

YOUR FUTURE IN FOOD

BUSINESS PATHWAYS



The Business Pathways circular keeps you up-to-date with food industry programs, events and resources

CIRCULAR STATUS UPDATE

The Business Pathways circular will be pausing for the months of August and September. Publication will resume on October 4, 2023 after the provincial election.

FUNDING PROGRAMS

Sustainable Canadian Agricultural Partnership (Sustainable CAP) Food Safety and Traceability Program

The Food Safety and Traceability Program supports the agri-food and agri-product sectors to adopt or improve their food safety and traceability practices.

There are two funding streams available for the Food Safety and Traceability Program:

- Food Safety & Traceability Implementation Support
- Pre-approved Food Safety & Traceability Equipment

For more information click [here](#).

Export Support Program

The Export Support Programming supports Manitoba's small and medium-sized businesses to export and diversify markets for their products.

There are two funding streams available for the Export Support Program:

- Export Development
- Incoming Buyer Program

For more information click [here](#).

TRAINING & EVENTS

Innovation Series - Ingredient Solutions November 16, 2023 at Food Development Centre (FDC)

This workshop will provide you with the opportunity to:

- Connect with ingredient suppliers from Canada and the U.S.,
- Discover how innovative ingredients can solve challenges in the bakery, beverage and protein sectors, and
- Participate in hands-on demonstrations.

For more information click [here](#).

Export 101 Workshop November 21 and 22, 2023 at the Winnipeg Winter Club

Learn the fundamentals of successfully preparing to export to the U.S market. Market research, pricing, food safety requirements, U.S. labeling, considerations, requirements, export plans, supports and assessing your readiness will be covered.

For more information click [here](#).

RESOURCES

Sustainability 101 - What it means to your Food Business

From field to fork, the sustainability of the food industry is a topic of growing concern.

Increasingly, consumers are demanding greater transparency, accountability and responsibility from food suppliers, which is trickling throughout the entire value chain - from retailer to processor to agricultural producer. In fact, 70 per cent of consumers indicate that sustainability in their food production is important.

Companies that embrace sustainability, can capitalize on current trends, and gain a decided competitive marketing advantage.

Click on this [link](#) to check out our Sustainability 101 resource to learn more about what it means for your food business.

Sustainability Resources

Manitoba Agriculture Value Added Branch has compiled a list of sustainability [resources](#) to support you in your sustainability journey.

Click on this [link](#) to check out our dedicated sustainability section within the Business Pathways website.

Farm Credit Canada (FCC) Food and Beverage Report

The annual FCC Food and Beverage Report reviews last year's economic environment and highlights opportunities and risks for Canadian food and beverage manufacturers for 2023. It includes projections of annual industry sales and new gross margin index forecasts by sector.

Click on this [link](#) to check out the report.

Manitoba Agriculture Value Added Branch

Manitoba Agriculture's Value Added Branch offers a single window approach to provide the expertise and experience that food businesses need. The branch provides support through two units, Business Development and Product Commercialization, which operates the [Food Development Centre](#) (FDC).

The Business Development Unit supports Manitoba food and agri-product small and scalable businesses with marketing and exporter preparedness advice, pathfinding services, capacity building resources, and training tailored to client's business needs.

Get the resources you need every step of the way at www.Manitoba.ca/foodbusiness.



The Product Commercialization Unit, through FDC, supports Manitoba food businesses with applied research and development services to support sustainable protein innovation in ingredient and product development.

Get connected today by emailing mbagrifood@gov.mb.ca.

Female Entrepreneurs in Agri-Food Development (FEAD)

FEAD is an entrepreneurial incubator for females in the agri-food sector. This program focuses on reducing barriers for under-served and minority groups in food and beverage manufacturing. FEAD is a national program serving British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Yukon, and North West Territories.

Click on this [link](#) for more information.

Women's Enterprise Centre of Manitoba (WECM)

WECM is a non-profit organization that supports women-owned and partnered businesses province-wide as they launch, scale, and expand their ventures. Through advising, financing, training, mentorship, and network opportunities, WECM's goal is to inspire women at every stage of their entrepreneurial pursuit.

Click on this [link](#) for more information.

FOOD SAFETY

Provincial Permit Process and Construction Requirements for Food Processors

Provincial food processing establishments are required to comply with regulatory requirements and must have a permit to operate a Food and Food Handling Establishment.

Click on this [link](#) to check out the Provincial Permit Process and Construction Requirements for Food Processors.

IN THE NEWS

Skills Training Across Canada (STAC)

STAC is a new national online learning program designed by Food Processing Skills Canada (FPSC) to advance workforce development for the Canadian food and beverage manufacturing industry.

For more information click [here](#).

New Manitoba Lifesciences Strategy Announced

For more information click [here](#).

MARKET ACCESS SECRETARIATE (MAS) FOOD INDUSTRY UPDATES

Taiwan Market

Effective immediately, Taiwan's Food and Drug Administration (TFDA) has granted market access for Canadian beef from animals over-thirty-months (OTM) of age to Taiwan, following exchanges of information and a successful in-person audit in 2022. OTM beef with slaughter dates of June 15, 2023 and after are eligible for export to Taiwan.

Access for Canadian boneless and bone-in beef derived from cattle of all ages has been updated in Taiwan's "[Regulation of imported beef and beef products from the United States and Canada](#)". This new access will offer an opportunity to expand beef exports to Taiwan and diversify export markets in the Indo-Pacific region.

All establishments under federal inspection are considered eligible to export meat products to Taiwan. Establishments should review the [export requirements for meat products to Taiwan](#) in the

Canadian Food Inspection Agency (CFIA) food export requirements library.

If you are ready to export beef and beef products, including OTM beef, to Taiwan, please contact your [local CFIA office](#) to obtain more information, prior to shipping.

Algeria Market

Find below a list of pulses and related Harmonized Sales (HS) codes to be bought by l'Office algérien interprofessionnel de céréales (OAIC); where OAIC still has exclusivity for imports.

- 0713209000 Chickpeas other than seed
- 0713409900 Other lentils (Red lentils remain open through private imports)
- 0713339000 Kidney beans other than seeds
- 1006309000 Semi-milled rice, whether or not polished or glazed unparboiled

All remaining pulse products are available to be imported privately.

DID YOU KNOW?

Food and beverage manufacturing is the largest manufacturing sector in Manitoba, accounting for 32 percent of Manitoba's total manufacturing sales in 2022. The sector directly employed 14,965 Manitobans in 2021 and is the largest manufacturing employer in the province.

Manitoba Agriculture's Food and Value Added Agriculture Statistics page offers a variety of sector reports outlining economic contributions and sales trends over time and the market trends affecting our agri-food sector today.

Click on this [link](#) reports.

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