



# 2025 ANNUAL REPORT

*Ontario's Agri Business Sector — With it...Ontario will grow!*

# VISION STATEMENT

“ To be the voice of Ontario Agri Business to all stakeholders, consumers and government. ”

# MISSION STATEMENT

“ To promote Ontario agri business through representation to stakeholders, consumers and government. To coordinate the services of all member sectors in the areas of food safety, environmental stewardship, education, communication, and operations. ”

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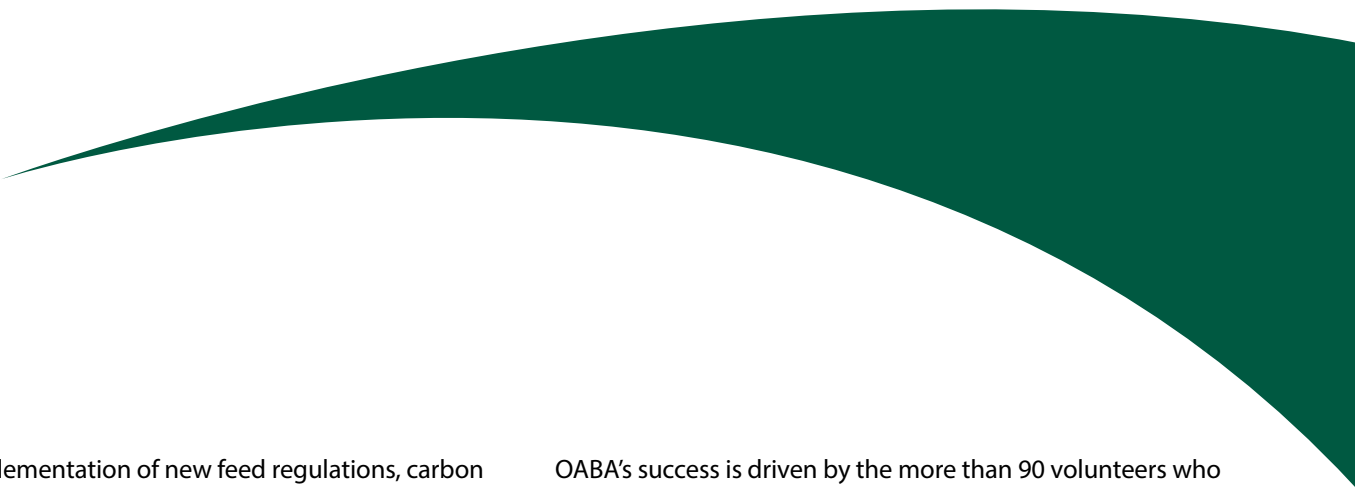
# EXECUTIVE DIRECTOR'S MESSAGE

The past year marked a milestone for the Ontario Agri Business Association (OABA) as we celebrated our 26th year as an association; while also approaching our 100th year of operations when tracing our roots back to one of our legacy organizations, the Ontario Elevator Association, founded in 1927. While much has evolved across our industry and membership over that time, OABA's core commitment remains steadfast: to effectively represent the interests of our sector to government, stakeholders, and consumers; and, to serve our members with integrity and purpose.

This Annual Report outlines the work undertaken by OABA's Board of Directors, committees, working groups, and staff over the past year. Together, we have ensured that Ontario's crop input, grain elevators, and livestock feed companies continue to operate safely, efficiently, and successfully; while navigating ongoing supply chain disruptions, labour stoppages, disease outbreaks, and at times, challenging government policies with the potential to significantly impact our sector.

At the beginning of the year, the Board of Directors updated OABA's Strategic Plan (2025–2027), identifying five key priorities to guide the association forward. This renewed focus has provided clear direction and actionable objectives, helping us allocate both human and financial resources more effectively. Our strategic priorities reinforce OABA's role as the unified voice of Ontario agribusiness, driving member value and fostering a business environment that is sustainable, profitable, safe, and innovation-driven.

Throughout the past year, OABA staff and members participated in an increasing number of in-person meetings with elected officials and government staff, significantly more than in previous years, in response to shifting U.S. trade and tariff dynamics. While the situation was complex and continuously evolving, it provided valuable opportunities to position OABA as a trusted authority on key policy issues at both the federal and provincial levels. We participated in numerous discussions, independently and in collaboration with value chain partners, to address tariff concerns, aid government decision makers in understanding trade dynamics, and to propose practical solutions. Additional advocacy efforts focused on elevating sector priorities during the provincial and federal elections, seeking quick resolutions to labour and transportation



disruptions, implementation of new feed regulations, carbon taxation reform, temporary foreign worker permitting, seeking municipal property assessment rate reform, safeguarding and advocating for investments in Ontario's port infrastructure, and mitigating the ongoing impacts of the federal government's removal of Russia's Most Favoured Nation status, which continues to result in a 35% tariff on fertilizer imports.

To further support our members, OABA advanced several key projects this year aimed at strengthening our leadership position, enhancing member engagement, and fostering industry growth and innovation. Highlights include:

- **Salary & Benefits Survey:** A comprehensive update of our Salary and Benefits Survey, achieving the highest member participation rate in recent years. The results provide participating members with valuable, data-driven insights to support informed compensation decisions.
- **Economic Impact Assessment:** An updated assessment featuring current financial data that highlights OABA members' significant contributions to Ontario's economy; particularly in job creation and the diversity of operations across crop inputs, grain handling, and livestock feed manufacturing.
- **4R Ontario Partnership:** Renewal of a three-year collaboration with the Ontario Ministry of Agriculture, Food and Agribusiness, along with key grower and industry associations, to expand the 4R Ontario program. This initiative promotes science-based examples of responsible nutrient use and continuous improvement in nutrient management practices.
- **Member Engagement and Communications:** An unprecedented level of government meetings, regulatory submissions, and engagement opportunities guided by strategic input from the Board, committees and the membership on a wide range of issues affecting members' businesses. These efforts were complemented by timely and concise member communications to keep agri businesses operating in the province informed of regulatory developments, policy announcements, and engaged on strategic priorities directly impacting their operations.

