDENT'S MESSAGE



As President of the OIMP, it has been a privilege to represent our membership over the last year. I am so fortunate to work with such a dedicated Board and staff who are committed to provide you with the best possible service and address the needs of our industry.

2018 was certainly a year of transition! With the retirement of Laurie Nicol, our Executive Director of 30 years, the Board was faced with a huge undertaking to find a replacement. In May, we were very pleased to announce the appointment of Franco Naccarato as the new Executive Director. Franco has a strong background in strategic communications and government relations and is passionate about how he can contribute to strengthening the meat and poultry industry. We know he and the staff will continue building on the OIMP's strong foundation. Throughout the summer months he spent countless hours meeting with our members in various communities as well as commodity partners to ensure he has a good understanding of what we need and what we're all about.

Our focus over the last year has been to address the issue of long-term financial sustainability and we wish to thank our many contributors for their financial support. Dollars raised through our supporter and partnership programs, exhibiting at Expo, attending events, auctions, advertising, and through membership dues, enable us to provide the services that members need to grow their businesses. Franco is also exploring new streams of revenue that will provide members with valuable benefits and services as well as contribute to our financial stability.

Our new provincial government is committed to be Open for Business. We have been quite appreciative of the number of invitations that government has extended to our organization to discuss key issues that are hampering our plants growth. We've been active participants in many roundtables and discussions on how they can reduce regulatory burdens, facilitate our access to skilled labor, and reduce energy costs. It is so imperative that our members continue to communicate their needs to us so that we can get action. Surveys may seem time consuming, but it is a key tool to help determine where we can help members the most. If you don't have time to complete surveys, then just pick up the phone and call.

As an independent family business owner, I realized the importance of a strong collective voice. Regardless of the size of your operation, we represent a significant contribution to Ontario's economy and strongly support our primary agriculture sector. Together let's continue to build a plan that supports the future for our members, our association, and the industry. Let's stay connected.

EXECUTIVE DIRECTOR'S MESSAGE



As I sit to write my first director's message, I reflect on what has been a feverish finish to the year.

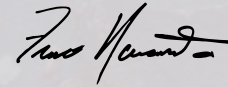
I think about OIMP, where its been, not just in the last year, but in the almost 40 years previous, and I see a group of people. A family. Many of whom have been around for 10, 15, 30 and a few since the very start. These long-standing members are the core and they represent the engine of the organization. Then I see many new faces that have joined us both as business and associate members. They bring with them new ideas, new outlooks, new opportunities. They represent the fuel. You can have the world's best engine, but if you don't have the right fuel, or enough fuel, it will eventually die off. We are a member organization and members are the heart and soul of everything we do.

There is a lot to be proud of. Laurie Nicol, my predecessor, and Ron Deeth the founding director brought this organization from an idea, to the thriving, caring family it has become today. This is both our benefit and our Achilles heel. A family so close has trust and respect among the members but it also makes it more difficult for new members to become part of the fold. It's easy to get caught in the same room with the same people, not thinking of the new blood that needs to circulate to rejuvenate. We can never lose sight that we are a member-based organization, and everything we do is for your benefit. At no time, should we ever lose a member because they did not get value. If we do, everyone has failed.

One of my early messages was about unity. #ForwardTogether is the call to action because together we are far greater than any one part. With that call comes responsibility. Responsibility for all to participate, to connect,

to support each other. New and old. To go out of our way, even when it's inconvenient, to be there to represent our organization. When was the last time you reached out to another member for support or to lend support? How often do you ignore a survey or invitation because you are too busy at that moment? How many times do you wish you had more time to attend an event or meeting? As is true in life, so is true in organizations - you only get out what you put in. Moving #ForwardTogether requires a commitment and with that commitment we will drive the success of the organization and our members together.

Everyone in this business has their nose to the grindstone and is plowing through the day to day. As family-run businesses, many of you wearing many different hats, and it seems impossible to lift your head up to do anything beyond what you do to keep your business running. That is why OIMP is here. Not just for regulatory support, or for that next great meeting, but to let you know that you are not alone. To remind you that we are stronger together and when we commit to each other through this organization, we will find success in places we could never achieve on our own. This is our legacy, this is our future.



