



Creating opportunities in South-Central Alberta



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Featured

SouthGrow study shows huge impact of investments in Broadband infrastructure

By Peter Casurella | Executive Director | SouthGrow Regional Economic Development

Last month, SouthGrow Regional Economic Development released the full text of a year-long study to quantify the benefits of building high-speed broadband networks to every home in the province of Alberta. The results are impressive and predict a **very conservative 3 to 1 return on investment for the most extreme and expensive test-cases.**

"SouthGrow has been helping communities in southern Alberta get broadband infrastructure for almost a decade. There's still a big divide between those who have fast connections, and those who don't. Those who don't are not competitive today," said Peter Casurella, Executive Director of SouthGrow.

SouthGrow wanted to understand what the payback was from investing in broadband so that they could help businesses, communities, the province, or the federal government justify spending money to connect people.

"We hired a researcher to do a literature review and found that this kind of information for Alberta just

didn't exist. There was a clear gap in the public conversation," said Jim Willett, Mayor of Coutts and Chairperson of SouthGrow. *"We figured that the best way to help some of our southern Alberta communities would be to help the whole province by doing this research."*

SouthGrow leveraged a grant from the Ministry of Economic Development, Trade, and Tourism to help fund the project and hired economist Dr. Kien Tran, and his associate Mr. Jeff Davidson, to undertake the study.

"We were very conservative in our estimates, and so I can confidently say that the numbers for broadband look very good."- Dr. Tran

"This study was a unique challenge because of the complexity of the broadband industry and the speed at which it is developing. We decided to establish the minimum return on investment by looking at the most expensive hypothetical models and using them as test-cases under the assumption that every real-world project would have an even higher return on investment," said Dr. Tran of their research methodology. *"We were very conservative in our estimates, and so I can confidently say that the numbers for Broadband look very good."*

In the first scenario, the researchers calculated the cost to deploy a brand-new fibre-optic network to every community in Alberta, with fibre running to each home. Over a 20-year period this scenario projected a 2.97 to 1 return on investment in categories such as health, government, education, social savings, consumer savings, farm income, and business revenue, along with other considerations.

In scenario 2, the researchers extended the existing Alberta SuperNet to all the remaining communities with fibre to the home, projecting a 3.23 to 1 return on investment.

"These are deliberately conservative numbers based only on what we know about the payback today. As we've seen from other infrastructure like rail, telephones, and highways, the economic benefits grow over time as more ways of leveraging them are found," said co-researcher Jeff Davidson.

This study should not be read as advocating for either of the hypothetical projects, but rather the key take-away is that **investing in broadband is a very good investment**, and that conclusion applies to everyone from businesses, to governments of all levels.

"The message we want our fellow Canadians to hear is that it's time to make these investments and get Canada caught up to other countries that are leaving us behind. Connected communities make for a strong country. It's time to finish bridging the digital divide." – Jim Willett, Chairperson of SouthGrow

This study was made possible by support from the Government of Alberta, Taylor Warwick Consulting Ltd., Blood Tribe Economic Development, the County of Vulcan, Lethbridge County, Cardston County, and the Municipal District of Taber.

[Read and download the full study here.](#)

LNG and the 'carbon budget,' explained

By Marla Orenstein | Director, Natural Resources Centre | Canada West Foundation



Published: November 2019

Wildly opposing views about the environmental impacts of Liquefied Natural Gas (LNG) projects exist in Canada - views that are so divergent as to be almost irreconcilable. LNG lauded as environmental saviour, says the Northern Sentinel.¹ BC LNG touted as cleanest in the world, says JWN.² LNG Canada could be 'carbon bomb' that blows up B.C.'s climate goals, critic warns, reports the CBC.³

Well, which is it? The real story has nuance. In this policy brief, we tell that story, and explain how such opposing viewpoints can be held.

With LNG, we are seeing the birth of an entire new sector in Canada. In Kitimat, B.C., LNG Canada has started construction, and others are in the process of applying for approval. But LNG ties into a much larger story about how we count carbon emissions - one that has important implications for Canada's economy and climate change.