OABA's success is driven by the more than 90 volunteers who generously contribute their time and expertise through the Board of Directors, committees, sub-committees, and working groups, as well as our highly skilled and dedicated professional staff. This year, we strengthened our commitment to the future by fully resourcing a Human Resource Committee to provide leadership on critical workforce challenges, including employee recruitment and retention, adapting to a changing workforce and compliance with new pay equity regulations. Additionally, we established a Board sub-committee to develop an updated health and safety strategy for our sector.

We also successfully launched our reimagined 12-month Leadership Development Program, which introduced a refreshed curriculum, expanded peer-to-peer networking, and on-site visits to showcase the breadth of our industry to emerging leaders. Sixteen participants graduated from the program this year. Under the Board's direction, OABA will transition to offering the program annually, with the next cohort to be announced in early 2026.

As we look ahead to 2026 and beyond, OABA is well-positioned to meet new challenges and seize emerging opportunities. With an experienced and dedicated team, we remain focused on delivering our strategic priorities and advocating for Ontario's crop input, grain, and feed industries, provincially and federally on the issues that matter most.

The future of OABA is bright as we continue to serve as the voice of Ontario agri business.

*Respectfully submitted,*  
**Russel Hurst**  
*Executive Director*  
**Ontario Agri Business Association**



# PRESIDENT'S REPORT

As President of the Ontario Agri Business Association, it has been an honour to serve during a year that tested, and strengthened, the resolute commitment of our diverse membership to collaborate and engage for the betterment of our industry. OABA continues to be a leading advocate for the interests of Ontario's agri business community, and that success is built on the unwavering commitment and dedication of our members, volunteers, and professional staff. What has remained consistent throughout my time with OABA is the willingness of our members, whether participating at the Board or committee level, to set aside individual business interests and work collectively toward the common good of the sector.

This past year has again highlighted both the resilience and the adaptability of our sector. Global trade challenges and heightened political uncertainty have created an environment of instability. Our industry has been challenged by tariff-related impacts, restructured global supply chains, continued international conflicts impacting global trade, and broader fiscal and economic pressures. Closer to home there has been the ongoing threat of highly pathogenic avian influenza, critical fertilizer supply challenges, and major labour disruptions affecting essential transportation infrastructure. In the face of these challenges, OABA has remained a constant. Focus on

advancing members' collective interests, the association has sought your opinions on key industry issues to provide timely and relevant information to the membership with the goal of driving sector-wide innovation, competitiveness, and stability.

As President, I am proud to have worked alongside my colleagues on the Board of Directors to provide strategic direction on behalf of all members. Through engagement, collaboration, and shared purpose, we are advancing our collective strategic priorities and ensuring the long-term resilience of Ontario's agri-business sector. I want to extend my sincere appreciation to all OABA members for their participation and continued support of our committees, networking events, and education and training programs. OABA benefits from an exceptionally engaged membership, supported by a dedicated Board, section committees, working groups and professional staff who consistently work to identify challenges, develop solutions, and represent our industry effectively to government and stakeholders.

The Crop Inputs, Grain, and Feed Section Committees have remained highly active throughout the year, addressing both emerging issues and long-term sectoral priorities. I encourage members to review the Section Committee reports included in this Annual Report for a deeper look at their efforts and achievements.

Our Board and staff continue to be guided by OABA's Strategic Plan (2025-27), updated in December 2024, which identified five key priorities:

- Member Engagement and Communications;
- Advocacy and Government Relations;
- Safety, Training, Education and Leadership;
- Stakeholder Relationships; and
- Organizational Excellence.

With many competing opportunities before us, we remain focused on areas that matter most to members, by deploying our resources efficiently and collaborating with allied stakeholders, we are advancing initiatives that directly enhance safety, sustainability, and competitiveness across our industry.

In the area of member engagement, we were pleased to return to a full slate of in-person networking and social events. This

included the successful addition of a renewed Operations Forum and the establishment of an annual curling bonspiel, ensuring OABA now offers a variety of member-focused events year-round. These gatherings remain an essential part of the association's role, providing opportunities for connection, collaboration, and the exchange of ideas among our broad and diverse membership.

In the area of government relations, OABA continues to strengthen relationships with elected officials and senior bureaucrats at both the federal and provincial levels to ensure that our members' perspectives are clearly understood.

Over the past year, our advocacy efforts have spanned numerous key files including:

- Engagement during both the federal and provincial elections, where OABA shared policy priorities with all major parties and select candidates in agricultural regions;
- Federal consultations on issues such as carbon tax exemptions for commercial grain drying, gene-edited plant breeding, new feed regulations, Clean Fuel Standards, and the removal of tariffs on critical agricultural inputs for feed and crops;
- Provincial advocacy on matters including budget consultations, investments in agri-food technology and biosecurity, modernization of grain financial protection regulations, appropriate scaling of air, dust, and noise emission standards, municipal property assessment reform, and development of an agri-food labour strategy.

Looking ahead, 2026 will be another active year for advocacy as we anticipate CUSMA renegotiations, several major federal infrastructure initiatives, and a range of provincial regulatory changes that will directly influence members' operations.

In the area of stakeholder and member relations, OABA continues to strengthen partnerships with allied industry and grower organizations across Ontario and Canada. Highlights this year included collaborations with Grain Farmers of Ontario, Soy Canada, Fertilizer Canada, Ontario Bean Growers, Ontario Canola Growers, Ontario Federation of Agriculture, Canada Grains Council, Seed Canada, and the Animal Nutrition Association of Canada. Together, we worked to provide coordinated industry guidance on the impacts of U.S. and reciprocal tariffs, review of pre-commercial technologies, strike-related transportation and service disruptions, market access issues, ending Russian fertilizer tariffs, addressing carbon taxation, investment

attraction, and access to new agri-tech funding programs. These collaborations ensure that OABA's advocacy efforts remain aligned with the broader agri-food value chain and that government stakeholders clearly understand our shared priorities.

A cornerstone of OABA's work continues to be the delivery of high-quality safety, leadership, and professional development programming for members. Over the past year, the Association offered multiple lead-hand courses in Guelph and at member locations, delivered both introductory and advanced grain grading programs across the province, and successfully relaunched the Operations Forum. Our Safety Network welcomed new industry professionals, providing them with peer learning and best practices through our partnership with ACUTE Environmental and Safety Services. Looking forward, the Board has established sub-committees to review and modernize both our membership fee structure and our health and safety strategy to ensure continued value and relevance as member needs evolve.

