

ONTARIO

Vol. 43 - Issue 31 Winter 2025

SHEEP NEWS

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COVER PHOTO: Correction: Fall 2024 OSN photo credit to Farah Federau, Farm & Food Care

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CHAIRMAN'S REPORT

By Art Alblas, Chair, Ontario Sheep Farmers

Happy New Year and Happy 40th Anniversary to OSF!

Ontario Sheep Farmers is 40 years old in 2025 and we are looking forward to celebrating all year long with features in the Ontario Sheep News, connections with our past through interviews and pictures and acknowledging our many contributing producers, staff, experts and mentors.

I would like to start by thanking District 1 for electing me for a second term and the board for electing me as chair for a second year. I am honoured to be the 15th chair in the organization's history.

My first year as chair was rewarding as we developed a more comprehensive strategic roadmap and concluded the Tribunal process. In my second year, we have lots of exciting opportunities for our producers under the 2025 theme of 'Unlocking Profit Potential'.

We started the year with a Convention keynote focused on genetics as a driver of profit. The Research Committee followed up Convention with a meeting with our guest speaker, Mark Ferguson from Next Gen Agri in New Zealand to continue the conversation about opportunities to bring new genetics to Ontario and focus on different areas of improvement including parasite resistance and coccidiosis resistance as well as production traits.

We also started the year with the conclusion of the Tribunal. This proceeding has taken two years to work through and now that it is done, our board is ready to focus on rebuilding relationships to return to national unity for sheep farmers in Canada.

As a board, we also highly prioritize provincial collaboration and connection. We have been working very closely with our districts over the last year to increase communication with our OSF members. OSF has supported district events and meetings

and sharing the activities, priorities and decisions of the board through our provincial directors' reports, the district AGMs and regular meetings with the district chairs committee.

The board has also established a stakeholder committee to build community with other sheep producer groups to bring in new ideas for our organization. We are utilizing technology to improve our communications on a weekly basis and in December we launched a fresh new look to our OSF website.

As you know, the OSF board has established key priorities in each of the five strategic pillars of our strategic plan, titled, "Building Strength for a Better Future". Under the Community pillar, focused on advocacy, OSF will support our sheep dairy producers through the consultations on changes to the Milk Act and the Food Safety and Quality Act in early 2025. Also, OSF will be leading advocacy on changes to the Predation Program prioritized by our members and we will be reviewing and commenting on the proposed regulations under the new Veterinarians Act.

Under the Prosperity pillar, focused on supply chain optimization, we will work with our processors on marketing collaborations. Also, a new carcass grading course will be developed and delivered as education for lamb processors and retailers.


Under the Mastery pillar that provides educational opportunities to sheep producers, the next cohort of the Master Shepherd's course will meet beginning January 14th. There is still limited space in the course for producers wanting to grow their industry and practical farming knowledge. Individual course modules are also available to producers wanting a self-directed online experience and sales for those modules will begin in the new year.

Under the Invest pillar, OSF is building systems to identify and support our industry into the future. We plan to increase engagement with the University of Guelph to encourage graduates to enter the sheep industry and researchers to work in our sector.

Finally, we have an exciting event planned for this summer. Mark your calendars for our Field Day on July the 24th, 2025 at the Orono Fairgrounds in partnership with the Large Flock Operators and OMAFA.

The Ontario Sheep Farmers' board is excited about the opportunities in our sector and the work we are doing to position our members for success. It takes the collective work of our entire industry to achieve our goals, and we look forward to working with you in our 40th year to build an organization we are all proud of. **OSN**

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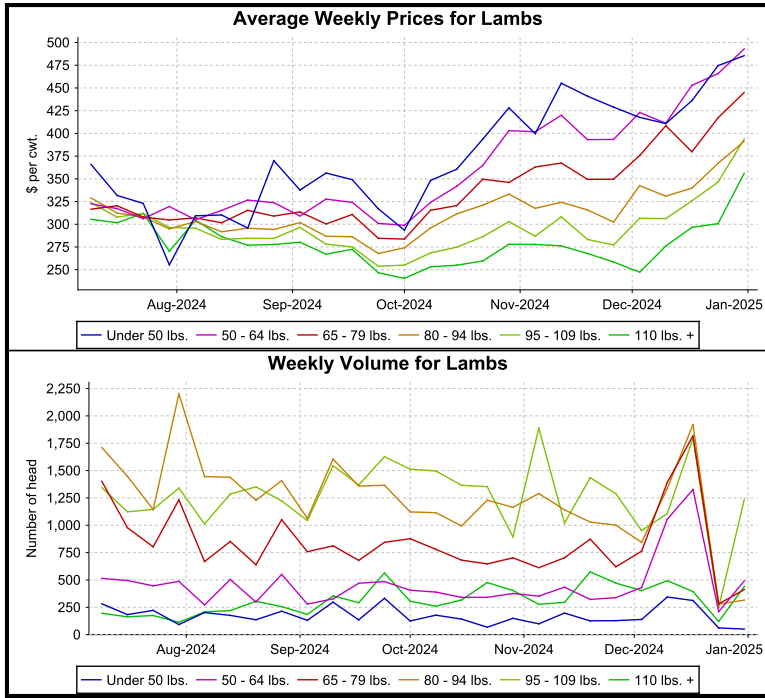
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Editorial policy: Ontario Sheep Farmers welcomes and encourages letters to the editor and article suggestions from farmers and industry partners as a means of communicating with the Ontario Sheep Farmers board of directors and other farmers on issues of importance. Letters may be on any sheep industry topic, including Ontario Sheep Farmers' policies, programs and procedure. Letters may address previous articles or letters to the editor, and the editor may comment on the accuracy of the information in letters. Letters should not exceed 300 words and may be edited for style and grammatical errors. When submitting a letter, please include the name of the author, address, phone number and/or email address (for verification purposes). Printed letters will include the author's name. Potentially defamatory or libelous material, or personal attacks on individuals will not be permitted. If an author feels that the editor has inappropriately edited or not print a letter, a written request can be submitted to the board of directors for review to determine if there has been a violation of *Ontario Sheep News'* editorial policy.

THE ONTARIO MARKET REPORT

Full market information can be found every week in the Ontario Farmer and online at www.OntarioSheep.org under "Market Information" The graphs here show the trends in pricing and volume of the last six months in Ontario. **OSN**



You can also listen to the weekly information by calling 519-836-0043 and press 4 to go to the market line.

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Is Ovine Immune Function Negatively Impacted by Seasonal Vitamin D Levels?

By Samantha Randle (MSc), Samantha Dixon (MSc), Nicole Moran (MSc), Niel A. Karrow, Professor, University of Guelph



The threat of enteric and respiratory diseases remains a consistent problem in the sheep industry. Higher incidence of disease can lead to reduced animal performance and well-being, as well as reduced herd productivity and profitability⁽¹⁾. Traditionally, antimicrobial products have been used to treat and prevent illness⁽¹⁾. However, restrictions on antimicrobial use have greatly increased to combat antimicrobial resistance. Therefore, alternatives to antimicrobial therapies warrant investigation.

Vitamin D is most known for its role in the development and maintenance of the skeletal system. However, recent studies have found that vitamin D also regulates other systems, and at sufficient levels, supports optimal immune function. While most studies investigating vitamin D's role in supporting the immune system have been conducted with humans⁽²⁾ and other ruminant species such as cattle⁽³⁾, its effects on the ovine immune system remain largely unknown.

Like humans, sheep synthesize vitamin D via their skin when exposed to the sun's ultraviolet radiation⁽⁴⁾. Additionally, vitamin D can be obtained from dietary sources such as sun-dried hay, however, its content varies depending

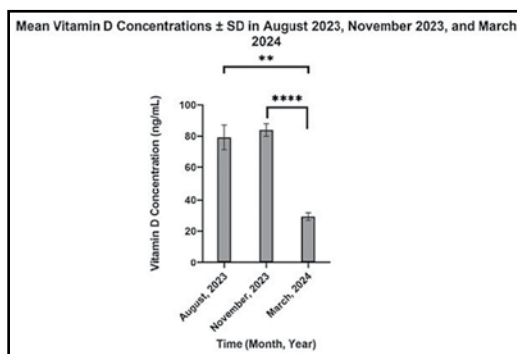
on stage of harvest, drying, and storage conditions⁽⁴⁾. Potential changes in vitamin D status of sheep across seasons remain largely unexplored, especially in Canada where direct sunlight exposure is limited during the winter months. Furthermore, changes in vitamin D levels of sheep during short-term stress events such as a bacterial infection, or long-term events like heat stress, remain unknown. Given that vitamin D has potent immunomodulatory properties, supplying sheep with optimal levels of vitamin D may be a cost-effective solution to support their overall health.

Dr. Karrow's students, Samantha Randle and Nicole Moran (Department of Animal Biosciences), and Samantha Dixon (Ontario Veterinary College) investigated potential seasonal differences in vitamin D concentrations of sheep across seasons at the University of Guelph's Ontario Sheep Research Center. Blood was collected from sheep in August 2023, November 2023 and March 2024 and an immunoassay (ELISA) was used to quantify serum vitamin D levels.

These researchers observed that, like humans, sheep have higher vitamin D levels in the summer than in the winter. It is important to recognize that current knowledge of optimal vitamin D levels



comes from human and rodent studies and there may be variation among species, and these optimal vitamin D levels have traditionally focused on bone health, as opposed immune health which requires higher levels. Various factors such as the amount of time indoors versus outdoors, diet, skin pigmentation and shearing status likely also need to be taken into consideration. Given the results of this



study, the Karrow lab hopes to examine the impact of reduced vitamin D levels on the immune function of sheep during the winter months, and if vitamin D supplementation helps to support their optimal immune function. **OSN**

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- Michael Richards, MGR Sheep Farms, Ontario

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Suitable to feed per load:

50 adult sheep or 500 lambs*



*Depending on body weight and ration composition

OSF 2024 Annual General Meeting Highlights

Unlocking Profit Potential

Ontario Sheep Farmers (OSF) hosted the 2024 Annual General Meeting on Friday, October 25, in Cambridge Ontario where they welcomed back Art Alblas as OSF Chair for his second term and one new board member to the OSF team – Rafael Lara.

