



Agriculture in Saskatchewan Value Added Opportunities

Presented by the Saskatchewan Ministry of Agriculture

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Agriculture in Saskatchewan

Saskatchewan ...

- Has 42% of Canada's agricultural land = 18.2 M hectares
- Is home to 37,000 farms; average farm size is 586 hectares
- Is Canada's top agri-food exporter
- Agri-food exports reached a record \$15.3 billion in 2015, accounting for nearly half of all provincial exports
- Has 1/3 of Canada's cow herd
- Significant exports to 15 countries



Saskatchewan: Feeding the world

Top Five Export Markets:

1. The United States - \$4.0 billion
2. China - \$2.4 billion
3. India - \$1.5 billion
4. Japan - \$882 million
5. Mexico - \$626 million



We grow a diversity of crops ...



Cereals



Pulses



Canola, mustard

Hemp



Canaryseed

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Quinoa

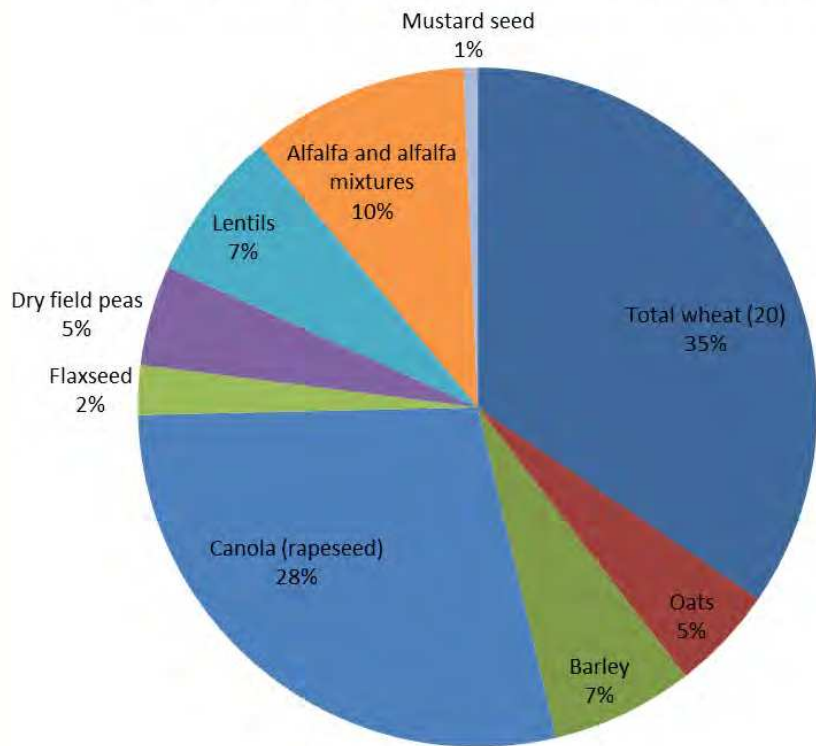


Superfruits

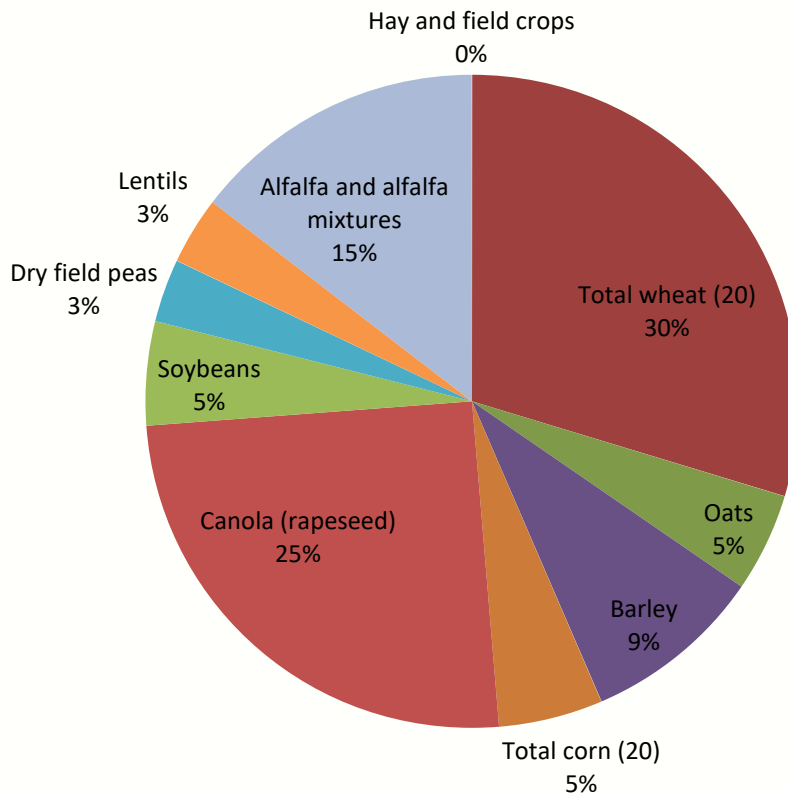


Flax

Farmland distribution in Saskatchewan



Farmland distribution in Canada



Data source: Statistics Canada

Definition of value added agriculture?

- Any activity that increases the value of Saskatchewan grown products above commodity price levels
 1. Saskatchewan grown products include food, feed, livestock and bio-products
 2. Requires modification (transformation) of raw commodity, not simply cleaning and bagging
 3. Results in quantifiable economic impact (contribution to GDP, retail / export focused)



Opportunities in Value Added

- Pea processing for starch and protein fractions
- Cereal processing for flour or malt
- Livestock processing, beef, hogs, lamb
- Oilseed processing for canola vegetable oil, mustard
- Other crops, potatoes, berries, carrots
