



# 2020 ANNUAL REPORT



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# CHAIR REPORT

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As TFO entered 2020, we were reflecting on the conclusion of our previous strategic plan and commencing the work to develop a plan for the next three years.

Instead, the COVID-19 pandemic required us to shift our focus from the next three years to the next three weeks, and then the next three months. The pandemic challenged our industry in extraordinary ways, and yet our industry has shown its resilience in meeting this challenge and adapting.

To keep everyone safe, we had to adapt to conducting board meetings and producer meetings via Zoom. Board office staff adapted to working remotely from home. Field staff had to adapt in how to safely engage in field operations with producers and processing plants.

We had to adapt to rapid changes in our markets. The closures of workplaces and schools had significant adverse impacts on our foodservice and deli markets and drove the need for significant reductions in our allocations. Conversely, consumers eating more meals at home has also had positive effects on retail sales, particularly for fresh parts, ground, and even whole birds. Our marketing plans shifted from on-site sampling with the trailer into programs within the digital space and we took time to thank our frontline workers by providing boxed lunches to our turkey processing facility staff and management. You can read more about those programs later on in this annual report.

Processing plants had to adapt to the challenges of operating in a pandemic. Asking for producer support in adapting to the extraordinary costs being incurred to maintain operations, the Board made the difficult but necessary decision to support them through two measures – temporary price relief, and the COVID-19 Emergency Fund.

These measures undertaken in 2020 have been tough for producers to bear as lower volumes and lower margins have led to lower profits at the farm gate. Yet they have also helped to set our industry up for a strong future to be optimistic about. Looking ahead to 2021, market conditions have improved remarkably, demand for our protein has remained resilient, and a foundation has been set for

our industry to resume steady and sustainable growth in both volume and profitability. When first implemented, the Board of Directors set its top priority as concluding these two temporary measures as soon as market conditions would permit. The Board is following through on this commitment - the COVID-19 License Fee will expire on April 26, 2021, and the Board is actively working to conclude the temporary price relief.

## Board and Staff

We had one change to the TFO Board in 2020, as we accepted the resignation of Chris De Groot as director from District 3 and welcomed Duane Dietrich, appointed to fill his position. We express our gratitude to Chris for his work over his five years with the board, having served as chair of several TFO committees during his tenure, including the Breeder Policy Committee, the Quota Policy Committee, and the Live Price Working Group. District 1 is represented by Tim de Wit and Matt Steele, District 2 is represented by Steven Vanderzanden and Brian Ricker, District 3 is represented by Duane Dietrich and James Schlegel and Greg Lansink represents District 4.

At the staff level, we express our appreciation to Ryan Brown, who departed TFO after serving as General Manager for four and a half years. In 2020, we also welcomed Joel Nahrgang as our new Finance & Quota Administrator, and Safiya Rahman as our new Office Administrator. Our staff also consists of Emily Haramule, Marketing & Communications; Rachel Epworth, Field Inspector, Chris Vanderkooy as part-time Field Inspector, and Jon-Michael Falconer, Markets Analyst.

On behalf of the TFO Board of Directors, we thank our producers for your support, your hard work, and your resilience through this past year.

Respectfully submitted,



Brian Ricker, TFO Chair

# 2020-2021

## COMMITTEES & REPRESENTATIVES

### **Executive Committee**

Chair-Brian Ricker  
Vice Chair-Matt Steele  
Executive Member-James Schlegel

### **Turkey Farmers of Canada**

Director-Brian Ricker  
Alternate-Matt Steele

### **Finance & Audit Committee**

Chair-Matt Steele  
James Schlegel  
Tim de Wit

### **Marketing Committee**

Chair-Brian Ricker  
Tim de Wit  
Greg Lansink  
Duane Dietrich  
Clair Doan

### **Communications Committee**

Chair-Tim de Wit  
Greg Lansink  
Steven Vanderzanden  
Ingrid DeVisser  
Colin Brubacher

### **Turkey Advisory Committee**

Brian Ricker  
Matt Steele  
James Schlegel

### **Negotiation Committee**

Brian Ricker  
Matt Steele  
James Schlegel

### **Events Committee**

Greg Lansink  
Brian Ricker  
Annie Oegema  
Kathryn Doan

### **Enforcement & Regulation Committee**

Chair-Greg Lansink  
Steven Vanderzanden  
Matt Steele

### **Feather Board Command Centre**

Duane Dietrich  
Ryan Brown/Jon-Michael Falconer

### **Ontario Federation of Agriculture**

Matt Steele

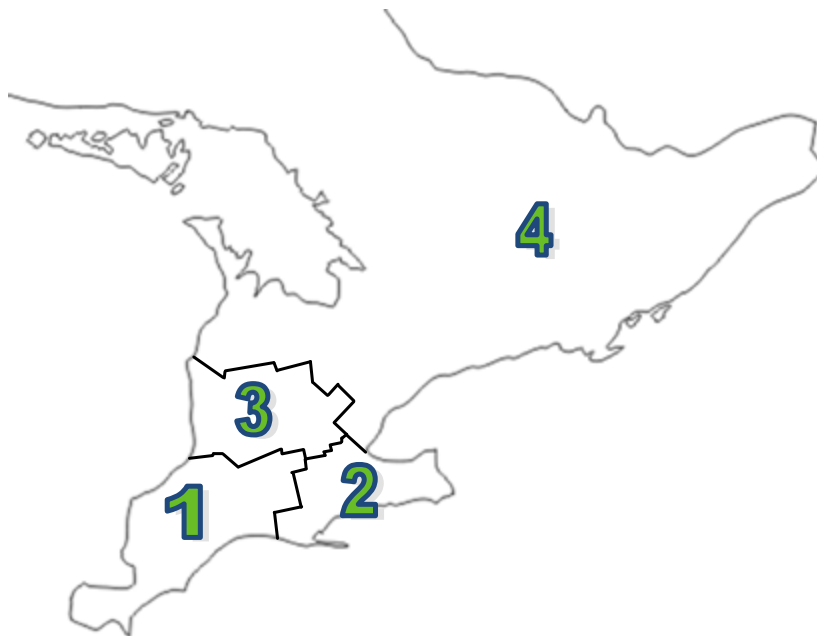
### **Farm and Food Care**

Steven Vanderzanden

### **Poultry Industry Council**

Greg Lansink

# DISTRICT COMMITTEE REPRESENTATIVES



## DISTRICT 1

DIRECTORS: Matt Steele, Tim De Wit

COMMITTEE REPS: Clair Doan, Josh Mailloux

## DISTRICT 2

DIRECTORS: Brian Ricker, Steven Vanderzanden

COMMITTEE REPS: Cody Snyder, Paul Vanderzanden

## DISTRICT 3

DIRECTORS: James Schlegel, Chris De Groot (until May 31), Duane Dietrich (June 5 onward)

COMMITTEE REPS: Sebastiaan Altena, Colin Brubacher, Dale Brubacher, Tom Hayter, Buck Ross

## DISTRICT 4

DIRECTOR: Greg Lansink

COMMITTEE REPS: Ingrid DeVisser, Henry Lansink

# QUOTA BY COUNTY

| DISTRICT 1   | BROILER/HEN KGS  | TOM/BREEDER KGS   | TOTAL QUOTA       | # OF PRODUCERS |
|--------------|------------------|-------------------|-------------------|----------------|
| ELGIN        | 222,000          | 868,152           | 1,090,192         | 3              |
| ESSEX/KENT   | 34,943           | 328,935           | 363,878           | 3              |
| LAMBTON      | 448,677          | 3,840,741         | 4,289,418         | 8              |
| MIDDLESEX    | 2,000,371        | 6,928,795         | 8,929,166         | 8              |
| OXFORD       | 1,173,699        | 4,091,466         | 5,265,165         | 14             |
| <b>TOTAL</b> | <b>3,879,690</b> | <b>16,058,089</b> | <b>19,937,779</b> | <b>36</b>      |

| DISTRICT 2        | BROILER/HEN KGS  | TOM/BREEDER KGS  | TOTAL QUOTA       | # OF PRODUCERS |
|-------------------|------------------|------------------|-------------------|----------------|
| BRANT/HAMILTON    | 474,049          | 100,000          | 574,049           | 2              |
| HALDIMAND/NORFOLK | 473,892          | 6,848,970        | 7,322,862         | 6              |
| REG. NIAGARA      | 3,849,681        | -                | 3,849,681         | 17             |
| <b>TOTAL</b>      | <b>4,797,622</b> | <b>6,948,970</b> | <b>11,746,592</b> | <b>25</b>      |

| DISTRICT 3    | BROILER/HEN KGS   | TOM/BREEDER KGS   | TOTAL QUOTA       | # OF PRODUCERS |
|---------------|-------------------|-------------------|-------------------|----------------|
| HURON         | 5,755,494         | 1,857,301         | 7,612,795         | 6              |
| PERTH         | 1,662,218         | 3,819,543         | 5,481,761         | 11             |
| REG. WATERLOO | 4,651,472         | 8,501,757         | 13,153,229        | 21             |
| WELLINGTON    | 1,510,506         | 5,586,071         | 7,096,577         | 26             |
| <b>TOTAL</b>  | <b>13,579,690</b> | <b>19,764,672</b> | <b>33,344,362</b> | <b>64</b>      |

| DISTRICT 4                          | BROILER/HEN KGS   | TOM/BREEDER KGS   | TOTAL QUOTA       | # OF PRODUCERS |
|-------------------------------------|-------------------|-------------------|-------------------|----------------|
| BRUCE/MANITOULIN                    | 840,658           | 38,376            | 879,034           | 4              |
| DUFFERIN                            | 111,184           | 243,719           | 354,903           | 4              |
| GREY                                | 4,974,488         | 2,194,979         | 7,169,467         | 5              |
| KAWARTHA LAKES/ PETERBOROUGH        | 123,022           | 87,998            | 211,020           | 3              |
| NORTHUMBERLAND                      | 600,001           | 230,284           | 830,285           | 3              |
| OTTAWA/STORMONT, DUNDAS & GLENGARRY | 519,585           | 3,000             | 522,585           | 2              |
| PRESCOTT                            | 960,049           | -                 | 960,049           | 3              |
| SIMCOE                              | 363,206           | 185,550           | 548,756           | 3              |
| YORK/PEEL/DURHAM                    | 211,083           | 56,000            | 267,083           | 4              |
| <b>TOTAL</b>                        | <b>8,703,276</b>  | <b>3,039,906</b>  | <b>11,743,182</b> | <b>31</b>      |
| <b>ONTARIO TOTAL</b>                | <b>30,960,278</b> | <b>45,811,637</b> | <b>76,771,915</b> | <b>156</b>     |



# MARKETING & PROMOTIONS

Turkey on Tour, our turkey sampling program was booked and ready to go when lockdown began in March. We remained hopeful that we would be able to engage that program but ultimately determined it was not possible for 2020. We redirected the funds to other initiatives and continued our online presence on our social channels, shifting our messaging as necessary.