[Read more.](#)

[Read the full policy brief for a closer look at the LNG issue, the most high-profile example of an emissions counting problem that Canada is going to face time and time again over the next decade](#)

[WHAT NOW? | LNG and the 'carbon budget,' explained](#)

'Harvest from hell': Alberta farmers demanding action from government

By Warren Noga | Policy Advisor | Advocacy



Published: Nov. 28, 2019

Bill 22 dissolved the Alberta Capital Finance Authority Board

Bill 22: *Reform of Agencies, Boards and Commissions and Government Enterprises Act*, which received royal assent on November 22, eliminates or restructures multiple boards and commissions. Of particular importance for municipalities is the elimination of the Alberta Capital Finance Authority (ACFA) Board. This was previously mentioned as a footnote in the 2019 - 2020 fiscal plan.

The ACFA, formed in 1956, originally existed to provide capital funding solely for municipalities. Over time, their mandate grew to include airports, health, and educational authorities. The ACFA offers low interest loans to these groups for capital projects (e.g. wastewater treatment facilities, recreation centres, LRT projects). Their current interest rate is 2.5% and their 2018 annual report lists their cash at the end of the year at \$94,718,000. This demonstrates that the ACFA is a low cost lender with a healthy cash reserve to facilitate their mandate.

Prior to Bill 22, the board of directors for the ACFA had nine members, five representing the Crown, and four representing municipal authorities (including municipal districts and counties), cities, towns, and educational authorities. Bill 22 dissolves the ACFA board and transfers their authority to a Director, who will be appointed by the Lieutenant Governor in Council. RMA has learned the intent of Bill 22 is to maintain the function of the ACFA while eliminating the board.

Bill 22 also includes changes to several other acts. Those that may impact municipalities are:

- The *Local Authorities Election Act* is amended to substitute the Chief Electoral Officer in place of the Election Commissioner. These changes reflect changes to the *Election Act*.
- The *Northern Alberta Development Council Act* is amended to change the size of the council from between eight and ten members to no more than seven members.
- The Alberta Historical Resources Foundation is dissolved.
 - This may impact municipalities as the foundation managed funds that municipalities were eligible to apply for.
 - There is no guarantee that the same level of funding will be available now that the associated fund has been rolled into general revenue.
- Multiple changes to the management and organization of pensions, which may have impacts on the Local Authorities Pension Plan (LAPP). RMA is continuing to explore these changes.

To view Bill 22, click [here](#).

Alberta exports to the United States

By TB Financial's Economics & Research Team | ATB Economics | Research



Published: Dec 3, 2019

After lengthy negotiations, a new free trade agreement between the United States, Mexico, and Canada—dubbed the USMCA—was signed on November 30, 2018. The USMCA will replace the existing North American Free Trade Agreement (NAFTA), but it first has to be ratified by the respective legislatures of each country. So far, only Mexico has done so.

The Democrat-controlled U.S. House of Representatives is seeking changes to the agreement before a vote is held, changes that would need to be approved by Canada and Mexico. With this possibility looming, *The Owl* is examining Alberta's exports to the U.S.

Alberta exported \$103.2 billion worth of merchandise to the U.S. last year, accounting for 87.3 per cent of our total international merchandise exports in 2018. Oil and natural gas accounted for three-quarters (76.4 per cent) of those exports south of the border, with buyers in 37 states.

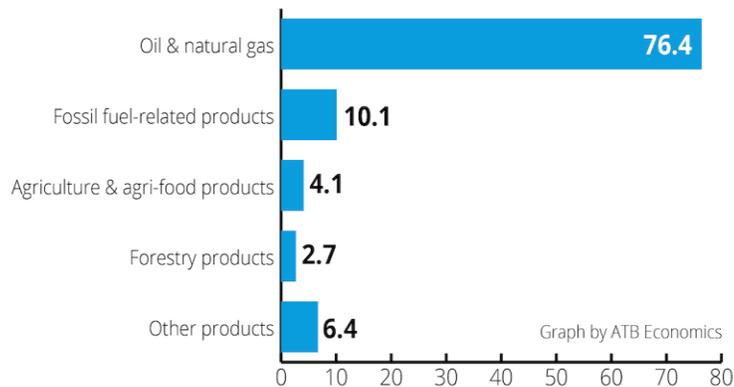
When you include coal, petroleum and coal products, petrochemicals, and plastics, this adds about another \$10.5 billion in exports and brings the share of Alberta's fossil fuel-related exports to the U.S. to 86.5 per cent. All 50 U.S. states imported some form of these products from Alberta last year.

