



Greenhouse Competitiveness and Innovation Initiative – Phase II

Program Guide

Version Two

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Background

The purpose of the Greenhouse Competitiveness and Innovation Initiative (GCII) is to help maintain the competitiveness of the Ontario greenhouse sector in global markets and its leadership position in developing and adopting innovative technology, to encourage future investment and growth in the sector.

The Agricultural Adaptation Council (AAC) is responsible for allocating GCII funding and will work collaboratively with the Ontario commercial greenhouse sector (greenhouses with 20,000 square feet of production area or greater) to achieve GCII objectives.

Through this merit-based initiative, financial support may be provided to interested organizations and partnerships with projects that advance the sector as a whole and meet the GCII objectives and merit criteria, as described in the [Merit Assessment Criteria](#). The types of projects that could be supported include: research, strategy development, assessments, pilots, demonstrations, education and training. Projects are expected to provide broad sector benefits through the creation of partnerships, linkages across commodities, knowledge transfer, and industry support.

Projects must align with the following categories and objectives (further details can be found in [Appendix One](#)):

- **Production & Market Development:** Improve production efficiencies, diversify sector markets, and accelerate market access.
- **Biosecurity:** Improve the sector's biosecurity, resistance management and emergency preparedness.
- **Environment:** Improve the sector's environmental stewardship and sustainability.

Given the challenges associated with COVID-19, GCII is also encouraging projects within these three categories that directly respond to key sector impacts of COVID-19.

Project results must provide benefit to the Ontario commercial greenhouse sector that grows or propagates ornamental and edible greenhouse crops. Projects involving cannabis or floriculture that falls outside of Flowers Canada (Ontario) regulations are not eligible. Applicants with projects involving other greenhouse crops should contact AAC staff to discuss eligibility before applying.

Objective

The objective of GCII is to increase sector competitiveness, by providing broad-based support that fosters innovation and investment in the sector as well as supporting sector response to key COVID-19 impacts and positioning the sector for long-term recovery and resiliency.

Eligible Applicants

Eligible applicants include any organization or partnership actively involved in a project providing broad benefit to the Ontario commercial greenhouse sector.

Organizations

Any not-for-profit, Ontario-based, legally recognized entity representing the commercial greenhouse industry (e.g. Ontario Greenhouse Vegetable Growers (OGVG), Flowers Canada (Ontario) (FCO), Berry Growers of Ontario (BGO), etc.). Cash and in-kind contributions can be contributed by both the organization and other parties. Any other parties providing cash or in-kind contributions are required to provide a letter with the application confirming their contribution towards the project.

Federal, provincial and territorial government departments, ministries or agencies and academic/research institutions are not eligible to apply as organizations, but may apply as a partner on the project (excepting the Ontario provincial government).

Partnerships

Two or more legally recognized entities that have an arm's length* relationship from each other and are working together as partners on a project may apply. Partnerships may include, but are not limited to: for-profit entities; not-for-profit entities; federal, provincial (excepting Ontario) and territorial government departments, ministries or agencies; and/or, academic research institutions.

All of the partners must be directly engaged and have a vested interest in the project, which is best demonstrated through active participation and cash and in-kind contributions towards the project activities. Partners will outline their role and contributions in the application. Entities located outside of Ontario may be a project partner, if the supply value-chain is primarily located in Ontario and the benefits of the project accrue back to the Ontario commercial greenhouse sector.

All project costs must be arm's length to the partners. Partners cannot be reimbursed for any goods or services provided for the project. While service providers may be critical to the success of the project, they cannot be considered project partners if they are being paid through the project.

All projects must demonstrate broad benefit to the Ontario commercial greenhouse sector. Partnerships are encouraged to obtain letters of support from their respective sector organizations (e.g. OGVG, FCO, BGO, etc.) and, where applicable, involve the organizations in their project activities and/or knowledge transfer plan. Organizations can be a project partner, if they are providing cash or in-kind contributions. Letters of support from the broader greenhouse industry, excluding letters from any service providers, are also encouraged. Letters should be submitted with the application.

**An entity is considered arm's length if they are not related, not affiliated persons, or otherwise controlled by another member or members. Refer to Section 251 of the Income Tax Act (Canada) for the detailed statutory provision for determining arm's length relationships.*

Lead Applicant

All partnerships must identify a lead applicant for their project. The lead applicant must be located in Ontario and capable of entering into a legal funding agreement with AAC, on behalf of the partners.