I would like to express my deep appreciation to the many volunteers and staff who dedicate their time and expertise to advancing both the Association and Ontario's agri-business sector. The combination of volunteer leadership through the Board of Directors and the Crop Inputs, Feed, and Grain Section Committees, together with the commitment of our professional staff of Ron, Tracey, Joanne, and Russel continue to position OABA as a respected and effective industry leader. Their work ensures that OABA remains a trusted voice among government ministers and officials, allied organizations and members, recognized for its thought leadership and collaborative approach to addressing sector challenges and opportunities.

It has been my pleasure to serve as your President over the past year. I want to thank the OABA staff and my colleagues on the Board of Directors for their support, insight, and leadership as we navigated both challenges and opportunities. I firmly believe that, through our collective efforts, Ontario's crop input, grain, and feed sectors are stronger and better positioned for success.

OABA's future is bright as we continue to serve as the voice of Ontario agri business.

*Respectfully submitted,*  
**Martin Kiefer**  
*President*  
**Ontario Agri Business Association**

# STRATEGIC PRIORITIES

## Key Strategic Areas of Focus

### MEMBER ENGAGEMENT & COMMUNICATIONS

Maintain and enhance the role of OABA as a leading voice for the sector, seek membership feedback and guidance from all members, foster a high degree of member engagement via two-way communications and the utilization of member services such as meetings and networking events.

### STAKEHOLDER RELATIONSHIPS

Maintain and form productive working relationships with allied industry associations and government to the benefit of OABA and its members.

### SAFETY, TRAINING, EDUCATION & LEADERSHIP

Show educational leadership by delivering programs and resources that meet the current and anticipate the future needs of OABA members.

### ADVOCACY & GOVERNMENT RELATIONS

Be the leading voice of Ontario agri business to both provincial and federal (where applicable) elected officials and public servants.

### ORGANIZATIONAL EXCELLENCE

Maintain a high degree of organizational integrity and adherence to organizational vision, mission, and management structure; ensure both human and financial resources are prioritized to ensure resources are allocated to deliver on organizational strategic objectives efficiently and successfully on behalf of all members.

# 2024-2025 HIGHLIGHTS

## A YEAR IN NUMBERS



### Membership

**463** members

strong from across the Ontario crop inputs, feed and grain sector

**9** new members joined OABA this past year

**92** OABA

member company staff participate on board, committees, sub-committees and working groups



### Government Relations

**46** meetings with federal and provincial senior bureaucrats and elected officials



**14**

media interviews

**21**

government policy submissions

**64** **T** topic specific

regulatory, political and biosecurity member updates issued

### Social & Networking



**9**

Social and Networking events held throughout the year with over

**854**

attendees

**15**

training & education events with over

**240** OABA

member company staff participating

**16**

next generation leaders participate in OABA's leadership development program



# GRAIN COMMITTEE REPORT

It is my pleasure to provide an update on the activities of the Grain Section Committee during the past year. The Committee has been engaged in many discussions to navigate through the issues and opportunities affecting our industry. 2025 had its risks with tariffs and political instability in our markets. Overall with a good quality crop and strong demand our grain sector didn't face any major issues.

This year we welcomed members from the OABA Leadership Development Program to our committee. Adam Boyer, Erika Jakubec, Christena Jenkins-Giffen and Nick Williamson participated in meetings this year. The Committee was appreciative of the different perspectives they brought to our discussions.

The Grain Committee convened to address key industry updates, regulatory developments, and ongoing initiatives. Significant discussions throughout the year focused on the European Union Deforestation Regulations (EUDR), which has been delayed for a second year in a row by the European Parliament. While the delay is welcomed by the industry, questions remain about implementation. OABA is actively collaborating with stakeholders to ensure Ontario soybeans meet compliance requirements and maintain access to European markets. Soy Canada and Pulse Canada have funded a report indicating that 1.1% of soybean acres may not meet EUDR standards, and discussions are ongoing about potential solutions such as no-risk categories or mass-balancing. This will continue to be an industry issue in 2026, if we do not see another delay or significant modification to the EUDR requirements.

Since the 2018 corn harvest and the issues with deoxynivalenol (DON), OABA has been working with Grain Farmers of Ontario (GFO), Ontario Ministry of Agriculture, Food and Agribusiness (OMAFRA) and the University of Guelph – Ridgetown Campus on a series of initiatives to better prevent and/or manage mycotoxin issues.

OABA, in partnership with OMAFRA and GFO, conducted the annual pre-harvest corn DON survey. Results were published in October. Corn ear moulds such as Gibberella and their corresponding mycotoxins occur every year in Ontario. The 2024 survey found 98% of samples tested low (below 2.00 parts per million) for DON and is one of the lowest DON level years compared to the 10-year average (86% of samples below 2.00 parts per million).

OABA continues to support the Ontario Corn Committee's variety specific results from the DON susceptibility trials. OABA is helping the Corn Committee by coordinating industry funding for these trials and hopes that over time producers will take advantage of the trial results when selecting hybrids, hopefully reducing the risk of widespread infections.

At each committee meeting, Agricorp staff provide updates on the Grain Financial Protection Program, dealer/operator licensing, production insurance and claims registered for crop insurance. The Committee reviews the reports to discuss any irregularities and to continue the open dialogue with Agricorp.

In the summer of 2024, the provincial government passed the Protecting Farmers from Non-Payment Act, which replaces the

previous legislation that guided the Grain Financial Protection Program. The legislation has been waiting on regulations to be approved before being enacted. OABA has been informed that the new regulations will be in place by January 1, 2026. OABA will send out information to members once the regulations have been made public.

The Grain Committee continues to work closely with the Grain Farmers of Ontario (GFO) on a range of issues to benefit the Ontario grain sector. OABA's members support GFO's market development efforts including meeting with foreign buyers and participating in trade missions. The Grain Committee also provided feedback to GFO staff as they updated their Grain Contracts Guide. I encourage everyone that hasn't seen it to go through it and understand what the growers are using as a resource.

