



LOWER COLUMBIA INITIATIVES

ANNUAL REPORT

2018

2018 LCIC Chair Report - A Year in Review

The Lower Columbia Initiatives Corporation met or exceeded all set goals and targets in the fiscal year of 2018. The **metaltech**alley plan continued to build momentum providing a solid platform for regional economic development, job creation, along with attracting worldwide attention. Our area now has a recognizable and widely broadcast brand that's connecting in a meaningful way with the intended foreign target audience.

Our organization's staff and Board Members remain committed to our core strategic goals of business retention, local business expansion, and reaching out across the globe to encourage business attraction to the region. We understand that these three key economic development factors are interlinked and success in one supports growth in the others.

I'm exceedingly proud of our Board and staff and the work that they engage in on daily basis to make our community better. Our inquiries have nearly tripled year over year and our staff has performed above and beyond to accommodate all those interested in helping our area grow. A buzz has been created about what a great place this is to work, live, and play.

I'm quite pleased that over the early months of 2018 we were able to come to agreement with our local political representatives that helped to stabilize our core funding going forward. I believe our collaborative approach, transparency, inclusion, and openness to critical feedback has served our organization well. I feel we are properly aligned with our stakeholders' goals and aspirations related to economic development and I look forward to working with them over the coming years.



The outlook for the foreseeable future appears bright, more and more attention is focusing on our area, and the pace of activity within our organization has not diminished and we anticipate a lot more interest and investment in our area. It really is time to make your play.

Sincerely,

Wes Startup
Board Chair
LCIC

MESSAGE FROM THE EXECUTIVE DIRECTOR

“ 2018 was an incredibly exciting year for the LCIC. With a three-year funding agreement in place the organization focused our efforts on driving economic development initiatives throughout the Lower Columbia region. With our focus on business retention, attraction and expansion the LCIC continues to work with our business community to provide them with the tools and resources they need to ensure their success. This year I think it is safe to say, a lot more people now know who we are and where we are located. This is thanks to the incredibly successful **metaltchalley** strategy and the commitment of our communities to continue to invest in infrastructure making sure our region continues to thrive.

We saw a significant increase in investment inquiries again this year; from expansion opportunities to new business attraction to settlement of new residents, almost 300 different people contacted our office to learn more about the region and how they can be part of it. We saw many new businesses start up in the region and some new faces taking over operations of existing businesses; there is definitely an atmosphere of excitement and entrepreneurship throughout the region.

The **metaltchalley** initiative saw significant successes this year, some of them are highlighted in the report, and will continue to evolve as we push the boundaries of innovation around intelligent material sciences, Internet of Things and Big Data, and global industrial recycling. It is a long-term regional economic development strategy that LCIC will continue lead by fostering growth through a “clustered approach” to economic development. It’s amazing what can be accomplished TOGETHER in such a short time and to think this is just the beginning!



The continued commitment of the business community and our stakeholders has allowed the LCIC the stability to undertake long term economic development strategies for our businesses and residents; we will need it now that we have the lowest unemployment rate in the Province. Some of those strategies include developing a Circular Economy and creating a sustainability plan. These are big tasks but with an amazing Board and staff I am confident we can accomplish almost anything we put our efforts into. I look forward to what 2019 will bring.



Terry Van Horn
Executive Director
Lower Columbia Initiatives Corporation



LCIC OVERVIEW

The Lower Columbia Initiatives Corporation (LCIC), the regional economic development office, is a partnership between the cities of Trail and Rossland, Villages of Warfield, Montrose, and Fruitvale as well as Electoral areas A & B of the Regional District of Kootenay Boundary.



Photo Credits: Brian Findlow

VISION

To be the regional economic development agent that supports and drives growth and prosperity.

LCIC works to develop a creative, dynamic and competitive business environment that fosters economic growth.

LCIC works collaboratively with the businesses within these communities, to develop and implement strategies to strengthen our local economy.

LCIC shares information with potential investors, existing businesses, and other service providers to advance local projects and economic priorities.

MISSION

To drive Economic Development in the Lower Columbia.

LCIC assists existing business and industry to maintain a healthy economic climate, while identifying and pursuing new economic opportunities.

The Lower Columbia Initiatives is committed to a cohesive, comprehensive, region-wide approach to the challenges and opportunities of economic development in the Lower Columbia Region.

VALUES

The LCIC values innovation, creativity, collaboration, partnerships, honesty, trust, respect for diversity and the opinions of others.

LCIC STRATEGIC PRIORITIES

Attract new investment by promoting competitive advantages of existing assets and lifestyle.

