

FOOD & BEVERAGE INSIDER

Alliance of Ontario Food Processors

Spring 2009

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ANNUAL GENERAL MEETING ELECTS NEW ALLIANCE BOARD OF DIRECTORS

The 2009 Annual General Meeting of the Alliance of Ontario Food Processors held on April 28th elected a new Board of Directors that will guide the Alliance through the next active year as the Alliance continues to represent Ontario's food and beverage processing industry.

The Alliance Board of Directors for 2009/10:

President:	Craig Richardson, Grand River Foods
Vice-President:	Rob Anderson, Bonduelle North America
Treasurer:	Rob Kee, Casco Canada
Secretary:	Tim Schinkel, Schinkel's Legacy
Past President:	Keith Chen, Culinary Destinations
Directors-at-Large:	Anthony Bristow, Andrew Peller Ltd. Robert Giguere, Sargent Farms Richard Halenda, Halenda's Fine Foods Dave Hoyles, CanGro Foods Terry Quehl, Saputo Foods

GOLF TOURNAMENT AND SPONSORS JUNE 2, 2009 — REGISTER NOW!

If you have not already registered for the 2009 Golf Tournament and Dinner at Whistle Bear Golf Club, Cambridge, it is not too late. You have until May 26th to register. This year the new location includes lunch, dinner and golf in a shotgun start tournament. Bring your clients, reward your employees or just enjoy a day with other golf enthusiasts from the food and beverage industry. Find out why Whistle Bear is rated one of the top 10 courses in Ontario by SCOREgolf. The generous fairways and multiple tee boxes appeal to every skill level. A registration form is included with this Newsletter.

Golf sponsorship offers a unique opportunity for sponsors to promote their company. The Alliance offers various levels of sponsorship to members and non-members. The enclosed form outlines the categories of sponsorship available.

The Alliance thanks the following companies that have provided sponsorship so far:

Rothsay	CanGro Foods Inc.
Carmichael Engineering	Golden Town Apple Products
Smucker Foods of Canada	Wine Council of Ontario
Sargent Farms Ltd.	Conestoga Rovers and Associates
Lakeside Logistics	Mallot Creek Group Inc

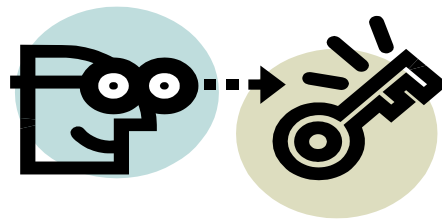
To join this list of sponsors submit the enclosed sponsorship form or to learn more visit www.aofp.ca or contact the Alliance office at 519-836-5698.

\$25 MILLION IN GRANT MONEY AVAILABLE TO SUPPORT INNOVATION AND MANUFACTURING EXCELLENCE

Chrysler Canada may be in the midst of economic woes but the foundation and programs born out of the visions, principles and hopes of the late Yves Landry, Chairman, President and CEO of Chrysler Canada Ltd. continue as a legacy. The funding focus on innovation and training reflects Landry's commitment to both and the recognition that in economic and financial stress training is often the first 'cut' to be made.

The AIME (Achieving Innovation in Manufacturing Excellence) Program sponsored by the Yves Landry Foundation and the Ontario Ministry of Economic Development offers manufacturers up to \$50,000 per company or 50 per cent of the eligible project costs (whichever is less) to offset the costs of training related to innovation. More specifically, funding

covers 100 per cent of direct training costs and 50 per cent of indirect training costs. The objective of the program is two-fold: retrain personnel to support major innovation or develop highly qualified people. The funding is open to all manufacturing companies in all segments that meet the criteria of: 15 to 1,500 employees; in business for over 3 years and financially sound; manufacture in Ontario; manufacture specific products that are sold in Ontario and elsewhere. The deadline for preliminary applications is August 1, 2009 and full applications must be received by September 30, 2009. To learn more visit the website: www.yveslandryfoundation.com.



