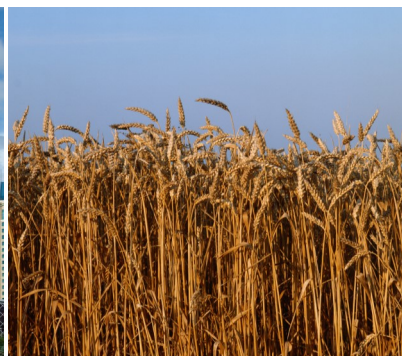
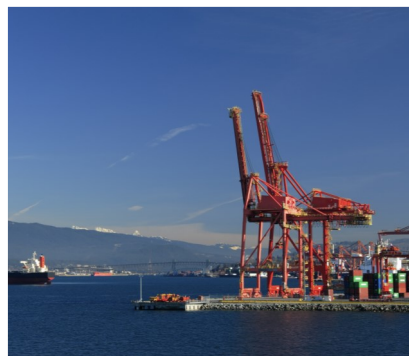




WEST AT A GLANCE – SEPTEMBER

OCTOBER 2016



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PROVINCIAL GOVERNMENT DEVELOPMENTS - SEPTEMBER

British Columbia

- **BC initiates new Clean Infrastructure Royalty Credit Program** – As part of BC's Climate Leadership Plan, the provincial government has announced a Clean Infrastructure Royalty Credit [Program](#). The program aims to attract new private sector funding for clean technologies that will reduce greenhouse-gas emissions linked to the exploration and production of BC's oil and gas resources. Companies may submit a request for credits that will support projects aimed at reducing methane emissions from their current operations. Up to \$20 million in royalty credits are available this year.
- **BC government releases new forest sector competitiveness agenda** – The BC Ministry of Forests, Lands and Natural Resource Operations has released a new forest industry [strategy](#) aimed at addressing three key goals: healthy, resilient forests; a diverse, globally competitive industry; and, stable communities and First Nations. The *Strong Past, Bright Future: A Competitiveness Agenda for British Columbia's Forest Sector* identifies challenges that may undermine the industry's ability to compete, including reduced fibre supply and rising operational costs as a result of the Mountain Pine Beetle infestation and increasing market uncertainty. Key actions to be taken include restoring the timber supply, improving data on timber and forest health, promoting new technologies, expanding market and product diversity, maximizing waste utilization, supporting resource-dependent communities, and enhancing First Nations' participation in the sector, including through skills training.
- **BC and State of Washington to create Cascadia Innovation Corridor** – On September 20, 2016, BC signed a [Memorandum of Understanding](#) with the State of Washington affirming a common interest in developing regional economic opportunities for innovation in the technology sector. Government and business leaders are collaborating on the creation of the Cascadia Innovation Corridor to encourage innovation and collaboration to help grow the high-tech, life sciences, cleantech, and data analytics industries across the border.
- **BC Budget 2016 fiscal update** – The BC government has released the first [fiscal update](#) to its 2016 budget. It forecasts property transfer taxes to generate \$2.2 billion this year, a large increase from the spring prediction of \$1.2 billion. This increase leaves BC with a predicted first quarter budget surplus of approximately \$2 billion. BC plans to use the extra revenue to pay down its debt and contribute to the BC Prosperity Fund, which was to be capitalized by liquefied natural gas revenues. BC's real GDP is forecast to grow by 2.7 percent in 2016, up 0.3 percent from Budget 2016, followed by growth of 2.2 percent in 2017.

Alberta

- **Initial approval of three new oil sands developments** – The Government of Alberta has approved proposals for three new [oil sands developments](#), representing \$4 billion of potential investment, 95,000 barrels per day of production, and 2.5 megatonnes of greenhouse gas emissions. The proposals include the Blackpearl Resources Inc. Blackrod oil sands steam-assisted gravity



PROVINCIAL GOVERNMENT DEVELOPMENTS - SEPTEMBER (CONTINUED)

drainage (SAGD) development, Surmont Energy Ltd.'s Wildwood SAGD development, and the Husky Saleski oil sands development, all located within 200 km of Fort McMurray. The approval of the three proposals follows a technical review by the Alberta Energy Regulator (AER). Project proponents still need to make final investment decisions and work with the AER to acquire specific licenses and approvals in order to comply with environmental legislation.

