

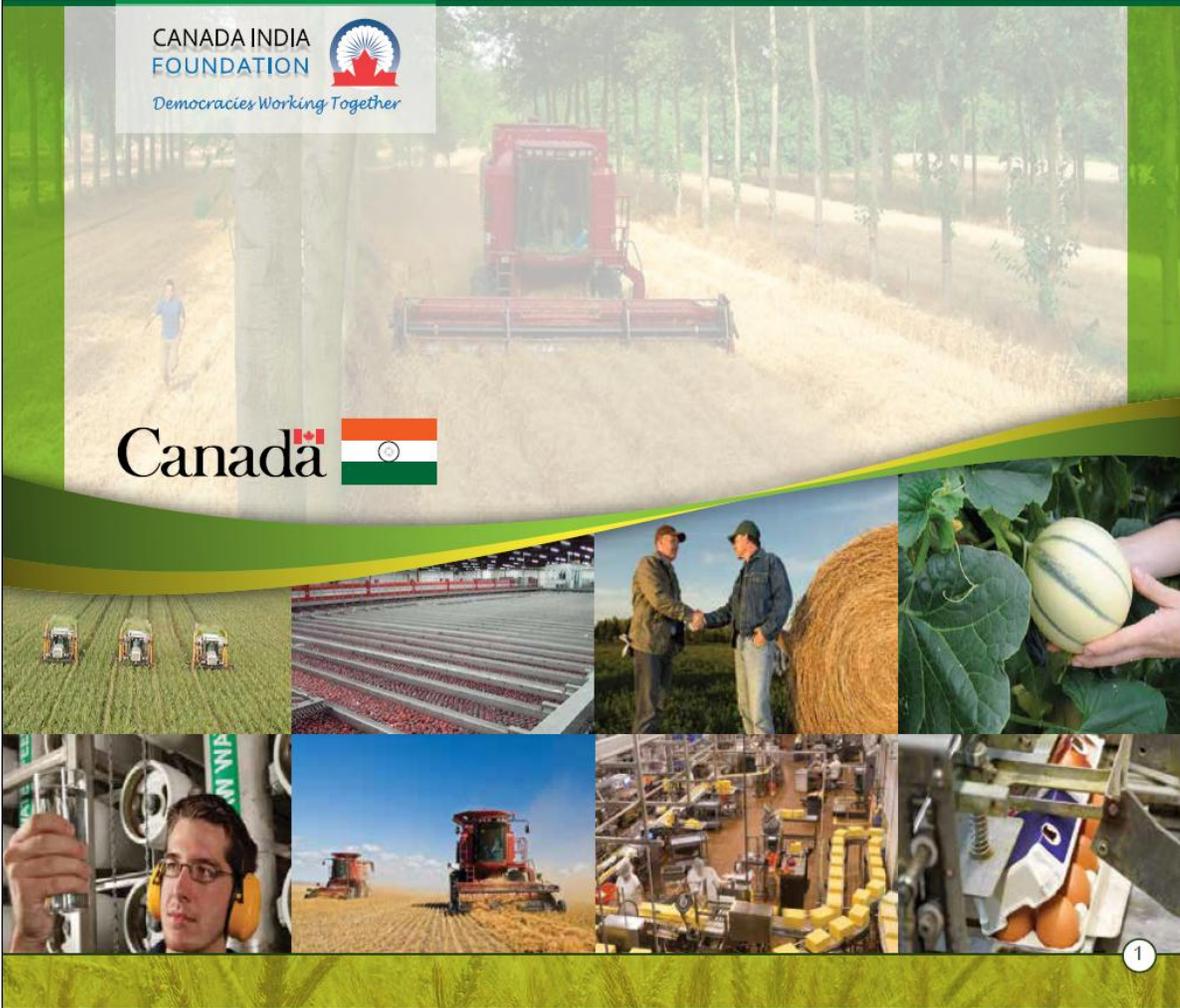
SEPTEMBER 10-11
VANCOUVER
SEPTEMBER 12-13
SASKATOON

CANADA INDIA AGRICULTURE & FOOD PROCESSING FORUM 2012

CANADA INDIA
FOUNDATION
Democracies Working Together



Canada  



FORUM REPORT

Prepared by Canada India Foundation, for
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Attached in separate CD

OBJECTIVE

Canada India Foundation (CIF)'s objective for organizing the Canada India Agriculture and Food Processing Forum was to:

- Continue the thematic public policy forums that CIF has organized since 2009 to highlight opportunities and challenges, and recommend strategies for strengthening trade and relations between Canada and India in specific sectors of mutual interest
- Bring together public and private sector representatives, researchers and industry experts in the area of Agriculture and Food Processing from Canada and India to share their perspectives, successes in trade partnership and research collaboration, and recommendations
- Create an environment for developing a comprehensive trade map in the Agriculture and Food Processing sector, in anticipation of the conclusion of the Comprehensive Economic Partnership Agreement in 2013 between Canada and India.

About Canada India Foundation:

Canada India Foundation (CIF) is a national, non-profit, non-partisan, non-governmental organization (NGO) established in 2007 to foster support for stronger bi-lateral relations between Canada and India; to educate Canadians on the changing face of India; and to increase the participation of Indo-Canadians in the public policy process in Canada. Some of the major initiatives of Canada India Foundation are:

- Organization of thematic Canada India public policy forums, highlighting key sectors of opportunity. The first two such forums were on Energy (2009) and Mining & Metals (2010)
- Creation of the CIF Chanchlani Global Indian Award, recognizing a person whose achievements bring pride to the global Indian diaspora
- Support public policy initiatives in Canadian academic institutions, such as the Chanchlani India Policy Centre at the University of Waterloo
- Maintain dialogue with representatives of Canadian and Indian governments on matters of public policy significance and make recommendations as appropriate, e.g. civil nuclear agreement between Canada and India

EXECUTIVE SUMMARY

The issue of food security is increasingly important with continued food price volatility across the globe. Globally, more than 925 million people were hungry in 2011. By 2030, population of India will approach 1.5 billion with resulting pressures for more food, water, energy and goods. As a result, by 2030 India will have to increase its food grain production by about 4% annual growth rate with yield increases from 1750 kg/ha today to 2900 kg/ha in 2030. India is ready to face these challenges and not only looks to alleviate domestic poverty but to also contribute to global food security.

The rising potential in agriculture and India's key role in combating food insecurity is a natural fit for global leaders in agriculture such as Canada. Canada's strengths in this sector match India's requirements. While there have been breakthrough developments e.g. the supply of pulses from Canada, primarily Saskatchewan, which make up a third of India's pulse requirements, the overall trade volume and sectors of interaction lag behind the potential significantly. The potential includes Canada's strengths in food processing, aqua culture, fruits, animal development, new agri-bio technologies etc.

India plays a dominant role in global food production including staples like wheat, maize and rice. India, along with China, is one of the largest producers of wheat and rice in the world. Their production and productivity growth have a major impact on global food security. India is also a leading producer of high value commodities like milk (116 million tons/yr), vegetables (132 million tons/yr) and fruits (68.5 million tons/yr.). With increasing demand for more complex diets across the developed world and the dramatic shift from grain-based to animal protein diets, investment opportunities in these agricultural sub-sectors are increasing and attracting increasing levels of investment capital.

The agriculture sector in India is in transition from traditional to business-based largely through increasing private sector participation in retail of agri-produce, direct procurement from farmers, contract farming, changing policy discourse and creating new models of farm to fork supply chain.

India lags behind the world in the food processing sector, as a result of which fruits and vegetables worth nearly \$ 8.8 billion are lost annually due to lack of proper infrastructure and facilities. Govt. of India in its 2012-13 budget has allocated \$ 4 billion for rural infrastructure development, \$ 1 billion for creating warehousing facilities along with the increased deduction to 150% in capital expenditure and viability gap funding in setting up of modern cold storage facilities will provide thrust to this sector by shortening the supply chain gap between the farm and the end consumers.

India's budget of 2012-13 has also provided a much needed impetus to food technology by announcing R&D grants of \$ 50 million agri varsities across the country. These grants will not only boost R&D in the food processing sector and agricultural issues at ground level but also provide opportunity to new players planning to enter the food processing or food technology segment.

It is in this context that the Canada India Agriculture and Food Processing Forum 2012, was organized. The Forum was organized by Canada India Foundation (CIF), a national, non-profit, non-partisan, non-governmental organization (NGO) established in 2007 to foster support for stronger bi-lateral relations between Canada and India. It was the third theme-based public policy forum organized by Canada India Foundation, the previous two being,

- Canada India Energy Forum 2009
- Canada India Mining and Metals Forum 2010

Planning for the event took place over a period of more than six months, following the funding commitment from Governments of British Columbia and Saskatchewan, which ensured for CIF the feasibility of holding the event. The Forum was held sequentially over 4 days in 2 cities in Canada, with a single program agenda, starting in Vancouver, British Columbia and ending in Saskatoon, Saskatchewan. More than 150 people attended the Forum in Vancouver, and more than 70 in Saskatoon. In addition, more than 400 people attended the special dinner held in Vancouver. More than 80 speakers addressed the participants and engaged in panel discussions and other formal and informal of interaction with fellow delegates. The details of presentations made and speeches given will be included in the Forum Proceedings, scheduled to be released in December 2012. The summary of discussions and recommendations made during key sessions are provided in the following pages.

Following the conclusion of the Forum, key participants of the Forum, representing Governments of India, Canada as well as executives of Canada India Foundation reviewed the Forum proceedings and the ideas presented during the Forum, with a view to highlight 5 policy recommendations for the two governments to work together and implement.

- 1. Move CEPA (Comprehensive Economic Partnership Agreement) forward aggressively to its target conclusion in 2013, with agreement on market access issues in Agriculture**
- 2. Create high-profile Canada-India research initiative on agricultural sector cooperation, and promote greater research interaction between Canadian academic and research institutions in the sector and their Indian counterparts**
- 3. Create partnership between Canada and India to increase India's value-added food processing, food storage and distribution capacities, with specific focus on construction of silos and cold storage facilities**
- 4. Promote greater use of Canola Oil in India, facilitated by import from Canada, to meet India's need for healthier cooking oils; Expand to exploit the results of the brassica breeding initiatives in Canada**
- 5. Utilize opportunities for turning bio-fuels such as wheat straw, bagasse and rice husk into energy, with trial implementation in Punjab**

Canada India Foundation recommends that a Canada India Task Force on Agriculture and Food Processing be set up in the next six months, with representation from the national and regional governments, as well as private sector, to take these policy recommendations forward with an action plan and time line for implementation. CIF is prepared to facilitate the formation and management of such a Task Force, with joint investment from Canadian and Indian governments and private sector support, and structured on the themes of

- Investment
- Trade
- Technology Transfer
- Human Resources
 - Immigration
 - Exchanges

SUPPORTING PARTNERS

The organization of the Canada India Agriculture and Food Processing Forum would not have been possible, without the financial and in-kind support of several governmental and private sector organizations. Special thanks are owed to the following:

Presenting Partner: **Government of British Columbia**
(Canada India Foundation gratefully acknowledges the financial support of the Province of British Columbia through the Ministry of Jobs, Tourism and Innovation, and the Ministry of Agriculture)

Presenting Partner: **Government of Saskatchewan**
(Canada India Foundation is thankful to the financial support of the Province of Saskatchewan through the Ministry of Agriculture and Innovation Saskatchewan)

Supporting Partner: **Agriculture and Agri-Food Canada**

Supporting Partner: **Planning Commission, Government of India**
Supporting Partner: **Ministry of Consumer Affairs, Food and Public Distribution, Government of India**

Supporting Partner: **Department of Foreign Affairs and International Trade, Government of Canada**

Supporting Partner: **University of Saskatchewan**

Forum Partner: **RBC Royal Bank of Canada**
Session Partner: **University of British Columbia**
Media Partner: **OMNI Television**
Partner: **Sandhurst Group**
Partner: **Process Research ORTECH Inc.**
Partner: **Nature's Path Organic**
Partner: **Farm Credit Canada**
Partner: **PCS Bio-Fuels Ltd.**
Partner: **A-Class Electric**

OVERVIEW OF THE FORUM

The forum took place in Vancouver, British Columbia on September 10-11, 2012 and in Saskatoon, Saskatchewan on September 12- 13, 2012.

