General Resources for Small and Medium-Sized Enterprises in the Food, Beverage, Natural Health Products and Seafood Sectors

The following table provides an overview of resources available to companies in BC's food, beverage, natural health product and seafood sectors. It identifies:

- Associations and organizations;
- Services offered by Agriculture and Agri-Food Canada and BC's Ministry of Agriculture;
- Regulatory agencies;
- Sources of funding and assistance;
- Organizations offering product development services;
- Packaging companies;
- · General resources; and
- Electronic newsletters and magazines that provide market information.

Please note that web links and organizations change over time. The list should be considered a living document and therefore updated on an on-going basis.

Associations/Organizations	
BC Association of Farmers' Market: a not-for-profit organization that provides support, development and promotion of farmers' markets throughout BC	http://www.bcfarmersmarket.org/ Contact: Elizabeth Quinn 203, 2642 Main St. Vancouver, BC V5T 3E6 P.: 604-734-9797
BC Food Processors Association: a not-for-profit organization representing all segments of the food, beverage and natural health products processing industry. Provides the Path to Commercialization Program, Post-Farm Food Safety Program a reference manual and other resources.	www.bcfpa.ca Contact: James Donaldson 202B – 8047 199 th Street Langley, BC V2Y 0E2 P.: 604-504-4409 E.: james@bcfpa.ca
BC Small Scale Food Processors Association: a not- for-profit organization representing local food businesses	http://www.ssfpa.net/ Contact: Candice Appleby 2214 Sun Valley Drive Nanaimo, BC V9T 6E8 P: 866-553-7372 E.: info@ssfpa.net
Canadian Food Exporters Association: supports the export growth plans of its members	www.cfea.com Contact: Susan Powell 100 Sheppard Avenue East, Suite 600 Toronto, ON M2N 6N5 P.: 1-888-227-8848
Canadian Organic Trade Association: connects stakeholders in the organic supply chain and addresses issues in the Canadian organic sector	www.ota.com/canada-ota 1145 Carling Avenue, Suite 7519 Ottawa, ON K1Z 7K4 P.: 613-482-1717 or 250-335-3423
COABC (Certified Organic Associations of BC): provides accreditation to member agencies and administers the BC Certified Organic Program	www.certifiedorganic.bc.ca 202 – 3002 32 nd Avenue Vernon, BC V1T 2L7 P.: 250-260-4429

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Community Futures – Central Okanagan: delivers	www.cfdcco.com
business development programs as well as administers	Contact: Larry Widmer
a loan program	Landmark 1, #210-1726 Dolphin Ave
	Kelowna, BC V1Y 9R9
	P.: 250-868-2132 ext. 223
	E.: lwidmer@cfdcco.bc.ca
Central Okanagan Economic Development	www.investkelowna.com
Commission: The COEDC Agricultural Support	info@investkelowna.com
Program provides one-on-one assistance to agriculture	Ph: (250) 469-6280
related businesses and connects businesses with	(====)
promotion and marketing opportunities.	
Export Development Canada: provides exporting	http://www.edc.ca/EN/About-exporting/trade-
resources, including a step-by-step guide to exporting	links/pages/export-and-business-plans.aspx
resources, including a step-by-step guide to exporting	1-800-229-0576
HDO /F I D ' II D O 'II\	
HRC (Food Processing Human Resources Council):	www.fphrc.ca
provides processors with information and training tools to	200B – 2249 Carling Ave
support a safe and secure food supply.	Ottawa, ON K2B 7E9
Also offers an on-line course – "Innovations Roadmap	P.: 613-237-7988
for Food and Beverage Processors"	E.: joehling@fphrc.ca
Small Business BC: provides resources and	http://www.smallbusinessbc.ca/
assistance to SMEs in B.C. Small Business BC also	http://tradestart.ca/
delivers an importing and exporting advisory service -	601 W Cordova Street, #82
TradeStart	Vancouver, BC V6B 1G1
	P.: 800-667-2272
Trade and Invest British Columbia – The British	http://www.britishcolumbia.ca/Global/About.as
Columbia Business Network: provides assistance in	px#.UoK1EHCsi-0
finding suppliers, links to industry associations and other	DA#.OURTETIOSI-0
resources – BC Market Mentor, Asia-Pacific Business	
Centre	
Assistations and Assis Food Consider	
Agriculture and Agri-Food Canada	
Statistics & Market Information: Canadian agricultural	http://www.agr.gc.ca/eng/industry-markets-
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	industry/?id=1274467299466
Trade Policy: information about global agricultural trade	http://www.agr.gc.ca/itpd-dpci/index-eng.htm
policy, including Canada's input in on-going trade	international application of the second of t
negotiations and domestic talks that are currently	
underway	
Value Chain Roundtables: information on market	http://www.agr.gc.ca/eng/industry-markets-
priorities, strategies and research for the beef, food	and-trade/value-chain-
processing, grains, horticulture, organics, port, pulses,	roundtables/?id=1385758087741
seafood, see, sheep and special crops sectors	
Innovation and Regulatory: Able to provide linkages	Contact: Anne Kennedy
with other organizations, academics	Innovation and Regulations
	P:613-773-0166
As Pale wish based tool to halp Connection again husinesses	E: anne.kennedy@agr.gc.ca
AgPal: web-based tool to help Canadian agri-businesses	www.agpal.ca
find agriculture-related programs and services administered by, among others, Agriculture and Agri-	
Food Canada, the BC Ministry of Agriculture.	
