

# **ANNUAL REPORT**

**2005**

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## Report of the President

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### To Members of the Canadian Horticultural Council:

Well, welcome home!!!

A number of years ago the Executive of this great organization took the bold step of moving the Annual General Meeting, (AGM), from the home base of Ottawa, Ontario to Charlottetown, PEI for the 75<sup>th</sup> AGM in 1997. That move was so successful that for the past number of years CHC members have been able to experience how the horticulture community in other areas of this large and diverse country strives to continue to be an important contributor to the Canadian economy. Also, members in other areas of the country who would not normally have attended an annual meeting have been able to see and hear what the CHC does on their behalf throughout the year.

While this whole exercise has been very successful in that it has accomplished the goals it has set out to do, it has become increasingly obvious to many of our members that the policy and regulatory changes that need to be made at the federal level are either too slow in coming or are not happening at all. With that in mind, your hosts for the 84<sup>th</sup> Annual General Meeting of the Canadian Horticultural Council felt that the time had come to bring the membership back to the place where decisions that affect all Canadians are supposed to be made. Hence the theme of this year's meeting: "**Rendez-vous Rideau**".

Now I know that if the politicians or the general public would hear this I'm sure the first comment to be made would be something along the line of "what do you mean too slow or not happening, the Agriculture Policy Framework, (APF), has answered your concerns!!!" Well we, in the horticulture and farming community, know that nothing could be further from the truth.

The APF, with its five pillars: Business Risk Management, Food Safety and Quality, Science and Innovation, Environment, and Renewal is supposed to support and change how governments assist Canadian agriculture in coping with the new realities of farming in the 21<sup>st</sup> century. Well here we are, three years into the program and the Canadian agriculture community continues to see record low net incomes, the average age of our farmers continues to climb because of the lack of new entrants, and the often repeated policy/program changes which would make Canadian farms more sustainable and viable have yet to happen.

Our safety net program now consists of the Canadian Agricultural Income Stabilization (CAIS) Program and a set of crop insurance programs. CAIS is a program that is best described as a

work in progress; hopefully the National CAIS Committee (NCC) will be able to address the issues in CAIS sooner rather than later. The decisions and recommendations of the committee, although not binding on governments, are at least arrived at by constructive dialogue between farm representatives from across the country and provincial, territorial and federal bureaucrats.

The set of crop insurance programs that are available to horticulture producers continues to fall well short of addressing the needs of our farmers. The APF recognized the need for farmers to have meaningful insurance programs by stating that: "The integrated BRM Program would include expanding production insurance to provide more insurance products and protection for new commodities". To date the results of this commitment have yet to be seen, although not because of a lack of effort by the CHC as we continue to lobby for much needed changes.

This past year the CHC supported the efforts of the Ontario Fruit and Vegetable Growers' Association and worked with them and to promote Self Directed Production Insurance Program (SDPI), by attending meetings with both provincial and federal bureaucrats. The main problem continues to be that although government officials do recognize the need for change they have been unwilling to commit the resources to get the job done. Another age old problem that continues to hinder us on this file is the ability of federal bureaucrats to change positions and job responsibilities without having to finish the work they started. As soon as we get the right players to the table and have brought everyone up to speed, the Federal bureaucrats involved move on to other job responsibilities and we must start all over again. It is not much wonder that farmers and their representative organizations seem to be a bit cynical when they hear of government's commitment to making positive program changes.

Irregardless, we have a new government in Ottawa today that has committed itself to not only radically changing the CAIS program but to also adding \$500,000,000 to the budget of the program. The 20,000 members of CHC and their related agri-business operations sincerely hope that, in their efforts to change and improve the CAIS program, the federal Minister of Agriculture understands that farmers cannot be left without any safety net programs in the interim. We also need to impress upon the new government that the horticultural producers of Canada need and deserve the same financial assistance as others such as those in the grains and oilseeds sector have received. We are not saying that producers in that sector don't need the assistance that they received, just that government must recognize that horticulture producers are also an important part of the agriculture community and that we also face the same kinds of challenges when it comes to remaining financially viable in today's marketplace.

If there is one area of the APF where identifiable results have been achieved it is under the Food Safety and Quality pillar. Even though Canadian farmers have long been recognized as being able to produce vast amounts of food that is both safer to consume and cheaper to buy than in most parts of the world, consumers have told us (through the wholesale/retail sector) that they need proof of this fact. The cost part is easily identified as Canadian consumers continue to see the results every week when they purchase their food requirements from one of the three major grocery retailers in Canada. In terms of safety though, the modern day consumer has told the agriculture community that they want verifiable proof of this fact. To that end, national commodity organizations have and are continuing to develop On Farm Food Safety (OFFS) programs to meet the needs of today's consumer. The millions of dollars needed to develop these programs has been provided for by the APF, through the in kind staff resources from national farm organizations and the volunteer time spent on the various committees by their members.

In terms of financial return for farmers who must, (not voluntarily), implement and maintain these very resource consuming systems there has been very little, if any, discussion around allocating

real program dollars or making the policy and regulation changes needed so that farmers could receive payment for their efforts. It is no wonder that farmers get frustrated with bureaucrats who on one hand agree that we need to develop OFFS programs but on the other hand either simply choose to ignore the cost to farmers or, because of their lack of understanding of how the real world of food production works, claim that these costs will come from increased returns from the marketplace or as a result of increased market share. Maybe when the oft talked about APF II is developed, this issue will be properly addressed.

I am not going to devote the whole of this report discussing the rest of the APF. I feel it is sufficient to say that unless Canadian horticulture producers see positive results on the previously mentioned pillars the policies and programs in the three remaining pillars will be of little importance to our members.

The various committees of the CHC have, in the past year, continued to spend a significant amount of time on a number of other issues. I am not going to comment on all that the various committees have been working on this past year as you will have ample opportunity to hear their reports at the committee meetings over the next couple of days but I will speak to some highlights.

The Human Resources Committee continues to produce the most positive results of any initiatives that CHC is involved in on behalf of its members. The Seasonal Agricultural Worker program, (SAWP), has proven to be not only beneficial but essential in that it enables the horticulture sector access to the labour force required to plant, maintain, harvest, and pack the crops that we grow. The results achieved though are not without a large amount of frustration when dealing with federal bureaucrats. For years CHC has lobbied, begged, and pleaded with the appropriate officials to make long overdue changes. In the end, we have been told by HRSDC that the federal government will be dealing with all agriculture human resource issues through a common venue or sector council. The discussions around formation of this sector council culminated late this past year, (after over two years of discussions), with the formation of the Agriculture Human Resources Sector Council (AHRSC).

Although the formation of the AHRSC has been finalized there is a lot of work still to be done in making this council fully operational. The governance of this newly formed council has yet to be decided and as Canadian horticulture is by far the largest user of human resources, we will need to continue to be involved in this process to see that our needs and concerns are fairly represented. CHC members should also be aware though, that the main focus in the near future of the AHRSDC will be to address training issues. We have been told repeatedly by government officials that the council cannot be used as a lobbying organization which lobbies government for any policy and program changes that our members feel are needed. To that end we will have to continue to work for those changes ourselves through the Human Resources Committee.

