



## ECONOMIC DEVELOPMENT NEWSLETTER

Creating Opportunities in South-Central Alberta

November 21, 2018



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## Featured

# Mayor Willett goes to Edmonton

Every year SouthGrow attends a meeting in Edmonton alongside our colleagues from the nine Regional Economic Development Alliances of Alberta to report to our partners in the Government of Alberta. This year, Chairperson Jim Willett and Executive Director Peter Casurella joined the others in meeting with the Minister of Economic Development and Trade (Derron Bilous) to discuss the next renewal of the REDA partnership agreement in the spring of 2020.

Under the current model, the REDAs are a collaborative initiative between the Government of Alberta and groups of regional municipalities. The GOA contributes a set dollar amount per year towards the operating budgets of the organizations, with a mandated matching amount required from the municipal partners. The current agreement expires in the spring of 2020.

Mayor Willett and his fellow Chairs presented the Minister with a proposal for a renewed agreement that would see a small increase to the operational funding, matched by a corresponding increase from the municipal partners. The proposal also included a request for annual project money, similar to the REDA-specific CARES funding levels that have delivered so much value since they were instituted in 2016.

The ministry has promised to seriously consider the proposal in the months ahead, but no decision is likely to be forthcoming until well after the spring election has run its course.

Mayor Willett and staff also met with key partners, including Jason Price and Dale Chrapko from Ag and Forestry, (administrators in charge of the On Farm Energy and Solar PVP program that we deliver) Dee Pannu (Director of Investment Attraction from Ag and Forestry, and a key ally in our work to promote plant proteins in southern Alberta), and Tom Mansfield and Tammy Powell (administrators who help support regional work in Economic Development & Trade).

Our conversations affirmed that SouthGrow is on the right track, and that there is a growing awareness in Edmonton of the work we are engaged in. With that awareness comes an interest in partnering on and supporting the projects that we are pursuing that we intend to leverage for the benefit of both the municipalities and the GOA.

***SouthGrow, after all, is a partnership between the municipalities and the Government of Alberta, and so our successes are their successes as well.*** With the strength of our collaboration and the growing economic success that so much of our region is experiencing, its hard to envision a future in which our largest stakeholder does not re-invest. Mayor Willett and the rest of the SouthGrow team will certainly keep working to make sure that all of our stakeholders understand the value that SouthGrow brings to the provincial equation so that our collaboration with the Province will continue well beyond 2020.



Left: Mayor Jim Willett of Coutts with Minister Derron Bilous and the other Chairpersons of the nine REDAs.

Right: The Chairs and Managers of the REDAs meeting with the Minister and staff of Economic Development and Trade

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## Weekly Economic Update



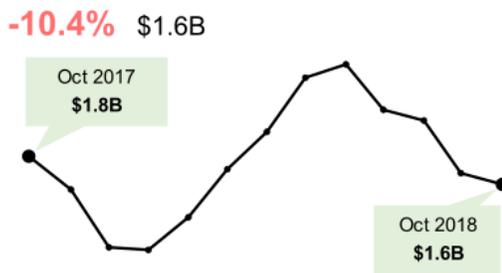
## Indicators Updated this Week

### Manufacturing Sales



In September 2018, the value of Alberta's manufacturing sales increased 15.1% compared with September 2017, to \$6.7 billion. In Alberta, petroleum and coal products led the growth, increasing by 31.8%. Fabricated metal products was the only industry that saw a decrease, declining 2.7%.

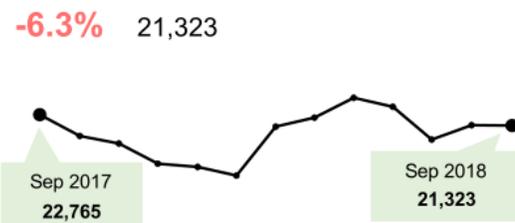
### MLS Sales



The dollar volume of homes sold in Alberta through the Multiple Listing Service (MLS) decreased 10.4% to \$1.59 billion in October 2018 compared to the same time period a year earlier. Nationally, total sales values were down 5.2%, with British Columbia posting the largest decrease (-29.2%). Quebec saw the largest year over year increase in sales volume, increasing 16.4% to \$2.23 billion.