The Committee receives regular updates from Manuela Roduner, OABA's country elevator representative on the Canadian Grain Commission's Eastern Standards Committee. OABA was also pleased that Jay Fretz has been added to the Standards Committee as a terminal elevator representative this year.

OABA continues to offer grain grading courses. This year, there were 35 members who took the introductory course and 7 who took the advanced course. Courses were offered at Blenheim and Hamilton. There was not enough interest for courses in eastern Ontario this year. Courses will be offered for all three locations in 2026.

Ontario has experienced lower protein levels in soybeans in the last few years, so much so that it has raised concern within the grain industry. These levels have the potential to hurt OABA members in the export market, as the grain trade struggles to meet the requirements of end-users. OABA has raised the issue with the Ontario Soybean and Canola Committee to determine if steps can be taken at the seed industry level to rectify this trend. If the trend continues a protein discount schedule might be considered as an option.

The Committee discussed the growing risk of fraud as more grain payments are conducted through direct deposit or similar formats. Based on the discussion OABA staff will organize a webinar on the topic.

Thank you to all the Grain Section Committee members and OABA staff for their collective contributions in support of the Ontario grain industry.

*Respectfully submitted,  
Chad Quinlan  
Chair, OABA Grain Section Committee*



# FEED COMMITTEE REPORT

It is my pleasure to submit the Feed Section Committee Report for 2025. The Feed Committee consists of leaders in the Ontario feed industry and associated supplier members. This year the Committee welcomed Meagan Gloor, Jennifer Van Torre, Matthew Wolfe and Jared Yantzi as members of the 2025 OABA Leadership Development Program. The Committee also works closely with the OABA Feed Technical Committee, lead by Amber Swidersky (Chair) and Mark Malpass (Vice-Chair) and the Animal Nutrition Association of Canada (ANAC), represented by Sarah Hopkins (Government Affairs Manager).

The past year has been filled with uncertainty and change. Updated feed regulations, potential and confirmed tariffs, international trade disputes, volatile feed ingredient markets and ongoing animal health challenges have impacted all members in many ways. The strengths and capabilities of OABA's Board, Section Committees and members have facilitated timely responses and communication that allowed us to continue to move forward.

Much of 2025 has had potential tariffs, both US and retaliatory, front of mind. The rapid pace of announcements and unpredictability of implementation created much uncertainty in supply chains and pricing. Most feed ingredients were potentially affected at one point this past year. OABA responded strongly with a detailed impact of the effect of the retaliatory tariffs on the Ontario agri-food industry.

OABA values the relationship it has with ANAC the national organization representing the feed industry. OABA staff and committee members ensure effective liaison with ANAC's work with the Canadian Food Inspection Agency and other government at the national level. Current areas of focus include supporting the feed industry with the updated feed regulations, managing the Canadian Feed Industry Education program, and supporting Canadian Centre for Food Integrity's current public awareness campaign.

ANAC maintains the FeedAssure program, ensuring the program meets new CFIA regulatory requirements. FeedAssure now has a warehouse program for facilities that store bagged feed and feed ingredients, but do not mix or repackage products. Several companies are currently in the process of implementing the new FeedAssure warehouse program.

ANAC has supported OABA feed industry members with communication and training on the Feed Regulation Modernization.

- Phase 1 was implemented last year with subsequent phases implemented in 2025.
- Phase 2 – June 17, 2025 – included updates on hazard analysis, preventative controls and preventative control plans.

- Phase 3 – December 17, 2025 – final phase includes business licensing and expanded scope of livestock species.

OABA looks forward to continued work with ANAC to ensure the Ontario feed industry has the tools necessary to meet the new regulatory requirements.

Foreign animal disease outbreaks continue to be a significant concern with the industry currently dealing with cases of Highly Pathogenic Avian Influenza and Infectious Laryngotracheitis (ILT). We want to thank Ron Campbell and Phil Roberts for serving on the board of the Feather Board Command Centre (FBCC). The FBCC has now incorporated and OABA will now participate in an advisory role. The FBCC plays a key role in distributing information on new and ongoing outbreaks to ensure that the entire poultry value chain has accurate and timely information they require to help minimize the impact of diseases such as avian influenza.

OABA continues to be a member of the Ontario Livestock and Poultry Council. This group brings together representatives from government, academia, producers, veterinarians and suppliers to coordinate a provincial strategy to manage transmissible livestock and poultry diseases.

The Feed Technical Committee offers expertise and guidance in a multitude of ways. This year the Committee identified the impact of inconsistent veterinary prescriptions within the new feed regulations and in 2026 will be setting up meetings with practitioner groups to discuss opportunities for improvement. Committee members are participating in a working group developing resources for dairy farms considering facility modernization to meet new Code of Practice standards. This project has received funding from the Ontario Ministry of Agriculture, Food and Agribusiness (OMAFRA) and Dairy Farmers of Ontario to conduct webinars, tours, meetings and host a website to store relevant information. It is estimated that there are around 1,000 dairy farms in Ontario that may need to consider upgrades or new builds to meet upcoming standards.

Both committees have spent time building a more robust relationship between the feed industry and the University of Guelph. The Feed Technical Committee meetings include regular updates from various professors and grad student presentations. Each year representatives from that Committee make a presentation on career opportunities in the feed industry to 2nd year students.

Both Committees have provided feedback to OMAFA regarding the need for a new feed mill to support the research programs at the Elora Research Centre, replacing the outdated facilities in Arkell. OABA was pleased with the

government announcement of funding allocated towards a new feed innovation centre and is examining what role the association will play as the facility comes on line.

University of Guelph faculty have made multiple presentations to the Feed Section and Feed Technical Committees on a new course-based Master's in Animal Biosciences program that includes an industry internship. U of G faculty have also been discussing ways to connect grad students with industry earlier in their programs. A Graduate Symposium was held last December with over 150 students, faculty and industry in attendance. The next Graduate Student Symposium will be held December 9, 2025 and is expected to have higher attendance from both students and industry.

OABA also partners with OMAFA to organize the annual Ruminant Feed Industry Day. This year's meetings took place in Elora and Metcalfe on November 5 & 6 and was once again well attended by industry.

