

Unmatched agrifood and agritech talent in a highly livable, world-class knowledge centre.

A close-up photograph of several wheat stalks in a field, showing the green and yellowing grain heads. The background is a soft-focus field of more wheat.

**FERTILE GROUND  
FOR INNOVATIVE  
BUSINESSES**

Guelph is the location of the largest concentration of expertise and infrastructure dedicated to agrifood and agritech research and development in Canada and among the most notable in the Americas.

It is an ideal location for leading global agri-businesses that place a high priority on innovation and leadership.

**LET US TELL YOU OUR STORY.**



# Canada's and Ontario's Agri-Food Sector: Advanced, Internationally-Oriented, and Consequential

Canada's highly developed and technically advanced agriculture and agri-food system generated \$103.5 billion in 2012, accounting for 6.7% of Canadian GDP. Nearly one-third of that is attributable to Ontario. Canada has nearly 70 million hectares (170 million acres) of farm land and the advantage of having the world's largest fresh water resources.

Food and beverage processing was the country's largest manufacturing sector by employment, accounting for over 245,000 jobs in 2013. Capital investments in the sector rose 7% to \$1.8 billion in 2013.

The Canadian agriculture and agri-food sector is internationally oriented, with an estimated half of all primary production being sold for export, either as primary commodities or processed food and beverage products. In 2012, Canada ranked as the world's fifth largest exporter, with \$43.6 billion in exports (3.5% of total global agriculture and agri-food exports).

Processed food products represented nearly half (\$21.7 billion) of the total Canadian exports. The processing sector

in Canada is diverse, with output of meat products accounting for a quarter (25.4%) of shipments, followed by dairy (15.1%) and beverages (10.6 %).

The agri-food sector is also a major player in Ontario's economy. It generates \$34 billion a year in GDP and sustains 760,000 jobs. The agri-food sector in Ontario has registered growth, at an average of about 1% per year.



**The Ontario Premier has challenged the industry to double the annual growth rate and create 120,000 new jobs by 2020.**

Ontario has over 50,000 farms producing more than 200 agricultural commodities, ensuring access to a wide variety of supply chain inputs. Ontario is also home to Canada's largest food processing sector, accounting for 3,000 businesses that employ about 100,000 people across the province.





# Guelph is a strong and deeply-rooted agri-food and agri-tech centre, the home to:

- » The University of Guelph which provides more life-science expertise per capita than any other post-secondary institution in North America!
- » Major agri-food, agri-tech, and life science companies.
- » A concentration of industry and producer organizations.
- » Leading-edge laboratories and research & development facilities.
- » The headquarters of the Ontario Ministry of Agriculture, Food, and Rural Affairs.
- » The Ontario Regional Headquarters of Agriculture and Agri-Food Canada.
- » The Institute of Food Processing Technology at Conestoga College.
- » A constellation of innovation and commercialization centres.



These advantages combine to make Guelph an especially attractive North American and Canadian location for leading global agri-food and agri-tech firms.

Companies entering the North American or Canadian market will benefit from the wealth of information and experience available in Guelph from business, academic, and government sources to:

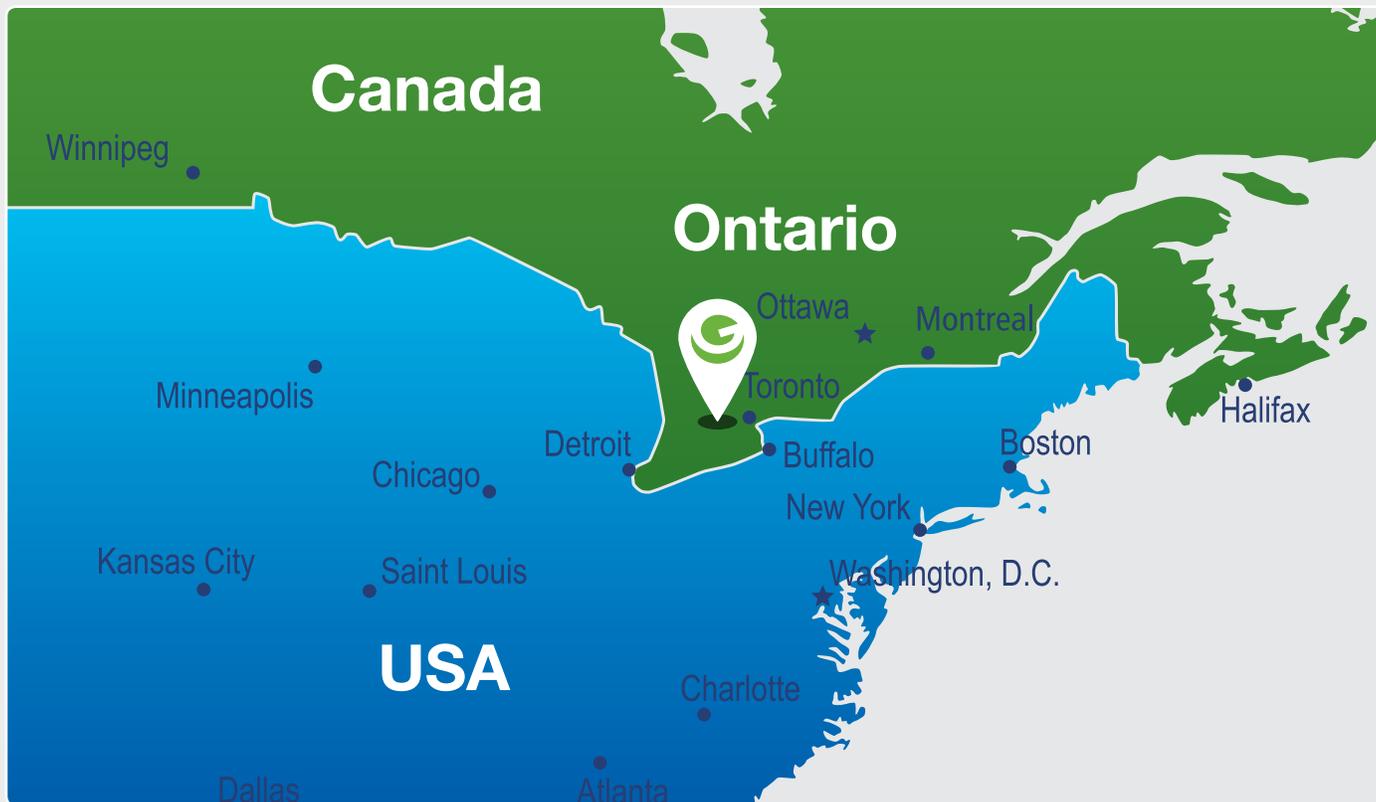
- » Quickly adapt products and services to meet market needs.
- » Understand the North American and Canadian market drivers.
- » Address regulatory requirements.
- » Evaluate, production, distribution and partnership options.

Guelph is already the location chosen by a number of international firms, including Syngenta, Elanco Animal Health, Bayer Crop Science, Monsanto and CEVA Animal Care. These companies have recognized the benefits of locating in an accessible, highly livable North American agri-business innovation hub.



# Guelph: perfectly LOCATED FOR GROWTH

Location is key to your business success. Located in one of the fastest growing economic regions in Canada, Guelph provides a convenient launch pad to sell your goods and services to consumers and businesses in both Canada and the United States.





University of Guelph's Istvan Rajcan

# The University of Guelph

The University of Guelph has more than 20,000 students, including 2,500 graduate students, and about 750 faculty. The university is highly respected for its well-established strengths in food and agricultural sciences, animal and human health, biodiversity and environmental technologies, genomics and computing.

In U.S. News and World Report's 2014 university rankings, Guelph was ranked twelfth in the world, fifth in North America, and first in Canada among Best Global Universities for Agricultural Sciences.

The University of Guelph, known as "Canada's most inventive university," ranks first in Canada for the number of inventions per research dollar and first in Canada for disclosures per faculty member.

The university is an innovation leader in a host of fields, including:

## **Plant, Crop, Horticulture, and Turfgrass Sciences**

About 80% of the University of Guelph's invention disclosures are related to plant breeding, and royalties are a sizable revenue stream.

## **Precision Agri-Food Technology**

The University of Guelph is taking the lead in partnership with business to create information technology platforms that will transform the multitude of data sources relevant to the agri-food sector into actionable knowledge and decision support systems.