- **Alberta appoints Climate Technology Task Force** – The Alberta government has appointed a new Climate Technology [Task Force](#), chaired by retired Suncor executive Gordon Lambert, to provide recommendations on investing in climate technology research and innovation. The task force will engage with academia, business, government, and not-for-profit organizations through meetings in Calgary, Edmonton, Grande Prairie, and Lethbridge in October. A written report to the Government of Alberta will be provided at the end of November summarizing findings of stakeholder engagement, and providing a recommended approach for a provincial Climate Change Innovation and Technology Framework.
- **Alberta announces renewable energy target** – As part of its Climate Leadership Plan, the Government of Alberta announced its support for 5,000 megawatts of additional renewable energy capacity through the Renewable Electricity Program, run by the Alberta Electric System Operator. This is the next step to achieve its [target](#) of 30 percent renewable electricity generation by 2030. Eligible projects must be based in Alberta, be new or expanded, be five megawatts or greater in size, and meet the Natural Resources Canada definition of renewable sources. The government estimates that clean energy projects will inject \$10.5 billion into the provincial economy and create 7,200 jobs in the next 15 years.
- **Alberta Self-employment Training Program** – The Government of Alberta has allocated \$1.9 million, in partnership with the Government of Canada, towards a Self-Employment training [program](#). The program will provide entrepreneurs with formal instruction in business plan development, business counselling, and coaching and guidance for up to 26 weeks, with the expectation that participants will operate their own business on a full-time basis at the end of the program. Local support will be made available in Edmonton, Calgary, Lethbridge and other parts of the province.
- **Alberta minimum wage officially amended** – The Government of Alberta has amended the Employment Standards [Regulation](#) to include a gradual increase in the provincial minimum wage. Starting October 1, 2016, the minimum wage will be set at \$12.20 per hour, rising to \$13.60 per hour in October 2017 and \$15.00 per hour in October 2018.
- **Community and Regional Economic Support Program** – The Government of Alberta's new \$30 million Community and Regional Economic Support ([CARES](#)) program will fund locally developed projects that promote long-term economic growth and diversification in the province. The funding over two years includes \$26.45 million for eligible communities, regions, municipalities and organizations, \$2.2 million for Regional Economic Development Alliances, \$600,000 for four Rural Alberta Business Centres, and \$750,000 for the Regional Municipality of Wood Buffalo to support the Back to Business Resource Centre and Fort McMurray business recovery expos. The first of three grant application intakes will begin on October 1, 2016.
- **New federal infrastructure funding programs** – The Governments of Canada and Alberta have announced a bilateral [agreement](#) providing more than \$1.08 billion in funding under the Public Transit Infrastructure Fund and the Clean Water and Wastewater Fund. The Government of Canada is providing up to 50 percent of funding, with the province and municipalities providing the remainder. The funding is part of the first phase of the federal government's \$120 billion, ten-year plan to support public infrastructure across Canada. Funding has been made retroactive to April 1, 2016 to allow projects to begin construction quickly.

Saskatchewan

- **Premier Wall to promote province's export strengths in Asia** – On September 17, 2016, Premier Brad Wall embarked on a [trade mission](#) to China and South Korea to showcase the province's global strengths in food, fuel and fertilizer. The 11-day tour aimed to attract new trade and investment to the province and develop new opportunities for Saskatchewan's agricultural and uranium exports in Asia. Saskatchewan's overall exports to China have doubled in the last five years, reaching a value of \$3.4 billion in 2015, while exports to South Korea in 2015 were valued at \$104 million, up from \$86 million in 2014.
- **Funding for infrastructure projects** – The Governments of Canada and Saskatchewan have partnered to provide \$237 million in funding for [infrastructure projects](#) across the province, under two new federal programs - the Clean Water and Wastewater Fund and the Public Transit Infrastructure Fund. Funding will provide Saskatchewan residents with safe water, reliable wastewater systems, and high quality transit systems. The Government of Canada is providing up to 50 percent of funding, with the province and municipalities providing the remainder.



PROVINCIAL GOVERNMENT DEVELOPMENTS - SEPTEMBER (CONTINUED)

- **SaskPower's solar plan to power 12,000 homes by 2021** – [SaskPower](#), a provincial Crown Corporation and the principal supplier of electricity in Saskatchewan, plans to add 60 megawatts of solar power to the province's electricity grid by 2021, enough to power up to 12,000 homes. The projects will be delivered by communities, First Nations groups, and private vendors. Environmentalists in the province view this move as a positive step towards more solar projects in the future to capitalize on Saskatchewan's abundant sunlight to produce electricity.

Manitoba

- **Premier speaks to Southern Chiefs** – Premier Brian Pallister [reiterated](#) Manitoba's commitment to building a productive relationship with provincial Indigenous leaders at their annual assembly on September 14, 2016. The premier committed to initiating discussions with the federal government and Manitoba First Nations to enable a quicker resolution of treaty land claims. Faster resolutions would allow Manitoba First Nations to move forward with their urban economic development zones in communities throughout the province.