With extensive experience as a sheep producer and a strong commitment to the growth and advancement of the sector, Art continues to bring a wealth of knowledge and insight to the OSF Board.

Rafael holds a degree in Animal Science and brings over a decade of experience in livestock production, including managing a vegetation control service for solar farms using sheep as an innovative solution. His diverse professional background spans research, agribusiness, and serving as a relationship manager at an international bank, providing him with a well-rounded skill set and valuable insights.

The remaining board members include Ken Lamb, 1st Vice Chair; Karen Davis, 2nd Vice Chair; and Jay Lennox, Keith Todd, Ryan Schill, Grant Cowan, Wesley Godden, Devon Wensink and Jenna Wight as Directors for 2024-2025.

Ontario Sheep Farmers (OSF) is committed to advancing the goals outlined in its strategic plan, guided by the theme “Unlocking Profit Potential.” This plan focuses on five key deliverables designed to shape OSF’s decision-making and drive long-term success for its members. These deliverables include community, prosperity, mastery, investing and operations. For a complete overview of OSF’s strategic vision, the entire plan is available at www.ontariosheep.org/about-us/strategic-plan/.

Ontario Sheep Farmers (OSF) is a producer-run organization established in 1985 and represents the province’s 3,000 sheep farmers who contribute over \$530 million to Ontario’s economy. Ontario is home to the country’s largest sheep flock and processes over 50% of the sheep and lambs born in Canada. Sheep farming is a profitable agricultural business sector that contributes to the well-being of our communities and our province and offers unique opportunities to develop new markets, provide needed environmental benefits, and grow both our domestic and international markets.



The 2024/2025 OSF Board. Photo taken at the 2024 AGM in Cambridge, Ontario.

The 2023-2024 Ontario Sheep Farmers (OSF) budget was approved, reaffirming OSF’s commitment to strategically utilizing resources to fund educational programs, informational initiatives, and support services designed to meet the needs of our producer members.

2024 District Resolutions

District 4 Resolution 1

Whereas There is a limited number of personnel and veterinarians available to perform pregnancy ultrasound services;

Whereas producers have the option to purchase ultrasound machines for use on their own farms;

Be it Resolved that OSF establish a training program to equip producers with the skills necessary to perform pregnancy ultrasounds effectively on their own farm.

Moved by: Brad Comfort

Seconded by: Glenn Kelley

CARRIED



District 4 Resolution 2

Whereas As farmers we require the use of autopsy to identify farm issues within our flocks. This examination can be very costly. In previous years there have been government subsidies to help with the cost associated with having postmortem tests done.

Be it Resolved that we as farmers request again some government subsidies to help aid with this cost of examination.

Moved by: Brad Comfort

Seconded by: Monica Roberts

CARRIED



Moved by: Jim Bennet

Seconded by: John Wernham

CARRIED

District 8 Resolution 2

Whereas Ontario’s farm population as a percentage of the total population is 1.4% (174,905 farms). Source: Statistics Canada, Agriculture–NHS Linkage Database, 2011 and National Household Survey, 2011.

Be it resolved that the sheep/lamb industry in Ontario needs to educate 98.6% of non-farming population about our industry and identify locally-

available lamb. Therefore, Ontario Sheep producers need a gate sign to identify them as a member of Ontario Sheep Farmers. This sign should, at minimum, have some type of picture of a sheep and/ or a lamb plus display the Ontario Sheep Farmers logo. The sign should be made available to all registered sheep farmers in Ontario, at their request, at cost, or free if funding is available.

Moved by: Jim Bennet

Seconded by: John Wernham

CARRIED

District 5 Resolution 1

Whereas To create a diverse, productive and interactive districts that benefits producers and encourages strength in our industry it is important that producers be involved, come to meetings and interact with their district. Many producers have spent years on district committees and new producers need to be involved. Volunteering time to local district events strengthens our industry as a whole, creates a sense of community among local producers pushing all of our farms forward.

Be it resolved that OSF implement a standard that to attend the OSF AGM as a voting delegate that producers must attend, at minimum, their district AGM to vote at the OSF AGM.

Moved by: Romy Schill

Seconded by: Mike Swiderski

Amendment to the resolution

Be it resolved that OSF implement a standard that to attend the OSF AGM as a voting delegate that producers must attend at a minimum an event or meeting in their district to vote at the OSF AGM

Moved by: Mackenzie Mahon

Seconded by: Mike Swiderski

DEFEATED

District 8 Resolution 1

Whereas many sheep farmers in Ontario keep Livestock Guardian Dogs (LGDs) for the protection of their flock. Keeping LGDs increases the cost-of-production, especially for pasture-based sheep farmers.

Whereas throughout Ontario municipalities, dog license fees apply to LGDs.

Whereas direct payments to agricultural producers through Ontario Wildlife Damage Compensation Program (OWDCP) applications has increased in the last three years.

Statistics Canada. Table 32-10-0106-01

Direct payments to agriculture producers (x 1,000)

Table: 32-10-0106-01 (formerly CANSIM 002-0076)

Release date: 2024-05-29 Ontario

Year	2021	2022	2023
Dollars	738	777	806

Be it resolved that Ontario Sheep Farmers negotiate with municipalities to have working LGDs exempt from dog licensing on farms with a Farm Business Registration Number (FBRN), thus reducing the yearly cost of keeping LGDs, and therefore increasing the number of LGDs on farms, and therefore reducing OWDCP applications.

District 11 Resolution

Whereas OSF supports events hosted by districts and individuals that share knowledge on sheep husbandry; and

Whereas many producers cannot access hands-on events or information sessions that are looking for due to geographic or budgetary constraints; and

Whereas small and new producers can lack resources and knowledge on best practices in sheep husbandry; therefore

Be it resolved that OSF supports smaller, more localized, in-person events by providing marketing for events and support connecting demonstrators/experts with host farms and with attendees.

Moved by: MacKenzie Mahon

Seconded by: Ryan Klapwyk

CARRIED OSN

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2024 Ontario Sheep Farmers Awards Announced at Annual Meeting

Ontario Sheep Farmers celebrated the best in the industry at the annual Lamb Banquet following the Ontario Sheep Farmers' AGM on October 25th. The OSF yearly awards honor the hard work, innovation, and sustainable practices demonstrated by this group of celebrated Ontario sheep farmers.

Ontario GenOvis Program Award Nominees and Winners:



Bill Duffield



Laura Mosley



Shelagh Finn

Earl Brubacher

(not in attendance or photographed that evening)

Hybridizer	Farm Name	Breeder Name
1st	Craigmore Farm	Wayne Kreklewich
*only one farm qualified this year in the hybridizer category		
Commercial		
1st	Brubacher Ovine	Earl Brubacher
2nd	Asphodel Sheep Co.	Todd Payne
3rd	Fare Vewe Acres	Mark & Betty Bearinger
Terminal		
1st	Codon Suffolks	Bill & Lynne Duffield
2nd	Maple Meadow Farms	Dwayne Bazinet & Collen Acres
3rd	Cedar Creek Charollais	Ted & Joanne Skinner
Maternal Breed		
1st	Rising Oak Dorsets	Laura Mosley
2nd	4s Maple Lane Farm	Kim Schneider
3rd	Century Lane Farms	Robert & Shirley Graves & Sons
Prolific Breed		
1st	Lamb Lady Farm	Shelagh Finn
2nd	Tulach Ard Farm	Sean McKenzie
3rd	Maple Meadow Farms	Dwayne Bazinet & Collen Acres

OSF Undergraduate Scholarship Award: Jessalyn Hendriks

This scholarship is open to applicants who are enrolled in their first or second year at an accredited university, college or apprenticeship program. Applicants do not have to be enrolled in an agriculture program to be eligible for the award.



Ontario Forage Network Mapleseed Pasture Award Winner: Steve Ernewein

(Please refer to Ontario Forage news release for information and highlights regarding this award)



Emerging Leader Award:

The Ontario Sheep Farmers (OSF) Emerging Leader Award celebrates and recognizes distinguished younger members of Ontario Sheep Farmers who are socially responsible leaders and innovators, currently making notable contributions to the Ontario sheep industry with significant impact.

Winner: Jason Emke

Jason Emke, a 4th generation sheep farmer from Elmwood, Ontario, took over Oak Generation Farms in 2017. He's contributed significantly to Ontario's sheep industry by exhibiting at events like the Royal Winter Fair and serving as a judge at various 4H and local shows. As OSF District 2 chair, Jason introduces innovative practices like grazing sheep under solar panels and has revamped the annual District 2 Lamb Banquet. A dedicated youth volunteer, Jason co-leads the Hanover 4H sheep club, organizes the Maple Hill Youth Market Lamb show, and supports the Roots of Bruce display. Known for his knowledge and innovation, Jason receives the Emerging Leader Award for his dedication to the sheep industry.





Long Service Award:

Awarded in acknowledgment and appreciation of long-standing contributions to the Ontario sheep industry, recipients of this award have demonstrated outstanding dedication, leadership, and an innovative spirit. This award is presented to an Ontario shepherd or industry service provider in recognition of their significant contributions to the advancement of the Ontario sheep industry over many years of service.

Winners (2):

Sarel Smit

Sarel Smit immigrated to Canada 21 years ago and quickly became an advocate for Ontario’s sheep farmers as Manager at North Wellington Co-op’s Mount Forest and Hanover branches. In 2005, he launched Sheep Education Night, which evolved into the popular Sheep Education Day, and during COVID-19, he created a 200-page Sheep Handbook, now a staple resource for Ontario farmers. Known for his expertise and commitment, Sarel supported the needs of local farmers, especially the Mennonite and Amish communities, while fostering a customer-focused team environment. After over 20 years of service, he retired in 2023, leaving a lasting legacy in Ontario’s sheep farming community.



“The OSF awards highlight the dedication and resilience of sheep farmers and help foster a positive farming community while encouraging the next generation of farmers.”

~ Art Alblas, OSF Chair.