Drive economic development by advancing identified opportunities with existing businesses; and leveraging strategic partnerships.

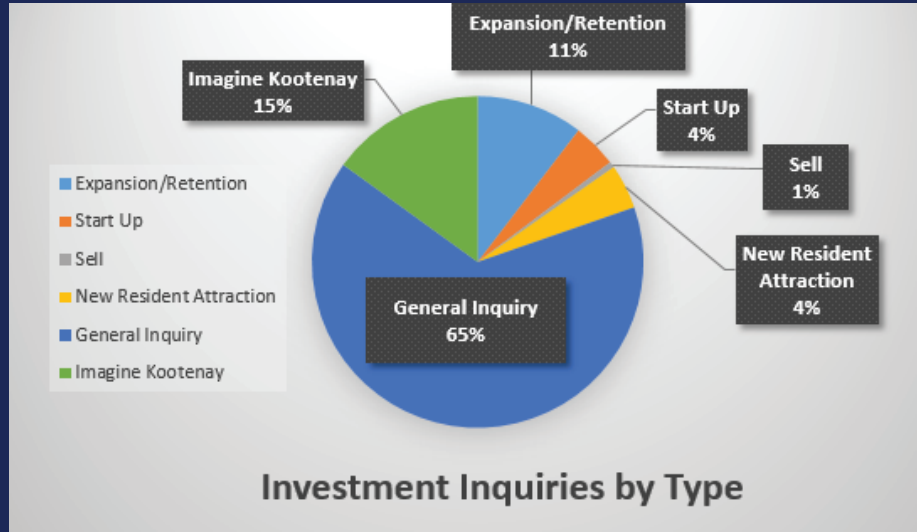
Cultivate expertise through awareness of economic development trends, innovation and best practices.

MEASURABLES

Tracking our progress - how are we doing?

Compared to last year, the number of unique investment inquiries more than doubled - 293 unique inquiries resulted in over 1300 different interactions with investors or new residents looking for site selection and referral assistance. Currently, there are still 10 open investment inquiries that LCIC continues to facilitate.

The Imagine Kootenay website continues to highlight the business opportunities in our region for investors. IK had 35 regional listings posted in 2018 and saw 19,000 visitors which led to 52 investment inquiries and 2 businesses sold. IK also highlights our major employers and current employment opportunities, with over 1.7K job searches in 2018.



\$400K
Funds Leveraged

↑55%
17K
LCIC Website Visits

18.6K
Regional Airport Passengers

↑133%
293
Investment Inquiries

3.1%
Unemployment Rate

POPULATION DISTRIBUTION

Name	2016 Population
FRUITVALE	1,920
MONTROSE	996
ROSSLAND	3,729
TRAIL	7,709
WARFIELD	1,680
KOOTENAY BOUNDARY A	1,891
KOOTENAY BOUNDARY B	1,442
LOWER COLUMBIA	19,367

↑8%
33K
Visitors entered via local borders

↑4%
1035
Business Licenses

↑28%
\$45.7M
Building Permits

↑60%
2488
Jobs Posted at Skills Centre

CURRENT INITIATIVES & PRIORITIES

METALTECH ALLEY: Seeking Sustainability

We will continue to seek economic and environmental sustainability by integrating our existing metallurgical, industrial recycling and technology industry sectors to support commercialization and new innovations in diversifying our economy and attracting new markets and talents.

The Economic Cluster Approach - Playing to Our Strengths

Our region is home to a unique economic cluster of metallurgical and technology sectors, we're building on our strengths by continuing to collaborate with our business community to develop and expand these sectors.

The Circular Economy - Improving Our Industrial Efficiency

Through developing a supply chain management strategy we will achieve stability and security for local industry to source locally as well as identify opportunities to collaborate, innovate and diversify. It's a step towards waste reduction too!

Developing Clean Tech - Achieving a Low Carbon Economy

Over 40% of the province's hydroelectric power is produced in the region, and we continue to push for the development and use of clean technology by local industry for environmental sustainability!

Workforce Development - Fostering Community Growth

To meet employer demand for skilled labour we are focusing on training and diversifying our workforce by providing relevant skills training to the local population in partnerships with educational institutions and other economic development organizations, as well as participating in federal and provincial immigrant attraction programs.

COMPLETED CAPITAL INVESTMENTS

\$1.5M Metallurgical Industrial Development Acceleration and Studies (MIDAS) facility, a sector targeted applied science research and commercialization centre providing downstream metallurgical expertise and digital fabrication lab and business development support.

Josie Hotel at Red Mountain completed construction in November 2018, a \$34M investment.

New integrated Library and Museum in Trail. Completed construction in April 2018, an \$8.4M investment.