Agriculture and agri-food products are Alberta's second largest export to the U.S. at 4.1 per cent (\$4.2 billion) of the total. If fossil fuel-related products are excluded, agriculture and agri-food products represent 30.5 per cent of our remaining exports to the U.S. Every state in the Union purchased food from Alberta last year.

Our third largest export category is wood and paper products at \$2.8 billion of exports, or 2.7 per cent of the total. The percentage rises to 19.9 per cent when fossil fuel-related exports are excluded. As with our fossil fuel and food exports, buyers in all 50 states imported wood or paper products from Alberta last year.

Alberta's exports to the U.S., 2018

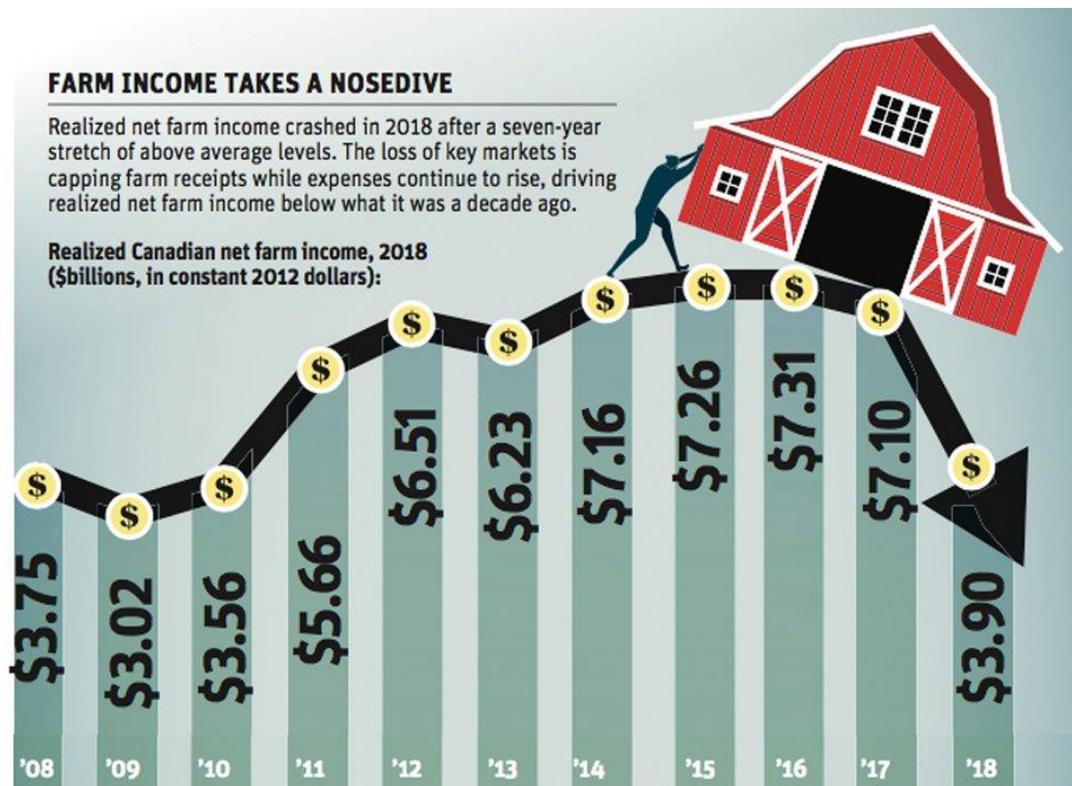
Per cent of merchandised exports to the U.S.



Source: Trade Data Online and ATB Economics

Canadian equipment sales drop as net farm income plunges

By Sean Pratt | The western Producer | News



Published: Nov 21, 2019

High prices, weak loonie, record production and low interest rates fueled a  farming boom for a decade, but the good times appear to be over

Canadian farmers are feeling the financial pinch of lost markets and rising expenses after a prolonged period of prosperity, according to recently published statistics.