OUR TEAM



Executive Director -
Franco Naccarato:
(519) 763-4558 Ext. 224 •
franco@oimp.ca

Franco 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

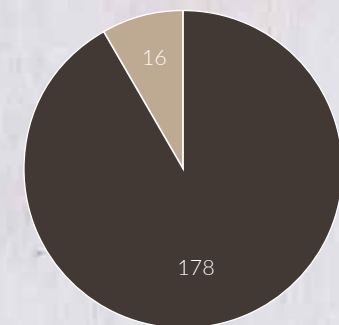
Jessy is responsible for maintaining strong member relations, managing registration for OIMP events, and maintaining a current and accurate member database. As OIMP's in-house graphic designer, Jessy manages design and layout of OIMP communication pieces, and provides graphic design services to OIMP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





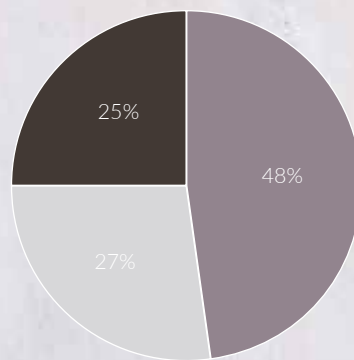
REPRESENTING A DIVERSE ONTARIO MEAT AND POULTRY INDUSTRY

Membership by Category



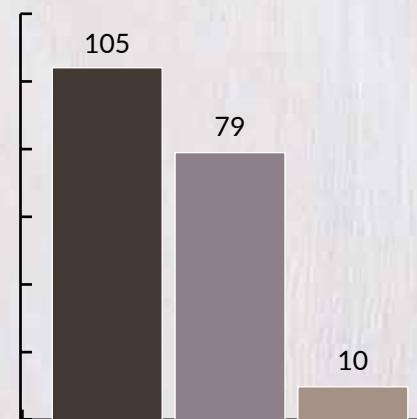
■ Business Member
■ Retail Associate Member

Number of Employees



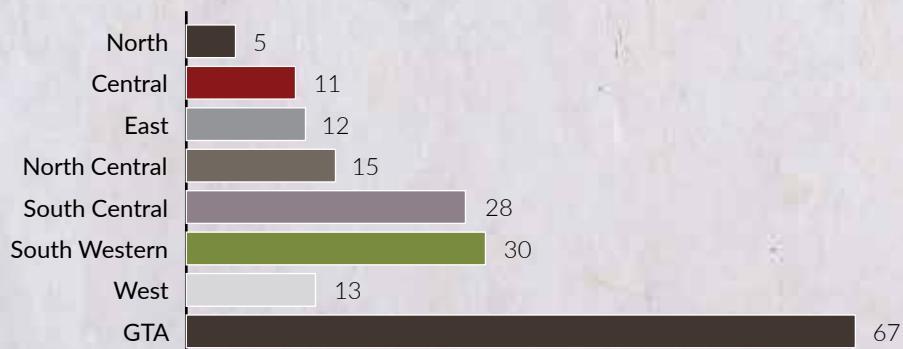
■ 1-9 ■ 10-19 ■ 20+

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.



TOP 2 REASONS COMPANIES JOIN OIMP:
#1 TO MAKE CONNECTIONS
#2 TECHNICAL SUPPORT

MEMBERSHIP IS IMPORTANT BECAUSE...

"Membership with OIMP is important because it's the means of the independent meat processors to advance their opportunities and their agendas. Individually we're small but collectively it means an awful lot more."

~ Mary Aduckiewicz – R. Denninger's – Member Since 1995

"Membership with OIMP is important because it's a good thing to have a voice. We've benefited from OIMP's work with the government. And if I need something you are there."

~ Karl Ulrich – Max Meat – Member Since 2002

"Membership with OIMP is important because as an industry it's important for us to support one another. We have a similar message and with the help of OIMP it's a message we can spread through the community."

We've got a really good story to tell and we need help to share it."

~ Patti Thompson – King Cole Ducks – Member Since 2014

SUPPORTING OIMP IS IMPORTANT BECAUSE...