Dignitaries who participated and spoke at the forum included: Hon. Lynne Yelich (Minister of State, Western Economic Diversification, Government of Canada), Dr. Saumitra Chaudhuri, Member, Planning Commission, Government of India, Hon. Norm Letnick (Minister of Agriculture, Government of British Columbia), Hon. Manmeet Bhullar (Minister of Service, Government of Alberta), Senator Dr. Asha Seth (Senate of Canada), Hon. Moira Stillwell (Minister for Social Development, British Columbia), Hon. Michael de Jong (Minister of Finance and House Leader, British Columbia), Hon. Gregor Robertson (Mayor of Vancouver), Mr. Gavin Conacher, Deputy Director, Midwestern Regional Office, Agriculture and Agri-Food Canada, Mr. Naveen Prakash, Joint Secretary, Food and Public Distribution, Government of India, Hon. Rob Norris (MLA, Saskatchewan), Hon. Donald Atchison (Mayor of Saskatoon), Mr. Ravi Shankar Aisola (Consul General of India, Vancouver) and Mr. Scott Slessor (Consul General, Canadian Consulate, Chandigarh, India). In addition, Dr. A.P.J. Abdul Kalam, former President of India, gave a video-taped presentation, from Delhi, setting the stage for the discussions to follow. Earlier, in Vancouver, Hon. Christy Clark, Premier of British Columbia, also welcomed the delegates via a video-taped message. Former federal minister Hon. Herb Dhaliwal was the Master of Ceremonies at the Vancouver event.

Participants of the forum included representatives from federal and provincial governments, delegation from various states of India, companies from private sector, industry leaders, farmers and experts from academia of Canada and India.

Canada India Agriculture and Food Processing Forum 2012, was made up of plenary and panel sessions moderated by CIF Executives and subject matter experts. In addition to the sessions, the Vancouver segment of the Forum included site visits to local companies in the agriculture and food processing sector, such as Nature's Path Organic, PCS Biofuels Ltd., Sanduz Estate Wines, Port of Vancouver and Alliance Grain Terminal.

KEYNOTE ADDRESSES AND PLENARY SESSIONS

Key Messages conveyed:

Hon. Herb Dhaliwal (Master of Ceremonies): Welcomed all delegates and special guests to the first agriculture and food processing forum of this kind in Western Canada. He highlighted the role federal government of Canada played through funding support in evolving BC's vibrant agriculture industry, from food focused to include wine as well. Tracing his own immigrant background to his grandfather who came to BC from India via Russia and US in 1904, he lauded CIF for its theme forums, in the first of which he had participated.

Mr. Barj Dhahan (Chair, Canada India Foundation): Providing the welcome address in his capacity as CIF Chair, recalled the message from his grandfather to walk the land every morning and check out the fields. He said the agricultural fields are pregnant with new ideas for farming, production and distribution. He said that food security basically means no one goes hungry and said the five objectives for the Agri-Food sector must be:

- 100% access to food all year round
- Eliminate malnutrition
- Making all food safe and sustainable
- Increasing growth in productivity of small farmers
- Zero rate of food spoilage and waste

He said that we should look at social and political issues, look for pragmatic solutions, innovative technologies and policy changes that will help increase trade opportunities between India and Canada. As with previous Canada India forums organized by CIF, a summary of recommendations would be made available to stakeholders as part of the forum report.

His Worship Greg Robertson (Mayor of Vancouver): Highlighted his background in food in Fraser Valley, launching of Happy Planet company (BC fruits into fresh juice, smoothies, soup). BC has microclimates/regions well suited for the food business, plus innovative restaurants. Vancouver is a foody city with street food carts representing the global food diversity. Commended BC Premier Christy Clark for her visit to India in 2011 (Delhi, Chandigarh, Amritsar, Mumbai and Bangalore) to find solutions for food security to help India and to give BC companies lasting exposure to Indian market.

Mr. Ravi Shankar Aisola (India's Consul General, Vancouver): Newly appointed to his role, Mr. Aisola said that Canadian know-how in food processing will have willing takers in India.

Dr. A.P.J. Abdul Kalam (former President of India): Via Videotape. Dr. Kalam commended CIF for bringing the delegates together. The theme of his address was: "Evolution of Agri-Food Processing Knowledge Platform". He said that both Canada and India are major agriculture producers, with India one of the largest producers of wheat, vegetables and milk; Grain-based to animal protein diets in India will have impact on agriculture sector. He pointed to Gujarat and Tamil Nadu's examples in micro-irrigation and secure electric grid (in the case of Gujarat) and rice and sugar intensification methods (in the case of Tamil Nadu). He believed that a second revolution of agriculture was imminent for India with focus on retail of agri-produce, direct procurement for farmers and contract farming; India's wastage is at post-harvest processing, whereas Canada's waste is at the retail and consumer level. He said that India's targets are: increase perishable duration, value addition from 20 to 35% for processed foods, share in global trade from 1.5 to 3%, small or cottage industry for agriculture in India, \$4 billion for rural infrastructure and FDI passage. He strongly urged Canada and India to

enter a hard cooperation deal to create a joint Canada-India brand world knowledge platform for Agri-Food processing with \$500 million each (invest in r&D; joint venture, ppp mode), pairing one state from India and one province from Canada. Suggested area could be joint design and development of state of the art post harvest, packaging and retail delivery. Other areas worth considering would be modern silos, solar warehousing, mega food parks, human resources capacity building in value added agriculture and food processing, ecofriendly low water fishing etc.

Mr. Scott Slessor (Consul General of Canada in India): There have been lots of agreements in the sector between the two countries but not many tangible results. An example of tangible result can be seen in the Science and Technology agreement that was reached a few years ago and is bearing fruit now. The initiatives by U of Saskatchewan in the sector are worthy of praise. Examples of research/development beneficial to Indian scene, enable preparation of chappathi (flat bread) that would stay fresh for 2 days, and gene of flour that would help reduce storage wastage. It is important to keep feet planted where things grow.

Hon. Norm Letnick (Minister of Agriculture, Government of BC): 61,000 people employed in BC agriculture sector, business volume \$14 billion/year 2017; new developments in improved manufacturing techniques, anerobic digesters; Great opportunities in food processing, with a lot of interest in Indian cuisine; BCs Canada's gateway to the Pacific; Important for Canadian business to meet Indian policy makers and understand policy drivers; India's young population more amenable to western ways and choices of food consumption, but with little time to do own cooking; great untapped potential in processed seafood, as very little of this is used in India. BC Premier's visit to India saw 9 partnerships, \$60 million deals and opening of 4 business offices.

Hon. Manmeet Bhullar (Minister of Service, Government of Alberta): Spoke about growth of Alberta's trade with India following delegation to India. He highlighted importance of Alberta to Canadian economy and importance of Pacific Gateway for Alberta's energy production. Said we must ensure that India is not moving in a short-cut path whereby producers are injecting chemicals to make produce more appealing and then sell to locals.

Mr. Manish Gupta (IFFCO): 40,000 cooperative societies, 50 million farmers form IFFCO; Started as fertilizer producer for farmers; Transfer from R&D to farmers is low in India; IFFCO has created a knowledge base for its members using mobile telephones to communicate rural focused information covering 60 field crops and 130 horticultural crops, as well as information on weather, technology and services; 5 messages per day customized to the local community; cost supported by mobile company operators; Successful example of this is in Tamil Nadu, where the information base on goat farming is tied to all banks, enabling them to lend money to farmers for a unit of 8 goats and 1 mobile phone. Similar creative initiatives are required to address India's needs.

Senator Asha Seth: Greetings from Canadian federal government; Forum is timely in the context of CEPA, targeted for closure in 2013; Important role played by Canada India Interparliamentary Friendship Group in furthering ties with India. Values strong ties with CIF.

Hon. Moira Stillwell: (Minister for Social Development, Govt of British Columbia): Areas to be addressed – Agri-tourism, nutraceuticals, forest botanicals, biofuels, apples, cherries, protein concentrates, food preparation for manufacturing and animal feed; India is now the fifth largest market for BC apples (from 0 in 2010); Research collaboration is essential; Recognize that 98% of farms are family owned and operated.

Mr. Amir Virani (Founder of Golden Boy Foods): Largest peanut butter manufacturer on the west coast with \$150 million annually; Multicultural community in Canada has an appetite for Indian foods; perception of

quality limits growth; Indian exporters must recognize the food safety needs, CFIA and USDA; Opportunity to import and blend Indian spices here; Blended spices have huge market; Organic food market is also important; India has the potential for largest organic export, e.g. Quinoa, Chia seeds

Dr. Jerome Konecsni (CEO, Innovation Saskatchewan): Province of Saskatchewan is developing an innovation strategy built on the province's natural advantages. Saskatchewan has 40% of Canada's arable land, 40% of world's potash, is second in Canada in petroleum deposits. Food Security Institute will soon be a reality in Saskatchewan, looking forward to linking up with Indian counterparts.

Hon. Lynne Yelich (Minister for Western Economic Diversification, Govt. of Canada): Five key areas of federal government's Global Commerce Strategy - ensuring Canadian businesses have access to priority markets, energise trade commissioner service, ensuring business get capital they need, ensure SME's have access to technology, ensure businesses have access to best talent and manpower from around the world; Significance of agri bio-technology collaboration between India and Saskatchewan, creation of food development centre in India.

PANEL SESSIONS – SUMMARY AND RECOMMENDATIONS

Panel sessions covered a range of topics in the field of Agriculture and Food Processing. Speakers at the sessions made presentations followed by discussions and questions/answers leading to sharing of information and knowledge. Recommendations on addressing issues of food security, trade tie-ups, areas to strengthen Canada's bi-lateral agreement with India and various policy measures were shared.

Here is a brief summary of the key sessions held during the Forum:

Session: Food Security- Global Perspective:

Summary: This session comprised of presentations on issue related to global challenge of food security. The presentations brought up the facts that 1.2 billion people on earth are food insecure, 1 million children starve to death annually and 1.5 billion people are overfed. Threats to food insecurity in aspects of socio-economic, resource and environmental were presented. Information on issues concerning Global climate change, Global shortage of fresh water, increase demand of animal protein and loss of agro-ecosystem management knowledge as well as business model and economic strategy diversity was shared.

For a sustainable humanity it is imperative to have sustainable food system. Therefore presenters in this session emphasized on the need towards increasing the food production along with reducing pre and post-harvest losses and food wastage in the whole range of food system chain.

Policy Recommendations:

- Policy reform towards global agricultural trade rules that support food security objectives is required
- Policy to discourage expansions of bio-fuels and increase of agricultural research in the public domain were suggested

Trade Exchange Areas:

- Joint Research and Development (R&D) in Agriculture which includes mitigation of losses in food and agri-biotechnology can be ventured
- Canada and India can partner in the areas of modernization of extension services which includes development of post-harvest technologies for storage, preservation and processing of food grains along with development of community grain and seed banks. Technologies that can assist in minimizing post-production food waste

Session: Exporting Agri/Seafood to India, for Canadian SME's – Ms. Sudha Kshatriya

Summary:

- India is now ranked 11th among the largest global economies. The country is the 2nd fastest growing economy in the world next to China. India's FY 2010-11 GDP grew at an impressive 8.5 % but FY 2011-2012 GDP growth is estimated at 6.5%, which is respectable, given the current world situation. GDP growth during 2012-13 is expected to be in the range of 5.5% -6.5%, which is better

than many countries in the current environment of global economic slowdown. The country is among top 10 FDI destinations in the world.

- Agriculture is the single largest area of economic activity with 60 % of the population involved in farm activity. The Indian food processing industry accounts for 32% of the country's total food market. It is ranked fifth in terms of production, consumption, export and growth.
- But India is able to process only 10% of its total food production as compared to Malaysia (83%), South Africa (80%), Philippines (80%), U.S. (65%), Thailand (30%) and China (23%). Currently, the Indian food processing industry is estimated to be worth \$ 157 billion. It is expected to touch \$ 255 billion by 2016 with a 13% growth rate per annum. The packaged foods industry is expected to register even a higher growth rate of around 15-20 per cent, almost doubling up by 2016 to around \$ 30 billion.
- The Government of India's "Vision 2015" has allocated an outlay of \$ 20 billion for the processed food sector. An estimated 20-30% of the Indian population is strictly vegetarian. Beef consumption is taboo among Hindus, Jains, and Sikhs who comprise over 80% of India's population. India's large Muslim population (est. 160 million) does not consume pork. It is estimated the very rich and middle income households will increase from 64 million in 2015 to 100 million households by 2020.
- Food purchasing behaviours, particularly for upper income consumers are beginning to change with the emergence of cafes, fast food restaurants, supermarkets, easier access to imported foods. Upper income consumers are increasingly willing to try new products, driving up the consumption of value-added products. Factors such as urbanisation/diet diversification/busy lifestyle/women in the workforce have added momentum to the change, with ready-made, easy-to-cook food taking the place of home-made food.
- Canada and India have launched negotiations towards a comprehensive economic partnership agreement (CEPA). It is hoped that this may lead to reduced tariffs, including for Agri-Food and processed food products.