The Crop Protection Advisory Committee continues to work with the PMRA to try and find ways of having much needed crop protection tools approved for use in Canada. By all accounts, the appointment of Dr. Karen Dodds as Executive Director of the PMRA this past year has resulted in a new sense of co-operation between the Agency and the horticulture community. Although the wheels of government never seem to turn fast enough for farmers, we need to realize that it is only by rationally discussing the issue with a willing and reasonable regulator will the necessary improvements be made. A more complete report of the Committee's efforts this past year will be provided by the Chair at the committee meeting.

The work on the food safety file continues to grow but we are starting to see some results. The Potato Producer and Packer Manual is in the final stages of technical review and the other seven manuals covering the remainder of the horticulture crops are in various stages of development. As those who have been involved in the process know, developing On- Farm Food Safety (OFFS), manuals and systems for over 120 different crops while maintaining credibility and simplicity is indeed a difficult task.

While there are those in the wholesale/retail sector who understand the complexity of this issue and have been willing to work with producers while the work is being completed there those who continue to place delivery conditions on producers in the horticulture community that are presently impossible to meet. If those businesses truly wish to support and promote the purchase and sale of Canadian grown produce then we can only hope that they will see how unnecessary and unreasonable this action is and allow the horticulture community the time needed to develop the systems necessary to comply with their requests.

Just prior to our last AGM in Montréal, our partners in our office building, CPMA, informed us that they needed access to more office space. After much discussion between the executive members of both organizations it was decided that we should move forward with costing an addition to the building. The members of CHC gave the Executive Committee a mandate to move forward cautiously as final costs had to be determined and budgets drawn up. To date all that has been done is that estimates for an extension have been generated along with the cost of building a totally new structure in another location if, and only if, the present building can be profitably sold. Given the manner in which this file has moved this past year I would expect that the new Executive will have to deal with this issue for another year before a final decision with respect to this issue can be made.

CHC's involvement with the Canadian Federation of Agriculture (CFA), on many different files that affect not only the horticulture community but all Canadian farmers continues to grow. Although horticulture contributes significantly to agriculture's overall effect on the Canadian economy, many of the issues that either negatively or positively impact our members impact other sectors as well. All one has to do is to look at the APF and its five pillars. There is not one area which pertains to one part of Canadian agriculture more than the other. Those who have grown to know me over the past number of years will know where this speech is headed. I am a firm believer in farmers working together from the ground up, as a sector, and then as a whole to develop policies and solutions which will assist us all in becoming profitable and sustainable. The days of the totally independent/last man standing way of thinking are long gone. All that is accomplished by those who feel that they can bend the right ear of the right government official to promote their own special interest is to give government the perfect excuse for doing nothing at all.

The growth of both world wide transportation systems and the production of crops and livestock in other countries has meant that Canadian farmers have faced increased competition for the consumer dollar both within our own country and abroad. To meet the challenges of maintaining a sustainable and viable farm business in the 21<sup>st</sup> century, farmers will need to speak as one voice for the betterment of all, be it on trade, business risk management, or food safety issues. Through our involvement with CFA we are able to work with the rest of the Canadian agriculture community to develop solutions to the complex issues that we all face.

In closing I would like to thank the Executive and Finance Committees, and our Executive-Vice-President, Anne, along with the dedicated staff of the CHC for the work that was done this past

year. Unless you have had the experience of working with such dedicated people many don't realize how much goes on behind the scenes to accomplish the things we do.

To you, the members of CHC, I want to thank you for giving me the privilege of representing you this past year and for the memories that I have experienced over the past number of years. The friends and acquaintances that I have made along the way will not be soon forgotten. Thanks and good luck in the future.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Robert MacDonald". The signature is stylized, with a large, looped "R" and a long, horizontal stroke extending to the right.

Robert MacDonald  
President  
Canadian Horticultural Council  
March 1, 2006



# Annual Report to Members

The past year has yet again brought many significant challenges and changes within our industry and to the organization. Domestic and global influences have had significant impacts and once again we found ourselves caught up in a federal election campaign. The one constant has been the strength and support of the Council's membership. Without the contributions of time and expertise provided by members, the work and achievements of the CHC would not be possible.

The year has been particularly busy with many major projects underway, including initiatives under the Horticulture Value Chain Roundtable, the Fresh Produce Alliance and the major study resulting in the Report of Financial Practices in the Canadian Horticultural Sector. A significant finding has been that there is little information on the sector - a fact long known by those of us in the sector.

"A Profile of the Horticulture Sector and Associated Economic Contribution", prepared for Agriculture and Agri-Food Canada and the Horticulture Sector Value Chain Roundtable had as its objective to "produce a profile of the Canadian horticultural sector, including attributes that industry views as "strategic" (e.g., employment, tax revenue data and the contribution to other sectors of the economy)." The report highlights that the horticulture sector across Canada is large and diverse. At the primary production level, the sector accounted for \$5.3 billion in cash receipts in 2004. Ontario is the largest province in terms of horticulture production, with 40% of the output, followed by British Columbia with 22% of Canadian output. The sector accounted for 25% of farm cash receipts in Ontario and 50% in British Columbia, with a national average of 16%. When only crops are considered, horticulture accounted for 34% of all crop cash receipts across Canada; with this value over 90% in BC, more than 75% in Atlantic Canada and above 50% in Ontario and Quebec. The economic contribution of the primary production, processing and packing sectors to overall economic activity across the Canadian economy is significant. For example, these sectors account for \$11.2 billion in direct economic activity in 2004, and after considering the indirect effect (purchases by suppliers to the sector) and the induced effects (purchases by employees supplying services directly and indirectly to horticulture) total economic activity exceeded \$29 billion (value of all sales and transactions in the economy). This has an associated output multiplier of 2.6 meaning that for every extra \$1.0 billion in output by producers, packers and/or processors the overall economy gains \$2.6 billion in gross output. Clearly the sector must be given more attention than it currently receives.

Through the Fresh Produce Alliance a study was undertaken to explore the nature of the wholesale fresh fruit and vegetable market, specifically in Canada and its relationship with the USA and Mexico. The issues prompting the study related to the very real frustration in much of

the industry with the business practices of some within the industry, causing losses to segments of the industry, and the consequent risks to business relationships within Canada, and within the trading partners in NAFTA. The intention of the study is to identify possible avenues in which these industry problems can be mitigated or resolved.

This project involved: conducting a comprehensive industry scan including interviews with government and industry stakeholders; review and evaluation of existing Acts and Regulations; sessions with enforcement agencies in bankruptcy and fraud; and, a survey of dealers across Canada regarding various financial and business practices and challenges within the sector. The findings have led to a set of conclusions and recommendations that will be released during the 2005 CHC Annual General Meeting.

Another initiative closely monitored has been the Canadian Agri-Food Policy Institute (CAPI). The group was created to fill a void in Canadian policy development as a third voice on the critical issues facing the sector that is apart from industry and government. In that role, the goal of CAPI is to provide independent and credible input to the policy development process that will help keep the Canadian agri-food sector at the leading edge in a global marketplace. The CHC has been an active participant in this forum and will continue to represent the sector.

