



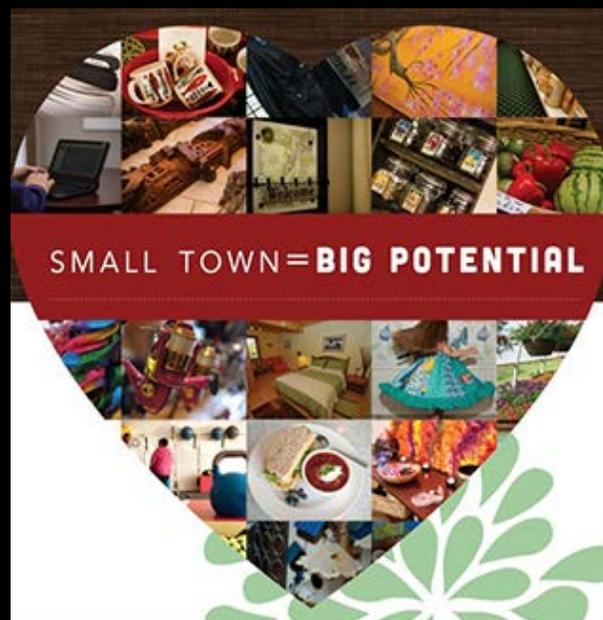
Working with communities, First Nations, local government and businesses to build a stronger North by investing in economic development in central and northern British Columbia, Canada

April 2014 - Newsletter

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Small Town Love to be launched in nine communities in 2014

More than 200 businesses in six communities signed up to be part of the buy local pilot program in 2013



independent businesses in each of the communities or regions listed above are encouraged to contact their local municipal office or economic development officer to find out how to participate.

In the months ahead, Northern Development will provide further

Locally owned, independent businesses are about to get some profile throughout central and northern B.C. Northern Development's board of directors has voted unanimously to make the Small Town Love buy local initiative a permanent program for communities throughout the region. Small Town Love is a highly successful buy-local initiative originally launched in Quesnel to celebrate central and northern B.C.'s unique independent businesses. Last year, the Trust partnered with Small Town Love founder Amy Quarry to launch a pilot program that would replicate the Quesnel program's success in another six northern communities (Logan Lake, 100 Mile House, Valemout, Fort St. James, Vanderhoof and Burns Lake). The pilot program was a huge success, with more than 200 locally owned, independent businesses featured in six community-branded web portals, and dozens more businesses wait-listed to join the Small Town Love movement. The program

updates regarding participation and launch dates for each campaign.

Quotes :

"Small Town Love is all about celebrating independent businesses and the entrepreneurial spirit in central and northern B.C.," said Northern Development Initiative Trust CEO Janine North. "The pilot program was a huge success in 2013, and we look forward to continuing to partner with communities and entrepreneurs to get the word out about the great locally owned businesses throughout our region."

"Small Town Love is firmly rooted in collaboration, community building and inspiring creativity and we share these same values with both Northern Development and the business owners we are meeting through the Small Town Love project. I am very grateful for the partnership with Northern Development that allows us to take Small Town Love to so many more people than we would be

was designed to promote and celebrate businesses in communities throughout the region. The board's decision to approve funding for the program for another two years means that there are more than a dozen communities who have expressed interest in joining the Small Town Love movement in 2014 and 2015.

The 2014 communities include :

- Village of McBride
- Village of Telkwa
- Northern Rockies Regional Municipality
- Town of Smithers
- Village of Fraser Lake
- Village of Granisle
- Village of Ashcroft
- District of Houston
- Village of Lytton

The Trust will work with these and other communities throughout the region in the weeks and months ahead to schedule and launch the program this year. Locally owned,

able to do on our own," said Small Town Love founder Amy Quarry.

Quick facts :

- Small Town Love was launched in 2011 as a program designed to help entrepreneurs throughout the region. The program is a partnership between Northern Development and several municipalities who created and launched the program in the City of Boundary, the Village of McBride, the Village of Telkwa, the Village of Fraser Lake, the Village of Granisle, the Village of Ashcroft, the District of Houston, the Town of Smithers, and the Northern Rockies Regional Municipality. The program is a partnership between Northern Development and several municipalities who created and launched the program in the City of Boundary, the Village of McBride, the Village of Telkwa, the Village of Fraser Lake, the Village of Granisle, the Village of Ashcroft, the District of Houston, the Town of Smithers, and the Northern Rockies Regional Municipality.

