

## **REQUEST FOR PROPOSALS**

### **Lobster Technology and Innovation Funding**

#### **1. Introduction**

The Department of Fisheries, Forestry and Agriculture (FFA) aligns the province's natural renewable resources of fisheries, aquaculture, forestry, agriculture and agrifoods and is responsible for supporting the advancement and development of these industries. The Provincial Government works with industry and stakeholders to achieve sustainable economic growth in all sectors for the benefit of the people of Newfoundland and Labrador.

Our fishery is a pillar of our provincial economy and is the backbone for many of our communities. We need to seek new ways to further integrate our fishery in our future economy and ensure that fishing and processing enterprises adopt innovative and modern practices. Furthermore, we need to identify opportunities for adding more value to our fishery resources and diversifying products and markets.

In particular, the Newfoundland and Labrador lobster industry is experiencing immense growth. From 2015 to 2024, lobster landings increased by 263 per cent from 5.7 million pounds to 20.7 million pounds. During that same period, the landed value increased by 345 per cent from \$30.7 million to \$136.6 million.

To ensure that the industry can keep pace with this resource growth, investments in infrastructure and new technology are necessary through the supply chain. Over the past five years, the Atlantic Fisheries Fund (AFF) has supported the lobster industry with almost \$12 million in funding assistance with \$4.4 million for harvesters to invest in on-board handling processes and equipment; and \$7.5 million for buyers and processors to invest in live holding, grading, and processing equipment.

The province is continuing to support innovation and new technology adoption in the lobster industry. FFA is now requesting applications through an NL Lobster Technology and Innovation Request for Proposals.

#### **2. Eligible Applicants**

Eligible applicants include:

- *Commercial*: Registered businesses involved in Newfoundland and Labrador's lobster industry that have legal entities validly incorporated or registered in Canada and have licensed operations in the province.
- *Non-commercial*: industry associations, business development organizations, post-secondary education institutions and other support groups in Newfoundland and Labrador involved in the lobster industry.

### **3. Eligibility Criteria**

Proposed projects must focus on industry-led activities that will advance the NL lobster industry, particularly with respect to optimizing live handling and storage practices that maintain the highest quality and achieve maximum returns for our lobster resource in domestic and international markets.

### **4. Criteria for Evaluation**

This is a competitive process, therefore, all projects that meet eligibility criteria may not necessarily be approved. Leveraging other funding is an asset.

This Request for Proposals does not create any binding obligation upon the Government of Newfoundland and Labrador. In particular, the Department of FFA will have no obligation to approve any application or award any funding in relation to this request for proposals.

Proposals will be evaluated based on criteria including:

1. Level of innovation
2. Benefit to sector
3. Demonstrated employment benefit/impact.
4. Leveraged funding (Applicant contribution and other funding)
5. Timeline for implementation

### **5. Eligible Activities**

Eligible activities span across the full spectrum of the NL lobster value chain (e.g., harvesters, buyers, live shippers, and processors).

Eligible activities may include but are not limited to:

- Acquiring new technology, processes, or equipment to improve quality, efficiency, and sustainability in the growing lobster sector.
- Testing of new lobster harvesting and processing technology.
- Research and development of new innovations and processes to contribute to sustainability of the lobster sector.
- Activities in support of traceability and eco-certification.
- Lobster quality handling training.

### **6. Eligible Expenses**

Eligible expenditures shall include:

- Advanced and innovative harvesting technology
- On board handling and storage systems
- Energy-efficient and environmentally friendly harvesting technology
- Equipment to improve processing efficiencies and storage

- Technology to develop new product lines
- Equipment delivery and installation.
- Incremental salaries
- Travel expenses
- Conference registration
- Consultants
- Incremental wages and salaries (specific to project activities pre-approval is required)
- Bait, crew time, and fuel costs may be considered if testing new technology

The level of support will vary from project to project; leveraging other funding/contributions is an asset. Non-repayable contributions to a maximum of \$100,000 and a rate of assistance of up to 80% depending on level of technology and risk of project.

Eligible expenses must be incurred on or after the date of the application submission. Start dates are on a case-by-case basis; however, all projects must be completed by March 31, 2026.

## 7. How to Apply

Proposals must be submitted no later than **4:00 pm on May 16, 2025**, via email at [lynettepeddle@gov.nl.ca](mailto:lynettepeddle@gov.nl.ca).

For questions or additional information, please contact Lynette Peddle at (709) 729-0118 or by email at [lynettepeddle@gov.nl.ca](mailto:lynettepeddle@gov.nl.ca).

The proposal must be signed by a designated official of the organization.

## 8. Timelines

Activity	Date
Call for Proposals Release	<b>April 8, 2025</b>
Proposal Deadline	<b>May 16, 2025</b>
Projects must be completed by	<b>March 31, 2026</b>