



SENATE | SÉNAT  
CANADA

# A GROWING CONCERN

How to Keep Farmland in the Hands of Canadian Farmers

Report of the Standing Senate Committee  
on Agriculture and Forestry

The Honourable Diane F. Griffin, Chair  
The Honourable Ghislain Maltais, Deputy Chair

March 2018

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# MEMBERS



The Honourable  
Diane F. Griffin, Chair



The Honourable  
Ghislain Maltais, Deputy Chair

## THE HONOURABLE SENATORS



Salma Ataullahjan



Jean-Guy Dagenais



Norman E. Doyle



Raymonde Gagné



Terry M. Mercer



Victor Oh



Chantal Petitclerc



André Pratte



Yuen Pau Woo

### *Ex-officio members of the committee:*

#### *The Honourable Senators*

Peter Harder, P.C. (or Diane Bellemare  
or Grant Mitchell)

Larry W. Smith (or Yonah Martin)

Joseph A. Day (or Terry M. Mercer)

Yuen Pau Woo (or Raymonde Saint-Germain)

### *Other Senators who have participated from time to time in the study:*

#### *The Honourable Senators*

Wanda Elaine Thomas Bernard, Lynn Beyak,  
Michael Duffy, Nicole Eaton, Tobias C. Enverga, Jr,  
Marc Gold, Rosa Galvez, Sabi Marwah,  
Pana Merchant, Kelvin Kenneth Ogilvie,

Ratna Omidvar, Donald Neil Plett, Nancy Greene Raine,  
Claudette Tardif, David Tkachuk, Betty Unger

### *Parliamentary Information and Research Services, Library of Parliament:*

Aïcha L. Coulibaly, Analyst

### *Senate Committees Directorate:*

Kevin Pittman, Clerk of the Committee  
Annie Trudel, Administrative Assistant

# ORDER OF REFERENCE

Extract from the *Journals of the Senate*, Thursday,  
October 6, 2016:

The Honourable Senator Mercer moved, seconded by  
the Honourable Senator Hubley:

That the Standing Senate Committee on Agriculture  
and Forestry be authorized to examine and report on  
the acquisition of farmland in Canada and its potential  
impact on the farming sector, including:

- (a) reasons behind the increasing value  
of Canadian farmland;
- (b) concerns of agricultural stakeholders and the  
challenges they face in acquiring farmland;
- (c) possible solutions to resolve issues resulting  
from the acquisition of farmland; and

That the committee submit its final report to the  
Senate no later than June 30, 2017, and that the  
committee retain all powers necessary to publicize  
its findings until 180 days after the tabling of the  
final report.

After debate,

The question being put on the motion, it was adopted.

Charles Robert

*Clerk of the Senate*

Extract from the *Journals of the Senate*, Thursday,  
June 15, 2017:

The Honourable Senator Maltais moved, seconded by  
the Honourable Senator White:

That, notwithstanding the order of the Senate  
adopted on Thursday, October 6, 2016, the date for  
the final report of the Standing Senate Committee on  
Agriculture and Forestry in relation to its study on the  
acquisition of farmland in Canada and its potential  
impact on the farming sector be extended from  
June 30, 2017 to December 21, 2017.

The question being put on the motion, it was adopted.

Charles Robert

*Clerk of the Senate*

Extract from the *Journals of the Senate*, Thursday,  
December 7, 2017:

The Honourable Senator Griffin moved, seconded by  
the Honourable Senator Mégie:

That, notwithstanding the order of the Senate adopted  
on Thursday, June 15, 2017, the date for the final report  
of the Standing Senate Committee on Agriculture and  
Forestry in relation to its study on the acquisition of  
farmland in Canada and its potential impact on the  
farming sector be extended from December 21, 2017  
to March 29, 2018. The question being put on the  
motion, it was adopted.

Nicole Proulx

*Clerk of the Senate*

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# FOREWORD

In the course of other work, the Committee heard concerns regarding the rising costs of farmland in Canada, including how families could pass their farms from generation to generation and the ability of new entrants to afford to buy land.

The family farm has been the backbone of rural Canada for generations. The Committee felt it would be remiss if it did not undertake a study on the acquisition of farmland in Canada and its potential impact on the farming sector to address these concerns.

The first part of the report focuses on the use of farmland and changes in farmland values. The second part of the report explains changes in farmland values and their impact on farmland availability. The final part of the report outlines ways to ensure access to farmland for future generations of Canadians.

The Committee appreciates the time stakeholders took to talk to us about this very important issue. We would like to thank all who contributed to this study. We hope the findings and recommendations in this report will further enhance the discussions concerning the acquisition of farmland in Canada.

We would also like to thank all of our colleagues who have participated in this study as well as the staff from both the Senate and the Library of Parliament who have helped in the preparation of this report.



**Diane F. Griffin,**  
*Chair*



**Ghislain Maltais,**  
*Deputy Chair*

# ACRONYMS AND ABBREVIATIONS

<b>BRM:</b>	Business Risk Management
<b>CFA:</b>	Canadian Federation of Agriculture
<b>DUC:</b>	Ducks Unlimited Canada
<b>SSHRC:</b>	Social Sciences and Humanities Research Council

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# EXECUTIVE SUMMARY

The Standing Senate Committee on Agriculture and Forestry undertook a study to evaluate the acquisition of farmland in Canada and its potential impact on the farming sector. During its study, the Committee heard from roughly 60 witnesses from the agricultural sector, academia and the financial sector, and from provincial and federal government officials. The Committee also heard from representatives of conservation organizations.

To gain an international perspective on the increase in farmland values and its impact on the economic productivity of Canada's major trading partners, the Committee heard from witnesses from Australia's and Argentina's agricultural sectors and from international experts. The Committee members also went on a fact-finding mission to Washington, D.C., United States.

As farmland is a major asset for farmers, it was important to understand the use of farmland and changes in farmland values in Canada, as well as the factors behind their upward trend. In addition, this report describes the underlying challenges associated with access to farmland, including farmers' financial capacity, ownership types and the profitability of the agricultural sector.

Financial stakeholders described ways to tackle the increase in farmland values and issues of access and availability. Other non-agricultural investors can partner with farmers to reduce the risks of farming while offering farmers the ability to benefit from economies of scale. However, some witnesses said there is still a risk that farmland owned by non-agricultural investors will not be used for agriculture and will eventually be sold for other purposes. To this end, strengthening the legislative framework for farmland protection would make a major difference.

Under the Constitution of Canada, the provinces have jurisdiction over the ownership of Canada's farmland. Consequently, suggestions were made to better protect farmland and its use for agriculture at the provincial level. The Committee also made recommendations to strengthen the financial capacity of farmers, including the next generation of farmers. It also encouraged cooperation between the federal and provincial governments to facilitate land-use planning and to better protect farmland for agricultural uses.





# LIST OF RECOMMENDATIONS

## RECOMMENDATION 1:

The Committee recommends that the Department of Finance Canada explore the possibility of increasing the amount of the Lifetime capital gains exemption for qualified farm property to make it easier for new farmers to acquire farmland.

