Welcome to the Investment Agriculture Foundation's 2015 annual report, highlighting the successes of the past year and looking ahead to our 20th year of funding delivery and project support.

**CHANGING THE WAY WE PRODUCE AND PROTECT OUR FOOD**

Stress levels in greenhouses can be high at times, but it’s not necessarily the humans who feel it first. When plants stress out, their cries for help may go unheard until it’s too late.

Any number of issues could be the cause, from undesirable nutrition and water levels, to unwelcome climatic conditions, pests and diseases. According to the BC Greenhouse Growers’ Association, pests alone cost producers $22 million every year with crop losses up to ten per cent. That’s when growers start to feel the stress too.

Most greenhouses rely on human scouts to watch for pests, but by the time the evidence is there for all to see, the damage has already been done. At that point, pesticides and quarantine are about the only options left. It’s not all doom and gloom. Dr. Saber Miresmailli and his team from Ecoation Innovative Solutions (EIS) in North Vancouver are developing a wireless crop health monitoring system, known as Crop Sense™. Without touching a single plant, their crop health sensors will detect minute changes inside the plant, on its surface and in the surrounding area. Crop Sense™ triggers an alarm the moment the crop is impacted, long before the problem is visible.

“The trick is discerning when these changes indicate a serious problem, when it’s background noise, and when the plant is just having a tantrum,” says Saber.

To help with this, the company established a research greenhouse at the University of British Columbia to test its technology on eleven tomato cultivars. They then conducted massive data collection at commercial greenhouses to complete a signal database and refine their predictive models and prototype. The project is now shifting from a laboratory prototype to a field-tested product. More tests will run at Houweling’s Tomatoes and Delta View Farms during the 2016 season.

Scouts can take up to ten weeks to check every plant in a ten-acre greenhouse, and a lot can happen in the time between checks. Through automation, this can be cut to five days, meaning every plant gets a lot more individual attention and problems can be identified before they really become a problem. That’s good news for growers. With this technology, greenhouse workers can identify issues sooner, and take corrective action long before there is widespread crop damage. The company has filed a provisional patent that may result in three or four full patents.

“The IAF funding played a huge role in making this a possibility,” says Saber.

Ecoation and Saber’s work has not gone unnoticed. He was invited by the Bill and Melinda Gates Foundation to work on smart-phone based technology for cowpea farmers in West Africa and he received IAF’s 2015 Award of Excellence for innovation.

“I regard the award as a driving force that is going to help us change the way we produce and protect our food,” remarks Saber, who credits his wife and business partner, Maryam Antikchi, as the brains of the operation. “We are the perfect team, the two of us.”

For more information about Crop Sense™, visit: www.crop-sense.com

**OUR MISSION IS TO ASSIST BRITISH COLUMBIA’S PRODUCERS, PROFESSORS, AGRI-BUSINESSES AND RURAL COMMUNITIES TO DEVELOP SOLUTIONS AND SEIZE OPPORTUNITIES.**

Funding is available to help the agriculture and agrifood industry in British Columbia enhance competitiveness, profitability and sustainability.

Information about our mandate, vision, core values and available funding can be found in the Who We Are section of our website iafbc.ca

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**SABER MIRESMAILLI, ECOATION INNOVATIVE SOLUTIONS.**
MESSAGE FROM THE DIRECTORS AND STAFF

Dear Friends of the Foundation,

Every year invites learning and growth at the Investment Agriculture Foundation, and 2015 was definitely a season of growth. B.C.’s agriculture and agri-foods sector continues to grow and deepen its impact on the B.C. economy driven by the kinds of innovation, resourcefulness and leadership demonstrated by the projects funded by the programs we deliver.

We are here to support our industry partners as they continue to strive for a more competitive and profitable future for B.C. agriculture. Working with our government funders, we continue to grow the opportunities available to industry and increase the impact of the program dollars available to our industry.

2015 marked the third year of our delivery of Growing Forward 2 programming. Through the Canada-B.C. Agri-Innovation Program, we have been working to deliver over $13 million towards projects that support late-stage research and development, pilots and demonstration projects that follow along the innovation path toward commercialization.

Innovation funding is continuing to change the way we produce and protect our food for a variety of sectors throughout B.C. From small-scale agri-businesses to industry associations and post-secondary institutions, primary production and processing, these investments are helping our agricultural leaders turn their ideas into solutions and then moving them into the marketplace.

The third year of the B.C. Agrifoods Export Program continued to expand our reach into the food processing sector, and their ability to expand their businesses in international markets. This year we were excited to see a significant increase in the number of new applicants from the processing sector. Over 45 B.C. businesses were able to access funding through the Foundation for the first time.

At the local level, the B.C. Buy Local program allowed us to reach a growing number of businesses in B.C.’s agriculture, food and seafood sectors. In 2015, we were proud to provide support to 100 projects, and over $3 million to enhance local marketing efforts to increase consumer demand and sales of B.C. agri-foods. Read about how the B.C. Association of Abattoirs is developing a B.C. brand for beef and lamb on page 8.

In partnership with ARDCorp, we continue to deliver Growing Forward 2 funding to the B.C. Agriculture and Food Climate Action Initiative (CAI) for the implementation of adaptation practices and initiatives identified in regional climate adaptation strategies from across the province. Read more about the important work of this initiative on page 10.

During our 2015 tour of the North Okanagan Region, directors and staff learned more about the impact that innovation funding has had in the region. We were graciously hosted by BX Press, a leader in the development of hard cider in the Okanagan, and Jealous Fruits, where they are growing cherries for a premium Asian market. We also had the opportunity to tour the historic Coldstream Ranch, a compost and grey-water irrigation project with the Regional District of North Okanagan, and Grey Monk Estate Winery.

This year on the IAF board, we said goodbye to directors Jim Tingle and Robert Dawson, and welcomed Don Low and Dennis Lapierre. We extend our appreciation and thanks to each of them, and wish our departing directors the greatest success in their new paths.

