



# Livestock Waste Tissue Initiative

## Deadstock Collection Services



Deadstock collection services are needed in the western Fraser Valley and Metro Vancouver regions. To address this need, the Livestock Waste Tissue Initiative has been activated to support the development of business plans and capital expenditures to enhance existing or initiate new operations to address the gap.

### Background

The Livestock Waste Tissue Initiative (LWTI) was established by the BC Ministry of Agriculture and Food in 2005 to support the livestock sector with the disposal of Specified Risk Material (SRM) and other abattoir waste. Recent service disruptions in the western Fraser Valley and Metro Vancouver regions have created an opportunity for new or existing operators to fill the gap in deadstock collection services.

Funding provided by:



## Funding Opportunity

Up to \$435,000 in funding is available to support the development of a business plan and necessary capital expenditures for initiating or enhancing deadstock collection operations. **For this funding opportunity, deadstock collection must include the collection of Specified Risk Management (SRM).**

Notably, up to \$25,000 per applicant may be available to develop or update a comprehensive business plan, including market analysis, operational strategy, financial planning, and risk assessment. If multiple applicants are identified the Program reserves the right to request selected applicants to complete a business plan.

Applications are being accepted, as an Expression of Interest, in a two-stage process. In the first stage, the Program may select up to three (3) candidates to develop detailed business plans. In the second stage, the candidate with the most viable business plan may be selected to receive cost-share funding to support capital expenditures for establishing a deadstock collection service.

## Eligible Costs

- **Business Planning** [maximum funding amount: \$25,000]  
Development of a detailed business plan that must include the following:
  - Market Analysis
  - Operational Strategy and Planning
  - Financial Planning
  - Risk Assessment and Mitigation
  - Stakeholder Engagement and Collaboration
  
- **Capital Expenditures** [minimum claim amount: \$50,000]  
Cost-share funding for essential equipment, such as refrigeration units, grinders, trucks, and other necessary assets.
  - Additional information in **Appendix B**

## Service Expectations

- Provide consistent and timely deadstock collection in the expected service area shown in the map in **Appendix C**. The service area may not be expanded beyond its eastern boundary unless the Program provides written approval to do so.
  - Expected service standards include, but are not limited to:
    - Pickup of mortalities within 24 – 48 hrs as possible to ensure proper disposal, within reason.
    - Minimum business hours of Monday to Friday from 8am to 4pm.
- Emergency collection services for urgent or unscheduled pickups.

- Compliance with all provincial and federal regulations, including collaboration with other transportation and/or destruction companies (ex. West Coast Reduction Ltd.) to ensure the Canadian Food Inspection Agency's SRM permitting requirements are being met.
- The successful candidate will provide collection services for no less than three (3) years. Failure to provide services for this period may result in awarded funding being repaid.

## Desired Qualifications

- Experience in deadstock collection or related fields.
- Knowledge of regulatory requirements and logistics expertise.
- Access to suitable facilities and specialized vehicles.

## Submission Requirements

Interested parties are invited to submit the following information:

- Name, Business Name, and Contact Details
- Brief description of experience, qualifications, available assets, and required capital expenditures (500 words maximum)
- Completed [LWTI: Deadstock Collection Services asset and capital expenditure sheet](#)
- If applicable, deadstock collection site address
- If not applying for funding to complete business planning, a comprehensive business plan, that addresses the content in **Appendix A**, must also be submitted

Submit your Expression of Interest via email to: [funding@iafbc.ca](mailto:funding@iafbc.ca)

This Expression of Interest will remain open to submissions until a suitable contractor has been identified.

