



Access to Technical Services

Tenants of the APBI have access to technical services available through the adjoining Food Processing Development Centre (FPDC). The FPDC has highly experienced food scientists, product development specialists, engineers and technologists with access to state-of-the-art food processing technology. This facility contains a product development laboratory, a fully equipped commercial pilot plant, and a culinary laboratory for product creation and evaluation. Clients also have access to the Sensory Evaluation Program which includes consumer acceptability assessments, analytical and trained panel evaluations, and instrumental measurements.

Transitioning

Coaching to APBI clients in the area of Strategic Planning is also available. As the term of the lease with APBI is under a three year tenancy maximum, one area of this strategic planning covered with all APBI tenants is graduation strategy planning. Meetings will be held with tenants to identify the strategic goals the tenant wants to accomplish while they are in the APBI. This strategic planning and monitoring during each year of tenancy will enable a smooth transition for the tenant to move from the APBI to their own Alberta based facility at the end of their tenancy period.

Operating since 2007, the APBI is unique in its design and scope, and is the largest food manufacturing incubator in North America. The APBI has 7,000 square meters of processing area, and is registered by the Canadian Food Inspection Agency enabling companies to produce products for international distribution.

The APBI is conveniently located in Alberta's agricultural heartland, within close reach of high quality source ingredients and products from our sophisticated, globally competitive livestock and crop industries. It is also located in the centre of a major transportation hub, five minutes away from the Edmonton International Airport, two blocks from Alberta's major highway network with convenient access to rail.

For More Information Contact...

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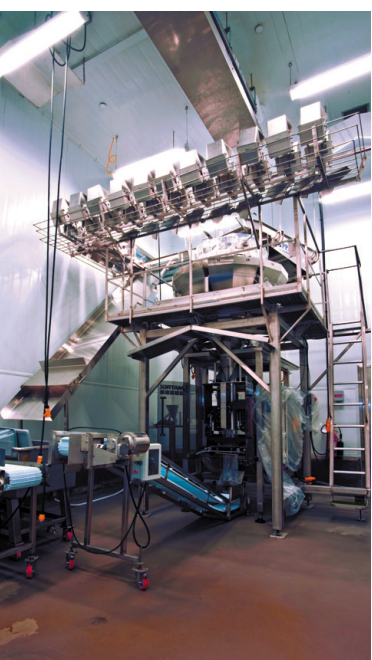
Alberta's AgrivaluTM Processing Business Incubator

 helping companies commercialize new products and technologies





Great ideas and great products deserve to be enjoyed by many! Companies wanting to offer their agri-products to North American consumers or export from North America around the globe can find dynamic business supports and services at the Agrivalue™ Processing Business Incubator (APBI) in Leduc, Alberta, Canada.



The APBI provides services designed to support food processors and manufacturers of functional foods and natural health products. These services include facility, technical, business and marketing support services.

The APBI is a key tool for international companies looking to expand into markets in North America. The program provides an introduction into Canadian and North American business practices and culture. These programs can shorten foreign companies' learning curve and more efficiently develop contacts and resources to meet their business goals. Examples of programs we offer are:

- Access to translation services.
- Support on accessing capital and potential funders.
- Help with import/export laws.
- Domestic market research and entry assistance
- Help obtaining business and driver's licenses.

Tenant Facilities

Tenants have access to a private furnished office in the administration area, a basic telecom package, and shared access to a conference room with audio visual capabilities. There are common areas for dry, refrigerated and frozen storage, as well as three receiving bays and two shipping bays. Washrooms, lunchrooms, and locker rooms are also part of the shared space.

The facility is comprised of eight privately accessed, fully serviced processing suites of differing size and configuration. Each suite is serviced with power, compressed air, steam and water (processing and clean-up). Many of the suites have their own coolers/freezers, wash-up area and production office.

We can offer...

- Your access to North America
- Support for new businesses entering Alberta
- Support for establishing a food manufacturing business in Alberta.

Access to Business Services

The Agrivalue Processing Business Incubator is much more than the building itself. As important as access to a food manufacturing plant is, a key component of this initiative is to provide a range of services to clients in a shared environment. Business planning, cost accounting, legal advice, marketing, distribution, quality assurance and other related essential services are available.

The APBI provides a range of business management assistance to support companies new to Alberta and the North American market. Assistance can be provided by staff or outside consulting services. Financial assistance programs are available to help with business planning, feasibility studies, and even equipment purchase.

Marketing

Marketing specialists are available to support and advise clients in developing marketing strategies and tactics for three market streams:

- (1) retail markets such as regional markets and national and local chains,
- (2) foodservice markets such as independents as well as local and national chains and food suppliers, and

(3) non-traditional markets such as convenience stores, rail and cruise lines, specialty food, and corporate gift-giving.

In particular, the program provides support to clients in such areas as: new product concepts and design; packaging design; developing communications strategies for building consumer awareness; trade show preparation; working with brokers; and market awareness missions.

Financial Planning

Financial planning coaches are also available to provide advice on critical financial management activities and practices such as: obtaining financing through third party equity investments, grants, and loans; financial management and feasibility analysis; strategic planning; financial projection and forecast planning, historical financial trend analysis; cash flow management; planning for business restructuring and expansions; financial risk assessment and mitigation; performing cost of production analysis; and product pricing analysis.



Our Programs provide...

- Assistance with import/export laws
- Access to translation services
- Domestic market research and entry assistance
- Support to access capital and potential funders
- Assistance obtaining business and driver's licenses