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- Industry
- Industry
- SCN
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- VCs:
  - (Avrio, BDC Capital, GrowthWorks, PFM, West Cap, etc.)
  - Industry

- Banks
  - Credit Unions
  - VCs:
    - (Avrio, BDC Capital, GrowthWorks, PFM, West Cap, etc.)
    - Industry
    - SCN
    - (Angel Investors)

This chart provides a current snapshot of available sources of funding for ag-bio technology at each stage of the commercialization pathway, from fundamental research to market entry and growth. The chart is divided into federal, provincial, and private funding programs. The programs are summarized in alphabetical order below, along with contact information for each program.

The Ag-West Bio Commercialization Fund is designed to provide early stage capital to companies with promising technologies, where a clear pathway toward commercialization can be demonstrated.

For more information contact Brad Bly at Ag-West Bio (306) 668-2665.
Funding Options for Ag-Bio Technology Research and Commercialization

Federal Programs

AAFC (Agriculture and Agri-Food Canada) AgrInnovation Program
(Ends March 31, 2018)
- Research, product development and commercialization stages.
- Supporting projects that accelerate the pace of innovation by supporting research and development activities in agri-innovations, and facilitating the demonstration, commercialization and/or adoption of innovative products, technologies, processes, practices and services
- There are two streams:
  - Industry-led Research and Development Stream: Up to $10M per applicant, non-repayable; will fund up to 75% project costs for not-for-profit organizations, or up to 50% for for-profit organizations
  - Enabling Commercialization and Adoption Stream: Up $10M or 50% of eligible project costs for for-profit organizations, interest free, fully repayable
- Maximum funding under both streams will not exceed $10M
- Website: www.agr.gc.ca | Tel: 1-877 246-4682 | Email: aip-pai@agr.gc.ca
- Contact: Valérie Roy | Tel: (506) 851-6566 | Email: valerie.roy@agr.gc.ca

AAFC AgriMarketing Program
(Ends March 31, 2018)
- Product development and commercialization stages.
- There are three streams:
  - Market development stream: Up to $2.5M or 50% per year to not-for-profit organizations, non-repayable, to develop and implement long-term market development strategies
  - Small and Medium-sized Enterprises (SME) Component: Up to $50K or 50% per year to for-profit SME’s, non-repayable, to undertake promotional and market development activities in markets other than Canada.
  - Assurance systems stream: Up to $1M or 85% per project to not-for-profit organizations, non-repayable, to help enhance competitiveness of agriculture industry by meeting buyer and market demands for assurance, and supports developing national assurance systems or standards for food safety, animal and plant health, market attribute/quality and traceability
- Website: www.agr.gc.ca
- Contact: Deborah Niekamp | Tel: 306-523-6529 | Email: Deborah.Niekamp@agr.gc.ca
  - Market development stream: md-dm@agr.gc.ca
  - Assurance development stream: assurance@agr.gc.ca

AAFC CAAP (Canadian Agricultural Adaptation Program) (Ends March 31, 2019)
- Beyond fundamental research but prior to commercialization ready stage
- Funding for developing new ideas and products that seize opportunities, respond to new and emerging issues, and/or path find and/or pilot solutions to new and ongoing issues.
- Projects must be national or sector wide
- Up to $1M per project and $4M per applicant, for not-for-profit organizations and associations; up to 50% of eligible costs; non-repayable
- Website: www.agr.gc.ca | Tel: (613) 773-2600; 1-877-246-4682 | Email: caap-pcaa@agr.gc.ca

Build in Canada Innovation Program (BCIP) (formerly called CICP)
- Awards federal government procurement contracts to entrepreneurs with pre-commercial innovations related to environment, safety/security, health, enabling technologies, and military
- Provides information on doing business with the Government of Canada and finding bid opportunities
- Up to $500K for most streams
- An acquisition program through which the government purchases goods or services
- Time sensitive call for proposals
- Website: https://buysandsell.gc.ca and www.merx.com | Tel: (613) 724-4900 or 1-800-964-6379
Business Development Bank of Canada (BDC)
- Near commercialization product & market development, commercialization, and growth stages
- Various types of repayable loan financing to for-profit entrepreneurs
- Traditional banking terms with flexibility, venture capital, and consulting services
- Website: [www.bdc.ca](http://www.bdc.ca) | Tel: (306) 975-4822
- Contact: Warren Jackson, VP Financing and Consulting
  Tel: (306) 975-5320 | Email: warren.jackson@bdc.ca