On behalf of the Feed Section Committee, I would like to thank the OABA Board and staff for their work and guidance to the feed and animal nutrition industry. It has been a pleasure to work with committee members who are committed to long term sustainability and success of our industry.

*Respectfully submitted,  
Lyndon Hiebert  
Chair, OABA Feed Section Committee*



# CROP INPUTS COMMITTEE REPORT

It is my pleasure, as Chair, to report on the activities of the Crop Inputs Committee.

The Crop Inputs Committee began the year by welcoming four new members Rodney Oosterbroek, Jeremy Goodfellow, John Hermans and Tyler Evaschuk. In addition, OABA Leadership Development Program members Alicia Newman, Brianne Welsh, Duncan McLean, Emma Finch and Lydia Noordegraaf were also able to participate in our June 26th meeting as part of their program commitments. As a testament to the success of the Leadership Development Program, John Hermans (class of 2023) has become a member of the Crop Inputs Committee.

This past year saw its share of both weather and political challenges. For the most part, planting conditions were good, but as the season went on, rain became scarce and spotty. Dry weather in other parts of the country contributed to wildfires and those fires in Northern Ontario affected safe passage of railcar resupply of fertilizers and affected the quality of sunlight for growing crops. Politically, a prorogued Canadian government followed by an election coupled with protectionist policies from the Trump Administration contributed to stalled government action and volatile commodity and crop input prices. Despite these challenges, we have harvested good quality crops with better-than-expected yields.

OABA continues to quarterback the evolution of the 4R Ontario Nutrient Stewardship program. A new Memorandum of Cooperation (MoC) (4th iteration) has been drafted and will run for the period of 2025 through 2027. The stakeholders involved with this MoC are OABA, Fertilizer Canada, OMAFA, Ontario Federation of Agriculture, Grain Farmers of Ontario and the Christian Farmers Federation of Ontario. Currently, there are 39 retail sites (represented by 31 retailers) that are 4R Certified. Effective January 1, 2026, the 4R program will launch streamlined audit protocols. This will help encourage more retailers to become certified.

Seeds Canada provided our Committee with regular updates throughout the year. Their mandate is to support the growth of the seed sector in Canada and worldwide, focusing on plant breeding innovation, seed regulatory modernization, international trade, value creation, and plant breeders' rights. It is a valuable opportunity to share with them the retailers' perspective on several seed-related issues. In 2025, Seeds Canada launched a Seeds Tip Hotline to report suspicious seed activity. Potential infringements include buying and selling bin run seeds that are based on the promotion of its certified parentage.

On the regulatory side, OABA had the most exposure with policy makers during the months of January through March than they've had over the last 5 years! The Canadian government's initial response to the Trump administration's tariffs on Canadian goods was to launch counter tariffs on U.S. goods coming to Canada. OABA staff spent many hours gathering information from members and this Committee which were compiled and submitted to the federal government. For crop inputs, it became quite clear that some seeds, pesticide and fertilizer must be sourced from the U.S. In the end, OABA provided a very robust analysis of concerns related to the federal government's list of potential counter tariffed products.

The Committee also continues to monitor ongoing changes within the Pest Management Regulatory Agency (PMRA). Our updates have been provided by the Canadian Grains Council (CGC) as they have taken the lead in providing consultation with the PMRA. Starting back in 2021, the PMRA has been undergoing a transformation that allows for more political will and less science-based decision making. Some of the proposed changes within the Pest Control Products Act involve access to confidential test data, transparency of Maximum Residue Limits and consideration of cumulative effects on the environment and species at risk (for which there are no international benchmarks). It appears this transformation is being rushed

and the CGC has recommended that the PMRA pauses all transformation initiatives.

At the provincial level, OABA created a sub-committee to investigate a municipal initiative to sign on with the Resource Productivity and Recovery Authority (RPRA) to manage fee-based disposal of fertilizer and fertilizer packaging. The OABA sub-committee reached out to RPRA to better understand definitions, exemptions, compliance and collection. It is the priority of RPRA to divert fertilizer and fertilizer packaging from landfills to a fee-based recycling system charged back to fertilizer producers. This sub-committee will report back to OABA with their findings and recommendations.

OABA received calls from its members and Grain Farmers of Ontario (GFO) regarding concerns of supply constraints of liquid Urea Ammonium Nitrate (UAN) this past growing season. To combat that problem, many grain growers are investing in more on-farm tanks to store UAN. This Committee has identified the need to provide our members with Best Management Practices, so our clientele properly store fertilizer on-farm.

At the provincial level, OABA continues to participate in the Soils Action Group, a coalition of producer groups, government, academia and industry. The role of this group is to develop and implement a soil health strategy for Ontario. The group attempts to coordinate efforts by the various stakeholders and prioritize initiatives that will have the biggest impact on soil health. OABA representatives continue to stress the valuable roles that retailers and their staff play in supporting producer's efforts to improve soil health.

Finally, on the environmental side, OABA has re-established a working group of stakeholders to influence more consistent evaluations for fertilizer plants that are looking to gain