Trade Opportunities:

Agronomic (pre and post-harvest)

- Aside from exports of processed food, there are plenty of opportunities for entrepreneurs across the entire food value chain (warehousing, cargo handling & logistics, packaging, manufacturing food processing machinery & technology, etc.)
- Canada can assist in determining the model for the Mega Food Parks, including product development, pilot plant, incubation and food safety and development of food safety protocols and provision of staff training.
- Creation & management of cold chain infrastructure for agriculture. There are many opportunities for Canadian companies in creation & management of cold chain infrastructure for agriculture. The assistance under the scheme for Cold Chain, Value Addition and Preservation Infrastructure includes (grant-in-aid) of 50% of the total cost of plant and machinery and technical civil works in general areas and 75% for the North Eastern region and difficult areas subject to a maximum of \$ 2 million (approx.).
- Technology Upgrade/Establishment/Modernization of Food Processing Industries – India will be spending a large sum of \$ 90 million (approx.) on the scheme for technology up gradation and modernization of food processing industries. This scheme is adding huge processing capacity to the food processing industry which in turn has resulted in significant reduction of wastages.

- Technology upgradation (soft and hard)
- Value addition opportunities are available in India for a wide range of food & beverage products in consumer packs. For example:
 - Value addition in the form of pre-cut frozen vegetables, mixed vegetables
 - Value added dairy products, poultry products in ready-to-eat form in consumer packs
 - Ready-to-eat and ready-to-cook products, salted snacks, chips, pasta products, cocoa based products, bakery products, biscuits, soft drinks, etc.

Education

- Introduction of Seed Management Systems.
- Soil Health and Nutrition Management
- Water Management
- Introduction of healthy Bio-friendly insecticides and pesticides
- Opportunities in improvement of Farm Practices
- Best practices, technology and people who can help develop the processed food industry and build a trained workforce for this rising sector. Partnering with states will be the best way to succeed in this sector.

BEST PROSPECTS

Prospects	Opportunity/Support	Value/Investment
Mega Food Parks		
Creation/Management of Cold Chain Infrastructure	50%-75% of total cost as assistance	Maximum of \$2M support
Modernization of abattoirs	10 projects planned/under way	Share in \$90 million estimate
Agriculture Machinery	Export/Distribution/JV	Share of \$6.7 billion annually
Grain Storage/Handling	Silos/JV/Revenue guarantee	Share of \$1.5 billion
Agri/Bio-technology	37% annual growth	Share of >\$590 million annually
Nutraceuticals/Cosmeceuticals	Exponential growth	TBD

Session: Attracting Trade/Investment Agriculture:

Summary: Presentation in this session stressed on Canada being a global leader as ranked #1 in Forbes' annual review to be one of the best countries in the world to do business with. It has soundest banking system and lowest debt-to-GDP among G7 countries along with strong equity and culture. Information was given on regulatory requirements for companies wanting to be listed on Toronto Stock Exchange. Long term drivers and trend areas in Agriculture for Canada and India to partner were presented. The areas as suggested for potential foreign direct investment includes farm infrastructure, food and safety management systems, plant and machinery, food parks and contract farming.

Policy Recommendations: The general policy in India does not allow foreign direct investment in the agriculture sector. India's agricultural products tariff is pretty high and therefore there is need for policy

reform in the agriculture sector. However investors can venture in contract farming and joint ventures in developing of food parks.

Trade Exchange Areas:

- Canadian investors in Indian markets can ensure market access by investing abroad in areas of contract farming for captive supply. Increase in export of pulses, canola oil and processed food can also be ventured.
- Indian investors can venture into fertilizer sector particularly in potash industry, companies such as Bioexx and Algae Biosciences.
- Both Canada and India can set up JV's in infrastructure development, seed enhancement, crop and drought protection, pesticides and energy

Session: Business Opportunities in Food Processing:

Summary: Presentation in this session highlighted about growing economy and consumption pattern leading to rise of food processing industry in India. Only 6% of India's perishable foods get processed into value added products. High tariffs and added costs make it expensive for exporters to sustain in the Indian market as the Indian consumer may try imported product but are also sensitive about the price. Tariff system can be complex as there are ranges of taxes which must be paid on imports. The main duties and tariffs are:

- Basic Duty. The rate in India is 30% for most products
- Additional Duty (AD) or Countervailing Duty (CVD) – The rate is based on a products Maximum Retail Price (MRP)
- Special Additional Duty (SAD) or Special Countervailing Duty (SCVD) , 4% duty on most imported products

Given the complexity of India's tariff structure, Canadian exporters should discuss tariff levels and additional charges that will affect the landed cost of their products with prospective.

Policy Recommendations:

- Policy required for Indian government to open up the retail market in the multi-branded retail segment.
- Initiate/facilitate wholesale trade from Canada

Trade Exchange Areas:

- Seafood, including canned
- India is the 3rd largest seafood exporter (mainly prawns) to USA, Japan, Spain, and China. But imported seafood demand in India has been growing steadily with a total market size of \$58.4 million in 2010. Norway, Japan, Spain, USA volumes are around \$ 500-700K. Imports from Canada are around \$ 400K. The largest potential for fresh/frozen seafood is in the hospitality sector.
- Canned seafood, canned foods, soups, ready to eat meals
- Maple Syrup, Sauces & Condiments, Jams & Jellies
- Gourmet and Fine Foods
- Apples, Cherries
- Snacks, dried fruits, granola bars
- Cocoa and cocoa preparations; Confectionery
- Bakery, pasta categories are underdeveloped and under-penetrated.

- Beverages, fruit juices
- Wine and Ice-wine
- Organic, health and wellness range of products that are low-fat, trans-fat free, gluten-free etc. These are increasingly being sought after categories by hotels.
- Nutraceuticals, functional foods, dietary supplements
- Export of fresh fruit like kiwi, blue berries and red globe grapes has potential in the Indian market
- Applied research and development of new products into the Indian and Canadian markets can be jointly ventured

Session: Family Farms / Cooperatives:

Summary: The social aspect related to elimination of hunger based on sustainable agriculture practices was covered in this session. India is the home to the largest number of hungry people in the world. 1 out of 3 malnourished children in the world are found in India. The total food production in India is likely to double in the next 10 years. Some of the challenges in the agriculture sector faced in India are related to high wastage, water scarcity and poor hygiene and safety standards. The current condition in Punjab itself is where the majority of agricultural waste is burnt onsite thus wasting energy and creating pollution. Farmer's suicides from 1995 to 2009 are above the range of 240,000.

Policy Recommendation: Policies implementations are required to address sustainable agricultural practices which can tackle food security issue.

Trade Exchange Areas:

- Canadian companies can partner with Indian companies to convert wasted biomass into biofuel in order to replace or supplement coal power.
- Knowledge transfer related to food processing technologies and creation of processing hubs in India by Canadian companies, will assist in developing capacities that can tap the growing markets.
- Opportunities abound for transfer of technologies for improvement of pulse crops including chick peas, beans, pigeon peas, lentils and cereal crops including wheat, rice, rye and oilseeds including canola, mustard.
- Establishment of collaborative research projects including the exchange of scientific staff and aimed at a wide range of crop improvement and crop development.
- Agri-Biotechnology cluster is being developed in the Knowledge City, Mohali for promotion of the industry as well as testing facilities. Canadian presence in the cluster would enhance the profile in this niche sector, offering opportunities for provinces with a strong stake in the bio-tech sector.
- Opportunities in farm equipment, leasing rental, co-ops

Session: Grain Storage/ Handling, Supply Chain Logistics

Summary: India plans to invest \$ 1.5 billion in building its grain storage capacity. Public-Private partnership with a five year guarantee on revenue encouraged. Government is moving away from warehousing in buildings to silos with latest techniques in cleaning, grading sorting and aeration.

Policy Recommendations:

Trade Exchange Areas:

Canadian companies can enter the market through JVs and Strategic Alliances

Session: Cash Crops and Value Added Products

Summary: This session comprised of sharing information related to collaboration possibilities for value added products. Each speaker presented technical and service based information in relation to what they can offer towards trade exchange. Information on quality standards and regulatory measures related to import and export of food products was also shared. The emerging issues related to conservation of natural resources in enhancing productivity, diversification and Agro-processing aspects were covered in this session. India needs to support farmers to get better returns from their harvest.

Policy Recommendations:

- Many Canadian companies need increased exposure to this opportunity. Seminars/newsletters to highlight the opportunities are recommended.

Trade Exchange Areas:

- Collaborative research in food processing, process engineering, food safety, preservation, packaging and innovation of value added products with advance technology can be done.
- Agricultural universities in India need to work on innovative technologies on food storage, processing and value addition by partnering with Canadian universities.
- Food Centres should be encouraged and supported to help forge these partnerships

Session: University of Saskatchewan initiative to address Food Security

Summary: This session presented importance on Saskatchewan to be part of solution in addressing global food security. Saskatchewan has 7% Canada's fresh water and 1.5% of global fresh water. There are very few players in broad research areas which include: Global food supply system, Pulses, roots, tuber, oil crops, Ag economics and food security policies, Management of Prairie environment, Human health and nutrition linkage to agriculture and food supply. University of Saskatchewan core strengths include: resource management, crop development which has more than 345 commercial crop varieties and animal health.

Policy Recommendations:

- To develop evidence based policy which will help in addressing food security issues

Trade Exchange Areas:

- University of Saskatchewan should drive productivity across global food system
- The New novel training program (CREATE) integrates infectious disease, food safety and public policy – for students and PDFs in Canada and abroad in which India can partner
- University of Saskatchewan is building on a century of successful agriculture R&D and partnerships with industry, academia, and government in Canada and globally, through exchanges and pro-active student recruitment

Session: Land Resource Management

Summary: This session focused on creative management of precious land available for agriculture, including use of micronutrients, specifically magnesium and iron, Canada's potash initiatives in India, improved genetics in plant nutrition

Recommendations:

- Explore and jointly develop macro as well as micronutrient strategies
- Facilitate exchange of visits by Canadian and Indian farmers

Session: Plants and Animals

Summary: This session highlights Saskatchewan pulse crop initiatives, challenges facing pulse availability in future, importance of livestock production for farms in India,

Recommendations:

- Ensure and grow Canada's lead in pulse exports to India
- Recognize and build on the family unit integral to Indian farms
- Highlight Canada's dairy technology expertise and develop initiatives
- Create opportunities for Canada's expertise in new farming technology

Session: Pre- and Post-Harvest Technology Enablers

Summary: This session highlights some the significant developments being done in academic, research centres and private sector in developing greater value from agricultural products, with emphasis on benefit to India

Policy Recommendations and exchange areas:

- Develop and share technology to increase shelf life, reduce cost of labour associated with food preparation
- Promote Canada's food development centre model (Manitoba) to complement food parks in India
- Emphasize more creative ways of grain storage to avoid waste, as alternative to increase grain productivity

Session: Trade/Investment/Market Access

Summary: This session focuses on current trade imperatives, Comprehensive Economic Partnership Agreement (CEPA) negotiations, specific market access challenges and mutual investment opportunities

Recommendations:

- Meet target date of 2013 for conclusion of CEPA
- Develop speedy and mutually pragmatic solutions for market access issues in agriculture sector

CLOSING PANEL SESSION – GOING FORWARD

Summary: The final session brought together a number of expert panelists to identify specific areas that the Forum organizers should choose from for Going Forward recommendations to the two national governments as well as to the stakeholder state governments

Recommendations/ Suggestions:

Investment

- Canada should be in the game for building the farm infrastructure (\$3 billion) and Total Logistics Solutions (\$4 billion) market in India

Trade

- Develop a pragmatic approach to ensure larger share of India's pulse market, to balance price and nutrition level
- Create research unit to identify trade policy road blocks
- Set up a clearing house/exchange for Canada/India buyers and sellers in the agriculture & food processing sector
- Develop a Canada-India communication strategy to sell the Canada brand, both product-wise and country-wise
- Re-establish direct flights between Canada and India, to promote trade