"Supporting the OIMP is important because we see the value in the association. Representing the small meat processors is important. They are tomorrow's medium-sized processors and we want to be there to help them grow."

*~ Wayne Slater – SYSPRO Canada – Associate
Member Since 2017*

"Supporting OIMP is important because it allows OIMP members to produce quality food products for Ontario families."

*~Bonny Koabel – AKR Consulting Canada – Associate
Member Since 2008*

Associate Members play an important role in providing goods and services to our members. We meet annually with our 55 Associate Members to recap the current year activities and to solicit input for future initiatives.

THANK YOU FOR SUPPORTING OIMP FOR OVER 25 YEARS

Metzger Meat Products (1993)

Pavao Meats & Deli (1993)

Schinkel's Legacy (1993)

Yes Group Inc. (1993)

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)



Schinkel's Legacy

THANK YOU FOR SUPPORTING OIMP FOR 10 YEARS



Herrington's Quality Butchers



The Meat Depot



AKR Consulting Canada



Barilo's Fine Sausages

LIFETIME MEMBERS – THANK YOU FOR YOUR CONTRIBUTION



Laurie Nicol (2018)

Joe Abate (2017)

Brian Quinn (2016)

Graham Dalziel (2015)

Tony Facciolo (2011)

Pat Johnson (2005)

Gerry Houtzager (2003)

Leo Rocheleau (2001)

Jim Vidoczky (2000)

Nancy Ackert (1997)

Dr. Ron Osborne (1996)

Ron Deeth (1995)



Laurie Nicol, Joe Abate,
Abate Packers

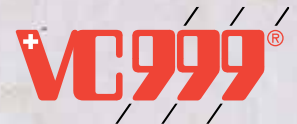


Franco Naccarato, OIMP, Laurie Nicol,
Joe Abate, Abate Packers

RECOGNIZED FOR THEIR CONTRIBUTION TO THE ASSOCIATION AND TO THE INDUSTRY



Franco Naccarato, OIMP, Danielle Ladouceur & Oleg Gasenko,
VC999 and Kevin Schinkel, Schinkel's Legacy



VC999 (2018)

Handtmann Canada (2017)

Malabar Super Spice (2016)

RECOGNIZED BY THEIR PEERS IN 2018



Franco Naccarato, OIMP, Tyler
McSweeney & Brian Quinn, Brian
Quinn's Meats



Adam Hayward, Nesbitt's Meat
Market, Darryl Koster, Buster
Rhino's



Brian Quinn's Meats - Honey Heat (2018)

Buster Rhino's - Pig Candy (2018)

SEARCHING FOR ONTARIO'S FINEST BUTCHER

In the elimination round held in September, twelve competitors from around the province had 30 minutes to transform a fresh pork bone-in leg, bone-in butt, and bone-in loin, into merchandisable cuts of their choice, and were judged on the degree of difficulty/efficiency and skill level in boning, trimming and cutting, primal cut utilization and financial performance. In the final round, it was still about skill, but creativity and consumer-appeal were added to the judging criteria.

The theme for the final 'black box' round was 'Hunting Season' and finalists Nicholas Matusiak of Halenda's in Oshawa, Brent Herrington of Herrington's Quality Butchers in Port Perry, and Paul Kennedy of Nesbitt's Meat Market in Lindsay, had 30 minutes to transform a whole duck, a wild boar rack, and a leg of venison into merchandisable cuts ready for a display case.

Nicholas Matusiak took home top prize by outperforming his two competitors in a head-to-head battle for meat cutting supremacy.



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



Ontario's  Finest
BUTCHER
COMPETITION 2018

MAKING CONNECTIONS



OIMP hosted another successful industry day where attendees heard from a great line up of speakers about possible solutions to the meat industry's labour challenges.

It was exciting to hear from Troy Spicer from Fanshawe College about their pre-apprenticeship meat cutting course and the success they have experienced training and placing ten graduates into meat plants in Ontario.

Seann McAleese from Miller Thomson LLP provided the group with information on the new requirements under the Employment Standards Act and how to manage marijuana in the workplace. Deanna Zenger gave an update on the Labour Market Information Study conducted by the Food Processing HR Council (FPHRC) which confirmed that the meat industry is suffering from an acute shortage of labour nationally and that there is much work still to be done to resolve it.

