

In a nutshell, value-added agriculture is about creating final products that consumers are willing to pay more for.

This may sound simple, but there are many ways to add value to a raw good.

Value-Added Processing

This traditional type of value-added agriculture relates to the supply chain.

Think chickpeas...



In their raw form chickpeas can be sold as a commodity.



However, when chickpeas are processed into flour or preserved through canning, the finished product can then be sold to consumers for a premium.

Saskatchewan businesses are involved in a variety of value-added supply chain activities, including:

AGRI-FOOD

The Food Center in Saskatoon helps local companies add value through processing, creating over 800 agri-food products since inception. They provide training, expertise, and equipment to do anything from bagging chickpea flour to making artisan cheese, and many things in between.

Protein Industries Canada is a Saskatchewan based organization focused on positioning Canada as a leader in high quality plant protein and related products. Part of the Innovation Supercluster Initiative, the supercluster helps generate new companies, products, processes, services, and jobs

BIOPRODUCTS

Milligan Biofuels near Foam Lake manufactures biodiesel from damaged canola that has historically been a waste product. Innovation has helped value-added agriculture move past edible products into new areas like bioproducts, medicine, and materials.

BREWING

9 Mile Legacy Brewing in Saskatoon isn't just using grains to make a value-added product (beer!). They are also making use of traditional waste products by sending non-usable barley to local cattle farmers for feed.

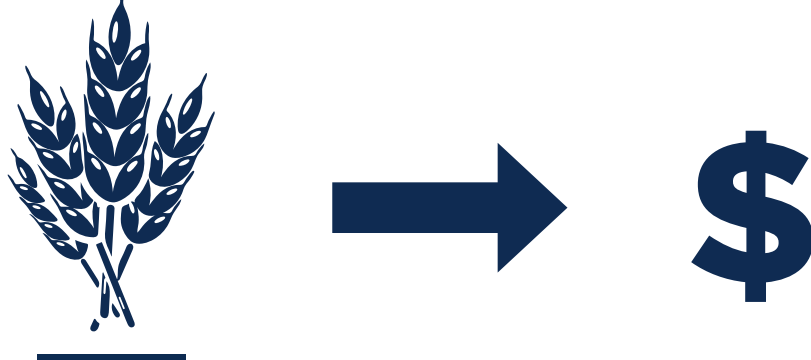
HEALTH PRODUCTS

Bioriginal with operations in the Saskatoon Region makes many nutraceutical's (food products that also have medicinal benefits). Some of these products include a product containing an extract from sugar cane wax to help with healthy cholesterol levels and a mulberry leaf extract to help with glucose spikes after eating.

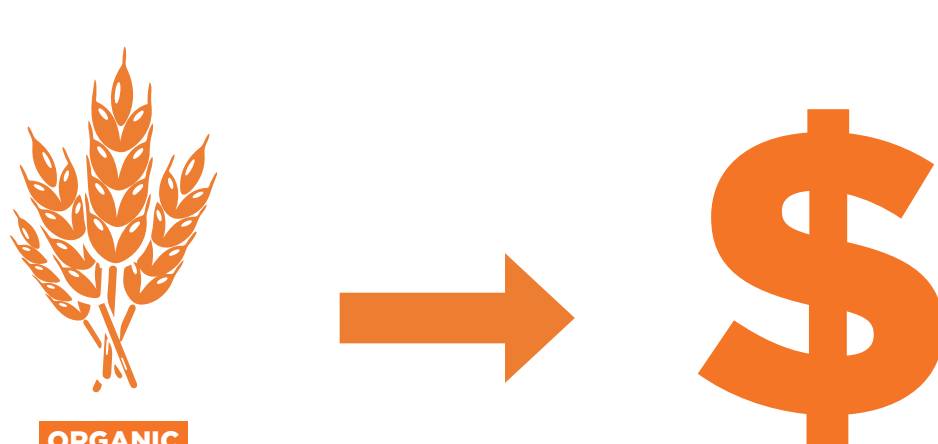
Value-Added Farming

The second emerging type of value-added agriculture surrounds the inherent value of the raw good. This still involves generating additional economic value, but this time through changing the identity or quality of the raw good.