Recreation Facility Projects & Investments. \$700K investment by the City of Trail

Trail Regional Airport \$9 M in upgrades to both terminal and runway. Completed in 2017.

Teck Trail Operations completed construction of the Groundwater Treatment Plant, a \$46M investment.

Selkirk College received two NSERC grants for \$2 M each in the last two years!

2019 ECONOMIC OUTLOOK

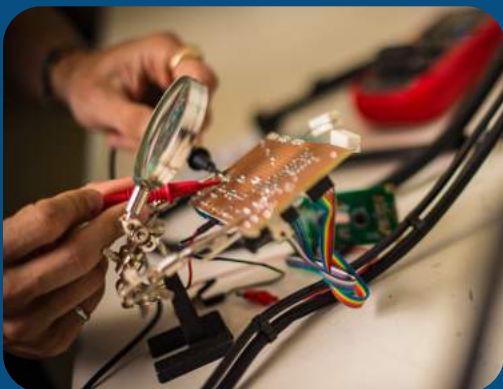
The Lower Columbia region is experiencing a period of significant growth, and this isn't due to luck or a happy accident. Significant investment and collaboration by our

local municipalities and business community is making a difference! The LCIC's economic development work and our **metaltechalley** cluster strategy are also part of this success. The accomplishments of this strategy are numerous and it is recognized provincially as best practice in diversifying our economy and expanding markets. Twenty-four new jobs have been created locally, 15 new companies have relocated to the region, over 300 locals have been trained in digital fabrication and other in-demand skills, and \$5 M in new investments and revenue have been generated. This is significant growth for a rural region.

But this is only the beginning... Some projected upcoming major investments for 2019 include:



Along with growth comes confidence in the economy, which brings other investment. With respect to our current priorities, the LCIC will be tailoring future investment to enhance the metallurgical and technology economic clusters and contribute to the circular economy in the local area. We will also be supporting and promoting the development of clean technology by local industry. To ensure that our communities can take advantage of this growth, we will continue to work with our partners to provide relevant training for in-demand skills. As regional communities continue to work together to drive economic development, we predict further economic growth and exciting times ahead for next year and beyond!



\$174 M New Acid Plant at Teck Trail Operations.

Teck Metals Trail Operations is the world's largest fully integrated zinc and lead smelting and refining complexes.

\$225 K i4C Innovation Centre Wastewater Sensor Testing Lab Facility

i4C Innovation Inc. is a technology integrator that designs and implements complex industrial solutions in collaboration with technology partners.

\$3.5 M Planned Utilities Projects & Investments in Recreational Facilities in Trail

The City of Trail is making significant infrastructure investments including the demolition of the Union Hotel in the downtown which will open up 3 prime lots for future development as well as undertaking a study regarding a second access road to the regional hospital.

\$41 M Kootenay Boundary Regional Hospital Upgrades

Emergency department upgrades and improvements to the pharmacy and a new ambulatory care unit are underway.

\$2 M Fenix Advanced Materials New Markets Expansion

Fenix Advanced Materials Inc. is a clean technology company specializing in the manufacturing of ultra-high purity (UHP) metals that sells a variety of UHP metals for use in the Solar Energy, Telecommunications, and Commercial & Military Infrared markets.

\$4 M Investment in ThoughtExchange for Service Development

Rosland based company, Thoughtexchange, provides community intelligence software empowering leaders to surface answers to open-ended questions in real-time.

metaltechalley

Trail, British Columbia, CANADA

Timing is everything.

LCIC STAFF

With a staff of three, the LCIC Economic Development Team is governed by a Board of eleven Directors who can respond quickly to new opportunities, in turn facilitating exciting economic development initiatives in the region.

Our Board of Directors are from throughout the Lower Columbia Region and each one holds an array of expertise that comes from a vast variety of professional backgrounds. Each board member shares a dedication to a collaborative and regional approach to economic development in the Lower Columbia.



Terry Van Horn
Executive Director



Rebecca Richards
Executive Assistant



Jacomien Van Tonder
Project Coordinator

THE LCIC TEAM

2018 BOARD OF DIRECTORS



Wesley Startup
Chair



Scott Weatherford
Vice Chair



Don Thompson
Director



Ingrid Hope
Director



Jordan Strobel
Director



Keith DeWitt
Director



Michele Cherot
Director



Mark Morrison
Director



Thompson Hickey
Director



Dan Ashman
Director

CONTACT TERRY

 (250) 364-6461

 www.lcic.ca

 1355 Pine Ave, Trail BC, V1N 4E7

Lower Columbia
Initiatives
Economic
Development