Thank you to the participants of our member panel – Adam Hayward, Jeff Miedema, Pauline Zwiers and Deanna Zenger and to our moderator, Isabel Dopta, from Taste Your Future. The panel shared their challenges in finding skilled labour and the various strategies they are employing to attract and retain workers. We learned that no matter the size of the business, whether you're 10 workers or 1000, the challenges remain the same and as an industry we must work together to find the solution.



Ontario Independent Meat Processors came together for our biennial conference, The Meating Place, at the beautiful Blue Mountain Village late October.

The weekend started early with a Meat & Greet Lightening Session followed by a hands-on presentation from SYSPRO. We then hit the local pub Friday night for the always popular 'An Evening with Handtmann'. Our Saturday morning speakers set the bar at an all-time high and were followed by a tabletalk networking session with a record 36 exhibitors. The fun continued Saturday night at our Awards Banquet, where OIMP members were recognized for their accomplishments in a number of different areas.



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 1,025 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.

HOMEGROWN ONTARIO™



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 and Hog Advisory Committees, Ontario Pork Grading Authority, and Ontario Beef Financial Protection Board.

PROMOTING ONTARIO MEAT & POULTRY

Our quarterly consumer eNews was delivered to 6,425 consumers, each issue featuring four recipes and a market development partner, Ontario Beef, Turkey, or Veal.



Foodland Ontario generously produced for us a customized recipe book – Spring & Summer Recipes Featuring Local Ingredients - which were delivered to OIMP members with retail locations to distribute to their customers. Foodland also shipped a box of calendars to members.



SOCIAL MEDIA

Three Facebook campaigns ran in support of Ontario food banks in concurrence with each of the major holidays – Easter, Thanksgiving, and Christmas. Nine food banks across the province received donations of Ontario meat and poultry, and although members were reimbursed a combined \$2250, **over \$5000 in product was delivered due to the generosity of members more than doubling donations.** A sincere thank you to the following:



Thank you,

Davy Jones Quality Meats	Scali's Quality Meats
L'Original Packing	The Turkey Shoppe
Nesbitt's Meat Market	Townsend Butchers
Vik's Country Meats	Finest Sausage & Meat



BY THE NUMBERS



oimp.ca – Our Find a Butcher locator moved from the consumer website to the industry site and was the primary driver behind the increase of unique visitors to 13,294 - up 68% over 2017. The promotion of our new Supplier Directory also helped increase visits.

ontariomeatandpoultry.ca – Moving the Find a Butcher locator had a negative impact on the consumer website with unique visitors of only 21,361 in 2018 – a drop of 12% over 2017.



OntarioIndependentMeatProcessors – Our industry page is up 46% over the previous year with 449 fans.

OntarioMeatPoultry – Our consumer page saw growth of only 3% but still tops out the end of the year with 12,697 fans.



@oimpa – Our industry Twitter account increased by 21%, ending 2018 with 350 followers.

@ontmeatpoultry – Our consumer account saw only a 4% increase in followers closing the gap on the 2000 follower milestone at 1916 for year-end.



ontmeatpoultry – Followers were up over the previous period by 13% for a total 548 at year-end, and viewers in 2018 remained a steady 41,000 – 42,000 per month.



Ontario Meat & Poultry - Our YouTube channel saw a decrease in views of 33% over 2017, not surprisingly given only one new video was uploaded for the year.