Technology Transfer

- Develop market and solutions for genetic improvement of Indian cattle for greater milk production

Immigration/Exchanges

- Enhance higher educational opportunities in Canadian universities in the agriculture sector, and actively recruit from Indian students

FINAL RECOMMENDATIONS

Following the conclusion of the formal sessions, representatives of the main stakeholders in the Forum met briefly to review the recommendations made in the various panels as well as in the Going Forward closing session. While the full set of recommendations made at the various sessions are included in this report, the Final Recommendations as agreed upon at the stakeholders meeting reflected priority, visibility and practicality of the chosen actions. These recommendations are:

- 1. Move CEPA (Comprehensive Economic Partnership Agreement) forward aggressively to its target conclusion in 2013, with agreement on market access issues in Agriculture**
- 2. Create high-profile Canada-India research initiative on agricultural sector cooperation, and promote greater research interaction between Canadian academic and research institutions in the sector and their Indian counterparts**
- 3. Create partnership between Canada and India to increase India's value-added food processing, food storage and distribution capacities, with specific focus on construction of silos and cold storage facilities**
- 4. Promote greater use of Canola Oil in India, facilitated by import from Canada, to meet India's need for healthier cooking oils; Expand to exploit the results of the brassica breeding initiatives in Canada**
- 5. Utilize opportunities for turning bio-fuels such as wheat straw, bagasse and rice husk into energy, with trial implementation in Punjab**

It is recommended that a Canada India Task Force on Agriculture and Food Processing be set up in the next six months, with representation from the national and regional governments, as well as private sector, to take the above policy recommendations forward with an action plan and time line for implementation. Canada India Foundation is prepared to facilitate the formation and management of such a Task Force, with joint investment from Canadian and Indian governments and private sector support, and structured on the themes of

- Investment
- Trade
- Technology Transfer
- Human Resources
 - Immigration
 - Exchanges

ADDITIONAL RECOMMENDATIONS FOR PRESENTING PROVINCES

Province of British Columbia

- The Province of British Columbia is to be complimented on its recent announcement that it will open two new trade offices in Mumbai and Chandigarh. It is recommended that special attention be given in these offices to opportunities in Agriculture and Food Processing, with emphasis on British Columbia's fruit and wine industry.
- It is recommended that the Government of British Columbia facilitate development of linkage between the BC SME's in the Agriculture and Food Processing sector, many of whom are from the Indo-Canadian community, with their counterparts in India. The excellent work done at the Canadian Consulate in Chandigarh in identifying Indian SME's will be very useful in this regard.
- It is recommended that the Government of British Columbia facilitate development of strategic linkage between BC and Indian bio-energy companies to research and commercialize technologies converting agriculture waste (bagasse and rice husks) to clean bio-fuels.

Province of Saskatchewan

- In light of the high volume of Canada-India trade originating from Saskatchewan and the potential for significant growth in the trade volume from the Western provinces of Canada, **it is recommended that the Government of India establish a Trade and Investment office in Saskatoon**, complementing its High Commission in Ottawa and consular offices in Vancouver and Toronto. The trade office model should also be implemented subsequently in Toronto to focus on the Eastern provinces.
- It is recommended that the planned Global Institute for Food Security at the University of Saskatchewan have an India-specific cell to coordinate the excellent research being done at the University, and other public/private initiatives that create value in the Canada-India agriculture space. It is recommended that the Institute create partnerships with Indian academic and other institutions, e.g. Punjab Agricultural University (PAU).

CONCLUDING OBSERVATIONS

The Canada India Agriculture and Food Processing Forum 2013 (CIAFPF) fulfilled the objectives set by Canada India Foundation for its thematic public policy forums aimed at strengthening trade and other relations between Canada and India. The additional objective for CIAFPF was to highlight the important role of Western Canadian provinces, particularly Saskatchewan and British Columbia, in this sector and to promote greater interaction between Canadian provinces and Indian states, to complement the nation level cooperation. The two-city Forum, with a sequential agenda was made possible with the generous support from the funding and sponsoring partners, including the Governments of British Columbia and Saskatchewan, and Agriculture and Agri-Food Canada, and while the two-city implementation posed its own unique challenges, the end result was satisfactory.

The key observation from the Forum is that there is tremendous untapped potential for trade growth and partnership between Canada and India in the Agriculture and Food Processing sector. For those not familiar with it earlier, the high caliber of research being conducted in Canadian academic institutions, notably University of Saskatchewan and many others, was quite a revelation.

On the participation from the Indian side, some key high level participation from the Indian states, which had originally been committed, did not materialize due to late scheduling conflicts of the intended participants. However, requirements, priorities and opportunities from the Indian perspective were clearly spelt out and discussed by the Indian delegation present with representation from Government of India's Planning Commission, and the Ministry of Food and Public Distribution. The presence of this representation from Government of India, as well as representative of Canada in the Comprehensive Economic Partnership Agreement (CEPA) negotiation with India ensured that in addition to the opportunities, challenges such as market access issues and investment bottlenecks would be discussed.

Reviewing the overall results of the Forum and feedback, it is felt that additional amounts should have been budgeted for delegate support, particularly from India. The delegate cost estimate was generated from the precedent of the previous two CIF forums, where the participants for the most part paid their way (government and private sector). While the themes of the earlier Forums (energy and mining) supported this premise, the predominantly SME nature of the Agriculture and Agri-Food sector in India meant that the private sector there would be hard-pressed to allocate funds for travel to Canada. Some of the initial enthusiasm for participation, in fact, waned after potential participants realized that travel and living support available for the Forum was minimal. The timing of a future forum, suggested in the late 2014) would also have to take into account the harvest seasons and the consequent availability of those (mainly SME's and independent farmers) directly involved with the harvest process. Presence of all major Canadian players in the Indian agriculture and food processing sector (such as McCain) would be highly desirable.

Considering the following factors, i.e delegate support, commercial venues, more extensive agenda and more aggressive marketing, a realistic budget figure for a future forum for this theme, organized by CIF, would be about \$ 2.5 Million. Some of the feedback from the Forum also indicates that it would be preferable to separate the research and trade/investment components of the Forum.

Principal recommendations as well as observations from individual sessions are shown in the Executive Summary as well as the independent session summary.

OBSERVATIONS FROM DELEGATES

“Future forum should separate business and science sessions, so participants can focus on areas of research” – Dr. Paul McCaughey, Agriculture and Agri-Food Canada

“There were insufficient companies and trade associations present, hence the forum did not sufficiently feature trade and investment opportunities” – Dr. Wilf Keller, Ag-West Bio Inc., Saskatchewan, Canada

“Appreciated being invited as farmer from India to participate in the Forum. Future forums should allow for greater participation of working farmers from both countries” – Ramesh Chandra, farmer, India

“As NGO involved in food security, I was happy to build relationship with stakeholders in the sector. I would like to see representatives of philanthropic foundations open to supporting projects to improve food security” – Raju Agarwal, One Prosper, Canada

“There should be more farmer cooperative type forums – whereby actual suppliers and interested parties could meet and gather/share information” – Dal Banwait, Plant Genome Sciences, Canada

“As a result of the forum, I am likely to go India for the first time to strike partnerships in Punjab, in particular.” – Dr. Tom Baumann, University of Fraser Valley, British Columbia, Canada

“Sharing of technologies and expertise and encouraging student exchange should be the focus of future forum” – Dr. Digvir Jayas, University of Manitoba, Canada

“More focus on manufacturing industries; timing of the forum should not conflict with fall harvest time, to ensure greater local agri-business participation” – Christopher Miller, BC Ministry of Agriculture

“More focus on public/private partnerships; participated to identify opportunities for further research and development sharing between Canada and India, happy with the opportunity and the result.” - Reno Pontarollo, Genome Prairie, Saskatchewan, Canada

ANNEX

DETAILED AGENDA FOR THE FORUM



CANADA INDIA AGRICULTURE & FOOD PROCESSING FORUM 2012

September 10-13, 2012

AGENDA

September 10, 2012 – Vancouver, British Columbia

7:30-8:30 am	Registration, Breakfast, Networking
8:30-10:00 am	MC – Hon. Herb Dhaliwal
	National Anthems
	Mrs. Saroj Chandrashekhar
	Welcome Address
	Mr. Barj S. Dhahan, Chair, Canada India Foundation
	Welcome Greetings
	Hon. Gregor Robertson, Mayor of Vancouver
	Videotaped Remarks
	Hon. Christy Clark, Premier of British Columbia
	Welcome Remarks
	Mr. Ravi Shankar Aisola, Consul General of India, Vancouver
	Videotaped Remarks
	Dr. A.P.J. Abdul Kalam, former President of India
	Welcome Remarks
	Mr. Scot Slessor, Consul General, Canadian Consulate, Chandigarh, India
	Plenary Session
	Moderators:
	Dr. V.I. Lakshmanan, Forum Co-Chair, Canada India Foundation
	Mr. Barj S. Dhahan, Chair, Canada India Foundation
	Hon. Norm Letnick, Minister of Agriculture, Government of British Columbia
	Hon. Manmeet Bhullar, Minister of Service, Government of Alberta
	Mr. Manish Gupta, Director, IFFCO, India
	Senator Dr. Asha Seth, Senate of Canada
10:00-10:30 am	Coffee/Chai Break
10:30-Noon	Panel Session Food Security – Global Perspective
	Moderators:
	Mr. Rahul Shastri, National Convenor, Canada India Foundation
	Mr. Yuen Pau Woo, CEO, Asia Pacific Foundation Canada
	Mr. Naveen Prakash, Jt. Secretary, Ministry of Food and PD, Govt. of India
	Dr. Michael Trevan, Dean Agriculture, University of Manitoba
	Dr. Venkatesh Athreya, Advisor, M.S. Swaminathan Research Foundation
	Dr. Kent Mullinix, Director, Food Security, Kwantlen Polytechnic, British Columbia
	Dr. Murray B Isman, Dean, Land and Food Systems, University of British Columbia
12:00-1:30 pm	Lunch Address, followed by Lunch
	Introduction and Vote of Thanks
	Mr. Jay Minhas, Forum Co-Chair, Canada India Foundation
	Hon. Moira Stillwell, Minister for Social Development, British Columbia

2:00-5:00 pm	<p style="text-align: center;">Amir Virani, PNP Holdings Limited, Founder - Golden Boy Foods</p> <p>Site Visits (Choose one of)</p> <ul style="list-style-type: none"> Nature's Path Organic PCS Biofuels Ltd. Sanduz Estate Wines Port of Vancouver Alliance Grain Terminal
4:30-5:30 pm	<p>Presentation Exporting Agri/Seafood to India, for Cdn SME's</p> <p style="padding-left: 20px;">Ms. Sudha Kshatriya, Trade Commissioner, DFAIT</p>
5:00-6:30 pm	Networking
6:30-7:30 pm	Cocktails
7:30-9:30 pm	<p>Dinner, Address</p> <p style="padding-left: 20px;">MC – Ms. Robin Gill, Anchor, Global National</p> <p style="padding-left: 20px;">National Anthems – Mrs. Saroj Chandrashekhar</p> <p style="padding-left: 20px;">Dr. Saumitra Chaudhuri, Member Planning Commission, Govt. of India</p> <p style="padding-left: 20px;">Hon. Michael de Jong, Minister of Finance and House Leader, Govt. of British Columbia</p> <p>Vote of Thanks</p> <p style="padding-left: 40px;">Mr. Sarup Mann, Regional Convenor, Canada India Foundation</p>