The lead applicant will be the primary contact with the AAC, provide project updates to the partners and cash flow all project costs. The lead applicant will manage all aspects of the project including the collection of cash contributions from partners, providing required documentation to the AAC for reimbursement funding and preparing progress and final reports.

Cost-Share Funding

The following are general guidelines for the cost-share funding:

- Applicants may apply for:
 - up to 50 per cent of total eligible project costs; or
 - greater than 50 per cent of total eligible costs, up to 75 per cent of total eligible costs, if Part 6 of the application clearly demonstrates how the project will address the impact of COVID-19 (see examples of eligible and ineligible COVID-19 activities in [Appendix One](#));
- Funding may be provided as requested or at a reduced amount or percentage, depending on the merit assessment of the project and funding availability;
- Funding requests between \$25,000 to \$1,000,000 for projects are encouraged. Lower or higher funding amounts may be considered depending on the benefit of the project to the Ontario greenhouse sector;
- Eligible capital costs cannot exceed 50 per cent of the total project budget;
- Applicants may access funding from non-OMAFRA government sources for the project (funding from the Canadian Agricultural Partnership program is not eligible for stacking);
- Fair cost sharing is encouraged for all projects;
- The maximum in-kind contribution is 15 per cent of total project costs;
- Funding will be provided in the form of reimbursement payments;
- There will be a 10 per cent holdback on the reimbursement funding until all project reporting has been submitted and accepted by AAC;
- Funds will be issued through electronic funds transfer;
- Applicants may submit multiple applications.

Project Duration

A project cannot start prior to the AAC approval date. Eligible costs can only be incurred, invoiced and paid for on or after the start date. Projects must be implemented and completed no later than November 30, 2022.

Knowledge Sharing

All approved projects will require a knowledge transfer plan that will detail the approach to sharing knowledge and project results broadly with industry and/or the sector to allow for broader sector adoption. Applicants must detail the approach to sharing project results and knowledge across the sector in a timely manner in the application.

Eligible Projects

An eligible project is a project that aligns with the Eligible Projects outlined in the Project Categories and Examples found in [Appendix One](#).

Eligible Costs

Eligible costs are the reasonable, incremental costs necessary for the execution of an approved project and incurred and paid by the applicant after the project has been approved and within the timelines identified in the funding agreement.

Note: costs incurred must reflect when goods and services are expected to be received, regardless of when payments are made. Payments cannot be made prior to the AAC approval date. When purchasing goods or services, applicants must follow a process that is transparent, fair and promotes the best value for the money expended and at competitive prices that are no greater than fair market value after deducting trade discounts and/or any other discounts available to the applicant; and must comply with all Requirements of Law applicable to how the Recipient acquires goods, services or both.

All businesses from which goods or services are purchased must be at arm's length to the applicant and partners.

Eligible costs are:

- cost of goods (including supplies), services and all related shipping or transportation costs;
- incremental labour costs such as contract salaries, benefits (excluding severance) and stipend for Highly Qualified Personnel (meaning individuals who are registered in Masters, or PhD programs or who have recently graduated);
- incremental specific per diem fees for personnel and consultants working directly on the development and delivery of the project;
- costs of land rental for research purposes;
- costs for rental or lease of facilities, equipment or machinery;

- costs for meeting room rentals and AV costs;
- costs of communication materials including design, printing, translation, etc.;
- research institution overhead to a maximum of 25 per cent; and, travel and meal expenses that align with the following guidelines.

Travel and Meal Guidelines

In order to be eligible, travel and meal costs must be identified and approved as such in the application for an approved project.

Eligible cost-share funding for travel and meal expenses for an approved project may be claimed when the most economical transportation and accommodation (i.e. single accommodation in a standard room, local public transportation including hotel/airport shuttles, economy class for ticket purchases, international train travel equivalent to coach class) is chosen.

The maximum eligible costs for personal vehicles driven within Ontario are:

Number of Kilometres	Southern Ontario (\$/km)	Northern Ontario (\$/km)
0-4,000 km	0.40	0.41
4,001-10,700 km	0.35	0.36
10,701-24,000 km	0.29	0.30
More than 24,000 km	0.24	0.25

Reimbursement for meal expenses is subject to the maximum eligible cost value set out in the tables below. Original, itemized receipts are required, and the eligible cost value will not exceed the actual amount spent. Taxes and gratuities are included in the maximum eligible cost value.