We would also like to express our gratitude to the industry specialists and program staff at the B.C. Ministry of Agriculture and Agriculture and Agri-Food Canada, who provide their expertise, experience and ideas to both industry and to the Foundation through their input on applications for funding support and assistance with knowledge transfer and sharing project results.

IAF also embarked on a strategic planning process in 2015. Just as we encourage growth and innovation in the industry we serve, we are looking for those opportunities in our own organization and partnerships. We take pride in the Foundation’s ability to understand the unique needs and priorities of each sector and respond to industry-led initiatives, and look to build on those strengths as we move forward.

IAF has been delivering innovation and adaptation programming to B.C.’s agriculture and food industry since 1996. That’s 20 years of connections, relationships and investment. As we celebrate this milestone, we’ll be evaluating our impact in the industry and preparing ourselves to support this dynamic sector for the next 20 years and beyond.

I am honoured to serve the agricultural sector with my fellow directors, and I would like to thank the board and staff for their dedication and hard work.

Ken Bates
Chair
Peter Donkers
Executive Director
A MESSAGE FROM B.C.’S AGRICULTURE MINISTER

As another year passes and we reflect back at the many accomplishments achieved over the last one, I would like to thank the Investment Agriculture Foundation (IAF) for all their hard work and dedication. It is through partnerships with organizations like IAF that we can ensure the industry continues to grow and thrive.

The agrifoods sector is seeing success through different programs administered by IAF, such as the provincial government’s Buy Local Program. Since its start in 2012, the program has received $6 million in funding to distribute. As well, IAF has the task of administering Canada and British Columbia funding through the B.C. Agriculture Export Program and the Canada-B.C. Agri-Innovation Program.

This is an exciting time for B.C.’s agrifoods industry, which set records in 2014 for the highest revenue ($12.3 billion) and exports ($3 billion) ever, and looking ahead, it’s going to be an eventful year! Through partnerships we can boost the economy, create jobs and support the industry. Not only are we grateful for fresh and nutritious healthy foods, but together we can work towards leading the agrifood sector to becoming a $15-billion-a-year industry by 2020.

Congratulations and thank you to IAF and the board of directors. 2016 will be an exciting year, and we look forward to continuing our partnership together.

Norm Letnick
Minister of Agriculture

A MESSAGE FROM THE FEDERAL MINISTER OF AGRICULTURE

On behalf of the Government of Canada, congratulations to the Investment Agriculture Foundation of B.C. as you celebrate 20 years of serving B.C.’s dynamic agricultural sector. Many farmers, processors and industry organizations look to you for the resources they need to innovate, capture new market opportunities, promote local farming, and adopt business management practices that help protect the environment.

B.C.’s agriculture and food industry contributes to our economy with almost $3 billion in farm cash receipts, $8.5 billion in food and beverage manufacturing shipments and $2 billion in agri-food and seafood exports. Looking ahead, the future is bright, with a growing global population demanding the safe, high-quality foods produced by Canadian farmers and processors.

My priority as Minister includes promoting and supporting a sector that delivers healthy and innovative food grown in sustainable ways to Canadians and global consumers. Thanks to Growing Forward 2 and with the IAF’s support, many farmers and food processors across B.C. are already leading the way.

I wish you all the best for 2016, and look forward to hearing many more success stories in the months and years to come.

Lawrence MacAulay
Minister of Agriculture and Agri-Food
“IAF funding helped Carmenia Farm mitigate the risk of investing in a developing, but not yet proven, technology that makes year-round farming possible without burning fossil fuels or connecting to a grid. The project not only succeeded in helping Carmenia to overwinter its citrus crop, but the surprising result that the technology also maintained a constant soil temperature of 10°C throughout the winter opened new possibilities for serving winter markets.” — BECKY MASON, CARMENIA FARM

CROPS & VALUE ADDED

The diversity and abundance of crops produced and processed in British Columbia is an ongoing point of pride and opportunity for growth.

Whether organic or conventional, fresh or processed, IAF delivers funding designed to help all horticultural sectors thrive. In 2015, over 180 crop-related projects were approved for more than $4.7 million. In addition to these new projects, the tree fruit sectors continued to receive funding for priority projects under strategic initiatives established in previous years.

Keeping the Chill Out: Exploring Passive Heat for Greenhouse Overwintering

Freezing night-time temperatures cause havoc for small-scale greenhouse growers like Becky Mason at Carmenia Farm in North Cowichan.

Not many small greenhouses run during winter in cold climates because heating is expensive. Most farmers view their greenhouses as season extenders. Becky thinks this is a missed opportunity.

“Farmers aren’t getting the most out of their greenhouse investment,” says Becky. “The farmers’ market in Duncan runs year round, but often all you see in January are root crops. Fresh greens could really clean up.”

Becky wanted to explore a type of passive heat storage that uses salt, so she approached IAF to fund a pilot project. The salt, known as eutectic salt or hydrated salt, absorbs heat during the day and releases it at night to keep plants warm.

“When you look at the rapid pace of climate change, we need a paradigm shift away from our reliance on fossil fuels,” adds Becky, who also teaches economics at Camosun College in Victoria. “Turning salt into thermal storage is a great idea, but it has to make sense from a cost/benefit perspective.”

Becky had tried growing lemons inside her 200 square foot greenhouse, but dangerous cold snaps are not conducive to citrus plants even with lights to keep them warm.

She kept detailed temperature records inside and outside the greenhouse for one winter using electricity and again last winter after the hydro had been replaced with the salt bottles. It took a bit of trial and error to get everything working right, but results indicated gains on both inside temperatures and soil temperatures. Overnight temperatures inside never dropped all the way to freezing even at -4°C outside, and the salt provided average gains of three to four degrees Celsius. The lemons were happy and so was Becky.

