

# Northern Development INITIATIVE TRUST



*Catalyst for Positive Economic Change*

# Catalyst for Positive Economic Change in Central and Northern BC

- Northern Development Initiative Trust is:
  - An independent sustainable, regional economic development corporation
  - Established in 2005 by the Province of British Columbia with \$185 Million
  - Core competency is highly effective and non-bureaucratic due diligence and decision making across a range of nine business and community programs utilizing grants and loans with a continuous intake process



Northern Development works closely with 40 communities, 9 regional districts, and 85 First Nations across 70% of British Columbia's geography

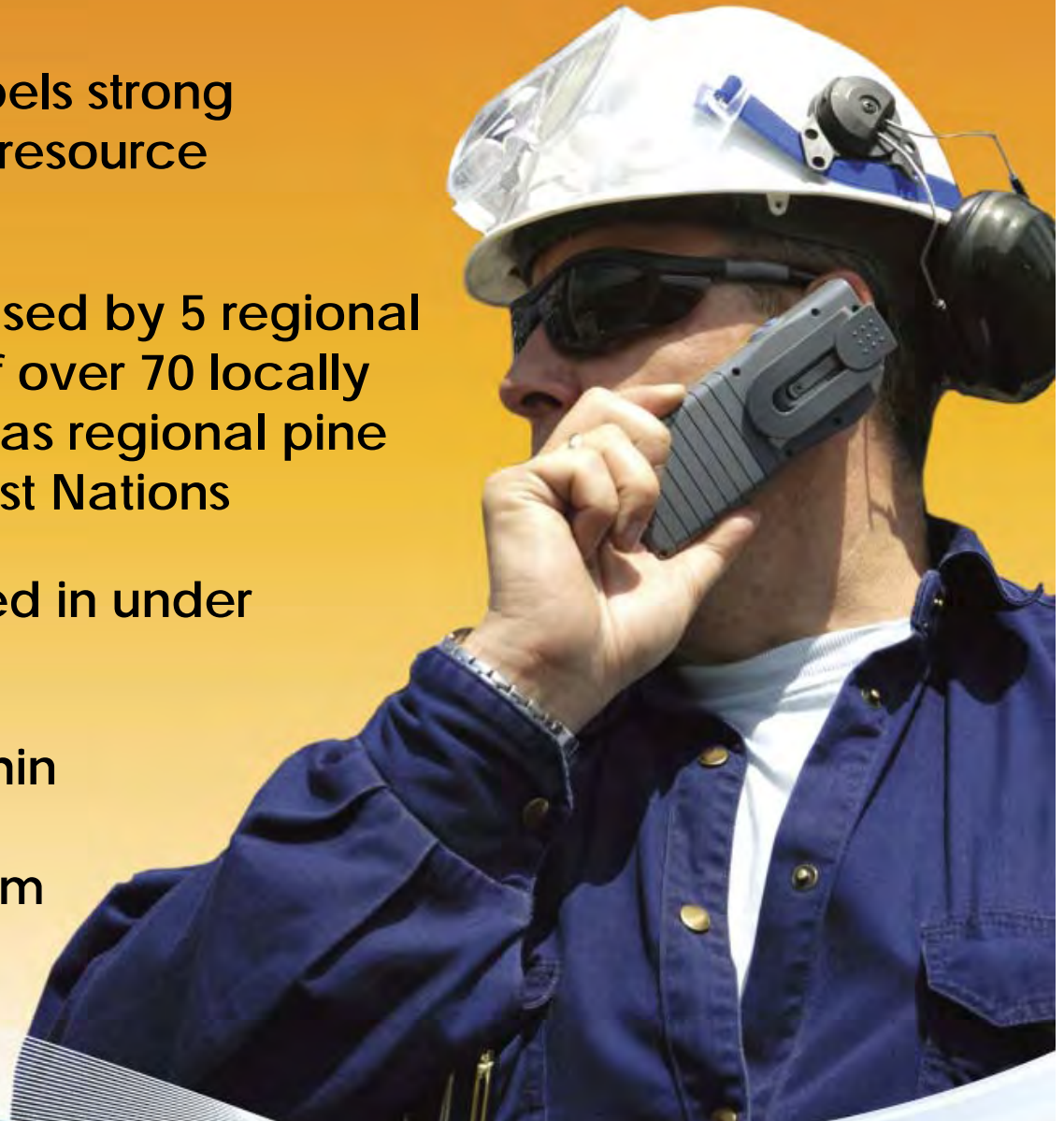


# Ten Investment Sectors We Fund

- Mining
- Energy
- Forestry
- Transportation
- Tourism
- Small Business
- Agriculture
- Economic Development
- Small Business
- Olympic Opportunities
- Pine Beetle Recovery

# Catalyst for Positive Economic Change in Central and Northern BC

- Local intelligence compels strong decisions and effective resource allocation
- Board and staff are advised by 5 regional committees made up of over 70 locally elected officials as well as regional pine beetle coalitions and First Nations
- Due diligence completed in under 2 weeks
- Decisions are made within 2 to 90 days depending on the particular program that is accessed