Reimbursement is for restaurant/prepared food only and not available for alcohol purchases. Meal costs that are considered hospitality (i.e. food for meetings, catering for events) are not eligible. Meal costs for consultants and other contractors and government employees are not eligible.

Maximum eligible costs for meal in Canada (CAD):

Meal Type	Maximum Eligible Costs
Breakfast	\$10.00
Lunch	\$12.50
Dinner	\$22.50

Maximum eligible costs for meals outside of Canada (CAD):

Meal Type	Maximum Eligible Costs
Breakfast	\$20.25
Lunch	\$19.85
Dinner	\$50.00

Eligible Capital Costs

Capital costs must be directly related to the project and are subject to these parameters:

- eligible capital costs cannot exceed 50 per cent of the total project budget. Considerations to exceed the 50 per cent of the total project budget will be determined on a case-by-case basis.
- if the partnership includes a for-profit business, the partners must contribute at least 25 per cent in cash (from non-government sourced funds) of the total costs of the capital items.
- capital items include:
 - software and software development (implementation and customization), but excluding licensing and service fees;
 - assets which have been acquired, constructed or developed (including any associated delivery and installation costs) and are not intended for sale in the ordinary course of business; and,
 - betterments that are costs relating to the alteration and/or modernization of an asset that appreciably prolong the items period of usefulness or improve its functionality.

Eligible In-Kind Contributions

Eligible in-kind contributions are goods and services that are contributed to a project that would otherwise have to be purchased or contracted in order to complete the project.

Eligible in-kind contributions must be contributed for an organization, by the organization and/or other parties, or for a partnership, by the lead applicant and/or partners, and:

- be essential to the project's success, includes paid positions, unpaid volunteers, equipment, materials and supplies and use of land/facilities
- be valued at fair market value
- not exceed 15 per cent of the total eligible project cost
- have a defined rate (per hour, per day, per item, etc.)

- be auditable (documentation is required to validate in-kind contributions)

In-kind contributions will be subjected to the same financial and audit review procedures as cash costs and must be supported with appropriate documentation. The AAC, in its sole and absolute discretion, may reject any in-kind contribution claim with which it is not satisfied. A signed in-kind contribution form (AAC template) must be submitted as part of the claims process to track all in-kind contributions.

Further information about eligible in-kind contributions has been outlined in the Eligible In-Kind Contributions Documentation Chart below.

Eligible In-Kind Contributions Documentation Chart

Category	Definition	Documentation- required with claim	Additional documentation required upon request*
Paid Positions	Actual salary cost or per diem assigned to fulfill duties specifically related to the project	Payroll register/pay stub to validate hourly/daily rate for applicant and collaboration members Director per diem rate	Personnel file with salary/wage information Employment contract Cancelled cheques/direct deposit schedule
Unpaid Volunteers	Unpaid time contributed by a volunteer assigned to fulfill duties specifically related to the project	Estimate of fair market value of services provided to validate hourly/daily rate	Meeting minutes Sign-in sheets Letter from volunteer verifying contribution
Equipment	Loaned equipment valued at current market rental value	Rental estimate from retailer	Letter from contributor verifying contribution
Materials and Supplies	Donated materials and supplies valued at fair market or company book value	Letter confirming value from contributor	Paid receipts/invoices Bill of materials
Use of land /facilities	Donated meeting rooms, space or facilities for which a fee is usually charged Donated land for research plots	Rental fees outlined by contributor Estimate of the fair market value for use of the land/facilities	Letter from contributor

*documentation must exist and be available to AAC and/or its auditors for review upon request

Ineligible Costs

Examples of expenses which are not eligible for reimbursement under GCII include:

- Expenses incurred prior to the AAC approval date or after November 30, 2022;
- Costs of preparing and submitting the GCII application;
- Start-up, expansion and merging costs;
- Any cost not specifically required for implementation of the project;
- Goods or services provided by Ontario provincial government departments or agencies;
- Deposits (prepayments) for which goods or services are not yet fully received, and any deposits made prior to the AAC approval date;
- Non-incremental business expenses - for example, office supplies, salaries, etc.;
- Overhead costs such as hydro, water, insurance, vehicles, etc;
- Meals for the purpose of hospitality (e.g. food and beverages for meetings, catering for events);
- Consultant and other contractor or government employee expenses for any hospitality (e.g. provision of food or beverages at events), incidentals or meals;
- Honorariums;
- Financing charges, loan and lease interest payments, bank fees and charges as well as debt restructuring or fundraising;
- Gifts and incentives;
- Legal fees;
- Sponsorship of conferences and learning events or initiatives;
- Capital costs for construction of new building or the acquisition of land;
- Costs of vehicles, transportation equipment and construction and agricultural machinery;
- Common items that can be used for multiple purposes (e.g. digital cameras, GPS, smartphones, measuring tapes, etc.);
- Routine maintenance, repair or replacement of existing equipment;
- Replacement of materials or equipment, with the same that were used previously
- Expenses that are not arm's length to the applicant and/or partners;
- Any costs associated with achieving regulatory compliance;
- Costs related to activities that directly influence or lobby any level of government;
- Research overhead that exceeds 25 per cent of the total project cost.