## RECOMMENDATION 2:

The Committee recommends that

- Agriculture and Agri-Food Canada, Statistics Canada and Natural Resources Canada continue to cooperate to improve the data on the classification and use of farmland; and
- Federal departments better cooperate with provincial departments in order to keep them informed about technological advances in imaging and remote sensing, and the way in which the resulting soil maps could assist provincial land-use planning.

## RECOMMENDATION 3:

The Committee recommends that Innovation, Science and Economic Development Canada renew the funding for the national research project on farmland protection through the Social Sciences and Humanities Research Council. This renewal would encourage cooperation between provincial land-use planning experts and support the development of standardized analytical frameworks and tools that would enable harmonized land-use planning data to be obtained for all provinces.

## RECOMMENDATION 4:

The Committee recommends that the federal government work with its provincial counterparts to take advantage of initiatives such as the national research project on farmland protection, in order to enhance the tools they need to better track land transactions.

## RECOMMENDATION 5:

The Committee recommends that the federal and provincial governments work together to protect and promote the use of land for agricultural purposes.

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# INTRODUCTION

In recent years, a number of Canadian farmers have expressed concerns about the purchase of farmland by financial institutions, investment funds and foreign multinationals. These concerns were warranted by the apparent impact of these acquisitions on farmland values in Canada. In response to their concerns, the Standing Senate Committee on Agriculture and Forestry (the Committee) was authorized to study the acquisition of farmland in Canada and its potential repercussions on the farming sector.

According to the 2011 Census of Agriculture,<sup>1</sup> the total value of farmland and buildings was estimated at \$276 billion. Of these assets, 74% were owned by farmers and 26% were leased. The debt ratio in the agricultural sector fell from 21% in 2004 to less than 18% in 2011.

Since farmland is a major asset for farmers, it is important to understand the use of farmland and changes in farmland values in Canada, and the factors behind the upward trend in values. This report also looks at the underlying causes of problems accessing farmland, including farmers' financial capacity, ownership types and the profitability of the agricultural sector. Lastly, the report makes recommendations to ensure that farmers can access farmland.

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1 At the time of Committee testimony, the 2016 Census of Agriculture was not yet available.







# CHAPTER ONE

## USE OF FARMLAND AND CHANGES IN FARMLAND VALUES

### POTENTIAL AND USE OF FARMLAND

Given the importance of farmland to the economic development of the agricultural sector and the economy in general, stakeholders mentioned the importance of preserving access to this strategic resource. According to the 2011 Census of Agriculture, farm area accounted for about 7% of the total land base in Canada, or about 65 million hectares. More than two-thirds of this land is considered arable, meaning it has the potential for crop production.

In Canada, agricultural land capability is rated on a scale from 1 to 7. Agriculture and Agri-Food Canada's Canada Land Inventory rates this land according to different soil characteristics, from soil with no significant limitations in use for crops (class 1) to soil with no capacity for arable culture or permanent pasture (class 7). According to farmers, the best soils are classes 1 to 3.

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***Farmland is essential not only  
to the agricultural industry but to  
the broader Canadian culture,  
the economy, and the  
well-being of Canadians.***

Ron Bonnett, President,  
Canadian Federation of Agriculture,  
20 October 2016

According to Statistics Canada, most agricultural land is found in the Prairies, Boreal Plains, and Mixed Wood Plains ecozones.<sup>2</sup> These ecozones are mainly in the Prairie provinces, Quebec and Ontario. In 2012, the Prairie provinces were responsible for 63% of food and fodder crop production; Quebec, Ontario, and Alberta accounted for 7% of livestock and poultry meat production; and Quebec and Ontario accounted for 70% of milk production, and 55% of egg production.

These figures support witnesses' comments that farmland helps maintain global food security and the sector's continued profitability.

*Preserving productive agricultural land is critical if we are to maintain our competitive position in the international marketplace. It is also a very important moral issue, as the world needs to produce 70 per cent more food by 2050 to feed our growing population.*

Norm Hall, President, Agriculture Producers Association of Saskatchewan, 25 October 2016

As witnesses noted, the amount of productive farmland varies by province; moreover, despite the land's use or potential for agriculture, it is not always used for such. Ted Huffman, a research scientist with Agriculture and Agri-Food Canada's Science and Technology Branch, said that between 1990 and 2010, about 3,000 hectares of cropland a year was converted to urban development. James Brennan, Director of Government Relations at Ducks Unlimited Canada, also highlighted the contribution of farmland to ecosystem goods and services. In his testimony, he said that nearly 20 million hectares of Canada's farmland functions as wildlife habitat, including natural grasslands for pasture, woodlands, and wetlands. Potential farmland is also used for industrial projects tied to energy production.

*[A]s of June 2016, there were approximately 150,000 abandoned well sites on agricultural land in Alberta that needed to be reclaimed. [I]ndustrial growth in the form of oil and gas wells, plus batteries, gas plants, windmills, electrical transmission, and the roads that lead to the industrial sites, all continue to utilize farmland in the province.*

Lynn Jacobson, President, Alberta Federation of Agriculture, 25 October 2016

## CHANGES IN FARMLAND VALUES

Witnesses recognized the multifunctional character<sup>3</sup> of the agricultural sector and the development of urban and industrial projects on farmland or arable land; however, they criticized the increasing value of farmland in Canada. Referring to data on farmland values from Farm Credit Canada, witnesses explained that farmland values vary from province to province. The average increase across Canada was almost 10% in 2015. The largest increases were in Alberta, Manitoba, and Quebec, where the percentages were higher or equal to 10%. In Canada's other Western Provinces, the approximate increase in farmland values was between 6.5% and 9%. In Ontario, it was close to 7%. In the Maritime Provinces, it varied between 5% and 8.5%.

Although witnesses acknowledged that the percentage increase in farmland values was down over 2014, some stressed the importance of the absolute level of prices. Statistics Canada data on the value per acre of farmland and buildings in 2015 showed that it was highest in Ontario, where it was roughly \$10,000 per acre. British Columbia and Quebec followed with almost \$5,400 and \$5,200 per acre, respectively.

2 Statistics Canada, *Human Activity and the Environment – Agriculture in Canada*, 2014.

3 According to the Food and Agriculture Organization of the United Nations, the multifunctional character of agriculture refers to the significant contribution of the agricultural sector to rural development, bioenergy, and environmental sustainability at local, national, regional and global levels in addition to its primary contribution to food security.





*Committee members meeting with representatives of the American Farm Bureau Federation during fact-finding mission to Washington, D.C., United States of America*

Saskatchewan had the lowest land value with almost \$1,200 per acre. In the other provinces, values ranged from nearly \$1,800 to almost \$3,000 per acre.

Witnesses noted that farmland values also varied within provinces for a variety of reasons.

*There's a wide variation in the price of the land based on where you're at in the province and its relationship to the soil quality and the climate and blueberry land, with blueberries making up a large part of our industry.*

Michael Devanney, Senior Policy Analyst, Department of Agriculture, Government of Nova Scotia,  
2 February 2017

Increasing farmland prices are not unique to Canada. Canada's trading partners, like Brazil and Argentina, also face rising prices. Juan Sacoto, Senior Vice President with Informa Economics IEG, explained that in regions of Brazil, the price of land jumped by 150% to 300% between 2005 and 2015, Eduardo De Zavalía, a lawyer with Sociedad Rural Argentina, said that in Argentina, the price of farmland has increased by 350% to 400% since 2000.