NEWS AND OPINIONS HIGHLIGHTS - OCTOBER

- **Alberta Technology Deal Flow Study** – Alberta Enterprise Corporation has released a [study](#) on the technology deal flow landscape in Alberta. Deal flow is used as an indicator of the overall health of the technology ecosystem and is defined as the stream of private business venture investment opportunities sought by venture capital, angel, and other investors for the purpose of making a return. The study finds that there are 1,373 technology companies headquartered in Alberta, an increase of 48 percent since 2012. Of the 927 technology companies identified in 2012, about half are still operating today. Approximately 54 percent of companies are involved in software development, 12 percent in life sciences, and eight percent in clean technologies. Companies surveyed for the study indicated multiple sources for funding including personal savings (78 percent), government grants (50 percent), and family and friends (46 percent). Angel investor funding was reported by 38 percent of respondents, while venture capital investments were reported by only 13 percent.
- **Treaty alliance against oil sands expansion** – A coalition of 50 First Nations and Tribes from Canada and the northern United States have signed a treaty to jointly oppose proposals to build pipelines carrying crude oil from Alberta's oil sands. Projects named in the treaty include Kinder Morgan's Trans Mountain pipeline; TransCanada's Energy East and Keystone XL pipelines; and Enbridge's Northern Gateway, Alberta Clipper, and Line 3 pipelines. The group advocates for collaboration with Canadians and all levels of government in creating a clean, just and sustainable economy. The group also plans to oppose tanker and rail projects in their respective territorial lands and waters.
- **Gold mine reopens in Manitoba** – Klondex Mines Ltd. is putting its True North gold mine near Bissett, 235 km northeast of Winnipeg, back into full production. The company will begin processing ore at the mill in October. Klondex has hired 200 people, and expects to invest between \$15 to \$25 million into operations annually and produce between 45,000 and 65,000 ounces of gold. The mine (formerly known as Rice Lake) was closed in June 2015 after previous owner San Gold Corp. filed for creditor protection. Klondex purchased the property in January 2016 for \$32 million.
- **PotashCorp and Agrium merge** – Potash Corporation of Saskatchewan and Agrium Inc. of Calgary have agreed to merge in a deal that would create a global agricultural giant worth an estimated US\$36 billion. The merger brings together Saskatoon's Potash Corp extensive fertilizer mines with Agrium's global direct-to-farmer extensive retail network to create the world's largest producer of potash by capacity and the second largest producer of nitrogen fertilizer, with operations in 18 countries and more than 20,000 employees globally. The registered head office of the new merged company will be in Saskatoon, with Canadian corporate offices in both Calgary and Saskatoon.
- **BC Assembly of First Nations and Business Council of BC sign MOU** – The BC Assembly of First Nations and the Business Council of BC have signed a Memorandum of Understanding (MOU) recognizing significant mutual economic opportunities, and committing to the pursuit of shared economic prosperity based on trust, transparent decision-making, respect, and shared knowledge. The agreement lays the groundwork for economic reconciliation between First Nations and business interest from across the province. The MOU will see the creation of a "Champions' Table," where leaders from First Nations and businesses will meet to explore opportunities, identify barriers, and discuss policy approaches.
- **Federal government approves Pacific NorthWest LNG project, with conditions** – The federal government has approved the Pacific NorthWest LNG (liquefied natural gas) project, subject to 190 conditions. The project, primarily backed by Petronas, a state-owned Malaysian oil and gas company, would see a liquefaction facility and export terminal built on Lelu Island near Prince Rupert, BC, at a cost of approximately \$11.4 billion. Further upstream investments in related pipeline and gas extraction infrastructure would bring the total cost of the project closer to \$36 billion. The proposal has seen opposition from First Nations and environmental groups primarily concerned with the potential impact on salmon habitat and increases in greenhouse gas emissions. Many of the federal government's 190 conditions pertain to these concerns, including a cap on greenhouse gas emissions nearly 20 percent below what was initially proposed. It is now up to Petronas and its partners to make a final investment decision on the project.
- **Western Feedlots Ltd. to idle operations** – Western Feedlots Ltd., one of Canada's largest cattle feeder operations with three sites in Alberta, has announced it will voluntarily wind down cattle ownership and cattle feeding operations at all its feed yards in early 2017. The company cited a high risk/low return environment in cattle ownership as the main reason for the decision, Western Feedlots Ltd. was founded in 1958 and accounts for 4 percent of Canada's feed slaughter. It has a 100,000 head capacity and is considered a leader in the feeding industry due to its efficient production system. Alberta is home to over 140 feedlots, with a capacity of 1,338,900 head as of January 1, 2016. Feedlots provide a finishing diet to cattle, helping them to rapidly gain body fat and muscle prior to slaughter.