Merit Assessment Criteria

The applicant and project must meet all basic eligibility requirements. Applications will not be considered if they do not meet all eligibility criteria or if they are not complete. Applications that are deemed to meet the eligibility criteria will be reviewed by a technical review committee, in addition to AAC staff and board members, using the following merit assessment criteria:

1. Relevance to GCII Objectives

- Extent to which the project contributes to long-term competitiveness and innovation of the sector.
- Demonstrated direct alignment with GCII project category (or multiple categories) (see [Appendix One – Project Categories and Examples](#) and Project Type and Technology Definitions).
- Demonstrated innovation and how the project will lead to better outcomes and results for sector competitiveness (see [Appendix Two - Innovation Chart](#)).

2. Broad Benefit to the Sector

- **Organizations:** Extent to which the project leverages contributions from the sector organization or other parties.
- **Partnerships:** Extent to which the project leverages contributions from different types of partners across the value chain.
- Extent to which the project applies across multiple commodities in the sector, including ornamental and edible greenhouse crops.
- Documented industry support to demonstrate broader sector benefit (e.g. letters of support or partnerships with relevant sector organizations and/or the broader greenhouse industry).

3. Approach to Knowledge Sharing

- Extent to which the project communicates knowledge across a diversity of venues to reach audiences across the sector, outlined in a detailed plan on how knowledge and/or results will be shared.
- Extent to which applicants have engaged relevant sector organizations in knowledge sharing plans.
- Appropriate plan in place to manage intellectual property components, including any products resulting from the project must be registered for their intended end-use in Ontario/Canada, if applicable.

4. Applicant Capacity

- Demonstrated adequate resources, experience and skills to successfully complete the project.
- Demonstrated financial capacity to cash flow and undertake the project.

5. Sound Work Plan

- Well-defined work plan that will achieve results and the intended outcome within the budget and timelines specified in the application, and consistent with program parameters.

6. Sustainability

- Demonstrated plan to sustain the project and/or outcomes after the funding ends, if applicable.

7. Budget

- Well-defined budget, with eligible and reasonable costs, and a demonstrated need for the cost-share level requested.

8. Addressing the impact of COVID-19

Only applicable for applicants requesting higher than 50 per cent, up to 75 per cent, cost-share funding for projects addressing the impact of COVID-19.

- Extent to which the applicant outlines how the project addresses one or more of the key COVID-19 impacts on the sector:
 - Access to labour and labour saving technologies
 - Provision of on farm worker health and safety
 - Diversification of sales to directly respond to lost market opportunities
- Extent to which the applicant outlines how the project will address the impact to the sector.
- Extent to which the project outcomes will build the resiliency of the sector to future risks.

Program Timelines

Program launch:	March 13, 2020
Deadline for application submissions:	July 23, 2020 at 4:30 p.m.
Anticipated review date:	September 2020
Final deadline for project completion:	November 30, 2022
Final deadline to submit final report and survey and final claim for reimbursement:	December 31, 2022

Submission Requirements

Complete submissions will include:

- GCII Application (Word document)
- GCII Budget (Excel document)
- Other required documentation, as outlined in the application checklist

All applications submitted by the submission deadline will be reviewed by the AAC for eligibility. Applications will not be considered if they do not meet all eligibility criteria or if they are not complete. Applications that are deemed to meet the eligibility criteria will be reviewed by a technical review committee, in addition to AAC staff and board members, and, where appropriate, third party references, government, partners or advisors as part of the review and due diligence process.

