

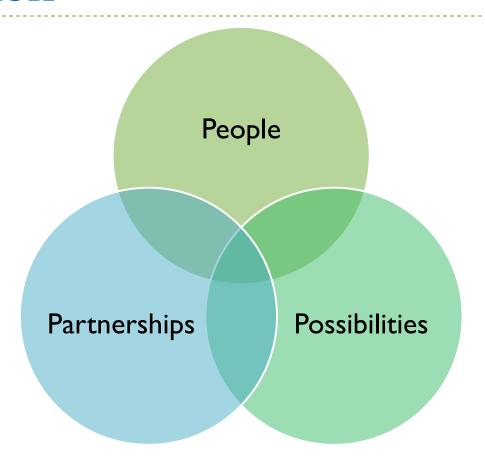


## The OAFVC in Action

Trissia Mellor

## Our Vision





To bring together people, partnerships, and possibilities for a strong and vibrant Northumberland County.

## The BR+E







east central ontario training board













9	11	24	41	170	363
communities	weeks of training	training sessions	weeks surveying	volunteers	surveys completed







## The Difference



## Community Kitchens





## Commercial Kitchen (OAFVC)



## OAFVC Timeline\*



#### 2008

Proudly Northumberland Farm Food Safety Handbook

Northumberland County Agriculture Action Plan

#### 2010

Increase in Requests

**Culinary Tourism** 

Test Kitchen Research

Ontario Farmer: TFBI!

#### February 2011

Launch of Regional Local Food BR+E Project (9 Jurisdictions)

#### 2012

Begin Extensive Research

N. American Agri-Food Business Incubators (Reports, Interviews, Tours)

#### 2013

Rally Local, Regional, and Provincial Stakeholder Support

Begin Building!

#### 2013

Continue In-Depth Research of North American Agri-Food Business Incubators (Reports, Interviews, Tours)

#### September 2012

County Council Green-Lights Next Steps

#### May 2012

RLF BR+E Wraps Recommendations presented to Partner Municipal Councils

#### January 2014

Award Contract for "Design & Build of Tenant Improvements"

#### 2014

Ongoing Research into Canadian Agri-Food Business Incubators

(Reports, Interviews, Tours)

### May 2015

Pizza Cutting
Ceremony
(like 'ribbon cutting'
ceremony')

with Premier Wynne

#### January 2016

All Rooms are **Open for Business!** 

#### September 2018

**Building Purchase Finalized** 

#### February 2018

Bon Appetite! Food Business Conference (hosted with AMI) 2<sup>nd</sup> Open House & Tasting Event

#### March 2017 First Public

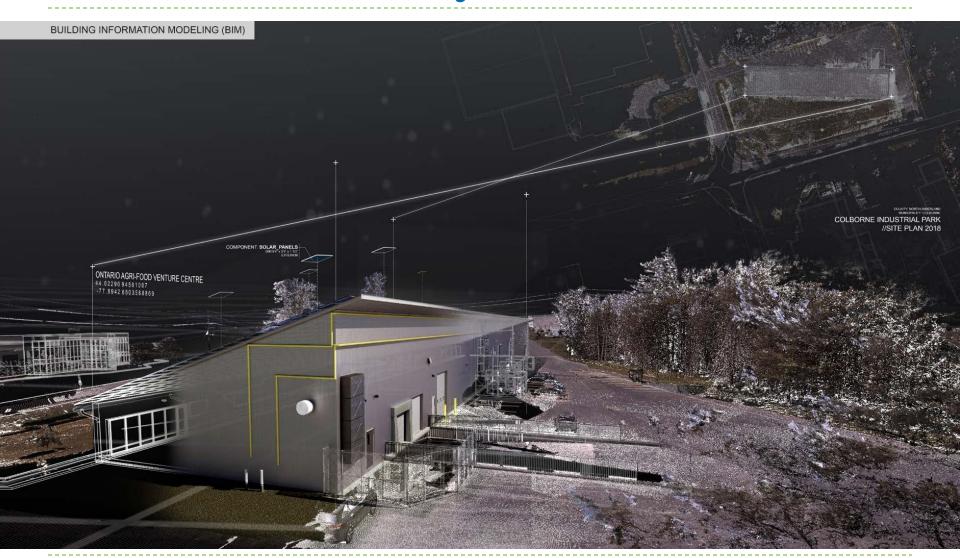
Open House
Tasting Event to
showcase clients and
their products