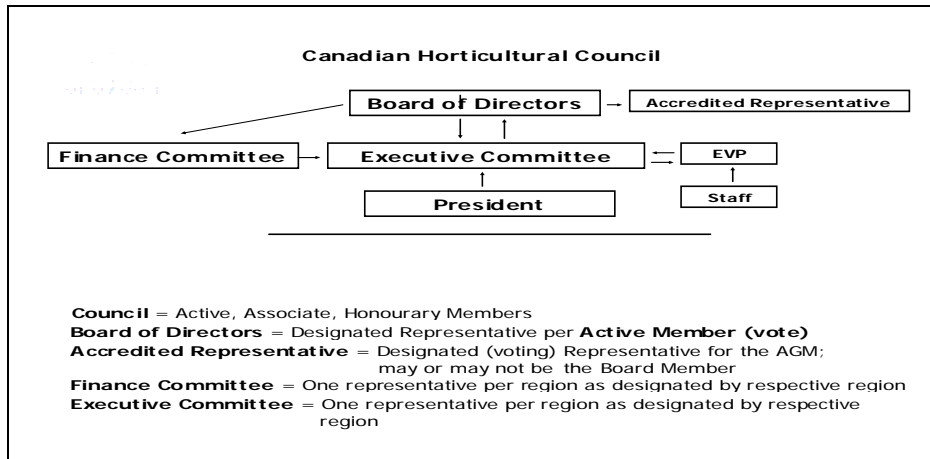
## Organization

Membership in the Council remains relatively static, with the breakdown noted below.

WHO we are...					ACTIVE Members Represent									
February 2006					February 2006									
Area	Membership Category				Pot.	Apple	Fruit	Veg	Fr&Veg	Grn'hs	Flral	Othr	Gov	
	Active	Associate	Gov	All										
Newfoundland	1	0	0	1	1		2					1	1	
Nova Scotia	5	1	1	8	6		1					1	1	
PEI	8	3	1	12	3	1							1	
New Brunswick	4	1	1	6	1	2	1	2	1		1	1		
Québec	10	7	0	17	1	2	14	6	4	1		3		
Ontario	31	3	0	34	2		1	4					1	
Manitoba	7	5	1	13	1			1		1			1	
Saskatchewan	4	0	1	5	2		1			1			1	
Alberta	3	1	1	5	1							1		
BC	13	0	0	13	1				1					
Sub total	86	22	6	114	18	4	25	18	7	5	1	7	6	
National	5	7	0	12	1							2	2	
International		1		1										
<b>Total</b>	<b>91</b>	<b>30</b>	<b>6</b>	<b>127</b>	<b>19</b>	<b>4</b>	<b>25</b>	<b>18</b>	<b>7</b>	<b>5</b>	<b>3</b>	<b>9</b>	<b>6</b>	

## CHC Structure

The Canadian Horticultural Council is one of Canada's oldest agriculture organizations. While incorporated in 1922, documents relating to annual meetings go as far back at 1911. The structure of the CHC has remained relatively unchanged over the years and minor revisions to the By-laws were made in both 2004 and 2005. The following schematic outlines the manner in which the organization functions.



## Organizational Resources

In 1999, the CHC had only two full time staff with remaining resources were co-shared with the Canadian Produce Marketing Association. Today, the CHC has four full time staff and four contract resources. The need for additional resources will be addressed on an as needed basis based on opportunities for further projects as required to meet the needs of members.

## The Year in Review

The majority of the Council's work and initiatives during the past year focused in the following areas:

- Safety Nets
- Crop Protection
- On-Farm Food Safety
- Human Resources
- Commodity Coordination
- Plant Health
- International Trade
- Special Projects

These are consistent with the objectives and direction provided by the membership.

### • Safety Nets

Horticulture, and many other sectors of agriculture, was completely disheartened by the activity and decisions surrounding Canada's safety nets programs. The Canadian Income Stabilization Program (CAIS), while initially effective for some producers in some areas of the country, is not a viable solution for the long term. While this fact is recognized by many, it appears there is not much initiative being taken by officials toward improvement.

As well, the government's commitment within the APF to provide production insurance as a second program for all has certainly not been honoured. Throughout the year the CHC has actively promoted the concept of a "self directed production insurance" (SDPI) scheme. This is based on self directed risk management, which CHC members unanimously supported as signatories to the minister of the day in 1999. Many meetings have been held with senior officials at both the federal and provincial levels in an attempt to move SDPI forward. There is some support from non-horticulture commodities as well.

The November 2005 announcement of \$755 million in federal assistance for Canadian grains and oilseeds producers further added to the alienation and sense of loss sustained by horticulture. In a press release, CHC president, Robert MacDonald noted "It is clear there is no understanding of the tremendous challenges and losses faced by other sectors of Canadian agriculture, particularly horticulture. While no one disputes the hardship experienced by the grains and oilseeds sectors, the tremendous farm income losses in our sector have been completely ignored."

With representation on both the APF and CAIS Review Committees, the Council will continue to advocate loudly for equity and programs that work.

#### • **Crop Protection**

Many events have transpired since the CHC's 2001 press conference and release of ***Crop Protection - A Better Future for Canada***; most notably, the government of Canada's \$54 million commitment to work toward solutions. The Crop Protection Advisory Committee (CPAC) has been particularly active in the past two years. Initiatives have included various presentations to the Standing Committees on Agriculture and Health, interaction with senior officials and the implementation of quarterly meetings with the Executive Director of the PMRA. Other initiatives have included:

- National stakeholder meeting support and follow-up coordination
- Hill & Knowlton Government Relations Strategy for horticulture/crop protection
- Involvement in development of AAFC/PMC Crop Protection Survey (a long-standing CHC priority)
- Participation in the Low Risk Products Working Group of the Pest Management PMAC
- Coordinate regularly scheduled meetings with the Executive Director of the PMRA and follow-up
- Regulatory Harmonization Working Group under the Horticulture Value Chain Roundtable
- George Morris Report: Possible Incremental Measures to Address Horticulture Sector Concerns with Pesticide Regulation in Canada (direct result of CHC application for funding to ACAAF)
- Regular committee meetings and semi-annual workplan

For some time now, the PMRA Executive Director has offered to work with CHC to hold a national crop protection meeting. This workshop was held on March 1, 2006 in conjunction with the 2006 CHC Annual General Meeting.

Despite frustration, we are witness to and an active participant in many changes at both the PMRA and AAFC's Pest Management Centre.