KEY ECONOMIC INDICATORS - SEPTEMBER

	 British Columbia	 Alberta	 Saskatchewan	 Manitoba	 Canada	Last Update
Gross Domestic Product						
Real GDP¹ (2007 \$billions, forecast)	\$214	\$292	\$58	\$55	\$1,673	2016 (f)
% ch. from year earlier	3.0%	-2.0%	0.2%	2.1%	1.5%	
Labour Market						
Employment (SA, thousands)	2,386	2,251	569	634	18,050	Aug-16
Change from previous month	-6.6	2.7	-0.4	-2.4	26.2	
% ch. from previous month	-0.3%	0.1%	-0.1%	-0.4%	0.1%	
% ch. from year earlier	3.1%	-2.3%	-0.8%	-0.3%	0.4%	
Unemployment Rate (SA, %)	5.5%	8.4%	6.3%	5.9%	7.0%	Aug-16
percentage points from previous month	-0.1	-0.2	0.0	-0.3	0.1	
percentage points from year earlier	-0.7	2.3	1.5	0.2	0	
Regular EI beneficiaries (SA)	55,860	99,320	19,980	15,190	575,160	Jul-16
Change from previous month	4580	18,980	3590	100	24,420	
% ch. from previous month	8.9%	23.6%	21.9%	0.7%	4.4%	
% ch. from previous year	1.0%	86.5%	40.3%	7.4%	4.9%	
Average weekly earnings	\$915.49	\$1,119.24	\$974.44	\$888.13	\$954.61	Jul-16
Change from previous year	\$1.36	-\$18.07	\$10.08	\$2.26	\$1.04	
Prices						
CPI (y/y)	2.0%	0.7%	0.7%	1.1%	1.1%	Aug-16
CPI (y/y) previous month	2.1%	0.7%	1.1%	1.5%	1.3%	Jul-16
Consumers and Business						
Retail Sales (SA, \$millions)	\$6,256	\$6,059	\$1,550	\$1,574	\$44,139	Jul-16
% ch. from previous month	0.9%	-0.8%	-3.3%	-0.9%	-0.1%	
% ch. from previous year	6.3%	-5.0%	0.0%	2.0%	1.8%	
Manufacturing Sales (SA, \$millions)	\$3,791	\$5,140	\$1,120	\$1,335	\$50,672	Jul-16
% ch. from previous month	2.2%	-1.5%	-3.6%	-3.1%	0.1%	
% ch. from previous year	4.0%	-11.3%	-4.3%	-5.2%	-2.6%	
Building Permits (SA, \$millions)	\$981	\$951	\$158	\$230	\$6,470	Jul-16
% ch. from previous month	-4.8%	7.4%	-44.3%	17.6%	0.8%	
% ch. from previous year	-14.9%	-31.7%	-44.5%	25.5%	-10.0%	
Housing Starts (SAAR, thousands)	35	20	7	5	182	Aug-16
% ch. from previous month	-10.4%	-22.3%	11.9%	-38.5%	-6.3%	
% ch. from previous year	29.3%	-42.2%	51.7%	0.5%	-14.7%	
International Trade						
Merchandise Exports (\$millions)	\$3,282	\$6,080	\$2,166	\$1,059	\$35,653	Jul-16
% ch. from previous month	6.0%	-1.2%	7.8%	-5.0%	-7.4%	
% ch. from previous year	4.8%	-28.0%	-18.3%	3.1%	-11.3%	
Merchandise Imports (\$millions)	\$4,256	\$1,882	\$797	\$1,468	\$41,847	Jul-16
% ch. from previous month	2.3%	-5.4%	-2.1%	-15.8%	-9.3%	
% ch. from previous year	-2.8%	-22.3%	-5.0%	-19.4%	-7.2%	
Demographics						
Population (estimate)	4,720,932	4,249,842	1,146,655	1,308,912	36,155,487	Q2 2016
% ch. from previous year	1.0%	1.8%	1.4%	1.5%	1.1%	
Largest Cities (CMAs)	Vancouver (2,504,340)	Calgary (1,439,756)	Saskatoon (304,975)	Winnipeg* (793,428)		2015
	Victoria* (365,291)	Edmonton* (1,363,277)	Regina* (241,422)			

* Provincial Capital

¹ Real GDP at basic prices, forecast (Conference Board of Canada Provincial Outlook Spring 2016)