Net farm income plummeted 46 percent (in constant 2012 dollars) in 2018 after seven years of above-average incomes. The outlook for 2019 is equally grim.

Farmers are reeling from the loss of key markets like China and India for canola, pulse crops, and until recently, meat products.

Canadian farmers benefitted from high crop and livestock prices, a low Canadian dollar, record crop production, historically low interest rates and declining energy prices for much of the 2008 through 2018 period.

But the combination of trade barriers, poor growing conditions and ever-escalating costs is drastically reducing net farm income in 2018 and likely again in 2019.

J.P. Gervais, chief agricultural economist with Farm Credit Canada, said nothing has changed on FCC's books in terms of the number of farms in arrears but there has been a noticeable tightening in key debt repayment ratios.

[Read more.](#)

Weekly Economic Briefing



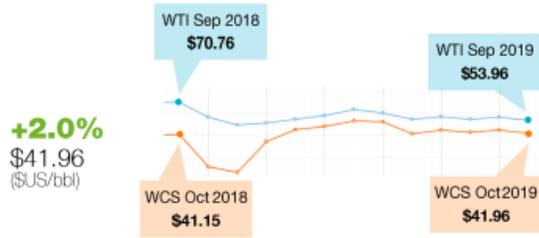
Brought to you by

*For the week of **November 15 2019***



Indicators Updated this Week

WCS OIL PRICE



The West Texas Intermediate (WTI) price of oil, often a world reference price quoted in the media, averaged US\$53.96 a barrel in October 2019, 23.7% lower than it was a year earlier.

Western Canada Select (WCS), the price obtained for many Alberta producers of oil, averaged US\$41.96 a barrel in October 2019, 2.0% higher than it was a year earlier.

The differential of WTI over WCS was US\$12.00 in October 2019.

OIL PRODUCTION



Oil production in Alberta was 17.05 million cubic metres in October 2019, down 5.6% compared to October 2018. Non-conventional (or oil sands) production, which constituted 83.6% of all oil production in Alberta in October 2019, decreased by 5.4% year-over-year, while production of conventional oil was down 6.4% over the same time frame.

WELLS DRILLED



The number of exploratory and development wells drilled in September 2019 decreased by 23.4% from the same period a year earlier, from 475 to 364 wells. Development oil wells, which made up 36.8% of wells drilled in September 2019, decreased by 30.6% year-over-year.

WHOLESALE TRADE



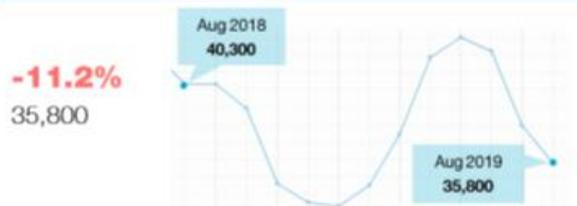
In September 2019, the value of Alberta wholesale sales increased by 0.4% to \$6.85 billion compared to September 2018. Nationally, wholesale trade increased 4.0% over the same time period.

AVERAGE WEEKLY EARNINGS



In September 2019, average weekly earnings in Alberta were \$1,180, a 4.0% increase from September 2018. Alberta's September average wage was the highest in the country and the highest in Alberta's history. Nationally, average weekly earnings were \$1,038 in September 2019, up 4.3% from the same period in 2018.

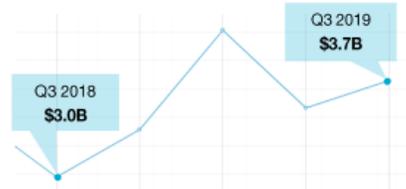
JOB VACANCIES



In August 2019, the number of job vacancies in Alberta decreased by 11.2% from August 2018 to 35,800 vacancies. Over the same time frame, Canadian vacancies increased by 3.4% to 372,900.