“With a 10°C soil temp and an interior temp above freezing, small farmers will be able to grow and market greens and other cool weather vegetables throughout winter,” she notes, adding that she’s decided to try winter greens herself.

It’s promising news for small farmers and First Nations in off-grid locations.

For more project results and a video, visit: www.carmeniafarm.ca.

### Approved Crop Projects: Primary Agriculture

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<td>A0784</td>
<td>CO2 from Landfill Gas for B.C. Agriculture Feasibility Study</td>
<td>Village Farms Canada Limited Partnership</td>
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<td>Evaluating Vitamin Performance</td>
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<td>Tawa Farm Family Farm</td>
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<td>B.C. Greenhouse Growers’ Association</td>
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<td>B673</td>
<td>Encouraging British Columbians to feature locally grown vegetables on Half Their Plate</td>
<td>BCfresh Vegetables Inc. dba BFfresh</td>
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<td>B.C. Tree Fruits Cooperative</td>
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<td>Edamame Sprouts &amp; Greens Ltd.</td>
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<td>Promoting B.C. Grown Plants through the trade and to consumers through a “PlantSomethingBC!” campaign</td>
<td>B.C. Landscape &amp; Nursery Association</td>
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<td>United Flower Growers Co-operative Association</td>
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<td>Summertime Varieties Corp.</td>
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<td>EX1174</td>
<td>Attend ANUJA Trade Show</td>
<td>Sunshine Fargues</td>
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<td>Sutherland S.A. Produce Inc.</td>
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<td>Export to India</td>
<td>Pacific Canadian Fruit Packers</td>
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<td>E8216</td>
<td>ASIA FRUIT LOGISTICA 2015</td>
<td>Moly Mountain Industries Ltd. dba Moly Mountain Specialties</td>
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<td>E8217</td>
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<td>B.C. Tree Fruits Cooperative</td>
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<td>B.C. Hop Company Ltd.</td>
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<td>Strategies to improve forage yield and quality while adapting to climate change</td>
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<td>Adapting B.C. Horticulture through post-harvestings crop research and demonstration</td>
<td>UBC, Vancouver</td>
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<td>Keyline Water Management Field Research &amp; Education in the Capital Region</td>
<td>Hatchet &amp; Seed</td>
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<td>B.C. Blueberry Council</td>
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<td>INN219</td>
<td>Identification of Pests, Disease and other disorders in Blueberry Fields Mobile Application (app)</td>
<td>B.C. Blueberry Council</td>
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<td>Agri-Laun Blod Control</td>
<td>Coral Beach Farms Ltd.</td>
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<td>Polypodi F di Greenhouse Tomato Integrated Disease Management</td>
<td>B.C. Greenhouse Growers Association</td>
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<td>Reimer’s Nurseries Ltd.</td>
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<td>Intelligent Cherry-Pathogen Monitoring and Testing</td>
<td>Flex Aromat Company Ltd.</td>
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<td>INN225</td>
<td>Sustainable Greenhouse Insect and Pathogen Controls with Cuculopine Pre-fogging, High-Redox Reactants and DNA-injured</td>
<td>TECHMIST Spray Solutions, Inc.</td>
<td>123,850.00</td>
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<td>INN235 SP</td>
<td>Demonstration of Bumble Bee and Indicator Plants Garden (Porc 2)</td>
<td>B.C. Cranberry Marketing Commission</td>
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<td>INN238 SP</td>
<td>Off-Gord, Solar Powered Wild Mushroom Dehydrator</td>
<td>Guther Harvest Company</td>
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<td>Adoption of innovative applied biological controls for British Columbia flower grown on seasonal crops</td>
<td>Flowers Canada Growers Inc.</td>
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<td>Demonstration of the reconstituting potential of Bombas species for Prestop Mix in greenhouse tomatoes</td>
<td>Kwangju Polytechnic University</td>
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<td>Evaluation of Aoxia products for B.C. greenhouse and field grown crops</td>
<td>FarmCraft Products Canada Inc.</td>
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<td>Hydroponically Grown Hops</td>
<td>Danesa Nurseries, Ltd.</td>
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<td>B.C. Blueberry Council</td>
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<td>Truffle Association of B.C.</td>
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<td>Backyard Vineyards</td>
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<td>Von Albrecht &amp; Associates</td>
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<td>BL173</td>
<td>Increasing Sales of B.C. Pecan Ciders within Strategic British Columbia Markets</td>
<td>The BC Press Inc.</td>
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<td>SunRype 70th Anniversary Campaign &amp; Retailer Cider Brand Promotion</td>
<td>Sun-Rype</td>
<td>70,000.00</td>
<td>BL</td>
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<tr>
<td>BL181</td>
<td>Local market expansion of Summer Pine Products in B.C.</td>
<td>Summer Pine</td>
<td>21,375.00</td>
<td>BL</td>
</tr>
<tr>
<td>EJ094</td>
<td>Everfresh Foods Inc. further develops their export sales into China and U.A.E./Oman</td>
<td>Everfresh Foods Inc.</td>
<td>1,000.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX139</td>
<td>Korean Trade Missions Tours with Agri-Foods Canada Ltd.</td>
<td>Han-Ka Export-Import Ltd.</td>
<td>3,400.00</td>
<td>EX</td>
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<td>EX141</td>
<td>B.C. Wines in N.Y.- Media and Trade Event to Promote B.C. Wines</td>
<td>Naturally Homegrown Foods Ltd.</td>
<td>24,870.00</td>
<td>EX</td>
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<td>EX142</td>
<td>VISTA D'ORO EXPORT PROGRAM XII</td>
<td>Vista O.T. Farms Ltd.</td>
<td>12,600.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX143</td>
<td>VISTA D'ORO EXPORT PROGRAM XII</td>
<td>Vista O.T. Farms Ltd.</td>
<td>6,250.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX146</td>
<td>Chengdu Food and Drink Fair, 2015</td>
<td>Averill Creek Vineyard</td>
<td>8,700.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX145</td>
<td>New York Event for B.C. Wine</td>
<td>Blue Mountain Vineyard and Cellars</td>
<td>2,797.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX147</td>
<td>Natural Products Expo West, Anaheim California, USA</td>
<td>Katio Sourdough</td>
<td>5,490.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX149</td>
<td>Nana’s US Marketing</td>
<td>Nanuc Kitchen &amp; Hot Sauces Ltd.</td>
<td>9,950.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX150</td>
<td>Canada House Official Re-Opening Events - London UK</td>