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Jim Johnson

Jim and Wanda Johnston moved to New Liskeard to work at the College of Agriculture and Technology, where Jim became known as a leading researcher, producing practical publications to help sheep farmers improve pastures. He later directed sheep flock research for the Ontario Ministry, making it more accessible and impactful. After leaving OMAFRA in 2002, Jim and Wanda ran a 600-head grass-fed sheep operation, where Jim applied his expertise in pasture management, extending grazing seasons without tilling. His support for new sheep farmers and collaboration with researchers has benefited the Ontario sheep community widely. As District 11 Sheep Producers’ secretary, Jim led inclusive, impactful meetings and advocated for positive policy changes.



For more information on the OSF Awards, visit www.ontariosheep.org/Awards%20Scholarships

For Media Inquiries, Contact:

Stacey Sage, Industry Relations Specialist, Ontario Sheep Farmers
ssage@ontariosheep.org
Phone: 519-836-0043 **OSN**

These are the financial reports of September 1st, 2023 to August 31st, 2024. Each year it is the responsibility of Ontario Sheep to ensure that all producers receive this information.

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
FINANCIAL STATEMENTS
FOR THE YEAR ENDED AUGUST 31, 2024

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
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YEAR ENDED AUGUST 31, 2024

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of: Ontario Sheep Marketing Agency

Opinion

We have audited the accompanying financial statements of Ontario Sheep Marketing Agency, which comprise the statement of financial position as at August 31, 2024 and the statements of changes in net assets, operations and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, these financial statements present fairly, in all material respects, the financial position of Ontario Sheep Marketing Agency as at August 31, 2024 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis of Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of Ontario Sheep Marketing Agency in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to a going concern and using the going concern basis of accounting unless management either intends to liquidate the organization or to cease operations, or has no realistic alternative but to do so.

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements, as a whole, are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgement and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



Guelph, Ontario
October 16, 2024
Chartered Professional Accountants
Licensed Public Accountants

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
STATEMENT OF CHANGES IN NET ASSETS
FOR THE YEAR ENDED AUGUST 31, 2024

	Memorial Fund (note 10)	Research and Development Fund	Operating Fund	Operational Reserve Fund	Special Project Fund	Dairy Sheep Fund (note 11)	Total 2024	Total 2023 (note 16)
NET ASSETS, beginning of year	\$ 17,346	\$ 477,164	\$ (17,068)	\$ 541,202	\$ 116,675	\$ 0	\$ 1,135,319	\$ 1,095,961
Excess (deficiency) of revenue over expenses for the year	517	23,061	(673)	0	0	\$ 10,389	33,294	39,359
Interfund transfers (note 13)	<u>0</u>	<u>0</u>	<u>10,000</u>	<u>(10,000)</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
NET ASSETS, end of year	<u>\$ 17,863</u>	<u>\$ 500,225</u>	<u>\$ (7,741)</u>	<u>\$ 531,202</u>	<u>\$ 116,675</u>	<u>\$ 10,389</u>	<u>\$ 1,168,613</u>	<u>\$ 1,135,320</u>

See notes to the financial statements

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
STATEMENT OF FINANCIAL POSITION
AS AT AUGUST 31, 2024

	2024	2023 (note 16)
ASSETS		
CURRENT		
Cash	\$ 404,968	\$ 517,287
Short term investments (note 4)	563,500	549,103
Accounts receivable (note 5)	342,970	192,970
Prepaid expenses	<u>30,847</u>	<u>25,464</u>
	1,342,285	1,284,824
CAPITAL ASSETS (note 6)	<u>3,080</u>	<u>3,650</u>
	<u>\$ 1,345,365</u>	<u>\$ 1,288,474</u>
LIABILITIES		
CURRENT		
Accounts payable and accrued liabilities	\$ 109,401	\$ 113,435
Government remittances payable	44,270	31,986
Deferred income	<u>23,081</u>	<u>7,733</u>
	176,752	153,154
NET ASSETS	<u>(7,741)</u>	<u>(17,068)</u>
Operating Fund - unrestricted	17,863	17,346
Memorial Fund - internally restricted (note 10)	500,225	477,164
Research And Development Fund - internally restricted	531,202	541,202
Operational Reserve Fund - internally restricted	116,675	116,676
Special Project Fund - internally restricted	<u>10,389</u>	<u>0</u>
Dairy Sheep Fund - internally restricted	<u>1,168,613</u>	<u>1,135,320</u>
	<u>\$ 1,345,365</u>	<u>\$ 1,288,474</u>

See notes to the financial statements

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
STATEMENT OF OPERATIONS
FOR THE YEAR ENDED AUGUST 31, 2024

	2024	2023 (note 16)
REVENUE		
License fees (note 7)	\$ 970,422	\$ 740,045
Toronto Stock Yards capital revenue	184,647	175,204
Industry programs (note 9)	47,031	32,383
Annual general meeting	40,051	3,577
Interest income	30,558	13,836
Project and program revenue (note 8)	26,944	40,661
Ontario Sheep News	19,051	19,707
Dairy Sheep funds received (note 11)	11,499	0
Other income	8,007	4,610
Memorial Fund income (note 10)	517	517
Seminars	<u>0</u>	<u>3,289</u>
	<u>1,338,727</u>	<u>1,033,829</u>
EXPENSES		
Staff salaries and benefits	436,200	350,587
Contracted services	136,255	185,770
Board and committee	115,557	90,588
Promotion and advocacy	108,491	26,835
Industry programs (note 9)	94,414	25,875
Annual general meeting	78,286	2,112
Research projects and industry programs (note 8)	77,957	98,296
Legal and other professional services	73,482	51,493
Office (schedule 1)	44,985	38,212
Staff travel	36,251	10,940
Occupancy (schedule 2)	32,478	36,130
Ontario Sheep News	25,662	33,432
Membership fees (note 12)	17,182	18,382
District grants and education	9,275	7,845
Audit and accounting	6,500	6,350
Seminars	4,825	3,403
Staff recruiting and training	4,494	4,991
Amortization	2,000	786
Bad debts	639	1,443
Scholarships	500	500
Memorial Fund payments (note 10)	<u>0</u>	<u>500</u>
	<u>1,305,433</u>	<u>994,470</u>
EXCESS OF REVENUE OVER EXPENSES for the year	<u>\$ 33,294</u>	<u>\$ 39,359</u>

See notes to the financial statements

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED AUGUST 31, 2024

	2024	2023
CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES		
Excess of revenue over expenses for the year	\$ 33,294	\$ 39,359
Items not requiring an outlay of cash		
Amortization	<u>2,000</u>	<u>786</u>
	<u>35,294</u>	<u>40,145</u>
Changes in non-cash working capital		
Accounts receivable	(150,000)	126,776
Prepaid expenses	(5,383)	(15,397)
Accounts payable and accrued liabilities	(4,034)	32,962
Government remittances payable	12,284	16,342
Deferred income	<u>15,348</u>	<u>1,236</u>
	<u>(96,491)</u>	<u>202,064</u>
CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES		
Long term debt	<u>0</u>	<u>(21,000)</u>
CASH USED IN INVESTING ACTIVITIES		
Additions to capital assets	(1,431)	(2,865)
Short term investments	<u>(14,397)</u>	<u>(19,502)</u>
	<u>(15,828)</u>	<u>(22,367)</u>
(DECREASE) INCREASE IN CASH	(112,319)	158,697
CASH, BEGINNING OF YEAR	<u>517,287</u>	<u>358,590</u>
CASH, END OF YEAR	<u>\$ 404,968</u>	<u>\$ 517,287</u>

See notes to the financial statements

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED AUGUST 31, 2024

1. NATURE OF OPERATIONS

Ontario Sheep Marketing Agency is a not-for-profit organization incorporated without share capital under the Ontario Farm Products Marketing Act. Ontario Sheep Marketing Agency is exempt from income tax. Its purpose is to operate as a producer organization, representing all aspects of the lamb, sheep and wool industries in the Province, through marketing, information, advocacy and education.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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

(a) **REVENUE RECOGNITION**

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

(b) **CAPITAL ASSETS**

Capital assets are recorded at cost and amortized on the basis of their estimated useful life using the following methods and rates:

Computer and office equipment - 3 years straight line basis
 Leasehold improvements - 3 years straight line basis

(c) **IMPAIRMENT OF LONG LIVED ASSETS**

Long lived assets are tested for recoverability whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognized when the carrying value exceeds the total undiscounted cash flows expected from their use and eventual disposition. The amount of the impairment loss is determined as the excess of the carrying value of the asset over its fair value.

(d) **USE OF ESTIMATES**

The preparation of financial statements in conformity with Canadian generally accepted accounting principles for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Significant areas requiring management's estimates include the carrying amounts of accounts receivable, deferred revenue and accounts payable and accrued liabilities. Actual results could differ from those estimates.

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED AUGUST 31, 2024

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(e) **FINANCIAL INSTRUMENTS**

Measurement of financial instruments

The organization initially measures its financial assets and liabilities at fair value.

The organization subsequently measures all its financial assets and financial liabilities at amortized cost.

Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. If an impairment has occurred, the carrying amount of financial assets measured at amortized cost is reduced to the greater of the discounted future cash flows expected or the proceeds that could be realized from the sale of the financial asset. The amount of the write-down is recognized in net surplus. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in net surplus.

Transaction costs

The organization recognizes its transaction costs in net income in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

(f) **CONTRIBUTED SERVICES**

During the year, a number of volunteers contribute a significant amount of their time. Because of the difficulty in determining the fair value, contributed services are not recorded in the financial statements.

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED AUGUST 31, 2024

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(g) FUND ACCOUNTING

Operating fund
The operating fund reports resources available for the organization's general operating activities.

Research and Development fund
The research and development fund reports resources available for special program activities of the organization. This fund is internally restricted.

Operational reserve fund
The operational reserve fund reports resources that have been directed by the Board of Directors in accordance with the organization's reserve fund policy. This fund is internally restricted.

Special project fund
The special project fund reports resources that have been directed by the Board of Directors in accordance with the organization's reserve fund policy. This fund is internally restricted.

Memorial fund
The memorial fund reports resources that are contributions of past leaders as well as to fund sheep education and development. This fund is internally restricted.

