

# Agricultural Service Board Bulletin

October 2024

## S-CAP ON-FARM VALUE-ADDED GRANT PROGRAM

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### Did you know?

- A 52 bu/ac canola crop removes 130-220 lb./ac of nitrogen from the soil.
- In 2023, Canada exported nearly \$99.1 billion in ag and food products to over 200 countries.
- Alberta's Environmental Farm Plan program started over 20 years ago (2003).
- As of Jan 1, 2024, Alberta had an estimated 4.8 million head of cattle. That's over 40% of the Canadian total.
- Ground squirrel's (gopher) gestation period is just 23 days.
- In 2023, Alberta accounted for over 23% of total Canadian farm cash receipts.
- One serving of beef (75g) provides about 50% of an adult's daily protein intake.
- Farms cover 6.2% of Canada's land area (2023).
- The average Alberta farm is 1,184 acres.

The On-Farm Value-Added Grant Program supports primary producers in adding value to their agricultural products to grow sales, expand production capacity, explore market opportunities and create jobs in Alberta.

### Eligibility

To be eligible, an applicant must:

- be a primary producer
- be an individual or a corporation registered in Alberta that is operating in Alberta, or that can establish to the satisfaction of the minister that it will operate in Alberta
- be responsible for input costs for crops, bees or livestock
- produce at least \$25,000 worth of commercial agriculture production annually
- not be a landlord whose only interest in the crop, bee, or cattle operation is ownership of the land
- be adding value past harvest or slaughter of the agricultural product

Applicants can apply for activities under one or more of these funding categories:

- processing capacity expansion
- food safety improvement
- new product and process development
- market development and access

### Funding

The Program has two streams: Stream A, which offers a maximum grant of \$50,000; and Stream B, which offers a maximum grant of \$250,000.

The cost of Eligible Expenses must be shared by the Applicant and Program as follows: (1) Eligible Capital Expenses: 75% Applicant, 25% Program; (2) Eligible Non-Capital Expenses: 50% Applicant, 50% Program. For Eligible Non-Capital Expenses, the maximum grant is \$50,000 (including a maximum \$5,000 for travel). These expenses are limited to third party professional fees (except travel and tradeshow/conference fees).

### Eligible Capital Expenses

- Processing equipment
- Food safety equipment
- Software systems to assist in processing (e.g., Traceability)

- Third party engineering related to purchase, and configuration of eligible equipment

### Eligible Non-Capital Expenses

- Training costs associated with adopting new technologies, new equipment and/or new automation processes as related to processing
- Development and implementation of a food safety system
- Sensory and shelf-life testing
- Validation of nutritional or health claims
- Attribute identification
- Environmental product declarations
- Non-food product regulation studies
- Scale-up trials
- Feasibility studies
- Market readiness assessments
- Capital investment strategy development
- Enhancement and expansion of an online marketing/sales platform
- In-store or in-market product demonstrations

To learn more about the program, view full funding lists, and to apply, visit <https://www.alberta.ca/on-farm-value-added-program>.

To support continued innovation, growth and prosperity, the Sustainable Canadian Agricultural Partnership (Sustainable CAP) has launched its programs. This 5-year (2023-2028), \$3.5 billion investment includes \$1 billion in federal programs and activities and \$2.5 billion in cost-shared programs and activities by federal-provincial-territorial governments. The Sustainable CAP framework represents a cost-shared federal-provincial investment of \$508 million over 5 years towards strategic programs and services for the agriculture and agri-food industry in Alberta.



**Sustainable Canadian  
Agricultural Partnership**

Competitive. Innovative. Resilient.

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## 10 STEPS TO A SOLID BUSINESS PLAN

The following is courtesy Farm Credit Canada. To view the full article and related materials, visit <https://tinyurl.com/mrmcexhb>.

A business plan is a key tool that can set you up for business success. It helps you focus on your goals and provides the answers you need to make your financing and loan process easier. Farmers with a written business plan average a return on assets five times higher than those without. Here are 10 things you should include as well as some resources to get started.