<td>Clos du Soleil Winery Inc.</td>
<td>1,425.00</td>
<td>EX</td>
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<tr>
<td>EX153</td>
<td>Export Marketing Expansion Plan for Asia and US</td>
<td>Bremer Foods Ltd.</td>
<td>21,660.00</td>
<td>EX</td>
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<tr>
<td>EX153.02</td>
<td>Export Marketing Expansion Plan for Asia and US (2)</td>
<td>Bremer Foods Ltd.</td>
<td>5,125.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX154</td>
<td>Everfresh Foods Inc. further develops their export sales into the Middle East market</td>
<td>Everfresh Foods Inc.</td>
<td>22,200.00</td>
<td>EX</td>
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<tr>
<td>EX155</td>
<td>UK Wine Market at Canada House, London</td>
<td>Averill Creek Vineyard</td>
<td>5,350.00</td>
<td>EX</td>
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<tr>
<td>EX158</td>
<td>Vista O.T. D’Oro Export Program VIII</td>
<td>Vista O.T. Farms Ltd.</td>
<td>28,400.00</td>
<td>EX</td>
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<tr>
<td>EX159</td>
<td>New York Media Marketplace and Board House, with B.C.W</td>
<td>M&amp;P Collins Inc.</td>
<td>3,700.00</td>
<td>EX</td>
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<tr>
<td>EX161</td>
<td>Brewery Restaurant Sharing (BRS)</td>
<td>Laughing Stock Wineries</td>
<td>590.00</td>
<td>EX</td>
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<tr>
<td>EX162</td>
<td>Nana’s Kitchen &amp; Hot Sauces Ltd.</td>
<td>Trumps Food Investments Ltd.</td>
<td>7,200.00</td>
<td>EX</td>
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<tr>
<td>EX162.04</td>
<td>Promotional Advertising with Nature’s Best</td>
<td>Tim Hortons</td>
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<td>EX164.02</td>
<td>Promotional Activity, Pranin Natural Foods Inc.</td>
<td>Hidden Garden Foods Ltd.</td>
<td>7,462.00</td>
<td>EX</td>
</tr>
<tr>
<td>EX165</td>
<td>Canada Media Marketplace</td>
<td>B.C. Wine Institute</td>
<td>8,350.00</td>
<td>EX</td>
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<tr>
<td>EX168</td>
<td>JIVA ORGANICS, MANUFACTURING &amp; DISTRIBUTING INC</td>
<td>M&amp;G Organics Inc.</td>
<td>50,000.00</td>
<td>EX</td>
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<td>EX169</td>
<td>In market visits to trade media events in N.Y.</td>
<td>Qualia’s Gate Estate Winery Ltd.</td>
<td>2,727.50</td>
<td>EX</td>
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<td>EX170</td>
<td>Golden Bonbon</td>
<td>Arti Holdings Ltd.</td>
<td>12,202.50</td>
<td>EX</td>
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<td>EX171</td>
<td>International Activity, Pranin Natural Foods Inc.</td>
<td>Pranin Natural Foods Ltd.</td>
<td>9,087.50</td>
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<td>EX172</td>
<td>Bringing Canadian Empire to Shanghai</td>
<td>Canadian Empire Brewing Company</td>
<td>1,511.00</td>
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<td>EX173</td>
<td>Amsterdam Coffee Festival 2015</td>
<td>The Chai Company</td>
<td>4,675.00</td>
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<td>EX176</td>
<td>Export Sales Growth Plan</td>
<td>Tartine Farms Inc.</td>
<td>27,600.00</td>
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<td>EX177</td>
<td>Ethical Bean Export 2015-16</td>
<td>Ethical Bean Coffee Company</td>
<td>41,700.00</td>
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<tr>
<td>EX179</td>
<td>Developing Export Market for B.C. Wine</td>
<td>Koala Organic Foods Winery Ltd.</td>
<td>5,075.00</td>
<td>EX</td>
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<tr>
<td>EX180</td>
<td>International Export Plan for Small Soup</td>
<td>Global Gourmet Foods Ltd.</td>
<td>13,550.00</td>
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<td>EX181</td>
<td>SunRype USA Brand Ambassador Team 2015</td>
<td>SunRype Products Ltd.</td>
<td>50,000.00</td>
<td>EX</td>
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<td>EX183</td>
<td>Promotion of the XFar in the USA market.</td>
<td>Virtive Ambient &amp; Associates</td>
<td>12,668.42</td>
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<td>EX188</td>
<td>Taste of Canada Show Case Season 1/ Denver, Colorado, US</td>
<td>Gourmet Savories Inc.</td>
<td>2,330.00</td>
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<tr>
<td>EX189</td>
<td>Star 5, Korea Marketing Trip June 2015</td>
<td>Han Kee Estate Winery</td>
<td>2,925.00</td>
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<tr>
<td>EX196</td>
<td>Expanding Export Market for B.G. Health Flavored Oil Products</td>
<td>IBC Health Group Inc.</td>
<td>20,200.00</td>
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<tr>
<td>EX197</td>
<td>International Pilot Near Celebration and Vinum Portfolio Tasting</td>
<td>Meyer Family Wineries Inc.</td>
<td>3,550.00</td>
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<td>EX198</td>
<td>Exhibition in Export Focus Trade Show – 2015 FEIT Holiday Show</td>
<td>Nova’s Hall Ltd.</td>
<td>18,995.00</td>
<td>EX</td>
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</table>
EX199 International Expansion of Hardline Chips
EX203 HolyCap - International
EX204 ANUGA Germany – October B-14
EX205 Marah Natural Brand Awareness Middle East market developing plan
EX207 Natural Products Expo East Exhibiting
EX208 Export Canadian Wines to Hong Kong, Macau and re-imports to China
EX209 ProWein Trade exhibition and European market visits – Spring 2016
EX210 Natural Products Expo West Exhibiting
EX212 To exhibit B.C. wine products in “Tangui Fair Fall 2015” and “Poodinsa Japan 2015” and “Tangui Fair Spring 2016”
EX214 China Food and Drinks Fair Fall 2015
EX215 Nanyang Food and Drink Fair, 2015
EX219 California Ray-Area On-Premise Wine Promotion
EX220 Celebration of B.C. Wine Industry
EX221 Sea Cider USA Export Development via Tradeshow & In-market Visit to Washington
EX222 Japan Meetings and Black Framed Trade Show Booth
EX227 Follow up with potential buyers from the previous wine events & introduce B.C. dried blueberries products (New Brand) (Art 1)
EX229 Wine Sales & Market Development for Terrabella Wineries in China
EX230 Business Development in the US
EX231 China Food and Drinks Fair (Nanyang) October 2015 (Art 1)
EX234 Averia 2015, from October 10 - 14, 2015
EX235 VISTA D’ORO EXPORT PROGRAM XIII
EX236 FHC Shanghai 2015
EX237 Asia Marketing and Sales Development
EX245 Okanagan Crush Pad Winery 2015/16 Export Market Activity
EX246 Export Market expansion of Saginaw Frozen Baked Goods.
EX247 Canadian Dragon Trading Company 2015 Marketing and Business Development Funding Application – Northern China
EX249 TCC at ESC2015
EX251 Develop Exporting Natural Health Products to Afghanistan
EX252 Sea to Sky Seasonings – Fancy Food Show – Market Research
EX253 Expo West 2016 Tradeshow Exhibition
EX254 AFI-CON 2016 Frozen Food Show
EX257 Export to Japan and Taiwan
EX258 Golden Bon Bon
EX260 Expansion of Enterra fine wine to overseas
INN227 Enterra Natural Fertilizer for Pest Control
INN229 Commercialisation and adoption of growing and processing technologies for Taraoutou Yolk-sugar (1785)
INN243P Finance/Draw Study for Jilly’s Pugun-based Jumpstarter
INN249 Closed Loop Ambient Dryer - Pilot Scale
INN254 Development of a Small Scale in-plant Pasteurisation Process & Equipment
INN255 Pilot and Demonstration for Diabetes Meal Replacement
INN259SP Development of Asian Style Skimmy Quinoa
INN260 Bean Bites
INN261 Cauli Crumble