SA - Seasonally adjusted

SAAR - Seasonally adjusted at annual rates

Sources: Statistics Canada and Conference Board of Canada



UPCOMING EVENTS

Event	Description	Location	Date
British Columbia			
Moving TransLink Forward: 6 Months of Progress	The Vancouver Board of Trade will host Kevin Desmond, President and CEO of TransLink, for a keynote address.	Vancouver, BC	October 13, 2016
WE FOR SHE: Championing the Next Generation	The Vancouver Board of Trade will host one of North America's largest gatherings of women's organizations, companies, business leaders, advocates, and young women to focus on the economic impact of women in the province of BC.	Vancouver, BC	October 14, 2016
Tackling Canada's productivity gap: It starts with entrepreneurs	The Vancouver Board of Trade will host Michael Denham, President and CEO of the Business Development Bank of Canada, for a keynote address.	Vancouver, BC	October 17, 2016
Not easy being green: How BC is reducing emissions and growing the economy	The Vancouver Board of Trade will host BC Minister of Environment Mary Polak for a keynote address on her Ministry's top priorities and the new Climate Leadership Plan	Vancouver, BC	October 20, 2016
2016 Vancouver Island Economic Summit	The Vancouver Island Economic Alliance will host its annual Economic Summit.	Nanaimo, BC	October 26-27, 2016
BC Business Summit 2016	The Business Council of BC will host its annual BC Business Summit. This year's event is entitled, <i>BC 2035: A Vision for Economic Growth and Prosperity</i> .	Vancouver, BC	November 1, 2016
Western Innovation Forum 2016	The Canadian Association of Defence and Security Industries (CADSI) will host a conference aimed at connecting Western Canada's aerospace, marine, defence and security industries to investment, partnership and business opportunities.	Vancouver, BC	November 8-9, 2016
Growing the Future Together: BC Agrifood and Seafood Conference	The Province of BC will host an agrifood, seafood, and food processing sector conference, including producers, processors, retailers, institutional purchasers, transporters and agritech suppliers.	Kelowna, BC	November 14-15, 2016
The New U.S. President: What it means for Canada	The Vancouver Board of Trade will host this event featuring Gary Doer, Former Ambassador of Canada to the United States, and Gordon Giffin, Former United States Ambassador to Canada.	Vancouver, BC	November 18, 2016
Housing in Canada and the Imaginary City: Addressing Vulnerabilities, Data Gaps and Affordability	The Vancouver Board of Trade will host Evan Siddall, President and CEO of Canada Mortgage and Housing Corporation, for a keynote address.	Vancouver, BC	November 30, 2016
Alberta			
The Pipeline Gridlock Conference	The Indian Resource Council is hosting a forum for industry, government, and Indigenous leaders to discuss challenges facing the pipeline industry and opportunities for Indigenous involvement in determining solutions.	Calgary, AB	October 3-4, 2016
CERI 2016 Electricity Conference, The Canadian Electricity Sector at a Crossroads: Exploring Alternative Paths	The Canadian Energy Research Institute (CERI)'s 2016 Electricity Conference will focus on challenges and opportunities faced by Canada's electricity sector over the next three decades, including greenhouse gases, technological developments, and uncertain fuel prices and environmental regulations.	Calgary, AB	October 3-4, 2016
Economic Society of Northern Alberta (ESNA)	ESNA's monthly lunch hour speaker's series, featuring the Hon. Amarjeet Sohi, Minister of Infrastructure and Communities.	Edmonton, AB	October 11, 2016



UPCOMING EVENTS (CONTINUED)

Event	Description	Location	Date
Calgary Energy Roundtable	A private sector forum founded by the Canada Europe Roundtable for Business that discusses Canada's energy sector in the context of domestic and international oil and gas markets.	Calgary, AB	October 12, 2016
FDI Canada Forum	A conference exploring foreign direct investment (FDI) opportunities and policies in the context of the Canadian marketplace.	Calgary, AB	October 18-19, 2016
Startup Edmonton Launch Party	Startup Edmonton will hold its third annual Edmonton Startup Week, featuring five days and more than 20 events dedicated to Edmonton's startup community.	Edmonton, AB	October 20, 2016
ACAMP Seminar Series Presents: Autonomous Systems for Transportation	This seminar series aimed at Alberta's innovation community will provide information on Autonomous Systems for Transportation, new developments in the industry, and enable networking opportunities.	Calgary, AB	October 25, 2016
Clean Tech – What does the future hold?	A breakfast discussion held by the Leduc-Nisku Economic Development Association on opportunities in clean technology and how companies can get involved to provide services, support and manufacturing in this industry.	Leduc, AB	October 26, 2016
Women Building Extraordinary Futures	Hosted by Women Building Futures (WBF), this event will feature the launch of WBF's new Strategic Plan, acknowledge WBF supporters, and celebrate the impacts of the outgoing President and CEO, JudyLynn Archer.	Edmonton, AB	October 27, 2016
ASTech Awards	The 2016 ASTech Awards, held in conjunction with the Next Gen Innovators Showcase, highlight innovative projects in science and technology, as well as start-ups and science fair students.	Edmonton, AB	October 28, 2016
Petrochem Canada 2016 Conference	A conference providing insights into Canada's competitive advantage on the global petrochemical stage.	Edmonton, AB	November 1-2, 2016
Unmanned Systems Canada 2016 Annual Conference	A conference bringing together industry, government, military and academia to promote the education and innovation of unmanned systems for use in air, land, and sea.	Edmonton, AB	November 1-3, 2016
Indigenous Innovation Summit	A summit bringing together Canada's social innovators, entrepreneurs and Indigenous leaders to share ideas and build new fields of innovation.	Edmonton, AB	November 7-9, 2016
Calgary Economic Development's 2017 Economic Outlook	A presentation by the Chief Economist of ATB Financial, Todd Hirsch, and the Chief Economist of the Conference Board of Canada, Glen Hodgson, on the global, national, regional, and local economic forecasts for 2017.	Calgary, AB	November 8, 2016
Startup Calgary Launch Party	Startup Calgary's annual Launch Party will introduce technology startups that have demonstrated product market fit and an ability to attract users or generate revenue.	Calgary, AB	November 17, 2016