FARM CASH RECEIPTS

+22.9%
\$3.7B

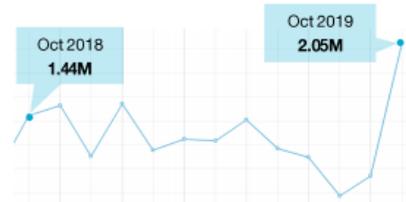


Farm cash receipts increased by 22.9% to \$3.66 billion in the third quarter of 2019 as compared to the same quarter last year. The national average for Q3 was an increase of 4.8%. Saskatchewan saw the largest decrease of any province (-12.0%), while Alberta had the largest increase (+22.9%).

Alberta crop receipts increased 29.5%, while livestock receipts and direct payments increased 14.6% and 51.1% respectively.

GRAIN DELIVERIES

+41.7%
2.05M
(tonnes)



Grain deliveries in Alberta increased by 41.7% between October 2018 and October 2019, to 2.05 million tonnes. Canadian grain deliveries increased by 39.6% over the same period.

In Alberta, non-durum wheat, which made up 48.0% of grain deliveries, increased by 66.1%, while canola, which made up 37.7% of grain deliveries, rose by 9.3%.

News Highlights

- Calgary Aerospace firm a major global player. [Read more](#)
- New robotic arm at U of A helps students understand artificial intelligence. [Read more](#)
- Enbridge Canadian portion of pipeline ready for oil. [Read more](#)
- International Economic Development Award goes to Cochrane Dollar Initiative. [Read more](#)
- Annual survey: Calgary business confidence plummets. [Read more](#)
- Imperial oil looking to increase crude-by-rail shipments from Edmonton terminal. [Read more](#)
- CN Rail to lay off 1,600 employees amid weakening economy, trade tensions. [Read more](#)
- Suncor deal with Microsoft for digital transformation first for the oilsands. [Read more](#)
- Repsol looks to Alberta to replace Mexican and Venezuelan oil. [Read more](#)
- Alberta jumps to counter oilsands stigma after Sweden dumps province's bonds for being high emissions. [Read more](#)
- Sask. solar company considers relocating head office to Alberta after gov't revamped net metering program. [Read more](#)
- UCalgary launches first entrepreneurship training program for women. [Read more](#)

Major Projects

- Imperial announces \$450MM Cold Lake growth project. [Read more](#)
- Massive Taza retail development kicks off just west of Calgary. [Read more](#)
- Aurora Cannabis halts construction of 2 facilities in southern Alberta, Denmark to conserve cash. [Read more](#)
- Telus Spark to be transformed with \$21M expansion project. [Read more](#)
- \$54.2M Ray Gibbon Drive twinning to go ahead as planned. [Read more](#)

- Edmonton-area producer unveils largest rooftop solar array. [Read more](#)

Key Economic Indicators

Period	Indicator	Latest Update	Change	Last Updated
2018	GDP <i>yr/yr</i>	\$336.3B	+1.9%	November 2019
Q3 2019	Population <i>yr/yr</i>	4.37M	+1.6%	October 2019
Sep 2019	Unemployment Rate <i>yr/yr</i>	6.7%	-0.5%	November 2019
Nov 25 - 29, 2019	WTI Oil Price <i>wk/wk</i>	USD\$55.42	-4.1%	November 29, 2019 Closing
Sep 2019	Retail Trade <i>yr/yr</i>	\$6.67B	-2.7%	November 2019

Looking Ahead

Mon 02	Tue 03	Wed 04	Thu 05	Fri 06
			Indicator Releases: Merchandise exports	Indicator Releases: Employment, Unemployment Rate

Things You Need To Know



Events Calendar

Covers nearly all events Economic Development Trade and Tourism/Agriculture and Forestry staff intend to undertake in 2019-2020



Training Opportunities

Every Monday the team at [Business Link](#) shares upcoming activities, training, and events targeted at entrepreneurs and small business owners via email. For comprehensive news and events from the Business Link, [Subscribe to the Connector](#)



NBC Innovation Competition

National Bank's Innovation Competition is a six-month challenge giving teams the chance to present their business and technology solutions to a panel of National Bank executives, venture capitalists and technology leaders in the hopes of winning an impressive \$100,000 cash prize* - ***Deadline December 20, 2019, 11:59pm EST.***

Stories to Follow

Government

Canada's relationship with China not dead

Western Producer | Nov. 28, 2019 | Markets

With a heavy November snow falling, smiles were everywhere.