#### • **On-Farm Food Safety**

The development of CHC's On-Farm Food Safety (OFFS) manuals for commodity-specific groupings continues, under the framework and guidance of the CFIA's OFFS Recognition Program. Manuals are nearing completion for:

- Potatoes (now in the final stages of CFIA Technical Review)
- Bulb and Root Vegetables (draft available in 2006)
- Greenhouse Production (draft available in 2006)
- Leafy Vegetables and Cruciferae (draft available in 2006)
- Small Fruit (draft available in 2006)
- Tree and Vine Fruit (draft available in 2006)

Work has begun to develop the remaining two manuals:

- Fruiting Vegetables
- Other Vegetables

The CHC mandate from members with respect to food safety is to provide tools to enable and facilitate the ability of members to respond and compete in the marketplace. Throughout the development process, the CHC has been working to communicate with buyer representatives, including those from the Canadian Produce Marketing Association and the Canadian Council of Grocery Distributors, as well as individual companies. Where buyers are looking to put supplier programs in place, we have been promoting the CHC manuals as the national standard for OFFS. The goal is to alleviate buyers thrusting other tools or additional requirements upon producers and packers.

The CHC manuals have the advantages of:

- having been developed by and for industry, based on member input and needs (realistic, cost effective and market driven);
- reflecting standards that producers and packers can live with;
- having been created through a transparent process designed to identify and meet buyer demands;
- being founded on the best available science; and
- meeting the rigours of the government technical recognition process to be technically sound and credible.

The CHC has continued to dialogue with buyers over the last few months and we understand that one or more of the major produce buyers are close to distributing letters to suppliers regarding food safety. As indicated we have consistently promoted the CHC program to buyer representatives as the tool of choice for Canadian producers and packers. We have also been clearly communicating that six of the commodity-specific CHC OFFS manuals are still in draft format, and that currently work has not yet begun on the remaining two manuals. The CHC is not promoting and does not support a firm requirement for a mandatory third party audit, or the increased costs it would bring to producers and packers. However, we cannot prevent buyers from requiring it. Where buyers are insisting on a third party audit, we see our role and responsibility as making sure that members have the tools they need to meet buyer requirements, and to encourage buyers to reference the standards that industry has developed.

#### • **Human Resources**

On November 18, 2005 agriculture industry stakeholders voted to establish a Sector Council to deal with human resources challenges in the agri-food industry. Participating in the decision were over 100 agri-food industry representatives, including farm owners and operators, farm employees, and government officials, who attended the Ottawa Agriculture Human Resources Sector Council Congress of Stakeholders.

Since February 2004, a group of producers from across the country, representing a wide range of agriculture sectors, has been working on the concept of an Agriculture Human Resources Sector Council, which would be part of the network of more than 30 industry-led Sector Councils supported by Human Resources and Skills Development Canada. Agriculture and Agri-Food Canada has also been a strong supporter of the Agriculture Sector Council project. An industry-led Agriculture Human Resources Sector Council would, among other things, promote the image of the agriculture sector to encourage more people to work on the farm and in farming; define and anticipate skills requirements; and create an open dialogue between government

and the agriculture industry to identify possible public policy or regulatory challenges relating to employee recruitment and retention.

As a result of this support for the Sector Council project, work will now begin on building the infrastructure for the Council. The steering committee of industry representatives that has guided the process of laying foundations for the Council will now become an interim Board of Directors, establishing the by-laws and organizational structures for the Council. The issue of human resources is significant for the Canadian Horticultural Council, and CHC representatives have been actively involved in the process.

The Council's Foreign Worker Human Resources Committee has been active since being formalized at the 2005 AGM. The Seasonal Agriculture Worker Program (SAWP) continues to grow, most notably in BC. Several conference calls have been held and a face-to-face meeting was held at the FARMS office in November.

#### • **Commodity Coordination**

The Council works with many commodities as required both on a regular and ad hoc basis. Some of the details follow. This is not all-inclusive and the Council looks forward to working with the newly struck Greenhouse Committee in 2006.

#### **Tree and Vine Fruit**

##### **Industry Renewal: National Replant Strategy for Tree Fruit and Grapes**

After many months of effort and consultation, representatives from the six producing Provinces completed and released a strategy document: ***Industry Renewal: National Replant Strategy for Tree Fruits and Grapes***. This document makes the compelling case for the urgent need for a public private partnership to move our vital industry forward. A strategic goal is to achieve renewal of 25% of Canada's orchards and vineyards over the seven year period beginning in 2006. With current Canadian bearing acreage at approximately 100,000 acres, this goal will achieve replanting nearly 25,000 acres of Canada's orchard and vineyard infrastructure. The Industry Renewal document has been widely circulated within the Canadian tree fruit and grape industry, as well as to government officials, provincially and federally. In October, 2005 the CHC Apple Working Group (AWG) participated in a series of lobby meetings and hosted a reception on Parliament Hill. As a result, the AWG is seeing progress with this initiative.

##### **Apple Trade Issue**

A resolution was adopted at CHC AGM in March 2005 to request federal government monitoring of price and volume data for imports into Canada of Washington apples. AAFC MISB has been doing this since March. Canadian apple industry representatives are currently discussing how best to gather preliminary data they would need to make a decision on whether to file a request with CBSA for an anti-dumping investigation.

##### **IFP Survey**

Funded by AAFC Pest Management Centre, the national survey was conducted from January to April 2005 looking at IFP practices being used by growers across the country. Contracted survey officers in each province delivered surveys at cross-country meetings. An excellent cross-section of growers participated and completed questionnaire on site rather than through a mail out or phone survey. Unfortunately, pesticide company representatives did not participate. Approximately 280 surveys were collected, which represents around 12-15% of Canada's grower population. The survey was comprehensive and covered all aspects in the IFP Guidelines. Survey results suggest that the Canadian apple industry has largely implemented and adopted cultural practices and integrated pest management practices that are considered

compatible with the basic tenets of IFP. They use a variety of resources, such as consultants/packinghouse field personnel, government publications, and their own knowledge and experience to make informed pesticide use decisions. For both economic and environmental reasons they use sound decision-making processes on the farm. While viability is a key economic concern for Canadian apple growers a strong environmental and stewardship ethic also prevails. However, there are several areas Canadian apple growers still need to develop, including (1) implementing on-farm food safety practices, (2) upgrading pesticide storages to both meet provincial specifications and reduce the risk of accidents, (3) posting emergency plans for pesticide spills, proper hygiene in washroom and toilet facilities, (4) developing orchard maps and sound record keeping practices, (5) development of integrated weed management programs, (6) increased use of tree row volume (TRV) calculations and upgrading sprayer technology to improve coverage, and to reduce waste and drift, (7) seeking grants to implement land stewardship practices on the farm, (8) and enhancing grower knowledge by attending national and international educational venues. In order to implement these methods Canadian apple growers require strong on-going research and technology transfer support from both provincial and federal government.

#### **Fire Blight Winter Projects**

The Agriculture and Agri-Food Canada's Pesticide Risk Reduction Program has been working closely with the Canadian Horticultural Council and the Canadian apple industry to develop a strategy for the control of fire blight in apple. As part of the work on this strategy, the program will fund the development of a national factsheet and the facilitation of workshops across the country in 2006.

#### **Impact of SmartFresh™ on Apple Quality and its Interaction with Current Industry Practices**

The CHC continued to coordinate investigation of the interactions of SmartFresh™ treatment with current apple industry practices through a research project conducted by Dr. Jennifer DeEil and supported financially by industry and the Agricultural Adaptation Council. This project concluded in 2005.