UPCOMING EVENTS (CONTINUED)

Event	Description	Location	Date
Aboriginal Connections	Hosted by the Canadian Council for Aboriginal Business and the Alberta Enterprise Group, this keynote address will provide an opportunity for business leaders across western Canada to learn from the experiences of Fort McKay First Nations Chief, Jim Boucher.	Calgary, AB	November 23, 2016
Creating the New Alberta Vision & Leadership Convention	A convention featuring panelists from 18 Alberta industries and professions, including agriculture and food processing, transportation and logistics, health and biotech, tourism, manufacturing and export, and environment and cleantech, sharing innovative business ideas.	Red Deer, AB	November 26, 2016
Saskatchewan			
Pulse a Palooza – A celebration of the International Year of the Pulses 2016	The United Nations Food and Agriculture Organization has designated 2016 as the International Year of the Pulses. Saskatchewan has been playing an ever-larger role in feeding pulses to the world, currently providing 30 to 40% of global pulses.	Saskatoon, SK	October 5, 2016
Community Futures 10th Annual Women's Workshop	The theme of this year's workshop is "Volunteering in your community – making your community a better place to live."	La Ronge, SK	October 6, 2016
First Nations Land Governance and Economic Development Conference	A national land governance and economic development conference hosted by Saskatchewan First Nations Groups. Discussions will revolve around land use planning, successful joint ventures, and sustainable community development by First Nations. WD Saskatchewan Region A/ADM is a guest speaker.	Saskatoon, SK	October 11-13, 2016
9th Women in Leadership Conference	Features well known speakers from Saskatchewan who will talk about a host of topics ranging from adapting to transformation, striving for goals and knowing when to listen. The keynote speaker will be the Saskatchewan Minister of Central Services, the Hon. Christine Tell.	Regina, SK	October 13, 2016
Premier Brad Wall Address to the Regina Chamber of Commerce	Premier of Saskatchewan, Brad Wall, will deliver a talk on a Saskatchewan plan to fight climate change as part of this Luncheon series.	Regina, SK	October 18, 2016
STEP 2016 Trade Conference and 20th Anniversary	This conference is an opportunity for Saskatchewan exporters to network and learn about current trade activity and discuss the challenges and strengths facing them in today's global marketplace.	Regina, SK	October 18-19, 2016
ABEX Awards 2016	This year, the Saskatchewan Chamber of Commerce is celebrating the 33rd anniversary of the Achievement in Business Excellence (ABEX) Awards. The event celebrates the brightest and best in Saskatchewan's business community.	Saskatoon, SK	October 22, 2016
Economic Developers Association of Canada 48th Annual Conference	This event is titled "Change Agents". The main topic is Economic Diversification: Strategies for Revitalizing Local Economies.	Saskatoon, SK	October 22-25, 2016



UPCOMING EVENTS (CONTINUED)