Chilly weather wasn't enough to cool the optimism that gripped a group of Canadian farmers' international representatives as they shared delicacies made from Canadian beef, pork, canola, grain and other prairie farm products in a park in central Winnipeg ...

Economy & Markets

Wheat sales could skyrocket

Western Producer | Nov. 28, 2019 | Markets

China is changing the way it administers its wheat tariff rate quota, and that should result in millions of tonnes of additional sales for exporters in Canada and the United States, say industry associations.

"It would be significantly beneficial," said Cam Dahl, president of Cereals Canada.

When China joined the World Trade Organization it committed to an annual TRQ of 9.64 million tonnes of

wheat to be imported at a one percent duty. Ninety percent of that quota is reserved for state trading entities (STEs) with the remaining 10 percent allocated to private sector importers ...

[Great opportunities exist for Canadian pulses, says AGT president](#)

Western Producer | Nov. 28, 2019 | Crops

WINNIPEG, (MarketsFarm) – To Murad Al-Katib the opportunities for Canadian pulse exports to India are amazing, provided one correctly understands the context of India's tariffs on pulses. Also, he said those Canadian exporters must realize they need to switch from being solely dependent on commodities to adding value by shipping food and ingredients ...

[U.S. raises red flag over revenue cap](#)

Western Producer | Nov. 28, 2019 | News

Canada's grain exporters are taking umbrage with complaints from south of the border that they are receiving trade-distorting transportation subsidies. U.S. Wheat Associates (USW) says Canada's regulated rail system lowers export costs by capping the amount of revenue the two main railways can earn hauling grain in Western Canada. "Rail rates limited by statute, rather than the market, lower the transportation costs that exporters must pay for grain," USW said in a recent submission to the Office of the United States Trade Representative (USTR) ...

[Global ASF crisis deepens](#)

Western Producer | Nov. 28, 2019 | News

The spread of African swine fever continues to grow with some analysts suspecting China is downplaying the crisis and about half the sow herd there has been lost. "We still to this day do not know how bad it really is," said Brett Stuart of Global AgriTrends, who provides market advice to the Canadian and U.S. livestock industries and makes frequent trips to China to gather market intelligence ...

[Bold action needed to revive food processing sector](#)

The Western Producer | Nov. 21, 2019 | Market

Excitement rippled through Western Canada's agricultural industry in recent years as pulse processing plants were announced and construction proceeded. But when it comes to high-value product manufacturing using pulse protein, such as veggie burgers, the investment has been mostly in the United States ...

Communities

[Indigenous chef gives traditional recipes a modern twist](#)

Western Producer | Nov. 28, 2019 | Farm Living

Search the internet for "indigenous cookbooks" and you will find a handful of books featuring wild game and foraging and books written by non-indigenous authors who use ingredients indigenous to our land. Some feature a single ingredient, such as bison, but few move into today with a modern theme on recipes inspired by generations of indigenous cooks ...

[More glyphosate lawsuits planned in Canada](#)

The Western Producer | Nov. 28, 2019 | News

Glyphosate lawsuits are multiplying in Canada. At least 360 Canadians have contacted law firms, asking to join class action suits against Bayer and Monsanto. That number may have expanded over the last

week because Canadians who have cancer want more information about the lawsuits. “People contact us every day and every week,” Tony Merchant, founder of Merchant Law Group, said November 21

Angus cow from Sask. named Farmfair’s supreme female

The Western Producer | Nov. 21, 2019 | Livestock

EDMONTON — Justin Morrison ranches on the dry, hard grass country of southern Saskatchewan and has produced Angus cattle that are among Canada’s top performers.

He and his wife, Tawnie, own Brooking Angus and have been showing successfully since they started in 2012 ...

Science, Technology, & Innovation

Extract phosphorus from dairy waste water

The Western Producer | Nov. 28, 2019 | Crops

Researchers in Israel have developed a way to create phosphorus fertilizer from dairy waste water. If implemented on a large scale, the process could help stretch Earth’s finite supply of phosphorus.

Scientists have warned about a disastrous shortage of phosphorus in 100 to 250 years unless we can find ways to recycle it. Phosphorus is a basic component in all life forms. Without it, nothing grows or survives ...