During its fact-finding mission to the United States, the Committee learned that the value of cropland increased from nearly US\$1,600 per acre in 2002 to nearly US\$4,000 per acre in 2015 (an increase of 150%). In addition, as Mr. Sacoto noted, changes in farmland prices in Canada and the United States have been highly correlated over the last 15 years, which suggests a strengthening of the interdependence between these two markets. This correlation would also demonstrate why farmland values in these countries are influenced by similar factors.



# CHAPTER TWO

## FACTORS EXPLAINING CHANGES IN FARMLAND VALUES AND IMPACT ON FARMLAND AVAILABILITY

### EXPLANATORY FACTORS

According to the evidence heard, various factors underlie the rising price of farmland, with economic, environmental and demographic factors being those cited most often.

#### ECONOMIC ISSUES

##### **Economic growth in the agricultural sector**

Witnesses said that rising farm commodity prices had an impact on farmland values. The increase in commodity prices has also led to an increase in farmers' incomes. These increased incomes, coupled with relatively low interest rates, have created relatively high demand for farmland among farmers in order to remain competitive by benefiting from economies of scale.

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*Our assessment of farmland values is influenced by a number of factors, some of which vary significantly between regions and provinces. These factors include supply and demand, weather conditions, commodity and livestock prices, interest rates, and the intended use of the land.*

Michael Hoffort, President and Chief Executive Officer, Farm Credit Canada,  
17 November 2016



*Continued low interest rates, when coupled with the cash receipts I just mentioned, have led to very competitive farmland markets in many regions and multiple bids on many properties, creating a seller's market. [F]or established farms, acquisitions to increase their land base and achieve greater economies of scale must make business sense based on the returns they can achieve from the market.*

Ron Bonnett, President,  
Canadian Federation of Agriculture,  
20 October 2016

In supply-managed production, limits on access to milk quotas have also prompted farmers to invest in farmland. Significant increases in farmland values have been seen in Ontario and Quebec, where milk production is relatively high.

*[A] phenomenon in Quebec and Ontario, in particular, has played a role: the lack of dairy quotas under supply-managed production. Dairy farmers unable to reinvest in quotas turned towards the acquisition of farmland, exerting pressure on land prices.*

Pascal Thériault, Agricultural Economist, Faculty  
of Agricultural and Environmental Sciences, McGill  
University, 16 February 2017

This increase in production capacity, through the acquisition of additional land and technological advances, is also warranted by the need to satisfy the increased demand for food from importing countries like China. As witnesses noted, changes in the dietary habits of emerging countries, particularly in East Asia, have increased import demand for protein foods such as meat. These changes in dietary habits have thus had an impact on the global market over the last 15 years.



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However, some witnesses said that the agricultural sector's profitability has declined because of a slowdown in agricultural commodity prices over the past few years. This slowdown may also explain the decline in the growth rate of farmland value during the same period. This decline in the growth rate, however, does not mean a decline in value.

*This is not to be mistaken for a decline in farmland values. Land values are still increasing in many regions, just not as rapidly.*

Michael Hoffort, President and Chief Executive Officer,  
Farm Credit Canada, 17 November 2016

The impact of payments made under Business Risk Management (BRM) programs on the increase in farmland values was also raised by some witnesses. During the Committee's fact-finding mission to Washington, D.C., officials from the United States Department of Agriculture said that payments made under federal agricultural programs could increase farmland values. In Canada, witnesses mentioned the possible impact of BRM programs on the increase in farmland values.

Witnesses also questioned the fair market value of farmland. According to some witnesses, the increase in farmland values is not solely the result of economic growth in the agricultural sector and the increase in land transactions between family farm operators. In their view, the increase in farmland values is also due to investments by non-agricultural interests.

## Foreign investment

Farmers expressed concern about the acquisition of farmland by non-agricultural interests and the resulting effect on increasing farmland values. Other stakeholders also mentioned that foreign investors compete with farmers for land, which can have an impact on the production structure. These non-agricultural interests are financial institutions, pension funds, private investment firms and private companies.

*These investors represent an increased number of actors seeking to purchase farmland, thus increasing demand and prices.*

Dan Mazier, President, Keystone Agricultural  
Producers of Manitoba, 25 October 2016

*These are not so much foreign funds as Canadian funds. The main purpose of those funds is not to practice agriculture, but to get a return on the investment. So that concerned us. [W]e believe that the business model of the funds that have been approaching farmers is not a model intended to maintain dynamic agriculture in Canada in the future.*

Charles-Félix Ross, Executive Director, Union des  
producteurs agricoles du Québec, 17 November 2016

Jean-Philippe Gervais, Vice-President and Chief Agricultural Economist with Farm Credit Canada, said that agricultural investment funds are likely attracted to the steady returns offered by agriculture production. This comment was echoed by Toni Gravelle, Chief, Financial Markets Department at the Bank of Canada, who added that these investment funds acquire land with a view to long-term returns.



Some private companies invest in the agricultural sector by partnering with pension funds in the form of sale-leasebacks. Tom Eisenhauer, President and CEO of Bonnefield Financial Inc., said that this type of investment is a way to reduce farmers' debts while keeping them operational.

*We needed to reduce debt and to find additional capital to grow our business. We tried to do what many non-agricultural businesses do and arrange a sale leaseback. Simply put, we wanted to find an investor willing to buy some of our land and to lease it back to us under a secure, long-term lease so we could use the sale proceeds to reduce our debts.*

Tom Eisenhauer, President and CEO,  
Bonnefield Financial Inc., 9 February 2017

Other witnesses from British Columbia described foreign investment that is being used to produce agricultural goods for export.

*[W]e have one more foreign company that has purchased 41 properties totalling 10,862 acres, and that is in a very small area. That is in the Nechako Valley, which surrounds the town of Vanderhoof. The company that bought that did so for the purpose of producing large square bales, compressing them and shipping them to China.*

Mark Parker, Area D Director and Chair of the Agriculture  
Committee, Regional District of Bulkley-Nechako,  
7 March 2017

Despite investments by non-agricultural interests and concerns being raised by farmers, some stakeholders have downplayed the effects of this type of investment on the change in farmland value.

*From the data that we have to date, foreign ownership does not appear to be a primary driver of increases in farmland values; in particular, it's less than 2 per cent from the first period in which we have been watching the data.*

The Honourable Norm Letnick, Minister of Agriculture,  
Government of British Columbia, 29 November 2016

*Foreign ownership exists to different degrees across provinces, but in a province like Ontario that does allow some form of foreign ownership, it still represent much less than 1 per cent of ownership of total farmland, so that leads us to believe that this is not necessarily an issue in all the analysis and the data that we report.*

Jean-Phillippe Gervais, Vice-President and Chief  
Agricultural Economist, Farm Credit Canada,  
17 November 2016



*Committee members meeting with the Honourable Pat Roberts, Chairman of the United States Senate Committee on Agriculture, Nutrition & Forestry during fact-finding mission to Washington, D.C., United States of America*

## ENVIRONMENTAL ISSUES

Some farmers said that the environmental activities of certain conservation organizations, such as Ducks Unlimited Canada (DUC), could have an impact on the price of farmland. DUC officials acknowledged that wetlands and drylands with ecological value are located on farmland in southern Canada. They added that the goods and services derived from these ecosystems are essential for the survival of plant and animal species, including threatened and endangered species. Although DUC owns nearly 405,000 acres, the organization said that acquiring and holding farmland is an expensive conservation method.