Canada Institutes for Health Research (CIHR)
- Research stage
- Various programs
- Research themes; Biomedical, Clinical, Health system services, Social, Cultural, Environmental, population health
- Various Operating Grants; Bioinformatics and Computational Biology-Genome Canada sectors applicants in area of Agriculture, Energy Environment, Fisheries, forestry, human health and mining; $5M, Government of Canada providing $2M through Genome Canada and $2M through CIHR, maximum investment of $250K in an individual project Genome Canada or CIHR for two years
- Website: [http://cihr-irsc.gc.ca](http://cihr-irsc.gc.ca) | Tel: (613) 954-1968
- CIHR Data Opportunities Database website: [http://bit.ly/1nd7GNN](http://bit.ly/1nd7GNN)

Canada-Israel Industrial Research Development Foundation (CIIRDF)
- Research stage
- Collaborative research and development among private sector in both countries, commercialization of new bilateral R&D with technologies, promotes benefits of Canada-Israel R&D, matchmaking service connecting companies seeking R&D partners, invests in high commercial potential
- Feasibility studies in period of six months, CIIRDF may fund up to 50% of the joint costs study, with $20K maximum
- Collaborative R&D projects up to three years duration; CIIRDF contributes with 50% of joint project costs, up to $800K for the mutual developed product
- CIIRDF investments in R&D projects are repayable; repayment rate is 2.5% of gross sales revenue semi-annually.
- Website [www.ciirdf.ca/](http://www.ciirdf.ca/)
- Contact: Tomoko Nishino | Tel: 613-724-1284 ext.227 | Email: tomoko@ciirdf.ca

Canada Small Business Financing Program (CSBF)
- Market stage
- Small businesses with annual gross revenues < $10M
- Up to $1M accessed through financial institutions
- Provides FI with a government guarantee on 75% of cost of capital equipment, land and buildings
- Increases FI ability to finance riskier projects
- Repayable with traditional FI terms
- Website: [www.ic.gc.ca/csbfp](http://www.ic.gc.ca/csbfp) | Tel: (613) 954-5031or 1-866-959-1699 | Email: csbfp-pfpec@ic.gc.ca

Canadian International Innovation Program (CIIP)
- Product and market development stage
- Funds delivered by NRC-IRAP
- Market expansion, validation and
- Small or medium sized for-profit companies (SMEs) incorporated in Canada
  - Canada-India Collaborative Industrial Research & Development Program
    - Focus on affordable healthcare, clean technologies, water technologies
    - Canadian companies are eligible for up to $600K; may receive up to 50% of their part of eligible project costs through CIIP funding
- Website: [http://tradecommissioner.gc.ca](http://tradecommissioner.gc.ca)
**Canadian Trade Commissioner Service – Foreign Affairs, Trade and Development Canada**

**Going Global Innovation (GGI)**
- Fundamental research and proof of concept stages
- Funding for researchers to help access and build international R&D collaborations
- Fund up to 75% of eligible project costs, reimbursed at project conclusion
- Non-repayable
- Website: [www.tradecommissioner.gc.ca](http://www.tradecommissioner.gc.ca)
- Contact: Alexis Roy | Tel: 312-327-3631 | Email: Alexis.Roy@international.gc.ca

**Community Futures Development Corporations**
*(funded by Western Economic Diversification Canada)*
- Near commercialization product & market development and commercialization stages
- Focus on for-profit business projects promoting economic development in rural communities
- Traditional loan terms but with ability to be flexible to help make projects feasible
- $150K to any entity
- Repayable; terms and amount of funding depends on project
- Website: [www.cfsask.ca](http://www.cfsask.ca)
- Contact: Russ McPherson | Tel: 1 (888) 929-9990

**Farm Credit Canada (FCC)**
- FCC provides financing, insurance, software, learning programs and other business services to producers, agribusinesses and agri-food operations
- Funding for both hard and soft project costs
- Traditional banking terms with flexibility
- Venture Capital
- Website: [www.fcc-fac.ca](http://www.fcc-fac.ca) | Tel: 1 (888) 332-3301