Deere previews next-generation combine

The Western Producer | Nov. 21, 2019 | Machinery

HANNOVER, Germany — John Deere previewed its twin-rotor X9 combine and a matching draper header designed for small grains and oilseeds, during Agritechnica in Hannover, Germany Nov. 10.

Matt Arnold, product manager in John Deere’s future combines division said the X9 is a productivity step beyond the S790, the largest Deere combine currently on the market.

Methane from dairy waste used to power truck fleets

The Western Producer | Nov. 14, 2019 | Machinery

PIXLEY, Calif. (Reuters) — Joey Airoso has always been proud of his cows, whose milk goes into the butter sold by national dairy company Land O’Lakes.

Now he has something new to brag about: the vast amounts of gas produced by his 2,900-head herd is powering truck fleets, homes and factories across California.

Events



STARTUP PITCH EVENT

WE ARE CURRENTLY
ACCEPTING APPLICATIONS
FOR STARTUPS FOCUSED
ON THE FOLLOWING
CATEGORIES:

INVENTURE\$ - Startup Pitch Event December 3-17, 2019

Deadline March 13, 2020 at Noon MST.

June 3-5, 2020

Telus Convention Center, Calgary, Alberta

Startup Pitch applicants must have launched/be planning to launch their product or service within 24 months of June 2020. Businesses and concepts must be focused in the following categories: Innovation of Work, Agriculture in the Technology Age, The Future is AI, Healthier Living/Broader Thinking, Smart Cities/Vibrant Communities, and Data in the Digital World. The competition will be held June 3-5 in Calgary, AB.

[Register now!](#)



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL

The Power of Knowledge and Leadership

IEDC - Entrepreneurial and Small Business Development Strategies - December 3-17, 2019

December 3-17, 2019

Online

This multi-faceted course explores the core aspects of entrepreneurial and small business development including value-add partnerships, technical assistance programs, financing, business incubation and more. Entrepreneurs and small businesses stimulate job creation, develop crucial innovations in both products and services and promote the diversification of the economic base. In

this course, you will learn the financial and managerial tools economic developers use to create a climate that encourages entrepreneurial and small business development. Also, practitioners will examine the barriers they face and how communities can leverage their economic development resources to build highly integrated networks to help businesses thrive in the global economy.

Course Highlights:

- Identifying and addressing the needs of entrepreneurs
- Defining urban v. rural-focused entrepreneurial and small business strategies
- Managing technical assistance (e.g., economic gardening) programs
- Development and management of business incubators
- Understanding federal and state government resources (e.g., SBDCs)
- Financing programs including micro-lending, venture capital, and angel networks
- Creating a technical assistance tracking system to measure job growth and etc.

[Register now!](#)



2020 CONFERENCE & AGM

Fostering Innovation, Transformation & Diversification

April 1-3, 2020

EDA 2020 Annual Conference - April 1 - 3, 2020

April 1 - 3, 2020

Pomeroy Kananaskis Mountain Lodge

[Registration here](#)

EDA's Annual General Meeting & Professional

Conference attracts approximately 400 local, national and international experts in the field of economic development and elected officials from various parts of our province. Delegates are provided with updates on economic development issues and trends, best practices, inspiring keynote addresses and valuable networking opportunities.

EDA's next annual conference is being held **April 1-3, 2020** at the [Pomeroy Kananaskis Mountain Lodge](#) in Kananaskis, Alberta. This beautiful, recently renovated, modern conference venue offers a stunning backdrop to showcase your organization to economic developers and elected officials from Alberta's communities and regions.

Our theme is "*Fostering Innovation, Transformation & Diversification*". To download the conference app and agenda click on the following link: <https://my.yapp.us/8THVAT>.

REGISTRATION

Click [here](#) to register for the 2020 Conference.

Members

- \$445 + GST= Pre-registration before December 1, 2019
- \$500 + GST= Early bird registration until January 17, 2020
- \$550 + GST= After January 18 until March 24, 2020

Non-Members

- \$545 + GST= Pre-registration before December 1, 2019
- \$600 + GST= Early bird registration until January 17, 2020
- \$675 + GST= After January 18 until March 24, 2020

NOTE: Conference prices include two breakfasts, one lunch, the President's Dinner, the Minister's Dinner, and all refreshment breaks.