- Food manufacturing ingredients



Example - Pea Processing in Saskatchewan

Advantages ...

- Close to source
 - Large quantity of high quality pea supply available
 - Minimizes delays due to regulations and logistics
 - Shortens time between procurement and processing
 - More profitable as closer to North American markets
- Province has low taxes and a business-friendly environment
- Research support: including scientists working in pulse ingredient fractionation, isolates and their diverse uses (from health, to pet food, to industrial applications)
- Timing is right to invest in pea processing in Saskatchewan
- Existing pea processing competition is minimal, especially for wet processing



Pea Processing Opportunity

- Pea ingredients include:
 - Proteins (isolates and concentrates) ~24 g/100 g
 - Soluble and insoluble fibre ~17 g/100 g
 - Starches and sugars ~25 g / 100 g
- Many uses:
 - Beverage formulations, health drinks
 - Snacks
 - Protein supplements
 - Non-meat protein option
 - Pet food
 - Starches (flour) for noodles
 - Starches for industrial uses (mining, oil and gas drilling)
 - Fibres for functional foods
 - Non-gluten, non-soy



Value Added Support Services

- Saskatchewan provides support services for new investors to build, acquire or invest in value added processing in the province.
- The Value Added Team will assist you in ensuring you find a good site and work with you to obtain all the information and costing services you need, including Water, Rail, Roads, Power, Natural Gas, Environment etc. to build your plant
- We can facilitate meetings with existing companies who may be interested in partnerships and joint operations.
- We can facilitate timely one on one meetings with the Crown Corporations who deliver these services