In Alberta, Grande Prairie (+31.6%), Lethbridge (+19.1%), and Fort McMurray (+13.5%) were the only municipalities to see a year-over-year increase. Red Deer had the largest drop year-over-year in the province (-15.4%).

### Motor Vehicle Sales



The number of new motor vehicles sold in Alberta decreased by 6.3% between September 2017 and September 2018 to 21,323, while the number of motor vehicles sold in Canada decreased by 6.7% over the same period.

Sales of passenger vehicles decreased 17.0% year-over-year, while sales of trucks (including

minivans, SUVs, light and heavy trucks, vans, and buses) decreased by 4.2%. In September 2018 trucks comprised 85.0% of all vehicle sales.

## Natural Gas Price

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The price of natural gas in September 2018 was CDN\$1.03 per gigajoule, down 14.2% from September 2017.

## News Highlights

- [Alberta increases solar panel rebate rates.](#)
- [Canada's heavy crude hits record low.](#)
- [Alberta energy firms differ on call for oil production cuts.](#)
- [Alberta tech companies receive \\$21M in federal funding.](#)
- [U of C acquires University Research Park, the site of a future innovation cluster.](#)
- [U of A receives artificial intelligence research boost.](#)
- [Calgary Olympics: Calgarians vote against hosting 2026 Olympic Games.](#)
- [New distribution rules for Alberta pot shops following cannabis shortages.](#)
- [With new agreement, Edmonton Airport seeks to boost trade with China.](#)
- [Alberta unveils 'real-time lost-revenue counter' amid pipeline delays.](#)
- [Minister Sohi announces funding to support Alberta communities transitioning to a low-carbon economy.](#)
- [Innovation Nation: What Canadian companies need to thrive in the cutthroat global ideas economy.](#)

## Major Projects

- [QEII Red Deer Interchange: Southbound collector-distributor roadway will be permanently open.](#)
- [No bus service on Edmonton's Groat Road until construction ends in mid-2020.](#)
- [Edmonton residents asked for design feedback as \\$230M rec center goes unfunded.](#)

## Key Economic Indicators

Period	Indicator	Lastest Update	Change	Last Update
2017	GDP <i>yr/yr</i>	\$327.4B	+4.6%	May 2018
Q3 2018	Population <i>yr/yr</i>	4.3M	+1.5%	Sep 2018
Oct 2018	Unemployment <i>yr/yr</i>	7.3%	-0.3%	Nov 2018
Nov 12 - 16, 2018	WTI Oil Price <i>wk/wk</i>	\$56.53	-6.2%	Nov 16, 2018 Midday
Aug 2018	Retail Trade <i>yr/yr</i>	\$6.9B	+3.2%	Oct 2018

## Looking Ahead

Mon 19	Tue 20	Wed 21	Thu 22	Fri 23
		Indicator Releases: Wholesale Trade	Indicator Releases: Employment Insurance	Indicator Releases: Retail Trade, CPI

## Things You Need To Know



University of  
Lethbridge



# UWork JOB FAIR



**February 6, 2019**  
**10:30AM-3PM**

1st Choice Savings  
Centre for Sport &  
Wellness (Track)

Hosted by:  
Counselling & Career Services

**We are very pleased to invite  
you to participate in our first  
annual SPRING JOB FAIR.**

The Job Fair is a great opportunity for your company representatives to connect with up to 2000 students, hire for summer placements, and/or recruit new graduates, while increasing your profile on campus.

**Booth prices starting as low as \$300.  
Register before January 4, 2019 at  
[www.uleth.ca/career-bridge/employers/  
career-fair-employers](http://www.uleth.ca/career-bridge/employers/career-fair-employers)  
Questions? Email [career.services@uleth.ca](mailto:career.services@uleth.ca)**



## China Brief

China's relationship with Canada's West

### China Brief | [Six month special edition](#)

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In this edition: The China Brief is back with a special edition to mark our six-month anniversary. From the China-U.S. trade war, Aecon sale blocked, energy opportunities, USMCA 32.10, Huawei and more, we've spent the last several months following China in Western Canadian media. In this edition, we take a look back - and a look forward to what's next. In our "Viewpoints" section, you'll hear from Trade Director Carlo Dade, Trade Policy Economist Sharon Zhenyang Sun and me on the important things people should know about the Western Canada/China relationship. [Read more...](#)

[Download a pdf of the China Brief | Six month special edition here](#)

## Stories to Follow

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Government

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### [New provincial safety grant gives farm employers a 'helping hand'](#)

Alberta Farmer Express | Nov. 7, 2018 | News

A new provincial safety grant will make it easier — or at least cheaper — for farmers to comply with upcoming occupational health and safety requirements. “The province recognized that by putting those rules in place, many farms with employees were going to have to do ...