### 1. One-page executive summary

Briefly explain your business vision. Include: who you are, what your business does, future business plans and how you will be successful. Also, summarize your current financial state and future needs.

### 2. Goals and objectives

What's the purpose of your business? Outline your key strategies and main goals for the next one to three years.

### 3. Company background or history

Summarize your company's achievements and plans for growth. Describe any company strengths and weaknesses, opportunities and any significant changes that could impact the operation.

### 4. Ownership, management and human resources

Describe the ownership structure. Include each owner's qualifications, history and your management reporting structure. You'll also need to identify key employees, benefits, labour policy and a succession plan (if applicable).

### 5. Financial position and projections

For existing businesses: include financial statements from the past five years and a monthly cash-flow forecast covering at least 12 months.

For start-ups: include projected financial statements for the first three years of operation and a monthly cash-flow forecast covering at least 24 months.

### 6. Products and services

Describe your product or service and what makes it marketable. Is there an aspect that's not available in the marketplace?

### 7. Industry analysis

Identify your industry and describe its overall size, growth stage and patterns.

### 8. Target market

Describe the potential size of your market. It helps to include popular market trends and customer profiles.

### 9. Competition

Identify primary competitors within your target market. List their strengths and weaknesses compared to yours.

### 10. Marketing and sales plan

Describe your marketing plan and distribution channels. Include the steps for attracting and retaining customers (if applicable).

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## REGENERATIVE AGRICULTURE SURVEY



Rural Routes to Climate Solutions is an Alberta-based non-profit organization that provides learning and capacity building opportunities for rural Albertans to find out how they can benefit from climate solutions.

They run the Regenerative Agriculture Lab that focuses on creating opportunities for agricultural producers to find out what on-farm or on-ranch climate solutions work best for them, their land and their communities.

The Regenerative Agriculture Lab is currently building a resource hub to provide regenerative agriculture content and resources that Alberta farmers and ranchers (and producers beyond Alberta) actually want and find useful. In order to create resources that are both practical and engaging for producers, they created an anonymous survey to collect feedback to guide next steps in content creation for the resource hub.

To participate in the short survey, visit <https://tinyurl.com/f2v3zwtv>.

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## BCRC INTERACTIVE DECISION-MAKING TOOLS

The Beef Cattle Research Council has a number of useful tools available to producers looking to gain a better understanding of their operation and make informed decisions.

Included are a tool for evaluating feed test results, a winter feeding cost comparison calculator, a carrying capacity calculator, and a value of crops for livestock feeds calculator, among many others.

The tools are available as either an online calculator or as a downloadable spreadsheet and are all simple to use, requiring only a few inputs to complete.

To view the full list of tools, or to get started using them, visit <https://www.beefresearch.ca/tools/interactive-calculators/>.



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# PLASTIC AG CONTAINER RECYCLING CHANGES

The following program changes are a CleanFarms and Province of Alberta initiative.

## Recycling <23L pesticide & fertilizer containers: please drop off at Cleanfarms AG RETAIL collection sites

As the Cleanfarms jug collection program in the province transitions from municipal to retail collection sites, the ag jug collection depot at Paintearth Regional Waste Management transfer sites will be closed as of January 1, 2025, but it's still easy and important for you to recycle these containers.

Recycling matters – not just for households but in our work lives too. And local farmers have proved that by bringing their empty <23L pesticide and fertilizer jugs to the Cleanfarms ag recycling depot at for several years now. Recycling ag plastics helps keep local farms clean and tidy and preserves farms for future generations at the same time as it promotes sustainability throughout our community. Not only that, but once recycled, these jugs go on to live a new life - and could come back as agricultural drain tile, or fence posts or even plastic pallets. It all adds up and we're grateful to farmers for all your hard work!

### New ag plastics collection site location for jugs

Cleanfarms has initiated a program to transition its ag jug collection sites through the province, to local retail collections. These are sites where farmers may already bring back non-deposit bulk containers and seed, pesticide and inoculant bags.

With that, effective January 1, 2025, the ag plastic recycling depots at Coronation, Castor, and Halkirk are no longer accepting empty ag jugs.

