



July 4th, 2017

Ray Redfern, Chair
Westman Opportunities Leadership Group
c/o Redfern Farm Services
102 2nd Ave, Rivers MB
redfern@redferns.ca

Dear Mr. Redfern:

Thank you for taking the time during our recent telephone conversation to outline some of the activities the Westman Opportunities Leadership Group is undertaking to attract investment in a soybean processing facility for Manitoba. I also wish to thank you for having Robin Woodward follow-up further to our call.

As you are aware, Soy Canada is the national association representing the full soybean value chain in Canada. Our members include producer groups representing farmers across Canada, seed development companies, soybean exporters, processors and other industry affiliates. Soy Canada facilitates industry cooperation and represents the industry on domestic and international issues affecting the growth and development of the industry.

Canada's soybean sector is growing rapidly, thanks largely to the adoption of soybean production in Western Canada. Soy Canada is currently finalizing a strategic plan that can lead Soy Canada and the industry through the next decade. That plan targets a doubling of soybean acres and production by 2027 – again, much of that growth is seen to come from expanded acreage and production in Western Canada. The plan does recognize the expectation and potential to also see continued growth in Eastern Canada – particularly in Quebec and Ontario.

To-date, the recent growth has occurred predominantly in Manitoba with acres expanding rapidly in Saskatchewan as well. There is currently a small acreage in Alberta. Growth is expected in all three Provinces as producers adopt optimum agronomic practices for soybean production and as science and technology provides new, higher yielding, better quality varieties adapted to Western Canadian production.

All this anticipated growth needs supporting infrastructure. Currently there are no soybean processing facilities in the West. Hence, soybeans are exported out of the Province to either off-shore facilities, US facilities, or facilities in Eastern Canada. Establishing value-added processing on the Prairies, in addition to the economic benefit associated with value added processing, would give Prairie soybean producers a “closer to home” market for their production.

Soy Canada supports investment attraction strategies, or processes, that can result in soybean





processing capacity for western Canada. Ultimately, the decision for that investment is in the hands of the investors themselves. However, anything the industry as a whole, Federal and Provincial governments, or Soy Canada can do to spur development of western Canadian soybean processing capacity should be a priority.

In closing, we want to reiterate Soy Canada's support for attracting investment into soybean processing in western Canada and we look forward to cooperating with participants in the soybean value chain to attract that investment.

Sincerely

Dale Adolphe
Executive Director (interim)
Soy Canada