According to DUC officials, the organization's activities could have an impact on relatively small areas, but not on a large scale. DUC works with landowners and farmers to implement their conservation programs and restoration work. As part of these collaborations, they make payments based on the rental value or a percentage of the market value of the land. When DUC decides to make an offer to purchase land, it is often a result of solicited bids by farmers.

The multifunctional character of agriculture results in the adoption of provincial agricultural and environmental policies that, according to witnesses, have an impact on farmland values. For example, the Canadian Federation of Agriculture (CFA) said that provincial regulations on manure management for livestock production imposed new restrictions and environmental remediation measures that require farmers to have additional land in order to continue their agricultural activities while complying with these regulations. Given the need for additional land, the CFA believes that the effect of this type of policy on the price of farmland should be determined.

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*It's about 30 per cent of the time that we are successful in those. Many of those are when producers come to us and have an interest in selling directly to us. When we go through a process that is unsolicited, it's about 9 per cent of the time that we are successful with our bid.*

Scott Stephens, Director of Regional Operations (Prairie Region),  
Ducks Unlimited Canada,  
9 February 2017



The impact of environmental policies on farmland prices was also highlighted by the Prince Edward Island Federation of Agriculture, which believes that the increase in land prices in the province is linked to increased demand for farmland as a result of the mandatory three-year crop rotation.

*The three-year crop rotation would specifically deal with soil quality. It's not a hindrance so much as it poses challenges for people who have their operations set up to crop a certain acreage, let's say, for example, of potatoes. If you're set up to grow 500 acres of potatoes and you were on a two-year rotation, you could do that with 1,000 arable acres, but with the three-year mandatory rotation act, you suddenly need to have 1,500 acres of land because you need to have that row crop only one in three years.*

Mary Robinson, President, Prince Edward Island Federation of Agriculture, 15 November 2016

In British Columbia, carbon pricing has prompted multinational corporations such as British multinational Reckitt Benckiser Group plc to acquire agricultural land for reforestation and carbon sequestration.

*Another situation happening in B.C. is the use of ALR [Agricultural Land Reserve] land for carbon credits either on the carbon market or just as a statement of public trust. One offshore company recently bought up many thousands of acres of very good alfalfa land in the ALR.*

Martin Rossmann, Member, British Columbia Agriculture Council, 7 February 2017

Other witnesses added that weather conditions could temporarily affect farmland values depending on demand. For example, repeated flooding in some areas has stabilized farmland prices.



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## DEMOGRAPHIC ISSUES

With the average age of farmers estimated at 54 in 2011, stakeholders said that selling land was a way for some farmers near retirement to have a source of funds.

*Really, that's the only pension plan that some farmers have when they get out of business.*

Ron Bonnett, President, Canadian Federation of Agriculture, 20 October 2016

Farmland is sometimes sold for real estate development projects.

*The pressure for urban development is strong, but even among farmers themselves there is not consensus. Many farmers are at retirement age, and they see an opportunity to convert that land. They get a higher price if they can convert to it to non-farm use.*

David Connell, Associate Professor, Ecosystem Science and Management, University of Northern British Columbia, 8 December 2016

As a result, urban sprawl from population growth is generally on the best agricultural land and plays a role in increasing farmland values.

*The analysis of the land use and soils data indicates that farmland is being lost to urban expansion in Canada every year, with much of this occurring in Ontario, Quebec, Prince Edward Island, and British Columbia where the majority of Canada's best farmland is found.*

Allan Howard, Manager, Agroclimate, Geomatics and Earth Observation Division, Science and Technology Branch, Agriculture and Agri-Food Canada, 16 February 2017

*[I]t does suggest that proximity to urban areas may be playing a role in changing property values.*

Greg Peterson, Director General, Agriculture, Energy, Environment and Transportation Studies Branch, Statistics Canada, 27 October 2016

Despite the increase in farmland values near urban centres, some farmers feel it is crucial for agriculture to remain close to these centres so that it can continue to fulfil its role as a food provider.

*The peri-urban is so important for feeding people.*

Ella Haley, Assistant Professor, Sociology, Athabasca University, 2 March 2017



# PROBLEMS ACCESSING FARMLAND

## FINANCIAL CAPACITY

Increasing farmland values prevent some farmers, especially young farmers, from accessing farmland. This can affect their profits and the sector's economic development. As witnesses mentioned, the aging farming population means support for young farmers is needed to maintain the sector's activities.

Witnesses said that the limited financial capacity of new farmers makes it difficult for them to purchase farmland, affecting the growth and viability of their farms. The high value of farmland creates a barrier to young or new farmers.

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***On the whole, new farmers in Quebec are helplessly witnessing a growing gap between the market value of farm businesses based on asset values and their productive value based on farm revenues. This situation, together with increased indebtedness, makes it increasingly difficult for a young person to acquire a farm.***

Michèle Lalancette, President,  
Fédération de la relève agricole du  
Québec, 22 November 2016

Established farmers also expressed concerns about increased debt load. Even though Farm Credit Canada says that farmland accounted for 67% of total farm assets in 2015 and Statistics Canada reports that farmers' assets outweigh their debt, farmers questioned their ability to pay off their mortgage if interest rates go up.

*First, we are concerned about the long-term ability of farmers to pay for the highly priced land they are buying today. We have already seen commodity prices softening recently. [M]ortgaging land is a multi-year commitment, and markets, interest rates and exchange rates can rapidly change. Data from Agriculture and Agri-Food Canada indicates that between 2013 and 2014, farm debt in Canada rose from \$78 billion to \$84.4 billion. More telling is that the average size of a loan approved by Farm Credit Canada increased by nearly 10 per cent from 2013 to 2014.*

Dan Mazier, President, Keystone Agricultural Producers of Manitoba, 25 October 2016

Witnesses said that, because of the high value of farmland and financing issues, they had explored buying land in remote areas. Yet stakeholders questioned the feasibility of such plans, since most of the land suitable for agriculture is in the south and therefore close to urban centres. Moreover, cultivating farmland with little potential requires drainage, additional soil preparation due to excessive stoniness, and the use of fertilizers to improve soil productivity. These activities can be costly and may not reflect market prices, which can lead to a decrease in competitiveness.

In addition, the lack of infrastructure in remote areas makes farming difficult. With regard to telecommunications, some witnesses mentioned that the lack of broadband makes accessing data difficult, which can hurt the operational activities and profitability of farming enterprises.



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## TYPES OF LAND OWNERSHIP

Given the difficulties of buying farmland, some witnesses mentioned leasing as an option.

*If you're an entrant farmer, basically land rental is the only way to get in and actually start, if you're going to crop farm.*

Paul Glenn, Chair, Canadian Young Farmers' Forum, 20 October 2016

According to witnesses, some farmers will buy land and lease a portion of it to other farmers to minimize market risk, or retired farmers will lease out their land.