SaskWater

 **SaskPower**
Powering the future®

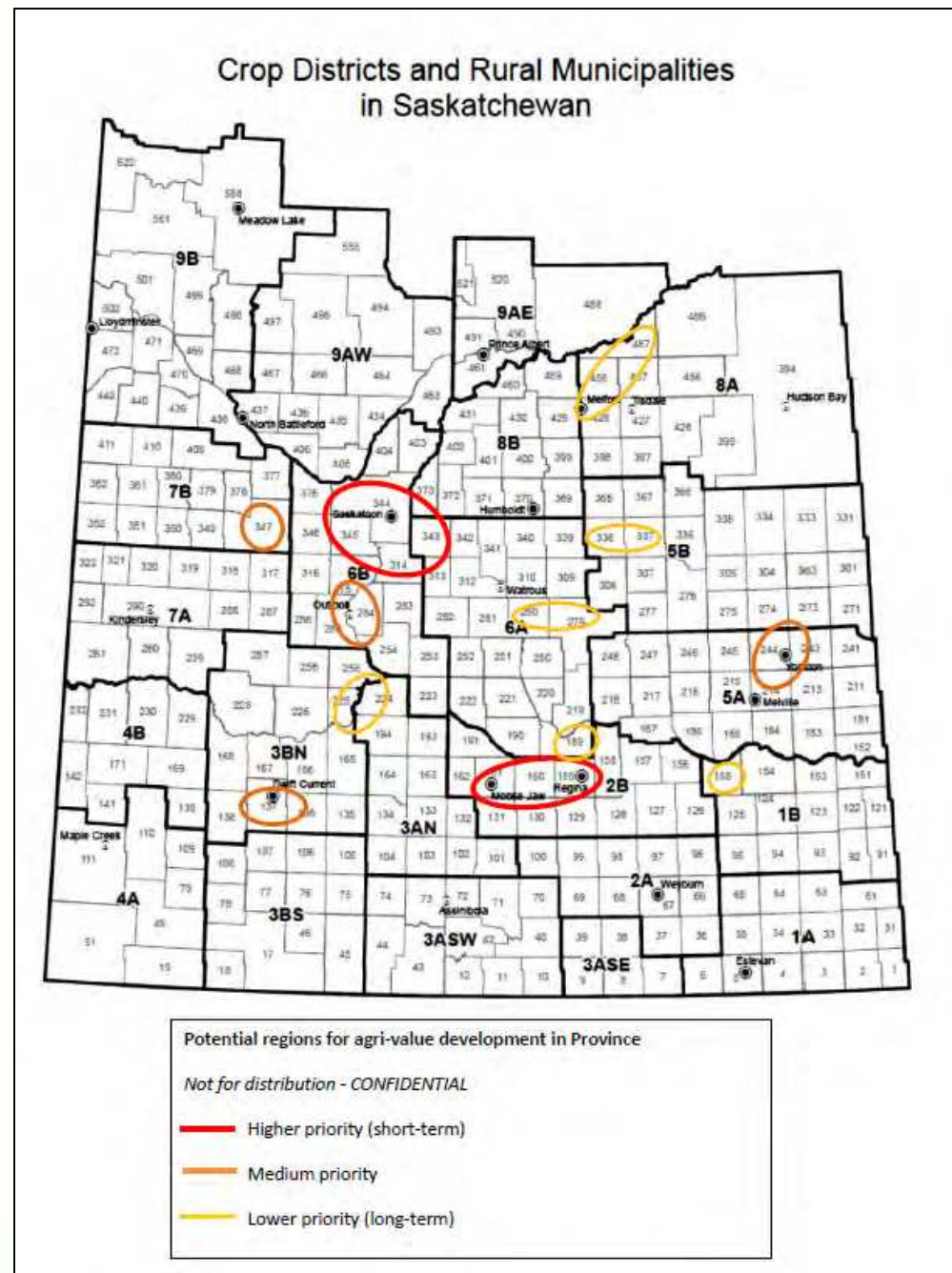
TransGas
YOUR LINK TO SUCCESS



Priority zones for development:

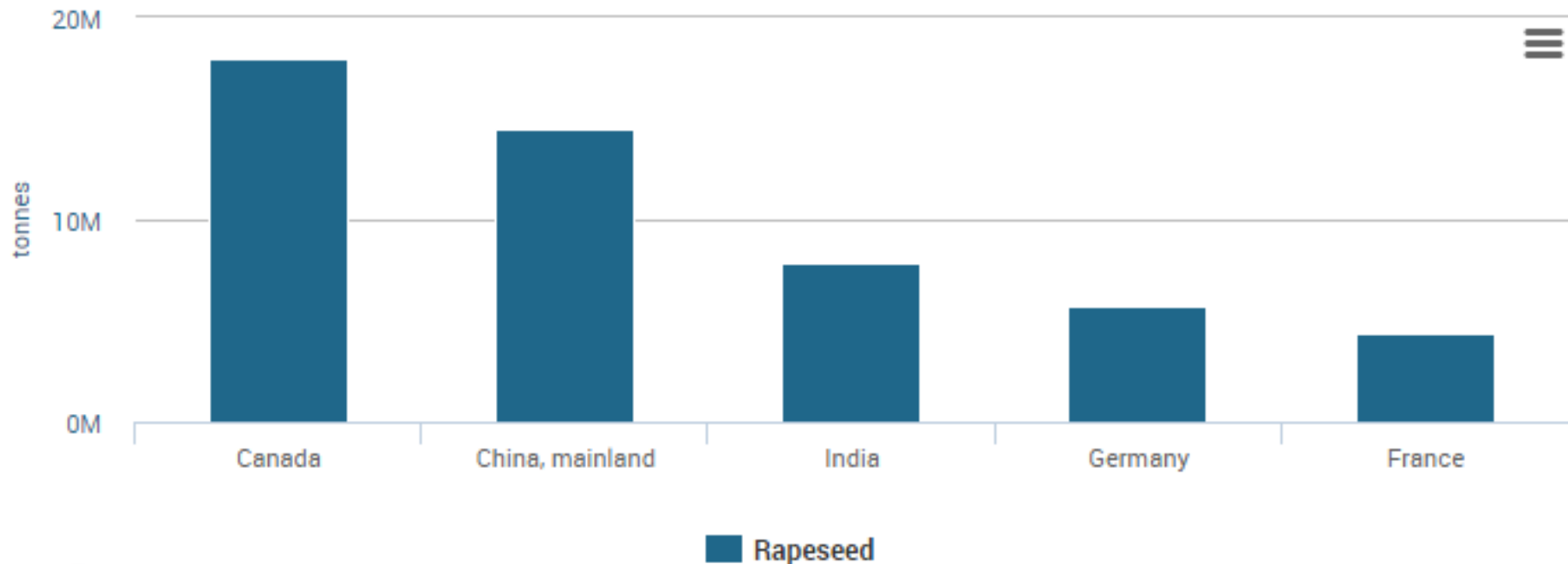
Considerations for development include:

- Main CP and CN rail lines
- Access to main highway for truck transport, access to Global Transportation Hub
- Proximity to a population base; labour
- Proximity to water source (potable and/or non-potable; sewer)
- Proximity to main SaskPower or TransGas source
- Location of potential competitors
- If there is already an established processor
- If within a municipality that welcomes processors (and provides tax exemptions)
- Proximity to commodity source being used



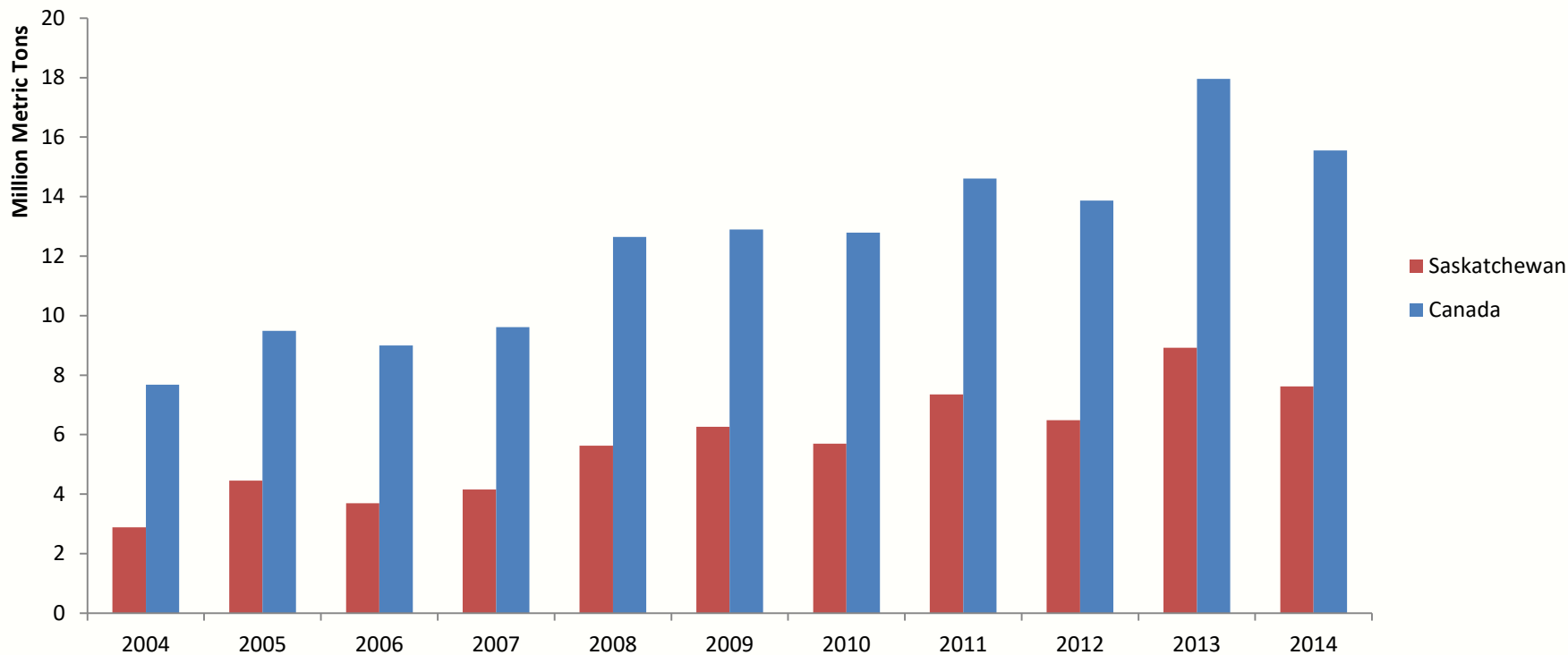
Saskatchewan. Endless Opportunity www.saskatchewan.ca