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Air Transportation and access in Northern British Columbia

Northern Development researched and helped create this infographic to capture a snapshot of access and air transportation data focused on Northern British Columbia



AIR TRAVEL DATA

\$14 Million HAS LEVERAGED \$113 Million

Northern Development's Investment in Airports

In response to an economic boom throughout the region, Northern Development approved more airport infrastructure projects in 2013 than ever before. The Trust has funded 18 airport improvement projects throughout central and northern B.C. since 2006. Northern Development has approved \$14 million in funding to support airport projects since 2006. That **\$14 million has leveraged \$113 million** in airport expansions. Since 2006, The Trust has approved funding for airport projects in Anahim Lake, Bella Coola, Vanderhoof, Burns Lake, Fort St. John, the Northern Rockies, Prince George, Smithers, Madkenzie, Prince Rupert, Fraser Lake, Masset, Quesnel and for the Xeni Gwet' in Community Airport in the Chilcotin. The Trust can provide grant funding for airport projects in its service region through its Capital Investment Analysis, Economic Diversification Infrastructure and Marketing Initiatives programs.

AIRPORT | TOTAL PASSENGERS IN 2013 | YEAR OVER YEAR GROWTH | NUMBER OF DAILY FLIGHTS

Prince George



426,709



2%

32

Northwest Regional Airport



139,193



27.3%

11

North Peace Regional Airport



186,104



30%

13

Williams Lake Regional Airport



33,790



-5%

6

* Airports selected at random

Did You Know?



DID YOU KNOW?

24+

There are more than two dozen airports that serve central and northern B.C.

The flying distance between Vancouver and Fort Nelson is roughly the same distance as the drive to Northern California from Vancouver, B.C.



The average time it takes to fly from Prince George to Vancouver is 75 minutes

The average time it takes to drive from Chilliwack to Downtown Vancouver is also 75 min. (In good traffic)

\$400 Return Flight

The average cost for a weekday return flight between Vancouver and Prince George is \$400.

Air Canada, WestJet, Central Mountain Air, Pacific Coastal Airlines, Hawkair and Northern Thunderbird Air offer regular flights throughout central and northern B.C.



PRINCE GEORGE (YXS) IN FOCUS

Prince George Airport has seen passenger traffic increase 14% since 2009. 4.6 million passengers have traveled through YXS since 2002, which is higher than B.C.'s total population today



Prince George / WestJet offers a weekly flight to Puerto Vallarta, Mexico from November to April

32



On average, YXS handles 32 scheduled commercial flights per day



YXS offers daily flight service to Vancouver, Calgary, Kelowna, Kamloops, Smithers, Terrace/Kitimat, Fort St. John and the Northern Rockies

18 FLIGHTS BETWEEN PRINCE GEORGE AND VANCOUVER PER DAY



Prince George Airport has the third longest commercial runway in Canada

11,450 ft

\$32 Million GDP

Prince George Airport generates \$32 million in GDP annually, \$57 million in economic output and \$17 million in wages

490



YXS directly supports 490 jobs in the region, which is roughly the population of Stewart, BC.

Province of B.C. and Northern Development to host a series of LNG-Buy BC seminars to support local businesses

The Ministry of Jobs, Tourism and Skills Training and Northern Development have partnered to deliver a series of seminars this year that will help B.C.-based businesses take advantage of major LNG projects.

Beginning in April, Contractor-Supplier boot camps and Request for Proposal (RFP) seminars will take place throughout various regions in B.C. in an effort to help local businesses better understand industry procurement processes and bid on contracts that will help them grow and diversify their companies. So far, there are a number of Contractor-Supplier boot camps and RFP seminars scheduled to occur in Terrace, Prince Rupert, Kitimat, Prince George and Kelowna

"Major LNG, mining and other industrial projects present an unparalleled opportunity for our northern-B.C. based businesses to grow, diversify and create new jobs, and we believe it's important to work with them to get our region prepared for the coming investment boom," said The Honourable Shirley Bond, Minister of Jobs, Tourism and Skills Training and responsible for Labour: "The government is working hard to ensure the entire B.C. business community can

throughout the year. As well, two more Contractor-Supplier boot camps and RFP seminars will be held at the International LNG in B.C. Conference held in Vancouver May 21 to 23. The Contractor-Supplier boot camps will focus on procurement opportunities and processes associated with major LNG projects. The RFP seminars will also focus on LNG opportunities, and provide local business owners with a step-by-step guide to industry RFP processes that will help them bid on major contracts.

In 2013, Northern Development's Contractor-Supplier boot camps were immensely helpful for local businesses throughout central and northern B.C. that want to position themselves to take advantage of the major industrial projects coming their way. Last year, Contractor-Supplier boot camps were held in Quesnel, Houston, Fort Nelson, Mackenzie, Lillooet, Williams Lake and Fort St. John. The boot camps proved to be tremendously successful,

participate fully in the opportunity LNG offers. We anticipate LNG will create up to \$1 trillion in economic activity and as many as 100,000 jobs in B.C. over the next 30 years. The LNG-Buy BC Program will provide a platform for major investors in a wide range of industries to tap into everything B.C.'s business community has to offer."