All inquiries about the GCII should be directed to AAC staff at:

Agricultural Adaptation Council, 381 Elmira Road North, Unit 1, Guelph, ON N1K 1H3

Tel: 519-822-7554

gcii@adaptcouncil.org

www.adaptcouncil.org/gcii

Appendix One – Project Categories and Examples and Project Type and Technology Definitions

Production & Market Development

Objective

Improve production efficiencies, diversify sector markets, and accelerate market access.

Eligible Projects

Projects will focus on a range of activities, such as, but not limited to:

- Production innovations to improve efficiencies in order to drive market development.
- Activities to improve sector standards, processes and protocols to access new markets.
- Sector-level planning and strategy development in collaboration with growers.
- Diversifying markets through production improvement and diversification.
- Innovative risk management tools to address threats to the competitiveness of the sector.

Examples of Projects

Examples of eligible activities:

- Evidence-based foundational analysis to identify sector opportunities.
- Investigating production efficiencies, such as packing line automation, lighting spectra impacts, year-round production and labour efficiencies through robotics.
- Development of innovative new materials and technologies, such as new growing media, sensors for Artificial Intelligence, greenhouse coverings and coatings.
- Education to address threats to the competitiveness of the sector, such as training programs on boiler and pressure vessel risk management using innovative tools.
- Innovative robotics to improve repetitive labour efficiencies.
- Promotional campaigns, branding, marketing, trade missions to accelerate market access.

Examples of ineligible activities:

- Lobbying materials
- Business risk management

COVID-19

For applicants applying for greater than 50 per cent of total eligible costs, up to 75 per cent of total eligible costs, for projects addressing the impact of COVID-19 under Production & Market Development.

Examples of eligible activities for addressing the impact of COVID-19

- Pilot project to demonstrate equipment that would improve labour and production efficiency. Examples could include improved packing line equipment, smart scouting and sprayer technology amongst others. These are examples of technologies that would increase production efficiency and reduce reliance on manual labour.
- Promotional campaign, branding, marketing, trade missions to diversify markets to include alternative domestic and international options such as direct farm sales or speciality retail outlets. This would mitigate negative affects that COVID-19 has had on local and international markets.

Examples of ineligible activities for addressing the impact of COVID-19

- Efficient lighting that supports improved production (e.g., yields, plant health) and reduces external nuisance is needed to support the transition to year-round production.

Biosecurity

Objective

Improve the sector's biosecurity, resistance management and emergency preparedness.

Eligible Projects

Projects will focus on a range of activities, such as, but not limited to:

- Development and implementation of innovative and progressive sector biosecurity codes of practice, protocols, processes or standards.
- Enhancing the sector's implementation of national biosecurity standards through education, awareness and demonstration.
- Assessment of long-term sector biosecurity risks and development of mitigation plans.
- Development of improved processes and products to support accurate and rapid farm-level diagnostics, such as identification keys and kits.
- Development, testing and demonstration of new technologies and/or enhanced efficiencies of processes, practices or systems to support biosecurity surveillance and emergency management systems.
- Developing and/or validating best practices for emergency management, resistance management, and/or biosecurity from propagator to market.
- Development and implementation of plans to remove barriers to self-reporting of biosecurity incidents within the sector to improve emergency management.

Examples of Projects

Examples of eligible activities:

- Demonstration of sanitation technology, such as air curtains, decontamination chambers, cart sanitation systems and truck sanitation.
- Creation of a laboratory biosecurity network to improve diagnostics.
- Creation of technology transfer products to improve biosecurity of the sector as a whole, such as multi-language video on proper plant material disposal.
- Sector biosecurity information sharing and planning (e.g. community pest framework).

Examples of ineligible activities:

- Projects focused on emergency management for a single or few operations

COVID-19

For applicants applying for greater than 50 per cent of total eligible costs, up to 75 per cent of total eligible costs, for projects addressing the impact of COVID-19 under Biosecurity.

Examples of eligible activities for addressing the impact of COVID-19

- Demonstration of sanitation technology and sanitation systems for greenhouse pruning tools, carts, packing crates, etc that would reduce the level of COVID-19 in the workplace.
- Implementing or demonstrating a system for reporting employee health status prior to or during the work day (e.g. temperatures, etc.)

Examples of ineligible activities for addressing the impact of COVID-19

- Implementation or demonstration of products or protocols that specifically target plant pathogens to improve plants health without direct impact on human health or the virus that causes COVID-19.

Environment

Objective

Improve the sector's environmental stewardship and sustainability.