Event	Description	Location	Date
Science, Technology, Innovation and Collaboration Awards (STIC)	The STIC Awards celebrate the brightest minds in the Saskatoon Region and honours the people, projects, and products that contribute to Saskatoon's world-class science and technology cluster.	Saskatoon, SK	November 16, 2016
Canola Industry Meeting and Canola Innovation Day	The event is for delegates to hear researchers and industry experts discuss the latest developments in the growing canola industry and recent developments in canola genomics.	Saskatoon, SK	November 30-December 1, 2016
Manitoba			
23rd Annual Council for the Advancement of Native Development Officers (Cando) National Conference	The conference includes Cando's annual meeting and will focus on partnerships for prosperity: Change, Collaboration and Opportunity.	Whitehorse, Yukon	October 3-6, 2016
Manitoba Association of Business Economics (MABE) Economic Outlook Conference	The conference includes an overview of national, provincial and local economic conditions combined with focused sessions on Indigenous Economic Growth, downtown development and consolidation in the agricultural sector.	Winnipeg, MB	November 3, 2016
Canadian Space Society Annual Summit	Summit 2016 brings together academia, industry, and the public. The theme "At the Centre of It All" will focus on the unifying factors that bring Canada, and the rest of the world, together within the space industry.	Winnipeg, MB	November 14-15, 2016
Western Business Outlook	The Conference Board of Canada hosts the Western Business Outlook – Manitoba.	Winnipeg, MB	November 24, 2016

Western Economic Diversification Canada

The role of Western Economic Diversification Canada (WD) is to improve the long-term economic competitiveness of Western Canada by supporting programs and services that enhance innovation, business development, and community economic development. In addition, the department undertakes policy, advocacy and coordination activities in order to advance the interests of Western Canada in national economic decision-making.



SPOTLIGHT: LIFE SCIENCES IN WESTERN CANADA

Life sciences is a broad sector that includes everything from hospitals and health clinics to pharmaceutical makers and agricultural biotechnology companies. The highest-growth areas include the development of new drugs advanced medical devices, particularly biopharmaceuticals,¹ and agriculture and agri-food research, such as developing new crop varieties and improving livestock health.

Like other high-tech industries, the innovative life sciences sector is dominated by small, high-growth firms and faces challenges in obtaining access to capital and talent.² Many firms look to the larger American market for funding and customers. For pharmaceutical startups, the multi-stage testing process makes it easier to secure investments according to their level of product development, but also means investors face longer timelines before they start seeing returns. Since these small companies lack the sophisticated apparatus needed to commercialize a new pharmaceutical; licensing deals and strategic partnerships are especially important for them.



Western Canada

Western Canadian firms brought in 22 percent of Canada's life science revenue in 2016, totaling \$4.2 billion. Every western province has its own unique capacities and specializations, defined by their particular array of research activities, flagship companies, and innovation ecosystems. Western life science clusters are active in a wide variety of fields, developing and commercializing innovative drugs, medical devices, crop varieties and agronomic technologies.

British Columbia

BC's life sciences sector earned \$1.9 billion in 2015. The province is the largest exporter of medical devices in Western Canada. Its biggest life science company is Stemcell Technologies, a manufacturer of specialized cell culturing products that started in 1993 with a loan from Western Economic Diversification (WD) and now employs more than 800 people. Eighteen public life sciences companies in BC have over \$1 million in annual revenues, and of those, three earn more than \$200 million: Novilion Therapeutics (formerly QLT), specializing in developing vitamin A analogues to treat inherited retinal diseases; Angiotech Pharmaceuticals, which combines medical devices with pharmaceuticals to make drug-device combinations; and Medical Imaging Group, a medical imaging company.³

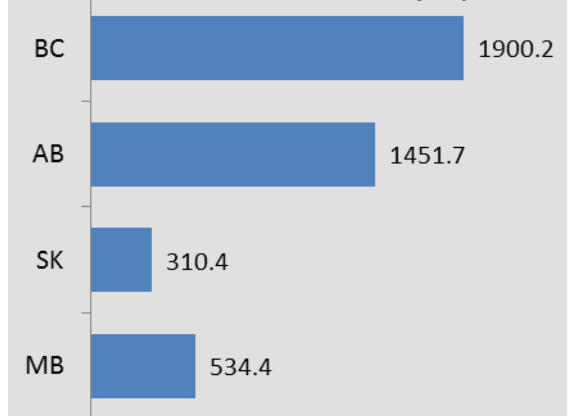
BC also hosts non-profits serving the life sciences sector. The Michael Smith Genome Sciences Centre, at the BC Cancer Agency, is the highest-capacity

1. Biopharmaceutical drugs, also known as biologics, are derived from biological sources, like animals, plants, bacteria and viruses; well-known examples are vaccines and insulin. Biologics are usually much more complex than conventional chemically-synthesized drugs.
2. Canadian Life Sciences Industry Forecast 2013, BC Life Sciences Economic Impact Report 2015, BioAlberta 2015 State of the Industry report
3. BC Life Sciences Economic Impact Report 2015

Did you know...?