We went forward with **advertisements in the LCBO Food & Drink magazine**, as the LCBO saw a significant increase in the volume people were purchasing when the pandemic hit. We participated in three issues: **Summer, Autumn and Holiday.**

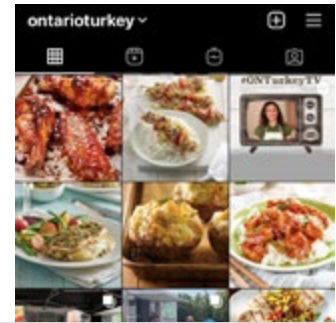


With a desire to **give back and support our front-line workers**, we served **complimentary boxed lunches at turkey processing plants** across the province. These were well received by these essential workers and plant managers. Invitations were sent to local **MPs and MPPs** and even the **Minister of Agriculture Ernie Hardeman** attended one of the events. The OMAFRA team created a great **video highlighting the program** and its receipt by plant employees and staff. Our **social media posts reached over 12,000** and that does not include the reach of social posts by those in attendance.



We increased our presence on social media, supporting our fellow provincial commodity groups and Think Turkey throughout the year. We shared **content that reflected our new 'normal'** including highlighting **easy recipes** that used ingredients that consumers would already have in their kitchen and offered **basic cooking tips** for those who had relied on take-out and home meal replacement in the past. We were also able to virtually participate in **9 TV segments** throughout the year **reaching over 1.3 million**.

We saw growth on all of our social channels but the biggest growth was on Instagram, **gaining almost 50% more followers** in 2020. We ran a contest with Foodism Toronto on Instagram which provided us access to new followers by giving them the chance to win a turkey dinner delivered to their door. **Facebook grew by 5%** and **Twitter saw 14% growth**.



To continue our **education** component we participated in the first ever **virtual Royal Agricultural Winter Fair**, providing online visitors with educational content including recipes and cooking content and we were able to link to the **new FarmFood360 Turkey Farm virtual tour** and videos.



Emily Richards hosted **educational classes** available to **high school family studies and nutrition programs**. This came with challenges as we had to make them **available online** and in various formats for online learning. The students would first learn a bit about turkey farming, talk about nutrition and types of turkey products and kitchen safety and then cook-a-long with Emily learning a quick and easy turkey recipe. **Five different schools** participated with a **total of seven classes completed** and **more interested in 2021**.

**Fourteen new recipes** were developed in 2020 and we **updated photography of four** existing TFO recipes. We were able to develop the recipe for our **popular Herb Rub**, which is part of our **butcher program** where we distribute packets to butcher shops across the province to promote turkey during the holiday season.

**Feed Ontario** and TFO partnered ahead of both **Thanksgiving and Christmas** (one week each) to encourage their donors to **support purchasing a whole turkey for a family in need**. TFO matched donations of \$20 or more, up to a **total of \$15,000** and the funds were used **to purchase turkey products** for their food banks across the province.





# NATIONAL MARKETING CAMPAIGN

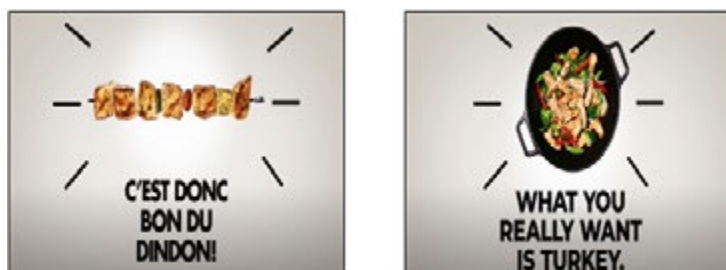


In the **second year of the “Think Turkey/Pensez Dindon” campaign**, Turkey Farmers of Canada (TFC) and the Canadian Poultry and Egg Processor Council and Turkey Primary Processing Sector Members, produced an even bigger and better version of its fully integrated, bilingual marketing campaign aimed at keeping turkey top of mind for Canadian consumers throughout the entire year in everyday and holiday moments. To continue to drive awareness, consideration and purchase, the campaign deployed **advertising, digital, PR, influencer relations, paid social and a retail shopper engagement program**.

The COVID-19 pandemic dominated the news cycle and Canadian life in 2020. The Think Turkey campaign responded and tailored its messaging to address the challenges Canadians faced, provided solutions and presented turkey as a go-to protein for Canadians who were now cooking three square meals a day at home. Think Turkey’s influencer ambassadors shared relevant turkey recipes and tips to keep weekday meals fresh and downsized special holiday meals through earned media segments and social content.

In April, Think Turkey also launched **The Wishbone Project**, the turkey sector’s charitable arm for giving through food and funds, as a direct response to the pandemic. In year one, The Wishbone Project **raised over \$239,000 and donated 2,712 turkeys nationally** thanks to the generosity of the industry. Major donations included an initial donation of \$50,000 to Kids Help Phone, which had seen a 400 per cent increase in calls/texts since the beginning of the pandemic. \$25,000 was also allocated at launch to groups and organizations fighting food insecurity across the country. Then, in late May, The Wishbone Project announced a second donation of \$80,000 to Kids Help Phone and 4-H Canada to support their joint work assisting Canadian youth in rural communities experiencing mental health issues. The Wishbone Project will continue to find ways to empower local, provincial, and national community initiatives in 2021 and beyond.

Advertising was again a major focus in 2020 from national TV to outdoor campaigns. In April of 2020, Think Turkey launched the **“What You Really Want Is Turkey/C’est Donc Bon Du Dindon”** creative campaign and produced **three new high-energy, 15 sec TV spots**, which aired from the beginning of April until the end of May on specialty programming, linear TV and Video-on-Demand. These generated **59 million impressions; a 129% over delivery** from what had originally been planned.



In July Think Turkey launched a comprehensive **Out-of-Home (OOH) campaign** that went live in over **700 ad locations across 10 of the country’s largest cities** in both English and French. The ads featured the tagline: “What you really want is turkey” and “C’est donc bon du dindon,” alongside three different dishes: a juicy burger, a stir-fry and a kebab. The outdoor ads stayed in market well beyond the 6-week buy. In fact, there are currently 65 boards

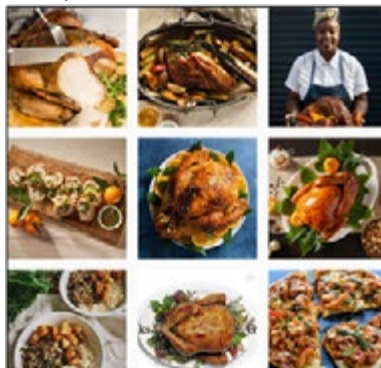
still in market (61 in Montreal, 4 in Toronto) representing a **222% over delivery** and **461,672,181 (and counting) impressions**.



During the summer months, Think Turkey launched a **consumer-facing Digital Receipt Validation (DRV)** contest that ran from **June – August**. The contest tied the campaign directly to the retail environment and encouraged shoppers to purchase turkey products and submit their receipts for the chance to win a series of prizes throughout the month.

**TV** also returned with the **30 second Manifesto commercial airing on primetime fall TV programs** in the lead up to Thanksgiving and on **major networks from CBC to the W Network** in December.

With Canadians spending more time than ever at home and online in 2020, the **digital elements** of the campaign were more vital than ever to its success. Canadian Turkey's social channels – from Instagram to Pinterest – saw tremendous engagement and follower growth and attracted significant attention in 2020, **generating 48 million overall impressions compared to 28 million in 2019**. The monthly "Think Turkey/Pensez Dindon" newsletter continued in both English and French featuring themed prizing and showcasing timely, relevant food content and campaign news.



Think Turkey worked with **over 25 English and French-Canadian influencers, home cooks and chefs** to promote turkey as a versatile and delicious protein that easily flexes into dishes from many different cultures and cuisines. This included several partnerships with prominent Canadian chefs during key moments including Christine Cushing (Easter), Suzanne Barr (Thanksgiving) and Claudio Aprile (Christmas). Think Turkey's earned media approach was highly effective and yielded outstanding results in 2020, with **turkey featured in 577 media stories**.

**Year two of the Think Turkey/Pensez Dindon campaign** delivered a grand total of **over 672 million campaign impressions!**

Watch out for bigger and better and new and exciting campaign strategy elements as we launch into year three!

# TFC HIGHLIGHTS

2020 was an unprecedented year with global shifts in how business was conducted. The turkey industry faced significant challenges, as did the whole food and agriculture sector.

For the turkey industry, there was an initial increase in sales with pandemic buying followed by a steep decline in sales at foodservice and full service deli-counters. Easter turned out better than expected on whole bird sales, but it was not enough to offset other losses. TFC made the decision to reduce production in 2020 to directly respond to challenges caused by the pandemic. This was hard on turkey farmers and was not taken lightly, but action was needed.

With the overall decline due to the pandemic, festive seasons were positive for turkey with whole bird sales up from Easter and Thanksgiving from 2019. Canadians still celebrated their holiday traditions with turkey although gatherings were smaller this year.

While COVID-19 demanded much attention in 2020, TFC also continued lobbying along with the other three feather agencies for trade mitigation funds promised due to concessions granted to the domestic market in the CPTPP and CUSMA agreements. TFC was pleased with the Federal Government's announcement on November 28, 2020 for market development and investment funding for the CPTPP agreement, as well as the reaffirmed commitment to not negotiate our sector in future trade agreements. TFC will continue to put pressure on to work with the federal government on CUSMA mitigation.

On July 1, 2020, the new Canada-United States-Mexico Agreement (CUSMA) entered into force. The agreement includes a new methodology for calculating the level of turkey imports that will be allowed to enter Canada. This new methodology is based on the level of total domestic turkey production versus the previous calculation that excluded domestic production destined for export markets. As the volume of turkey produced for the domestic and export markets can individually vary significantly year-over-year, the agreement will result in fluctuating levels of additional access volumes annually.

The national Think Turkey marketing campaign continued to exceed all targets for impression in 2020. Campaign tactics had to change swiftly due to the pandemic, but results this year were very positive with solid messaging promoting turkey to Canadians.

Earning the trust and confidence of consumers is an important aspect of growing the turkey market in Canada. Implementation of the updated TFC On-Farm Food Safety Program<sup>®</sup> (OFFSP) and Flock Care Program<sup>®</sup> (FCP) continued in 2020 across provinces despite the COVID-19 pandemic. New producer manuals for the TFC On-Farm Programs were released in 2019 to align the TFC FCP with the current Code of Practice for the Care and Handling of Hatching Eggs, Breeders, Chickens, and Turkeys through the National Farm Animal Care Council's Animal Care Assessment Framework and to strengthen the biosecurity and animal health requirements of the TFC OFFSP. With both programs being mandatory, ninety-nine (99) per cent of commercial turkey farmers were certified under the TFC OFFSP and FCP by December 2020.