FUNDING OPPORTUNITY - FOOD SAFETY AND TRACEABILITY INITIATIVE (FSTI)

The *Food Safety and Traceability Initiative* is a new funding program being offered under the federal-provincial-territorial initiative "Growing Forward". Growing Forward (replacing the former Agricultural Policy Framework – APF) has the mandate to support the development and implementation of best practices in the key areas of: environment and climate change; food safety and traceability; business development and biosecurity. The *Food Safety and Traceability Initiative* is a cost-share funding program developed to assist agriculture and agri-food facilities to improve food safety practices and traceability systems in their operations. Improved food safety and traceability will strengthen Ontario's ability to produce safe high quality foods and ultimately provide economic advantages to food producers and food processors.

The FSTI program provides funding up to \$20,000 to eligible applicants with up to 75 per cent of an applicant's eligible costs reimbursed by government. Available funding will be allocated on a first come, first served basis for projects that are approved by the Ministry of Agriculture, Food and Rural Affairs. Applications for the FSTI program are now being accepted. Full details on this program and an application can be obtained at www.ontario.ca/foodsafety or a hardcopy application can be requested at 1-888-479-3931.

APPRENTICESHIP PROGRAM INFORMATION MEETINGS CONTINUE

May 21, 2009, London, Ontario is the next scheduled information session for the proposed new Apprenticeship Program specifically developed for the food and beverage processing industry: Process Operator - Food Manufacturing. Similar meetings have been held in Cambridge and Belleville to provide food and beverage processors with the opportunity to learn more about the Process Operator Apprenticeship, the proposed skill sets, the incentive programs available and the benefit that hiring apprentices can make to the 'bottom line' of a processor's business.

As in other information sessions, representatives from the Ministry of Training, Colleges and Universities, the Ontario Ministry of Agriculture, Food and Rural Affairs and the Alliance will be present to answer questions. You can be part of the curriculum development of an Apprenticeship program specifically designed to address the skilled labour shortage in this industry. Additional information on this and other meetings can be obtained by contacting Michèle Poisson at mpoisson@aofp.ca or 519-767-5374.

GREAT LAKES SUMMIT

Recognizing the importance of the Great Lakes as a fresh water resource to the life and economy of Ontario and the sustainability of the Ontario food and beverage processing industry, the Alliance attended the inaugural Provincial-Municipal Great Lakes Summit, held earlier this month in Toronto.

Driven by the Ministries of the Environment, Natural Resources and Agriculture, Food and Rural Affairs, the Summit was the next step in a province-wide consultation process that has invited stakeholders from each Great Lake area and the St. Lawrence River to provide input towards developing Ontario's proposed *Great Lakes Vision, Goals and Strategies*. The dialogue to date was incorporated into a Discussion Paper, *Healthy Great Lakes, Strong Ontario* and posted on the Environmental Registry (EBR# 010-6105)(www.ebr.gov.on.ca) for public comment until May 16, 2009. The Alliance and other industry Stakeholders at the Summit were invited to provide input and feedback on the proposed vision, goals, strategies and implementation of actions to improve and ensure that the Great Lakes continue to thrive and are sustainable for the life and economy of Ontario.

The five proposed goals are:

1. Resilient ecosystem: the Great Lakes can respond to changes and stresses without losing important species, ecosystem functions and amenities.
2. Human health and well-being: Ontarians enjoy safe Great Lakes beaches, drinking water, food and fish, and recreational, cultural and spiritual benefits.
3. Green, diverse economies: the Great Lakes Region is a centre of economic activity and its

quality of life attracts and keeps the workforce for a vibrant and innovative economy.

4. Sustainable natural resources: resources like fish and wildlife, water quantity and energy generation potential are sustained over the long-term.
5. Strong sustainable communities: Great Lakes' communities are thriving and attractive, and practice good stewardship of the lakes.

The proposed strategies (aimed at achieving the five goals):

1. Clean-up Great Lakes Hot Spots and the Legacy of Past Pollution
2. Protect Human and Ecosystem Health from Toxics and Pathogens
3. Restore Great Lakes Habitats and Protect Biodiversity
4. Adapt to Climate Change
5. Understand the System and Deal With Ecosystem Change
6. Influence the Bi-National Agenda
7. Enhance Lake-Based and Watershed-Based Planning and Action
8. Increase Appreciation and Stewardship of the Great Lakes
9. Develop Sustainable Great Lakes Economic Opportunities
10. Establish Strong, Nested (Local) Governance

A report is anticipated summarizing the public comment on the discussion paper and Summit dialogue from industry, naturalists, developers and other stakeholders and the Alliance will provide further information on this report and developments as they become available.