**FUNDING PROGRAM LEGEND**

AACA - Advancing Canadian Agriculture & Agri-Food Program (Agriculture & Agri-Food Canada)

AFFF - AgriFoods Futures Fund, a trust funded under the former federal/provincial Safety Nets framework.

AQUA - Aquaculture Innovation Fund (B.C. Ministry of Agriculture)

BL - B.C. Government’s Buy Local Program (B.C. Ministry of Agriculture)

CAAP - former federal Canadian Agricultural Adaptation Program (Agriculture & Agri-Food Canada)

CCAP - Climate Change Adaptation Program (Agriculture & Agri-Food Canada and the B.C. Ministry of Agriculture through the Growing Forward 2 initiative)

INN - Canada-B.C. Agri-Innovation Program (Agriculture & Agri-Food Canada and the B.C. Ministry of Agriculture through the Growing Forward 2 initiative)

EX - B.C. Agfoods Export Program (Agriculture & Agri-Food Canada and the B.C. Ministry of Agriculture through the Growing Forward 2 Initiative)

LWTI - Livestock Waste Tissue Initiative (Agriculture & Agri-Food Canada and the B.C. Ministry of Agriculture)

AI-CA (PBERI) - Poultry Biosecurity & Emergency Preparedness Initiative (Agriculture & Agri-Food Canada and the B.C. Ministry of Agriculture)

SNF - former federal/provincial Safety Nets Framework

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LIVESTOCK, POULTRY & AQUACULTURE + VALUE ADDED

British Columbia’s ranchers, farmers and beekeepers raise livestock and poultry for meal and an array of animal products from eggs and milk to honey. In turn, processors turn this into quality meat and seafood products, delectable cheeses and nutritious animal feed.

These sectors also benefit from the wide range of funding programs which the Foundation delivers. In 2015, more than 65 new projects were approved for funding for more than $3 million. The strategic initiative for farm animal care continued, working closely with industry to monitor and respond to animal welfare issues in the media.

The provincial Livestock Waste Tissue Initiative continues to be active and help the meat industry dispose of specified risk material (SRM) and other abattoir waste and help communities prepare for the possibility of a future mass carcass disposal event. In 2015, projects were approved to identify suitable sites for emergency carcass burial in the Regional District of Bulkley–Nechako, as well as a debrief report on lessons learned during the avian influenza outbreak which began in late 2014.

In the area of poultry biosecurity, implementation of the avian influenza strategic plan continues, with the development of an avian influenza surveillance program. With the guidance of a steering committee including industry and government representation, the project will review other jurisdictions for best practices and potential adoption in the B.C. context, as well as a legal review and preliminary trialing of the program. The value of this initiative in improving coordination, and reducing the spread of disease was demonstrated in early 2015, when an outbreak of AI was quickly contained and managed.