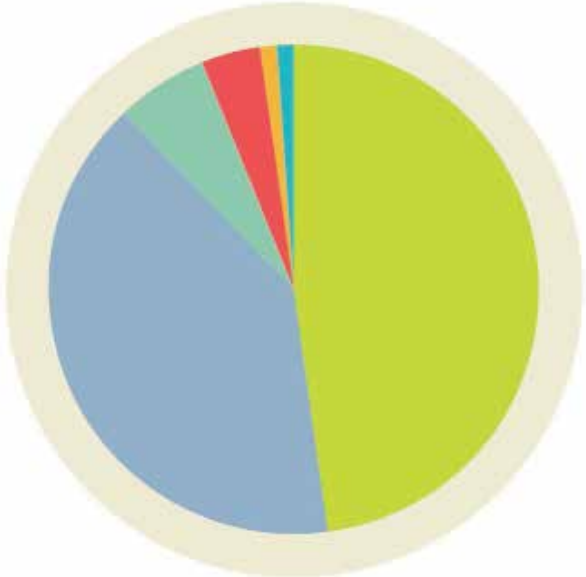
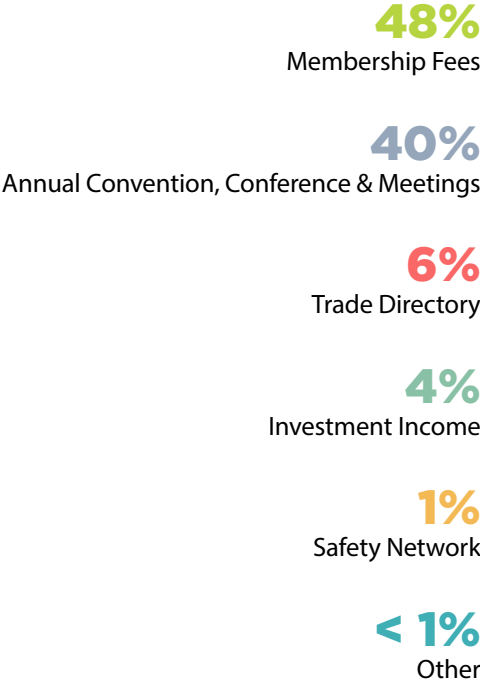
Environmental Compliance Approval (ECA) Certificates. Currently, the Ontario Ministry of Environment, Conservation and Parks (MECP) assessments are inconsistent when it comes to dust emission factors. Measurables must be defined so that all members are treated equally.

On behalf of the Crop Inputs Committee, I would like to thank the Association for all the work it does on behalf of its members. As the regulatory environment continues to evolve at home and abroad, it is increasingly important that we have an active association to look out for and advocate for our members' best interests.

*Respectfully submitted,  
Jonathan Sebok  
Chair, OABA Crop Inputs Section Committee*

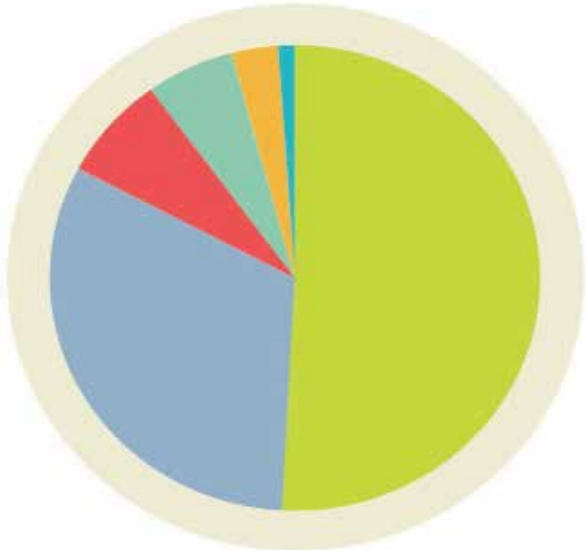
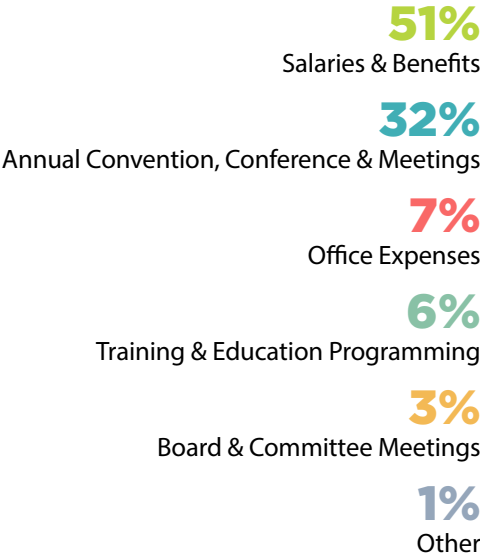
# 2024 - 2025 FINANCIAL SNAPSHOT

## Where our funding comes from



**Total Revenue \$984,432**

## How we allocate funds to support OABA's strategic priorities



**Total Expenditures \$953,510**

# FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2025

# INDEPENDENT AUDITORS' REPORT

## To the Members of the Ontario Agri Business Association Report on the Audit of the Financial Statements

### Opinion

We have audited the financial statements of the Ontario Agri Business Association, which comprise the Statement of Financial Position as at September 30, 2025 and the Statements of Operations, Changes in Net Assets and Cash Flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Ontario Agri Business Association as at September 30, 2025 and its financial performance and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

### Basis for 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 Financial Statements section of our report.

We are independent of the Association 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 Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Association's financial reporting process.

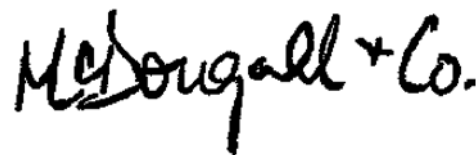
## Auditor's Responsibilities for the Audit of the Financial Statements

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 judgment 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 the 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 Association's internal control.

- Evaluate 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 Association'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 Association 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.



**Chartered Professional Accountants  
Licensed Public Accountants**

October 30, 2025  
Baden, Ontario

# Ontario Agri Business Association

## STATEMENT OF FINANCIAL POSITION

AS AT SEPTEMBER 30, 2025

### ASSETS

	2025	2024
<b>CURRENT</b>		
Accounts receivable	\$ 20,890	\$ 32,444
Accrued interest receivable	24,734	23,130
Prepaid expenses	41,384	24,314
Inventory (Note 2(b), 3)	12,848	10,075
Investments (Note 5)	1,073,770	1,063,367
	1,173,626	1,153,430
<b>CAPITAL ASSETS (Note 2(c), 4)</b>		
At cost less accumulated amortization	119,729	110,205
	\$ 1,293,355	\$ 1,263,635

### LIABILITIES

<b>CURRENT</b>		
Bank indebtedness	\$ 11,553	\$ 33,342
Accounts payable and accrued liabilities	6,833	10,953
Memberships received in advance	29,265	4,558
	47,651	48,853