### Find out where to recycle your empty ag jugs

Please check with your local ag retailer to find out if they are accepting empty jugs for recycling yet. Cleanfarms also posts maps of all collection site locations on its website (but notes that there may be a bit of catch up as new collection sites come on stream).

### Does this change how you recycle jugs?

It's the same process: when empty, triple or pressure rinse your jug, discard booklets and labels as much as possible and return caps to the jugs.

You'll want to pick up a FREE ag collection bag from your ag retailer to store your jugs in. Once full, tie it securely with rope, twine or a twist tie and you're ready to bring it to your retail collection site at no charge.

### Does this change affect other recycling here?

No. The only change is the drop off location for empty <23 L pesticide and fertilizer containers. Thank you for recycling!

We're proud of the work we've all done to recycle ag jugs here and we thank you for participating in this program to help keep this community clean. Regardless of where you take your jugs in the future, know that your efforts are valuable to this community and we appreciate the work you do.

### For more information

To find out where to recycle, visit:

Alberta – <https://csmmap.cleanfarms.ca>

To find out more about Cleanfarms ag recycling programs go to [cleanfarms.ca](https://cleanfarms.ca) or email [info@cleanfarms.ca](mailto:info@cleanfarms.ca).

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## TIPS FOR FARMING IN WINTER WEATHER

Winter in Canada comes with all sorts of challenges — freezing temperatures, blizzards, poor visibility, ice-covered equipment and the threat of temperature-related injuries like frostbite. However, farm work does not take a break because of cold weather.

A healthy human body temperature is 37°C. A change of body temperature exceeding 1°C can be an indication of illness or environmental conditions beyond the body's ability to cope. Understanding how to stay warm, knowing what the signs of cold-related health injuries are and how to respond to these injuries is important in protecting the health and welfare of everyone who works on your farm. Here are some tips for farming in wintry weather.

- Pay attention to the weather forecast. Sleet, snow or cold — knowing what to expect is the best way to prepare and plan for farm tasks and what gear is required to make it through the day.
- Dress for the conditions, including layers of loose-fitting clothing, windproof outer shells, keeping your head covered, wear insulated socks and gloves.
- Take frequent breaks.
- Be wise. In cases of extreme cold, getting a task accomplished might take more time or even a bit of creativity. This could mean anything

from delegating tasks to warmer days to making a policy that 10 minutes of work equals five minutes of break during extreme weather.

- Know the symptoms of hypothermia and frostbite. Watch out for symptoms like nausea, fatigue, dizziness, irritability or euphoria.
- If someone shows signs of hypothermia:
  - Seek medical attention and transport the victim to a medical care facility as soon as possible.
  - If possible, move the victim to a warm area.
  - Remove wet clothing and place the victim in blankets to gradually raise body temperature. Body-to-body contact can help warm the victim's temperature slowly. Be sure to cover the person's head.
  - Give warm, sweet (caffeine-free, non-alcoholic) drinks unless the victim is rapidly losing consciousness or is unconscious or convulsing.
  - Do not allow the victim to drink alcohol or smoke.

Winter weather can cause woes, but being prepared, dressing for the elements and being wise can keep everyone warm and safe this season. For more information about farm safety visit [casa-acsa.ca](https://casa-acsa.ca).



### Agricultural Service Board

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Have an event or article  
suggestion? Email  
tkerr@countypaintearth.ca to  
have it included in the next issue!

### Test Your Knowledge

1. What is the max. Stream A grant for the On Farm Value-Added Program?
2. What are the signs of hypothermia?
3. When are PRWM's ag jug collection sites closing?
4. What is a healthy human body temperature?
5. When & where is BRRG's Cowbytes workshop being held?
6. How far away should smoke warning signs be placed from the burn site?
7. Where can you find ag. container recycling sites online?
8. When & where is BRRG's Transforming Agriculture with Innovation workshop being held?