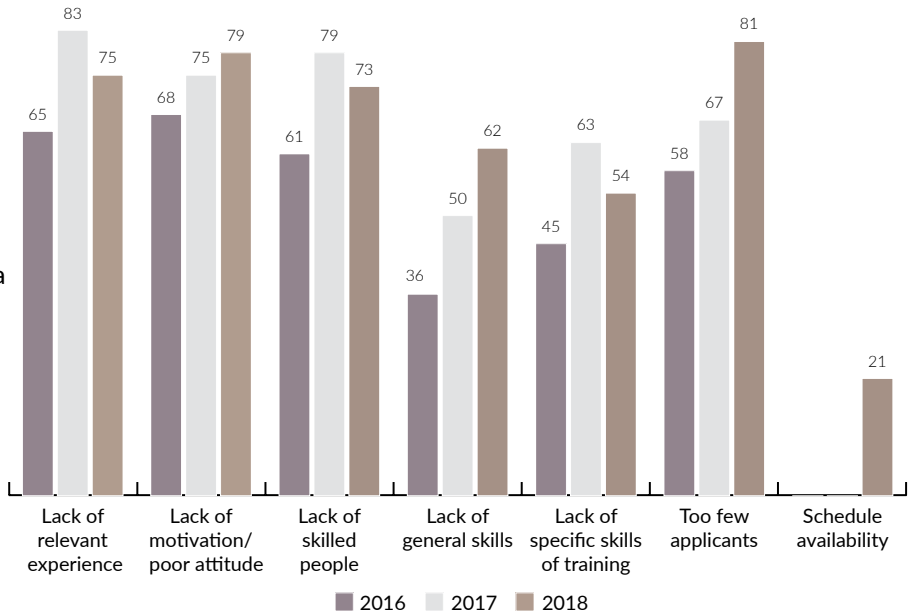


ontariomeatpoultry – The largest increase in fans came from Instagram followers with 401 at year-end, up 223% over 2017.

LABOUR MARKET SURVEY

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.

The 2018 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 to fill the currently available positions. **93% of meat plants have difficulty hiring, which is up from 88% in 2017 and 73% in 2013.** The lack of motivation, lack of skilled people, general skills and relevant experience are still the top factors in identified in finding labour.



The following are the positions in which the respondents experience the most difficulty hiring for: meat cutters, both industrial and retail, kill floor workers, sausage makers, and smokehouse operators.

Position	Somewhat Difficult	Very Difficult	Unable to Fill	Total
Meat Cutter / Butcher - Industrial (NOC 9462)	9%	43%	26%	78%
Meat Cutter / Butcher - Retail / Wholesale (NOC 6331)	8%	42%	28%	78%
Live Animal Handler / Receiver	11%	24%	5%	40%
Kill Floor Worker	8%	27%	14%	49%
Sausage Maker	24%	33%	14%	71%
Smokehouse Operator	12%	24%	12%	48%
General Labourer	28%	43%	6%	77%
Machine Operator	19%	38%	2%	59%

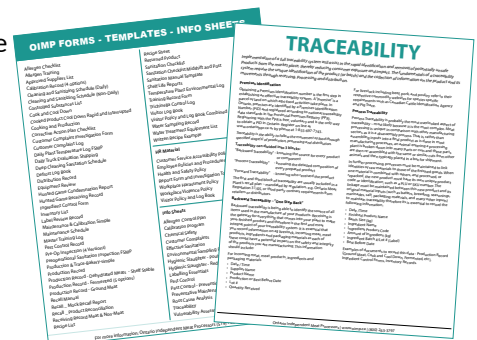
INFORMATION | TRAINING | RESOURCES

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.

110 Nutritional Analysis were performed for a variety of fresh and ready to eat meat products as well as some beverages, spice units, and sauces.

NEW	
Nutrition Facts Valeur nutritive	
Per 1 cup (250 mL) pour 1 tasse (250 mL)	
Calories 110	% Daily Value*
Fat / Lipides 0 g	0 %
Saturated / saturés 0 g	0 %
+ Trans / trans 0 g	
Carbohydrate / Glucides 26 g	
Fibre / Fibres 0 g	0 %
Sugars / Sucres 22 g	22 %
Protein / Protéines 2 g	
Cholesterol / Cholestérol 0 mg	
Sodium 0 mg	0 %
Potassium 450 mg	10 %
Calcium 30 mg	2 %
Iron / Fer 0 mg	0 %
*5% or less is a little, 15% or more is a lot *5% ou moins c'est peu, 15% ou plus c'est beaucoup	