Conference Registration Reimbursement Policy: EDA issues a full reimbursement less \$50 administration charge prior to **March 18, 2020**; however, no reimbursements after **March 25, 2020**.

Hotel info: To book your hotel room click [here](#).

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.

EWS HIGHLIGHTS (NEW)

[Export program refresh helps cut red tape](#)

The newly streamlined Alberta Export Expansion Program reduces red tape for local businesses looking to expand around the world.

[Enhancing economic tools for municipalities](#)

Municipal Affairs Minister Kaycee Madu has tabled legislation to empower municipalities to offer property tax incentives to business owners for machinery and equipment.

GRANTS AND FUNDING:

Alberta Export Expansion Program (AEEP) (NEW - ATTACHED)

The Alberta Export Expansion Program (AEEP) supports Alberta small and medium-sized enterprises

(SMEs), municipalities, Indigenous communities, industry associations, and economic development organizations that are promoting Alberta exports through international business travel or bringing international buyers to Alberta.

Canadian Agricultural Partnership - **application deadline December 12, 2019**

A package of 15 programs under five themes that support the unique needs of Alberta's agriculture industry.

CanExport Innovation - You must apply **at least 8 weeks prior to** your planned travel.

Canadian innovators who aim to commercialize technology can access up to \$75,000 in funding to establish new R&D collaborations with foreign partners to co-develop, validate or adapt their technologies for commercialization. Companies that were not successful with a CanExport SME Application in the past should check out this program which has different eligibility

criteria: https://www.tradecommissioner.gc.ca/trade_commissioners-delegues_commerciaux/funding-financement/canexport/innovation/index.aspx?lang=eng

TRADE DEVELOPMENT/MISSION OPPORTUNITIES:

Alberta Agriculture and Forestry Market News

What's new in agriculture's international markets

TECHWEST CANADA & Alberta Trade and Investment Attraction Mission (Feb 23-28, 2020)

The Government of Alberta is focused on attracting investment to the province, building international partnerships, showcasing our talents around the globe, and helping Alberta companies to access international markets. To that end, Alberta Economic Development, Trade and Tourism's Trade and Investment Attraction team collaborates with TECH WEST CANADA on a trade missions aimed at facilitating export development and investment attraction from targeted international markets. Join the Western Canadian delegation in Barcelona for February 23-27, 2020 to participate in MWC 2020. **Deadline to register: Dec 20, 2019**

ECONOMIC DEVELOPMENT, TRADE AND TOURISM BUSINESS RESOURCES:

Export.alberta.ca

Find new market opportunities for your product using the interactive export data tool. Find information on Alberta exports, world imports, tariffs, and more.

Economic development indicators

Alberta economic dashboards, commentaries and highlights, and overviews of major projects.

Economic development supports

Alberta international offices, market access, industry information and other supports and resources.

Regional Economic Development Services (REDS)

Through the Regional Economic Development Services (REDS) unit, Economic Development and Trade (EDT) helps facilitate economic development by providing targeted services, knowledge and expertise across the province. For assistance navigating the Government of Alberta economic development supports and to learn more about the REDS unit and available supports, please contact Linda Erickson, Southwest Region at 403-393-2614 or linda.erickson@gov.ab.ca

OTHER BUSINESS RESOURCES:

Alberta Innovates

Alberta Innovates manages a number of high-demand technology entrepreneurial investment programs with a growing number of subscribers. Due to the competitive nature of these programs, Alberta Innovates searches to invest in high-potential, high-growth companies that will provide economic and social benefits for Alberta.

Tourism Research & Statistics

Understand the value of Alberta's tourism industry and consumer vacation trends with the latest tourism statistics and research reports. The [Alberta Tourism Market Monitor](#) is available online.

Co-operative Business Supports

- Alberta Community & Co-operative Association helps to strengthen Alberta communities by providing leadership development and fostering co-operative values <http://acca.coop>
- Co-operatives First is a business development agency that supports business, economic and community development in rural and Indigenous communities across western Canada. www.cooperativesfirst.com

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

info@southgrow.com | (403) 394-0615

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