Waterloo food processors are in prime position to feed North America

**WATERLOO: A DIVERSE, FARM-TO-TABLE FOOD PROCESSING ECOSYSTEM**

With nearly 1,400 farms and more than 130 food manufacturers – from snack foods, confectionary, baked goods, breweries, and meat processing – Waterloo has a very diverse food processing sector and ready access to North America’s biggest markets. Food-related research centres like the Institute of Food Processing Technology keep food processing in Waterloo Region on the cutting-edge.

**Location, Location, Location:**

Food processors in Waterloo are close to farms that supply raw materials and the markets that buy their products:

- Ready access to 150+ million consumers within a day’s drive, including major American markets like New York, Chicago, Boston, Philadelphia, Columbus, and Indianapolis
- Just 112km (70mi) from Canada’s largest market - Toronto
- Waterloo is in the middle of Canada’s largest concentration of prime, Class 1 land producing high-value crops and livestock

**World-Class Food Processing and Agriculture Talent:**

**Conestoga College**

With 14 food processing, safety and packaging programs at the Institute of Food Processing Technology (IFPT) – alongside complementary programs like sales and marketing to engineering to supply chain management – Conestoga College is producing graduates ready to step into any role in the food processing industry.

**University of Guelph**

Home to the Ontario Agricultural College (OAC) – Canada’s largest and most renowned agricultural college – the University of Guelph produces graduates in food science, food and agricultural business and food industry management, with an emphasis on experiential, real-world learning.
FOOD PROCESSING

IT’S ALL ‘LOCATION’ FOR CONESTOGA MEATS

A mainstay in Waterloo for almost 40 years, Conestoga Meat Packers has grown from a small family-owned business to become the second-largest pork producer in Ontario. With almost 1,000 employees and exports to 30+ countries annually, the company expects significant growth in the near future. Arnold Drung, President of Conestoga Meats, thinks this success has a lot to do with the area’s geographical advantages.

“First, we’re close to the farming community from which all our livestock comes. Second, we’re close to a major transportation corridor – Highway 401 – as well as rail connections. And third, we’re close to a fantastic supply of ongoing production labour. The character of the region is very entrepreneurial, innovative and enterprising – you can see a real can-do attitude (in the community).”

- Arnold Drung, President of Conestoga Meat Packers Ltd.

FOOD PROCESSING SPECIALIZATIONS

- CROP AND ANIMAL PRODUCTION
- SNACK FOOD
- CONFECTIONARY
- BAKED GOODS
- BEVERAGE PRODUCT MANUFACTURING
- DISTRIBUTION

WATERLOO. COLLABORATIVE. INVENTIVE. ENTREPRENEURIAL.

- Futureproof talent pool of 72,000+ students from three internationally recognized post-secondary institutions – University of Waterloo, Wilfrid Laurier University, Conestoga College – which produce graduates with 2+ years relevant, real-world work experience
- Waterloo is centrally and strategically located within the Toronto-Waterloo Corridor and provides access to more than 150+ million people within a one day drive
- Thriving Start-up Community – second highest density of start-ups in North America
- One of Canada’s most innovative regions, with an average of 15 patents granted per 10,000 people (11 times the national average)
- Supportive and collaborative ecosystem with 150+ research centres working together to make an impact and support a risk-taking approach to solving real-world challenges
- The University of Waterloo’s unique IP ownership policies make it easier to transition ideas from experts and students into new products with few barriers

These are guidelines only, we strongly advise that you contact the appropriate specialist in these areas. Exchange rates displayed are based on $1.32 USD to CAD.

Waterloo EDC is the operating name of Waterloo Region Economic Development Corporation. When referenced, Waterloo refers to Waterloo Region.

NOTE: Every effort has been made to ensure the accuracy of the information in this publication at the time of writing, however, the programs referred to and the data cited are subject to change. All figures are in Canadian dollars unless otherwise noted.