Canola Production Globally



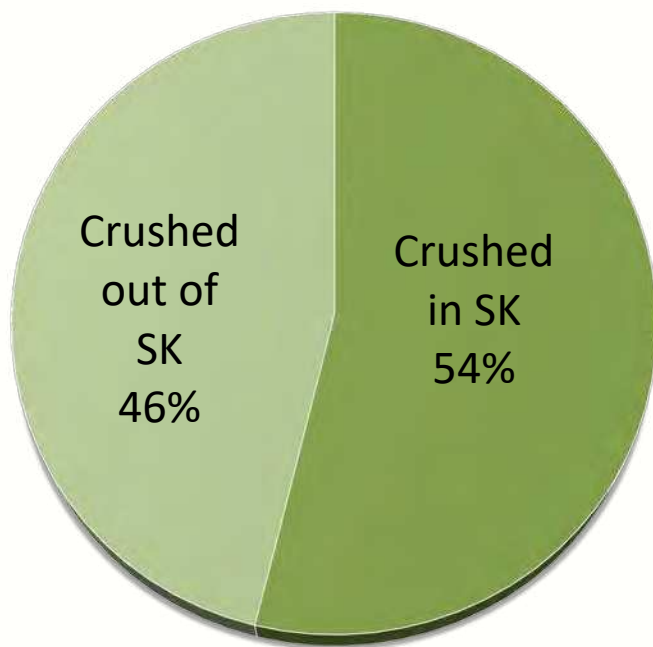
M = Million, k = Thousand

Canola Production in Canada & SK

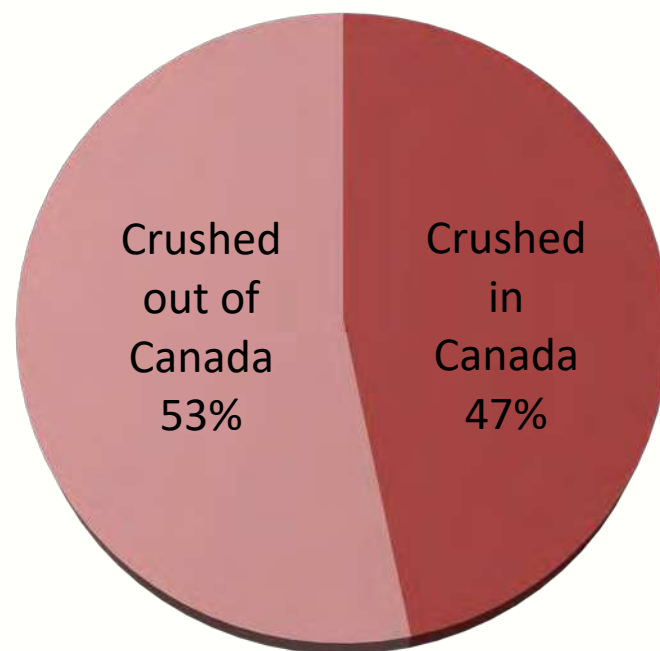


Canola Production and Processing in Canada and SK

Saskatchewan 2014



Canada 2014



Canola Production in Crop Districts (thousand tons)