B.C. Brand ‘Meats’ Demand

There are a growing number of B.C. consumers wanting to buy locally grown and produced food, but until recently, there was nothing to differentiate meat that was raised and processed in B.C. Now, consumers can be assured the meat they are buying are truly B.C. by looking for “100% B.C. Beef” and “Premium B.C. Lamb.”

With funding from the B.C. Government’s Buy Local program, the B.C. Association of Abattoirs (BCAA) designed and produced branding tools such as product labels, in-store signage, and flyer ads to establish and grow these brands.

The 100% B.C. Beef brand allows retail and food service partners to further differentiate B.C. beef from that which is processed in other provinces. The brand was launched early in 2015 and formally recognized in the fall of 2015 when the Chef Alessandro Vianello of the ARC Restaurant in the Fairmont Waterfront Vancouver visited a local ranch as part of a partnership brand awareness campaign.

The B.C. Sheep Federation (BCSF) also needed to differentiate B.C. lamb to the consumers who are willing to pay a premium for locally produced and processed meats. BCAA worked with BCSF to develop the requirements for a “Premium B.C. Lamb” brand. The banners and other material are not only being used at food trade shows, but they are also a huge hit at farmer events, encouraging sheep farmers to differentiate their product with the brand.

The BCAA is very pleased with the success of these brands.

“Our B.C. Meats program continues to grow and our buyers keep asking for more” states Nova Woodbury, executive director for BCAA. “Since these brands have launched, we have had a steady increase in orders through our 100% B.C. Beef online ordering tool, and expect the number of regular customers that buy local B.C. meats to grow significantly. We hope to launch a ‘Premium B.C. Poultry’ brand in 2016.”

FUNDING: $49,650 (BL065) AND $30,550 (BL108) THROUGH THE B.C. GOVERNMENT’S BUY LOCAL PROGRAM.
Development of Vacuum Sealed CPM All Natural Pepperoni BL125
BL115 Buy B.C. Yogurt made from 100% B.C. Premium B.C. Lamb – Development of Promote local Island-Grown, Island-Pro-
BL066 Local Dairy Farm launches new Kefir Smooth-
ies in five Burnaby local grocery stores
BL067 Destination Happy Goat
BL086.01 Johnson’s increases sales per point of distribution with B.C. Local Market Campaign
Johnston’s Butcher Shop launches premium tvp dog food brand
BL095 Promotion of Water Buffalo Cheeses made from B.C. water buffalo milk & Local Retail
BL102 Promote local Island-Grown, Island-Pro-
BL103 Local Farm-in-place poultry farm looks to strengthen B.C. sales in organic market
BL108 Premium B.C. Lamb – Development of Branding Tools
BL115 Buy B.C. Yogurt made from 100% B.C. milk – Increasing sales with B.C. Growers, Consumers & Restaurants
BL125 CPM All Natural Pepperno expansion in Domestic Market
BL143 Premium B.C. Poultry – Development of Branding Tools
BL174 Albion Fish Products Market Expansion 2015-2016
BL179 Driving Consumer Awareness and Sales of B.C.’s Best Naturally Treated Oysters
EXT156 Promote our canow and seafood products at the Bastards Seafood Show
EXT163 Pork Jelly export initiative
EXT164 Hidden Garden US Expansion
EXT182 Nalco Foods International Market Expansion 2015-2016
EXT194 Developing Export Markets for Freeze-Dried Pet Food – Part 2
EXT219 Developing Export Markets for Freeze-Dried Pet Food
EX240 Attending Exhibition in China
EX241 Exporting salmonids into the Italian market
F08 Innovation Management Practices for Reclamony
INN217 SP Shelf Stable Sour Milk Beverages
INN229 Protection of water and soil through effective re-vegetation
INN252 SP Development of Vacuum Sealed Kibble-Style Freeze Dried Pet Food
UW11599 Regional District of Bulkley-Nechako Emergency Larvae Burial Site Identification Project

AL781 Daily Dairy Stockmanship and Cattle Handling Training for B.C. Dairy Producers
AL793 Developing strategies to maximize milk quality using Lactate Dehydrogenase data
AL796 Nitric Oxide Releasing Solution: A Novel Non-animal Alternative for the Treatment of canine Marinitis
AF019 Asian Influenza (AI) Industry Workshop – Lessons Learned from 2014 and preparing for the 2015-2016 season
AF020 Asian Influenza Surveillance Program for the I.P.C. Poultry Industry: A Framework for its Development
INN126 Direct Video Export Retrieval and Exchange (DIVER)
INN195 Aqua Cow Rice System Project
INN203 B.C.EHBC Hatch and Production Hatch Monitoring Program
INN213 Alternative Feed Processing System for Small Ruminants
INN226 Development of a Point of Care PCR diagnostic platform and assay for the poultry industry
INN226 SP Demonstrate extracting animal drinking from dairy-digestate
INN241 Demonstration of Microwave Technology for Sustainable Dairy Manure Management
INN250 Reducing Salmonella and Campylobacter contamination of poultry
INN253 Antibiotic Free Chicken Production
LWTI100 2014 Asian Influenza Outbreak Allen Action Detailed and Report
RB105 Workshop: Maintaining and enhancing agricultural-garms
SP213 B.C. Dairy EPO Keynote Presentation
INN258 New opportunities for expanding the emerging Water buffalo dairy industry
BL117 B.C. Chicken Retailer and Consumer Engagement Program
BL087 Let’s eat some Wild B.C. Salmon
BL136 Brand Launch for Little Cedar Falls Sheepdog
BL169 Get to know your fisherman
BL172 “Seafood from the right place” Local Wild Seafood Company Hocks B.C.
BL180 B.C.’s Cultural Mixes gets heart healthy – local, fresh, farm-raised seafood
EL148 Live Scallop Exports to the USA
EL152 Developing new business in emerging markets for B.C. Seafood
EL175 B.C. Wild Salmon Export Development Co-funding for 4 Trade Events
EL178 International Media Buyers Mission to B.C. Shellfish & Seafood Trade Exposition
EL185 To promote and market British Columbia Seafood Products
EL186 Expanding to Asia
EL187 International Trade development and seafood show program 2015/16
EL191 Premium Food Sales Asia Market Sales
OE006 Organic Ocean Seafood Inc. – Expansion into U.S. Market
OE123 Food & Hotel (FHC) China – (Shanghai)
OE142 Kamloops Wild Salmon Deep Dives into U.S. and European Markets
OE144 Chinese Market Research 2015 for First Nations Seafood Branding
OE146 Chinese Fisheries and Seafood Expo 2015
SI016 Vibrio Parahemolyticus (Vip) Workshop