### NET ASSETS

<b>UNRESTRICTED NET ASSETS</b>	1,245,704	1,214,782
	\$ 1,293,355	\$ 1,263,635

*The accompanying notes are an integral part of these financial statements.*

# Ontario Agri Business Association

## STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS

FOR THE YEAR ENDED SEPTEMBER 30, 2025

	2025	2024
<b>REVENUE</b>		
Annual convention, conferences and meetings	\$ 391,968	\$ 389,978
Investment income	43,753	43,551
Membership fees	470,808	455,597
Other income	7,813	9,541
Safety Network	8,823	9,582
Trade directory	61,267	62,446
	984,432	970,695
<b>EXPENDITURES</b>		
Amortization of capital assets	15,984	3,838
Annual convention, conferences and meetings	305,135	317,138
Association services and activities (per schedule)	38,429	33,023
Automobile, travelling and meetings (per schedule)	21,749	19,247
Office and general (per schedule)	29,993	34,174
Other expenses	6,425	6,573
Rent, utilities and taxes	36,966	61,019
Salaries and benefits	488,105	480,726
Trade directory	10,724	12,207
	953,510	967,945
<b>EXCESS OF REVENUE OVER EXPENDITURES FOR YEAR</b>	30,922	2,750
<b>NET ASSETS, BEGINNING OF YEAR</b>	\$ 1,214,782	\$ 1,212,032
<b>NET ASSETS, END OF YEAR</b>	\$ 1,245,704	\$ 1,214,782

*The accompanying notes are an integral part of these financial statements.*

# Ontario Agri Business Association

## STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED SEPTEMBER 30, 2025

	2025	2024
<b>CASH PROVIDED BY OPERATING ACTIVITIES</b>		
Excess of revenue over expenditures for year	\$ 30,922	\$ 2,750
<b>Items not requiring an outlay of cash:</b>		
Amortization of capital assets	15,984	3,838
	46,906	6,588
<b>Changes in non-cash working capital:</b>		
Decrease (increase) in accounts receivable	11,554	(22,379)
Increase in accrued interest receivable	(1,604)	(1,893)
(Increase) decrease in prepaid expenses	(17,070)	20,458
Increase in inventory	(2,673)	(1,123)
(Decrease) increase in accounts payable and accrued liabilities	(4,120)	6,834
Increase (decrease) in memberships received in advance	24,707	(65,800)
	57,700	(57,315)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from sale of investments	398,800	721,493
Purchase of investments	(409,203)	(631,236)
Purchase of capital assets	(25,508)	(107,942)
	(35,911)	(17,685)
<b>NET INCREASE (DECREASE) IN CASH</b>	21,789	(75,000)
<b>(BANK INDEBTEDNESS) CASH, BEGINNING OF YEAR</b>	(33,342)	41,658
<b>BANK INDEBTEDNESS, END OF YEAR</b>	\$ (11,553)	(33,342)

*The accompanying notes are an integral part of these financial statements.*

# Ontario Agri Business Association

## SCHEDULE OF GENERAL AND ADMINISTRATIVE EXPENSES

FOR THE YEAR ENDED SEPTEMBER 30, 2025

	2025	2024
<b>ASSOCIATION SERVICES AND ACTIVITIES</b>		
Employment and benefits survey	\$ 15,325	\$ -
Farm and Food Care	-	10,000
Government relations	2,460	960
Human resources services	6,225	6,225
Internet home page	690	710
Membership fees	7,199	7,654
Membership stickers	595	585
Newsletter expenses	-	150
Ontario 4-H Foundation	1,000	1,000
Safety Network	2,185	3,489
Scholarships	2,750	2,250
	\$ 38,429	\$ 33,023
<b>AUTOMOBILE, TRAVELLING AND MEETINGS</b>		
Directors and committees	\$ 8,710	\$ 7,488
Staff expenses	13,039	11,759
	\$ 21,749	\$ 19,247
<b>OFFICE AND GENERAL</b>		
Audit	\$ 4,000	\$ 4,000
Bank charges	(117)	419
Insurance	6,672	6,103
Janitorial service	-	3,459
Miscellaneous	282	444
Office expenses	12,023	11,167
Postage	1,833	1,831
Telephone	5,300	6,751
	\$ 29,993	\$ 34,174

*The accompanying notes are an integral part of these financial statements.*

# Ontario Agri Business Association

## NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2025

### 1. Purpose of the Organization

The Ontario Agri Business Association was incorporated on May 25, 1999 as a corporation without share capital to promote and represent the interests of the crop inputs, grain and feed industry, and related agricultural businesses operating in the Province of Ontario through the effective delivery of products, programs and services.

For Canadian income tax purposes, the Association is qualified as a not-for-profit organization, which is exempt from income tax under the *Income Tax Act*.

### 2. Summary Of Significant Accounting Policies

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations and include the following significant accounting policies:

(a) **Revenue recognition**

The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Convention, conference and meeting fees are recognized as revenue when the event is held. Membership fees are recognized as revenue during the year to which they relate.

Investment income is recognized as revenue when earned.

All other revenues are recognized as revenue when received or receivable.

(b) **Inventory**

Inventory is recorded at the lower of cost and net realizable value. Cost is determined using the first in, first out method.

(c) **Capital assets**

Capital assets are recorded at cost. Generally, capital expenditures in excess of \$2,500 are capitalized. Minor expenditures which do not extend the life of an asset are expensed.

Amortization is provided from the date the asset is put into service on a straight line basis over the expected useful life as follows:

Leasehold improvements	10 years
Office furniture and equipment	5 years
Computer equipment	3 years

(d) **Contributed services**

Volunteers contribute numerous hours per year to assist the Association in carrying out its activities. Because of the difficulty of determining their fair value, contributed services are not recognized in the financial statements.

(e) **Use of estimates**

The preparation of financial statements in accordance with Canadian generally accepted accounting principles 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 expenditures during the reporting period. Actual results could differ from management's best estimates as additional information becomes available in the future.

(f) **Financial instruments**

The Association initially measures its financial assets and financial liabilities at fair value. It subsequently measures all its financial assets and financial liabilities at amortized cost.

The financial assets subsequently measured at amortized cost include cash, term deposits and amounts receivable. The financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

### 3. Inventory

	2025	2024
Manual grain storage receipts	\$ 659	\$ 795
Computer grain storage receipts	1,286	1,286
Laser grain storage receipts	10,278	6,368
Postage	625	1,726
	\$ 12,848	\$ 10,175

The cost of inventory recognized as an expense during the year amounts to \$6,425 (2024 - \$6,573).