*A lot of these retired farmers still own their land and are renting it back to the next generation or a neighbour's family.*

Troy Packet, Vice President, Agriculture Services, TD Canada Trust, Canadian Bankers Association, 1 December 2016

*It's actually happening quite a bit. We don't have the numbers, but in the interviews that we did there certainly was a lot of talk of farmers buying up land and renting it back out to other farmers.*

Annette Desmarais, Canada Research Chair in Human Rights, Social Justice and Food Sovereignty, Department of Sociology, University of Manitoba, 24 November 2016

Other witnesses said that farmland purchased by investment funds is also rented or leased.

The result is an increase in the proportion of rented farmland. According to Statistics Canada, total area rented or leased by private interests increased from 2% in 1986 to 27% in 2011.

Stakeholders are concerned about this increase, since this type of ownership makes farmers employees rather than owners and exposes them to additional risks because of rising rents. They are also concerned about potential changes to the production structure resulting from the loss of family farms and a shift to large-scale farms.



Witnesses also highlighted the difference between leasing by farmers and leasing by investment funds. André Magnan, Associate Professor in the Department of Sociology and Social Studies at the University of Regina, said that landowners are investing in their communities while engaged in agricultural production but investors are mainly concerned with their return on investment.

However, Bonnefield Financial Inc., a private investment firm, pointed to the sustainability of its investments by mentioning that it is a signatory to the Principles for Responsible Investment. Under these principles, farmers are asked to provide data on their operations and how these operations might impact land, watercourse management, soil quality and fertilizer use.

Witnesses also said that intergenerational transfer could be another way to facilitate access for new farmers to farmland. Farmers close to retirement can sometimes decide to divide their land in order to distribute the various parcels of land to their children, thus reducing the cost of land ownership for new farmers. However, this requires good planning and a desire on the part of the younger generation to get into farming. Several witnesses said that this desire is tied to the sector's profitability.

## PROFITABILITY OF THE AGRICULTURAL SECTOR

Some witnesses were of the opinion that the agricultural sector needs to be competitive in order to maintain its activities. A lack of competitiveness hurts farmers' incomes, which could lead them to quit farming or abandon land that is suitable for agriculture.

*[L]ack of profitability in agriculture continues to result in abandoned land in underserved and economically challenged regions across Canada, resulting in the gradual yet often permanent loss of productive land due to lack of maintenance or competing interests.*

Ron Bonnett, President, Canadian Federation of Agriculture, 20 October 2016

Lack of adequate infrastructure can also affect the sector's profitability and explains why land is abandoned.

*Where we have seen some instances of abandonment, it's in areas of New Brunswick where we've seen it raised. The drivers of it are primarily a lack of appropriate infrastructure in the area and other primary processing facilities or other infrastructure or nearby production to make it economical for farmers in the area to really break that land again and bring it back into production. Primarily, we've seen it as a result of poor economics in some situations, and then the lack of appropriate infrastructure in the area to really make it a viable investment for farmers in nearby areas.*

Scott Ross, Director, Business Risk Management and Farm Policy, Canadian Federation of Agriculture, 20 October 2016

Witnesses said that this abandoned land is now covered with forest; therefore, converting it back to agricultural land can prove costly. Market revenues would have to be high enough to justify farming this land.



# CHAPTER THREE



## WAYS TO ENSURE ACCESS TO FARMLAND

### PRIVATE INITIATIVES

To increase farmers' borrowing capacity and make it easier for them to buy farmland, financial sector stakeholders have implemented a number of initiatives, which they outlined in their testimony. Farm Credit Canada uses its Young Farmer Loan program to provide farmers under 40 years of age with no-fee loans at affordable interest rates. Since its launch in 2012, the program has made \$1.5 billion in financing available to young farmers. In addition, the Transition Loan program helps young farmers start or expand their operation and helps established farmers transfer their farm assets to the next generation. The program allows for a down payment and payments to the seller to be spread over a maximum of five years. Furthermore, as Farm Credit Canada senior officials explained, the organization's lending meets criteria that ensure borrowers have the capacity to repay their loans.

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*So when we conduct our analysis on any loan situation, it's from a repayment perspective, ensuring that there will be sufficient cash flows to repay the loan over the long term. Then the secondary source of repayment is the security, and in the context of this conversation, land represents a great amount of the security that we would take on a loan. We would have specific limits that we would set as to how much we are prepared to lend on a piece of security.*

Corinna Mitchell-Beaudin, Executive  
Vice-President and Chief Risk Officer,  
Farm Credit Canada,  
17 November 2016



Alex Ciappara, Director, Credit Market and Economic Policy at the Canadian Bankers Association, cited the support that banks provide to farmers, including advice on intergenerational transfers and the financing options available to young farmers. These loans must also be properly secured. Moreover, financial institutions ensure borrowers are Canadian citizens and are filing their tax returns in Canada.

*We work with companies and we lend to any Canadian who is looking to buy farmland. If a person is coming into Canada, becoming a Canadian citizen and filing their financial statements in Canada, we will work with that individual or business to facilitate the purchase of farmland.*

Darryl Worsley, National Director, Agriculture, CIBC,  
1 December 2016

*When we look at the requirements for financing land, we look for the borrower to have a down payment in that purchase, and usually that's around 25 per cent of the cost.*

Gwen Paddock, National Director, Agriculture and  
Resources Industries, Royal Bank of Canada,  
1 December 2016

However, some witnesses highlighted the need to diversify the sources of financing available to farmers by offering options such as leasebacks. According to Bonnefield Financial Inc., this type of financing has helped over 75 Canadian farm families reduce their debt or make intergenerational transfers. Pascal Thériault, Agricultural Economist at McGill University's Faculty of Agricultural and Environmental Sciences, added that this type of financing tends to be used by farmers who want to retire and are facing uncertainty about farm succession.

Other non-agricultural investors offer farmers partnerships to reduce the risks of farming while giving them the opportunity to benefit from economies of scale. This is the case with PANGEA, an agricultural corporation. Under its model of agricultural joint ventures, the corporation makes its land available to farmers, who can farm it while continuing to farm their own land. The profits of the joint venture are then split between PANGEA and the farmer.



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In Australia, farmers recognize that foreign investors can provide economic benefits to their sector. However, they believe that these investments must be transparent to ensure that they do not have a negative impact on the supply chain.

*Essentially, the policy that the National Farmers' Federation takes around foreign investment into Australian agriculture is that we recognize the important role that foreign investment has played in Australian agriculture in terms of development, investing in and growing the sector [...]. Should an investment go ahead and is foreign-based or foreign-derived, then we need to make sure that the investment complies with and adheres to the business plan or intentions of that investment in an ongoing way so that should the foreign investment be approved, there's some sort of process to make sure the investment is doing what it said it was going to do around water, land or the business itself and that it's contributing to the growth, productivity and profitability of the broader Australian agriculture sector and not having a detrimental impact on the supply chain bottleneck, whether that's ports, rail or parts of the supply chain where production and/or business comes into a narrow base.*

Tony Mahar, Chief Executive Officer, National Farmers' Federation (Australia), 7 March 2017

Other witnesses also acknowledged the value of foreign investment as a source of capital in addition to that provided by financial institutions and Farm Credit Canada.