# Appendix A: Detailed Requirements for Business Plan

Eligible activities and associated costs for business planning may include:

1. **Market Analysis**
  - Conducting research to assess current and future demand for deadstock collection (including SRM) services in the target area (west of Sumas Way in Abbotsford to Metro Vancouver).
  - Identifying key customer segments, competitors, and potential market opportunities.
  - Analyzing price sensitivity and revenue potential from deadstock pickup and value-added product sales (e.g., pet food industry).
2. **Operational Strategy and Planning**
  - Developing a comprehensive operational model, including logistics, scheduling, and service delivery plans.
  - Establishing protocols for emergency and unscheduled pickups to ensure rapid response capability.
  - Outlining regulatory compliance strategies, including procedures for working with West Coast Reduction Ltd. for SRM handling and disposal.
3. **Financial Planning**
  - Preparing detailed financial forecasts, including revenue projections, operating costs, and capital expenditure budgets.
  - Conducting cost-benefit analyses for various equipment and technology options.
  - Identifying potential funding sources and developing strategies for financial sustainability.
4. **Risk Assessment and Mitigation**
  - Evaluating operational, financial, and regulatory risks associated with deadstock collection services.
  - Developing contingency plans to address potential challenges such as equipment failure, market downturns, or compliance changes.
5. **Stakeholder Engagement and Collaboration**
  - Mapping and engaging with key stakeholders, including local livestock producers, regulators, and industry partners.
  - Conducting workshops or focus groups to gather input from prospective clients and partners.
6. **Specialized Consultancy Services**
  - Hiring consultants or subject matter experts to assist in market research, financial modeling, or regulatory compliance planning.
  - Engaging legal or policy advisors for guidance on navigating provincial and federal regulations.
7. **Business Plan Documentation**
  - Preparing a professionally formatted and comprehensive business plan document suitable for presentation to funders, partners, and regulators.

These activities will collectively ensure that new or existing operators are equipped with a clear roadmap to establish or expand their deadstock collection services, addressing market needs while achieving compliance and operational efficiency.

## Appendix B: Detailed Requirements for Eligibility and Cost-Share

Capital expenditures outlined in Appendix B are eligible for cost-share funding. Items not included in Appendix B may be considered eligible only if they are clearly justified in the applicant's business plan and receive prior approval from the Livestock Waste Tissue Initiative (the Program).

During the construction phase, the successful candidate may be reimbursed **up to 75%** of the eligible capital expenses, as determined by the Program. Each reimbursement claim package must include the relevant receipts/invoices and meet a **minimum claim amount of \$50,000**.

The remaining balance of cost-share funding will be released upon completion of a final inspection, which will occur after all necessary construction, commissioning, and permitting of the business site and operations have been successfully completed.

### Eligible Expenses (75% cost-share)

#### Capital Investments and Infrastructure

- Construction of facility to serve as the operational base
- Storage units
  - Walk in cooler(s) and/or freezer(s)
- Concrete pads for receiving, washing down trucks, etc.
- Drainage system with grease/solid waste interceptor
- Perimeter fencing
- Additional infrastructure as outlined in the business plan

#### Equipment

- Specialized collection trucks/trailers for deadstock transport
  - Includes truck modification if applicable
  - Other loading/handling equipment
- Processing equipment
  - Grinder
  - Ancillary equipment for carcass breakdown (e.g., knives, hooks, carts, etc.)
- Cleaning and disinfection equipment.
  - Ex. Pressure washer
- Other equipment as outlined in the business plan

#### Trades

- Installation and upgrade services for essential trade systems (ex. Electrical, plumbing, HVAC, etc.) necessary for the operation of a deadstock collection facility
- Associated contractor fees
- Other services as outlined in the business plan

## Ineligible Expenses

- Operational expenses
  - Labour costs
  - Rent/mortgage
  - Utilities
  - Insurance
- Land acquisition
- Administrative costs
- Costs/items not outlined or identified in the business plan

## Appendix C: Map of Expected Service Area

Areas of importance include:

- Abbotsford
- Aberdeen
- Barnston Island
- Delta
- Deroche
- Dewdney
- Durieu
- Forest Knolls
- Glen Valley
- Hatzic
- Lake Errock
- Langley
- Maple Ridge
- Miracle Valley
- Mission
- Silver Valley
- Stave Falls
- Surrey
- Walnut Grove
- Websters Corners
- White Rock
- Whonnock