Dairy sheep fund
The dairy sheep fund reports the balance of funds passed on to the organization from The Dairy Sheep Association of North America for the purposes of education and resources to support the Ontario dairy sheep industry. This fund is internally restricted.

3. FINANCIAL INSTRUMENTS

The organization manages its investment portfolio to earn investment income and invests according to a Statement of Investment Policy approved by the Board. The organization is not involved in any hedging relationships through its operations and does not hold or use any derivative financial instruments for trading purposes.

The extent of the organization's exposure to these risks did not change in 2024 compared to the previous period.

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

Transacting in financial instruments exposes the organization to certain financial risks and uncertainties. These risks include:

Credit risk

Credit risk is the risk that one party to a financial asset will cause a financial loss for the organization by failing to discharge an obligation. The organization's credit risk is mainly related to accounts receivable. The organization provides credit to its clients in the normal course of its operations. Collectibility is reviewed regularly and an allowance for doubtful accounts is established to recognize the impairment risks identified.

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED AUGUST 31, 2024

4. SHORT TERM INVESTMENTS

	2024	2023
Guaranteed investment certificates, interest rates ranging from 2.0% to 5.0%, maturing December 2024 through to January 2027	\$ 555,599	\$ 541,202
738 shares in Canadian Co-operative Wool Growers Limited - at cost (restricted for scholarships)	<u>7,901</u>	<u>7,901</u>
	<u>\$ 563,500</u>	<u>\$ 549,103</u>

The guaranteed investment certificates include \$531,202 (2023 - \$541,202) representing cash that is restricted and is included in the Reserve Fund.

5. ACCOUNTS RECEIVABLE

At August 31, 2024, accounts receivable is net of an allowance for doubtful accounts of \$6,550 (2023 - \$6,550).

6. CAPITAL ASSETS

	Cost	Accumulated Amortization	Net 2024	Net 2023
Computer and office equipment	\$ 73,441	\$ 70,361	\$ 3,080	\$ 3,650
Leasehold improvements	<u>22,132</u>	<u>22,132</u>	<u>0</u>	<u>0</u>
	<u>\$ 95,573</u>	<u>\$ 92,493</u>	<u>\$ 3,080</u>	<u>\$ 3,650</u>

7. LICENSE FEES

	2024	2023
Auction fees	\$ 629,778	\$ 518,244
Slaughter license fees	326,471	201,316
Direct license fees	14,173	17,291
Wool license fees	<u>0</u>	<u>3,194</u>
	<u>\$ 970,422</u>	<u>\$ 740,045</u>

The wool license fees are included within the Research and Development Fund.

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED AUGUST 31, 2024

8. PROJECT AND PROGRAM REVENUE AND EXPENSES

During the year, the organization managed the following programs:

	2024 Revenue	2024 Expenses	2023 Revenue	2023 Expenses
Industry Research:				
R 21-1 Comprehensive Life Cycle	\$ 0	\$ 0	\$ 0	\$ 8,000
R 21-2 Metablotomics	0	6,000	0	0
R 21-3 CarLa	0	13,000	0	15,000
R 21-4 Maternal Diet & Stress	0	20,000	0	20,000
R 21-5 Ovipast Vaccine Living Labs OSCIA	0	0	0	3,500
Testing Programs:				
MAEDI-VISNA	26,944	26,958	40,661	40,817
OMAFRA-GenOvis	0	0	0	5,000
Other	<u>0</u>	<u>1,999</u>	<u>0</u>	<u>5,979</u>
	<u>\$ 26,944</u>	<u>\$ 77,957</u>	<u>\$ 40,661</u>	<u>\$ 98,296</u>

9. INDUSTRY PROGRAM REVENUE AND EXPENSES

During the year, the organization managed the following industry programs:

	2024 Revenue	2024 Expenses	2023 Revenue	2023 Expenses
Master shepherd course	\$ 11,562	\$ 12,582	\$ 28,902	\$ 25,395
Fecal egg count course	3,400	0	1,688	0
Introduction to small ruminant course	1,738	0	1,496	0
Market development project	27,500	55,000	0	0
Parasite management	424	0	297	0
Skills development workshops	2,407	72	0	0
GenOvis breeders group	0	0	0	480
Sheep Institute	<u>0</u>	<u>26,760</u>	<u>0</u>	<u>0</u>
	<u>\$ 47,031</u>	<u>\$ 94,414</u>	<u>\$ 32,383</u>	<u>\$ 25,875</u>

10. MEMORIAL FUND

The Memorial Fund was established to recognize the contributions of past industry leaders as well as to fund sheep education and development. During the year, the following activity occurred:

	2024	2023
Balance, beginning of year	\$ 17,346	\$ 17,329
Investment income	517	517
Memorial Fund payments	<u>0</u>	<u>(500)</u>
Balance, end of year	<u>\$ 17,863</u>	<u>\$ 17,346</u>

ONTARIO SHEEP MARKETING AGENCY
(Operating as "Ontario Sheep Farmers")
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED AUGUST 31, 2024

11. DAIRY SHEEP FUND

The Dairy Sheep Fund was established to recognize the contributions of the Dairy Sheep Association of North America as well as to fund sheep education and resources to support the dairy sheep industry in Ontario. During the year, the following activity occurred:

	2024	2023
Balance, beginning of year	\$ 0	\$ 0
Donation	11,499	0
Dairy sheep income	3,715	0
Dairy sheep expenses	<u>(4,825)</u>	<u>0</u>
Balance, end of year	<u>\$ 10,389</u>	<u>\$ 0</u>

12. MEMBERSHIP FEES

During the year, the organization paid the following industry membership fees:

	2024	2023
Animal Care Initiatives	\$ 7,865	\$ 7,800
General Farm Organizations	3,772	5,382
Provincial Commodity Discussion/Lobby Groups	2,625	3,100
Animal Health Initiatives	1,170	1,100
Meat and Poultry Ontario	1,350	600
Livestock Research Innovation Corporation	250	250
Agricultural Adaptation Council	<u>150</u>	<u>150</u>
	<u>\$ 17,182</u>	<u>\$ 18,382</u>

13. INTERFUND TRANSFERS

The board of directors approved a transfer of \$0 (2023 - \$141,202) from the Special Project Fund to the Operational Reserve Fund.

Additionally, the board of directors approved a transfer of \$10,000 (2023 - \$0) from the Operational Reserve Fund to the Operating Fund and a transfer of \$0 (2023 - \$108,000) from the Operating Fund to the Special Project Fund. The Special Project Fund will be used to leverage funds to build a three to five year marketing program for lamb, partner with processors to gain market intelligence and develop the Sheep Institute.

14. COMMITMENTS

The organization is committed to minimum monthly rental payments of \$1,491 plus HST for its premises.

15. CONTINGENT LIABILITIES

In the normal course of its operations, the organization is subject to various litigations and claims. The ultimate outcome of these claims cannot be determined at this time. However, the organization's management believes that the ultimate disposition of these matters will not have a material adverse effect on its financial position.

ONTARIO SHEEP MARKETING AGENCY
 (Operating as "Ontario Sheep Farmers")
 NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEAR ENDED AUGUST 31, 2024

16. PRIOR PERIOD ADJUSTMENT

An adjustment in the amount of \$99,215 was made to the prior year figures to record exemptions in the correct fiscal year. The result of this correction was a decrease to accounts receivable, operating fund - unrestricted and license fees revenue.

ONTARIO SHEEP MARKETING AGENCY
 (Operating as "Ontario Sheep Farmers")
 SCHEDULE 1 - OFFICE EXPENSE
 FOR THE YEAR ENDED AUGUST 31, 2024

	2024	2023
Computer maintenance and supplies	\$ 16,043	\$ 19,703
Supplies and rentals	10,555	7,485
Postage	8,058	8,930
Telephone	6,034	6,876
Bank charges and interest	2,623	(7,211)
Miscellaneous	1,672	2,429
	<u>\$ 44,985</u>	<u>\$ 38,212</u>

SCHEDULE 2 - OCCUPANCY EXPENSE
 FOR THE YEAR ENDED AUGUST 31, 2024

	2024	2023
Rent	\$ 17,887	\$ 21,673
Insurance	8,052	7,901
Building equipment and maintenance	6,000	5,900
Security	539	656
	<u>\$ 32,478</u>	<u>\$ 36,130</u>

Celebrating the 2025 OSF Photo Contest Winners

Ontario sheep farmers continue to demonstrate their skill in capturing everyday moments on their farms through the annual OSF Photo Contest. This initiative invites members to share photos showcasing their flocks, farm activities, and wool production, offering a glimpse into the life of sheep farming in Ontario.

We are pleased to announce the winners of the 2025 contest. Thank you to everyone who participated, and congratulations to this year's winners! These photos will be featured in OSF's printed and digital materials throughout the year.



Overall Winner Jennifer Burrows



Flock Shots: Olivia Sisson



All About Wool: Lisa Ernewein



Sheep Farmers: Andrea Riddell



Fan Favourite: Laura Mosley

*Around the Sheep Farm:
Cynthia Kretschmann*





Western professor Joshua Pearce collaborated with professional shepherd Rafael Lara on a study that shows the profitability of “solar” sheep, raised specifically to trim grass and weeds under traditional solar panels or agrivoltaic arrays. Lara, who studied animal science at Universidade de São Paulo in Brazil, owns and operates The Lara Costa farm with his wife Gabriella in Vittoria, Ont. (Rafael Lara)

Grazing ‘Solar’ Sheep Offer Lucrative Solution For Farmers, Western Research Shows

Agrivoltaics Paired With Sheep Production Makes Nearly 100 Per Cent Of Land Grazable

By Jeff Renaud, Western News

While herding sheep is an age-old adage for leadership, breeding and raising sheep is where the money is, according to a new study led by Western researchers.

But not just any sheep. Far more profitable are “solar” sheep, raised specifically to trim grass and weeds under traditional solar panels or agrivoltaic arrays. Agrivoltaics is a portmanteau for agriculture and photovoltaics, more commonly known as solar panels, and describes the simultaneous use of farmland for agriculture and solar energy production.