#### **Potato Committee Executive of the Canadian Horticultural Council (PCE)**

##### **Trade Negotiations**

The United States potato industry requested a negotiated settlement regarding access of potatoes in bulk to Canada. The Canadian potato industry created a proposal to be used as guidance for International Trade Canada in their discussions with the United States Trade Representative. The PCE has held numerous conference calls and met twice to discuss the offer(s) that have been put forward. These are complicated negotiations with several hurdles remaining. If a negotiated settlement is not obtainable there may be a trade action initiated whereby Canada challenges the United States Marketing Order system and/or the United States challenges the Ministerial Exemption process.

##### **Risk Reduction Initiatives**

The PCE is actively involved with the Pest Management Regulatory Agency (PMRA) and the Pest Management Centre of Agriculture and Agri-Food Canada (PMC-AAFC) on three separate risk reduction initiatives.

##### Pesticide Risk Reduction Program

The program objectives are to help reduce the risks to the environment from pesticides used in agriculture, contribute to a cleaner, healthier environment resulting in safer food for consumers by highlighting priorities for pest management including biological controls, natural products and

safer minor use pesticides. The potato industry has identified three priorities in each of the following areas; disease, insect and weed management from the potato crop profile that was developed by PMC-AAFC. PMC will then develop and implement strategies to reduce pesticide risks, conduct research into improving methods for pest control and develop alternative approaches to pest management. The PCE will be assisting as a facilitator in the industry consultations.

#### Minor Use Program

AAFC works with PMRA to prepare data submission for minor use registration by assisting in data collection and generation. Some of the priorities identified in the Pesticide Risk Reduction Program and the harmonization of MRLs with the United States may require the use of the minor use program.

#### Harmonized MRLs with the United States

A NAFTA Technical Working Group on Pesticides from PMRA and the United States Environmental Protection Agency (EPA) was created to facilitate cost effective pesticide regulation and trade among NAFTA countries by identifying growers' pesticide needs and priorities. The Canada United States Potato Committee has identified 10 products (five from each country) and submitted the list to the NAFTA technical working group for follow up.

#### **Canadian Potato Export Market Development Strategy**

The primary goal of this project is to increase the visibility of Canadian potatoes and seed potatoes in international markets. The project consists of four activities:

1. increase participation in international standards development by the Canadian potato and seed potato industries at NAPPO. This will enable greater input into the standards that regulate international trade in potatoes and seed potatoes.
2. increase the Canadian industry's capacity to build a better rapport, and to deal more effectively with our main potato trading partner, the United States by developing consensual national positions on issues.
3. participate at the 2006 World Potato Congress in Boise, Idaho; PEI, NB, QC, SK and AB have committed to participate.
4. develop a "Long Term International Strategy" to promote potato and seed potato exports. A first draft has been discussed and revised. A second version will be reviewed at the time of the CHC AGM.

#### **Bacterial Ring Rot (BRR)**

The Canadian Horticultural Council has received funding through the Private Sector Risk Management Partnerships program of Agriculture and Agri-Food Canada to assist in the development and implementation of an economically viable, comprehensive and uniform risk management solution for Bacterial Ring Rot (BRR) on seed potato farms in Canada.

Initial work on the project involved the preparation of an environmental scan for the "Canadian Horticultural Council National Bacterial Ring Rot Insurance Feasibility Study" on Seed Potatoes in Canada. The environmental scan highlights the importance of the potato industry in Canada, general information on insurance, different types of insurance, what BRR is, how BRR occurs, the financial impact of BRR and the identification of the types of losses; tangible versus intangible. CHC has been working with CFIA to develop a reliable dataset to permit the development of a complete dataset for actuarial analysis.

### • **Special Projects**

Over the past number of months we have been working to develop proposals for projects which meet the needs and objects of the Canadian Horticultural Council and its members.

### **Fresh Produce Alliance**

The Fresh Produce Alliance (FPA) was established in 2004 to identify and consolidate issues common to all sectors of Canada's fresh produce industry, investigate potential solutions and facilitate action necessary to generate change. It brings together the Canadian Produce Marketing Association (CPMA), the Canadian Horticultural Council (CHC) and the Dispute Resolution Corporation (DRC) in collaboration to make changes that will improve the business climate for the fresh produce industry.

Four projects are now underway. The objectives are:

- to improve the destination inspection service of CFIA;
- to study the financial practices of the horticultural sector and make recommendations to mitigate the risks involved in getting paid;
- to rewrite the Licensing and Arbitration Regulations to strengthen them and review the delivery of the Program; and
- to standardize the language and inspection instructions of the grade standards now prescribed in the Fresh Fruit and Vegetable Regulations

### Destination Inspection Project

This project continues to progress very slowly as the industry awaits the Minister of Agriculture's approval of a Business Plan for a new Destination Inspection Services (DIS) organization that will improve upon the existing service. It has become extremely frustrating waiting for Minister Mitchell to make a decision.

Future activities include writing a new destination inspector's job description and finalizing a DIS service contract; a contract that will be between the CFIA and individual clients. It is proposed that applicants for DIS will become clients by way of an electronic application process. The service contract will be re-negotiated annually, based on performance, with fees and services adjusted accordingly. Once we have some definitive commitment from the Minister, the Alliance will be holding cross-Canada meetings with industry to explain the improvements to the DIS.

### Financial Practices Project

The study of industry financial practices is well into the data collection phase from both an economic and regulatory standpoint. Activities so far have included a survey of industry members to gain their perspective of non-payment situations within the marketplace as well as a multi-departmental / agency meeting to discuss regulatory enforcement challenges. Between October and December the data collected will be reviewed and recommendations developed to assist in the reduction of risk in areas of bankruptcy, insolvency and other non-payment issues. In the first quarter of 2006, reports will be finalized. We expect one of the recommendations could be to establish PACA-like trust provisions here in Canada, which is a long-standing resolution of the CHC.

### Review of the Licensing and Arbitration Program and Re-write of the Regulations

The industry is anxiously awaiting the final publication, and making into law, of an amendment to the Licensing and Arbitration Regulations which would change the exemption clause so that all potential dealers entering the marketplace require a licence or DRC membership before they are allowed to engage in business. Many continue to enter into business with no intention of paying their bills. This causes tremendous hardship for the legitimate trade.

Both the CFIA and the DRC continue to review the draft document developed in June entitled, ***A Proposed Strategy to Enhance Canada's Licensing and Dispute Resolution System for Trade in Fresh Fruits and Vegetables***, as it has implications for both organizations. This proposal describes an alternative delivery mechanism for the Licensing and Arbitration Program.

Work has begun on re-writing the Licensing and Arbitration Regulations to strengthen them once again. The following is the proposed Workplan for the re-write:

#### Grade Standard Review and Standardization of Grades

Distributors and growers continue to be consulted on the options available for the first 7 commodities identified for review: Asparagus, Blueberries, Crabapples, Cranberries, Parsnips, Rhubarb (field) and Strawberries. Field tomatoes are also being reviewed at the same time.

The objective of this project is to standardize the language and inspection instructions for the 30 commodities that have grade standards now established in the Fresh Fruit and Vegetable Regulations.