FOOD AND BEVERAGE INDUSTRY INNOVATION FUND (FBIIF) UPDATE

The FBIIF (Round II) call for proposals (deadline February 23, 2009) resulted in 42 project submissions and 19 project approvals. The Agricultural Adaptation Council (AAC) (program administrator) reported that declined projects did not fit the FBIIF funding criteria of being "new and innovative" but focused instead on updating, automating and refitting of equipment and these were defined as *normal business expansion*. Information is being compiled by the AAC based on submission/decline of proposals. This report will be used in developing future programs for the industry and identifying the gaps that could be addressed through future funding programs. A full report will be completed in the next few months.

DIRECTORY OF ONTARIO FOOD AND BEVERAGE PROCESSORS

Your membership in the Alliance includes access to the Directory of Ontario Food and Beverage Processors. The Directory is available through the website www.aofp.ca – through the *Directories* quick link or through www.ylm.ca/aofp, a link that you can enter in your 'favourites' on your browser.

Access to the Directory requires a user name and password for all members. Problems with remembering your user name or password? Contact jemerycarter@aofp.ca for this information. All Processor Members are listed in the Directory and have the ability to change, update and add to their listing that currently appears in the Directory. Check your listing and information, add key words and products.

OPPORTUNITIES ONTARIO (FORMERLY PROVINCIAL NOMINEE PROGRAM)

The former Provincial Nominee Program (PNP) has been replaced by Opportunities Ontario. Like the PNP, Opportunities Ontario is a federal program under the direction of the Ministry of Citizenship and Culture (MCC) that gives provinces the ability to determine the specific skill levels of foreign workers to work in the province. Currently the Alliance is working with the MCC to try and move specific skills for the food processing industry into categories that will qualify for this program and to align specific skills within the industry to be more consistent with those skills already identified in higher categories.

There have been some reports in the food and beverage processing industry in Ontario that other provinces are “poaching” workers by setting a lower skill level than what Ontario is requiring and workers are leaving Ontario for those provinces. If your company has experienced this situation please share your experience with the Alliance so that we can address this inequity as we move forward. Please contact Jane Graham, Executive Director, AOFP at 519-767-5599 or by email at alliance@aofp.ca.

AOFP INVITES ADVERTISING

Times of economic stress call for innovation. Promoting a new product, event or service does not have to take a large bite out of your budget. Effective, inexpensive promotion options are now available through the Alliance. There are a variety of options available for marketing and advertising through this AOFP newsletter or our electronic communication. Beginning with the July issue of the electronic newsletter, business card style ads for services/events and product promotion will be accepted.

In addition to Member benefit discount pricing in all promotional mediums, Members have the exclusive advantage of the Alliance website www.aofp.ca for rotating business card-sized ads. Complete details, pricing and deadlines can be downloaded from the website – home page ad. Alternatively, emails or faxed versions of advertising and pricing can be requested by contacting the Alliance office at 519-836-5698 or info@aofp.ca.

WELCOME TO NEW ASSOCIATE MEMBERS

The Alliance is pleased to welcome the following new Associate Members:

- **Ag Energy Cooperative/Firefly Energy:** provide natural gas and electricity energy management services
- **Lakeside Logistics:** provides transportation and logistic services.
- **Amec Geomatrix Limited:** provides environmental and engineering services.
- **Altech Environmental:** environmental and energy engineering consulting.
- **Farm Credit Canada:** Agribusiness and AgriFood financing

AOFP encourages its members to support our Associate Members when seeking out services and products. A full listing of Associate Members and their contact information can be found at www.aofp.ca under Directories-Associates.

INDUSTRY EVENTS

June 2, 2009:

AOFP Golf Tournament and Dinner, Whistle Bear Golf Club, Cambridge Ontario. A food and beverage processing industry favourite! See www.aofp.ca for registration details.

June 7 – 9, 2009:

Ontario Dairy Council Convention, Delta Grandview Resort, Huntsville, On. See www.ontariodairies.ca for more details.

June 17-18, 2009:

Functional Foods Conference, London, ON. Over 30 speakers discuss the latest information on human nutritional science and the healthfulness of functional foods, retail and production opportunities. Complete information at www.foodmeetsfunction.ca