**Genome Canada and Genome Prairie - Genomic Applications Partnership Program (GAPP)**
- Stages: Proof of concept, validation or development of a product, tool or process having significant commercial market potential, or other measurable impact
- Funding for research and development projects in genomics
- Requires an active partnership between Academic(s) and User(s)
- May fund up to 1/3 of costs of eligible activities; funding ranges from $100K to $2M
- Funding is non-repayable
- Website: [www.genomeprairie.ca](http://www.genomeprairie.ca)
- Contact: Chris Barker | Tel: (306) 229-7724 | Email: CBarker@genomeprairie.ca

**MITACS Various Programs: Accelerate, Globalink, Step**
- Funding for research internships (50% for most programs)
- Links private industry to university by funding student internships
- Non-repayable
- Website: [www.mitacs.ca](http://www.mitacs.ca)
- Contacts: Chris Bowman | Tel: (306) 202-9630 | Email: cbowman@mitacs.ca
  Iman Yahyaie | Tel: (204) 599-9434 | Email: iyahyaie@mitacs.ca

**NRC (National Research Council) – Various Programs and Services**
- Various opportunities to leverage NRC’s know-how and resources:
  - Bioenergy Systems for Viable Stationary Applications
    Contact: Jonathan Martin | Tel: 604-221-3069 | Email: Jonathan.Martin@nrc-cnrc.gc.ca
  - Canadian Wheat Improvement Flagship
    Contact: Faouzi Bekkaoui | Tel: 306-975-5274 | Email: Faouzi.Bekkaoui@nrc-cnrc.gc.ca
  - Industrial Biomaterials
    Contact: Nathalie Legros | Tel: 450-641-5866 | Email: Nathalie.Legros@nrc-cnrc.gc.ca

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- Natural Health Products
  Contact: Jason Steele | Tel: 902-402-1714 | Email: Jason.Steele@nrc-cnrc.gc.ca
  James De Pater | Tel: 902-402-1714 | Email: James.dePater@nrc-cnrc.gc.ca

- Biologics Program
  Contact: Bernard Massie | Tel: 514-496-6131 | Email: Bernard.Massie@cnrc-nrc.gc.ca

- Measurement Science for Emerging Technologies
  Contact: Kevin Thomson | Tel: 613-991-0868 | Email: Kevin.Thomson@nrc-cnrc.gc.ca

- Therapeutics Beyond Brain Barriers Program
  Contact: Danica Stanimirovic | Tel: 613-993-3730 | Email: Danica.Stanimirovic@nrc-cnrc.gc.ca

- Vaccine Program
  Contact: James Richards | Tel: 613-993-7506 | Email: James.Richards@nrc-cnrc.gc.ca

- Algal Carbon Conversion Flagship
  Contact: Stephen O'Leary | Email: Stephen.OLeary@nrc-cnrc.gc.ca

  Website: www.nrc-cnrc.gc.ca

-NRC-IRAP (Industrial Research Assistance Program)
  - Pre-commercialization stage
  - Funding for short-term projects for which a business service or technical assistance would clearly result in quicker commercialization
  - Will fund up to 75% of service or assistance; 25% SME match must be from non-government sources;
  - Non-repayable
  - Website: www.nrc-cnrc.gc.ca
  - Contact: Colleen Christensen | Tel: (306) 975-4772 | Email: Colleen.Christensen@nrc-cnrc.gc.ca

- NSERC (Natural Sciences and Engineering Research Council of Canada)
  - Many various programs, from fundamental research to proof-of-concept
  - Programs designed to facilitate R&D partnerships between post-secondary institutions and industry
  - Programs are accessed through university ILOs, researchers, or directly through NSERC
  - SME can partner with university researchers to access R&D expertise
  - Must participate in the project and partner in the research
  - Some programs may require cash contributions and/or in-kind support
  - Website: www.nserc-crsng.gc.ca
  - Contact: Irene Mikawoz | Tel: (204) 984-6300 | Email: irene.mikawoz@nserc-crsng.gc.ca

-Sustainable Development Technology Canada - SDTC Tech Fund
  - Pre-commercial demonstration of new technologies that target cleaner air, water or soil
  - Technology needs to be beyond the feasibility, proof of concept and fundamental research stage
  - Must demonstrate input from consortium partners having expertise to help commercialize the technology
  - Normally contribute 33% of eligible project costs
  - Funds are non-repayable
  - Amount of funding depends on project and availability of resources, approximately $2M maximum per project
  - Website: www.sdtc.ca
  - Contact: David Minicola | Tel: (613) 234-6313, ext 310 | Email: d.minicola@sdtc.ca