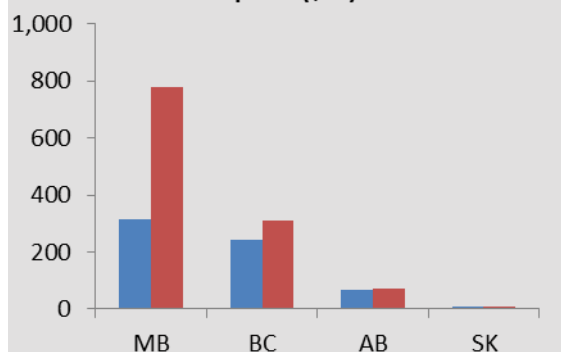
- In 2015, the western Canadian life sciences industry earned \$4.2 billion in revenue, 80 percent of which came from Alberta and British Columbia.* By comparison, Quebec's industry earned \$5.3 billion in the same year, and Ontario's earned \$8.4 billion.

Life science revenue, 2015 (\$M)



- Exports of western Canadian pharmaceuticals and medical equipment totalled \$1.2 billion in 2015, 83 percent more than in 2014.†

Life science exports (\$M) ■ 2014 ■ 2015



* Statistics Canada, custom calculations.
† ISED, Trade Data Online.



SPOTLIGHT: LIFE SCIENCES IN WESTERN CANADA (CONTINUED)

gene sequencing facility in Canada, contributing to genetics research in health, agriculture, and the environment. The University of British Columbia has commercialized over 80 life sciences technologies through partnerships and licensing with corporate partners, and fostered 94 spinoff companies, including QLT.¹

Alberta

Alberta is home to a growing life sciences sector, specializing in medical technology, health biotechnology, and pharmaceuticals. Edmonton-based Fedora Pharmaceuticals conducted the largest biotechnology licensing deal in Canadian history in 2015, when it licensed a new antibiotic to be produced by Roche and Meiji Seika Pharma. Medical devices is a key area of growth, represented by firms like Innovative Trauma Care, a WD Western Innovation (WINN) Initiative recipient that markets a surgical clamp developed for field use, and NanoSpeed Diagnostics, another WINN recipient which developed a fingerprick test for vitamin D levels.

Genome Alberta is a publicly-funded not-for-profit that conducts genomics research, including proteomics and bioinformatics. Several companies have spun off from the University of Alberta, particularly in the emerging field of metabolomics, and the university also hosts research centres focused on biorefining, human nutrition, dairy, poultry, and swine. Research at the University of Calgary has given rise to companies like Calgary Scientific, a medical-imaging company and WINN recipient, and Lubris BioPharma, which develops synthetic lubricants to treat eye disorders.



Saskatchewan

Saskatchewan has leveraged its traditional strength in agriculture into expertise in new crop development and livestock science. For example, Prairie Plant Systems is a mature biopharmaceutical and biotechnology company, and Agrisoma Biosciences develops and exports a proprietary oilseed variant for use in biofuel feedstock.

The University of Saskatchewan hosts the Canadian Light Source (CLS) and the Saskatchewan Centre for Cyclotron Sciences, which together make medical isotopes and enable research on nuclear medicine; the Centre was funded through WD's Western Diversification Program. Also on campus are the Canadian Wheat Improvement program, which develops new wheat varieties, and the International Vaccine Centre, one of North America's largest BSL-2 and BSL-3 laboratories. Illustrating the way technology clusters reinforce one another, the CLS is also conducting research into agricultural applications for its isotopes, and the Vaccine Centre is the only facility in Canada with BSL-3 capability to study large-animal infectious diseases. In addition, the University of Saskatchewan has given rise to a number of innovative small businesses, such as Metabolix Oilseeds and Quantum Genetix.

Manitoba

Manitoba exported nearly \$800 million of medicine in 2015, the most of any western province and the third-most in Canada.² The province's most prominent drug company is Valeant Pharmaceuticals, whose principal North American manufacturing plant is located in Steinbach. Other health companies include Novadaq, which sells innovative medical imaging products, and Kane Biotech, which develops anti-infection technologies. A significant portion of the province's life science activity takes place in the agriculture and agri-food sector, where the market has grown rapidly for advanced information systems based on geomatics and sensor networks. Farmer's Edge, for example, sells data-driven agronomy solutions to farmers; founded in Manitoba in 2005, today it employs nearly 300 people.

Winnipeg hosts the National Microbiology Laboratory, Canada's only Biosafety Level 4 (BSL-4) containment facility, suitable for handling the most dangerous infectious diseases. Winnipeg is also home to the Institute for Biodiagnostics, which develops non-invasive diagnostic tools like magnetic resonance imaging (MRI) technologies, and Genesys Venture, a biotechnology accelerator which has helped a number of health-related startups achieve success, like the above-mentioned Kane Biotech.

1. UBC University-Industry Liaison Office, full list of spin-off companies
2. ISED, Trade Data Online.