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### [Canadian oilsands player calls for government to mandate production cuts](#)

CBC | Nov. 13, 2018 | News

One of the country's largest oilsands players, Cenovus Energy, is urging the Alberta government to implement "temporary" production cuts across the oil sector as Canadian crude prices continue to struggle. A shortage of pipeline capacity is contributing to a huge gap ...

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## **Economy & Markets**

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### [Manufacturing shipments reach highest level since 2014](#)

ATB Financial: The Owl | Nov. 16, 2018 | Research & Analysis

After taking in a break in August, sales from Alberta's factory floors started growing again in September, reaching their highest level since November 2014. The value of shipments from all manufacturers in Alberta was \$6.7 billion (seasonally adjusted), represent ...

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### [Despite late start, sugar beet growers happy with harvest](#)

Lethbridge News Now | Nov. 16, 2018 | News

Despite a late start, the sugar beet harvest in southern Alberta wrapped up before the cold set in, and the numbers look good. Alberta Sugar Beet Growers president Arnie Bergen-Henengouwen said producers finished with three or four days to spare. The total beets harvested ...

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### [Wood, beef, canola and plastic lead export growth](#)

ATB Financial: The Owl | Nov. 15, 2018 | Research & Analysis

When it comes to the products Alberta exports, crude oil and natural gas dominate. Together, oil (59 per cent) and gas (9 per cent) accounted for 68 per cent of our international exports last year. Despite being up from where they were in 2012, our two largest exports ...

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### [Time to buy cattle price insurance](#)

Grainews | Nov. 14, 2018 | Research & Analysis

Alberta packers were buying fed cattle in the range of \$151 to \$153 on a live basis in mid-October, up approximately \$10 from a month earlier. While Alberta prices have been percolating higher, fed cattle values in Kansas have hovered around US\$111 on a live basis ...

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## **Communities**

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### [Hundreds of southern Alberta students learn leadership skills at Lethbridge conference](#)

Global News | Nov. 14, 2018 | News

More than 600 students from nine different school jurisdictions came together at the University of Lethbridge on Wednesday for a student leadership conference. Organizers hope the event helps students broaden what they can learn from a traditional classroom setting ...

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### [Alberta Farmers Continue The Fight Against Global Hunger](#)

High River Online | Nov. 19, 2018 | News

Thirty nine groups of farmers in Alberta are helping the Canadian Foodgrains Bank in their fight against global hunger. Southern Alberta Regional Coordinator with the Foodgrains Bank, Andre Visscher, says the region is home to about half of the Province's growing projects ...

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### [A new way to swear an oath at the Lethbridge Courthouse following eagle feather ceremony](#)

Lethbridge News Now | Nov. 18, 2018 | News

It's another step in the right direction for truth and reconciliation in Southern Alberta. That's what organizers are saying following an Eagle Feather Bestowment ceremony that took place at the Lethbridge Courthouse on Friday, Nov. 16. A smudge was performed as ...

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### [Presentation to address local role in 'Future of Food'](#)

Lethbridge Herald | Nov. 13, 2018 | News

Economic Development Lethbridge, with support from the Plant Protein Alliance of Alberta, Lethbridge College and the University of Lethbridge, is excited to host a presentation from Dr. David Hughes – also known as Dr. Food – to speak about the future of food ...

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### [Picture Butte approaches Lethbridge County for pool funding](#)

The Sunny South News | Nov. 12, 2018 | News

Lethbridge County is considering a request from Picture Butte to provide financial help with their new community pool. During their regular Nov. 1 meeting, Lethbridge County council met with a delegation from the Town of Picture Butte to discuss support for the new ...