*If foreign investment is there to help provide capital to farmers who want to expand or young farmers wanting to invest in farming, it might be another form of capital in addition to banks and Farm Credit that could be used to help them make sure they have productive operations.*

Ron Bonnett, President, Canadian Federation of Agriculture, 20 October 2016

In the same way, financing is being provided to the next generation of farmers to improve their access to farmland. That is the case in Quebec, where the Fonds d'investissement pour la relève agricole [investment fund for beginning farmers] is funded by a partnership that includes financial institutions and pension funds.

However, some witnesses said there is still a risk that land owned by non-agricultural investors will not always be used for agriculture and will eventually be sold for other purposes. Strengthening the legislative framework for farmland protection would make a major difference in this regard.

*We need to ensure that the right to farm our land is expressly respected and understood in federal, provincial and municipal legislation, and in regulations and government policy.*

Norm Hall, President, Agriculture Producers Association of Saskatchewan, 25 October 2016

## PUBLIC INITIATIVES

Under the Constitution of Canada, the provinces have jurisdiction over the ownership of Canada's farmland.

*The responsibility for land-use planning is a provincial responsibility, which is dedicated to local government. Constitutionally, the federal government does not have that authority to do land-use planning.*

David Connell, Associate Professor, Ecosystem Science and Management, University of Northern British Columbia,  
8 December 2016

Further, section 35 of the *Citizenship Act* stipulates that a province or designated person or authority can prohibit, annul, or in any manner restrict the direct or indirect acquisition of real property located in the province by non-citizens or by corporations or associations that are controlled by non-citizens. David Connell, Associate Professor of Ecosystem Science and Management at the University of Northern British Columbia, explained that, as a result, each province enacts its own legislative measures. The effectiveness of these measures in protecting farmland and its use varies with the legislative language chosen.

*You'll see "must be consistent with" and "shall be consistent with," but you will also see looser language around "reasonably consistent with" or "generally consistent with."*

David Connell, Associate Professor, Ecosystem Science and Management, University of Northern British Columbia,  
8 December 2016

According to some witnesses, Quebec and some parts of British Columbia and Ontario have measures that enable them to more effectively designate and protect their farmland and its uses. Alberta, Manitoba, and Saskatchewan restrict land ownership by foreign interests. Saskatchewan has amended its legislation to restrict the types of investments allowed by tightening the definitions of pension plans,

administrators of pension fund assets, and trusts as non-Canadian-owned entities in order to prohibit them from purchasing farmland.

But David Connell pointed out that, despite these various legislative measures, Canada has been losing farmland for over 40 years now. Other witnesses added that measures to protect farmland and encourage it to be used for agriculture have been ineffective. They suggested ways that provincial governments could better protect farmland and its use for agriculture. These include tracking land transactions; establishing land banks while providing the funding necessary for improved use of this land; implementing a variable-rate property tax system that would reward owners who keep their farmland in production; or improving monitoring of unused farmland.

Witnesses also mentioned programs that make it easier to finance farmland purchases. These programs may be funded by the provinces or in collaboration with the federal government. Some witnesses pointed to tax programs for property transfers, including capital gains exemptions.

*With respect to beginning farmer programs, provincial and federal agencies have lending programs targeted at beginning farmers that provide a discounted interest rate and lower down payment requirement for those entering agriculture.[...]. Tax programs such as farmland rollover, replacement property and capital gains exemptions are strong tools to assist in transferring the farm to the next generation of producers.*

The Honourable Oneil Carlier, Minister of Agriculture and Forestry, Government of Alberta, 29 November 2016

The Committee noted that the lifetime capital gains exemption for qualified farm property is \$1 million. This tax exemption may facilitate farm transfers. However, considering the large average size of farms and the rise in the value of farmland, this tax



exemption is not sufficient to enable the financing necessary to increase the amount of farmland under cultivation and therefore keep farms viable. In this regard,

#### RECOMMENDATION 1:

The Committee recommends that the Department of Finance Canada explore the possibility of increasing the amount of the Lifetime capital gains exemption for qualified farm property to make it easier for new farmers to acquire farmland.

Tax exemption and property tax deferral programs are also offered in some provinces, such as Nova Scotia and New Brunswick. Some provinces, including New Brunswick, and Newfoundland and Labrador, work with the federal government to provide programs that cover the cost of clearing land to make it easier to convert it into farmland. These programs are provided as part of the *Growing Forward 2* agricultural policy framework. In light of these programs and the upcoming implementation of a new policy framework, the *Canadian Agricultural Partnership*, the Committee encourages the federal government to continue funding these types of programs. In addition, the Committee noted that loan guarantee programs, such as the *Canadian Agricultural Loans Act* Program, provide easier access to credit for farmers and co-operatives in order to finance farmland acquisition, among other activities.

Besides the availability of such programs, the Canadian Federation of Agriculture emphasized that the implementation of regulatory tools should ensure stability and flexibility in the agricultural sector. Furthermore, common land-use planning policies should be established.

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*Given that Canadian provinces and municipalities are primarily responsible for farmland preservation, a common set of objectives is needed to develop land-use planning policies capable of preserving farmland into the future.*

Ron Bonnett, President, Canadian Federation of Agriculture,  
20 October 2016



Similarly, Dan Mazier, President of Keystone Agricultural Producers of Manitoba, encouraged the federal government to work with the provincial governments to develop such land-use planning policies.

In this regard, the Committee noted a number of federal initiatives to increase cooperation and information-sharing among provincial land-use planning experts. The Social Sciences and Humanities Research Council (SSHRC) funded a national research project on farmland protection. This project led to a national forum which was held in June 2016. According to the project lead, David Connell, this forum identified ways to support land-use planning policies at the provincial level. The participants also recognized that land-use planning is primarily a municipal matter. The options the forum identified include strengthening the capacity of the provinces and municipalities to use tools to support the legislative framework, using appropriate data, and increasing cooperation between provincial and local governments.

These kinds of actions would address witness concerns about tracking land transactions at the provincial level for the purpose of monitoring farmland use and ownership types. Some witnesses reported that such information exists at the provincial level, but that the analytical tools needed to make effective use of the data are lacking.

*We can consult the information about a transaction that we are involved in. We can see the transaction prices using the official registries in each province. We can establish comparisons from land assessments. We can consult those data but they are not compiled precisely. So it is impossible to paint a complete picture of the situation.*

Jean-Philippe Gervais, Vice-President and Chief Agricultural Economist, Farm Credit Canada, 17 November 2016

Some witnesses stated that access to appropriate technologies would make it easier to create soil maps.<sup>4</sup> In their view, such maps would provide a better understanding of soil condition and quality, changes in land use and ownership types. However, the Committee learned that some provinces, such as British Columbia, are taking steps toward creating these maps. According to Allan Howard, Manager of the Agroclimate, Geomatics and Earth Observation Division at Agriculture and Agri-Food Canada, the department has imaging and remote sensing technologies that supply data to the National Soil DataBase. This database provides information on soil quality and productivity, among other attributes. Thanks to cooperation between Agriculture and Agri-Food Canada and Statistics Canada, the Census of Agriculture data is linked to the data from the National Soil DataBase to provide land-use data. An effort is being made to update the data at regular intervals or to improve the quality of the data collected.