FILE NO. PROJECT TITLE PROJECT LEAD IAF’S SHARE FUNDING PROGRAM**
BL056 Branding and new Lactarre Free Product Promotion Paradise Island Foods Inc. 47,307.50 BL
BL059 Educating our current and prospective customers about why they should choose Hocopmet Meat products Hecpect Premium Meats 12,650.00 BL
BL062 Big Mountain Foods Buy Local Market Campaign Big Mountain Foods 42,906.00 BL
BL065 100% B.C. Beef Rebranding with Value Chain Partners B.C. Association of Abattoirs 49,600.00 BL
BL066 Local Dairy Farm launches new Kefir Smoothies in five Burnaby local grocery stores Donia Farms Foods 100,000.00 BL
BL067 Destination Happy Goat The Happy Goat Cheese Company Ltd. 5,000.00 BL
BL086.01 Johnson’s increases sales per point of distribution with B.C. Local Market Campaign Johnstons’ Parkers Ltd. 62,375.00 BL
BL086.03 Johnson’s Butcher Shop launches premium tvp dog food brand Johnstons’ Butcher Shop 32,812.50 BL
BL095 Promotion of Water Buffalo Cheeses made from B.C. water buffalo milk & Local Retail Naturel Pastures Cheese Co. Ltd. 27,525.00 BL
BL102 Promote local Island-Grown, Island-Processed Chickens to Vancouver Island Residents Island Farmhouse Poultry 25,000.00 BL
BL103 Local Farm-in-place poultry farm looks to strengthen B.C. sales in organic market Rosstown Natural Foods Ltd. 75,000.00 BL
BL108 Premium B.C. Lamb – Development of Branding Tools B.C. Association of Abattoirs 46,331.25 BL
BL115 Buy B.C. Yogurt made from 100% B.C. milk – Increasing sales with B.C. Growers, Consumers & Restaurants Country Prime Meats Ltd. 30,500.00 BL
BL117 Albion Fish Products Market Expansion 2015-2016 Twin Maple Produce Ltd. 19,180.00 BL
BL120 Driving Consumer Awareness and Sales of B.C.’s Best Naturally Treated Oysters West Coast Smoker Opapers 5,000.00 BL
EXT156 Promote our canow and seafood products at the Bastards Seafood Show MadeR Mawis Products LP 18,033.50 EX
EXT163 Pork Jelly export initiative International House of Caviar Ltd. 4,175.00 EX
EXT164 Hidden Garden US Expansion Hidden Garden Foods Ltd. 12,700.00 EX
EXT182 Nalco Foods International Market Expansion 2015-2016 Hidden Garden Foods Ltd. 4,500.00 EX
EXT194 Developing Export Markets for Freeze-Dried Pet Food – Part 2 Canature Processing Ltd. 2,700.00 EX
EXT219 Developing Export Markets for Freeze-Dried Pet Food Canature Processing Ltd. 11,242.25 EX
EX240 Attending Exhibition in China Whataren Enterprises Inc. 10,075.00 EX
EX241 Exporting salmonids into the Italian market Albion Fisheries Ltd. 15,550.00 EX
F08 Innovation Management Practices for Reclamony Peace River Forage Association 144,000.00 CCAP
INN217 SP Shelf Stable Sour Milk Beverages PTC International Consulting 10,000.00 INN
INN229 Protection of water and soil through effective re-vegetation Peace River Forage Association of B.C. 172,187.40 INN
INN252 SP Development of Vacuum Sealed Kibble-Style Freeze Dried Pet Food Red Dog Deli Raw Food Company Inc. 9,500.00 INN
UW11599 Regional District of Bulkley-Nechako Emergency Larvae Burial Site Identification Project Regional District of Bulkley-Nechako 93,975.00 LWTI
10 2015 ANNUAL REPORT

Helping B.C. food producers and processors address urban/rural interface issues. to make agriculture more viable or by local governments where the intent is approved for over $1.6 million.

More than 45 new projects were assisted the entire agriculture and processing sectors. In 2015, more than 45 new projects were approved for over $1.6 million.

The Foundation often funds projects led by local governments where the intent is to make agriculture more viable or address urban/rural interface issues.

Helping B.C. food producers and processors increase the use of B.C. agri-foods in the domestic marketplace through the B.C. Government’s Buy Local Program, or access international opportunities, through the B.C. Agrifoods Export Program, are also Foundation priorities that cross multiple sectors. Through these programs, the total number of projects funded in 2015 increased by 40 per cent over the previous year.

Initiatives aimed at addressing environmental issues and enhancing sustainability also continued as an area of focus in 2015.

In partnership with ARDCorp, IAF continued to deliver Growing Forward 2 funding to the B.C. Agriculture and Food Climate Action Initiative (CAI) for the implementation of adaptation practices and initiatives identified in regional climate adaptation strategies from across the province. In 2015, a total of 16 climate adaptation projects were funded across the province, with a total investment of more than $1.2 million.

In 2015, IAF rolled out the Agrifood Environment Initiative to provide funding for projects that enable industry to deal with environmental issues and adopt more sustainable practices. This initiative succeeds the Agriculture Environment Initiative, which wrapped up the last of its projects this year.

