

# BC Food Processors Association

Great Food  Great Living

MEMBER NEWSLETTER  
November 17, 2006

---

## *New Members*

- Fine Choice Foods Ltd.
- Meadowfresh Dairy Corp.

For a full list of current members, see: <http://www.bcfpa.ca/members.html>.

---

## *Breakfast Seminar: Your Competitors Are Receiving Refunds, Are You?*



The Scientific Research and Experimental Development (SR&ED) program is a federal tax incentive program to encourage Canadian businesses of all sizes and in all sectors to conduct development (R&D) that will lead to new or improved products or processes. Up to 68% of a company's salaries can be refunded for qualifying work.

This breakfast seminar will describe which of your regular company activities qualify for a tax refund and take you behind the scenes to understand how to maximize tax relief, tax refunds and even speed up payback on new capital investments. **Honourable Minister of Agriculture and Lands Pat Bell is the keynote speaker.** *The event is 65% full – get your registration in today!*

Date: **November 28, 2006**

Time: 7:30 am - 10:00 am

Location: Executive Hotel & Conference Centre, 4201 Lougheed Hwy, Burnaby

Cost: Members \$45+GST; Non-members \$60+GST

Registration: Download the registration form and send with payment to Cassia Kantrow by fax to 604-874-1006 or email to [registration@bcfpa.ca](mailto:registration@bcfpa.ca).

For details, see the website: <http://www.bcfpa.ca>

---

## *Tax Tips: Refund the Cost of Product Development*

Most food companies develop new products in order to survive. What you may not know is that many of the costs of developing new products, even if they did not succeed, are refundable under a government program to encourage research and development.

The government's definition of R&D includes many of the business activities that your business is likely doing. For example:

- Development of new products
- Improving existing products
- Altering formulations
- Shelf life testing
- Tests involving new packaging
- Experimentation to establish product consistency or improve product quality
- Experimentation to reduce waste
- Experimentation intended to develop process control procedures and Standard Operating Procedures

BC Food Processors Association  
204-2929 Commercial Drive, Vancouver, BC V5N 4C8  
Tel Vancouver: 604.871.0190; Tel Victoria: 250.356.1660  
Email: [info@bcfpa.ca](mailto:info@bcfpa.ca) Web: [www.bcfpa.ca](http://www.bcfpa.ca)

- Development or improvement of the manufacturing processes or improvements to machinery and equipment.
- Experimentation performed to improve productivity

Tax Tips is provided courtesy of Revenue Services Group

---

### ***Avoiding the "Insurance Only Trap"***

Managing Risk to protect and grow a successful company involves much more than the purchase of Insurance. Only a robust Risk Management Plan to prevent loss and recover quickly will truly provide you with a strategy to protect your profits and grow your company.

At Reliance we are committed to managing our clients' risks over and above the placement of Insurance. One example of the many risk management Loss Prevention services that we provide is our "Product Liability Legal Review". Our professional service partner will review your current liability exposures and provide a report outlining actions that you can take to protect your profits and maximize the growth of your company. Furthermore an excellent example of our Quick Recovery services is our "Media Communications Crisis Recovery Training." Having a well-prepared response and identifying and training those who will represent your company during a crisis is a crucial component of protecting your reputation.

To take advantage of our services contact Reliance Insurance and begin the process of avoiding the "Insurance Only Trap."

Phone: 604-251-8320

Email: [hscheibal@reliance.bc.ca](mailto:hscheibal@reliance.bc.ca)

Web: [www.relianceinsurance.bc.ca](http://www.relianceinsurance.bc.ca)

---

### ***BCFPA Activity Update***

- On November 8, Tony Toth, MIES Project Manager Don Davidson and Associate Project Manager Denise DeLeebeeck toured a large animal mobile slaughter facility under development in BC.
- Tony Toth attended a meeting of the Investment Agriculture Foundation's Branding BC Products and Services Project on November 8.
- The Communications and Marketing Committee met November 8 to discuss future seminars, an event for the AGM and opportunities for website advertising.
- Meat Industry Enhancement Strategy staff and contractors met November 9 in Victoria to plan for Help Desk assignments and Community Solutions projects under the Meat Transition Assistance Program.
- Tony Toth and BCFPA Directors attended a dinner with Minister Bell on November 9.
- The Meat Industry Committee is meeting today to discuss meat industry programs under the BCFPA.

---

### ***UPCOMING***

- **November 20-22, Hospitality Trade Exposition, Vancouver.**  
Website: <http://www.hospitality-trade.com/> .
- **November 21 & 22, BC Agriculture Plan Public Meetings.**  
The final public meetings for this process will be held on Vancouver Island. For details, see: [http://www.harvesttohome.bc.ca/EN/tour\\_dates/](http://www.harvesttohome.bc.ca/EN/tour_dates/) .
- **November 30 – December 2, FHC China 2006 International Exhibition for Food, Drink, Hospitality, Foodservice, Bakery and Retail Industries.** This

market development mission is intended for companies not yet ready to have their own booth. Participating companies can receive a reimbursement for travel costs. Website: <http://www.fhcchina.com/> .

For more industry events, see: <http://www.bcfpa.ca/industryEvents.html>

---

### ***INDUSTRY NEWS***

- **BCFPA member The Ethical Bean Company is hosting an open house** - to celebrate a new location, company expansion, awards and the opening of its café. You are invited for drinks, appetizers and live music from 4-10 pm on Thursday December 7 at 1315 Kootenay Street in Vancouver. Please RSVP by November 31 to [manon@ethicalbeanc.com](mailto:manon@ethicalbeanc.com) or 604-431-3830 ext200.
- **The Manitoba Food Development Centre is seeking a Chief Executive Officer.** For details, contact Paul Croteau at 204-943-0553 or [063127.legacy@hiredesk.net](mailto:063127.legacy@hiredesk.net).
- **The Canadian Association of Agri-Retailers is seeking an Executive Director.** For details, contact Donna Bilodeau at 204-943-0553 or [donna.bilodeau@lesp.ca](mailto:donna.bilodeau@lesp.ca).
- **A BC meat plant is seeking a Plant Manager.** For more information, contact Patty Golka at 416-868-0118 ext2246 or [Patty.Galka@hudson.com](mailto:Patty.Galka@hudson.com) .
- **The United Nations Food and Agriculture Organization released new guidelines on HACCP in small food businesses, including a HACCP training manual.** For more information, see: [http://www.fao.org/ag/agn/food/quality\\_haccp\\_en.stm](http://www.fao.org/ag/agn/food/quality_haccp_en.stm) .