During the course of our consultation with industry we will determine the level of support for changes to Canada's regulations and its grade standards for fresh fruits and vegetables. There are four options to discuss with industry that have been identified thus far.

#### **InfoHort**

Data is an asset and provides the basis from which decisions can be made after careful review. In the daily activities of the CHC we encounter many activities (Ministerial Exemptions, shipping point inspections, seed potato certification, import prices, foreign sales, to name a few) where data is limited or its integrity is suspect. Using this suspect data ultimately reflects on us as an organization and affects the confidence people have in our organization.

The importance and access to credible information to assist the industry in making rational decisions is paramount. It enables the unique horticulture industry to develop sound decisions or positions and then articulate them.

Data presents a confusing picture when pieces are observed independent of each other as demonstrated by the potato sector which has experienced a \$2.92/cwt decline in the average farm price from 2001 to 2004 to \$7.63/cwt. Indicators used by government, such as CAIS payments, sales in new truck and tractor sales lead them to believe the industry is healthy.

This has been identified as a priority for many within the CHC and during the past year we were involved in many meetings, conference calls and most recently, a major workshop to discuss the issues around the availability of timely and accurate markets information. We will continue to work on this file with associated stakeholders in both Canada and the US.

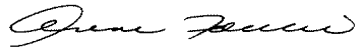
These are just a few of the issues the CHC addressed in 2005. Others included various Canada/US trade issues, particularly a US challenge of Ministerial Exemptions, participation in the WTO Ministerial negotiations in Hong Kong, research and a number of plant health-related challenges. The Council continues to assist with the activities of the Canadian Plant Protection Advisory Committee, including publication of the newsletter ***Plant Protection Canada***.

In closing, I must attempt to thank those who work so diligently throughout the year to ensure that these and so many other initiatives advance. These include our President, Robert

MacDonald, and all members of the Executive and Finance Committee, the committee chairs, and the officials in various government departments as well as other associations at both the national and provincial levels.

And of course, we are indeed fortunate to have such a dedicated team national office: Heather Gale, Patti Proulx, Amy Argentino, Kathleen Paynter, Chuck Dentelbeck, Meaghan Mullen and Carmela Giamberardino.

Respectfully submitted,

A handwritten signature in cursive script, appearing to read "Anne Fowlie".

Anne Fowlie  
Executive Vice-President  
March 2, 2006

**ORGANIZATIONAL  
FACTS**

**CANADIAN HORTICULTURAL COUNCIL**  
**84<sup>TH</sup> ANNUAL MEETING**  
**“RENDEZ-VOUS RIDEAU”**  
**2006 COMMITTEE STRUCTURE**

<b>Committee</b>	<b>Chairmen</b>	<b>Secretaries</b>
Apple & Fruit	Steve Levasseur	Farid Makki
Crop, Plant Protection & Environment	Gary Brown	Craig Hunter
Human Resources	Doug Connery	Kathleen Paynter
Potato	Keith Kuhl	Chuck Dentelbeck
Research & Technology	Dave Sangster	Dela Erith
Trade & Industry Standards	Dave Jeffries	Andrea Gabe
Vegetable	André Turenne	Andrea Gabe
Finance & Marketing	Ken Forth	Dave Pearen

# THE CANADIAN HORTICULTURAL COUNCIL

## LIST OF OFFICERS AND DIRECTORS OF THE BOARD OF DIRECTORS 2005 - 2006

- President:** Robert MacDonald, PEI Potato Board, Route 201, Belle River PO,  
PEI C0A 1B0
- 1st Vice-President:** Marcus Janzen, BC Greenhouse Growers Association, 34079  
Clayburn Road, Abbotsford, BC V2S 7T6
- 2nd Vice-President:** Ken Porteous, Ontario Tender Fruit Producers' Marketing Board,  
RR #1, Simcoe, ON N3Y 4J9
- Past President:** André Turenne, Association des jardiniers maraîchers du Québec,  
905 rue du Marché Central, Bureau 100  
Montréal, Québec H4N 1K2

### Executive Committee

Robert MacDonald	Marcus Janzen
Ken Porteous	Larry Buba
Steve Levasseur	André Turenne

### Finance Committee

Euclide Bourgeois	Judy Galey
Murray Porteous	Steve Sanders
Laurent Cousineau	

### Directors for 2006 Meeting

Directors are listed in the section of the Annual Meeting Report entitled "Accredited Representatives".

# PAST PRESIDENTS OF THE CANADIAN HORTICULTURAL COUNCIL

Year	Presidents	(5 Regions)
2005	Robert MacDonald	Prince Edward Island (Maritimes)
2004	André Turenne	Québec
2003	Doug Connery	Manitoba (Prairies)
2002	Ken Forth	Ontario
2001	Penny Gambell	British Columbia
2000	Don Keenan	New Brunswick (Maritimes)
1999	Robert Allard	Quebec
1998	Dave Jeffries	Manitoba (Prairies)
1997	Jeff Wilson	Ontario
1996	David Hobson	British Columbia
1995	R. Elmer MacDonald	Prince Edward Island (Maritimes)
1994	Jean-Claude Tessier	Québec
1993	Hector Delanghe	Ontario
1992	Greg Gowryluk	Manitoba (Prairies)
1991	James Harris	British Columbia
1990	Jean-Yves Lohé	Quebec
1989	Gerry Long	Ontario
1988	Laurie Hennigar	Nova Scotia (Maritimes)
1987	John Kuhl	Manitoba (Prairies)
1986	Richard Bullock	British Columbia
1985	Michel Legault	Québec
1984	Tony Csinos	Ontario
1983	John MacDonald	Prince Edward Island (Maritimes)
1982	Bill Visser	Alberta (Prairies)
1981	Arnold Pedersen	British Columbia
1980	Keith Collver	Ontario
1979	Pierre Van Winden	Quebec
1978	Jim Gallant	New Brunswick (Maritimes)
1977	Ed Connery	Manitoba (Prairies)
1976	Nigel Taylor	British Columbia
1975	Ron Moyer	Ontario
1974	Ebbis Peill	Nova Scotia (Maritimes)
1973	Gilles Tessier	Québec
1972	Larry Jorgenson	Alberta (Prairies)
1971	Don Wright	Ontario
1970	Allan Claridge	British Columbia
1969	Yves Bolduc	Québec
1968	H.N. Cohoon	Nova Scotia (Maritimes)
1967	Walter Kroeker	Manitoba (Prairies)
1966	John Brown	Ontario
1965	R.L. Burge	Prince Edward Island (Maritimes)
1964	R.P. Walrod	British Columbia