As a result of the COVID-19 pandemic, the scheduling of TFC On-Farm Programs' audits required some adjustments to ensure the health and safety of everyone involved in the audit process. To help with the maintenance of the TFC On-Farm Programs, TFC prepared a number of communications for producers and auditors to provide guidance for areas that needed attention due to COVID-19, including information and procedures for biosecurity, on-farm audits and record keeping.

In March 2020, the TFC OFFSP successfully underwent the 20-month review by the Canadian Food Inspection Agency (CFIA), required to maintain its full government recognition status under the CFIA Food Safety Recognition Program (FSRP).

The national Allocation Policy review also continued into 2020 along with the complications of the pandemic, making important deliberations more challenging than normal. The current Allocation Policy is in suspension as the full review will continue into 2021.

Full details of TFC operations are available in the TFC 2020 Annual Report. TFC appreciates work by all farmers, staff and provincial boards for continued collaboration and cooperation during this difficult year.



# FBCC 2020 REPORT

## **Submitted by Tom Baker, Project Manager/Incident Commander, FBCC**

Despite the COVID related challenges in 2020, the Feather Board Command Centre (FBCC) has continued to play a valuable coordinating role on behalf of the 4 feather boards in preventing, responding to, and recovering from highly infectious diseases.

The FBCC has made significant incremental and indeed structural improvements to poultry infectious disease risk management in the past year. This progress has increased the industry's resilience in the face of disease challenges and led to a more sustainable industry.

The FBCC Board has completed a comprehensive review of its current governance structures. This included a consultation with our most immediate key stakeholders. The conclusion was that both suppliers and customers of our farmers needed to be "at the table" for successful planning and execution of disease emergency management activities. Consequently, three structural changes are underway:

1. A representative from each of the Ontario Agribusiness Association (Feeds Committee), the Ontario Hatchery Association, the Poultry Service Association and the Association of Chicken Processors are being invited to be part of the FBCC Board as Affiliate members.
2. The Industry Advisory Group is being dissolved.
3. A new Technical Health Group will assist the Board.

After a thorough needs assessment, it was determined that maintaining a centralized biosecurity apparel stockpile may no longer be feasible or necessary. Farmers should maintain biosecurity apparel for their on-site staff and to protect their flocks. Health authorities would be involved if Primary Protective Equipment were required in a zoonotic disease situation.

We now have a large cadre of staff available to lead emergency responses. We have 68 staff trained at the Incident Management System (IMS) 200 level. Section Chiefs received IMS-300 level training.

During the past year, the FBCC provided leadership in responding to 17 cases of Infectious Laryngotracheitis (ILT). Four of the cases were in commercial flocks (the current ongoing Niagara outbreak). In addition, FBCC assisted the Canadian Food Inspection Agency (CFIA) in responding to a Pigeon Paramyxovirus-1 case in commercial racing pigeons. FBCC provided mapping, case officers to assist farmers and coordination services with government and veterinarians.

The FBCC aspires to be the "go to organization" for the poultry industry's management of serious poultry infectious diseases.

Register with FBCC today at <https://www.fbcc.ca> to receive timely Disease Alerts, monthly updates, and gain access to FBCC's extensive resource library.



# FARM & FOOD CARE YEAR IN REVIEW

**Submitted by Madeline Rodrigue, Communications Manager, Farm and Food Care Ontario**

Farm & Food Care Ontario (FFCO) is grateful for the continued support of Gold Members like Turkey Farmers of Ontario (TFO), which enable us to pursue the important work of building public trust in Ontario agriculture. With the appointment of TFO director Steven Vanderzanden to the role of chair on our Farm Animal Care Council in 2020, FFCO's work with TFO has been strengthened even further.

As COVID-19 realities landed early in 2020, FFCO was faced with some challenging but necessary decisions to cancel all planned physical events for the year. With large followings on social media and strong website platforms, FFCO was able to shift strategies and activate a number of meaningful virtual programs that made this a remarkably successful year for FFCO, despite the complicated circumstances.

## **Training and Workshops**

FFCO supports member groups, farmers and the broader agricultural industry through a variety of speaker services and training. In 2020, this included 36 presentations and 15 virtual Speak Up and media training courses that are designed to help participants effectively engage with the public or media. Other virtual training sessions focused on activist-related issues and providing advice on how to protect farm properties from unwanted visitors. FFCO also established regular cross-commodity staff meetings in response to a need for greater communication around shared and individual COVID communication strategies.

## **FarmFood360°**

The completion of a turkey farm virtual reality tour was a great addition to FarmFood360°. With teachers and students transitioning to online learning and agricultural organizations seeking to connect with consumers virtually, [www.FarmFood360.ca](http://www.FarmFood360.ca) welcomed over 835,000 users and 2.95 million page views in 2020, a 1222 per cent and 470 per cent increase over 2019 respectively. Thanks to a partnership with TFO, viewers can now tour a turkey farm and learn how turkeys grow, what they eat and how they are cared for. Appreciation goes to the Doan family for hosting the filming crew on their farm last summer.

## **The Real Dirt on Farming**

2020 marked the launch of the fifth edition of The Real Dirt on Farming. The publication covers topics such as biosecurity, food labels, hormones, supply management, sustainability and much more. 32 career profiles are featured, including turkey farmers and a poultry care researcher. A new, interactive website ([www.RealDirtonFarming.ca](http://www.RealDirtonFarming.ca)) will provide opportunities for digital learning and content sharing, and will be updated between publications. A supplementary Teachers' Guide created in partnership with Agriculture in the Classroom Canada was released in early 2021 and is being distributed to educators across Canada.

## **Farm to Facebook**

FFCO and AgScape partnered to offer a series of Facebook Live farm tours throughout 2020. Farm to Facebook allows viewers, including students and teachers, to connect with farmers in real-time. A total of 17 tours attracted 93,429 views over the year, including one during Local Food Week in June featuring turkey farmers Kathryn and Clair Doan and their family. FFCO and AgScape will continue to offer these tours throughout 2021.



## **Faces Behind Food**

Faces Behind Food continues to highlight the diversity of people and career opportunities within the Canadian agri-food system. A total of 104 people were profiled in 2020. That campaign continues to feature turkey farmers in regular rotation – including the Snyder family from Bloomingdale. Faces Behind Food also received recognition at the Best of CAMA awards with a Certificate of Merit in the category “Social Media Campaign Directed at the General Public”.

## **Farm Animal Care Council**

In 2020, three Farm Animal Care Council meetings provided a helpful space for cross-commodity dialogue, especially as COVID-19 began to impact the agri-food sector, including meat processing. These meetings, currently virtual, provide FFCO’s Platinum, Gold and Silver level members an open forum for dialogue on farm animal care and direction to the issue-specific work that FFCO does in this area. Steven Vanderzanden was elected chair of the Farm Animal Care Council in June.

## **Bill 156**

Bill 156, Security from Trespass and Protecting Food Safety Act, 2020, was a key area of interest for the agricultural community in 2020. FFCO worked alongside livestock commodity groups, including TFO, and general farm organizations to review the new regulations. In early 2021, FFCO supported the development of “Animal Protection Zone” signage for distribution to livestock farms across the province.

## **Livestock Emergency Project**

FFCO’s Livestock Emergency Training course was offered virtually in 2020, and is designed to give first responders a better understanding of animal behaviour and management during livestock emergencies – such as truck rollovers. 60 first responders from across Ontario, plus veterinarians and other livestock stakeholders were trained throughout four online workshops. FFCO filmed two instructional videos detailing the mechanics of livestock trailers and proper extrication techniques to supplement the course.

## **Farm Animal Care Helpline**

The Farm Animal Care Helpline is a confidential service that allows concerned farmers and community members to report situations where they feel farm animals require better care, or where farmers themselves can call should they require help. FFCO received 11 calls in 2020, and worked with farmers, experienced staff and commodity groups to investigate reports. The helpline is operated in partnership with all major commodity organizations, including TFO.

## **TO LEARN MORE**

To learn more about all of FFCO’s outreach, animal care and environment initiatives, visit [www.FarmFoodCareON.org](http://www.FarmFoodCareON.org) and subscribe to the monthly e-newsletter. Comments and questions can always be directed to FFCO staff directly at [info@farmfoodcare.org](mailto:info@farmfoodcare.org)