BC Ministry of Agriculture	
Market Development and Trade: provides information	http://www2.gov.bc.ca/gov/content/industry/ag
on domestic and international marketing	riculture-seafood/agriculture-business-and-
on domestic and international maintaining	economy/market-development-and-trade
	1-800-663-7867
Market Analysis: provides information on trade	http://www2.gov.bc.ca/gov/content/industry/ag
statistics and market analysis reports	riculture-seafood/about-agriculture-and-
	seafood-in-bc/statistics/market-analysis-and-
	<u>trade-statistics</u>
	1-888-221-7141
Agriculture and Seafood Industry and Sector	http://www2.gov.bc.ca/gov/content/industry/ag
Profiles: provides annual sector information	riculture-seafood/about-agriculture-and-
	seafood-in-bc/statistics/industry-and-sector-
	profiles 1-888-221-7141
Regulatory	1-000-221-7141
Canadian Food Inspection Agency: Guide to Food	http://www.inspection.gc.ca/food/labelling/guid
Labelling and Advertising	e-to-food-labelling-and-
	advertising/eng/1300118951990/1300118996
	556
Health Canada: relating to consumer product safety;	http://www.hc-sc.gc.ca/index-eng.php
drugs and health products; environmental and workplace	Ottawa, ON
health; first nations and Inuit health; food and nutrition;	K1A 0K9
health concerns; health care system; healthy living; and	P: 613-957-2991
science and research	
Industry Canada: relating to laws and requirements	http://www.ic.gc.ca/eic/site/mc-mc.nsf/Intro
with respect to weights and measures	400 – 432 Still Creek Drive
	Burnaby, BC V5C 6S7
	P: 604-666-6513
US Department of Agriculture	www.usda.gov
30 Department of Agriculture	10903 Independence Avenue SW
	Washington, DC 20250
	P: 202-720-2792
US Food and Drug Administration	www.fda.gov
	10903 New Hampshire Avenue
	Silver Spring, MD 20993
	Sliver Spring, MD 20993

Sources of Funding & Assistance	
BDC (Business Development Bank of Canada):	www.bdc.ca
Financing, consulting, venture capital	One Bentall Centre
3, 11 11 3, 11 11 11	505 Burrary Street
	Suite 2100
	Vancouver, BC V7X 1M6
	Phone: 877-232-2269
BC Ministry of International Trade: provides	http://www.gov.bc.ca/mit/
assistance and resources for international marketing	Contact: Rob Arthurs
	Robert.Arthurs@gov.bc.ca
Canada's AgriMarketing Program: funded by AAFC,	http://www.agr.gc.ca/eng/?id=1357941192614
the program supports not-for-profit organizations to	
develop and implement long-term market development	
strategies; and small and medium-sized enterprises to	
undertake promotional and market development	
activities in markets other than Canada and the U.S.	