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## **Science, Technology, & Innovation**

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### [Loose housing is a winning approach, says Canadian pork giant](#)

Alberta Farmer Express | Nov. 15, 2018 | News

Many questioned whether it would work, but Maple Leaf Foods says open housing is a superior way to raise sows — and will have that system in all of its barns years before it becomes mandatory. “This is part of our vision to be the most sustainable protein company on Earth ...

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### [Alberta uses tech to get Mounties on the street and away from the desk](#)

CBC | Nov. 13, 2018 | News

Alberta RCMP are test driving a call-in centre that allows officers to spend more time on the street instead of behind a desk doing paperwork. The system is still a pilot program but allows officers to input information into the RCMP database by phone. Call centre staff listen ...

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### [Working like a dog: Stock dogs gaining popularity thanks to trainers like the Vermettes](#)

The Community Press | Nov. 16, 2018 | News

Jolie Vermette stands on the small hill in the family pasture, whistle between her lips. She makes a series of sounds: Long whistles, short whistles, all at a different pitch. Most humans will have no idea what she is trying to say through the noise she is making. But Kero does. As ...

# Events



## Nov. 20 - 22 | RMA Fall 2018 Convention

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Host: [Rural Municipalities of Alberta](#)

Time: 8:30 AM Tues. - 12:00 PM Thurs.

Location: [Shaw Conference Centre - Edmonton](#)

RMA is looking forward to welcoming our elected officials and administrators at this year's fall convention, which will take place November 20-22, 2018 at the Shaw Conference Centre in Edmonton. New in 2018, the convention will take place on the Assembly Level and shuttles will transport you from the hotels directly to the doors on this level. We look forward to a strong agenda including our AGM, plenaries, the Ministerial Forum, and a number of diverse workshops.

**Accommodations:** Our partner hotels are now accepting bookings for November, so please take a moment to ensure all your rooms booked. It is important to note that Grey Cup 2018 is being hosted in Edmonton during the same timeframe, and therefore we advise that you book your rooms as soon as possible. Click [here](#) for more information on our hotels.

**Keynote Speaker:** This year we are pleased to have sought-after inspirational speaker, **Amanda Lindhout** join us to deliver a life-changing, transformational keynote experience. Amanda will share her story of when she was working as a journalist in Somalia and abducted by a group of masked men along a dusty road. Amanda spent 460 days as a hostage, surviving on strategy, fortitude and hope in the face of unimaginable adversity.

[Learn More & Register](#)

## Nov. 27 | Food for Thought Breakfast with Dr. David Hughes

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Host: [Economic Development Lethbridge](#) & [Plant Protein Alliance of Alberta](#)

Time: 7:30 AM - 9:00 PM

Location: [Coast Lethbridge Hotel & Conference Centre](#)

Economic Development Lethbridge invites you for breakfast with Dr. David Hughes and the Plant Protein Alliance of Alberta.

This is your opportunity to learn more about the future of food and how southern Alberta can capitalize on its strength in agriculture. You are also encouraged to participate in a moderated question and answer session at the end with our speakers.

Leveraging his global expertise in value added processing and food marketing, join Dr. David Hughes for this informative session on how southern Alberta can take advantage of international trends and leverage its collective strength in the agri-food sector. As demand for plant protein increases around the world, there is a growing opportunity for western Canada to add economic value to our domestic and export markets by processing a variety of crop ingredients here at home. The Canadian prairies is one of the world's largest and richest agricultural regions and has many key assets. We could do much more to add value. The 2014 study 'Towards a Western Canadian Crop Ingredient Strategy', summed it up this way:

“As a region, Western Canada exports the majority (65 per cent) of its crop and agricultural resources into global food, beverage, and personal care markets to be broken into ingredients and finished products, which are then imported back into the region.”

[Learn More & Register](#)

## Nov. 27 | Ethiopia Ag. Business Opportunities Webinar

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Host: [The Canadian Trade Commissioner Service](#)

Time: 8:00 AM

Location: Online

On behalf of the Trade Commissioner Service in Addis Ababa, Ethiopia we would like to invite you to participate at the webinar titled: Ethiopia's Agriculture and Agro-Processing Business Opportunities for Canadian Companies.