September 11, 2012 – Vancouver, British Columbia

7:30-8:30 am	Breakfast
8:30-10:00 am	<p>Panel Session Attracting Trade/Investment Agriculture</p> <p>Moderators:</p> <ul style="list-style-type: none"> Mr. Manoj Pundit, Lawyer, Borden Ladner Gervais LLP <li style="padding-left: 80px;">Member, Canada India Foundation Mr. Robert Kang, Director of Listed Issuer Services, TSX Mr. Bill Murray, Managing Director, Investment Banking, Altacorp Capital Inc. Mr. Jim Taylor, Founding Partner, Avrio Capital Mr. G. Chandrashekhar, Senior Editor, The Hindu Business Line
10:00-10:30 am	Coffee/Chai Break
10:30-Noon	<p>Panel Session Business Opportunities in Food Processing</p> <p>Moderators:</p> <ul style="list-style-type: none"> Ms. Satwinder Bains, Director, Indo-Cdn Studies, University of Fraser Valley Mr. Jay Minhas, Forum Co-Chair, Canada India Foundation Mr. Scot Slessor, Canadian Consul General, Chandigarh, India Mr. Mike Leslie, CEO, Food Innovation Centre, BC Mr. Arran Stephens – Founder's/CEO's Nature's Path Organic Mr. Parm Bains, President & CEO Westberry Foods Mr. Sukh Kahlon, Director, BC Raspberry Council
12:00-1:30 pm	<p>Lunch, Address</p> <p style="padding-left: 20px;">Introduced by Ms. Anita Dalakoti,</p> <p style="padding-left: 20px;">Mr. G. Chandrashekhar, Senior Editor, The Hindu Business Line</p>
2:00-3:00 pm	<p>Panel Session Family Farms/ Cooperatives</p> <p>Moderators:</p> <ul style="list-style-type: none"> Mr. G. Chandrashekhar, Senior Editor, The Hindu Business Line Mr. Sarup Mann, Regional Convenor, Canada India Foundation Mr. Preet Marwaha, CEO, OrganicLives, British Columbia Mr. Ramesh Chandra, Entrepreneur Farmer, India Ms. Alexis Mackintosh (Founder) & Mr. Steve Dadson (CEO), PCS BioFuels Ltd. Mr. Dal Banwait, Director of Business Development, Plant Genome Sciences, India Mr. Raju Agarwal, Executive Director, One Prosper International
3:00-4:00 pm	<p>Panel Session Grain Storage/Handling, Supply Chain Logistics</p> <p>Moderators:</p>

Dr. V.I. Lakshmanan Forum Co-Chair, Canada India Foundation
Dr. Saumitra Chaudhuri, Planning Commission, India
Dr. S.A. Patil, Chairman, Karnataka Krishi Commission, India
Mr. Naveen Prakash, Jt. Secretary, Ministry of Food and Public Distribution, India
Mr. G.V. Shankar, Consultant, Enterprise Saskatchewan
Mr. Amrik Sangha, CEO, Global Agricultural Transloading
Charter Member, Canada India Foundation

4:00-5:00 pm

Panel Session **Cash Crops and Value Added Products**

Moderators:

Mr. Tom Baumann, Expert Agriculture Team Limited
Ms. Debbie Etsell, Executive Director BC Blueberry Council
Dr. M.V. Hegde, Scientific Advisor, Bharatiya Vidyapeeth, Maharashtra, India
Mr. George Ferguson, Dairy Exports Group, Canadian Food Inspection Agency
Dr. P.K.Khanna, Technical Advisor, Punjab Agricultural University, India
Ms. Robin Young, India Projects Manager, Food Development Centre, Manitoba

Closing Remarks

Dr. V.I. Lakshmanan, Forum Co-Chair, Canada India Foundation

TRAVEL TO SASKATOON

September 12, 2012 – Saskatoon, Saskatchewan

3:00-5:00 pm

Tour of U of Saskatchewan, Innovation Place, Canadian Light Source

6:00-7:00 pm

Background Presentation, Ag West Bio – Wilf Keller

7:00-7:30 pm

Welcome Greetings – Mr. Ramesh Chotai, Past-Chair, Canada India Foundation

Welcome Greetings

Hon. Rob Norris, MLA bringing greetings from Premier of Saskatchewan
Hon. Donald Atchison, Mayor of Saskatoon,
Dr. Ilene Busch-Vishniac, President, U of Saskatchewan
Mr. Dean Vey, Senior Advisor, Agriculture and Agri Food Canada
Dr. Roseann Runte, President, Carleton University

7:30-8:30

Dinner

8:45-9:15

Address: Dr. Ernie Barber, University of Saskatchewan

September 13, 2012 – Saskatoon, Saskatchewan

8:00-8:45 am

Registration, Networking

8:45-9:00 am

Welcome Remarks

Mr. Barj Dhahan, Chair, Canada India Foundation
Dr. Jerome Konecsni, CEO, Innovation Saskatchewan

9:00-9:30 am

Presentation **U of Saskatchewan initiative to address Food Security**

Dr. Mary Buhr, Dean, Agriculture and Bio-resources, University of Saskatchewan

9:30-10:30 am

Panel Session **Land Resource Management**

Moderators:

Dr. Wilf Keller, President/CEO, AgWest Bio
Dr. V.I. Lakshmanan, Forum Co-Chair, Canada India Foundation
Mr. Ramesh Chandra, Entrepreneur Farmer, India
Dr. Adrian M. Johnston, Vice President, International Planet Nutrition Institute
Dr. R. Sridhar, Chamco Chemicals
Dr. Jeff Schoenau, Professor and Research Chair, University of Saskatchewan

10:45-11:30

Panel Session **Plants and Animals**

Moderators:

Mr. Philip Stephan, Vice-President, Saskatchewan Research Council

Mr. Ramesh Chotai, Past-Chair, Canada India Foundation
Prof. Bert Vandenberg, NSERC Industrial Research Chair, University of Saskatchewan
Mr. Ramesh Rawal, BAIF, India
Dr. Ron DePauw, Agriculture and Agri-Food Canada
Prof. Bernard Laarveld, Professor, U of Saskatchewan

11:45-Noon

Keynote Address

Introduction by Mr. Brad Trost, MP, Saskatoon-Humboldt
Hon. Lynne Yelich, Minister of State, Western Economic Diversification

Noon – 1 PM
1:00-2:00 pm

Lunch

Panel Session Pre and Post-Harvest Technology Enablers

Moderators:

Dr. Venkatesh Meda, Professor, University of Saskatchewan
Dr. V.I. Lakshmanan, Forum Co-Chair, Canada India Foundation

Dr. D. Jayas, Vice-President (Research & International), University of Manitoba
Ms. Robin Young, India Projects Manager, Food Development Centre, Manitoba
Mr. Alvin Ulrich, President and CEO, Biolin Research

2:00-3:30 pm

Panel Session Trade/Investment/Market Access

Moderators:

Dr. Douglas Goold, Director, Asia Pacific Foundation
Mr. Barj Dhahan, Chair, Canada India Foundation
Mr. Don Stephenson, CEPA Chief Negotiator, Canada
Mr. Scott Brown, Executive Director, Gov of Saskatchewan
Dr. S.A. Patil, Chairman, Karnataka Krishi Commission
Ms. Jennifer Evancio, Director, Saskatchewan Trade and Export Partnership

3:30-5:00 pm

Panel Session Recommendations Going Forward

Moderators:

Dr. V.I. Lakshmanan, Forum Co-Chair, Canada India Foundation
Dr. Reno Pontarollo, Chief Scientific Officer, Genome Prairie
Dr. Saumitra Chaudhuri, Member, Planning Commission, Govt. of India
Dr. Paul McCaughey, Science Director, Agriculture and Agri-Food Canada
Mr. Carl Potts, Executive Director, Saskatchewan Pulse Growers
Mr. G. Chandrashekhar, Senior Editor, Hindu Business Line
Mr. Don Stephenson, ADM, Trade and Policy Negotiations, DFAIT
Dr. Bob Tyler, Professor, Food and Bioproduct Sciences, U of Saskatchewan

5:00 pm

Closing Remarks

Dr. V.I. Lakshmanan, Forum Co-Chair

ANNEX

SPEAKERS/MODERATORS AT THE FORUM

SPEAKERS/MODERATORS AT THE FORUM

Mr. Raju Agarwal

Executive Director, One Prosper International



Mr. Agarwal is Founder and Executive Director of One Prosper International – a Canadian charity that is focused on improving food security in India.

One Prosper has provided 100 small farmers in the drought-prone region of Warangal, Andhra Pradesh with one acre drip irrigation kits which increased their incomes by 116% within one harvest.

With support from One Prosper International farmers are able to feed their children with more nutritious food and spend more on their education.

Dr. Venkatesh Athreya

Advisor, M.S. Swaminathan Research Foundation

Prof. Athreya is a chemical engineer turned development economist. He has taught and researched in Economics for over four decades, having been on the faculty of several universities and research institutes in India and abroad. He has also been a consultant to the central and state governments in India and to international development agencies.

Mr. Parm Bains

President / CEO of Westberry Foods



Mr. Bains is quite diversified in Agri-business with over 30 years of experience in food processing, industrial marketing and crop production. His company Westberry Foods Inc. is a processor of frozen and fresh blueberries, serving the North American, European and Asian markets.

Ms. Satwinder Bains

University of Fraser Valley



Ms. Bains is faculty at Canada India Studies Program and Social work and Human Services. She is Director of Center for Indo Canadian Studies. She has completed her M.Ed. and B.A and is pursuing her PhD. Satwinder is an avid participant in community affairs both at the civic and provincial level. She has served on numerous committees locally and nationally

Mr. Dal Banwait

Director of Business Development, Plant Genome Sciences, India



Dal Banwait is the CEO of Plant Genome Sciences Pvt. Ltd. Plant Genome Sciences Pvt Ltd. is a wholly owned subsidiary of Advanced Nutrients and aims to be a leading Asian manufacturer and marketer of plant nutrients, hydroponics equipment, soil conditioning agents and greenhouse structures. PGS champions & promotes innovative, sustainable agricultural practices that establish four key components for modern Indian Agriculture: farm efficiency, food safety, food security, and environmental sustainability.

Mr. Tom Baumann

Expert Agriculture team Limited



After completing a Master's Degree in Germany and a Master's Degree in British Columbia both in plant Science with berry specialty, Tom went on to teach courses at the University of British Columbia, later full time permanent for now over 21 years at the University of the Fraser Valley. Tom runs Pacific Berry Resource Centre, as well run a consulting company called Expert Agriculture Ltd. (EAT Ltd.) and a small nursery. Tom is committed to bring knowledge and students together all the way from elementary school to a post graduate degree and is embedded in the horticulture industry, running research projects and consultations for farms, insurance companies and legal professionals.

Mr. Scott Brown

Executive Director, Ministry of Agroculture, Government of Saskatchewan

Dr. Mary M. Buhr

Dean, Agriculture and Bio-resources, University of Saskatchewan

Dr. Buhr was appointed Dean of the College of Agriculture and Bioresources at the University of Saskatchewan effective July 1, 2009. She completed her PhD in Reproductive Biology from the University of Waterloo. Buhr's research interest centers on all aspects of sperm physiology and its relationship to fertility and artificial insemination, to improve fertility of sperm for use in artificial insemination. She has published over 75 refereed papers and book chapters, is honored to have worked with a wide variety of students, scientists and industries around the world.

Dr. Saumitra Chaudhuri

Member Planning Commission



Dr. Chaudhuri joined the Planning Commission as Member in June 2009. Prior to that and from January 2005 he has been and continues to be a Member of the Economic Advisory Council to the Prime Minister of India. He has a degree in science and studied economics at Jawaharlal Nehru University, Delhi. He has over twenty five monographs and papers spanning issues of industry, the financial sector, regional development and fiscal policy.

Mr. Ramesh Chotai

President Bromed Pharmaceuticals & Past-Chair, Canada India Foundation



Mr. Chotai completed his training as a Pharmacist in the UK and Switzerland and joined ICI Pharmaceuticals in Kampala, Uganda. His company, Bromed Pharmaceuticals Inc. is one of the largest Canadian importers of pharmaceutical raw materials from India. Community builder and a philanthropist, he is the past President of the Hindu Mandir and Cultural Centre. Ramesh is the Vice-Chairman of Canadian Museum of Hindu Civilization and Advisory board member of Indo-Canada Chamber of Commerce. He is member of board of Small business Agency of Ontario (SBAO).

Mr. Steve Dadson

CEO, PCS BioFuels Ltd.

Mr Dadson is a graduate of UBC law school and University of Manitoba in Bio Chemistry. Since 1990 Mr Dadson has been involved in a number of technology companies, often China centric, as an investor and holding senior management posts. These businesses often addressed the environment; treating waste streams in the oil and gas industry or mining, reducing Co2 and Ch4 emissions, to commercializing fuel cells in Shanghai. Mr. Dadson brings these skills to PCS as it begins the challenging task of commercializing PCS's HTP technology with India being a central target.

