

innovate **BC**

Agritech Innovation Challenge

May 2nd, 2019

Agenda

- 11:00 – Welcome remarks and introductions
- 11:05 – Overview of the Agritech Challenge
- 11:15 – Next steps and submission process
- 11:25 – Call out for partnerships
- 11:30 – Q&A

The Challenge

The Ministry of Agriculture, in partnership with Innovate BC, is seeking technology solutions that serve the needs of the Province's agriculture, agrifood and seafood industries.



1st Agritech Challenge – 2016/17

Discovery Day
Attendees: 134

LOIs received: 44

Full proposals
submitted: 15

Winners: 4



1st Agritech Challenge – Success Story



- With the \$20,000 in funding, **Ecoation** hired 5 co-op students to help with the technology roll out in two trial projects with Delta View Farms Greenhouse and Van Belle Nursery.
- Since winning the Challenge, **Ecoation** has raised \$5M in funding, with a growing list of international customers in the US, Netherlands, Spain, Italy and North Africa, and plans to increase their team from 25 to 40 by the end of the year.

Agritech Challenge 2019/20

Overview

- Innovators from across BC are invited to submit solutions within three categories.
- A total of \$150,000 in funding is available to winners.
- Winners will receive mentorship support and Market-Validation Training (MVT) and have the opportunity to produce and demonstrate a proof-of-concept.
- Winners will be invited to demo their solutions at Ag Innovation Day in January 2020 at the Pacific Agriculture Show in Abbotsford.

Food and Beverage Processing Technologies

In search of food processing technology solutions that:

- Improve processing mechanization and automation.
- Are best suited to micro and small-scale processors in BC.

Examples of potential innovations in this area:

- Mechanizations or automations for shucking shellfish (i.e., oysters, mussels and clams).
- Processing technologies specifically suited for plant-based protein processing.
- Processing technologies for freezing, drying or peeling fresh fruits and vegetables.

Agriculture, Agrifood and Seafood Traceability

In search of food traceability technology solutions that:

- Are user-friendly and economical for micro and small-scale producers and processors in BC.
- Consider existing and emerging market and regulatory traceability requirements.

Examples of potential innovations in this area:

- An app or software that allows for traceability data to be uploaded at multiple points along the value or processing-chain.
- An app or software that can accept and/or read multiple types of data along the value or processing-chain (i.e., phone camera sensor data, temperature reader data, rapid DNA test data).

Precision Agriculture Technologies and Bioproducts

In search of precision agriculture technology or bioproduct solutions that:

- Allow for improved adaptation and adoption of precision tools, technologies and practices in agricultural operations in BC.
- Allow for the transformation of agriculture waste streams or outputs into renewable products (other than food and feed) in BC.

Examples of potential innovations in this area:

- Wireless sensors linked to an integrated, data processing or big data analytics platform, allowing farmers to better measure or monitor their on-farm or in-field nutrients.
- Bio-plastics developed from nonfood-based agricultural feedstocks as substitutes for conventional hydrocarbon-based plastics.
- Bio-based materials (i.e., nutrients, bio-chemicals, fertilizers, fuels) produced from agricultural waste streams.



Next Steps and Submission Process

Overview of Key Dates

- May 14th, 2019: Deadline for LOI submissions
- May 22nd, 2019: Shortlisted applicants invited to submit a full proposal
- June 24th, 2019: Deadline for full proposal submissions
- July 8th, 2019: Challenge winners to be notified
- August 2019 – January 2020: 6-month Proof-of-Concept development
- January 2020: Demo Day @ Ag Innovation Day (Pacific Agriculture Show)

LOI - Eligibility

To be eligible for this Challenge, companies and researchers must:

- Be primarily located in British Columbia
- Be incorporated in Canada
- Have 100 or fewer employees*

*Researchers who are employed by Universities of over 100+ staff are exempt from this requirement.

LOI - Criteria

- **Innovation:** The solution includes a technology that is new to BC, a new application of technology, a new business model, or a new process for solving the Challenge.
- **Potential for Impact:** The planned solution implementation has the potential to positively impact BC (economically, socially, environmentally, etc.).
- **Feasibility:** The solution addresses an existing or emerging market demand and is practical, easy to implement and economical for potential users.
- **Scalability:** The solution is scalable and demonstrates strong potential for commercialization and adoption.

What to Expect: Full Proposal

- **Invitation to Submit Full Proposal:** Up to 10 Shortlisted Applicants from LOI Stage.
- **Full Proposal Submission:** The full proposal should be approximately 5-6 pages in total.
- **Optional Support:** Mentorship support (1 on 1 call) for full proposal submission.
- **Selection:** Up to 3 Challenge Winners will be selected to receive between \$25,000 to \$100,000 in funding.

What to Expect: Proof of Concept

- **Statement of Work / Contract** – Statement of Work and deliverables developed with Challenge winners.
- **Funded Expenses** – Materials, supplies, and equipment related to research, commercialization, and some administrative costs (see FAQ for details).
- **Proof of Concept Stage** – 6 months to deliver on Statement of Work, Market-Validation Training (Optional).
- **Funding Disbursements & Reporting** – 50% to be disbursed once contract is signed, and at the end of the PoC Stage, after final reporting is submitted.
- **Demo Day** – Ag Innovation Day (Pacific Agriculture Show) in January 2020.

Next Steps to Apply

1. Go to Agritech Innovation webpage at innovatebc.ca/agritech
2. Download the [Instructions and Letter of Interest Form](#)
3. Submit your Letter of Interest to programs@innovatebc.ca by **9am PST** on May 14th, 2019 with the subject line: **Agritech Challenge Solution**

Partnerships





Q&A

Contact Us

Challenge Website
innovatebc.ca/agritech

E-mail
programs@innovatebc.ca



Thank you