The study, led by engineering and Ivey Business School professor Joshua

Pearce, shows utilizing sheep on solar farms was not only lucrative for farmers but offered a promising path forward to augment agriculture with solar technology. The findings were published by the high impact journal Applied Energy.

“Agrivoltaic sheep are a simple and easy solution for the co-existence of agriculture and solar energy on Canadian farms. The sheep like the shade, plus the solar panels increase grass yield and protect sheep from predators,” said Pearce, Western’s John M. Thompson Chair in Innovation. “Conversely, sheep eliminate the need for herbicides or costly grass cutting on the solar farms. And shepherds

have a guaranteed source of revenue. Everyone wins.”

Despite steady growth and early adopters for agrivoltaics, the study describes enormous untapped potential in Canada for breeding sheep at both traditional and agrivoltaic farms. Canada currently imports more than \$250 million worth of mutton and lamb annually.

“Canada had an early start in North America in sheep-based agrivoltaics, where sheep would be brought in to trim the grass on large-scale solar farms,” said Pearce. “Now the U.S. is all

Continued on page 22.

in. Texas tripled their sheep population with agrivoltaics while Canada has fallen behind."

Sheep, Solar Panels are 'Strategic Partnership'

Pearce collaborated with professional shepherd Rafael Lara, who owns and operates The Lara Costa farm with his wife Gabriella in Vittoria, Ont. The Lara Costa is a multifaceted corporation that specializes in vegetation management for solar farms, where sheep are used for natural grazing, contributing to both sustainability and agricultural innovation.

"The strategic partnership between sheep production and solar farms is certainly one of the most fantastic alternatives for the growth of both the sheep industry and for clean electricity production through solar panels," said Lara, who studied animal science at Universidade de São Paulo in Brazil.

Lara, a director of Ontario Sheep Farmers, manages nearly 2,000 acres, utilizing more than 3,000 sheep. Having installed solar technology infrastructure across his farmland, Lara can attest that land maintained by sheep performs better than traditional pastures.

"The soil's productive potential is higher than that of a regular pasture

in the same area," said Lara. "Partial shading of the pasture also contributes to moisture retention, improving its resilience to climatic extremes."

Using solar farms for lamb production also increases shade for the animals, makes nearly 100 per cent of the land grazable and, as a byproduct, provides high-quality perimeter fencing and 24-hour surveillance cameras for farm security.

In a 2022 study, which supports the new research, Pearce and Robert Handler from Michigan Tech University showed sheep are the most eco-friendly way to manage vegetation for solar farms.

The research team, which also included Western alum Adam Gasch, designed and conducted a number of case studies for the new study. One case was a small-scale, family-owned farm with a 200-kilowatt solar panel system generating 262,430 kilowatt hours per year, or enough electricity to power 25 homes. A large-scale industrial solar farm with a 465-megawatt (MW) photovoltaic network generating – enough electricity to power more than 150,000 homes – was also investigated.

"This is the first study to take a hard look at the economics of breeding sheep and it shows modern day shepherds are actually doing really well financially," said Pearce.

Enormous Moneymaking Potential

Pearce and his collaborators also examined the financial impact of breeding ewes (female sheep) for lambs on the farm compared to purchasing lambs from auction.

In every case, the earnings for shepherds before interest, tax, depreciation and amortization are higher than agriculture industry standards. This is a direct result of the increased and reliable revenue source of grazing services. The return on investments for the breeding ewe model ranges from 16 to 31 per cent and the auction model from 22 to 43 per cent. While the auction model offers greater potential return on investment, the breeding model exhibits higher earning margins, reflecting trade-offs between operational efficiency and initial investments.

Regardless, sheep doing what sheep do best – eating greens – can make lots of cash for shepherds.

"There is an enormous opportunity to return millions of dollars currently used to import lamb back to Canadian farmers, if we simply started using the grass under solar panels," said Pearce. **OSN**



The Lara Costa farm demonstrates how sheep provide prime vegetation maintenance on solar farms, reaching areas where machines cannot. (Rafael Lara)

Proposed Changes to the Milk Act to Include Adding Sheep Milk

The government is proposing changes to the Milk Act that will include adding sheep milk under the Act and developing new regulations for sheep milk production, transport, and processing. Today, sheep milk producers are regulated under the Public Health Act, which does not have an extensive regulatory or inspection regime. The changes proposed by the government will address, “inconsistent regulatory oversight of milk in Ontario”.

OSF is working with the Dairy Sheep Co-operative to coordinate a response from sheep milk producers to the proposed changes to the Milk Act. OSF would like to hear from producers who are milking sheep and have questions or concerns about the proposed changes to the regulatory environment. If you haven't already had the opportunity to discuss these changes, please contact Erin Morgan at emorgan@ontariosheep.org or 519-831-0850.

There will also be a presentation from Phillip Wilman, Raw Milk Quality Program Coordinator from OMAFA, on the Milk Act and the compliance experience of goat milk producers at the **Dairy Sheep Symposium on March 25th in Floradale.**



JOIN US AT THE

2025 DAIRY SHEEP SYMPOSIUM

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PARTICIPANT FEE \$20.00

Date & Location:
Tuesday, March 25th, 2025
10am - 4pm
22 Florapine Rd, Floradale, ON, N0B 1V0

OntarioSheep.org/Events
Tel: 519 836 0043 | Email: admin@ontariosheep.org

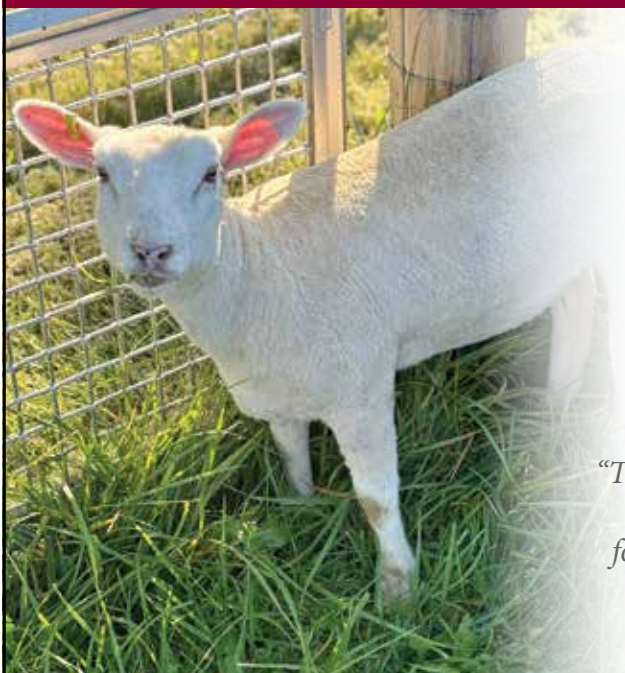


To read more about these changes, please visit OntarioSheep.org/industry-news and click the QR code to view the official proposal and further information and resources. **OSN**



SAVE THE DATE - OSF Field Day

ORONO FAIRGROUNDS • JULY 24, 2025



Informative demos

Product launches

Trade show

Food, networking and more!

“The LFO Field Day and the Sheep Focus are great templates for a hands-on sheep education day and OSF is looking forward to a collaborative event, working with our partners at the LFO and OMAFA to build on their early success.”

~Art Alblas, OSF Chair

OSF and Foodland Ontario Annual Lamb Sales Audits

Ontario Sheep Farmers and Foodland Ontario have partnered to perform annual audits of lamb sales in over 300 grocery stores that include 20 different retailers. The audit does not include any butcher shops, small specialty grocers or delis because this is a service offered by Foodland to monitor prices and volumes at grocery stores to other commodities as well. The audit was performed four times - twice prior to Easter and twice in the fall just before Christmas beginning in fall 2022. In each store, Foodland gathered data on 8 specific cuts of lamb in both the service case (butcher counter) and meat case in each store.

The audit reviewed the brands of meat available for sale, the cost of each cut, the number of packages in the case and whether there was any product of origin branding.


The chart below shows where the various brands/countries of origin are mainly sold:

The Lamb Tonight/Sun Gold brand is lamb from Alberta. "Conventional

banners" refers to the stores under the top grocery retailers that are not considered discounts stores (Loblaws, Zehrs, Metro, Sobeys, Foodland, Longo's, Walmart, etc.)

Continued on page 26.


Brand / Point of Origin	Banners Selling
Australia	Loblaw Banners- Fortinos, Loblaws, No Frills, Valu-mart, Your Independent Grocers, Zehrs
Lamb Tonight/Sun Gold	Sobeys, Foodland (not FreshCo)
New Zealand	Loblaw, Sobeys, and Metro Banners including Discount Some independents
Ontario	Conventional banners (not discount) Some independents



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CHECK EATING FREQUENCY
ASCERTAIN IF IN HEAT
DETERMINE BREEDING ADEQUACY
REVIEW ACTIVITY AMOUNT
OBSERVE GROWTH RATES