Dr. Ron DePaaw

Senior Principal Wheat Breeder, Agriculture and Agri-Food Canada

Dr. DePauw has developed over 50 varieties for several classes of spring wheat for Canada. His varieties have been well received by Canadian farmers. He was the first to shift the negative association between protein content and yield resulting in improved nitrogen and water use efficiency. He has released varieties with resistance to a multitude of rusts, fusarium head blight, common bunt and loose smut. He has commercialized varieties with genetic resistance to wheat stem sawfly and orange wheat blossom midge.

Mr. Barj S. Dhahan

Chair, Canada India Foundation & President, Sandhurst Group



Barj graduate from the University of British Columbia and Regent College. He is the founder and chief executive officer of Sandhurst Group of companies, specializing in commercial real estate development. Sandhurst Group is also the largest Esso dealer and one of the largest Tim Hortons franchisees in British Columbia. He is Co-Founder and Director of Canada-India Education Society and Advisor to Baba Farid, University of Health Sciences-International Committee, Punjab, India. He is member of India Advisory Committee, University of British Columbia and RCMP-'E' Division, Commanding Officer's Cultural Diversity Advisory Committee, BC.

Ms. Debbie Estell

Executive Director, BC Blueberry Council

Debbie Estell has been involved with farming since 1977. She farms with her husband and two sons in Abbotsford BC on a turkey operation & vineyards. She has worked for Canadian Food Inspection Agency, BC Agriculture Council-Environmental Farm plan and BC Raspberry Council. She has been with BC Blueberry council as an Executive Director for six years.

Ms. Jennifer Evancio

Director, STEP



With over 15 years of experience in market & trade development, Jennifer is the Senior Director, Agri-Value, at STEP.

Jennifer graduated from the University of Regina's Bachelor of Administration program with a focus on Marketing & International Business. She is also a Certified International Trade Professional (CITP) through the Forum for International Trade Training (FITT).

Mr. G. Chandrashekar

Senior Editor, The Hindu Business Line

Mr. G. Chandrashekar is associate Editor of 'The Hindu Business Line' newspaper, is an economist with passion for agriculture, agribusiness and commodity markets (including energy and metals) as well as international trade and developmental issues. He is Chairman of Expert Committee on Agribusiness and Food Processing, Indian Merchants' Chamber, Mumbai. He is Hon. Advisor, All India Liquid Bulk Import Export Association.

Mr. G.V Shankar



G.V. Shankar is a Chemical Engineer with specialization in "Post Harvest Technology" and "Industrial Molecular Biology" from the University of Saskatchewan, Canada. Work emphasis was in Catalysis and Reactor Design. Electives included Pollution Control, Process Engineering, Plant Optimization and Bioprocess Engineering. Research focus was on "Pyrolysis" of Bio-mass using a Batch Reactor. Mr. Shankar has been a part of several Federal and Provincial delegations to India from 1983 (Including Prime Ministerial and Premier level delegations) onwards and was part of the host committees in Canada, organizing reciprocal and other related visits of delegations from India to Canada an vise versa.

Dr. Douglas Goold

Director, Asia Pacific Foundation



Dr. Goold is the Director of the Asia Pacific Foundation's National Conversation on Asia, a privately-funded national initiative to get Canadians thinking and talking about Asia and what it means for Canadians. Dr. Goold completed a major study in 2010 for the Canadian International Council on Canadian companies that do business in India and is now studying Indian companies that do business abroad. He is the former Editor of The Globe and Mail's Report on Business and former President of the Canadian International Council. He is the author of 3 books, including the number one national bestseller The Bre-X Fraud.

Mr. Manish Gupta

Director, IFFCO, India



Shri Manish Gupta holds the position of Director (Strategy & Joint Venture) at Indian Farmers Fertilizer Cooperative Limited (IFFCO) since 2nd December, 2010.

Shri Gupta holds B.Tech. Degree in Civil Engineering from Indian Institute of Technology, Delhi, Post Graduate Diploma in Management from Indian Institute of Management, Kolkata, India and Bachelor of Law from University of Pune, India. He has served on the Board of a number of Companies and has various publications to his credit.

Prof. Mahabaleshwar Vishnu Hegde

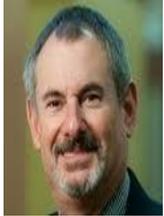
Scientific Advisor, Bharatiya Vidyapeeth, Maharashtra, India

Prof M.V. Hegde has taught Biochemistry at post graduate (M.Sc) level at Pune University for nearly 35 years and guided 14 students for their PhD, in Enzymology, Molecular biology, Genetic engineering, Plant biochemistry, Genetic diseases, Nutrition. Professor Hegde has published over 70 papers in international journals, patents and written text books in Biochemistry for undergraduate students. He researched and developed technology to

resource omega-3 fatty from flax seed and pioneered a movement “BRING BACK OMEGA-3 FATTY ACID INTO FOOD CHAIN”

Prof. Murray B. Isman

Dean and Professor, Faculty of Land and Food Systems, University of British Columbia



Prof. Isman has performed extensive research for over 30 years in the areas of natural insecticides, insect toxicology and plant natural products, with particular emphasis on the development of botanical insecticides. He has authored 170 referred publications, including twenty book chapters, and has co-edited two books. He also serves on the editorial boards of six scientific journals. Prof. Isman received the Gold Medal for Outstanding Achievement from the Entomological Society of Canada in 2011. He received his doctorate in Entomology from the University of California at Davis.

Prof. Digvir.S. Jayas

Vice-President (Research and International) University of Manitoba



Distinguished Professor Dr. Digvir Jayas was educated at the G.B. Pant University of Agriculture and Technology in Pantnagar, India; the University of Manitoba, and the University of Saskatchewan. He is a Registered Professional Engineer and a Registered Professional Agrologist. Prof. Jayas held a Canada Research Chair in Stored-Grain Ecosystems, and he conducts research related to drying, handling and storing grains and oilseeds and digital image processing for grading and processing operations in the Agri-Food industry. He has authored or co-authored over 700 technical articles in scientific journals, conference proceedings and books dealing with issues of storing, drying, handling and quality monitoring of grains.

Dr. Adrian M. Johnston

Vice President, International Planet Nutrition Institute



Dr. Adrian M. Johnston, a native of Prince Albert, Saskatchewan, is Vice President and Asia Group Coordinator for IPNI. Dr. Johnston earned his B.S.A., M.Sc. and Ph.D. degrees from the University of Saskatchewan. His contributions to western Canadian agriculture were recognized in 1999 when he received the Outstanding Young Agrologist award from both the Saskatchewan Institute of Agrologists and the Agriculture Institute of Canada.

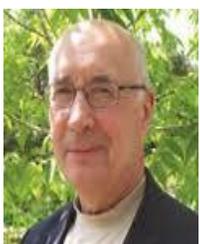
Mr. Robert Kang

Director of Listed Issuer Services, Toronto Stock Exchange

Robert has been with the Venture Exchange and its predecessor exchange, the VSE, for approximately 20 years. Robert is responsible for all Listings activities carried out in the Vancouver office of the TSX Venture Exchange. Robert is a graduate of the University of British Columbia (B.Com.) and a Chartered Accountant, who was in public practice with Ernst & Young.

Dr. Wilf Keller

President/CEO, AgWest Bio



Dr. Keller attended the University of Saskatchewan, receiving a doctoral degree with specialization in Crop Science. Dr. Keller has been actively involved in the development and application of biotechnologies for the genetic modification of crops, particularly canola. He has

collaborated with numerous government, university and industry groups and has provided training for researchers in plant biotechnology. He has led major research initiatives on the application of genomics in canola improvement, the development of industrial bioproducts from vegetable oils, and production of bioactive natural products in plants.

Mr. Sukh Kahlon

Director of Raspberry Development Council & President Kahlon Farms

Kahlon Farms is family run operation that grows and process raspberry and blueberry on 300 acre farm in the Fraser Valley. Some of the product that we produce includes frozen straight pack raspberries, sieved raspberries, and seedless puree all packed in 28 lb pails. The blueberry is packed for the fresh as well as the frozen market. Our products are sold across Canada, USA, Japan, and China.

Dr. P.K. Khanna

Technical Advisor, Punjab Agricultural University

Dr. Khanna has done his PhD in Microbiology from Punjab Agricultural University in 1980. He has about 30 years of professional experience during which guided 22 M.Sc. and PhD students. He has published his work in about 290 publications including refereed research papers, review articles, book chapters, bulletins, manuals, popular articles and papers in the proceeding of about 75 National / International conferences / Symposia / Workshops and Seminars. His field of specialization is in Industrial Mycology (Solid waste management) and Mushroom Research and technology.

Dr. Jerome Konecsni

CEO, Innovation Saskatchewan

Dr. Konecsni joined Innovation Saskatchewan in October, 2011 as its first permanent CEO. He has extensive experience in managing research and commercialization/product development in both the public and private sectors. He also served as CEO of Genome Prairie, Vice President Corporate Development of Bi original Food and Science and Vice President of Ag Biotech of the Saskatchewan Research Council.

Ms. Sudha Kshatriya

Trade Commissioner, DFAIT

Sudha has worked with the Dept. of Foreign Affairs and International Trade for over 10 years. Sudha was the second person to hold this AAFC position, which was first created in 2007. Her priority files now are Life Science and S&T partnerships, the two sectors which she previously covered. Prior to coming to Vancouver, Sudha worked with DFAIT in Ottawa as a Senior Trade Policy Officer with prime responsibilities for EU and US agriculture market access issues. Sudha holds a degree in Agriculture, MA in Economics and LLM in Trade Law.

Prof. B. Laarveld

Professor, University of Saskatchewan

Dr. Laarveld obtained his undergraduate degree from the Netherlands (HAS Den Bosch), and graduate degrees from the University of Saskatchewan. His PhD research concerned the nutritional and toxicological evaluation of low glucosinolate canola meal as a protein supplement for dairy cattle. His current research focuses on feed development. He was instrumental in creating the new Canadian Feeds Research Centre and the new Rayner Dairy Teaching and Research Facility at the University of Saskatchewan.

Mr. Mike Leslie

CEO, Food Innovation Centre, BC

Mr. Leslie brings tremendous experience to FICBC, with more than 25 years in the agri-food industry. His knowledge encompasses both the domestic and international markets, from the supply side through the processor to the end retailer. He is experienced in business planning, team-building across sectors and networking across the value chain.

Dr. Paul McCaughey

Science Director, Agriculture and Agri-Food Canada

Ms. Alexis Mackintosh

Founder, PCS BioFuels Ltd.

Ms. Mackintosh holds a B.Sc. Chemistry (Nuclear/inorganic) in 1979 from Simon Fraser University. Ms. Mackintosh is the inventor and holder of the two key biofuel patents that PCS is commercializing. She currently supervises R&D from her comprehensive research lab where her innovative ideas are being developed. She is active in working with PCS Licensees and their engineers to commission the first commercial application of PCS's HTP technology in China.

Mr. Sarup Mann

Regional Convener, Canada India Foundation



Mr. Mann is a Regional convener for West of Canada India Foundation. He is president of Ansatel Communications Inc., providing sales and service for business clients including telecommunication equipment, network and fibre-optic installations. He serves as a volunteer with numerous community organizations.

Mr. Preet Marwaha

CEO, Organic Lives, British Columbia

Mr. Marwaha, through his passion for food, health and healing the planet started Organic Lives as a means to facilitate change. Organic Lives is the real life representation of ethical sustainable commerce that enriches lives from grower to consumer. He is a personal health coach and instructor with the Institute of Holistic Nutrition he teaches Nutrition & the Environment and Holistic Food Preparation.

Dr. Venkatesh Meda

Professor, Department of Chemical and Biological Engineering, University of Saskatchewan

Prof. Meda is a faculty in the food and bioprocessing areas within the department and his main research topics include post-harvest engineering - storage, drying, extraction and processing of agricultural, food, feed and biological materials. He focuses the application and utilization of EM (electromagnetic) energy based research including RF, Microwave,

UV and Infrared applications in agri-food & biomaterial processing, bioproducts, packaging, extraction of bioactives from natural products, fruit /vegetable handling and processing, and nutraceuticals.

Mr. Jatinder (Jay) Minhas

Forum Co-Chair, Canada India Foundation

Mr. Minhas is the President and CEO of Elegant Development Inc. with over 20 years' experience in real estate investment, development and general contracting, including single and multi-family dwellings, commercial development and construction projects, land acquisition, sub-division and development in the cities of Vancouver, Richmond, Burnaby, Coquitlam and Surrey, British Columbia. Mr. Minhas is also a committed community leader with active personal involvement and fund-raising.