*The new farming technology advances such as precision farming are creating an increased demand for evidence-based decision making at finer and finer scales down to subfield levels beyond what is possible from the current soils database. In order to address this need we have initiated discussions with the provinces, universities and private sectors about a common integrated approach to increase the resolution of our soils data. Agriculture and Agri-Food Canada is currently conducting research to develop nationally consistent farm field level soil data using a new approach called predictive soil mapping.*

Allan Howard, Manager of the Agroclimate, Geomatics and Earth Observation Division, Agriculture and Agri-Food Canada, 16 February 2017

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4 Reference to soil surveys.

*The trick is tying the land use from using the Census of Agriculture to those specific areas. [F]or the 2021 census, it's being investigated to use mapping techniques where producers, when they're completing their census, could indicate precisely using a graphic.*

Stephen Boyd, Unit Head, Agriculture Division,  
Statistics Canada, 27 October 2016

In addition, Statistics Canada provides land-use information through its Environmental Statistics Program; however, these data pertain primarily to census metropolitan areas.

Nevertheless, agricultural stakeholders do not seem to be aware of these initiatives.

In light of these facts,

## RECOMMENDATION 2:

The Committee recommends that

- Agriculture and Agri-Food Canada, Statistics Canada and Natural Resources Canada continue to cooperate to improve the data on the classification and use of farmland; and
- Federal departments better cooperate with provincial departments in order to keep them informed about technological advances in imaging and remote sensing, and the way in which the resulting soil maps could assist provincial land-use planning.

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***First and foremost is having up-to-date soil mapping to understand what assets we actually have in Canada. There is available information on soil maps, but it tends to be quite outdated, often decades old.***

Scott Ross, Director, Business Risk  
Management and Farm Policy,  
Canadian Federation of Agriculture,  
20 October 2016



Additionally, given the importance of information-sharing among provincial land-use planning experts and the fact that the national research project on farmland protection funded by SSHRC from 2012 to 2017 is coming to an end,

### RECOMMENDATION 3:

The Committee recommends that Innovation, Science and Economic Development Canada renew the funding for the national research project on farmland protection through the Social Sciences and Humanities Research Council. This renewal would encourage cooperation between provincial land-use planning experts and support the development of standardized analytical frameworks and tools that would enable harmonized land-use planning data to be obtained for all provinces.

With respect to the tracking of land transactions, considering that the Constitution of Canada gives the provinces jurisdiction over the ownership of Canada's farmland, the Committee believes that the provinces should put in place the measures necessary to leverage the data they have on land transactions.

### RECOMMENDATION 4:

The Committee recommends that the federal government work with its provincial counterparts to take advantage of initiatives such as the national research project on farmland protection, in order to enhance the tools they need to better track land transactions.

Some witnesses reminded the Committee of the nourishing role of the agricultural sector and the need to have access to farmland in order to fulfil this function. To that end, some suggested that the land base should be taken into account in developing a national food policy to ensure Canada's food security.

*I think that a growing population, expansion of urban areas and the need to grow food are irreconcilable. They need to be managed together. [T]here is also the mandate to develop a national food policy. A national food policy, without a connection or recognition that one must secure the land base in order to produce food, to me would be a weak policy.*

David Connell, Associate Professor, Ecosystem Science and Management, University of Northern British Columbia,  
8 December 2016

Agriculture and Agri-Food Canada has launched a consultation process to help develop a food policy for Canada that covers such issues as increasing access to affordable food; improving health and food safety; preserving the quality of soil, water and air; and growing more high-quality food. The Committee believes the food policy should support access to farmland as a way to conserve its quality and productivity. Also,

### RECOMMENDATION 5:

The Committee recommends that the federal and provincial governments work together to protect and promote the use of land for agricultural purposes.



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# CONCLUSION

A variety of factors have contributed to the rising value of farmland in Canada. The witnesses highlighted the importance of economies of scale, investments by non-agricultural interests, environmental issues and policies, demographic pressures, and an aging population as causes of this increase. Farmers, including the next generation, sometimes do not have the borrowing capacity to handle these higher prices. In this regard, the Committee noted the availability of financing programs that make it easier to acquire farmland. However, despite these programs, some farmers are turning to alternative financing options provided by non-agricultural investors. These alternatives have sparked concerns about their potential impacts on the production structure and the ability of farmers to own their operations.

Under the Constitution of Canada, the provinces have jurisdiction over land-use planning. Accordingly, witnesses suggested ways of enhancing the role of the provinces in this area. However, the Committee found that the federal and provincial governments should work better together to develop land use plans that would protect agricultural uses of land. The Committee therefore made recommendations to the federal government that would improve cooperation among the various levels of government.



# APPENDIX A: WITNESSES

ORGANIZATION	NAME, TITLE	DATE OF APPEARANCE
Agricultural Alliance of New Brunswick	Andrew Lovell, Director, Board of Directors	November 15, 2016
Agriculture and Agri-Food Canada	Brian T. Gray, Assistant Deputy Minister, Science and Technology Branch Allan Howard, Manager of the Agroclimate, Geomatics and Earth Observation Division, Science and Technology Branch Ted Huffman, Research Scientist, Environmental Health, Science and Technology Branch David W. Lee, Manager, Canadian Soil Information Service, Science and Technology Branch	February 16, 2017
Agriculture Producers Association of Saskatchewan	Norm Hall, President	October 25, 2016
Alberta Federation of Agriculture	Lynn Jacobson, President	October 25, 2016
As an Individual	David Connell, Associate Professor, Ecosystem Science and Management, University of Northern British Columbia	December 8, 2016
	Brady Deaton Junior, Professor and McCain Family Chair in Food Security, University of Guelph	February 16, 2017
	Annette Desmarais, Canada Research Chair in Human Rights, Social Justice and Food Sovereignty, Department of Sociology, University of Manitoba	November 24, 2016
	Ella Haley, Assistant Professor, Sociology, Athabasca University	March 2, 2017
	André Magnan, Associate Professor, Department of Sociology and Social Studies, University of Regina	November 24, 2016
	Pascal Thériault, Agricultural Economist, Faculty of Agricultural and Environmental Sciences, McGill University	February 16, 2017

ORGANIZATION	NAME, TITLE	DATE OF APPEARANCE
Bank of Canada	Toni Gravelle, Chief, Financial Markets Department Eric Santor, Chief, Canadian Economic Analysis	November 24, 2016
Bonnefield Financial Inc.	Tom Eisenhower, President and CEO Wally Johnston, Vice President, Business Development	February 9, 2017
British Columbia Agriculture Council	Lynda Atkinson, Board Member Reg Ens, Executive Director Martin Rossmann, Member	February 7, 2017
Canadian Bankers Association	Alex Ciappara, Director, Credit Market and Economic Policy Janice Holzschere, Vice President and National Head of Agriculture, Agricultural Banking Commercial, Scotiabank Troy Packet, Vice President, Agriculture Services, TD Canada Trust Gwen Paddock, National Director, Agriculture and Resources Industries, Royal Bank of Canada Adam Vervoort, National Manager, Agriculture, BMO Bank of Montreal Darryl Worsley, National Director, Agriculture, CIBC	December 1, 2016
Canadian Federation of Agriculture	Ron Bonnett, President Scott Ross, Director, Business Risk Management and Farm Policy	October 20, 2016
Canadian Young Farmers' Forum	Paul Glenn, Chair	October 20, 2016
Ducks Unlimited Canada	James W. Brennan, Director of Government Relations Mark Gloutney, Director of Regional Operations (Eastern Region) Scott Stephens, Director of Regional Operations (Prairie Region)	February 9, 2017