## **Zoonotic Diseases**

The Centre for Public Health and Zoonoses focuses on emerging diseases transmissible from animals to humans and those common to both.

## **Human Nutrition and Health**

The College of Biological Science's Human Health and Nutritional Science Group provides for research in functional foods and nutraceuticals and health and disease applications.

## **Plant-Manufactured Pharmaceuticals**

Research at the University of Guelph has developed low-cost tobacco-based manufacturing systems for biopharmaceutical production.

## **Environmental Control and Life Support Systems**

The Controlled Environment Systems Research Facility, along with its Space and Advanced Life Support Agriculture Program, have been prominent in research to develop biology-based plant environment control and life support systems that will be needed by humans residing on other planets. Earth-bound applications for research range from growing food in harsh climates to the medical marijuana industry.

## Robotic Greenhouse Harvesting Systems

The university's Engineering School is leading the development of automated greenhouse systems that will reliably and efficiently identify and pick ripe tomatoes and perform de-leafing and pruning.

## Highly Educated Talent Pool

In 2011, 58% of the Ontario population between the ages of 25 and 64 had a post-secondary education—a level unequalled in the world. Guelph's level of attainment in turn is above the Ontario average.



Companies located in Guelph that interact with the University of Guelph position themselves as preferred employers for the university's sought-after graduates.

Guelph is also under an hour's drive from four neighbouring universities with complementary strengths: McMaster University (Hamilton), University of Waterloo (Waterloo), Wilfrid Laurier University (Waterloo) and Brock University (St. Catharines).

Beyond these immediately adjacent universities, another four major Canadian universities are within an hour-and-a-half drive or less: University of Toronto (Toronto), York University (Toronto), Western University (London), Ryerson University (Toronto).

### Ontario's colleges

Ontario's colleges are a key component of the province's post-secondary education system, founded on career-focused programs that effectively combine theoretical learning and state-of-the-art training.

The Institute of Food Processing Technology at nearby Conestoga College opened in 2011 in partnership with the industry group, Food and Beverage Ontario, as the first and only technology centre that focuses on developing a skilled workforce tailored to the needs of the food-processing sector.

In addition to Conestoga College in Guelph, three other colleges are within an hour's drive or less: Mohawk College (Hamilton), Sheridan College (Oakville), Niagara College (Niagara Region).



Prof. Jennifer DeEil Photo By: Kerry Little

# Critical Mass of Business, Research, Advisory, and Regulatory Partners

Guelph-based companies can work with a full spectrum of facilities and organizations at The University of Guelph that are engaged in research, testing, commercialization, regulation, and policy, including:

## Research Institutes and Centres

- » The Food Institute connects businesses with university expertise on major issues related to all aspects of food production, safety, and security.
- » The Catalyst Centre, works with faculty, staff, and students to protect their intellectual property and maximize potential economic, social, and environmental benefits.
- » The HUB Incubator Program at the university's Co-operators Centre for Business and Social Entrepreneurship offers learning experiences through applied business projects that enable the collaboration of faculty and students with the local community.
- » The Institute for the Advanced Study of Food and Agricultural Policy provides independent, credible, and timely policy analysis with respect to socially significant food and agricultural issues.
- » The Canadian Research Institute for Food Safety brings together multidisciplinary teams that look at all the many interrelated aspects of microbial food safety, from farm to fork.
- » The Bioproducts and Biomaterials Discovery Centre provides advanced facilities for researchers exploring ways to turn wood chips, wheat, corn, and perennial grasses into resin, polymers, and tough fibres to make bio-based plastics and bioproducts.
- » The Biodiversity Institute of Ontario is the home to the Canadian Centre for DNA Barcoding, the Bar Code of Life Data System, and one of the largest biodiversity informatics platforms in the world.
- » The Guelph Turfgrass Institute conducts research and provides information on turfgrass production and management.



Prof. Jayasankar and technician Photo By: Agri-Food and Rural Link



- » The Vineland Research and Innovation Centre (a University of Guelph Partner) focusses on tender fruit, vineyards, rotation crops, ornamental plantings, greenhouses, and mushroom production.