# MARKET INFORMATION

## PRODUCTION CO-EFFICIENTS FOR ONTARIO

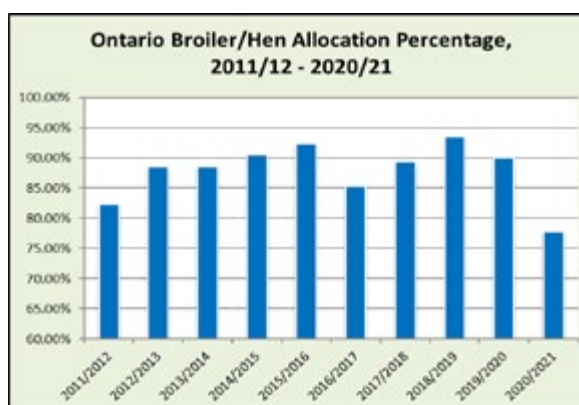
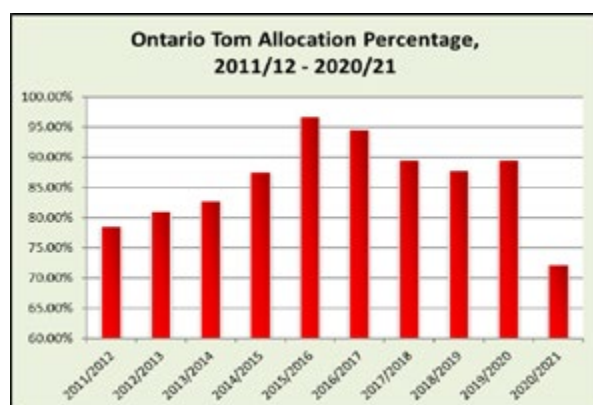
|                               |             |  | Broilers    | Hens        | Toms         |
|-------------------------------|-------------|--|-------------|-------------|--------------|
| <b>Average Weight (Kgs.):</b> |             |  |             |             |              |
| July - Dec.                   | 2017        |  | 5.15        | 8.06        | 15.69        |
| Jan. - June                   | 2018        |  | 5.20        | 7.73        | 16.06        |
| July - Dec.                   | 2018        |  | 5.08        | 7.99        | 15.67        |
| Jan. - June                   | 2019        |  | 5.25        | 7.98        | 15.84        |
| July - Dec.                   | 2019        |  | 5.32        | 7.99        | 15.85        |
| Jan. - June                   | 2020        |  | 5.28        | 7.83        | 16.11        |
| <b>July - Dec.</b>            | <b>2020</b> |  | <b>5.12</b> | <b>8.03</b> | <b>16.05</b> |
| <b>Days on Feed:</b>          |             |  |             |             |              |
| July - Dec.                   | 2017        |  | 69          | 93          | 116          |
| Jan. - June                   | 2018        |  | 69          | 90          | 118          |
| July - Dec.                   | 2018        |  | 70          | 93          | 115          |
| Jan. - June                   | 2019        |  | 71          | 92          | 116          |
| July - Dec.                   | 2019        |  | 73          | 92          | 119          |
| Jan. - June                   | 2020        |  | 70          | 89          | 119          |
| <b>July - Dec.</b>            | <b>2020</b> |  | <b>69</b>   | <b>90</b>   | <b>116</b>   |
| <b>Feed Conversion Ratio:</b> |             |  |             |             |              |
| July - Dec.                   | 2017        |  | 1.92        | 2.19        | 2.30         |
| Jan. - June                   | 2018        |  | 1.95        | 2.14        | 2.31         |
| July - Dec.                   | 2018        |  | 1.86        | 2.17        | 2.26         |
| Jan. - June                   | 2019        |  | 1.91        | 2.20        | 2.32         |
| July - Dec.                   | 2019        |  | 1.95        | 2.17        | 2.31         |
| Jan. - June                   | 2020        |  | 1.92        | 2.15        | 2.40         |
| <b>July - Dec.</b>            | <b>2020</b> |  | <b>1.92</b> | <b>2.15</b> | <b>2.27</b>  |
| <b>Condemns:</b>              |             |  |             |             |              |
| July - Dec.                   | 2017        |  | 0.20        | 0.47        | 1.18         |
| Jan. - June                   | 2018        |  | 0.23        | 0.56        | 1.41         |
| July - Dec.                   | 2018        |  | 0.26        | 0.51        | 1.97         |
| Jan. - June                   | 2019        |  | 0.23        | 0.50        | 2.06         |
| July - Dec.                   | 2019        |  | 0.30        | 0.50        | 1.87         |
| Jan. - June                   | 2020        |  | 0.26        | 0.60        | 1.90         |
| <b>July - Dec.</b>            | <b>2020</b> |  | <b>0.22</b> | <b>0.45</b> | <b>1.34</b>  |
| <b>% Mortality:</b>           |             |  |             |             |              |
| July - Dec.                   | 2017        |  | 4.98        | 6.18        | 8.77         |
| Jan. - June                   | 2018        |  | 6.64        | 7.06        | 10.01        |
| July - Dec.                   | 2018        |  | 6.66        | 7.42        | 9.02         |
| Jan. - June                   | 2019        |  | 6.33        | 6.39        | 9.31         |
| July - Dec.                   | 2019        |  | 5.88        | 6.02        | 9.71         |
| Jan. - June                   | 2020        |  | 6.28        | 6.49        | 11.33        |
| <b>July - Dec.</b>            | <b>2020</b> |  | <b>5.07</b> | <b>5.30</b> | <b>9.33</b>  |

### Provincial Commercial Quotas (evisc kgs)

|                  | 2014/15            | 2015/16            | 2016/17            | 2017/18            | 2018/19            | 2019/20            | 2020/21            |
|------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| British Columbia | 20,306,769         | 20,568,591         | 19,566,895         | 19,584,685         | 18,672,652         | 18,672,652         | 16,686,716         |
| Alberta          | 14,319,826         | 14,750,776         | 14,057,243         | 14,160,569         | 16,696,534         | 13,915,936         | 11,965,773         |
| Saskatchewan     | 5,262,138          | 5,287,991          | 4,947,212          | 4,936,882          | 4,695,000          | 4,691,417          | 4,346,460          |
| Manitoba         | 10,083,706         | 9,989,396          | 9,138,888          | 9,047,396          | 8,467,212          | 8,653,911          | 8,017,594          |
| <b>Ontario</b>   | <b>59,873,003</b>  | <b>62,342,610</b>  | <b>61,217,411</b>  | <b>60,241,168</b>  | <b>60,283,750</b>  | <b>60,283,750</b>  | <b>50,264,661</b>  |
| Quebec           | 33,855,777         | 35,810,448         | 35,100,710         | 34,592,445         | 33,394,963         | 33,394,963         | 28,530,677         |
| New Brunswick    | 3,340,027          | 3,547,826          | 3,475,605          | 3,469,828          | 3,470,936          | 3,470,936          | 2,924,320          |
| Nova Scotia      | 4,229,373          | 4,302,492          | 3,757,137          | 3,843,461          | 3,522,830          | 3,522,830          | 3,263,799          |
| <b>CANADA</b>    | <b>151,270,619</b> | <b>156,600,130</b> | <b>151,261,101</b> | <b>149,876,434</b> | <b>149,203,877</b> | <b>146,606,395</b> | <b>126,000,000</b> |

### National Supply and Disappearance, Calendar Year (millions of evisc kgs)

|                            | 2015         | 2016         | 2017         | 2018         | 2019         | 2020         | 5 Yr Average |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Opening Stocks             | 14.7         | 18.9         | 24.8         | 21.1         | 17.6         | 18.8         | 19.4         |
| Production                 | 171.0        | 183.3        | 170.8        | 168.1        | 164.8        | 157.8        | 171.6        |
| % Change from prior year   |              | 7.2%         | -6.8%        | -1.6%        | -2.0%        | -6.1%        |              |
| Imports                    | 2.8          | 3.1          | 2.8          | 2.7          | 2.9          | 3.1          | 2.9          |
| <b>TOTAL SUPPLY</b>        | <b>188.5</b> | <b>205.4</b> | <b>198.3</b> | <b>191.9</b> | <b>185.3</b> | <b>179.7</b> | <b>193.9</b> |
| % Change from prior year   |              | 9.0%         | -3.4%        | -3.3%        | -3.4%        | -3.0%        |              |
| Closing Stocks             | 18.9         | 24.8         | 21.1         | 17.6         | 18.8         | 11.0         | 20.2         |
| <b>TOTAL DISAPPEARANCE</b> | <b>169.6</b> | <b>180.6</b> | <b>177.2</b> | <b>174.3</b> | <b>166.5</b> | <b>168.7</b> | <b>173.6</b> |
| % Change from prior year   |              | 6.5%         | -1.8%        | -1.7%        | -4.5%        | 1.3%         |              |
| Exports                    | 19.2         | 26.1         | 24.2         | 20.4         | 22.4         | 25.2         | 22.5         |
| Domestic Disappearance     | 150.4        | 154.5        | 153.0        | 153.9        | 144.1        | 143.5        | 151.2        |
| % Change from prior year   |              | 2.7%         | -0.9%        | 0.6%         | -6.4%        | -0.4%        |              |



### Overall National Domestic Disappearance of Breast Meat, Whole Birds (millions of evisc kgs)

|                                | 2014/15 | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 | 2020/21      |
|--------------------------------|---------|---------|---------|---------|---------|---------|--------------|
| Boneless, Skinless Breast Meat | 25.90   | 26.2    | 26.3    | 29.5    | 29.1    | 28.3    | <b>27.1*</b> |
| Whole Bird                     | 76.30   | 70.3    | 72.9    | 67.9    | 66.1    | 61.9    | <b>59.2*</b> |

\*Forecast

### National Per Capita Domestic Disappearance of Breast Meat, Whole Birds (kgs per person)

|                                | 2014/15 | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 | 2020/21      |
|--------------------------------|---------|---------|---------|---------|---------|---------|--------------|
| Boneless, Skinless Breast Meat | 0.73    | 0.73    | 0.73    | 0.80    | 0.78    | 0.75    | <b>0.71*</b> |
| Whole Bird                     | 2.14    | 1.96    | 2.01    | 1.85    | 1.77    | 1.64    | <b>1.55*</b> |

\*Forecast

Source: Turkey Farmers of Canada



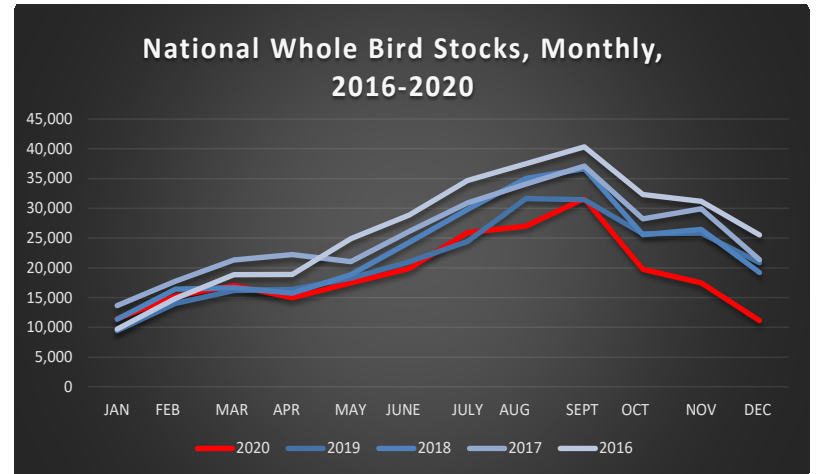
**PRODUCERS' GROSS MARGIN OVER FEED & POULT**