### Test Your Knowledge Answers

1. \$50,000
2. Nausea, fatigue, dizziness, irritability, or euphoria.
3. January 1, 2025  
4. 37°C
5. November 6; Coronation  
6. 800 m (0.5 miles)  
7. <https://csmapp.cleanfarms.ca>
8. November 8; Stettler

## BEST WINTER BURNING PRACTICES—FARM FIRESMART

The risk of a wildfire doesn't end when wildfire season does – any time there is a fire on the land, there is a risk that it can spread.

Safe burning practices are always in season. If fires aren't properly put out, they can spread and burn underground, under the snow and ice, all winter. Under the right conditions, these fires can re-emerge in the spring as wildfires.

Take the time to properly prepare your burn site. Know the requirements needed to be successful during your burn and how to properly extinguish your site.

### Before You Burn

- Ensure smoke warning signs are in place before burning within half a mile (800 m) from a roadway. For more information on smoke management and to acquire signs, contact your local municipality. If you are outside of a municipality, contact Alberta Transportation.
- Read over the Recommended Practices for placement and instruction of a "Smoke Ahead" sign.
- While burning
- Have someone monitoring the burn the entire time – if it escapes, immediately report it to 310-FIRE.
- Only burn what you can control with the equipment and people you have available, and adjust your burning according to weather conditions.
- Build it right. Brush piles or debris windrows should be free of soil, built to a maximum height of 3 metres, and with a fireguard or cleared land around it to stop the spread of fire.

### After You Burn

- Spread remaining material within the pile and soak with water as required.
- Check the area and ensure both heat and smoke are no longer being produced by the pile – it should be cool to the touch.
- Check your burn site multiple times in the following weeks to ensure it has not reignited.

### Smoke Safety

The lower fire hazard in winter is a safer time to consider

doing your burns. There are still some necessary precautions to take before burning, like monitoring the weather to ensure smoke from your burn won't negatively impact surrounding areas.

For information on ventilation conditions within the province, visit Environment Canada's Ventilation Index (<https://tinyurl.com/bdfjxkbb>).

Know the requirements needed to be successful during your burn and how to properly extinguish your site.

On particularly cold winter days, inversions and other weather factors can cause smoke from a winter burn to stay close to the ground and travel great distances. An inversion happens when cold air is trapped near the ground by a layer of warmer air above it. Inversions can cause dangerous driving conditions and impact nearby communities.

### When Burning in Winter

- Refrain from burning when an inversion is in place or is forecast.
- Consult local municipalities and authorities on how to mitigate impacts when undertaking larger winter burning projects near communities or roadways.
- Actively manage burn projects to reduce disposal time and smoke impacts.
- Burning debris in stages will allow you to adapt to changing weather conditions and reduce smoke.
- Monitor weather conditions: lower temperatures and lighter wind speeds can result in stronger inversions. The ideal conditions for burning are typically days with average temperatures and wind speeds over 5 km/h.
- Ensure good snow cover in the burn area (more than 15 cm).

Safe burning practices are always in season – don't let your winter burn come back to life in the spring.

For more information on local weather during the winter, please visit Environment Canada website. Additional provincial weather information related to wildfire conditions can be found on the Alberta Wildfire website. If you see smoke that is creating a safety concern on roadways, please report it to Alberta 511.

## BRRG UPCOMING EVENTS

Join the Battle River Research Group on November 6 for their *Cowbytes Training & Fencing* workshop in Coronation. Learn how to master the CowBytes Ration-Balancing Software from expert Barry Yaremciol! Plus, get hands-on with Neil Thorsteinson from RangeWard as he showcases the Razer Grazer and other top-notch fencing products.

Also, join the Research Group on November 8 for *Transforming Agriculture with Innovation* in Stettler. Hear from expert speakers like Mark Olson (Flokk Systems

Inc.), M Derek MacKenzie (University of Alberta, Dash), Logan Skori (AgGene Inc.), and Markus Weber (Landview Drones Inc.) on cutting-edge tech shaping the future of farming.

To register for these workshops or to view the full list of upcoming events from the Battle River Research Group, visit <https://www.battleriverresearch.com/events>.