Eligible Projects

Projects will focus on a range of activities, such as, but not limited to:

- Reducing waste along the value chain, including through the development of sustainable packaging materials, recycling processes, and circular economy projects.
- Reducing environmental contamination through treatment technologies and systems; technology solutions to nuisance concerns such as light abatement.
- Energy projects in areas such as energy storage systems, cogeneration and colocation, energy efficiency, lighting efficiency, and greenhouses as energy provider rather than user.
- Sustainable alternative fuels and biofuels.
- Education and development of industry standards to improve the sector's environmental stewardship.

Examples of Projects

Examples of eligible activities:

- Piloting treatment systems to destroy active pesticides in water.
- Creating a consumer product from recycled growing media.
- Sector planning to phase out sector use of oxo-degradable plastics.

Examples of ineligible activities:

- Projects bringing the sector into regulatory compliance

COVID-19

For applicants applying for greater than 50 per cent of total eligible costs, up to 75 per cent of total eligible costs, for projects addressing the impact of COVID-19 under Environment.

Examples of eligible activities for addressing the impact of COVID-19

- Piloting environmentally sustainable packaging materials that reduce disease transfer risk.

Examples of ineligible activities for addressing the impact of COVID-19

- Piloting treatment systems to destroy active pesticides in water.
- Demonstrating new energy saving technologies, including those with impacts on greenhouse nuisances including light abatement.
- Piloting and demonstration of energy saving technologies for reduced energy usage in the winter and fall months and improved plant health.

Project Type

Applicants undertaking pilot or demonstration projects, or skills development, training, education and planning projects, as described in the project categories and examples, should consider the following when preparing their application and work plan.

- **Pilot of new and innovative technology** - Pilot projects must demonstrate that the lab or theoretical research is done, and a commercial application is envisioned. (A pilot project is the step between bench research and full-scale commercial application and tests on a scale that might not be commercially viable but would allow for testing under close to real world conditions. It forms part of the ‘scaling-up’ process and allows verification that the technology still works outside the lab.)
 - E.g. Pilot project testing the benefit of automating a labour-intensive process.
- **Demonstration projects of new technologies** - Demonstration projects must demonstrate and/or validate at a real-world scale new technology, concepts, business processes, marketing approaches, or systems, in order to demonstrate, test, and/or assess the technological and economic feasibility of innovative solutions. Demonstration projects can also be one-time, event-based activities that extend knowledge gained from research and/or demonstrate a technology.
 - E.g. Demonstration project of newly proven productivity enhancing technology.
- **Skills development, training, education and planning** – Training program or material development that addresses a gap/need in the sector, where training programs/materials do not currently exist.
 - E.g. outreach strategies, skills development and training, knowledge acquisition and sharing, workshops, needs assessments.

All projects must include outreach strategies and/or knowledge acquisition and knowledge sharing.

Technology Definition

“Technology” can refer to or include any of the below:

- **New products:** goods and services that differ significantly in their characteristics or intended uses from products previously produced and used. Examples could include equipment, software, novel foods or consumer goods.
- **New systems:** set of detailed methods, procedures and routines created to carry out a specific activity, perform a duty, or solve a problem
- **New processes:** the set of operations performed by equipment in which variables are monitored or controlled to produce an output in labs or processing facilities
- **New practices:** agronomic techniques or methods that can be applied directly by producers

Appendix Two– Innovation Chart

Applicants will use the Innovation Chart below to identify the level of innovation for their project and respond to the corresponding question in the application.

Innovation Criteria	Disruptive	Transformational	Incremental
Newness and advancement to the sector	<p>New to the province or North America, not generally available or widely adopted.</p> <p>Project could be:</p> <ul style="list-style-type: none"> • Innovation developed in Ontario or could be sourced from another jurisdiction; or • Transfer a technology or a process from a non-agricultural sector to the agri-food and agri-based bio-products sector 	<p>New for the sector but may be used in another sector.</p> <p>Not tested under regional conditions (climate, soil type, market acceptance).</p>	<p>Currently in use in other parts of the province/sector, but not widely in use/adopted.</p>
Level of Risk	<p>Some level of uncertainty. The innovation has been tested in other jurisdictions or under lab or small-scale conditions.</p> <p>Could be either technological risk, a market risk, or both.</p>	<p>Lower level of uncertainty. The innovation has had limited testing and results have been positive. Additional demonstrations will increase industry confidence for adoption.</p>	<p>No uncertainty. This is a best practice that has been extensively tested in Ontario and shown to provide benefits.</p>