| BROILERS       | FEED AND POULT COSTS     |               |               |               |                   |               | UNGRADED LIVE PRICES                         |               |               |               |                   |               | GROSS MARGIN OVER FEED & POULT |              |              |                   |              |              |      |
|----------------|--------------------------|---------------|---------------|---------------|-------------------|---------------|--|---------------|---------------|---------------|-------------------|---------------|--------------------------------|--------------|--------------|-------------------|--------------|--------------|------|
|                | (1st Week of Each Month) |               |               |               |                   |               | (Price corresponding to Feed & Poul at left) |               |               |               |                   |               |                                |              |              |                   |              |              |      |
|                | MONTH                    | 2020          | 2019          | 2018          | 2017              | 2016          | 2015   | 2020          | 2019          | 2018          | 2017              | 2016          | 2015                           | 2019         | 2018         | 2017              | 2016         | 2015         | 2014 |
| JAN            | 121.16                   | 123.70        | 120.88        | 119.20        | 122.19            | 130.41        | 188.85                                       | 194.35        | 190.35        | 187.35        | 189.35            | 195.85        | 67.69                          | 70.65        | 69.47        | 68.15             | 67.16        | 65.44        |      |
| FEB            | 120.24                   | 124.04        | 121.76        | 120.17        | 121.88            | 130.35        | 187.85                                       | 194.85        | 191.35        | 188.35        | 188.85            | 195.85        | 67.61                          | 70.81        | 69.59        | 68.18             | 66.97        | 65.50        |      |
| <b>MAR</b>     | <b>120.06</b>            | <b>122.99</b> | <b>123.46</b> | <b>122.67</b> | <b>119.20</b>     | <b>129.02</b> | <b>187.85</b>                                | <b>193.85</b> | <b>192.85</b> | <b>190.85</b> | <b>186.35</b>     | <b>194.35</b> | <b>67.79</b>                   | <b>70.86</b> | <b>69.39</b> | <b>68.18</b>      | <b>67.15</b> | <b>65.33</b> |      |
| APR            | 123.61                   | 117.93        | 123.20        | 120.71        | 117.04            | 128.63        | 191.35                                       | 189.35        | 192.85        | 188.85        | 183.85            | 193.85        | 67.74                          | 71.42        | 69.65        | 68.14             | 66.81        | 65.22        |      |
| MAY            | 126.15                   | 117.39        | 124.85        | 119.27        | 117.32            | 127.18        | 192.85                                       | 187.85        | 195.35        | 188.85        | 185.35            | 194.35        | 66.70                          | 70.46        | 70.50        | 69.58             | 68.03        | 67.17        |      |
| JUNE           | 125.15                   | 118.18        | 127.94        | 118.96        | 121.90            | 124.10        | 191.85                                       | 188.85        | 198.85        | 188.35        | 188.85            | 190.85        | 66.70                          | 70.67        | 70.91        | 69.39             | 66.95        | 66.75        |      |
| JULY           | 123.39                   | 121.26        | 128.08        | 119.27        | 126.02            | 124.43        | 189.85                                       | 191.85        | 198.85        | 188.85        | 192.85            | 191.35        | 66.46                          | 70.59        | 70.77        | 69.58             | 66.83        | 66.92        |      |
| AUG            | 121.37                   | 122.75        | 125.98        | 120.18        | 125.94            | 127.78        | 187.85                                       | 193.35        | 196.85        | 189.85        | 193.85            | 194.85        | 66.48                          | 70.60        | 70.87        | 69.67             | 67.91        | 67.07        |      |
| <b>SEPT</b>    | <b>120.59</b>            | <b>121.75</b> | <b>124.11</b> | <b>119.29</b> | <b>123.11</b>     | <b>128.18</b> | <b>187.35</b>                                | <b>192.35</b> | <b>194.85</b> | <b>188.85</b> | <b>191.35</b>     | <b>195.35</b> | <b>66.76</b>                   | <b>70.60</b> | <b>70.74</b> | <b>69.56</b>      | <b>68.24</b> | <b>67.17</b> |      |
| OCT            | 122.74                   | 121.35        | 124.91        | 120.10        | 122.21            | 128.72        | 189.35                                       | 191.85        | 195.35        | 189.85        | 190.35            | 195.85        | 66.61                          | 70.50        | 70.44        | 69.75             | 68.14        | 67.13        |      |
| NOV            | 129.01                   | 122.19        | 123.27        | 119.61        | 119.53            | 125.87        | 194.35                                       | 189.85        | 193.85        | 189.35        | 188.35            | 192.85        | 65.34                          | 67.66        | 70.58        | 69.74             | 68.82        | 66.98        |      |
| DEC            | 134.44                   | 121.16        | 122.87        | 119.92        | 118.31            | 123.07        | 198.35                                       | 188.85        | 193.35        | 189.35        | 186.35            | 189.85        | 63.91                          | 67.69        | 70.48        | 69.43             | 68.04        | 66.78        |      |
| <b>AVERAGE</b> | <b>123.99</b>            | <b>121.22</b> | <b>124.28</b> | <b>119.95</b> | <b>121.22</b>     | <b>127.31</b> | <b>190.64</b>                                | <b>191.43</b> | <b>194.56</b> | <b>189.06</b> | <b>188.81</b>     | <b>193.77</b> | <b>66.65</b>                   | <b>70.21</b> | <b>70.28</b> | <b>69.11</b>      | <b>67.59</b> | <b>66.46</b> |      |
|                |                          |               |               |               | <b>5 Yr. Avg.</b> | <b>122.80</b> |  |               |               |               | <b>5 Yr. Avg.</b> | <b>191.53</b> |                                |              |              | <b>5 Yr. Avg.</b> | <b>68.73</b> |              |      |
| HENS           |                          |               |               |               |                   |               |  |               |               |               |                   |               |                                |              |              |                   |              |              |      |
| MONTH          | 2020                     | 2019          | 2018          | 2017          | 2016              | 2015          | 2020   | 2019          | 2018          | 2017          | 2016              | 2015          | 2019                           | 2018         | 2017         | 2016              | 2015         | 2014         |      |
| JAN            | 121.83                   | 119.80        | 113.83        | 115.29        | 122.67            | 126.13        | 193.30                                       | 194.30        | 187.30        | 186.80        | 193.30            | 194.80        | 71.47                          | 74.50        | 73.47        | 71.51             | 70.63        | 68.67        |      |
| FEB            | 121.12                   | 120.44        | 114.72        | 115.52        | 123.08            | 127.39        | 192.30                                       | 194.80        | 187.80        | 187.30        | 193.80            | 195.80        | 71.18                          | 74.36        | 73.08        | 71.78             | 70.72        | 68.41        |      |
| <b>MAR</b>     | <b>120.91</b>            | <b>119.60</b> | <b>116.14</b> | <b>118.37</b> | <b>119.95</b>     | <b>126.14</b> | <b>192.30</b>                                | <b>193.80</b> | <b>189.30</b> | <b>189.80</b> | <b>190.30</b>     | <b>194.80</b> | <b>71.39</b>                   | <b>74.20</b> | <b>73.16</b> | <b>71.43</b>      | <b>70.35</b> | <b>68.66</b> |      |
| APR            | 121.26                   | 118.24        | 122.10        | 118.61        | 117.32            | 126.98        | 192.80                                       | 192.80        | 194.30        | 190.30        | 187.80            | 195.80        | 71.54                          | 74.56        | 72.20        | 71.69             | 70.48        | 68.82        |      |
| MAY            | 123.67                   | 117.63        | 125.01        | 118.06        | 117.71            | 126.00        | 194.30                                       | 191.80        | 198.30        | 191.30        | 189.30            | 196.30        | 70.63                          | 74.17        | 73.29        | 73.24             | 71.59        | 70.30        |      |
| JUNE           | 123.35                   | 118.32        | 127.81        | 117.27        | 121.86            | 122.94        | 193.80                                       | 192.80        | 202.30        | 190.30        | 192.80            | 193.30        | 70.45                          | 74.48        | 74.49        | 73.03             | 70.94        | 70.36        |      |
| JULY           | 121.94                   | 121.34        | 128.39        | 118.21        | 126.30            | 122.49        | 192.30                                       | 195.80        | 202.80        | 191.30        | 196.80            | 192.80        | 70.36                          | 74.46        | 74.41        | 73.09             | 70.50        | 70.31        |      |
| AUG            | 119.26                   | 123.67        | 126.73        | 118.15        | 127.08            | 125.06        | 189.80                                       | 198.30        | 201.30        | 191.30        | 198.80            | 195.30        | 70.54                          | 74.63        | 74.57        | 73.15             | 71.72        | 70.24        |      |
| <b>SEPT</b>    | <b>118.28</b>            | <b>122.65</b> | <b>124.08</b> | <b>117.90</b> | <b>124.87</b>     | <b>126.78</b> | <b>188.80</b>                                | <b>197.30</b> | <b>198.30</b> | <b>191.30</b> | <b>196.30</b>     | <b>197.30</b> | <b>70.52</b>                   | <b>74.65</b> | <b>74.22</b> | <b>73.40</b>      | <b>71.43</b> | <b>70.52</b> |      |
| OCT            | 120.69                   | 122.47        | 121.74        | 112.69        | 118.91            | 129.49        | 191.30                                       | 196.80        | 196.30        | 186.30        | 191.80            | 199.80        | 70.61                          | 74.33        | 74.56        | 73.61             | 72.89        | 70.31        |      |
| NOV            | 126.71                   | 123.02        | 119.81        | 113.22        | 117.22            | 126.81        | 196.30                                       | 194.30        | 194.30        | 186.30        | 188.80            | 197.30        | 69.59                          | 71.28        | 74.49        | 73.08             | 71.58        | 70.49        |      |
| DEC            | 132.73                   | 122.04        | 119.24        | 113.04        | 114.61            | 123.85        | 200.30                                       | 193.30        | 193.80        | 186.30        | 186.30            | 194.30        | 67.57                          | 71.26        | 74.56        | 73.26             | 71.69        | 70.45        |      |
| <b>AVERAGE</b> | <b>122.65</b>            | <b>120.77</b> | <b>121.63</b> | <b>116.36</b> | <b>120.97</b>     | <b>125.84</b> | <b>193.13</b>                                | <b>194.68</b> | <b>195.51</b> | <b>189.05</b> | <b>192.18</b>     | <b>195.63</b> | <b>70.49</b>                   | <b>73.91</b> | <b>73.88</b> | <b>72.69</b>      | <b>71.21</b> | <b>69.80</b> |      |
|                |                          |               |               |               | <b>5 Yr. Avg.</b> | <b>121.11</b> |  |               |               |               | <b>5 Yr. Avg.</b> | <b>193.41</b> |                                |              |              | <b>5 Yr. Avg.</b> | <b>72.30</b> |              |      |
| TOMS           |                          |               |               |               |                   |               |  |               |               |               |                   |               |                                |              |              |                   |              |              |      |
| MONTH          | 2020                     | 2019          | 2018          | 2017          | 2016              | 2015          | 2020   | 2019          | 2018          | 2017          | 2016              | 2015          | 2019                           | 2018         | 2017         | 2016              | 2015         | 2014         |      |
| JAN            | 122.46                   | 121.78        | 116.90        | 113.93        | 119.22            | 127.32        | 193.50                                       | 196.00        | 190.00        | 185.50        | 189.50            | 196.00        | 71.04                          | 74.22        | 73.10        | 71.57             | 70.28        | 68.68        |      |
| FEB            | 121.81                   | 122.30        | 117.19        | 115.09        | 118.47            | 127.29        | 193.00                                       | 196.50        | 190.50        | 186.50        | 189.00            | 196.00        | 71.19                          | 74.20        | 73.31        | 71.41             | 70.53        | 68.71        |      |
| <b>MAR</b>     | <b>121.72</b>            | <b>122.01</b> | <b>118.02</b> | <b>116.96</b> | <b>117.71</b>     | <b>127.46</b> | <b>193.00</b>                                | <b>196.50</b> | <b>191.00</b> | <b>188.50</b> | <b>188.00</b>     | <b>196.00</b> | <b>71.28</b>                   | <b>74.49</b> | <b>72.98</b> | <b>71.54</b>      | <b>70.29</b> | <b>68.54</b> |      |
| APR            | 122.47                   | 118.58        | 120.71        | 118.88        | 113.32            | 126.69        | 193.50                                       | 193.00        | 194.00        | 190.50        | 184.50            | 195.50        | 71.03                          | 74.42        | 73.29        | 71.62             | 71.18        | 68.81        |      |
| MAY            | 124.37                   | 117.59        | 123.58        | 119.11        | 112.75            | 124.80        | 195.00                                       | 192.00        | 197.00        | 192.00        | 184.00            | 195.00        | 70.63                          | 74.41        | 73.42        | 72.89             | 71.25        | 70.20        |      |
| JUNE           | 124.66                   | 117.78        | 126.82        | 119.20        | 115.05            | 122.06        | 195.00                                       | 192.00        | 201.00        | 192.50        | 186.50            | 192.50        | 70.34                          | 74.22        | 74.18        | 73.30             | 71.45        | 70.44        |      |
| JULY           | 123.37                   | 120.04        | 127.62        | 116.84        | 118.99            | 120.98        | 194.00                                       | 194.50        | 202.00        | 191.00        | 190.50            | 191.50        | 70.63                          | 74.46        | 74.38        | 74.16             | 71.51        | 70.52        |      |
| AUG            | 122.93                   | 122.56        | 126.17        | 115.98        | 121.47            | 122.64        | 193.50                                       | 197.00        | 200.50        | 189.00        | 193.00            | 193.00        | 70.57                          | 74.44        | 74.33        | 73.02             | 71.53        | 70.36        |      |
| <b>SEPT</b>    | <b>121.80</b>            | <b>122.97</b> | <b>123.96</b> | <b>116.12</b> | <b>120.28</b>     | <b>124.15</b> | <b>192.00</b>                                | <b>197.00</b> | <b>198.00</b> | <b>189.00</b> | <b>192.00</b>     | <b>194.50</b> | <b>70.20</b>                   | <b>74.03</b> | <b>74.04</b> | <b>72.88</b>      | <b>71.72</b> | <b>70.35</b> |      |
| OCT            | 127.68                   | 123.70        | 124.01        | 116.48        | 119.26            | 125.18        | 195.00                                       | 198.00        | 198.50        | 189.50        | 191.00            | 195.50        | 67.32                          | 74.30        | 74.49        | 73.02             | 71.74        | 70.32        |      |
| NOV            | 132.59                   | 124.86        | 122.19        | 116.06        | 116.60            | 123.02        | 200.00                                       | 196.00        | 196.50        | 189.00        | 188.00            | 193.50        | 67.41                          | 71.14        | 74.31        | 72.94             | 71.40        | 70.48        |      |
| DEC            | 138.55                   | 122.95        | 120.91        | 115.60        | 114.39            | 120.90        | 204.00                                       | 194.00        | 195.00        | 188.50        | 186.00            | 191.00        | 65.45                          | 71.05        | 74.09        | 72.90             | 71.61        | 70.10        |      |
| <b>AVERAGE</b> | <b>125.37</b>            | <b>121.43</b> | <b>122.34</b> | <b>116.69</b> | <b>117.29</b>     | <b>124.97</b> | <b>195.13</b>                                | <b>195.21</b> | <b>196.17</b> | <b>189.29</b> | <b>188.50</b>     | <b>194.17</b> | <b>69.76</b>                   | <b>73.78</b> | <b>73.83</b> | <b>72.60</b>      | <b>71.21</b> | <b>69.79</b> |      |
|                |                          |               |               |               | <b>5 Yr. Avg.</b> | <b>120.42</b> |  |               |               |               | <b>5 Yr. Avg.</b> | <b>192.67</b> |                                |              |              | <b>5 Yr. Avg.</b> | <b>72.24</b> |              |      |