Dr. Kent Mullinix

Director, Food Security, Kwantlen Polytechnic

Dr. Mullinix is a Sustainable Agriculture and Food Systems specialist and research scientist. His areas of professional focus are pomology, biologically based, ecologically sound crop production systems, bio-regional agri-food system design and planning, and family-based agriculture revitalization.

Mr. Bill Murray

Managing Director, Investment Banking, Altacorp



Mr. Murray is CFA and works as a Managing Director, Investment Banking - Agri-Industry & Diversified Industries, with Altacorp Capital. Mr. Murray is a 15-year veteran investment banker with a track record of developing strong business relationships and leading franchises. His primary focus at AltaCorp is building on the firm's strong presence in the Agriculture sector. Mr. Murray holds a B.A. in Business Administration (high distinction) from the University of Nebraska and an MBA (distinction) from McGill University.

Dr. S.A. Patil

Chairman, Karnataka Krishi Commission, India



Dr. Patil is an eminent agricultural scientist and educationist. He joined the Indian Agricultural Research Institute as its Director on September 1, 2006. Dr. S.A. Patil obtained his B.Sc (Agri.-Hons), M.Sc. (Agri.) and Ph.D. (Genetics and Plant Breeding). He was a holder of General Merit Scholarship of UAS, Bangalore for B.Sc. (Agri.) and M.Sc. (Agri.) and Senior Research Fellowship of ICAR for Ph.D. He has a total of 299 publications to his credit. He served and serving as Chairman/Member in 50 organizations concerned with agricultural teaching, research, extension, development and administration

Dr. Reno Pontarollo

Chief Scientific Officer, Genome Prairie



Dr. Pontarollo graduated from the University of Saskatchewan in the Department of Veterinary Microbiology in 1999. His primary areas of research have been in genomics, molecular biology, vaccine development, and immunology. As Chief Scientific Officer, Dr. Pontarollo is responsible for ten Genome Prairie-led and supported projects including the value addition Through Genomics

and GE³LS (VALGEN), Total Utilization of Flax Genomics (TUFGEN) and Microbial Genomics for Biofuels and Co-Products from Biorefining Processing (MGCB²). He is also responsible for developing international relationships to these and emerging projects.

Mr. Carl Potts

Executive Director Saskatchewan Pulse Growers



As SPG's Executive Director, Carl's main focuses are to build strong relationships with key SPG stakeholders, Canadian and international grower organizations, industry, and government to maximize the investment of Saskatchewan growers in research and development and to open new markets for Saskatchewan pulses. Carl is was educated at the University of Saskatchewan, and is from a farming background. Carl has over 10 years of experience in the grain industry in the areas of international market development, market access, trade policy and government and industry relations. In the last six years, Carl has been working in the Canadian pulse industry, where he served as the Director of Market Access and Trade Policy with Pulse Canada prior to joining SPG in 2011.

Mr. Naveen Prakash

Joint Secretary (Policy & FCI) in the Ministry of Consumer Affairs, Food and Public Distribution, Government of India.



Mr. Prakash is a member of the Indian Administrative Service (IAS) with an experience spanning 25 years. Mr. Naveen Prakash obtained his MBA degree from the Indian University of Allahabad. He also holds Master's degree in development Management (MDM) from Asian Institute of Management, Manila, Philippines. Currently, his responsibilities include policy making in respect of food grain procurement and handling operations for the public distribution system with Federal Government of India.

Mr. Manoj Pundit

Lawyer, Borden Ladner Gervais & Member, Canada India Foundation



Manoj serves as counsel on a wide range of securities and corporate transactions including public offerings, private placements, mergers and acquisitions and investment funds. Manoj's practice includes structuring and negotiating transactions for issuers in the industrial, technology, life sciences, and natural resource sectors. Manoj is actively involved in promoting Canada-India trade and Investment and serves as counsel in connection with Canada-India cross border transactions. He is a founding member of Canada India Foundation. Manoj received his LL.M. from Osgoode Hall Law School and holds an LL.B. and B.Sc. (Math) from the University of Alberta.

Mr. Ramesh Chandra

Chairman of Farmers Growers Association, India

Mr. Chandra is Chairman of Jilla J.P. Nagar Krishi Vaniki Proccesing Vipnan Sehakari Samiti Ltd., Amroha, Uttar Pradesh (U.P) and Bharat Krishak Samaj U.P. He is managing director of Aulakh Krishi Vaniki Processing Contract Samiti Ltd., Amroha, UP and U.P. Phul Evam Bsheshaj Sangh Ltd.,Halthuchaur, Haldwani, Nainital and Trustee of IFFCO Kisan Sewa Trust (IKST), New Delhi, India.

Dr. Roseann Runte

President and Vice-Chancellor, Carleton University, Ottawa, Ontario

Mr. Ramesh Rawal

Executive Vice-President, BAIF Research Foundation, India

Working to implement of various livelihood projects in the rural areas in the fields of Agriculture, Animal Husbandry, Forestry, Soil and Water Management, Horticulture, etc. to create “Gainful Self Employment Opportunities for Rural Families ensuring Sustainable Livelihood, Enriched Environment, Improved Quality of Life and Good Human Values”.

Mr. Amrik Sangha

Charter Member, Canada India Foundation



Mr. Sangha is owner of Coast Building Supplies Inc. and Global Agricultural Transloading Inc. He is very active in supporting community and made several initiatives to bring Canada and India together in the area of trade relations.

Dr. Jeff Schoenau

Professor of Soil Science and SMA Chair, University of Saskatchewan



Dr. Jeff Schoenau is a professor of soil fertility in the Department of Soil Science at the University of Saskatchewan. He holds the Saskatchewan Ministry of Agriculture Soil Nutrient Management Chair in the College of Agriculture and Bio-resources. He was born in Saskatchewan and completed his undergraduate and graduate degrees in the College of Agriculture at the University of Saskatchewan. His research, teaching and extension activities deal with soil fertility management, conservation and nutrient cycling. He also owns and operates a grain farm with his wife Lynne near Central Butte in south-central Saskatchewan.

Mr. Rahul Shastri

National, Convener, Canada India Foundation



Mr. Shastri is National Convenor of Canada India Foundation
Rahul Shastri is a Senior Partner at law firm Kagan Shastri based in Toronto, Canada and heads the firm's litigation department. He has represented a myriad of clients, from both the private and public sectors, in complex disputes both within Canada and abroad. Rahul currently serves as counsel or in an executive position on several not-for-profit and charitable institutions.

Mr. Scot Slessor

Canadian Consul General, Chandigarh, India

Dr. R. Sridhar

Technical Adviser, Chamco Chemicals

Dr. Sridhar has Ph.D, FCIMM. He is currently President of Process Research ORTECH Inc., Mississauga, Ontario, Canada. He is Technical adviser to Chamco Chemicals Pvt Ld in Mailam India. He has a background in R&D in chemical metallurgy for over 40 years. He has over 40 patents and presented over 40 technical papers.

Mr. Philip Stephan

Vice-President, Saskatchewan Research Council



Phillip Stephan is the Vice President of the Agriculture / Biotechnology Division at the Saskatchewan Research Council (SRC). Philip pursues a pragmatic, relationship-focused approach to business and has extensive experience in managing global partnering initiatives, corporate outreach, portfolio development and strategic planning. His broad-based experience and versatility spans multiple business functions.

Mr. Arran Stephens

Founder/ Co -CEO / Gardenkeeper, Nature's Path Organic

Arran Stephens is Co-founder of Nature's Path Organic, headquartered in BC, Canada, North America's largest organic breakfast foods company. Nature's Path Organic manufactures and exports its branded, original food products (ready-to-eat cereals, toaster waffles, toaster pastries, granola and snack bars) to over 40 countries.

Mr. Don Stephenson

ADM, Trade and Policy Negotiations, DFAIT



Don Stephenson joined the federal Public Service in 1981 and served at the Department of Communications as Executive Assistant to the Deputy Minister, Director of the Arts Policy Division, Director of the Cultural Initiatives Program, and as Cultural Policy Adviser to the Minister of Communications. In August 2004, Mr. Stephenson was appointed as Ambassador and Permanent Representative of Canada to the Office of the United Nations and to the World Trade Organization, in Geneva, where he served for two years as Chairman of the Non-Agricultural Market Access (NAMA) negotiations, a central component of the Doha Round of multilateral trade negotiations. He continues to serve as Canada's Chief Negotiator for the Canada-India Comprehensive Economic Partnership Agreement.

Mr. Jim Taylor

Founding Partner, Avrio

Dr. Michael Trevan



Dean Agriculture, University of Manitoba Dr. Trevan became Dean of Faculty at the University of Manitoba in 2004. Before coming to Canada he worked in 3 UK universities, latterly as Dean and Provost, and in 2003 spent a year working for the London Development Agency. He holds a PhD from London University, is a Fellow of both the Royal Society of Medicine and the Society of Biology, and a member of the Manitoba Institute of Agrologists. His scientific background is in heterogeneous catalysis applied to both food biotechnology and plant biochemistry. He is presently writing a book on the history of diet and health.

Mr. Alvin Ulrich

Owner, Biolin Research

Alvin Ulrich is the founder and president of a privately owned, Saskatoon based company called Biolin Research Inc. that was set up to generate profits from the production, processing and marketing of products made from flax straw. Alvin grew up in Saskatchewan and received his B.S.A. and M.Sc. degrees in Agricultural Economics from the University of Saskatchewan. While doing consulting work overseas, he often saw that agricultural products considered waste in one country would be considered precious items in another country. This led him to investigate opportunities for oilseed flax straw - an agricultural product that is produced in abundance in Canada but, to date, has been little used or valued in Canada.

Dr. V.I. Lakshmanan

Forum Co-Chair, Canada India Foundation



Dr. V.I. Lakshmanan, Vice-Chairman/CEO of Process Research ORTECH is an acclaimed scientist, educator and entrepreneur who has directly led or facilitated a number of Canada-India business and technology initiatives for the past 4 decades. He is currently leading a green power generation initiative in India utilizing Canadian technology, and is also involved in several joint projects on mining, environment and sustainable development in India and Canada.

Prof. Bert Vanbeburgh

NSERC Industrial Research Chair, University of Saskatchewan

Mr. Amir Virani

Founder, Golden Boy Foods

Dr. Ilene Busch-Vishniac

President, University of Saskatchewan



Ms. Robin Young

India Projects Manager, Food Development Centre, Manitoba



Ms. Robin Young is a Project Manager at the Food Development Centre (FDC). Ms. Young has over 10 years' experience working in the food industry including 3 years as India Project Coordinator promoting the services and capabilities of FDC to India and other international partners. FDC has

worked with companies/institutions in Chile, India, China, Finland and Russia on technology transfer activities. FDC is a Special Operating Agency of the Province of Manitoba.

Mr. Yuen Pau Woo

Chairman, Asia Pacific Foundation



Mr. Yuen Pau WOO is President and CEO of the Asia Pacific Foundation of Canada. He is a thought leader on contemporary Asian affairs and trans-Pacific relations. He has served on the Standing Committee of the Pacific Economic Cooperation Council, and as an advisor/consultant to the World Bank, APEC, the OECD, Asian Development Bank, the Shanghai WTO Affairs Consultation Centre, and the Canadian Ditchley Foundation. He is also on the Global Council of the Asia Society, a member of the Greater Vancouver Advisory Board for the Salvation Army, and a board member of the Public Policy Forum, the Vancouver Academy of Music, and the Mosaic Institute.

ANNEX

IMAGES FROM THE FORUM











ANNEX

PRE AND POST FORUM SURVEYS

SUMMARY:

Canada India Foundation undertook a comprehensive survey of potential participants prior to the Forum, and followed up with a survey of participants following the event. Pre-survey survey forms were sent to more than 300 organizations and individuals. More than 70 completed surveys were received. Post-event survey forms were handed to or sent to participants in the Forum. More than 40 completed survey forms were returned. Sample completed survey forms are provided in the following pages. Here are the key results as obtained from the post survey forms.