The webinar will cover the following areas:

- Overview of the agricultural and agro-processing sector in Ethiopia
- Opportunities targeted for Canadian companies in collaboration with the private sector
- Ways which Canadian companies can do business in Ethiopia

The webinar will feature key private sector and government players that will open doors to the market. Companies in Agricultural Machinery, Equipment and Technology and Agriculture equipment and services sectors are highly encouraged to participate.

To register, please contact Ms. Lulit Assefa Wondimu, Trade Commissioner, at:  
[Lulit.Wondimu@international.gc.ca](mailto:Lulit.Wondimu@international.gc.ca).

[Learn More & Register](#)

## Feb. 27 - Mar. 1 | 2019 South Country AG Expo

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Host: [Exhibition Park & Farm Credit Canada](#)

Time: 9 AM - 5 PM Daily

Location: [Exhibition Park - Lethbridge](#)

2019 [South Country Co-Op Ag Expo](#) is Western Canada's Premiere Ag Show presented by [Farm Credit Canada](#). The 3-day show also features the North American Seed Fair presented By [FortisAlberta](#). Visitors to the show can expect to find exhibitors whose product can directly affect, and improve, agricultural production.

### **\$7 Admission | \$5 Parking**

This includes farm equipment, livestock supplies, chemicals, seeds, irrigation, producers and marketers of crops and livestock, and much more. In addition, guests can meet with exhibitors who offer new technology, brokerage services, communications, banking, and other "Tools of the Trade" exhibitors.

Over 350 indoor exhibitors from across North America will attend this annual event. Ag Expo averages over 20,000 consumers over the three-day show. Outside displays on Machinery Row will utilize over 150,000 square feet of space.

The North American Seed Fair showcases over 53 classes of Pedigreed Seed, Open Classes, and Junior Classes. Displayed on the Seed Floor of the South Pavilion, the North American Seed Fair is one of the oldest Seed Fairs in Western Canada.

[Learn More & Register](#)

## Mar. 5 - 7 | 2019 Western Canada ACC Excellence Summit

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Host: [Alberta Chambers of Commerce & Disney Institute](#)

Time: [8:30 AM to 4:30 PM Daily](#)

Location: [Best Western Premier Hotel & Conference Centre - Calgary](#)

Discover ways to positively impact your organization and the customers you serve as you're immersed in leadership, service and employee engagement at the three-day ACC Excellence Summit featuring Disney Institute March 5-7, 2019 at the Best Western Premier Calgary Plaza Hotel & Conference Centre, Calgary Alberta.

For nearly three decades, *Disney Institute* has helped professionals discover ways to positively impact their organizations and the customer they serve through immersion in leadership, service and employee engagement.

Throughout these courses, you will discover insights that drive Disney parks and resorts organization and gain awareness of how these insights could be adapted to strengthen your own organizational efforts.

ACC Excellence Summit featuring *Disney Institute* presenting Disney's Approach To Leadership Excellence, Disney's Approach To Employee Engagement, and Disney's Approach To Quality Service.

[Learn More & Register](#)

## Employment Opportunities



[AUMA | Association of Urban Municipalities of Alberta](#)

[RMA | Rural Municipalities of Alberta](#)

[Government of Alberta](#)

## Resources



*At SouthGrow's main office, we are working hard to further improve our implementation of technology and data to improve our organization and service. Here's what we are using, as well as some other tools we think would help the businesses within our communities.*

[Community \(Local\) Economic Development - Government of Alberta](#)

Tools and resources to help support local economic development. ... Alberta's communities need qualified workers and professionals to drive their local ...

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[Fundingportal - Government Grants, Tax Credits, and Private Financing](#)

Canada's bilingual one-window gateway to improve access to 7000+ sources of government funding and private financing for business, hospitals, universities, ...

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[Community Toolkit for Economic Recovery and Resiliency](#)

Community Toolkit for Economic Recovery and Resiliency (2017 Canadian Version) In June 2014, the International Economic Development Council (IEDC) ...

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[Alberta Community Health Dashboard | Healthier Together](#)

The Alberta Community Health Dashboard from Alberta Health Services makes it easier for you to find and apply comprehensive, interactive data.

**Questions? Suggestions? Have something you would like us to share?** *Contact the SouthGrow team!*

[info@southgrow.com](mailto:info@southgrow.com) | (403) 394-0615

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