**Laboratories**

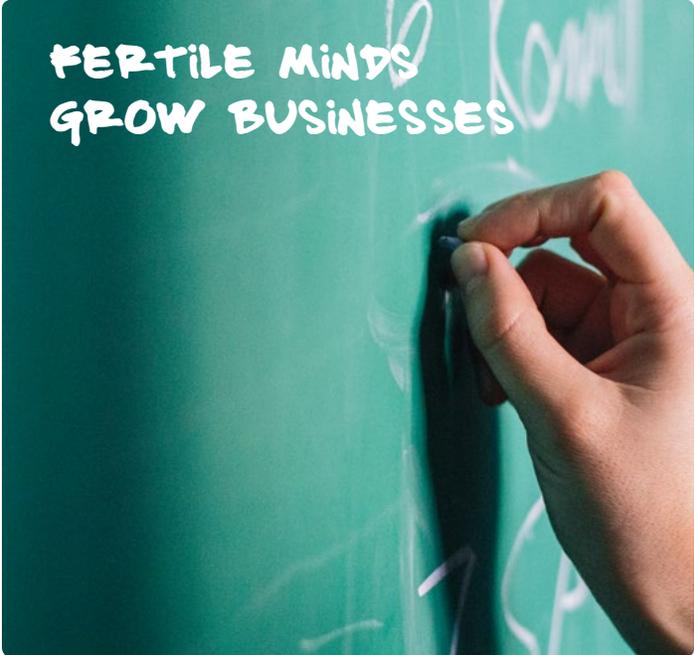
- » The University of Guelph’s Agriculture and Food Laboratory has analytical and diagnostic facilities including DNA analysis, microbiological and agrochemical testing, analytical microscopy, nutrient analysis, and diagnostic analysis.
- » The university’s Animal Health Laboratory provides a full range of veterinary diagnostics.
- » The Public Health Agency of Canada’s Laboratory for Foodborne Zoonoses.

**Government Agencies**

- » The headquarters of the Ontario Ministry of Agriculture, Food and Rural Affairs.
- » The Ontario regional office of Agriculture and Agri-Food Canada.
- » The Canadian Food Inspection Agency.
- » The Canadian government’s Guelph Food Research Centre.

**Innovation and Commercialization Facilitators**

- » The Agri-Technology Commercialization Centre, a cluster of agricultural innovation resources, mission is to enhance the research, development, and commercialization of groundbreaking technologies and to create and attract profitable businesses.
- » Innovation Guelph cultivates entrepreneurs and supports innovative initiatives through business coaching and partnership development.
- » NSF GFTC, audit and consult annually with businesses in the food and beverage industry and train over 3,000 professionals across the globe. Offerings include developing new products, meeting global food safety standards, and incorporating sustainable practices.
- » Ontario Agri-Food Technologies offers resources, tools, and contacts to encourage the development of new technologies and facilitate the commercialization of innovation.
- » The Gryphons’ Leading to Accelerated Adoption of Innovative Research (LAAIR) seed funding initiative supports early-stage firms in bringing new concepts and technologies to market.
- » The Guelph Food Academy provides courses and training for businesses in the areas of regulatory affairs, risk analysis, and allergen management.



# City of Guelph: An Accessible, Urban Community

The City of Guelph is situated in southwestern Ontario on the western side of the Greater Toronto Area (GTA), which is a part of a broader, still-rapidly-expanding economic region known as the Greater Golden Horseshoe (GGH).

The GGH total population is 8.8 million—well over one quarter of Canada’s total population. Guelph has a population of more than 120,000 people and is targeted to grow to around 170,000 people by 2031.



**Guelph offers its residents a high quality of life in an atmosphere where business prosperity and community development equal sound investments.**

With the amenities of a mid-sized urban centre and the atmosphere of a small community, Guelph is widely recognized for being a safe place for families to call home and as an active place for people of all ages to work and live.

And for those seeking still more, ready access to Toronto offers a broad spectrum of world-class venues for professional sport, art, theatre, opera, dance, and film.

## **Easy Access to All Forms of Local and International Transportation**

Businesses located in Guelph are well served with an array of transportation options that provide ready access to global, North American, and Canadian destinations.



**Guelph is only 70 kilometers (45 miles) from Toronto Pearson International Airport—Canada’s principal airport and a top North American gateway.**

In addition to Toronto Pearson, two other Canadian international airports are located nearby Guelph.

Guelph is only 100 kilometers (60 miles) from downtown Toronto and offers easy access to the U.S. via border crossings at Buffalo, New York and Detroit, Michigan.