- 100% of respondents who completed the survey rated the Forum as Excellent or Very Good
- 90% of respondents thought the time allotted for presentations and audience interaction was Excellent or Very Good
- 75% of respondents said pre-Forum information and communications (including website and other relevant materials) were received in a timely manner.
- 75% of respondents felt the choice was appropriate. Some found the two city arrangement unsuitable to fit their schedule and would have preferred all sessions in one city.
- 40% of respondents felt a break-through in trade/policy was achieved. Some felt it was too early to tell.
- 90% of respondents indicated willingness to participate in similar forums in the future

Some of the key comments made by participants and other survey respondents are given below:

Sample comments in Pre-Forum feedback on reasons for attending/not being to attend the Forum:

- Cost of attending the Forum in Canada for an Indian SME/farmer is too high. Forum should have provided more financial support for qualified participants from India
- Appreciated the personal phone calls following up on the invitation to participate.
- *Will be attending in Saskatoon. Interested in opportunities for semen genetics and market access for live pigs*
- *Will be attending. Interested export of Canadian processed products, both retail and secondarily industrial, in India*
- Forum should separate political participation from real business interaction. Ultimately, business is created by companies meeting and seeking mutual profit in trade.
- Looking to interact with Indian participants on agriculture related educational opportunities
- Timing of the Forum conflicts with the crop harvesting period for Canadian farmers

- Agenda is very comprehensive. Looking forward to attending.
- Will attend in Vancouver. More options for hotel accommodation should have been identified.
- Firm Agenda could have been sent earlier, however understand speaker confirmation may be delayed.
- Follow-up with the Forum results very important for real success from the forum.

A number of Indian organizations that did not participate were contacted by phone to find out what would trigger their participation in a future forum. Key responses were:

- Forum taking place in India
- Full or partial travel cost support, for SME's
- Opportunity to strike business deals
- Forum focus on specific sub-topic of interest
- Sufficient advance notification to enable cost effective travel planning

Sample comments on the post Forum feedback:

- Timely forum, considering the Comprehensive Economic Partnership Agreement (CEPA) negotiations going on.
- Canada and India should agree on market access policies and procedures in a timely manner.
- The Forum provided a great opportunity to meet so many like minded and talented people with an interest in enhancing the agriculture and food processing sector in general, and in identifying opportunities for tapping into the vast Indian market, as well as addressing India's food security challenges.
- Wish there were a greater number of industry SME's from India who could have benefited from exposure to the Canadian experts in the sector
- As an Indian farmer, it provided the opportunity to share the challenges of the Indian farmer with the Canadian audience
- Indian and Canadian farmers should have opportunity to visit and work in each other's fields.
- Philanthropic component in ensuring food security should be emphasized
- I congratulate the Governments of British Columbia, Saskatchewan and Agriculture/Agri-Food Canada for supporting the Forum
- While addressing food security, India should learn from mistakes that the developing world had made, particularly with respect to short cuts to productivity

- Very short time frame to discuss both research and trade strategies. More time may have been allocated or parallel sessions held. Keeping the focus on one or other but not both is preferable.
- Research collaboration should move past MOU stage, into up and running projects.
- Future forum may provide greater emphasis on crops and crop products.
- Forum highlighted opportunity for collaboration in berry industry, as it is almost completely in the hands of growers of Indian origin in BC
- Participation of the major Canadian players in the Indian Agriculture scene, e.g. McCain, would have been beneficial
- Canada and India should identify a showcase agriculture project to work together, referred to by Dr. Kalam as hard cooperation. Maybe CIF can help facilitate.
- The site visits organized in Vancouver were an excellent addition to the discussion-oriented Forum
- Forum better suited for mid-late October, after harvest season.
- Hotel venue would have been preferred (for Saskatoon)
- Impressed with the caliber of participants in the Forum.
- The specific India-focused initiatives presented during the Saskatoon sessions were very interesting and would like to follow-up with them.
- Looking forward to receiving the full set of proceedings, with presentations and speaker bios.
- Great opportunity to develop personal contacts.



Canada India Agriculture and Food Processing Forum

FEEDBACK

Canada India Food Processing Forum is the 3rd in the series of high profile thematic public policy forums organized by Canada India Foundation (CIF). Through this forum our objective is to facilitate India's key role in combating food insecurity and rising potential of agriculture which can foster stronger bi-lateral relations and strengthen trade ties between Canada and India.

Your comments about this forum will be invaluable in helping us plan the forum. We request you to kindly give us your feedback.

Date: August 31, 2012 Name: William I. (Bill) Coleman Organization / Company: Coleman Associates Consulting Ltd. aka CACL Country: Canada

1. Have you Registered for the Forum:

Yes No

2. Please indicate the dates you will you be attending the Forum:

Vancouver - September 10th Vancouver- September 11th
Saskatoon – September 12th Saskatoon – September 13th

3. Please indicate which objectives of the forum do you think are very relevant and important to you and why? If you have any other mandate /specific objective, please specify.

Facilitation of Policy Framework for enhance bilateral trade and investment	
Awareness of Opportunities in Agri-Food Processing Sector	x
Meeting of Indian policy makers and Agri- businesses with Canadian SME's	x
Strengthening of Canada India Relations	

4. Which Panel Sessions would you find it important and useful to you and why?

Plenary Session	
Food Security – Global Perspective	
Site Visits	
Exporting Agri/Seafood to India, for Cdn SME's	X
Export Café	X
Attracting Trade/Investment Agriculture	
Business Opportunities in Food Processing	
Family Farms/ Cooperatives	
Grain Storage/Handling, Supply Chain Logistics	
Cash Crops and Value Added Products	
Global Institute of Food Security	
Land Resource Management	
Pre and Post-Harvest Technology Enablers	
Plants and Animals	
Trade/Investment/Market Access	
Recommendations Going Forward	

5. At the end of Canada India Agriculture and Food Processing Forum as a presenter/ partner/ attendee what would you like to achieve:

Network with Senior Officials & Stakeholders in Agriculture Food Processing Sector	X
Influence bi-lateral Public Policy	
Raise Brand Awareness	X
Promote Product and Service	X
Enhance and strengthen the trade ties and relations	X
Explore Trade and investment opportunities	X

6. Do you have any suggestions/ preferences (Agenda / Food / Accommodation / Local Travel for the forum?)

My company's interest is confined to understanding and acting on current opportunities for export of Canadian F&B processed products, both retail and secondarily industrial, to India.



Canada India Agriculture and Food Processing Forum

POST FORUM FEEDBACK

Canada India Food Processing Forum is the 3rd in the series of high profile thematic public policy forums organized by Canada India Foundation (CIF). Through this forum our objective is to facilitate India's key role in combating food insecurity and rising potential of agriculture which can foster stronger bi-lateral relations and strengthen trade ties between Canada and India.

Your comments about this forum will be invaluable in helping us plan for the next forum. We request you to kindly give us your feedback.

Date: 23-9-12 Name: Dr. Patil. S.A. Carr. Patil. shasarnagouda Ayyangouda
Organization/ Company: Karnataka Krishi Commission, Govt. of Karnataka
Atta Research Centre of Agri. N-1, Sheshadri Road, Bangalore-560001 Country: INDIA

1. Please indicate your overall experience of Canada India Agriculture and Food Processing Forum

Excellent Very Good Good Fair

2. Please indicate appropriateness of time allocation for presentations and dialogue between speakers and participants

Excellent Very Good Good Fair

3. Did the Pre-Forum information and communications which includes (materials on the website) were helpful and came in time

Excellent Very Good Good Fair

4. How do you feel about the choice of venues

Excellent Very Good Good Fair

5. Were you able to achieve breakthroughs in trade/policy during the Forum?

Yes No

13. On a rating of 1-4, please indicate the presentations you found useful/ interesting and why? Excellent (1) Very Good (2) Good (3) Fair (4)

Plenary Session	<u>0</u>
Food Security – Global Perspective	<u>0</u>
Exporting Agri/Seafood to India, for Cdn SME's	<u>2</u>
Export Café (B2B interaction opportunities)	<u>2</u>
Attracting Trade/Investment Agriculture	<u>2</u>
Business Opportunities in Food Processing	<u>2</u>
Family Farms/ Cooperatives	<u>3</u>
Grain Storage/Handling, Supply Chain Logistics	<u>2</u>
Cash Crops and Value Added Products	<u>2</u>
Global Institute of Food Security	<u>1</u>

Land Resource Management	<u>2</u>
Pre and Post-Harvest Technology Enablers	<u>2</u>
Plants and Animals	<u>1</u>
Trade/Investment/Market Access	<u>2</u>
Recommendations Going Forward	<u>2</u>

14. How can the forum be improved in your opinion?

Apart from respected personalities in trade
 more and more who are in actual business, similarly
 more and more who are in higher level of policy
 making and representative parliame^{ntarians} from Federal
 and legislators from provincial Govts be made as participants

15. Please share about your mandate / specific objective to participate in the Forum?

Did the forum facilitate to increase trade and investment opportunities?

- my mandate was to know the advances happening in
 Agro-processing and production technologies - which
 can benefit Indian farmers
- How Canadian processing Tech. can help to store
 grains, vegetables & fruits of India
- As CANADA is exporting pulses, and polish whether
 India can export org. cereals & millets, and fruits and
 vegetables.

ANNEX

ADDITIONAL READING AND RESEARCH MATERIAL

<http://www.sasktrade.com/dbdocs//4d88c25c56c96.pdf>

<http://www.kpmg.com/Ca/en/IssuesAndInsights/ArticlesPublications/Documents/Cleantech%20Report%20Card%20for%200BC.pdf>

http://www.agf.gov.bc.ca/Agriculture_Plan/Agriculture_Plan.pdf

<http://canada-indiabusiness.ca/wp-content/uploads/2011/03/China-India-Cleantech-Forum-Info-Sheet.pdf>

http://articles.timesofindia.indiatimes.com/2009-01-13/india/28019654_1_mou-india-and-canada-canadian-dollars

https://www.international.gc.ca/consultations/active/questionnaire_canada_india-inde.aspx?lang=eng&view=d

http://www.esocialsciences.com/data/articles/Promoting_22520098.pdf

<http://www.reuters.com/article/2011/06/02/idUS204218+02-Jun-2011+MW20110602>

<http://www.sici.org/newsletter/article/great-potential-for-collaboration-in-agriculture/>

<http://business.financialpost.com/2011/05/25/passage-to-india-canadian-firms-keep-trying/>

<http://foresttalk.com/index.php/2011/01/05/indias-door-is-now-open-to-b-c-s-lumber/>

<http://ubcapro.hk/faculties-and-schools/faculty-of-forestry-2/forestry-collaborations-in-asia/capacity-building-with-the-indian-forest-service/>

http://www.forestnet.com/LSJissues/april_may_11/Indian_market.php

<http://brassicagenomics.ca/presentations/AGCI2009/McCaughey%20CBGN%20AAFC%20Brassica%2010Dec09.pdf>

ANNEX

SPECIAL THANKS

The planning and implementation of the Forum was made possible with the help of several organizations in India and Canada. The help consisted of sector specific information, logistics planning, speaker sourcing, delegate sourcing, agenda formulation, site visit organization and of course, financial support. A list of some of the key individuals and organizations is provided below:

Mr. Michael Nicholas, Ms. Amarinder Sandhar (Ministry of Jobs, Tourism and innovation, Govt. of BC)
Ms. Brenda Lennox, Mr. Christopher Miller, Mr. Matt Patterson (Ministry of Agriculture, Govt. of BC)
Mr. Barinder Bhullar (Office of the Premier, British Columbia)
Ms. Sharan Evani (Agriculture and Agri-Food Canada, Vancouver)

Dr. Mary Buhr, Dr. Venkatesh Meda, Dr. Suren Kulshreshtha, Ms. Jessica Hineman (U of Saskatchewan)
Dr. Jerome Konescni, Mr. Andy Melnyk, Ms. Rita-Flaman Jarrett (Innovation Saskatchewan)
Mr. Darryl McCallum (Ministry of Agriculture, Govt. of Saskatchewan)
Mr. Gavin Conacher, Mr. Adam Smith (Agriculture and Agri-Food Canada, Western Service Centre)
Mr. G.V. Shankar, Innovation Saskatchewan

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As well as all the speakers at the Vancouver and Saskatoon sessions, listed in the Agenda

And from CIF,

Mr. Barj Dhahan, Chair, Canada India Foundation
Dr. V.I. Lakshmanan, Co-Chair, Canada India Agriculture and Food Processing Forum
Mr. Jay Minhas, Co-Chair, Canada India Agriculture and Food Processing Forum
Mr. Kalyan Sundaram, Executive Director, Canada India Foundation

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