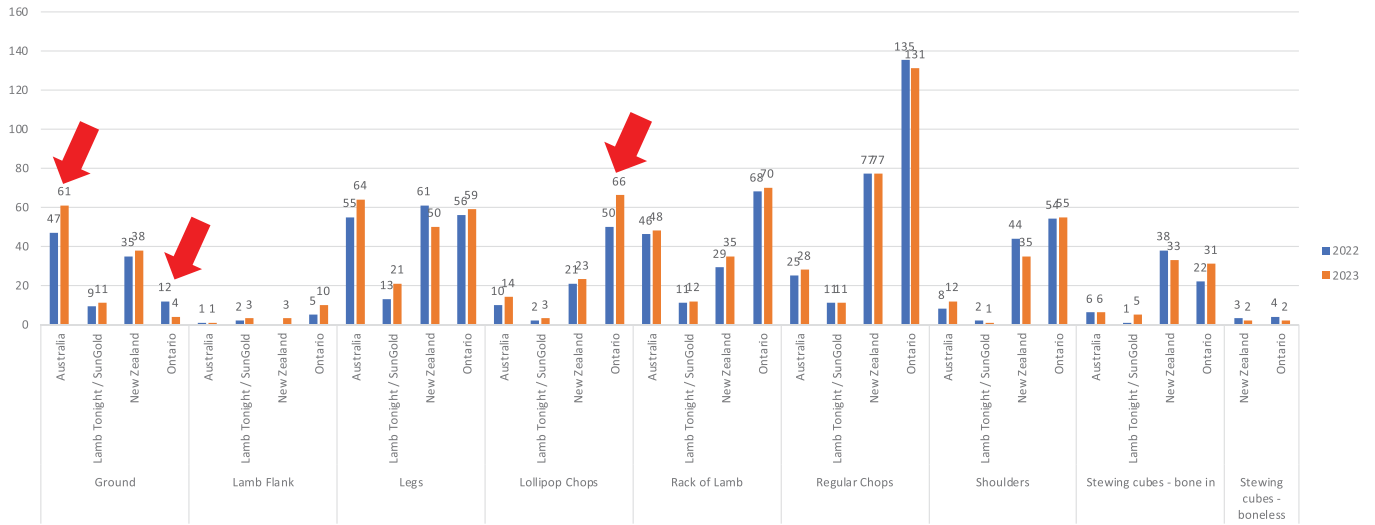
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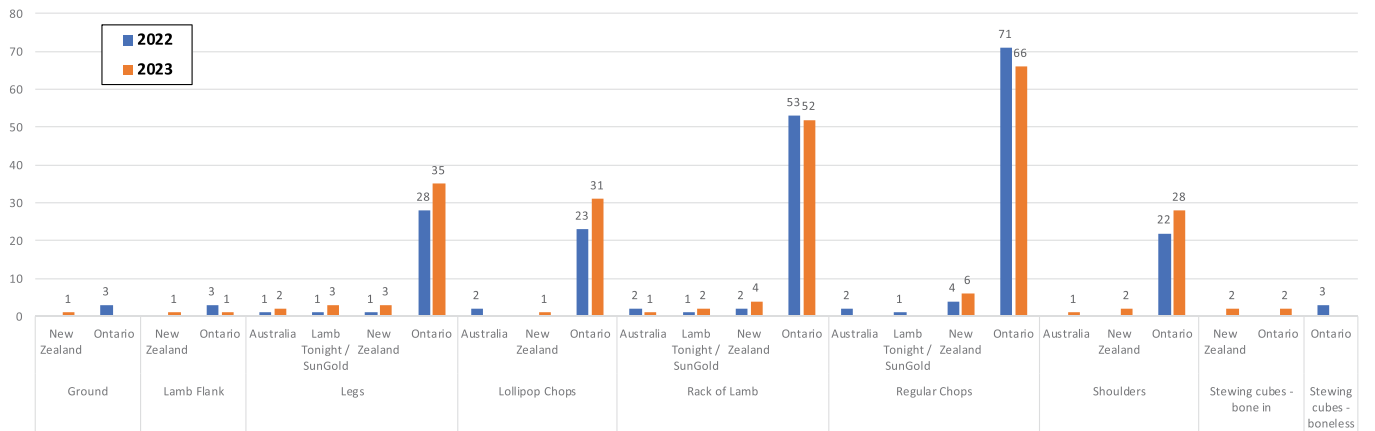
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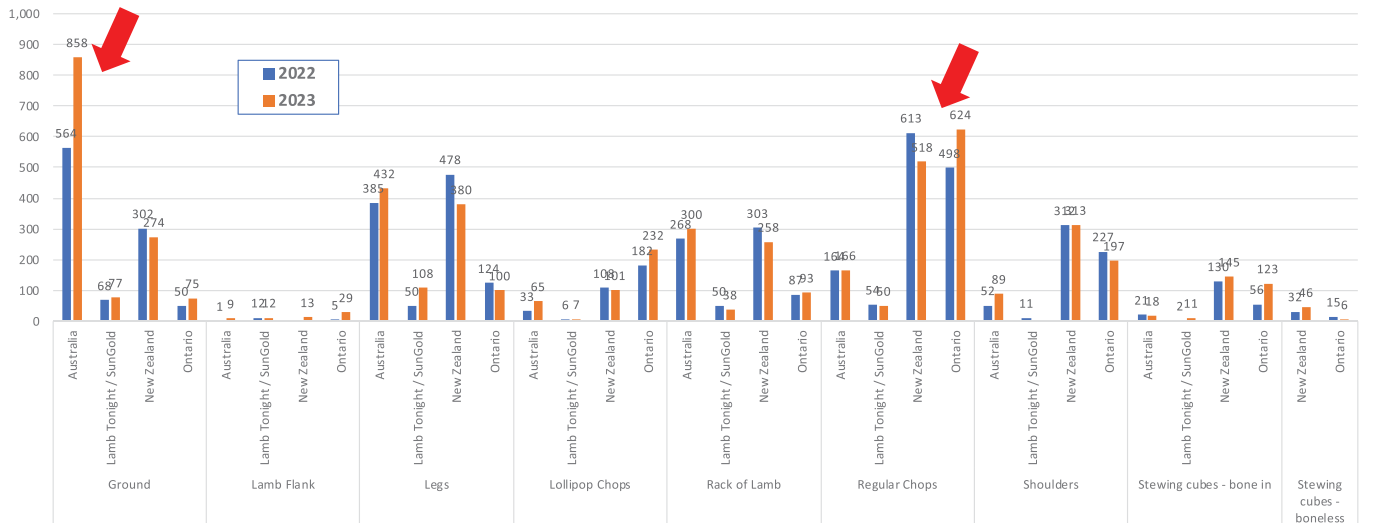
At these two holiday times of year, the number of stores carrying lamb in their meat case was consistent year over year. This chart highlights the number of stores carrying each cut and the country/province of origin of the lamb at Easter time in 2022 and 2023:

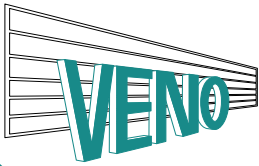


Here is the same graph comparing the number of stores carrying lamb in their service case (butcher counter) at the same time of year in 2022 and 2023:



The following chart shows the quantities of product in the meat case:





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Feeding racks, hanging or attached on a wall



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Processor Links

Connecting farmers and processors

Important Update

Attention Farmers!

Don't miss out on free help to book processing services.

Ontario Sheep, AgSights and MPO have partnered with Beef Farmers of Ontario to share availability with farmers and help fill open spots efficiently.

If you need to sign-up to take advantage of this free support, please contact AgSights today. This service is here to find efficiency in managing wait lists and filling space.



1-855-246-2333 | processorlinks@agsights.com



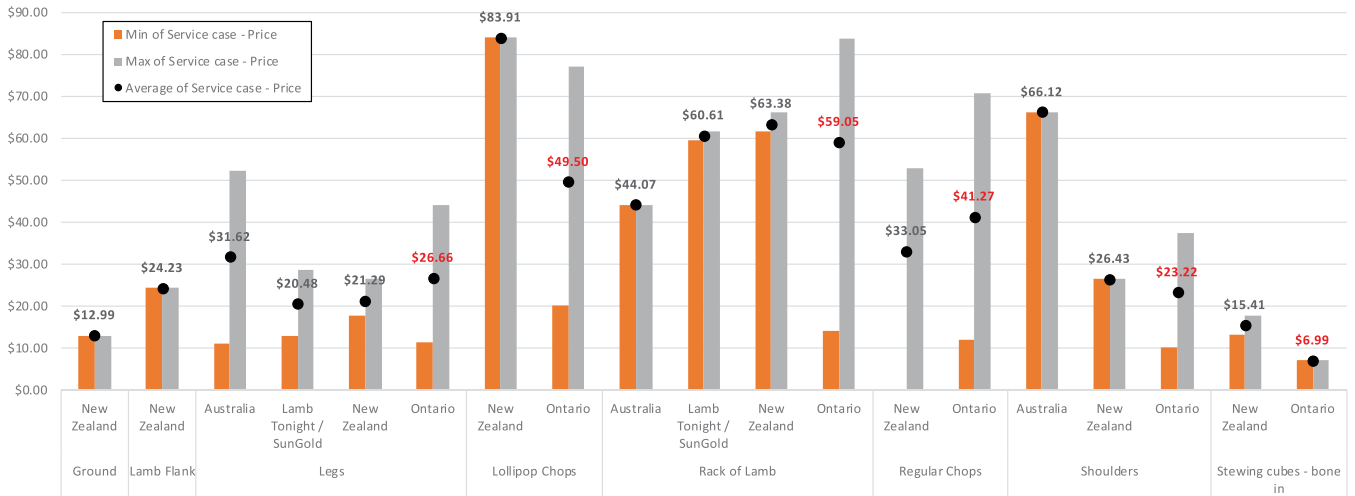
When comparing pricing in the meat case, Ontario is sold at a premium to all other origins for the premium cuts. The next highest priced lamb is Australian or Sun Gold product, with New Zealand lamb sold at the lowest price across all premium cuts.

2023 Price per KG at Easter in the meat case:



The service case has fewer options and for lower priced ground, flank and stewing cuts. In the service case, Ontario lamb was not always the highest priced product.

2023 Price per KG at Easter in the service case:



The final evaluation done was on branding and whether stores utilize Foodland Ontario or other Ontario branding/identification on products in the service or meat case other than the information on the product SKU alone. There were certain grocery banners that utilized Ontario branding the most and these included Longo's (over 30 stores), Fortinos (over 30 stores) and Loblaws (15 stores). Overall, only 30% of stores use Ontario branding for their lamb so this is an opportunity for OSF and our retail partners to improve product identification for our customers in the future. **OSN**



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Competitive Edge Lamb 22-22-28

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www.ontariosheep.org/wool-map

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SheepBytes ration balancer is web-based software designed for effectively managing nutrition for all types of sheep. Breeding flock owners, feedlot managers and nutritional consultants, across Canada, and internationally, are using SheepBytes to take the guesswork out of balancing cost-effective rations.