Now, let's talk about wheat ...



Consumers are willing to pay more for the extra value of the raw good that comes with being **locally-sourced** or **organic** compared to its generic counterpart.



LOCAL

Farm One Forty near Vanscoy uses holistic farm management to supply many local restaurants with ingredients. This farming approach focusing on sustainability adds value to the raw goods for restaurants and consumers who want locally and sustainably sourced food.

Value-Added Growth

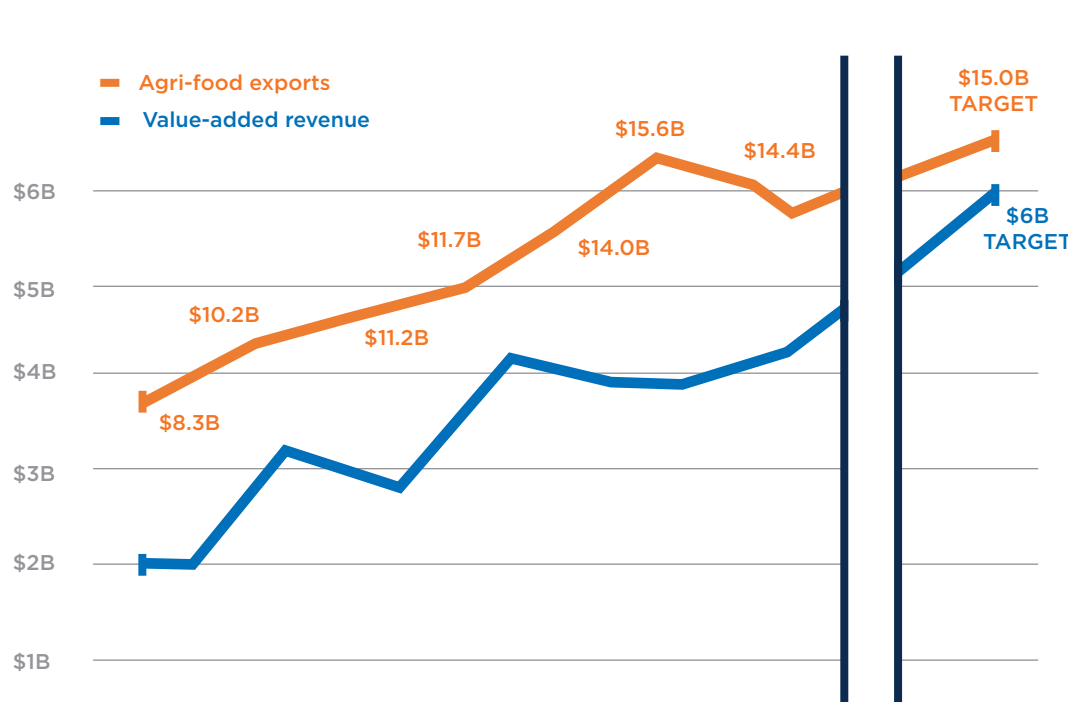
Both Canada and Saskatchewan have goals to be leaders in the value-added agriculture field.

Canada's goal is to be one of the top five competitors in the agri-food sector by 2025:

\$140.0B
in domestic sales by 2025
(2017 = \$110.8B)

\$85.0B
in exports by 2025
(2017 = \$64.6B)

Saskatchewan's goal is to reach \$6.0B in value-added revenue by 2020, and \$15.0B in agri-food exports by 2020.



Saskatchewan is the world's largest producer of many agricultural products. It's no surprise that value-added agriculture is running rampant here as well.

In 2017, the agriculture sector had \$5 billion in annual sales, with over 300 processors and 5,000 employees. **In fact, Saskatchewan has the fastest growing value-added agriculture sector in Canada.**

These are some of the areas that are helping fuel this growth:

- HONEY** exports increased by **75%** in 2017/18
- WHEAT FLOUR** exports increased by **36%** in 2017/18
- BREWING WASTE** exports increased by **\$21.9M** in 2017/18

This is just a taste, Saskatchewan is poised to be a leader in value-added agriculture. With a strong resource base, innovative business leaders and government focus, our province is off to the right start.