Guelph benefits from bus and commuter rail connections with Toronto, and the provincial government is committed to growing commuter rail service into all-day two-way service from Guelph to downtown Toronto.

The municipally-owned Guelph Junction Railway (CJR) provides strategically important short-line freight connections to both national railways, CN Rail and CP Rail.

Guelph also enjoys proximity to Great Lakes shipping ports in Hamilton and Toronto.

## **Favourable Business Environment and Foreign Investment Policies**

Canada recognizes the benefits that flow from foreign investment, and the government has reflected this in its policy approaches. Under the Investment Canada Act (ICA), foreign investment is welcomed and encouraged. Canada’s Comprehensive Economic and Trade Agreement with the European Union positions Canadian locations such as Guelph to afford international companies privileged access to both the North American and European marketplaces.



**As a business location, Canada offers:**

- » Low statutory and effective corporate tax rates.

The combined Federal-Ontario corporate tax rate is markedly lower than U.S. states and compare favourably with the principal overseas counterparts.

- » Highly favourable R&D incentive and support programs.



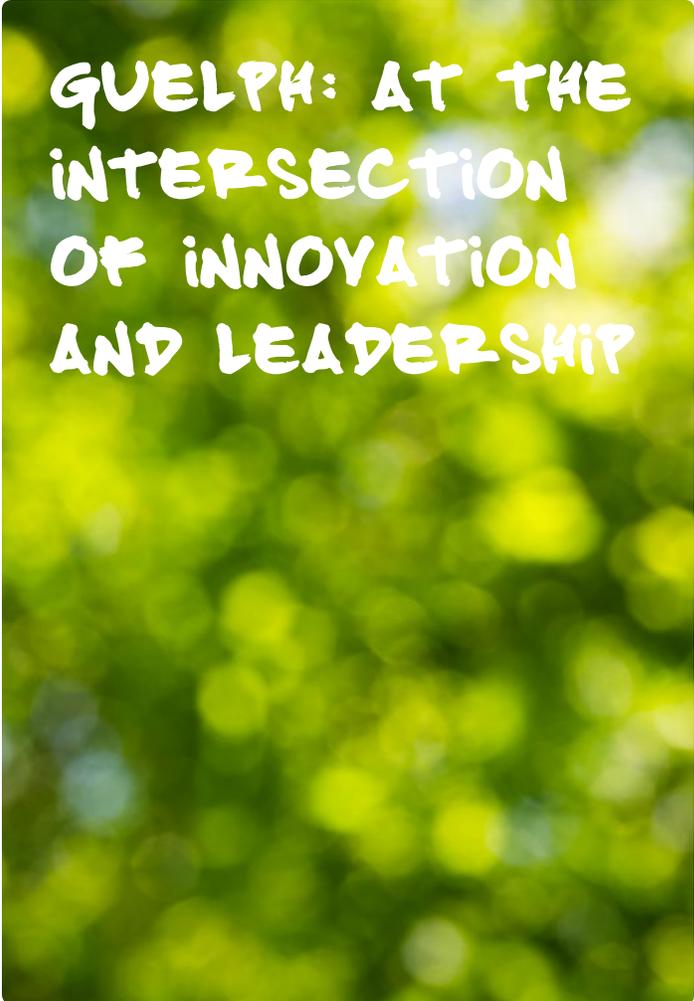
**Canada and Ontario R&D tax incentives are very competitive and are amongst the most favourable in the world.**

Agri-food and agri-tech companies can take advantage of a variety of both Federal and Ontario government financial incentive programs available that support new investment. This includes the Ontario Food and Beverage Growth Fund, which provides a grant or loan reimbursing up to 20% of eligible project costs for food and beverage processing and bioproduct sectors and the Federal-Provincial Growing Forward 2 (GF2) program aimed at encouraging innovation, competitiveness and market development in Canada’s agri-food and agri-products sector.

**Availability of Business Locations in Guelph**

The City of Guelph offers a wide range of competitively priced employment lands, business locations and existing office and industrial buildings to choose from including:

- » The University of Guelph Research Park
- » Hanlon Creek Business Park
- » The Innovation District (in development)





**City of Guelph**

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WE'RE HERE TO HELP  
YOU GROW.

