

FAST FACTS

on the Canadian seed industry

March 2004

Production and Sales

- Generates \$770 million in combined domestic and export sales every year
- Nearly one quarter of the seed produced in Canada is exported
- Canadian seed is exported to approximately 70 countries, generating \$188.7 million in 2002/03 – a 33% increase over the past five years
- 1.2 million acres of pedigreed seed crops are produced annually in Canada by 4 000 experienced, trained seed growers
- 2300 varieties of 50 different crops kinds are pedigreed in Canada annually
- Over 26 000 varieties of 181 different species are eligible for international trade globally
- An estimated 9600 Canadians are employed by Canadian seed companies
- Provincial economic analysis studies indicate:
 - Ontario's seed industry has sales approaching \$60 million in raw form at the farm gate and is responsible for generating \$647 million to GDP
 - \$182 million in sales is generated by Manitoba's seed industry and seed contributes \$110 million in value added to the economy, creating 1300 job opportunities
 - Saskatchewan's pedigreed seed industry creates as many as 9 000 agricultural jobs for the province and is worth an estimated \$389 million to the provincial economy

Research & Development

- The private sector's investment in research and development has nearly tripled in the last decade from an investment of \$33.2 million in 1987 to \$92.5 million in 2001
- Returns on foreign Intellectual Property sales are valued at \$7 million annually
- Plant breeding delivers results – In the last 50 years a 30-60% productivity increase has been realised as a result of genetic improvement made by plant breeders. Since the mid 1970s corn breeding has delivered an average yield increase of one bushel per acre, per year. In the past decade there have also been notable increases in yields particularly in peas (32%), canola (25%) and wheat (22%).
- The rate of development of new varieties has increased substantially with private sector investment. For example, in canola, in the 1970s and early 1980s, one new variety was introduced to the marketplace every second year. Since 2000, there are more than 50 new varieties of canola available for Canadian farmers to choose from annually.

Biotech and Niche Markets

- Seed is a value-added industry – some types of horticultural seed (petunia) cost more than an ounce of gold
- By 2007, identity preserved production is expected to increase and range from 20 – 50% of commercial sales of cereal, oilseed and forage crops. Specialty type canola represents 10% of the canola oil market and food grade soybeans account for 70% of soybean exports.
- Canada's commercial acreage of genetically modified crops has risen from virtually non-existent in 1995 to 4.4 million commercial hectares in 2003.
- Canada ranks third among the world's top six leading countries growing genetically modified crops, accounting for 6% of the global transgenic crop area



Canadian Seed Trade Association

L'association canadienne du commerce des semences

March 2004

Who we are:

Founded in 1923 and headquartered in the nation's capital, the Canadian Seed Trade Association is a voluntary association composed of approximately 170 seed companies from across Canada. The CSTA represents a broad cross-section of Canadian businesses that are engaged in all aspects of seed research, production and marketing, both domestically and internationally. Membership ranges from those who market garden seed and herbs to the large western grain handlers, and from small family-run businesses to large multinational corporations with diverse interests.

Seed encompasses a wide array of products from about 50 principal crops, including: major grains and oilseeds, special crops, forage and turf grasses, flowers, vegetables, fruits.

As companies with plant breeding programs, many of the CSTA's members are active in research and development and virtually all have an interest in intellectual property as the primary source of returns on their investment.

What we do:

CSTA represents its members with stakeholders at the government and industry level. In addition, CSTA fosters the development of international markets, and works with industry and affiliated organizations in Canada and abroad to address issues of mutual concern.

Our Mission Statement:

Through the collective efforts of our membership, the CSTA is committed to fostering an environment conducive to researching, developing, distributing, and trading seed and associated technologies; with the goal of bettering the choices and successes of our members and their customers.

Delivering Quality:

The Canadian seed industry has systems in place to make sure customers get the seed they are expecting in the areas of:

- **Varietal Purity** – ensuring the seed is of the variety claimed
- **Mechanical Purity** – processing the seed to ensure minimal impurities
- **Testing** – verifying germinations percentages and purity levels
- **Grading** – confirming the standard to which the final product conforms

CSTA members - the suppliers of genetic innovation to markets in Canada and abroad.