BOLDING Denotes implementation of new production co-efficients

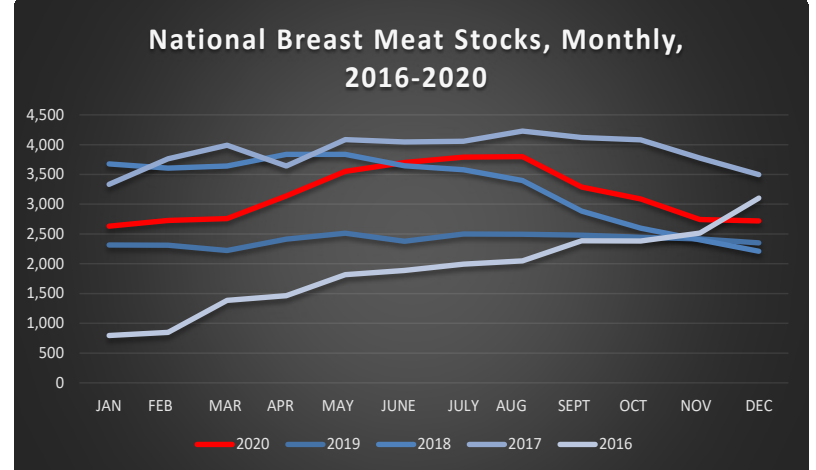
| NATIONAL WHOLE BIRD STOCKS ('000 kgs) |        |        |        |        |        |
|---------------------------------------|--------|--------|--------|--------|--------|
| MONTH                                 | 2020   | 2019   | 2018   | 2017   | 2016   |
| JAN                                   | 11,438 | 9,440  | 11,345 | 13,643 | 9,692  |
| FEB                                   | 15,234 | 14,031 | 16,394 | 17,746 | 14,849 |
| MAR                                   | 17,036 | 16,179 | 16,635 | 21,339 | 18,842 |
| APR                                   | 14,947 | 16,369 | 15,740 | 22,234 | 18,891 |
| MAY                                   | 17,469 | 18,242 | 18,850 | 21,038 | 24,876 |
| JUNE                                  | 19,859 | 21,000 | 24,257 | 26,095 | 28,865 |
| JULY                                  | 25,928 | 24,425 | 29,817 | 30,897 | 34,655 |
| AUG                                   | 27,002 | 31,639 | 35,008 | 34,079 | 37,497 |
| SEPT                                  | 31,628 | 31,458 | 36,665 | 37,101 | 40,326 |
| OCT                                   | 19,743 | 25,707 | 25,543 | 28,233 | 32,311 |
| NOV                                   | 17,474 | 25,848 | 26,471 | 29,930 | 31,188 |
| DEC                                   | 11,124 | 20,852 | 19,205 | 21,346 | 25,518 |

| 5 Yr. Average | 5 Yr. High | 5 Yr. Low |
|---------------|------------|-----------|
| 11,112        | 13,643     | 9,440     |
| 15,651        | 17,746     | 14,031    |
| 18,006        | 21,339     | 16,179    |
| 17,636        | 22,234     | 14,947    |
| 20,095        | 24,876     | 17,469    |
| 24,015        | 28,865     | 19,859    |
| 29,144        | 34,655     | 24,425    |
| 33,045        | 37,497     | 27,002    |
| 35,436        | 40,326     | 31,458    |
| 26,307        | 32,311     | 19,743    |
| 26,182        | 31,188     | 17,474    |
| 19,609        | 25,518     | 11,124    |



| NATIONAL BREAST MEAT STOCKS ('000 kgs) |       |       |       |       |       |
|--|-------|-------|-------|-------|-------|
| MONTH                                  | 2020  | 2019  | 2018  | 2017  | 2016  |
| JAN                                    | 2,631 | 2,314 | 3,676 | 3,333 | 795   |
| FEB                                    | 2,727 | 2,310 | 3,608 | 3,763 | 847   |
| MAR                                    | 2,760 | 2,223 | 3,642 | 3,989 | 1,386 |
| APR                                    | 3,141 | 2,412 | 3,837 | 3,642 | 1,464 |
| MAY                                    | 3,550 | 2,513 | 3,837 | 4,086 | 1,818 |
| JUNE                                   | 3,700 | 2,378 | 3,647 | 4,045 | 1,887 |
| JULY                                   | 3,789 | 2,501 | 3,580 | 4,056 | 1,995 |
| AUG                                    | 3,799 | 2,496 | 3,397 | 4,228 | 2,048 |
| SEPT                                   | 3,288 | 2,479 | 2,886 | 4,121 | 2,384 |
| OCT                                    | 3,087 | 2,446 | 2,597 | 4,082 | 2,382 |
| NOV                                    | 2,742 | 2,419 | 2,402 | 3,776 | 2,516 |
| DEC                                    | 2,720 | 2,350 | 2,210 | 3,495 | 3,103 |

| 5 Yr. Average | 5 Yr. High | 5 Yr. Low |
|---------------|------------|-----------|
| 2,550         | 3,676      | 795       |
| 2,651         | 3,763      | 847       |
| 2,800         | 3,989      | 1,386     |
| 2,899         | 3,837      | 1,464     |
| 3,161         | 4,086      | 1,818     |
| 3,131         | 4,045      | 1,887     |
| 3,184         | 4,056      | 1,995     |
| 3,194         | 4,228      | 2,048     |
| 3,032         | 4,121      | 2,384     |
| 2,919         | 4,082      | 2,382     |
| 2,771         | 3,776      | 2,402     |
| 2,776         | 3,495      | 2,210     |



**TURKEY FARMERS OF ONTARIO**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2020**

**TURKEY FARMERS OF ONTARIO**  
**INDEX TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED DECEMBER 31, 2020**

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## INDEPENDENT AUDITOR'S REPORT

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To the Members of: Turkey Farmers of Ontario

### Opinion

We have audited the accompanying financial statements of Turkey Farmers of Ontario, which comprise the statement of financial position as at December 31, 2020 and the statements of changes in net assets, operations 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 financial statements present fairly, in all material respects, the financial position of Turkey Farmers of Ontario as at December 31, 2020 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 Turkey Farmers of Ontario 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 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 preparing the 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 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 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 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 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 financial statements, including the disclosures, and whether the 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.