Janine North, CEO, Northern Development Initiative Trust. "We're proud to partner with the Ministry of Jobs, Tourism and Skills Training to deliver Contractor-Supplier Boot Camps and Request for Proposal workshops to communities throughout the region this year. These workshops will generate value for entrepreneurs throughout B.C. and help the Trust deliver on its mandate to build a stronger north."

Quick Facts

- More than 10 LNG export developments have been proposed for the province in the LNG industry in the last five years. As much as \$1 billion could be invested over the next five years in the industry. The province has already spent up to \$1 billion on infrastructure to support the industry. The province has also spent up to \$1 billion on infrastructure to support the industry. The province has also spent up to \$1 billion on infrastructure to support the industry.

with several communities specifically requesting additional seminars in 2014.

The recent collaborative partnership between the Province and Northern Development will prepare local industrial businesses to bid on contracts associated with major projects throughout the region, which will help generate more revenue and job creation for British Columbia-based businesses. The boot camps and RFP seminars are free to attend and open to all local businesses. The seminars are each approximately three hours in length, and will be launched in northwest B.C. this spring before moving on to other regions.

More information regarding seminar dates and locations will be released in the coming weeks.

Quotes:

Northern Opportunities program exceeding its goals to advance trades and education in northeast B.C.

development of pipelines and
industry will create thousands of
new jobs and generate thousands of
dollars for local businesses
to grow and diversify

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Since 2006, Northern Development Initiative Trust has recognized the importance and potential of the Northern Opportunities program and has provided \$1,072,770 in funding to the North East BC Learning Council to support program development in trades-related courses



The Northern Opportunities program was originally geared to grow trades students careers in the region, however, they have recently widened their scope to incorporate academic and vocational courses

The Northern Opportunities program has proven to be a catalyst for advancing trades and education in northern B.C., according to a recently released partnership report. The report showed that between 2009 and 2012, Northern Opportunities' non-trades related courses resulted in a

92% graduation rate from articulated programs, a 91% rate of completion for aboriginal students and a staggering 94% rate of completion for dual credit graduates.

The report also showed that, during the same period, graduation rates for trades related articulated programs was 80%, aboriginal students in trades related courses had an 80% completion rate and the completion rate for trades related dual credit programs topped 82%. Since 2006, Northern Development Initiative Trust has recognized the importance and potential of the Northern Opportunities program and has provided \$1,072,770 in funding to the North East BC Learning Council to support program development in trades-related courses.

Northern Opportunities' goal, envisioned more than a decade ago, was to develop strong, vibrant communities in northeastern B.C. Through substantial collaboration on behalf of industry, educational institutions, and northern communities, the Northern Opportunities program has sustainably and seamlessly transitioned high school and post-secondary students, wishing to pursue an industry-oriented career into a relevant employment in northern B.C.

A key ingredient to Northern Opportunities' overwhelming success can be attributed in part to their ability to cultivate sustainable partnerships. Northern Opportunities maintains strong partnerships with Northern Lights College, School Districts #59, #60 and #81, Chalo School, BCIT, North East Native Advancing Society, T.R.A.D.E.S Northeast, Northern Development Initiative Trust, Canadian Natural Resources, Canfor, EnCana, Spectra Energy, BC Hydro and Shell Canada. Even more impressive, the Northern Opportunities recent outcomes indicate that they are meeting and exceeding most of their projected graduate targets two years earlier than expected.

Northern Opportunities was originally geared to grow trades students

careers in the region, however, they have recently widened their scope to incorporate academic and vocational courses. With northern B.C.'s economy on the precipice of a boom, and planned industrial projects on the rise, it is obvious that the future is still bright for this inspiring and dynamic program.

Quotes:

"The Northern Opportunities programs continues to show that strategic investment in advancing trades training education in northern B.C. helps to build a stronger north," said Janine North, CEO, Northern Development Initiative Trust.

"Since the inception of the Northern Opportunities Partnership just over ten years ago, the dual credit options for students in northeastern BC has grown exponentially. Trades course offerings have increased from one or two to more than 25 and since 2009 also included 18 non-trades (academic & vocational) courses. The graduation rates of dual credit students in our region speak for themselves, consistently exceeding the traditional rates by 15 – 18 per cent since 2006," said Cheryl Anthony, Program Director, Northern Opportunities

"This is a program that has made a difference in the lives of students and the growth of our business community. Our students have the ability to graduate not only well established in a trade, but in a trade that they know has been acknowledged by industry that it is needed. Our youth have gone on to full time work and apprenticed others or have started their own businesses. It just doesn't get any better than a northern opportunity like this!" said City of Fort St. John Mayor Lori Ackerman

Quick Facts :

- The Northern Opportunities program was created to awareness and support Northern Development has provided a total of \$1,072,770 in grant funding to
- Approximately 70% of the Trust's funding approvals go into
- Communities with less than 6,000 people
- Since inception, the Trust has approved 1.21 million in funding to 1,444 projects throughout central and northern B.C.