-Sustainable Development Technology Canada - SDTC NextGen Biofuels Fund
  *This program is no longer accepting applications
  - For the establishment of first-of-kind commercial scale demonstration facilities normally associated with high capital expenditure
  - For the production of next-generation renewable fuels (cellulosic ethanol) and co-products
  - May contribute up to 40% of the eligible costs
  - Funding is loan-based and repayable
  - Website: www.sdtc.ca
  - Contact: Ken Jobity | Tel: (613) 234-6313, ext. 354 | Email: k.jobity@sdtc.ca
SR&ED Tax credit (Scientific Research & Experimental Development credit)

- Pre-commercialization research and development
- Designed to motivate companies to innovate
- Fully refundable credit of up to 35% of qualifying expenditure up to a maximum threshold of $3M; applied to taxes payable first with excess provided as cash refund
- Web: [www.cra-arc.gc.ca/sred/](http://www.cra-arc.gc.ca/sred/)
- Contact: Clayton Sparks | Tel: (306) 931-1733  |  Email: clay@advance-tek.ca

Western Economic Diversification Canada – Western Innovation (WINN) Initiative
(Ends March 31, 2019)

- Proof of concept through to commercialization stages (designed to help move innovations from workbench to market)
- Up to 50% or $3.5M per project ($7.5M per recipient) of eligible costs to technology based for profit SMEs and not for profits, to help commercialize innovative technology-based products, processes and services
- Call for proposal (with application deadlines) two times per year
- Repayable loan; interest free
- Website: [www.wd-deo.gc.ca](http://www.wd-deo.gc.ca)  |  Tel: (306)975-4373 /1-888-338 west 9378  |  Email: wd.sk-sk.deo@canada.ca
- Contact: Jennifer Stelzer  |  Tel: 306-975-5941

Western Grains Research Foundation – Directed Research Program

- Funding for academic and government research projects; can also support SMEs with public research interests
- Supports research projects focused in the following areas: New Crops and New Crop Uses; Post-Harvest Handling for Quality and Market Access; Crop Breeding Tools; Fusarium Head Blight/DON/Myco-toxins; Agronomy; Pest and Weather Surveillance
- Up to $500K per year for 5 years
- Resulting technologies must be made available to producers on reasonable terms and at reasonable cost
- Funds are non-repayable
- Website: [www.westerngrains.com](http://www.westerngrains.com)
- Contact: Pat Flaten | Tel: (306) 975-0207 | Email: pdmanager@westerngrains.com

Women Entrepreneurs of Saskatchewan Inc.

- Commercialization stage
- 51% of SME must be woman-owned
- Funding up to $150K with terms somewhat more flexible than traditional FI terms
- Repayable
- Website: [www.womenentrepreneurs.sk.ca](http://www.womenentrepreneurs.sk.ca)  |  Tel: (306) 477-7173
Provincial Programs

Ag-West Bio Inc.
- Proof of concept and piloting stages
- Up to $300K early stage financing aimed at promising new (innovative) technology demonstrating commercial potential
- Early stage path finding, networking, and business planning input
- Focus on identification of pre-commercialization pathway and milestones, and leveraging of other capital sources
- Repayable debt; equity with defined exit; flexible terms
- Website: www.agwest.sk.ca
- Contact: Brad Bly | Tel: (306) 668-2665

The Centre for Drug Research and Development (CDRD)
- Identification, evaluation and development of promising early-stage drug technologies
- CDRD Saskatchewan Innovation Fund
- $2M initiative that supports and accelerate the commercialization of cutting edge early-stage health technologies from the province high research institutions to help attract the additional investment required for commercialization (Innovation Saskatchewan, U of S, Ag-West Bio, VIDO-InterVac)
- CDRD exerts separate panels to assess and recommend projects for funding by each of CDRD’s Innovation Funds
- Website: www.cdrd.ca/
- Contact: Sarah Williams | Tel: (604)-827-1299 | Email: swilliams@cdrd.ca

Growing Forward SAVI (Saskatchewan Agri-Value Initiative)
- Prototype-pilot and product/process development stages
- Funding to SMEs and producer/processor organizations for development and expansion of value-added processing of agriculture products
- Fund up to 50% of eligible costs
- Fund up to: $60K for product/prototype development; $40K marketing/promotion and building business partners; $20K systems improvement; $5K skills & training development
- Maximum $100K per entity
- Applications accepted on an ongoing basis
- Non-repayable
- Website: www.saskatchewan.ca
- Contact: Harsha Marambe | Tel: (306)787-2522 | Email: Harsha.Marambe@gov.sk.ca