### September 2016

Installed Hops Processing Equipment

# From Idea to Reality





## Construction





## Exterior





## Interior





# Helping Farmers and Food Entrepreneurs





## Collaboration





**ONTARIO HOP GROWERS' ASSOCIATION** 

ASSOCIATION DE CULTIVATEURS D'HOUBLON DE L'ONTARIO

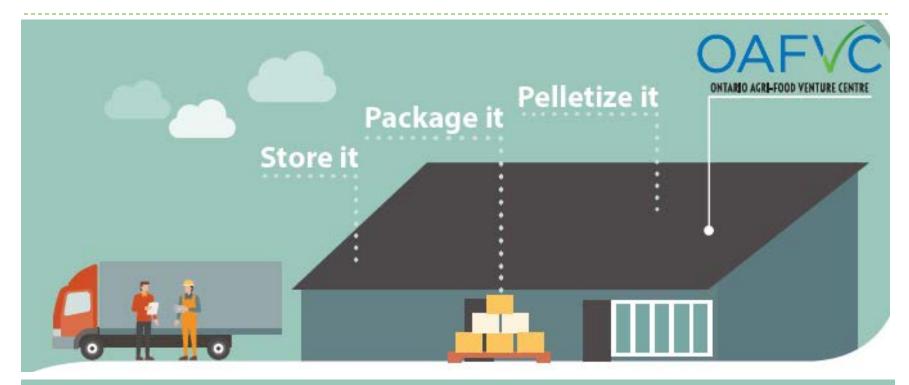












The Ontario Agri-Food Venture Centre (OAFVC) in Northumberland County offers a number of value-adding services designed to offer support to the growing number of Craft Brewers, Artisan Distillers, and Beverage Farmers in Eastern Ontario.

Hops growers can bring dried hops to the OAFVC to be **pelletized on site** before being **vacuum-packed or nitrogen-flushed** in **tear-resistant UV-blocking bags**. Packaged hops can be **branded and stored** on site in a temperature controlled environment.

The OAFVC is a not-for-profit, municipally owned and operated niche food processing facility designed with Eastern Ontario farmers and food entrepreneurs in mind.

Learn more about our Hops Services, Prices, Processing Times and Availability at:

www.OAFVC.ca/Hops



# Hops Delivered





## Hops Processing











# EASTERN ONTARIO HOPS GROWERS THE ROAD FROM HOPS TO BEER

GOES THROUGH THE OAFVC







The OAFVC Completes the Value-Chain!

## Beverage Farming Video

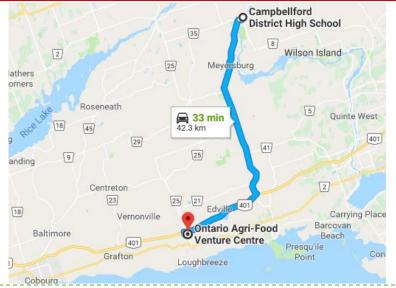


https://youtu.be/qouY530kkPQ

## Putting the FUN in Fundraiser









# Team Building & Skill Development OAFVC

















# A good time was had by all







## Local Food





## Electric Juice Factory





NEW! FROZEN SMOOTHIE PUCKS EJF PRODUCTS

WHY JUICES & SUPERFOOD SMOOTHIES? WHY RAW & PLANT-BASED? CONTACT △ [0] Q



EJF is RAW CONVENIENCE!

FROZEN UNPASTEURIZED JUICES

& SUPERFOOD SMOOTHIE PUCKS™

EJF's list of retail partners is expanding weekly, and you can now find our frozen cold-pressed juices and/or Superfood Smoothie Pucks™ at the following locations:





\$8.95 CDN



EIF PRODUCTS BEET GENERATION (JUICE BLEND)

\$8.95 CDN



EIF PRODUCTS CANDLE (JUICE BLEND)

\$8.95 CDN



FIF PRODUCTS ELECTRIC GREEN (JUICE BLEND)

\$8.95 CDN



## Juice





EJF PRODUCTS

### AFTERGLOW (JUICE BLEND)

\$8.95 CDN

Read more

(hydrating, anti-inflammatory, immune-boosting) Afterglow is an uplifting blend of PINEAPPLE\*, CUCUMBER\*, LEMON\*, and GINGER\* (\* = organic) Afterglow is a dynamic blend of tart and sweet, with both refreshingly cool and gingery-warm effects. A perennial favourite, and full of health benefits -- we called it Afterglow for its use as a hangover tonic, as it has strong anti-inflammatory and hydrating...

EJF PRODUCTS

### BEET GENERATION (JUICE BLEND)

\$7.00 - \$12.00 CDN

Select options

(grounding, improves circulation, immune boosting) Beet Generation is an EJF classic, pressed from BEET\*, ORANGE\*, CARROT\*, PINEAPPLE\*, PEAR\*, APPLE\*, LEMON\*, and GINGER\* (\* = organic). "The first time I tasted Beet Generation, I almost cried, it was so perfect" --Dan of Dan Ledandan Foods, artisanal chocolate and coffee (www.danledandan.com) Beet Generation is an inspired blend that nourishes and soothes the...