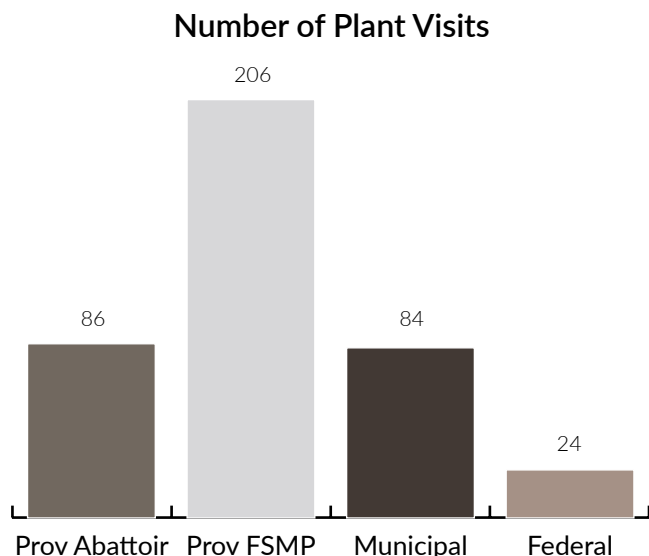
OIMP has **15 info sheets**, providing guidance on operational and regulatory topics including Hygienic Slaughter – Red Meat, Hygienic Slaughter – Poultry, Vulnerability Assessment, and Pest Control – and over **50 forms and templates** available to assist with written programs and records available on www.oimp.ca.



PROVIDING TECHNICAL SUPPORT

"Membership with OIMP is important because it is a resource and assistance when we are uncertain about something."

In 2018 OIMP staff made 400 visits to meat facilities across the province including abattoirs, free standing meat plants and retail butcher shops ensuring that we are hearing from the industry. The top three issues facing our members remains regulatory burdens, access to labour, and rising costs.



OIMP received **363 requests** for assistance with regulatory, technical and operational challenges from operators. The guidance OIMP provided is not limited to Ontario Meat Regulation 31/05, but included other pieces of Provincial and Federal regulation that spanned many jurisdictions such as Health Canada, CFIA and the Ministry of Labour. Specific issues addressed included licensing or construction requirements, carcass interventions, line speed and overtime, traceability, and corrective actions for adverse test results.

According to our annual survey, 96% of respondents indicated that **Technical/Regulatory Support** is one of the most important program and service we offer across all membership categories.

2018 TOP 10 ISSUES ADDRESSED

- Regulations / MPGs
- Inspection Issues
- Nutritional Analysis Services
- Written Programs & Protocols
- Labelling
- Licensing / New Builds / Construction
- Training / Workshops
- Co-Pack / Custom Opportunities
- Microbiological Sampling / Results
- Audit / Inspector Reports

"The Technical Director was most helpful."

2018 TOP REGULATIONS

- Ontario Regulation 31/05 - Meat
- Consumer Packaging and Labelling Act and
- Regulations Food Safety and Quality Act, 2001
- Meat Inspection Act and Regulations, 1990
- Food and Drug Act and Regulations
- Safe Food for Canadians Act S-11
- Health of Animals Act and Regulations

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
- Provision Coalition
- President's Council

ADVOCATING FOR MEMBERS

OIMP has always played an important role in providing a unified and informed voice to government, meeting with all levels in several Ministries to ensure our members and the sector are well represented. Knowing that many of the meat industry's issues are chronic, and difficult to change, OIMP implemented a process to encourage change and to get small wins as indicators of success. Now more than ever, OIMP needs to be the voice of the sector, to lessen the burden regulations put on our businesses, to ensure a fair and transparent playing field for all.

In 2018, labour and regulatory challenges still ranked as top concerns for members. With a government interested in keeping Ontario "Open for Business", OIMP focused on small things we could do to improve processes, policy and implementation.

At the 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.

At these meetings, OIMP lobbied for a more detailed condemnation form for

abattoirs so that operators were provided with more information on the decision-making process (new forms to be released any day now). OIMP identified industry's concerns with the E.coli Baseline Project in Bovine Abattoirs and its potential impact to plant operators. OIMP continued to address the challenges associated with the allocation of overtime and designated hours.