Guelph, Ontario  
March 12, 2021

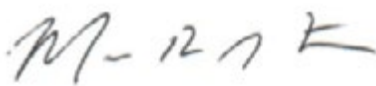
Chartered Professional Accountants  
Licensed Public Accountants

**TURKEY FARMERS OF ONTARIO**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT DECEMBER 31, 2020**

|  | 2020                | 2019                |
|--|---------------------|---------------------|
| <b>ASSETS</b>  |                     |                     |
| <b>CURRENT</b>   |                     |                     |
| Cash   | \$ 1,803,338        | \$ 982,854          |
| Accounts receivable (note 3)                                   | 105,344             | 10,874              |
| Investments (note 6)   | 2,861,555           | 2,818,066           |
| Inventory  | 0                   | 5,725               |
| Prepaid expenses   | <u>8,658</u>        | <u>11,677</u>       |
|  | 4,778,895           | 3,829,196           |
| <b>CAPITAL ASSETS</b> (note 4)                                 | <u>9,585</u>        | <u>27,648</u>       |
|  | <u>\$ 4,788,480</u> | <u>\$ 3,856,844</u> |
| <b>LIABILITIES</b>   |                     |                     |
| <b>CURRENT</b>   |                     |                     |
| Accounts payable and accrued liabilities (notes 7 and 11)      | \$ 836,264          | \$ 332,216          |
| Government remittances payable                                 | 47,980              | 28,976              |
| Deferred generic marketing revenue (note 12)                   | 34,697              | 48,809              |
| Deferred COVID-19 emergency fund license fee revenue (note 13) | <u>61,258</u>       | <u>0</u>            |
|  | 980,199             | 410,001             |
| <b>LONG-TERM DEBT</b> (note 5)                                 | <u>40,000</u>       | <u>0</u>            |
|  | <u>1,020,199</u>    | <u>410,001</u>      |
| <b>NET ASSETS</b>  |                     |                     |
| Unrestricted   | 2,290,851           | 1,972,198           |
| Internally restricted contingent reserve                       | 1,400,000           | 1,400,000           |
| Internally restricted for research purposes                    | <u>77,430</u>       | <u>74,645</u>       |
|  | <u>3,768,281</u>    | <u>3,446,843</u>    |
|  | <u>\$ 4,788,480</u> | <u>\$ 3,856,844</u> |

**ON BEHALF OF THE BOARD:**

  
 \_\_\_\_\_ Director

  
 \_\_\_\_\_ Director

**TURKEY FARMERS OF ONTARIO**  
**STATEMENT OF CHANGES IN NET ASSETS**  
**FOR THE YEAR ENDED DECEMBER 31, 2020**

|  | <b>Unrestricted<br/>Net<br/>Assets</b> | <b>Internally<br/>Restricted<br/>Contingent<br/>Reserve</b> | <b>Internally<br/>Restricted<br/>for Research<br/>Purposes</b> | <b>2020<br/>Total</b> | <b>2019<br/>Total</b> |
|--|--|---|--|-----------------------|-----------------------|
| <b>NET ASSETS</b>                                    |  |   |  |                       |                       |
| <b>Balance, beginning of year</b>                    | \$ <u>1,972,198</u>                    | \$ <u>1,400,000</u>   | \$ <u>74,645</u>   | \$ <u>3,446,843</u>   | \$ <u>3,062,596</u>   |
| Revenue  | 5,304,124                              | 0   | 2,785  | 5,306,909             | 2,278,425             |
| Disbursements  | <u>(4,985,471)</u>                     | <u>0</u>  | <u>0</u>   | <u>(4,985,471)</u>    | <u>(1,894,178)</u>    |
| Excess of revenue over<br>disbursements for the year | <u>318,653</u>                         | <u>0</u>  | <u>2,785</u>   | <u>321,438</u>        | <u>384,247</u>        |
| <b>Balance, end of year</b>                          | \$ <u>2,290,851</u>                    | \$ <u>1,400,000</u>   | \$ <u>77,430</u>   | \$ <u>3,768,281</u>   | \$ <u>3,446,843</u>   |



**TURKEY FARMERS OF ONTARIO**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEAR ENDED DECEMBER 31, 2020**

|  | <b>2020<br/>BUDGET</b><br>(note 14) | <b>2020<br/>ACTUAL</b> | <b>2019<br/>ACTUAL</b><br>(note 10) |
|--|-------------------------------------|------------------------|-------------------------------------|
| <b>REVENUE</b>   |                                     |                        |                                     |
| Ontario license fees   | \$ 1,344,825                        | \$ 1,329,772           | \$ 1,350,578                        |
| Marketing grants   | 144,719                             | 144,718                | 144,719                             |
| Overmarketing levies (note 8)  | 0                                   | 136,448                | 172,432                             |
| Government COVID-19 funding  | 0                                   | 110,681                | 0                                   |
| Investment income  | 30,000                              | 43,489                 | 46,505                              |
| Other income   | <u>54,324</u>                       | <u>29,238</u>          | <u>57,675</u>                       |
|  | <u>1,573,868</u>                    | <u>1,794,346</u>       | <u>1,771,909</u>                    |
| <b>DISBURSEMENTS</b>   |                                     |                        |                                     |
| Advertising and promotion  |                                     |                        |                                     |
| Marketing program  | 98,000                              | 76,949                 | 97,222                              |
| Promotional material   | 35,000                              | 30,637                 | 41,117                              |
| Exhibitions and fairs  | <u>25,000</u>                       | <u>347</u>             | <u>27,733</u>                       |
|  | <u>158,000</u>                      | <u>107,933</u>         | <u>166,072</u>                      |
| Administration and general   |                                     |                        |                                     |
| Salaries and subcontract   | 600,000                             | 574,438                | 562,430                             |
| Employee benefits  | 120,000                             | 231,026                | 107,379                             |
| Directors - per diem   | 108,000                             | 146,175                | 101,600                             |
| Rent and related charges   | 85,000                              | 80,551                 | 80,512                              |
| Office and computer  | 70,000                              | 55,653                 | 54,382                              |
| Fees and grants (note 10)  | 55,000                              | 52,708                 | 51,536                              |
| Accounting and audit   | 30,000                              | 49,165                 | 26,720                              |
| Legal  | 40,000                              | 41,152                 | 12,219                              |
| Human resources management   | 25,000                              | 38,647                 | 28,277                              |
| Travel and auto expense  | 80,000                              | 19,735                 | 70,775                              |
| On Farm Food Safety/FBCC (note 10)                                     | 23,000                              | 18,848                 | 22,075                              |
| Directors - expenses   | 50,000                              | 17,131                 | 37,598                              |
| Telephone  | 18,000                              | 15,811                 | 16,461                              |
| AI insurance project   | 0                                   | 12,000                 | 0                                   |
| Seminars and special events  | 50,000                              | 6,435                  | 30,043                              |
| Letter of credit charges (note 15)                                     | 2,320                               | 2,311                  | 2,318                               |
| Amortization   | 15,000                              | 1,729                  | 13,648                              |
| Strategic planning and communications                                  | 23,000                              | 1,460                  | 0                                   |
| Contingency  | <u>20,000</u>                       | <u>0</u>               | <u>3,617</u>                        |
|  | <u>1,414,320</u>                    | <u>1,364,975</u>       | <u>1,221,590</u>                    |
| Total disbursements  | <u>1,572,320</u>                    | <u>1,472,908</u>       | <u>1,387,662</u>                    |
| <b>OTHER</b>   |                                     |                        |                                     |
| Generic marketing levies (note 12)                                     | 220,000                             | 235,695                | 506,516                             |
| Generic marketing program (note 12)                                    | (503,000)                           | (235,695)              | (506,516)                           |
| COVID-19 emergency fund license fee revenue<br>(note 13)               | 0                                   | 3,276,868              | 0                                   |
| COVID-19 emergency fund license fee expense<br>(note 13)               | <u>0</u>                            | <u>(3,276,868)</u>     | <u>0</u>                            |
|  | <u>(283,000)</u>                    | <u>0</u>               | <u>0</u>                            |
| <b>(DEFICIT) EXCESS OF REVENUE OVER<br/>DISBURSEMENTS for the year</b> | <u>\$ (281,452)</u>                 | <u>\$ 321,438</u>      | <u>\$ 384,247</u>                   |

**TURKEY FARMERS OF ONTARIO**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2020**

|  | <b>2020</b>         | <b>2019</b>       |
|--|---------------------|-------------------|
| <b>CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES</b> |                     |                   |
| Excess of revenue over disbursements for the year      | \$ 321,438          | \$ 384,247        |
| Items not requiring an outlay of cash                  |                     |                   |
| Amortization   | 1,729               | 13,648            |
| Loss on disposal of capital assets                     | 19,191              | 0                 |
|  | <u>342,358</u>      | <u>397,895</u>    |
| Changes in non-cash working capital                    |                     |                   |
| Accounts receivable                                    | (94,470)            | 54,585            |
| Inventory  | 5,725               | 3,489             |
| Prepaid expenses                                       | 3,019               | (1,735)           |
| Accounts payable and accrued liabilities               | 504,048             | 100,318           |
| Government remittances payable                         | 19,004              | (32,988)          |
| Deferred generic marketing revenue                     | (14,112)            | (76,746)          |
| Deferred COVID-19 emergency fund license fee revenue   | 61,258              | 0                 |
|  | <u>484,472</u>      | <u>46,923</u>     |
|  | <u>826,830</u>      | <u>444,818</u>    |
| <b>CASH PROVIDED BY FINANCING ACTIVITIES</b>           |                     |                   |
| Long term debt   | <u>40,000</u>       | <u>0</u>          |
| <b>CASH (USED IN) INVESTING ACTIVITIES</b>             |                     |                   |
| Purchase of capital assets                             | (2,857)             | (1,890)           |
| Investments  | (43,489)            | (296,506)         |
|  | <u>(46,346)</u>     | <u>(298,396)</u>  |
| <b>NET CASH INCREASE during the year</b>               | 820,484             | 146,422           |
| <b>NET CASH, beginning of year</b>                     | <u>982,854</u>      | <u>836,432</u>    |
| <b>NET CASH, end of year</b>                           | <u>\$ 1,803,338</u> | <u>\$ 982,854</u> |

**TURKEY FARMERS OF ONTARIO**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2020**

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**1. OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES**

The Turkey Farmers of Ontario is a marketing board established under the Farm Products Marketing Act and is primarily engaged in the promotion of turkey sales and the regulation of turkey production in Ontario. The organization is a not for profit organization and is exempt from income tax.

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) CAPITAL ASSETS

The capital assets are capitalized at acquisition cost.

Amortization is charged against revenue on a straight line basis at the following rates:

|                        |          |
|------------------------|----------|
| Furniture and fixtures | 10 years |
| Automobiles            | 4 years  |
| Display units          | 10 years |
| Computer               | 4 years  |

(b) 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 the 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.

(c) REVENUE RECOGNITION

The organization follows the deferral method of accounting and recognizes revenue as follows:

- (i) Ontario license fees are recognized when receivable based on the processing date.
- (ii) Marketing grants are recognized when received or receivable and in the period to which they relate.
- (iii) Overmarketing levies are recognized at the end of the quota year.
- (iv) Investment income includes interest and realized and unrealized gains and losses and is recognized on an accrual basis.
- (v) Generic marketing levies and COVID-19 emergency fund license fee are externally restricted and are recognized when the related expenses are incurred.
- (vi) Government grants are recognized when the related expense is incurred.
- (vii) Government COVID-19 funding is recognized as revenue once eligibility for the subsidy has been determined and collection of the related subsidy amount is reasonably assured.
- (viii) Other revenue is recognized when received or receivable and in the period when earned.