## Frozen Juice





EJF PRODUCTS

# FROZEN Raw Juice 4 bottle Sample Pack — Variety

\$33.00

Read more

This sample pack includes 4 x 12 ounce bottles of fresh-frozen, raw, organic coldpressed juices, with a mix of colours and sweetness levels. The blends included will vary according to the press list on delivery day.

## Adding Value to Frozen Juice









# Clients we've helped find success OAFVC





















# Community Partners





# Integrated Economic Development OAFVC





#### Manufacturina Attraction & Retention



### Tourism



#### **Small Business &** Entrepreneurship Development



#### **Business Immigration**



Focused & Robust Entrepreneurship

Develop new food and beverage sector opportunities

Focus on innovative destination marketing and supporting industry collaboration and partnership to stay competitive

local agriculture lobs and Agri-Food entrepreneurship

Facilitate food-focused

procurement and a local

distribution system

Research food trends and

ethno-cultural crops, Increase

shelf-space for locally-

developed food products

Agriculture

& Food

Increase awareness of

Develop new programs to foster support for small businesses and entrepreneurs

Create an access agreement

between external BACs and the

partners. Increase recruitment and

develop new Faster Forward teams

Showcase best practices/local

superstars including specific people and

services we have here versus elsewhere

Create an innovative business

coworking centre of excellence

Explore and develop expectations

for increased external program delivery

at hotspots in Northumberland

Focus on support for Immigrant entrepreneurs

Establish a settlement

agency in Northumberland

Promote one-window development applications

Address growth trends and land

use policy updates. Address updates

to plumbing code

Research & Policy Engagement

Flexible Social

Infrastructure

Increase outreach and engagement with the creation of an angel network and social financina

Increase use of surveys and

pilot programs. Develop trust

in community by establishing

expectations between stakeholders

Increase Industry resources including business development tools

Increase Industry

participation in outreach and

communication efforts

Demonstrate the socioeconomic impact of agriculture. assist in the creation of new ag policies and research

provincial business registry Strengthen fies with community

Create an Immigrant-

Partnership Council, as well as municipal strategy for settlement and Integration

Develop a 'welcome wagon' type of service for New Canadians moving into Northumberland

Create ad-hoc committees to review EAPs and AAPs for applications. Create a committee to address major, ongoing, and common planning concerns

Benchmark the approval timeline with a one-window, re-zoning and development processes to reduce business downtime and revenue losses

Resilient Economic Activity

"Skilled, Diverse

Workforce"

Connective

Infrastructure

Network with site selectors and Increase awareness of global impact on the local economy

Engage with experts for specific

projects. Encourage a nimble and

cross-trained workforce

Explore the advantages of our

location within the transportation

corridor (including ramifications of

driverless transport trucks)

Promote Northumberland as

Showcase market-ready and unique experiences to differentiate Northumberland's brand

Support professional

development for marketing and

experience enhancement. Partner

with RTO8 and other agencies

Expand local natural heritage

offerings (i.e. forest/frails).

Support expanding WiFi

corridors and public transit

Engage local businesses

in collaborating with fourism

industry to broaden

tourism product offering

Offer agriculture business development workshops and courses. Build awareness and resources as a

"foodpreneurship" start-point Build a multi-pronged approach to sustainable

agriculture. Develop the Agri-Food Asset Map

Support crop diversification, as well as land use diversification Work with MAGNET to develop a strong database of human resources

As the County grows the highly successful Faster Forward program requiring additional volunteer mentors and coaches MAGNET launches a platform to showcase the talent and skills of local human resources

Support professional development Develop support for migrant for design. Inspection and worker integration programs Installation services

Initiate school board recruitment for International students

Establish an on-site sewage inspection and historical database

Continue to have sponsorship groups actively work on integration programs and ethnic and cultural celebrations

Understand and maintain the importance of design aspects and designated heritage systems

Liveability

community of choice for the semiand recently-retired, as well as home-based businesses Northumberland's role as a

provincial leader in supporting

small business and entrepreneurial

start-ups is affirmed as many

large manufacturing interests invest

In a robotic "workforce"

Provincial and consumer interest in outdoor and cultural product on the rise, creating a perfect opportunity to foster new partnerships, link key attractors and grow tourism

Provincial interest in developing a local food Infrastructure at the same time we were creating the OAFVC

Federal Syrian refugee program rallied engagement In plight of New Canadians as we work to establish local settlement services

As the County takes on more proactive planning and inspection services. community engagement and outreach, opportunities increase to promote other Economic Development services

Serendipity





## Thank you. Questions?





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**f**/VentureCentre