TOP 3 LOBBY ISSUES:

1. LABOUR

- a. Foreign Worker Programs
- b. Nationally recognized Red Seal program
- c. Training and innovation

2. REGULATIONS

- a. Burden reduction - "Red Tape Challenge"
- b. Hygienic Slaughter
- c. E. Coli sampling programs

3. ENVIRONMENT

- a. Requirements for ECAs

OIMP provided comments on the proposed regulatory amendments to Ontario Meat Regulation 31/05, where we were generally supportive of the

recommended changes as well as advocated for changes not identified by OMAFRA.

At a roundtable hosted by the Minister of Agriculture, Food and Rural Affairs specifically for meat processors, it was clear that regulatory challenges go far beyond Ontario Meat Regulation 31/05 and in several cases it was regulatory requirements from other Ministries that caused our member's challenges. The Ministry of Environment, who OIMP lobbied to be more accommodating to small and medium sized businesses, was one such ministry.

On labour, OIMP provided feedback to the Minister of Agriculture, Food and Rural Affairs about the challenges with the current foreign worker programs in preparation for the Federal Provincial meetings and began lobbying for development of post-secondary programs and a national red seal program.

This was the last year of OMAFRA core funding, and as such, long-term sustainability of the organization was a focus for the last half of the year.



2018 FINANCIAL POSITION

The audit of the Ontario Independent Meat Processors Association 2018 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, 2018, 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 2018 audited statements are available upon request.

Treasurer's Notes:

As of December 31, 2018, the association held net assets of \$691,503 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 deficit of \$30,543 realized in 2018 was lower than the Board approved budget.

Revenue		%
Government Grants	\$190,000	26%
Membership	\$188,570	26%
GF2 Project Revenue	\$100,280	14%
Supporter Program	\$84,863	12%
The Meating Place	\$53,215	7%
Advertising	\$44,500	6%
Industry Development*	\$41,420	6%
Investment Income	\$13,664	2%
Competition	\$7,500	1%
Marketing	\$4,504	1%
Total Revenue	\$728,516	

Expenses		%
Wages	\$461,202	61%
GF2 Project Expenses	\$70,280	9%
Office and General	\$56,962	8%
Professional Fees	\$40,547	5%
The Meating Place	\$38,679	5%
Membership Promotion	\$31,279	4%
Travel	\$16,924	2%
Industry Development*	\$14,836	2%
Director Meetings	\$12,809	2%
Marketing	\$4,811	1%
Bank Charges	\$3,343	0%
Insurance	\$3,279	0%
Competition	\$2,960	0%
Amortization	\$1,148	0%
Total Expenses	\$759,059	
NET INCOME	-\$30,543	

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



NOTES

The Ontario Independent Meat Processors (OIMP) is a not-for-profit, board-led association representing members across Ontario including abattoirs, processing plants, butcher shops, fine food stores, suppliers and commodity partners. As a single and unified voice for meat and poultry processors since 1980, the OIMP provides industry leadership on matters that directly affect our members.

Ontario Independent Meat Processors Association
52 Royal Road, Unit B-1 Guelph, ON N1H 1G3
Tel: (519) 763-4558 | Fax: (519) 763-4164 | www.oimp.ca

THANK YOU

2018 SUPPORTERS

DIAMOND

handtmann

Ideas for the future.

PLATINUM



GOLD



SILVER



BRONZE



meat industry*expo

October 25-26

Scotiabank Convention Centre

Niagara Falls

UPCOMING FOR
2019

Ontario FINEST MEAT Competition™

June 21, Deadline for Entry

ENTERING ITS 28TH YEAR,
COMPETITION FOR TOP AWARDS IS FIERCE!

Three NEW Categories for 2019!

**Pulled/Shredded Meats
Specialty Game Meat
Fresh Sausage**

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



October 26, Ravine Vineyard,
St. Davids (Niagara)

Guests will start boarding coaches at
5:30pm for the short drive to the winery,
where they will have an opportunity to tour
the grounds and enjoy the tasting bar before
dinner begins at 8:00pm.

Ontario's Finest BUTCHER

The 6th annual two-stage competition begins with an
elimination round where butchers showcase their boning
skills while maximizing yield and profitability.

The top three butchers then move on to compete in a
final black box competition on Friday, October 25 at the
Meat Industry Expo.