**TURKEY FARMERS OF ONTARIO**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2020**

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**1. OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES (continued)**

(d) USE OF ESTIMATES

The preparation of financial statements in conformity with Canadian accounting standards for not for profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Significant areas requiring the use of management estimates and assumptions relate to prepaid expenses, COVID-19 emergency fund license fee, useful life of capital assets and accrued liabilities. Actual results could differ from those estimates.

(e) FINANCIAL INSTRUMENTS

Measurement of financial instruments

The organization initially measures its financial assets and liabilities at fair value, except for certain non-arm's length transactions. The organization subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments, which are measured at fair value. Changes in fair value are recognized in net surplus.

Financial assets measured at amortized cost include cash and accounts receivable.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

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 net surplus. 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 net surplus.

Transaction costs

The organization recognizes its transaction costs in net income 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.

(f) INTERNALLY RESTRICTED RESERVES

The internally restricted reserve for research purposes represents funds that are to be used for future research purposes.

The internally restricted contingent reserve represents funds that are to be used for contingent expenditures as determined by the board of directors.

**TURKEY FARMERS OF ONTARIO**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2020**

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**2. 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 2020 compared to the previous period.

The organization does not have a significant exposure to any individual customer or counterpart.

**3. ACCOUNTS RECEIVABLE**

The accounts receivable as at the year end consist of:

|  | <b>2020</b>       | <b>2019</b>      |
|--|-------------------|------------------|
| Ontario license fees                     | \$ 44,667         | \$ 10,874        |
| Overmarketing fees                       | 12,524            | 0                |
| Government COVID-19 subsidies receivable | <u>48,153</u>     | <u>0</u>         |
|  | <u>\$ 105,344</u> | <u>\$ 10,874</u> |

**4. CAPITAL ASSETS AND AMORTIZATION**

|                        | <b>Cost</b>       | <b>Accumulated<br/>Amortization</b> | <b>2020<br/>Net</b> | <b>2019<br/>Net</b> |
|------------------------|-------------------|-------------------------------------|---------------------|---------------------|
| Furniture and fixtures | \$ 103,870        | \$ 98,716                           | \$ 5,154            | \$ 5,005            |
| Automobiles            | 0                 | 0                                   | 0                   | 19,191              |
| Display units          | 1,891             | 378                                 | 1,513               | 1,702               |
| Computer               | <u>24,787</u>     | <u>21,869</u>                       | <u>2,918</u>        | <u>1,750</u>        |
|                        | <u>\$ 130,548</u> | <u>\$ 120,963</u>                   | <u>\$ 9,585</u>     | <u>\$ 27,648</u>    |

**5. LONG TERM DEBT**

Long term debt consists of the following:

|   | <b>2020</b>      | <b>2019</b> |
|---|------------------|-------------|
| Canada Emergency Business Account (CEBA) loan | \$ <u>40,000</u> | \$ <u>0</u> |

The above loan is interest free, guaranteed by the Government of Canada, and due December 31, 2022. During the current year, \$20,000 has been recorded in Government COVID-19 funding revenue as the forgivable portion of the loan as the organization plans to repay the loan by December 31, 2022. If the loaned funds are not paid back by this date, the loan can be converted into a three year installment loan with a 5% interest rate. Interest only payments are required until the full principal is due on December 31, 2025. The long term debt balance of \$40,000 is expected to be repaid in 2022.

**TURKEY FARMERS OF ONTARIO**  
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**6. INVESTMENTS**

Investments consist of the following:

|  | <b>2020</b>         | <b>2019</b>         |
|--|---------------------|---------------------|
| TD Cash account  | \$ 1                | \$ 1                |
| B2B Bank Guaranteed Investment Certificate, 1.81%, due September 21, 2020        | 0                   | 54,628              |
| Bank of Montreal Guaranteed Investment Certificate, 2.15%, due July 3, 2020      | 0                   | 280,000             |
| Bank of Montreal Guaranteed Investment Certificate, 2.21%, due July 3, 2024      | 289,324             | 283,069             |
| Bank of Montreal Guaranteed Investment Certificate, 2.35%, due November 13, 2024 | 191,307             | 186,915             |
| Bank of Nova Scotia Guaranteed Investment Certificate, 2.11%, due July 4, 2022   | 288,900             | 282,930             |
| Bank of Nova Scotia Guaranteed Investment Certificate, 2.15%, due July 3, 2023   | 289,069             | 282,985             |
| Homeequity Bank Guaranteed Investment Certificate, 2.10%, due June 28, 2021      | 32,196              | 31,533              |
| HSBC Trust Company Guaranteed Investment Certificate, 2.07%, due July 5, 2021    | 288,730             | 282,874             |
| TD Bank Investment Savings Account, 0.25%  | 1,482,028           | 0                   |
| TD Bank Investment Savings Account, 1.60%  | <u>0</u>            | <u>1,133,131</u>    |
|  | <u>\$ 2,861,555</u> | <u>\$ 2,818,066</u> |

**7. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES**

The accounts payable as at the year end consist of:

|  | <b>2020</b>       | <b>2019</b>       |
|--|-------------------|-------------------|
| Trade accounts payable and accrued liabilities | \$ 203,438        | \$ 42,118         |
| Turkey Farmers of Canada (note 11)             | <u>632,826</u>    | <u>290,098</u>    |
|  | <u>\$ 836,264</u> | <u>\$ 332,216</u> |

**8. OVERMARKETING LEVIES**

Overmarketing levies relate to the 12 month production period ending April 25, 2020 (2019 - April 27, 2019).

**9. COMMITMENTS**

The organization is committed under a lease for office premises which expires December 31, 2028. Payments are required as follows:

|            |                   |
|------------|-------------------|
| 2021       | \$ 45,492         |
| 2022       | 45,492            |
| 2023       | 45,492            |
| 2024       | 45,492            |
| 2025       | 45,492            |
| Thereafter | <u>142,163</u>    |
|            | <u>\$ 369,623</u> |



**TURKEY FARMERS OF ONTARIO**  
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**9. COMMITMENTS (continued)**

The organization is committed under a lease for equipment to make payments as follows:

|      |                 |
|------|-----------------|
| 2021 | \$ <u>3,139</u> |
|------|-----------------|

The organization has agreed to contribute the following amounts to the Poultry Industry Council:

|      |                  |
|------|------------------|
| 2021 | \$ <u>25,658</u> |
|------|------------------|

The organization has agreed to contribute the following amounts to Feather Board Command Centre:

|      |                  |
|------|------------------|
| 2021 | \$ <u>18,848</u> |
|------|------------------|

**10. FEES AND GRANTS AND RESEARCH EXPENSES**

In accordance with the regulations of the Farm Products Marketing Commission amended December 17, 1999, the details of fees and grants and research expenses paid greater than \$3,000 during 2020 are presented.

|                                       |           |
|---------------------------------------|-----------|
| Poultry Industry Council              | \$ 25,658 |
| Feather Board Command Centre          | 18,848    |
| Farm and Food Care - Ontario          | 15,000    |
| Livestock Research Innovation Council | 5,000     |

**11. LEVIES COLLECTED ON BEHALF OF TURKEY FARMERS OF CANADA**

Turkey Farmers of Canada imposes levies on individual producers pursuant to the Farm Products Agencies Act of Canada. Turkey Farmers of Ontario acts as a collection point and receives and remits the levies. In 2020, the organization collected levies, inclusive of HST, on behalf of Turkey Farmers of Canada in the amount \$4,266,904 (2019 - \$3,860,191). These levies are not shown on the organization's statement of operations. As at December 31, 2020, included in accounts payable are net levies payable to Turkey Farmers of Canada in the amount of \$632,826 (2019 - \$290,098). These are comprised of accounts payable of \$721,303 (2019 - \$325,218) and levies receivable from producers of \$88,477 (2019 - \$35,120).

**12. GENERIC MARKETING PROGRAM**

On November 3, 2010, the producers voted to support an Ontario generic marketing program whereby an additional generic marketing levy is collected at the rate of \$.015 per kilogram, effective January 1, 2011. The generic marketing levy funds the expenditures externally restricted to the generic marketing program. The goal of the generic marketing program is to raise awareness of turkey and, as a result, increase demand for turkey consumption. In 2015, the producers voted to continue the program. In March of 2019, the Ontario rate changed to \$.0025 per kilogram as there is now a national generic marketing program administered by Turkey Farmers of Canada.

**TURKEY FARMERS OF ONTARIO**  
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**12. GENERIC MARKETING PROGRAM (continued)**

The amounts reported in these financial statements for the generic marketing program are as follows:

|   | <b>2020</b>      | <b>2019</b>      |
|---|------------------|------------------|
| Deferred generic marketing revenue, opening | \$ 48,809        | \$ 125,555       |
| Generic marketing levies collected          | 221,583          | 429,770          |
| Generic marketing program expenditures      | <u>(235,695)</u> | <u>(506,516)</u> |
| Deferred generic marketing revenue, closing | <u>\$ 34,697</u> | <u>\$ 48,809</u> |

**13. COVID-19 EMERGENCY FUND LICENSE FEE**

Effective May 11, 2020, the COVID-19 Emergency Fund License Fee Regulation - 2020 required all producers to pay the Turkey Farmers of Ontario a license fee of \$0.06 per kilogram live weight only for each turkey produced and processed. Processors deducted the license fee from the money payable for the turkeys to the producers and either remitted the license fees to Turkey Farmers of Ontario or signed a Declaration of Use, allowing the processor to retain the license fees and expend them in accordance with the terms of the Declaration of Use.

**14. BUDGET FIGURES**

The budget figures are presented for comparison purposes, reclassified to conform to the current financial statement presentation. They have not been audited or reviewed by the auditor.

**15. CONTINGENCIES**

The board is contingently liable under a letter of credit in favour of the Turkey Farmers of Canada (TFC) for an amount of \$462,285 as required by the 2019/20 promotion agreement with TFC, the National Farm Products Council and other provincial turkey marketing boards. The letter of credit expires July 31, 2021.

Turkey Farmers Ontario has received an appeal to reassess a category overmarketing levy of approximately \$235,000 plus HST. The result of the appeal is not yet known and therefore management has not recorded any amount in the financial statements.

**16. MATERIAL UNCERTAINTY DUE TO THE NOVEL CORONAVIRUS**

During the year and subsequent to year end, the Novel Coronavirus (COVID-19) significantly impacted the economy in Canada and globally. Although the disruption from the virus is expected to be temporary, given the dynamic nature of these circumstances, the duration of business disruption and the related financial impact cannot be reasonably estimated at this time. This may impact the timing and amounts realized on the organization's assets and its future ability to deliver all services.



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