ORGANIZATION	NAME, TITLE	DATE OF APPEARANCE
Farm Credit Canada	Jean-Philippe Gervais, Vice President and Chief Agricultural Economist Michael Hoffort, President and Chief Executive Officer Corinna Mitchell-Beaudin, Executive Vice-President and Chief Risk Officer	November 17, 2016
Fédération de la relève agricole du Québec	Michèle Lalancette, President Philippe Pagé, Inter-Regional Coordinator - South	November 22, 2016
Government of Alberta	The Honourable Oneil Carlier, Minister of Agriculture and Forestry Darren Chase, Executive Director, Policy, Strategy and Intergovernmental Affairs Branch, Ministry of Agriculture and Forestry Tony Clark, Chief of staff, Minister of Agriculture and Forestry Bev Yee, Deputy Minister, Ministry of Agriculture and Forestry	November 29, 2016
Government of British Columbia	The Honourable Norm Letnick, Minister of Agriculture Derek Sturko, Deputy Minister, Ministry of Agriculture	November 29, 2016
Government of Manitoba	The Honourable Ralph Eichler, Minister of Agriculture Dori Gingera-Beauchemin, Deputy Minister, Ministry of Agriculture Patty Rosher, Director, Boards and Commissions	November 29, 2016
Government of Nova Scotia	Michael Devanney, Senior Policy Analyst, Department of Agriculture	February 2, 2017
Government of Prince Edward Island	The Honourable Alan McIsaac, Minister of Agriculture and Fisheries John Jamieson, Deputy Minister, Department of Agriculture and Fisheries	February 7, 2017
Government of Saskatchewan	The Honourable Lyle Stewart, Minister of Agriculture Rick Burton, Deputy Minister	December 6, 2016
Informa Economics IEG	Juan Sacoto, Senior Vice President	March 2, 2017



ORGANIZATION	NAME, TITLE	DATE OF APPEARANCE
Keystone Agricultural Producers of Manitoba	Dan Mazier, President	October 25, 2016
National Farmers' Federation (Australia)	Tony Mahar, Chief Executive Officer	March 7, 2017
National Farmers Union	Emery Huszka, NFU National Board Member and President of the National Farmers Union - Ontario	December 8, 2016
Newfoundland and Labrador Federation of Agriculture	Mervin Wiseman, Board Member	November 15, 2016
Nova Scotia Federation of Agriculture	Chris van den Heuvel, President	November 15, 2016
Ontario Federation of Agriculture	Don McCabe, President	October 27, 2016
Perennia Food and Agriculture Inc.	Wayne Adams, Special Project Co-ordinator	March 9, 2017
Prince Edward Island Federation of Agriculture	Mary Robinson, President	November 15, 2016
Regional District of Bulkley-Nechako	Mark Parker, Area D Director and Chair of the Agriculture Committee Gerry Thiessen, Municipal Director	March 7, 2017
Sociedad Rural Argentina	Eduardo A.C. De Zavalía, Lawyer	March 9, 2017
Statistics Canada	Stephen Boyd, Unit Head, Agriculture Division Greg Peterson, Director General, Agriculture, Energy, Environment and Transportation Statistics Branch	October 27, 2016
Union des producteurs agricoles du Québec	Charles-Félix Ross, Executive Director	November 17, 2016

# APPENDIX B: FACT-FINDING MISSION

WASHINGTON D.C. - MAY 15-18, 2017

ORGANIZATION	NAME, TITLE
American Farm Bureau Federation	Katelyn McCulloch, Economist David Salmonsens, Senior Director Congressional Relations
Congressional Research Service	Ian Fergusson, Coordinator, Specialist in International Trade and Finance Mark McMinimy, Analyst in Agricultural Policy Megan Stubbs, Specialist in Agricultural Conservation and Natural Resources Policy
Embassy of Canada	Dan Abele, Head, Intergovernmental Affairs Mike Hawkins, Counsellor (Agriculture) Laura Lumsden, Foreign Service Officer Brad Wood, First Secretary Commercial Gilles Gauthier, Minister Economic and Trade Katherine Baird, Minister, Congressional, Public and Intergovernmental Affairs Adam Barratt, Minister-Counsellor, Congressional and Intergovernmental Affairs
International Food Policy Research Institute	Joe Glauber, Senior Research Fellow

ORGANIZATION	NAME, TITLE
United States House of Representatives	<p>Representative James Comer Jr., Member of the United States House of Representatives</p> <p>Representative Rick Crawford, Member of the United States House of Representatives</p> <p>Representative Dwight Evans, Member of the United States House of Representatives</p> <p>Representative Richard Nolan, Member of the United States House of Representatives</p> <p>Representative Collin C. Peterson, Member of the United States House of Representatives</p> <p>Representative Ted Yoho, Member of the United States House of Representatives</p> <p>Representative Tim Walz, Member of the United States House of Representatives</p> <p>Kendra Brown, Deputy Chief of Staff and Legislative Director, Office of Representative of Dwight Evans, Member of the United States House of Representatives</p> <p>Darrell Rico Doss, Legislative Counsel, Office of Representative Dwight Evans, Member of the United States House of Representatives</p> <p>Christopher Jones, Legislative Director, Office of Rick Crawford, Member of the United States House of Representatives</p> <p>Larry Calhoun, Chief of Staff, Office of Representative Ted Yoho, Member of the United States House of Representatives</p> <p>Jim Goldenstein, Legislative Director, Office of Representative James Comer Jr., Member of the United States House of Representatives</p> <p>Randolph Briley, Deputy Legislative Director, Office of Representative Tim Walz, Member of the United States House of Representatives</p>
United States Senate	<p>The Honorable John N. Boozman, Member of the United States Senate</p> <p>The Honorable Amy Klobuchar, Member of the United States Senate</p> <p>The Honorable Pat Roberts, Member of the United States Senate</p> <p>Arian Beckwith, Legislative Aide, Office of the Honorable John N. Boozman, Member of the United States Senate</p> <p>Lindsey Kerr, Counsel and Legislative Assistant, Office of the Honorable Amy Klobuchar, Member of the United States Senate</p> <p>Anita Lyssikatos, Department of State Fellow, Office of the Honorable Amy Klobuchar, Member of the United States Senate</p> <p>Brinn Warner, Legislative Assistant, Office of the Honorable Amy Klobuchar, Member of the United States Senate</p>

# APPENDIX C:

## WRITTEN SUBMISSIONS

## RECEIVED BY THE COMMITTEE

ORGANIZATION	SUBMITTER
Agricultural Alliance of New Brunswick	Andrew Lovell
Agriculture and Agri-Food Canada	Brian T. Gray
As an Individual	David Connell Brady Deaton Junior Annette Desmarais Grant Rigby
Ducks Unlimited Canada	James W. Brennan
Fédération de la relève agricole du Québec	Michèle Lalancette
Food Secure Canada	Organization only
International Food Policy Research Institute	Joseph W. Glauber
PANGEA	Serge Fortin
Prince Edward Island Federation of Agriculture	Mary Robinson
Statistics Canada	Greg Peterson







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