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PRODUCER/SHEEP OWNER LICENCE FEE REMITTANCE FORM (PRIVATE TREATY SALES)

Ontario's 3,000 sheep producers are represented by the Ontario Sheep Farmers organization. With a focus on profitability and sustainability, the organization works in the areas of advocacy, industry capacity, research and market development. The organization is funded through a check off (or licence fee) on lamb and sheep marketed in Ontario. Representing the sheep, lamb and wool industries, it was established in 1985 under the Ontario Farm Products Marketing Act. A compulsory check off (licence fee) of \$2.20 per head sold or slaughtered in Ontario is payable to the Ontario Sheep Farmers to fund projects and operations supporting the Ontario sheep marketplace. Visit our website (www.OntarioSheep.org) to see your licence fees at work.

Auction markets, livestock agents, and processors are to deduct the check off fee from the proceeds payable to a seller, and processors must also assess the licence fee in addition to the slaughter fee. This fee is applicable to each sale or slaughter transaction.

Private sales (i.e. a sheep owner to sheep owner sale, sales not done at an auction market, nor to an agent or processor) require licence fee self-assessment and reporting through this remittance form.

Ontario Sheep Farmers 130 Malcolm Road, Guelph, Ontario N1K 1B1

SHEEP/LAMB: FEE IS \$2.20 PER HEAD PLUS 13% HST

Producer # _____ Name: _____

Address: _____

City: _____ Prov.: _____ Postal Code: _____

Date of Sale: _____ Date Remitted: _____

of sheep/lamb sold: _____ Lic. Fees (x \$2.20=) \$ _____

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HST# 107800823

Plus 13% HST \$ _____

TOTAL REMITTED \$ _____

GENETIC AND HEALTH PROGRAM ENROLLMENT LISTING

If you have questions, concerns, or would like more information about these programs please contact the Ontario Sheep office at (519) 836-0043 or email admin@ontariosheep.org.

CURRENT PRODUCERS ENROLLED IN THE GENOVIS PROGRAM (AS OF JANUARY 2025)

4S Maple Lane Farm • Kimberly Schneider • (905) 404-7811	John & Holly Wallace • (519) 368-6540
5-Star Livestock and Farm Services Jen & Chris Vervoort • (519) 993-6413	Keiton Moffat • Keiton Moffat • (705) 295-4354
Allinbrook Farms • Neil Allin • (905) 983-5791	Kettle Crest Farm • Art & Sandra Alblas • (519) 637-0050
Asphodel Sheep Co • Todd Payne • (705) 875-5904	Kolgie Ltd • Maria Stock • (519) 275-4988
Breezy Ridge Farm • Philip & Elizabeth Smith • (905) 478-4280	Lamb Lady Farm • Shelagh Finn • (647) 932-7102
Brubacher Ovine • Earl Brubacher • (519) 321-8016	Lush Acres • Jenean & Jason Lush • (519) 538-2753
Burtwistle Sheep • Benjamin Burtwistle • (519) 280-0093	Maple Meadow Farms Colleen Acres & Dwayne Bazinet • (613) 826-2330
Cedar Creek Charollais • Ted & Joanne Skinner • (905) 263-2102	Parker Agriculture Ltd. • Jeanne Parker • (204) 730-0597
Cedar Grove Farm • Quintin Mc Ewen • (519) 949-4130	Q Farm • Vinod Gorantla • (416) 605-2469
Century Lane Farm • Robert & Shirley Graves • (613) 791-2656	Rising Oak Farm • Laura Mosley • (705) 305-9275
Circle R Livestock • Ryan & Romy Schill • (519) 669-4146	Rocky Lane Farm • Allison Brown • (705) 308-3284
Codan Suffolks • Bill & Lynne Duffield • (519) 899-2663	Shadow Ridge Acres • Zabrina Bielaskie • (613) 433-6199
Cowan Acres • Grant Cowan • (705) 796-2236	Schuyler Farms Ltd. • Brett Schuyler • (519) 427-9696
Craigmore Farm • Wayne Kreklewich • (416) 892-0664	Shepherd's Grove • Harv & Christine Berman • (519) 879-6579
Cursio Farms & Arkell Valley Frank & Ned Cursio • (519) 766-3378	Shillalah Farm • Florence Pullen • (519) 233-7896
Emke Livestock • Craig Emke • (519) 901-2519	Southgate Sheep Inc. • Jesse Bauman • (226) 752-7170
Ewenique Farm • Nathalie Labelle • (613) 290-5405	Stonehill Sheep • Paul Dick • (519) 794-3732
Fare Vewe Acres • Mark & Betty Bearinger • (519) 323-1760	Todd Sheep Company Inc. • Keith Todd • (519) 528-2650
Jim & Wendy Driscoll • (519) 638-5703	Tome Charollais • Nelson Tome • (416) 677-1862
G & L Brien • Gary & Luanne Brien • (519) 674-3846	Tulach Ard Farm • Sean McKenzie • (905) 786-2476
Gimlet Hill • Rob & Tracey Werry • (289) 385-6804	Twin Shores Farm • Brian Voith • (343) 364-4095
Greendale Farms • Tyler Jackson • (905) 655-4469	Wigmana Farms Ltd. • Dorothy Frankland • (519) 923-5974
Halfway Farms • Hiske MacKay • (519) 281-3725	Wooldrift Farm Chris Buschbeck & Axel Meister • (519) 538-2844
J & J Farms • Ross & Clementine Savasi • (705) 652-7477	

FLOCKS WHO HAVE ACHIEVED "A" STATUS ON THE MAEDI VISNA PROGRAM (AS OF JANUARY 2025)

Allinbrook Farms • Neil Allin • (905) 983-5791	Rider Ridge Ranch • Jill & Tim DeClark • (519) 644-0766
Cedar Creek Charollais • Ted & Joanne Skinner • (905) 263-2102	Rocky Lane Farm • Allison & Luke de Vos • (705) 308-3284
Cursio Farms and Arkell Valley Frank & Caitlin Cursio, Ned Curiso • (519) 766-3012	Shadow Ridge Acres • Zabrina Bielaskie • (613) 433-6199
Kettle Crest Farm • Art & Sandra Alblas • (519) 637-0050	Stonehill Sheep • Paul Dick • (519) 794-3732
Knollbrook Farms • James Masters • (519) 362-6444	Trailblaze Farm Perry, Sharon & Valerie Robinson • (519) 794-4837
Mark Martin Dairy Sheep • Mark & Rosena Martin • (519) 638 3644	
Robert Pennie • (705) 859-2671	

FLOCKS WHO HAVE ACHIEVED "B" STATUS ON THE MAEDI VISNA PROGRAM (AS OF JANUARY 2025)

Century Lane Farm • Robert & Shirley Graves • (613) 831-2656	Rainbow Woods • Eleanor & Sarah Reed • (705) 454-3167
Crow Hill Corriedales • Leslie Dymont • (705) 359-1376	Stitch and Steel Homestead Sam Sheehan & Andrew Sheehan • (647) 546-8906
Huron Grove Farms • Michael & Fraser Hodgson • (519) 918-4159	

FLOCKS WHO HAVE ACHIEVED "ENROLLED NEG" STATUS ON THE MAEDI VISNA PROGRAM (AS OF JANUARY 2025)

Lakeside Sheep Company • Frank Jongert • (519) 854-6258

SHEEP PRODUCERS ON THE SCRAPIE PROGRAM (AS OF JANUARY 2025)

Century Lane Farm • Robert & Shirley Graves • 1 Certified
Parker Agriculture Ltd. • Jeanne & Rob Parker • 1 Certified

WoolDrift Farm • Axel Meister • 1 Certified

For more information visit scrapiecanada.ca/vsfc/vsfc-enrolled-producers/.

THE 2025 ONTARIO LAMB MARKET CALENDAR

Date	Holiday	Consumption Preferences	Market Processor Needs	Public Auction Market Impact
January 6	Feast of the Epiphany (Christian)	Lamb is featured in many celebration meals.	Recently weaned and milk-fed lambs are preferred.	Lower market volumes generally.
January 7	Orthodox Christmas	Lamb is featured in many celebration meals.	Recently weaned and milk-fed lambs are preferred.	
January 29	Chinese New Year	Both mutton and lamb are used in a variety of dishes and is a favorite ingredient in hot pots.		Lower market volumes.
March			Easter holiday inventory buildup.	Growth in supply following winter, with Easter demand increase.
March 1 - 29	Ramadan (Islam) (daylight fasting)	Some celebrations will occur prior to start of Ramadan.	Weaned market lambs (60 - 90 lbs live weight)	A moderate market factor for week leading into Ramadan.
March 30-31	Eid al-Fitr (Islam) Festival of Fast-breaking	Celebrations occur during the fast break period which will feature lamb products.	Weaned market lambs 60 - 90 lbs liveweight. Lower demand for heavy lambs.	A moderate market factor for the week leading into Ramadan.
April 12-20	Passover (Pesach) Jewish	Traditionally must be processed under Kosher laws.	Healthy finished lambs. (up to 64 lbs live weight; ideally milk-fed and fat)	Steady market. A limited influence.
April 20	Western Easter	Roast lamb is a main dish in festival meals for Mediterranean (Italian, Portuguese, and Greek) heritages	Healthy young lambs. (under 60 pounds live weight; ideally milk-fed and fat). Number of lambs under 65 pounds begins to increase in the 3 weeks prior to Easter, and often peaks during the week before Easter. Number of 65-to-79-pound lambs will also increase during this time.	Higher market demand in the 2-to-3-week period preceding holiday. Check local auction schedules for "special" Easter sale dates. A peak sale period in the year.
April 20	Orthodox Easter	Roast lamb is a main dish in festival meals for Mediterranean (Italian, Portuguese, and Greek) heritages	Healthy young lambs. (under 60 pounds live weight; ideally milk-fed and fat). Number of lambs under 65 pounds begins to increase in the 3 weeks prior to Easter, and often peaks during the week before Easter. Volume of 65-to-79-pound lambs will also increase during this time.	Higher market demand in the 2-to-3-week period preceding holiday. Check local auction schedules for "special" Easter sale dates. A peak sale period in the year.
May		Start of barbeque season which more frequently featuring Ontario lamb.	Moderate demand. Processors see an increase in BBQ lamb demand from May to August.	Commonly higher supply and slightly higher but still moderate demand.
June 4 - 6	The Hajj (Islam)			
June 6 - 8	Eid al Adha (Festival of Sacrifice, Eid)	Eid, the festival of sacrifice, is one of the most important observances in the Islamic faith. (This may be referred to as Qurbani, though this refers to the actual act of animal processing.)	Lambs (70 - 110 lbs live weight) Desired weight differs across different communities. Lambs should be under a year of age and be unblemished. Some prefer lambs older than six months. Blemishes may include wounds, torn ears, or any physical unsoundness. Wethers and lambs with docked tails may not be acceptable to some buyers.	High market demand in period leading up to holiday. Peak demand is in week preceding holiday. Note: There is a high activity level of private holiday sales sought by families for this important celebration.
June 26	Muharram (Islamic New Year)	The Islamic New Year is the first day of the Muslim calendar. Mutton is often served as the main course for this holiday meal.	There is no preferred weight for this holiday, although animals should appear healthy.	Steady market. A limited influencer.
September 6	Mawlid al-Nabi (Birthday of the Prophet Muhammad)			
September 22 - 24	Rosh Hashanah Jewish New Year	Lamb is a tradition or symbol of a new beginning.	Forequarters from weaned market lambs (60 - 109 lbs live weight)	Steady market. A limited influencer.
October 13	Thanksgiving	Lamb is an alternative to turkey.	Steady demand with slow year over year consumer demand increase.	Steady market. A limited influencer.
November		Stew/casserole are growing in seasonal popularity.	Lower but steady demand during transition from Thanksgiving into Christmas period.	Lower market volumes.
December 14 -22	Hanukkah (Festival of Rededication) Jewish	Traditionally meats must be processed according to Kosher law.	Healthy heavy lambs. (up to 100 lbs live weight)	Usually occurs close to Christian Christmas which leads to high demand.
December 25	Christmas Day to New Year (Christian)	Lamb is a feature at Christmas parties (lamb-pops, spiedini, roasts). Leg of lamb, stews and curries are food staples.	Lambs should be freshly weaned (milk fed), up to 80 lbs, and not older than 3 months of age. Out-of-season breeding is required to produce the favoured type of lamb for this market. Cull sheep are popular for stew and curry.	Higher market demand in 2 to 3-week period preceding holiday. A peak sale period of the year.