IAF (Investment Agriculture Foundation of BC): Various	http://www.iafbc.ca
project funding opportunities available.	Contact: Coreen Moroziuk
	P.: 604-474-2536
	E: cmoroziuk@iafbc.ca
IRAP (National Research Council's Industrial Research	http://www.nrc-
Assistance Program of the National Research Council):	<pre>cnrc.gc.ca/eng/irap/services/financial_assista</pre>
offers financial assistance to eligible firms under different	nce.html
programs: technology innovation projects; youth	Contact:
employment strategy programs; DTAPP; and CHTD.	Jan Langton, Kelowna
	P.: 250-712-4304
	E.: jan.langton@nrc-cnrc.gc.ca
	OR
	Maureen Hatanaka, Kelowna
	P.: 250-712-4303
	E.: Maureen.Hatanaka@nrc-cnrc.gc.ca
FCC (Farm Credit Canada): focuses on senior debt for	www.fcc-fac.ca
food processing SMEs. Also funds a venture \$50 M	Agribusiness and Agri-Food
venture capital fund operated by Avrio Ventures	Abbotsford Office
Management (Calgary)	P: 604-870-2417
National Research Council's Concierge Service -	http://www.nrc-cnrc.gc.ca/eng/irap/concierge/
new portal for finding funding sources and other	
assistance	1.00-1/
The Canadian Trade Commissioner Service: offering	http://www.tradecommissioner.gc.ca/eng/fundi
assistance to Canadian companies entering export	ng/home.jsp
markets.	300 Georgia Street, Suite 2000
	Vancouver, BC V6B 6E1
VANTEC (Vancouver Angel Technology Network):	P.: 888-306-9991
members, angel investors and other early-stage	http://vantec.ca/ Contact: Mike Volker
investors who meet monthly to assess technology	P: 604-644-1926
entrepreneurs.	E: mike@volker.org
Product Development	L. HING WOINGLUIY
BCIT Food Processing Resource Centre: access to	http://www.bcit.ca/health/industry/foodcentre/
laboratory and pilot plan equipment, training services	Contact: Dr. Gary Sandberg
and part-time studies courses	P: 604-432-8561
and part time studies oburses	E: gary_sandberg@bcit.ca
Alberta Food Processing Development Centre: fully	http://www1.agric.gov.ab.ca/\$department/dept
equipped pilot plant and product development laboratory	docs.nsf/all/fpdc5012
facility	6309 45 St.
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	Ladar AD TOE 705
	Leduc, AB T9E 7C5
Ocal atal asses Facil Courts "	P: 780-986-4793
Saskatchewan Food Centre: offers expertise in	http://www.foodcentre.sk.ca/
processing, product development, extrusion, food safety	117 – 54 Innovation Boulevard
& skills development, and HACCP/GMP Online Training	Saskatoon, SK S7N 2V3
Also offers an on-line Food Processors Guide	P: 306-933-7555
	E: slui@foodcentre.sk.ca
Manitoba Food Development Centre: offers expertise	http://www.gov.mb.ca/agriculture/food-and-
in formulating and testing new products, improving	ag-processing/food-commercialization/food-
products, expanding product value and meeting	development-centre/
regulatory requirements	810 Phillips Street
	Portage la Prairie, MB R1N 3J9
	P: 1-800-870-1044
	E: Roberta.irvine@gov.mb.ca
Laboratories	
Canadian Food Inspection Agency: biological,	http://www.inspection.gc.ca/eng/
chemical/physical, agriculture inputs, food, animal health	3155 Willingdon Green
and plant protection, full service lab.	Burnaby, BC
	P.: 604-666-3003
I.G. MicroMed Environmental Inc.: microbiology	http://www.igmicromed.com/
testing	Unit 190 - 12860 Clarke Place
•	Richmond, BC V6V 2H1
	P: 604-279-0666
	E: info@igmicromed.com
Maxxam: analytical services to the energy,	www.maxxam.ca
environmental, good and DNA industries.	4606 Canada Way
•	Burnaby, BC V5G 1K5
	P. 1-800-665-8566
	E: the dnalab@maxxam.ca
MB Laboratories Ltd.: analytical and testing services	www.mblabs.com
for food, agriculture and water	2062 West Henry Ave
	Sidney, BC
	P: 250-656-1334
Merieux NutriSciences: lab testing services, sensory,	http://www.merieuxnutrisciences.ca/ca/eng/sill
auditing, contract research services, education	<u>iker</u>
	Burnaby, BC
	P: 604-432-9311
Pacific Rim Laboratories Inc.: specializing in high	http://www.pacificrimlabs.com/
resolution mass spectrometry	#103, 19575 – 55A Avenue
•	Surrey, BC, V3S 8P8
	P: 604-532-8711
	E: info@pacificrimlabs.com
SGS Canada Inc.: audit, certification, inspection,	www.sgs.ca
outsourcing, testing, training, verification	Agricultural Services
	3260 Production Way
	Burnaby, BC V5A 4W4
	P: 604-638-2349
SAI Global: certification services, food safety	http://www.qmi-
management	saiglobal.com/Default.asp?language=english
-	P.O. Box 36002
	10991 No. One Road
	Richmond, BC V7E 1S0
	P.: 778-297-5524

Packaging	
Acme Shipping Supplies: provides packing, shipping	http://www.acmeshippingsupplies.com
supplies, material handling and corrosion protection.	111 - 13060 80 Avenue
	Surrey, BC V3W 3B2
	P.: 604-572-5793
Allworld Packaging Supplies Ltd.: supplies packaging	http://www.allworldpackaging.com
material solutions throughout the lower mainland	1023 Clark Drive
	Vancouver, BC V5L 3K1
	P.: 604-637-0179
Crown Packaging: an integrated manufacturer and	www.crownpackaging.com/
marketer of corrugated cartons and sheets, printed	13911 South Foot of Garden City Road
paper wraps and wallboard tape	Richmond, BC V7A 2S5
	P.: 604-277-7111
	Enterprise Way
	Kelowna, BC V1Y 6H7
	P.: 250-860-2274
Enterprise Paper: supplier of paper, packaging and	http://www.enterprisepaper.com/
cleaning product inventories	P.: Coguitlam 604-522-6295
cleaning product inventories	P.: Parksville 888-751-2210
Glenwood Label Printing & Packaging: manufacturer	www.glenwoodlabel.com
of quality custom labels and corrugated cartons	117 – 15 Braid St.