Northern Development provides grant and loan funding to municipalities, regional districts, First Nations and non-profit organizations. It also manages 13 distinct funding programs and a host of other initiatives that provide crucial support to 49 local governments and 60 First Nations communities in an area that encompasses 75% of B.C.

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A Q&A with Nisga'a Manager of Economic Development Bert Mercer about how his communities are working to build stronger local economies



Located just over an hour north of Terrace in northwestern B.C., the Nisga'a First Nation is located in the rugged mountains of the Nass Valley, which is home to soaring

working in collaboration to develop a detailed tourism strategy and implementation plan to initiate tourism activity.

Q: You recently became one of the first First Nations people in Canada to purchase a house on aboriginal land in fee simple. What does this mean to you as a First Nations person and an economic development manager?

peaks, dramatic lava beds, picturesque fjords and thriving rivers and streams. In 1999, the Nisga'a signed the first modern day treaty with the Province of British Columbia, charting a new path of empowerment, growth and opportunity for the Nisga'a people. Northwest B.C. is currently experiencing an economic boom, but how are the Nisga'a taking advantage of these opportunities? To get the inside scoop, we chatted with Nisga'a Manager of Economic Development Bert Mercer.

Q: What are the current projects that you are working on to drive economic growth for the Nisga'a?

A: We network with the Nisga'a Villages and the Nisga'a urban locals on economic and business initiatives. I provide advisory services to Nisga'a entrepreneurs and I administer the Nisga'a Business Development Fund. In total, we have invested \$1.1 million toward entrepreneurs for economic growth.

A: Private Nisga'a homeowners currently have Nation Entitlements and Village Entitlements where their personal homes are located. Having fee simple ownership of the property gives you ownership similar to homeowners in municipalities and cities across Canada and throughout the world. Fee simple status opens doors with mainstream financial institutions where a Nisga'a citizen can apply for a second mortgage, using their home and property as equity. The equity can also be used to invest in a Nisga'a entrepreneurial venture.

Q: A key priority for the Nisga'a Lisims Government is to ensure the preservation of Nisga'a culture. How do you support that priority as an economic development manager?

A: As an Economic Development Manager for the Nisga'a Nation, I do have a vision when moving business forward in the natural resource sector to protect our

Q: Guided by Nisga'a culture and best practices from around the world, Nisga'a Lisims Government works to improve the lives of Nisga'a people. How would you describe the Nisga'a approach to economic development?

A: We have developed a prosperity plan that highlights 11 actionable items with implementation plans to support economic growth for the Nisga'a Nation. We support Nisga'a citizens or corporations that have viable sustainable business initiatives (and create employment and profits). It doesn't matter where a Nisga'a resides, we provide support through the Nisga'a Business Development fund. The Nisga'a Villages, with support from Nisga'a Lisims Government, are currently

land and culture. The Nisga'a Nation ensures that those projects are environmentally sound and that they create sustainable prosperity through employment and improve the quality of life for all Nisga'a now and in the future (and that the projects have support from the Nisga'a nation and Nisga'a citizens).

Q: In your own words – why do you love the Nass Valley?

A: The Nass Valley offers everything that I need to survive. It offers tourism activity, backcountry recreation, sport fishing and hunting. We can live off the land like our ancestors did as long as we preserve and respect our culture and land. The land offers many economic opportunities for entrepreneurs that want to improve their livelihood.

“shake the money tree”

The Trust provides \$432,000 annually to support grant writing positions across the region

Northern Development’s Grant Writing Support program provides up to \$8,000 in rebate funding each year to support the employment of a locally based grant writer. The funding helps support grant writers that can help shake the money tree for crucial projects that support community development and economic diversification. Since 2010, community grant writers that have received financial support from the Trust have gone on to raise more than \$81 million in additional funding for important community projects throughout the region. The funding is provided to municipalities, regional districts and First Nations bands. Grant

writers prepare funding applications to agencies, foundations and government programs, and are supervised by community or band administrators. The Trust provides \$432,000 in annual rebate funding to support grant writing positions across central and northern B.C. each year.

Grant Writing Support

WATCH VIDEO



Watch the Northern Development’s Grant Writing Support program Video

Explore hundred of projects...

and connect with the people who are building their communities and a stronger regional economy in central and northern BC.

Share Your Story...

Do you have an update or personal story about a project undertaken in central and northern BC that has made a positive difference for you, your family, or organization?

