

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?

ProteinMB - Manitoba's Sustainable Protein Advantage

ProteinMB held its official launch event on Nov. 2, 2023, with over 150 people in attendance! ProteinMB is the collaborative, industry-led hub and voice for the advancement of sustainable protein in Manitoba and across the country.

Visit their new website www.proteinmb.ca and contact them at info@proteinmb.ca to sign up for the new newsletter to stay informed on everything protein.

FUNDING PROGRAMS

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:

- Export Development
- Incoming Buyer Program

For more information click [here](#).

MANITOBA AGRICULTURE TRAINING & EVENTS

Last Call! 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 considerations, supply chain service providers, and the export plans, supports and assessments needed to be successful.

Date: Nov. 21 and 22, 2023
Time: 9:15 a.m. – 4:30 p.m.
Location: Winnipeg Winter Club, 200 River Ave.
Registration Deadline: Tues., Nov. 14, 2023

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

PARTNER TRAINING AND EVENTS

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. The program is designed to teach proven leadership skills and help you achieve your leadership potential. Participants are supported by one-on-one coaching and personal mentoring. For more information, contact Kate@biomb.ca.

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

Funding Day 2023 – Dec. 6, 2023

Funding Day 2023 will create connections that help companies gain access to funding, develop strategic partnerships and secure the resources they need to grow their 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](#).

Farm to Fork Accelerator Program

Female Entrepreneurs in Agri-Food Development (FEAD) has launched a Farm to Fork Accelerator Program. The six-week program is designed to provide primary producers in any production sector with the knowledge, skills and networking opportunities to turn their production outputs and/or recipes into retail-ready products.

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

Venture-Capital Ready – Investment Training for Women Entrepreneurs

Venture-Capital Ready is a free investment training program designed for market-tested businesses. It aims to ensure that entrepreneurs are prepared and confident to enter the investment process.

Through the Small Scale Food Processors Association's ***Venture-Capital Ready: Investment Training for Women Entrepreneurs*** (VC Ready) program, you will be supported by industry specialists to prepare for any challenges, create your pitch strategy, and have the opportunity to present to potential venture-capital investors.

Learn more and apply through the [Venture Capital Ready](#) website.

Cultivate Sustainability Conference and Trade Show – The Road to Net-Zero. Hosted by Food and Beverage Manitoba

Feb. 6, 2024
Victoria Inn, Winnipeg

The Cultivate Sustainability Conference serves as Manitoba's premier conference and trade show for the agri-food sector. It is an invaluable opportunity for the sector and its partners to engage with policy makers, learn from industry leaders, and hear from businesses that are pioneering innovative and transformative practices.

This year's conference will focus on understanding what net-zero means for the agri-food sector by focusing on the entire value chain, from field to fork. From supporting local and regenerative agriculture, to trends in upcycling, and waste reduction, let us help you cut through the noise and understand the opportunities and challenges ahead for the entire

value chain. Cultivate is committed to fostering robust community engagement. We will highlight successful case studies of both business and community-driven initiatives that amplify the benefits of sustainability at the local and global level.

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

U.S. Sales Tax 101 for Canadian Companies

Please join the Embassy of Canada in Washington, DC for "U.S. State Sales Tax 101 for Canadian Companies" on Thurs., Nov. 16, 2023 at 1:00 p.m. EST/10:00 a.m. PST. Presented in collaboration with Avalara, this complimentary webinar will cover:

- Key differences between U.S. and Canadian sales tax
- Nexus creating activities
- Best practices and pitfalls to avoid

This webinar is applicable to Canadian companies who sell consumer-packaged goods (CPG) and/or retail-ready food and beverage products into the U.S. through D2C, e-commerce, retail, and/or wholesale.

[Register here](#)

Calling all Indigenous Businesses! Reservation Economic Summit (RES) 2024

Join the Trade Commissioner Services at The Reservation Economic Summit (RES) 2024, hosted by the National Center for American Indian Enterprise Development (NCAIED) from March 11 to 14, 2024 in Las Vegas, NV. With over 4,000 attendees expected to partake in networking activities, matchmaking opportunities, and enriching business development sessions, RES 2024 is a must-attend event for Indigenous businesses.

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

Calling all Indigenous Businesses! Canadian Indigenous Business Accelerator 2024

The Trade Commissioner Services in Seattle, in partnership with the Northwest Innovation Resource Center (NWIRC) and Trade & Investment British Columbia, invite you to be part of the Canadian Indigenous Business Accelerator 2024 program.

Join us for an enriching three-month virtual program, with the option of an in-person completion day, running from Jan. 9 to March 26, 2024, in the vibrant city of Seattle, WA. Immerse yourself in a supportive environment alongside fellow Indigenous innovators, gain essential skills, and develop business strategies tailored to the U.S. market. Our program offers expert guidance, hands-on activities, personalized mentorship, and invaluable connections in the Pacific Northwest market.

For more information: [Canadian Indigenous Business Accelerator 2024](#).

RESOURCES

GET LISTED!

Manitoba Agriculture has recently launched two interactive GIS Service Finder Apps to help food entrepreneurs and food businesses identify processing facilities tailored to their unique needs. We are interested in **expanding these lists to be more inclusive, with a particular focus on the rural and Westman regions of Manitoba.**

Commercial Community Kitchens for Rent

The Manitoba Agriculture interactive Community Kitchen App allows food processors to search for permitted processing facilities based on their unique processing equipment needs.

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

Co-Packer Service Finder App

The Manitoba Agriculture Co-Packer Service Finder App includes over 65 Manitoba companies. This

user-friendly app can help streamline your co-packer search by allowing you to filter co-packers by type of product and packaging, making it easier and more efficient to find and assess potential food and beverage co-packers that will meet your processing needs here in Manitoba.

Click on this [link](#) to check out our Co-packer Service Finder App.

Our goal is to expand these directory listings for Manitoba. Let us know if you have a commercial kitchen or co-packing facility to be included. Contact us [here](#).

Food Safety

Who To Contact When You Have a Food Safety Concern

The responsibility for food safety is shared between the federal government and provincial health units or departments. Depending on your concern, and the type of food business involved, there are different departments you should contact.

Follow this link to find guidance about who to contact when you have a food safety complaint: [who-to-contact-complaints.pdf \(gov.mb.ca\)](#)

DID YOU KNOW?

The University of Manitoba has a number of innovative facilities dedicated to pilot-scale food processing and research. The **Dairy Science Pilot Plant** is a CFIA-licensed, 4,900-ft² facility with the capacity to manufacture fresh, frozen, and fermented dairy and plant-based products with a daily manufacturing capacity of 500 litres. Capacities include high-temperature, short-time pasteurization; packaging; holding tanks; cheese-making equipment; ice cream machines, and refrigerated storage. In-house expertise includes dairy food and plant-based product development, laboratory and sensory testing.

The **Richardson Centre for Food Technology and Research** is dedicated to conducting innovative research in the areas of nutraceuticals and functional foods, with a particular interest in Canadian prairie crops. The centre houses state-of-

the-art equipment and technology, and internationally recognized research expertise.

The **Canadian Centre for Agri-Food Research in Health and Medicine (CCARM)** is dedicated to investigating and understanding the potential health-related benefits found in nutraceuticals, functional foods, and natural health products.

For more information on the research capabilities at the University of Manitoba, click [here](#):

Manitoba Agriculture's Value Added Branch has launched a comprehensive Business Pathways website, which incorporates resources, tools, programs and services from the entire food business development ecosystem.



Get support every step of the way at:
www.manitoba.ca/foodbusiness

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