or quality custom labels and corrugated cartons	New Westminster, BC V3L 5N7
	P.: 604-522-6001
Ideon Packaging LLP: suppliers of corrugated	http://www.ideonpackaging.com
containers, stock boxes, protective packaging, single-	11251 Dyke Road
face lamination, POP, folding cartons as well as offers	Richmond, BC
digital printing services	P.: 604-524-0524
aightai printing ool viooo	E.: info@ideonpackaging.com
Great Little Box Company: manufacturer and	www.greatlittlebox.com/
distributor of custom and stock packaging solutions	11300 Twigg Place, Mitchell Island
specializing in corrugated boxes, custom displays,	Richmond, BC V6V 3C1
labels, flexible packaging, folding cartons, rigid boxes	P.: 604-301-3700
and specialty and protective packaging	Offices also in Victoria and Kelowna
Richards Packaging: suppliers of plastic and glass	www.richardspackaging.com
containers, metal and plastic closures, distributor of	#140 - 9200 Van Horne Way
various injection molded containers and packaging	Richmond, BC V6X 1W3
systems	P.: 604-270-0111
<u>, </u>	Plants also in Langley and Maple Ridge
Unisource: suppliers of facility supplies, fine paper,	www.unisource.ca
food contact packaging, graphic art products, hotel	1425 Derwent Way, Annacis Island
supplies, industrial packaging, safety supplies, stationery	New Westminster, BC V3M 6M3
and office supplies and wide format supplies	P.: 604-528-7338
	Offices also in Prince George and Victoria

General Resource Materials	
Path to Commercialization - practical program is	http://www.pathtocommercialization.ca/
designed to help increase the success rate of	
entrepreneurs – both new entrants and those in early	
growth stage – in the food, functional food, and natural	
health product sectors	
Soilmate - a website that connects consumers with their	www.soilmate.com
local food and drink growers, raisers, producers, and	www.sommate.com
supporters	
Marketo's "The Definitive Guide to Social Marketing"	http://www.marketo.com/definitive-
markete s The Bernatte Galacte Gooda marketing	guides/social-
	marketing/?mkt_tok=3RkMMJWWfF9wsRojva
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	e%2BLIHETpodcMT8pjMbjYDBceEJhqyQJxP
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Alliance of Ontario Food Processors: Branding and	http://www.aofp.ca/pub/docs/3308_MFS_BM
Marketing Guide for small and medium sized Ontario	Guide REV.pdf
food & beverage processors 2013.	Odiac IVEV.pai
Electronic Newsletters/Magazines	
BNP Media: publishers of the following e-newsletters:	http://www.bnpmedia.com/HTML/88d5b8896f
The Daily Brief	bcd010VgnVCM100000f932a8c0
•	bcdo to vgitv civi toooooi 932aoco
Food Engineering	
Industria Alimenticia	
Prepared Foods	
Meat & Deli Retailer	
PL Buyer	
RFF Retailer	
One Pro For Heriota & Managine (Calabat House)	Luc Veren Profes Profes Commen
Canadian Food Insights Magazine - official publication	http://canadianfoodinsights.com
of the Canadian Institute of Food Science and	
Technology, dedicated to relevant editorial with practical	
insight and innovative ideas	http://www.cifst.ca/default.asp?ID=1283 –
CIFST Directions: a weekly newsbrief from the	nitp.//www.clist.ca/default.asp?ID=1265 -
Canadian Institute of Food Science and Technology	
Feedstuffs: a weekly e-newsletter "connecting farm to	http://feedstuffsfoodlink.com/
fork"	- INDESTRUCTION OF THE PROPERTY OF THE PROPERT
Food in Canada: a daily e-newsletter regarding the	www.FoodInCanada.com
Canadian food sector	
Food Processing.com: offers the following e-	http://www.foodprocessing.com/enews/index.