# Ontario Agri Business Association

## NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2025

### 4. Capital Assets

		<b>Cost</b>	<b>Amortization</b>	<b>Net 2025</b>	<b>Net 2024</b>
Leasehold improvements	\$	117,722	\$ 12,672	\$ 105,050	\$ 107,042
Office furniture and equipment		24,587	10,635	13,952	-
Computer equipment		14,124	13,397	727	3,163
	\$	156,433	\$ 36,704	\$ 119,729	\$ 110,205

### 5. Investments

Details of the investments are as follows:

	<b>Cost</b>	<b>Market Value</b>
GIC - 1.45%, due November 17, 2025	37,000	37,466
GIC - 4.85%, due February 17, 2026	100,000	103,017
GIC - 4.63%, due February 16, 2027	75,000	77,160
GIC - 4.81%, due December 8, 2027	50,000	51,951
GIC - 4.30%, due January 4, 2028	100,000	103,181
GIC - 4.05%, due February 15, 2028	100,000	102,519
GIC - 4.40%, due February 15, 2028	75,000	77,052
GIC - 4.26%, due June 20, 2029	65,000	65,774
GIC - 4.26%, due June 20, 2029	100,000	101,190
GIC - 3.51%, due July 17, 2029	28,000	28,202
GIC - 3.79%, due November 15, 2029	73,000	75,418
GIC - 3.63%, due January 28, 2030	49,800	51,018
GIC - 3.63%, due February 25, 2030	27,000	27,585
GIC - 3.66%, due February 25, 2030	25,000	25,546
GIC - 3.60%, due February 25, 2030	68,000	69,462
GIC - 3.70%, due June 24, 2030	100,000	100,993
97.009 RBC Investment Savings Account	970	970
	\$ 1,073,770	\$ 1,098,504

The weighted average interest rate of the portfolio is 4.12% (2024 - 3.65%).

The investment portfolio is maintained in order to provide a source of funds in the event the Association is unable to generate sufficient revenues to cover intended expenses. Funds are invested in low risk investment instruments in order to preserve the capital and achieve predictable positive returns.

# Ontario Agri Business Association

## NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2025

### 6. Commitments

- (a) The Association leases office space under a lease expiring August 31, 2029. The annual cost, exclusive of utilities, taxes and maintenance, is as follows:

2026	\$21,000
2027	\$21,000
2028	\$21,000
2029	\$19,250

- (b) The Association entered into an agreement in June 2025 to contribute \$10,000 a year over three years to the 4R Ontario Nutrient Stewardship Program. All funding partners agreed to forgo the annual contribution for calendar year 2025 to draw down program surplus prior to the conclusion of the current agreement.

### 7. Financial Instruments

The Association's financial instruments consist of cash, amounts receivable, investments and accounts payable and accrued liabilities. The fair values of these financial instruments approximate their carrying values, unless otherwise stated. Unless otherwise noted, it is the opinion of the Board that the Association is not exposed to significant liquidity, interest, currency or credit risks arising from these financial instruments.

### 8. Capital Management

The Association considers its capital to be the balance maintained in its Net Assets. The primary objective of the Association is to invest its capital in a manner that will allow it to continue as a going concern and comply with its stated objectives. Capital is invested under the direction of the Board of Directors of the Association with the objective of providing a reasonable rate of return, minimizing risk and ensuring adequate liquid investments are on hand for current cash flow requirements. The Association is not subject to any externally imposed restrictions on its capital.

# BOARD OF DIRECTORS

## EXECUTIVE

**MARTIN KIEFER**, President

**ANDREW COGHLIN**, Past President

**SANDRA WOLFE**, Vice President

**DON KABBES**, Treasurer

## DIRECTORS

**JOANNE CAPUTO**, *Sylvite*

**LUKE CHAMBERLAIN**, *Floradale Feed Mill Limited*

**ANDREW COGHLIN**, *Molesworth Farm Supply Ltd.*

**MATT GARDNER**, *Snobelen Farms Ltd.*

**DON KABBES**, *AGRIS Co-operative Ltd.*

**MARTIN KIEFER**, *Agrico Canada L.P.*

**TRUDY MCGOVERN**, *Richardson International*

**STEVE RONGITS**, *GROWMARK, Inc.*

**GREG VANDEN BOSCH**, *Vanden Bosch Elevators Inc.*

**KEVIN WEPPLER**, *Agribution Canada Ltd.*

**SANDRA WOLFE**, *Sharpe Farm Supplies Ltd.*

## MEMBERS EX-OFFICIO

**LYNDON HIEBERT**, **Feed Committee Chair**  
*Halchemix Canada Inc.*

**CHAD QUINLAN**, **Grain Committee Chair**  
*ADM Agri-Industries Company*

**JONATHAN SEBOK**, **Crop Inputs Committee Chair**  
*Max Underhill's Farm Supply Ltd.*

## OABA STAFF

**Russel Hurst**  
Executive Director  
russel@oaba.on.ca

**Ron Campbell**  
Operations & Member Services Manager  
ron@oaba.on.ca

**Tracey Forrester**  
Education & Communications Coordinator  
tracey@oaba.on.ca

**Joanne Buell**  
Office & Financial Coordinator  
joanne@oaba.on.ca

# 2026 UPCOMING EVENTS

## **OABA Curling Bonspiel**

Elora Curling Club - Elora  
January 29, 2026

## **OABA Summer Conference**

Deerhurst Resort - Huntsville  
June 14-16, 2026

## **OABA Western Ontario Golf Day**

Craigowan Golf Club - Woodstock  
July 7, 2026

## **OABA Eastern Ontario Golf Day**

Smuggler's Glen Golf Course - Lansdowne  
July 14, 2026

## **OABA "Fall Classic" Golf Day**

Grey Silo Golf Course - Waterloo  
September 22, 2026

## **OABA Annual Meeting & Convention**

Hilton Mississauga Meadowvale - Mississauga  
December 10-11, 2026



## **Ontario Agri Business Association**

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