Saskatchewan Research and Development Tax Credit
- Pre-commercialization research and development
- Designed to incent companies to innovate
- 10% tax credit for qualifying expenditures incurred in Saskatchewan (blended with the federal 35% credit)
- Non-refundable credit; applied to taxes payable
- Web: www.finance.gov.sk.ca
- Information: Advance-Tek Consulting: Contact: Clayton Sparks | Tel: (306) 931-1733 or Saskatchewan Ministry of Finance | Tel: (306) 787-6722

STEP (Saskatchewan Trade & Export Partnership) MAP (Market Access Program)
- Market entry & growth stage
- Provides funds to assist STEP member companies in entering new markets outside of Saskatchewan
- For exhibiting in a trade show or trade event or trade mission in a new export market outside of Saskatchewan; participating and/or exhibiting in STEP-led trade missions or trade events/shows
- Reimbursement of up to 50% of eligible up to $6000
- Non-repayable
- Website: www.sasktrade.com | Tel: 1 (888) 976-7875
- Contact: Jennifer Evancio | Tel: (306) 787-7945 | Email: stepmap@sasktrade.sk.ca
**Growing Forward ADF (Agricultural Development Fund)**
- Fundamental research and proof of concept
- Emphasis on R&D that increases the value of agriculture and value-added processing
- Will fund up to 100% of eligible costs (capital expenditure not included)
- Funding limit based on project; preference given to collaborative initiatives
- Annual letter of intent deadline is April 15th; full proposals by invitation only
- Non-repayable
- Website: [www.saskatchewan.ca](http://www.saskatchewan.ca)
- Contact: Shawn Gibson | Tel: (306) 787-9768 | Email: Shawn.Gibson@gov.sk.ca

**Growing Forward ADOPT (Agricultural Demonstration of Practices and Technologies)**
- Funding to Ag producer groups for demonstration projects and adaptation of research and technology aimed at enhancing profitability for farmers and ranchers (evaluation of new technologies / acceleration of knowledge transfer)
- Application deadlines: December 7 and June 7.
- Funding limit up to $10K of eligible costs per project; up to $75K per year / group
- Non-repayable
- Website: [www.saskatchewan.ca](http://www.saskatchewan.ca)
- Contact: Jeff Braidek | Tel: (306) 933-6016 | Email: Jeff.Braidek@gov.sk.ca

**Growing Forward MDP (Saskatchewan Market Development Program)**
- Market stage
- Supports industry efforts to market Agri-Food Programs, improve market access and build capacity to develop markets
- In-market activities support industry's efforts to establish, maintain and expand market presence outgoing trade missions
- 50% of any eligible expenses will be reimbursed to applicant upon completion of project and provision of receipts
- Website: [www.saskatchewan.ca](http://www.saskatchewan.ca)
- Contact: Adam Smith | Tel: (306) 787-8530 | Email: adam.smith@gov.sk.ca

**U of S ILO Forge Ahead**
- Proof of concept stage
- Funding up to $25K for U of S inventions
- Designed to be matched with other programs (such as NSERC)
- Repayable
- Website: [http://research.usask.ca](http://research.usask.ca)
- Contact: Lorna Shaw-Lennox | Tel: (306) 966-1465
Private Programs

Banks & Credit Unions
- Commercialization stages
- Traditional financial institution debt financing terms
- Repayable

Venture Capital Firms
- Market development and commercialization stages
- Focus on >$1M equity investment in companies with strong return on investment potential and good fit with fund objective
- Terms and amount of investment depends on company, project and stage of commercialization
- Usually involves equity investment with defined terms
- Repayable with defined exit; flexible terms
- Association website: www.cvca.ca

Saskatchewan Capital Network (SCN)
- Pre-commercialization and market development; and commercialization stages
- Non-profit organization of Saskatchewan Angel investors
- Terms and amount of investment depends on company and project; and stage of development
- Payable debt or equity investments with defined terms
- Website: www.saskcapitalnetwork.com
- Contact: Marie Sebastianek  Tel: (306) 321-6343 / 1-306-373-3424  |  Email:marie@saskcapitalnetwork.com