This calendar and the 5 year calendar is also available on the OSF website at www.ontariosheep.org/religious-ethnic-market-calendar.

District Contacts

Look for your district news and events in the Messenger or on the website.

District 1

Counties of Essex, Kent, Lambton, Middlesex, and Elgin

Director	Art Alblas	519.637.0050
Chair	Andrew Pearson	519.301.6875
Vice Chair	Jeff Swain	519.466.0984
Secretary	Kacey Wilson	519.521.6742
Treasurer	Jennifer Van Hooydork	519.520.7970

District 2

Counties of Grey and Bruce

Director	Jay Lennox	519.374.4055
Chair	Jason Emke	519.379.8778
Vice Chair	Petra Aeberhard	519.655.2017
Secretary	Dennis Thompson	519.881.3174
Treasurer	Steve Ernewein	519.392.8624

District 3

Counties of Huron, Perth, Waterloo and Oxford

Director	Keith Todd	519.528.2650
Chair	Susan Martin	519.669.8066
Vice Chair	Ron Follings	519.625.8809
Secretary	Cynthia Kretschmann	519.272.3907
Treasurer	Rick Zimak	519.284.0533

District 4

County of Brant, Regional Municipalities of Hamilton-Wentworth, Haldimand-Norfolk and Niagara

Director	Rafael Lara	226.622.8097
Chair	Jay Mycroft	905.957.1114
Secretary	Vacant	
Treasurer	Monica Roberts	519.755.7487

District 5

Counties of Wellington and Dufferin and the Regional Municipalities of Halton and Peel

Director	Ryan Schill	519.669.4146
Chair	Mike Swidersky	519-370-8586
Vice Chair	Heather Little	519.939.0408
Secretary	Romy Schill	519.699.4146
Treasurer	Bill McCutcheon	519.766.7905

District 6

County of Simcoe, District Municipality of Muskoka and the District of Parry Sound

Director	Grant Cowan	705.436.2236
Chair	Rachel Brooks	705.828.0059
Vice Chair	Dean Keranovic	647.889.6785

District 7

City of Toronto, Regional Municipalities of York and Durham, City of Kawartha Lakes, and Counties of Peterborough and Northumberland

Director	Ken Lamb	905.985.4247
Chair	Kim Schneider	905.404.7811
Vice Chair	Allison de Vos	705.308.3284
Secretary	Tracey Werry	289.385.6804
Treasurer	Jenny Carnaghan	905.261.1658

District 8

Counties of Lennox and Addington, Hastings, Prince Edward, Frontenac and Leeds

Director	Karen Davis	613.532.3347
Chair	Phil Botden	613.358.2676
Vice Chair	Brad Davis	613.561.7731
Secretary	Kayleigh Graham	289.355.9947
Treasurer	Krystyna Dallaire	613.312.7905

District 9

Counties of Renfrew and Lanark, and the Township of West Carleton and the City of Kanata in the Regional Municipality of Ottawa-Carleton

Director	Wesley Godden	647.244.4768
Chair	Kim Groskleg	613.717.3795
Vice-Chair	Shanna Armstrong	613.433.8255
Secretary	Charlotte MacKay	613.281.7570
Treasurer	Zabrina Bielaski	613.433.6199

District 10

Counties of Russell, Prescott, Glengarry Stormont, Dundas and Grenville, and the Regional Municipality of Ottawa-Carleton, except the Township of West Carleton and the City of Kanata

Director	Devon Wensink	613.330.8014
Chair	Colleen Acres	613.826.2330
Vice Chair	Fred Baker	613.327.8508
Secretary	Yvonne Seeley	613.330.0272
Treasurer	Sarah Jean Campbell	613.330.8014

District 11

Districts of Kenora, Rainy River, Thunder Bay, Cochrane, Algoma, Sudbury, Temiskaming, Nipissing and Manitoulin

Director	Jenna Wight	705.622.1774
Chair	Colleen Allooi	705.248.3287
Vice Chair	Ryan Klapwyk	705.648.4432
Secretary	Trudy Reid	807.935.3224

OSN

Auction Markets and Abattoirs

ABATTOIRS		
NAME	CITY	PHONE NO
Abattoir LeFavre Inc.	Lefavre	(613) 679-4698
Afghan Halal Meat Suppliers	Schomberg	(416) 894-1802
Agram 2005 Meats Inc.	Georgetown	(905) 877-6082
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Bachert Meats	Walton	(519) 887-9328
Belle Vallee Meats & Abattoir	Belle Vallee	(705) 647-7419
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*Bilal Farms Inc.	Clarence Creek	(613) 488-2268
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Brian Quinn's Meats Ltd.	Yarker	(613) 377-6430
Burt Farm Country Meats	Gore Bay	(705) 282-0328
Caledon Halal Meat Packers	Bolton	(905) 880-9888
Charles Quality Meats Ltd.	St. Agatha	(519) 886-7931
Cloverbelt Country Meats Co-operative	Oxdrift	(807) 937-6716
Cole Bros. Meat Processing	Picton	(613) 476-6955
Country Fresh Packers	Tilbury	(519) 682-2222
Creative Meats	Warren	(705) 967-2006
Desormeaux Slaughter-house & Meats Inc.	Crysler	(613) 987-2148
Dresden Meat Packers Ltd.	Dresden	(519) 683-2585
Dufferin County Meats	Amaranth	(519) 939-8068
Elora Road Meats	Mildmay	(519) 367-2261
Ewe Dell Family Farm	Woodslee	(519) 723-4456
Farmersville Community Abattoir	Athens	(613) 924-0400
Gord's Abattoir Ltd.	Leamington	(519) 326-2503
Green's Meat Market & Abattoir Ltd.	Wingham	(519) 357-2912
Grey County Meats	Maxwell	(519) 922-2400
Hank De Koning Ltd.	Port Dover	(519) 583-0115
Harriston Packing Company Ltd.	Harriston	(519) 338-3330
Hastings Meat Market	Stirling	(613) 395-0505
Hay's Custom Cutting Ltd.	Campbellford	(705) 653-3388
Henderson Meats	Chesterville	(613) 448-3471
Highgate Tender Meats Ltd.	Highgate	(519) 678-3383
Highland Packers Ltd.	Stoney Creek	(905) 662-8396
Hilts Butcher Shop Ltd.	Norwood	(705) 696-2172
J.J. Meat Distributing Inc.	Schomberg	(905) 859-1540
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Millgrove Packers Ltd.	Waterdown	(905) 689-6184
Mr. Beef Inc.	Pakenham	(613) 624-5222
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NAME	CITY	PHONE NO
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Stayner Meat Packers Ltd.	Stayner	(705) 428-3006
Taylor's Custom Meats	Roseneath	(905) 352-2367
Teals Pure Pork Sausage	Waterford	(519) 443-8844
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Townsend Butchers	Simcoe	(519) 426-6750
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Willie's Meats Ltd.	Troy	(519) 647-3160
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Zehr's Country Market	Dashwood	(519) 237-3668

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Brussels Livestock Exchange	42857 Newry Road, RR 3	Brussels	(519) 887-6461
D.H. Hickson Ltd.	2508 County Road 8, RR 5	Campbellford	(705) 653-3660
Denfield Livestock Exchange Inc.	12952 Sixteen Mile Road, RR 2	Denfield	(519) 666-1140
Embrun Livestock Exchange Ltd.	1643 Salebarn Road,	Greely	(613) 821-2634
Hagersville Auction Centre	97 First Line, RR 6	Hagersville	(905) 768-5601
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Keady Livestock Market Ltd.	117012 Grey Road 3, RR 4	Tara	(519) 934-2339
Ontario Livestock Exchange Inc.	856 Weber Street N,	Waterloo	(519) 884-2082
Ontario Stockyards Inc.	3807 Highway 89,	Cookstown	(705) 458-4000
Renfrew-Pontiac Livestock Ltd.	18156 Highway 17, RR 3	Cobden	(613) 646-7335
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