Helping agriculture adapt to new climate realities

The summer of 2015 brought the impacts of climate change into the spotlight for B.C. agriculture. The extended hot and dry summer brought drought, fire and changes to the timing of farm activities such as harvesting.

As these types of conditions become more common, developing the capacity to adapt will be critical to ensuring the continued viability and resilience of B.C.’s agriculture sector in the future.

Since 2008, the B.C. Agriculture & Food Climate Action Initiative (CAI) has been working with B.C.’s agriculture sector to enable a proactive and pan-agriculture approach to climate change issues. The tools and resources being developed are building the capacity of agriculture to adapt to projected changes in various regions of the province.

There is a lot of information out there about the global impacts of climate change, but the changes – and suitable solutions and adaptations – vary from one region to the next,” says Emily MacNair, program manager.

Climate Action Initiative is working to identify climate-related threats and opportunities to the agriculture sector across British Columbia, as well as specific impacts to local production systems and microclimates.

Funding is being provided for the development and implementation of regional adaptation strategies for agriculture, as well as farm-level adaptation through the Farm Adaptation Innovator Program.

In the Cariboo, the CAI is collaborating on three projects that were identified as priorities in the Cariboo regional adaptation strategy: cooperative maintenance and enhancement of agricultural dams, wildfire mitigation and preparedness planning, and assessing and evaluating options for livestock surface water.

“The projects take on challenges that every producer in this region is facing, not just individuals. A ranch on its own does not have the financial resources to deal with changes of this magnitude,” says Duncan Barnett of the Cariboo Cattlemen’s Association.

While we have put some of our own time and money into these projects, it really helps to have access to program funding so we can undertake some of the studies required, and collectively develop long-term solutions,” he adds. “CAI provides a way to get the job done.”

For more information about the B.C. Agriculture & Food Climate Action Initiative and adaptation project results, visit www.bcagclimateaction.ca.

Funding: IAF is administering $3.4 million in Growing Forward 2 funding to the B.C. Agriculture and Food Climate Action Initiative for the implementation of adaptation practices and initiatives identified in regional climate adaptation strategies from across the province.
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BOARD INITIATIVES

High priority issues of a cross-sectoral or pan-agricultural nature do not always have an industry champion with the necessary resources to lead on a strategic initiative or project. In this case, the Foundation is sometimes asked to partner with industry or assume the lead on addressing issues of high priority.

With the backing of industry, the board is also empowered to develop specialized programs to address specific priorities which fall within the Foundation’s mandate and funding principles. Examples of this type of activity include the ongoing Small Projects and Agricultural Area Planning programs.

Small Projects Program

The Small Projects Program provides an expedited process for industry groups to access up to $10,000 for projects valued at $30,000 or less and lasting up to one year. Seven new projects were approved in 2015, totalling a commitment of nearly $40,000. A recent policy change was made to clarify funding for producer education events. These may be eligible if they deal with an urgent issue that requires immediate attention, such as a regulatory change or a pest or disease management issue, but recurring events are not. The demonstration of new practices may also qualify, as will small applied research projects and market research for a sector.

Funding can be provided through any of the programs the Foundation delivers and is based on eligibility, demonstrated need and industry support. With no set intake deadlines, applications can be submitted at any time, but clients are encouraged to apply at least 30 days before a project starts.

The Small Projects Program makes up to $10,000 in funding available for eligible projects through the various programs delivered by the Foundation.

Agricultural Area Planning Program

The Agricultural Area Planning Program provides funding to bring local governments and the agricultural community together to develop a local, shared vision for the future of agriculture and improve the viability of farming in municipalities and regional districts around British Columbia.

Since 1999, over 50 projects aimed at creating or updating agricultural area plans, strategies or land use inventories have been approved for funding including one new project in 2015. The City of Terrace, Squamish-Lillooet Regional District, Cariboo Regional District and Capital Regional District completed projects in 2015, bringing the number of plans completed with funding support through the Foundation to 38.

New projects are funded through the former federal-provincial Safety Nets framework.

Agriculture Planning Influences Regional Planners

Local governments in B.C. are continuing to take advantage of programs to help them plan for agriculture. With support from IAF, the Regional District of the North Okanagan (RDN) recently completed a regional agriculture plan, providing guidance to its 14 board members on agriculture land issues and identifying priorities to ensure the long-term sustainability and resilience of the sector.

The Regions’ planners found the planning process incredibly valuable as they became more aware of some of the area’s top agriculture priorities, such as protecting farmland and farmers and encouraging climate change resilience.

The number of farm operators in the region is not only growing, but existing farms want to expand. To better protect the Agriculture Land Reserve (ALR), the RDN plans to work with the real estate industry to better communicate the Right to Farm Act to those on properties adjacent to the ALR. The RDN has also recognized that amended ALR boundaries can lead to speculation and urban development pressure, so they plan to protect current ALR boundaries as stable in all planning documents.

The issue of climate change arose as a significant concern during the planning process. The RDN has recognized that all agriculture sectors are vulnerable to it. As a result, climate change was given considerable attention in the plan, identifying particular regional challenges such as high irrigation needs, story and hard clay soils, steep slopes, shallow soils, poor drainage, invasive species and predator threats. Because farmers are expecting to deal with emergency weather events such as drought more often, planners gained an increased recognition of the important link between agriculture and emergency planning.

“We have just initiated the implementation process identifying action items with the highest priority that require minimal budget,” states Laura Frank, Regional Planning Manager, RDN. “This plan, with its list of recommendations, associated costs and partnership opportunities, is extremely useful for guiding implementation. Through the guidance of the Regional Agricultural Advisory Committee we plan to implement more of the recommendations to support agriculture in the future.”

Funding: $45,000 through the former federal-provincial Safety Nets framework. (B0016.19)