newsletters:	<u>html</u>
 FoodProcessing.com E-news 	
 FoodProcessing.com Updates 	
Food Safety Update	
White Paper Alerts	
Flavors & Functional Ingredients	
Food Careers	
The Friday Five	
Agile Plant Insider	
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Food Navigator.com: offers the following e-	http://www.foodnavigator.com/
newsletters:	TREE TO THE THE TOTAL OF THE TENT OF THE T
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•	FoodNavigator.com: Food & beverage	
	development – Europe	
•	Food-Navigator – USA.com: Food & beverage	
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	development – North America	
•	FoodNavigator-Asia.com: Food, beverage & supplement development – Asia Pacific	
•	NutraIngredients.com: Supplements & nutrition	
•	Europe NutraIngredients – USA: Supplements &	
•	nutrition – North America FoodProductionDaily.com – Food processing &	
	packaging	
•	FoodQualityNews.com – Food safety & quality control	
•	Dairyreporter.com: Dairy processing & markets	
•	BeverageDaily.com – Beverage technology & markets	
•	ConfectioneryNews.com – confectionery & biscuit processing	
•	BakeryandSnacks.com – Industrial baking &	
	snacks	
•	GlobalMeatNews.com – Global trading and meat	
	processing	
•	FoodManufacture.co.uk – The information	
	resource for food and drink processing	
•	Science & Nutrition research	
•	Food legislation	
•	Food finance	
•	Innovations in food ingredients	
•	Innovations in food processing and packaging	
•	Innovation in food safety & instrumentation	
•	Food industry & consumer trends	
	Food marketing and retailing	
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•	IFT The Weekly	publications/newsletters.aspx
•	Nutraceutical & Functional Foods (monthly	
	newsletter)	
•	Food Technology Alert (monthly newsletter)	
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	New Leve 200 Delley Delle Coulling and Co	<u>free-e-newsletters</u>
•	NewHope360 Daily: Daily intelligence for	
	suppliers, manufacturers and retailers of natural	
	and organic products.	
•	NFM Natural Retailer Weekly: Bringing you	
	important industry news and analysis including	
	updates on Natural Products Expo.	
•	Functional Ingredients e-news (bi-weekly): top	
	stories from the latest issue and scienc,	
	business trends and ingredient news.	
•	NBJ/Engredea Weekly: Stay on top of the	
	most important nutrition industry news that	
	NBJ's editorial team selects every Tuesday.	
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Engredea Daily: Competitive intelligence and	
news for professions in the nutraceutical,	
nutrition, dietary supplements and cosmetic and	
food industries.	
Engredea Asia: Feature breaking industry new,	
regulatory developments and analysis across	
Asia, as well as news of relevance for those	
seeking to do business in or out of the region	
Food Industry Consultants	
Cheryl Sullivan Business Consulting: developing	Contact: Cheryl Sullivan
packaging to meet product needs; selection of materials;	www.csconsultants.ca
creation of realistic budgets; identification and selection	
of suppliers; assistance in building a reliable supply	
system; and other areas associated with packaging.	
Fresh Ideas and Solutions: product development,	Contact: Margaret Daskis
quality control, quality assurance and process	www.freshideas.ca
improvement, food safety plan implementation.	
Gray-Grant Consulting: sales and marketing expertise	Contact: Andrea Gray-Grant
for the Canadian natural, specialty and organic food	www.andreagraygrant.com
industry.	
Grounded Strategies: provincial and regional product	Contact: Gayle Palas
marketing and development, strategic planning, detailed	www.groundedstrategies.com
data analysis, social media, and project management.	
Hodgins & Company Management Consultants Inc.:	Contact: Mary Ellen Hodgins
Conducting market research for the agri food and natural	E.: mhodgins@shaw.ca
health products' sector.	_
Partners for Growth: tailored solutions for	Contact: Rita Kim
entrepreneurs to build a strong financial foundation,	www.partnersforgrowth.ca
create financing opportunities, manage risks and	
develop growth strategies.	
as such grown on anograph	
Sisu Solutions: business planning, marketing	Contact: Jo Heron
management, strategic sales development/sales channel	www.sisu-solutions.com
management and management of sales force "in-field"	
effectiveness.	
Shervin Communications: communications, branding,	Contact: Sherrin Western
web development and social media	www.shervincommunications.com
The development and decidinitionia	