1963	Gérald Beaudin	Québec
1962	John E. Reynolds	Ontario
1961	A.E. Calkin	Nova Scotia (Maritimes)
1960	H.C. Greenlaw	New Brunswick (Maritimes)
1959	A.R. Garrish	British Columbia
1958	W. Daman	Manitoba (Prairies)
1957	M.M. Robinson	Ontario
1956	Marc H. Hudon	Québec
1955	T.L. Meek	Nova Scotia (Maritimes)
1954	W. R. Shaw	Prince Edward Island (Maritimes)
1953	T. Wilkinson	British Columbia
1952	B. M. Wallace	Ontario
1951	B. M. Wallace	Ontario
1950	Roswell Thomson	Québec
1949	R. J. Leslie	Nova Scotia (Maritimes)
1948	F. L. Fitzpatrick	British Columbia
1947	H. L. Craise	Ontario
1946	J. W. Boulter	Prince Edward Island (Maritimes)
1945	J. W. Boulter	Prince Edward Island (Maritimes)
1944	R. D. Sutton	Nova Scotia (Maritimes)
1943	R. E. Godbout	Québec
1942	A. K. Loyd	British Columbia
1941	A. K. Loyd	British Columbia
1940	G. H. Mitchell	Ontario
1939	M. V. McGuire	British Columbia
1938	W. G. Oulton	Nova Scotia (Maritimes)
1937	F. A. Lewis	British Columbia
1936	E. J. Atkin	Ontario
1935	W. J. Tawse	Québec
1934	H. E. Kendall	Nova Scotia (Maritimes)
1933	R. H. Macdonald	British Columbia
1932	W. J. Cooke	Ontario
1931	Thos. Abriel	British Columbia
1930	Chas. Craig	Ontario
1929	Paul Fisher	Ontario
1928	J. H. Lavoie	Québec
1927	J. T. Mutrie	British Columbia
1926	E. B. Luke	Québec
1925	E. B. Luke	Québec
1924	L. H. Taylor	British Columbia
1923	F. W. Bishop	Nova Scotia (Maritimes)
1922	Col. H. L. Roberts	Ontario

**FARM  
CASH  
RECEIPTS**

# FRUIT AND VEGETABLE FARM CASH RECEIPTS

## (\$000s)

(Source: Statistics Canada Catalogue No. 21-001)

### 2000 - 2004 FIVE YEAR AVERAGE

Province	2000	2001	2002	2003	2004	5 YEAR average	% of 5 yr average
<b>British Columbia *</b>	382,598	410,305	471,189	481,160	531,416	<b>455,334</b>	<b>18.03%</b>
<b>Alberta</b>	157,126	160,198	199,333	182,027	247,050	<b>189,147</b>	<b>7.49%</b>
<b>Saskatchewan</b>	30,368	38,240	52,225	61,997	64,222	<b>49,410</b>	<b>1.96%</b>
<b>Manitoba</b>	111,159	145,595	155,180	154,147	171,436	<b>147,503</b>	<b>5.84%</b>
<b>Ontario *</b>	766,317	846,694	912,123	860,531	892,708	<b>855,675</b>	<b>33.88%</b>
<b>Québec</b>	418,190	465,465	483,905	479,981	487,830	<b>467,074</b>	<b>18.50%</b>
<b>New Brunswick</b>	97,948	120,122	142,535	119,842	109,221	<b>117,934</b>	<b>4.67%</b>
<b>Nova Scotia</b>	75,742	55,690	65,451	72,327	66,829	<b>67,208</b>	<b>2.66%</b>
<b>Prince Edward Island</b>	168,650	138,640	204,194	200,654	168,229	<b>176,073</b>	<b>6.97%</b>
<b>TOTAL</b>	<b>2,208,098</b>	<b>2,380,949</b>	<b>2,686,135</b>	<b>2,612,666</b>	<b>2,738,941</b>	<b>2,525,358</b>	<b>100.00%</b>

\* Mushroom FCR (backed out)

## Farm Cash Receipts Analysis By Commodity and Province (1995 - 2004)

<b>CROP</b>	<b>year</b>	<b>nfld</b>	<b>pei</b>	<b>ns</b>	<b>nb</b>	<b>que</b>	<b>ont</b>	<b>man</b>	<b>sask</b>	<b>alta</b>	<b>bc</b>	<b>canada</b>
Potatoes	1995	1,464	149,741	5,876	67,771	61,645	53,794	68,544	15,435	57,362	36,009	517,641
Potatoes	1996	1,623	137,544	6,519	70,733	72,820	48,956	91,964	17,731	61,515	23,719	533,124
Potatoes	1997	1,281	128,843	7,304	63,765	69,076	57,625	94,330	18,335	52,140	19,882	512,581
Potatoes	1998	1,219	173,314	6,328	82,958	65,589	54,774	105,497	33,632	63,862	24,993	612,166
Potatoes	1999	1,223	192,238	8,393	93,020	84,697	62,555	118,612	29,096	74,892	35,943	700,669
Potatoes	2000	1,195	154,499	10,186	78,848	85,588	65,590	111,288	26,021	113,096	33,605	679,916
Potatoes	2001	1,197	125,982	8,194	103,934	97,105	71,935	127,987	34,748	107,364	51,655	730,101
Potatoes	2002	1,422	190,864	10,634	125,936	122,792	101,893	135,463	47,328	146,785	63,891	947,008
Potatoes	2003	1,946	185,482	9,204	96,931	89,428	86,426	138,130	58,095	132,085	50,500	848,227
Potatoes	2004	2,100	152,746	10,532	87,308	94,651	88,207	156,044	61,214	184,669	55,660	893,131
<b>CROP</b>	<b>year</b>	<b>nfld</b>	<b>pei</b>	<b>ns</b>	<b>nb</b>	<b>que</b>	<b>ont</b>	<b>man</b>	<b>sask</b>	<b>alta</b>	<b>bc</b>	<b>canada</b>
Vegetables	1995	3,203	7,146	20,424	8,751	230,741	432,407	23,861	2,739	51,442	142,313	923,027
Vegetables	1996	3,877	7,243	23,035	8,381	236,436	443,796	25,778	3,788	53,298	163,015	968,647
Vegetables	1997	3,690	9,053	19,042	8,686	259,973	464,211	25,842	3,653	55,585	187,614	1,037,349
Vegetables	1998	4,002	11,437	21,020	8,015	242,505	571,234	24,802	2,913	60,394	206,979	1,153,301
Vegetables	1999	3,690	11,608	19,660	7,412	249,621	599,728	26,849	2,132	53,049	227,080	1,200,829
Vegetables	2000	2,920	12,955	19,358	6,834	250,984	629,248	26,209	1,884	63,132	235,444	1,248,968
Vegetables	2001	2,789	10,961	19,001	6,498	273,383	682,966	28,292	2,298	63,623	259,286	1,349,097
Vegetables	2002	3,267	11,838	21,744	7,794	284,498	719,459	29,947	2,747	62,481	285,264	1,429,039
Vegetables	2003	3,440	12,223	21,714	6,778	303,160	735,672	26,886	2,368	60,415	278,544	1,451,200
Vegetables	2004	3,537	11,396	20,155	6,634	293,507	748,013	26,332	1,732	72,510	305,322	1,489,138
<b>CROP</b>	<b>year</b>	<b>nfld</b>	<b>pei</b>	<b>ns</b>	<b>nb</b>	<b>que</b>	<b>ont</b>	<b>man</b>	<b>sask</b>	<b>alta</b>	<b>bc</b>	<b>canada</b>
Apples	1995	-	-	10,598	1,943	30,763	73,878	120	-	-	66,847	184,149
Apples	1996	-	-	11,832	2,287	30,410	80,352	227	-	-	61,340	186,586
Apples	1997	-	-	11,735	2,000	25,104	90,951	-	-	-	47,616	177,685
Apples	1998	2	106	12,190	1,904	24,788	88,655	-	-	-	43,979	171,760
Apples	1999	-	-	13,000	2,050	29,768	96,500	34	-	-	46,335	187,911
Apples	2000	-	-	13,651	2,236	36,965	98,541	76	-	-	49,787	201,484
Apples	2001	-	-	10,262	2,253	29,557	88,133	16	-	-	44,977	175,318
Apples	2002	-	-	9,466	2,820	24,468	83,334	-	-	-	41,442	161,821
Apples	2003	-	-	10,200	2,251	31,594	50,126	-	-	-	54,040	148,442
Apples	2004	-	189	8,880	2,262	26,898	46,702	-	10	-	57,000	141,941
<b>CROP</b>	<b>year</b>	<b>nfld</b>	<b>pei</b>	<b>ns</b>	<b>nb</b>	<b>que</b>	<b>ont</b>	<b>man</b>	<b>sask</b>	<b>alta</b>	<b>bc</b>	<b>canada</b>

