

YOUR FUTURE IN FOOD

# BUSINESS PATHWAYS



*The Business Pathways Circular will keep you up-to-date with food industry programs, events and resources*

## WHAT'S NEW?

With 50 actions dedicated to building our economy and workforce, attracting investment, and enhancing community safety and affordability, Manitoba's new Opportunities for Economic Growth Action plan is a roadmap to a more prosperous and inclusive future.

For more information, click [here](#).

## FUNDING PROGRAMS

### Sustainable CAP - Indigenous Agriculture and Relationship Development

The Indigenous Agriculture and Relationship Development program supports initiatives and partnerships that enhance relationships with Indigenous peoples and increase Indigenous participation and opportunities in the agriculture and agri-food economy.

There are two streams available:

- Relationship Development and Engagement stream assists the development and delivery of engagement activities between the industry, academia and Indigenous peoples
- Indigenous Agriculture Food Systems stream assists the development and delivery of activities that will increase food security and sovereignty in Indigenous communities with four funding streams:
  - Planning and Consulting
  - Training
  - Enhancing Indigenous Food System
  - Capital Equipment and Software

For more information, click [here](#).

## Export Support Program

The Export Support Program 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

### MANITOBA AGRICULTURE

#### Innovation Workshop Series: Ingredient Solutions for Your Food Processing Business

This in-person event will feature suppliers from both Canada and the U.S. and will focus on solving food product challenges in the bakery, beverage, meat product and plant-based sectors using innovative ingredients.

Presenters for the day include Big Deal Ingredients, GNT USA, OSF Flavors and Ingredion Inc.

Date: Thursday, November 16, 2023  
Time: 9:00 am - 5:00 pm  
Location: Food Development Centre,  
Portage La Prairie

Registration Deadline: November 3, 2023  
For more information, click [here](#).

## **Export 101 Workshop: Preparing to Enter the U.S. Market**

This two-day, in-person event will focus on the fundamentals of preparing to export to the U.S. market. The workshop will address the market research required, appropriate pricing, the business, legal and trade consideration, supply chain service providers and the export plans, supports and assessments needed in order to be successful.

Date: November 21 and 22, 2023  
Time: 9:15am – 4:30pm  
Location: Winnipeg Winter Club, 200 River Ave.  
Registration Deadline: Tuesday, November 14, 2023

For more information, click [here](#).

## **PARTNER TRAINING AND EVENTS**

**Source Nutraceutical**, a source of information for regulatory affairs, packaging compliance, strategic consulting and clinical trials, offers two recorded videos:

[Overview of US Food Labelling Requirements - YouTube](#)

[Introduction to Canadian Food Labelling Requirements – YouTube](#)

## **Bioscience Association Manitoba Training (BAM)**

BAM's Leadership Development Program has just had its first session – but it's not too late to get involved. For more information, contact [Kate@biomb.ca](mailto:Kate@biomb.ca). The courses in this program can be taken as a stand alone and are industry-agnostic.

BAM's upcoming courses include:

1. [Get to the Point](#): A practical writing course for technical professionals (virtual – Oct/Nov)
2. [Root Cause Analysis for Highly Regulated Industries](#) (virtual - Dec)
3. [Get to the Point](#): A practical writing course for technical professionals (in-person - Dec)

For more information on these courses and potential subsidized training, click [here](#).

## **Funding Day 2023**

Funding Day 2023, held on December 6, will create connections that help companies gain access to funding, develop strategic partnerships and secure the resources they need to grow businesses and further strengthen Manitoba's economy. This event is hosted by BAM who has partnered with EMILI, MEIA, TechMB, Manitoba Government, Food and Beverage Manitoba and Counsel Public Affairs.

For more information, click [here](#).

## **WORLD TRADE CENTRE WINNIPEG**

World Trade Centre Winnipeg has released their fall programming events. Check out World Trade Centre's [Events Calendar](#) to identify business training opportunities.

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## **RESOURCES**

### **Basic GMPs Guidebook**

The Basic Good Manufacturing Practices (GMPs) Program guidebook and electronic templates are resources designed to support small- to medium-sized food operations to develop and implement personnel practices and sanitation programs.

Find these resources by visiting: [Province of Manitoba | agriculture - Basic Good Manufacturing Practices Program \(gov.mb.ca\)](#)

### **Manitoba Agriculture Food and Value Added Agriculture Statistics**

The agri-food sector registered remarkable export growth in 2022 reaching \$8.8 billion, an increase of 13 per cent compared to previous year. The U.S., China, Japan, and Mexico were the top four export destinations for Manitoba's agri-food products in 2022, accounting for 80 per cent of Manitoba's total agri-food exports in 2022.

To learn more about Manitoba agri-food trade with these four countries and other potential markets, please review the following information [Manitoba Trade with China](#), [Manitoba Trade with Japan](#), [Manitoba Trade with the U.S.](#) and [Manitoba Trade with Mexico](#), [Competitive Trade Analysis of Agri-products in Mexico](#), [Edible Oils in India](#), [Qatari Agri-Food Imports](#).

## **Commercial Community Kitchens for Rent**

Manitoba Agriculture has recently released an interactive Community Kitchen App that allows food processors to search for permitted processing facilities based on their unique processing equipment needs.

In order to expand this directory listing for Manitoba, let us know if you have a kitchen to be included in the Commercial Community Kitchens for Rent app, contact us [here](#).

Click on this [link](#) to check out our Commercial Community Kitchen's for Rent App.

## **Rural Manitoba Economic Development (RMED)**

RMED continues to collaborate with communities to build workforces and infrastructure capacity.

RMED's community dashboard, providing profiles for towns, cities and rural municipalities, can help identify potential labour force, logistics, housing, demographics, markets and income levels. The dashboard also includes information on industry trends and benchmarks to help entrepreneurs make better business decisions.

For more information, click [here](#).

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### **DID YOU KNOW?**

Manitoba Agriculture has a YouTube channel with a dedicated section for food processors.

Click on this [link](#) to check out our Food Talk video on How ERP Software Can Increase Efficiency and Profitability for Your Food Processing Business.

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