Other Tree Fruits	1995	-	-	226	-	-	49,953	-	-	-	17,932	68,116
Other Tree Fruits	1996	17	-	810	24	556	36,355	-	-	3	17,475	55,246
Other Tree Fruits	1997	-	-	821	37	570	42,822	-	-	-	14,590	58,867
Other Tree Fruits	1998	18	10	731	9	682	44,980	-	4	4	14,924	61,362
Other Tree Fruits	1999	-	-	832	2	125	49,628	-	-	-	18,349	68,969
Other Tree Fruits	2000	11	-	655	1	341	45,437	-	16	-	22,445	68,910
Other Tree Fruits	2001	15	1	756	6	146	46,557	-	32	-	25,223	72,736
Other Tree Fruits	2002	-	-	635	10	216	46,102	-	-	-	26,010	73,024
Other Tree Fruits	2003	15	12	611	10	386	52,347	-	11	-	31,998	85,390
Other Tree Fruits	2004	35	16	445	10	291	49,907	-	15	-	31,250	81,969

<b>CROP</b>	<b>year</b>	<b>nfld</b>	<b>pei</b>	<b>ns</b>	<b>nb</b>	<b>que</b>	<b>ont</b>	<b>man</b>	<b>sask</b>	<b>alta</b>	<b>bc</b>	<b>canada</b>
Strawberries	1995	937	1,379	5,073	5,240	15,446	28,381	3,800	1,239	1,971	4,662	68,128
Strawberries	1996	1,090	876	4,142	2,736	15,180	14,073	1,900	743	1,455	6,226	48,421
Strawberries	1997	1,200	866	2,600	2,000	16,376	17,351	1,955	447	1,135	4,343	48,273
Strawberries	1998	915	806	2,405	1,746	15,051	17,431	1,410	305	2,351	8,640	51,060
Strawberries	1999	470	666	3,000	1,200	15,951	17,360	1,555	325	1,400	7,810	49,737
Strawberries	2000	800	720	3,480	1,600	15,351	17,300	1,600	505	951	7,020	49,327
Strawberries	2001	745	640	3,760	1,850	16,000	17,500	1,450	440	485	5,540	48,410
Strawberries	2002	750	900	5,616	1,710	14,851	18,975	1,625	295	800	6,876	52,398
Strawberries	2003	375	1,080	4,700	1,850	17,770	17,925	1,175	300	900	7,400	53,475
Strawberries	2004	510	950	5,525	2,000	22,190	16,025	1,235	275	900	7,700	57,310

<b>CROP</b>	<b>year</b>	<b>nfld</b>	<b>pei</b>	<b>ns</b>	<b>nb</b>	<b>que</b>	<b>ont</b>	<b>man</b>	<b>sask</b>	<b>alta</b>	<b>bc</b>	<b>canada</b>
Other Berries, Grapes	1995	62	682	13,922	3,922	17,093	37,775	1,125	1,740	992	98,030	175,343
Other Berries, Grapes	1996	181	1,485	22,227	8,436	36,185	39,458	875	1,825	545	84,484	195,701
Other Berries, Grapes	1997	216	1,810	15,996	9,030	38,638	46,114	1,047	1,521	1,178	82,461	198,011
Other Berries,	1998	151	1,769	17,781	8,400	31,667	51,569	806	455	877	88,817	202,292

Other Berries, Grapes	1999	117	3,140	30,420	12,080	53,903	58,985	463	372	986	102,683	263,149
Other Berries, Grapes	2000	121	3,084	27,828	10,868	38,994	53,703	336	611	822	91,595	227,962
Other Berries, Grapes	2001	89	2,468	14,497	6,781	56,768	59,661	350	722	1,326	77,224	219,886
Other Berries, Grapes	2002	116	2,004	18,136	5,773	44,574	55,059	645	1,855	1,867	99,158	229,187
Other Berries, Grapes	2003	214	3,269	26,678	13,530	45,137	38,093	456	1,223	1,227	123,950	253,777
Other Berries, Grapes	2004	120	4,344	22,072	12,515	57,787	63,912	325	976	1,571	139,756	303,378
<b>CROP</b>	<b>year</b>	<b>nfld</b>	<b>pei</b>	<b>ns</b>	<b>nb</b>	<b>que</b>	<b>ont</b>	<b>man</b>	<b>sask</b>	<b>alta</b>	<b>bc</b>	<b>canada</b>
Floriculture / Nursery	1995	5,971	1,687	29,064	11,953	134,872	445,287	22,534	11,668	61,188	217,316	941,540
Floriculture / Nursery	1996	6,236	1,620	27,836	14,063	125,610	469,508	22,885	13,588	54,713	263,276	999,335
Floriculture / Nursery	1997	6,291	1,570	30,381	23,851	134,187	505,264	22,654	14,813	68,349	287,856	1,095,216
Floriculture / Nursery	1998	6,401	1,580	31,614	38,520	155,874	577,397	27,519	15,195	65,138	301,341	1,220,579
Floriculture / Nursery	1999	7,175	1,924	33,091	43,269	153,535	664,640	27,549	14,480	76,521	300,769	1,322,953
Floriculture / Nursery	2000	8,636	1,934	35,290	42,946	156,634	826,336	35,529	18,290	105,185	384,764	1,615,544
Floriculture / Nursery	2001	9,729	2,171	34,606	46,414	174,996	856,877	35,766	24,321	112,610	400,937	1,698,427
Floriculture / Nursery	2002	10,449	2,407	36,131	45,029	204,896	925,270	37,354	32,631	113,118	423,694	1,830,979
Floriculture / Nursery	2003	10,764	2,586	37,420	48,185	225,387	971,534	39,533	34,752	117,116	438,523	1,925,800
Floriculture / Nursery	2004	10,303	3,030	40,443	43,094	250,957	977,476	26,838	34,782	120,962	499,442	2,007,327