# Catalyst for Positive Economic Change in Central and Northern BC

- High client satisfaction, regional networking and strong project management ensures effective investment decisions
- All project interim and final payment submissions are analyzed and issued to the community or business client within 10 working days
- Clients submit annual reports for 5 years on:
  - Job creation
  - Revenues
  - Economic impacts



# Results-Driven Efficiency

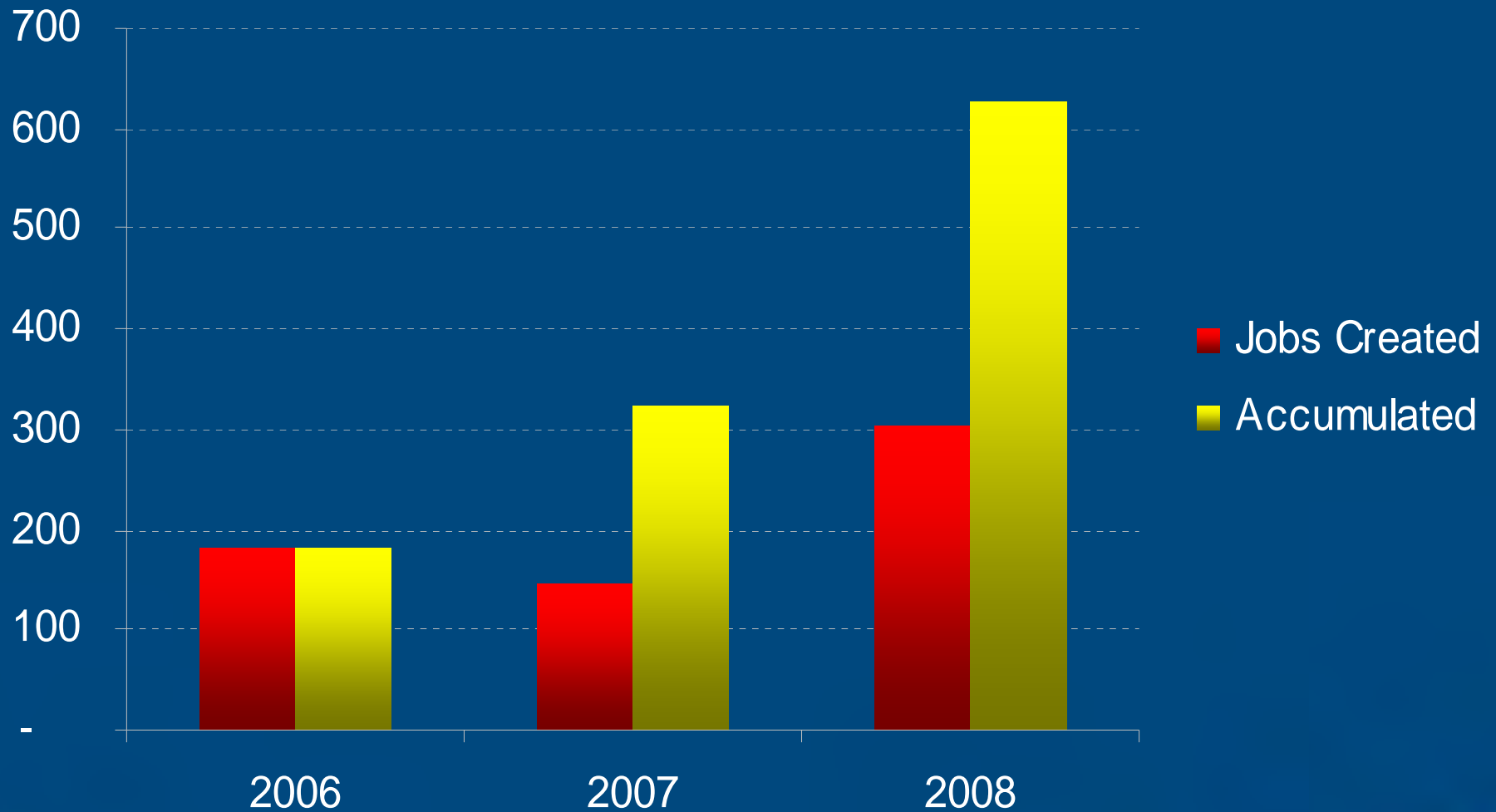
- Operates at a very low overhead of 0.5% of capital base
- Since inception, over \$47 Million has been committed into 317 regional economic development projects worth over \$306 Million in capital investment into the region
- Over 1,200 new jobs created in the first 3 years of funding community and business initiatives
- Attracted over \$8 Million in corporate commitments as a result of its highly efficient and effective programming
- Attracted \$5 into projects from other sources for every \$1 invested by Northern Development

# Exponential Growth in Program Demand



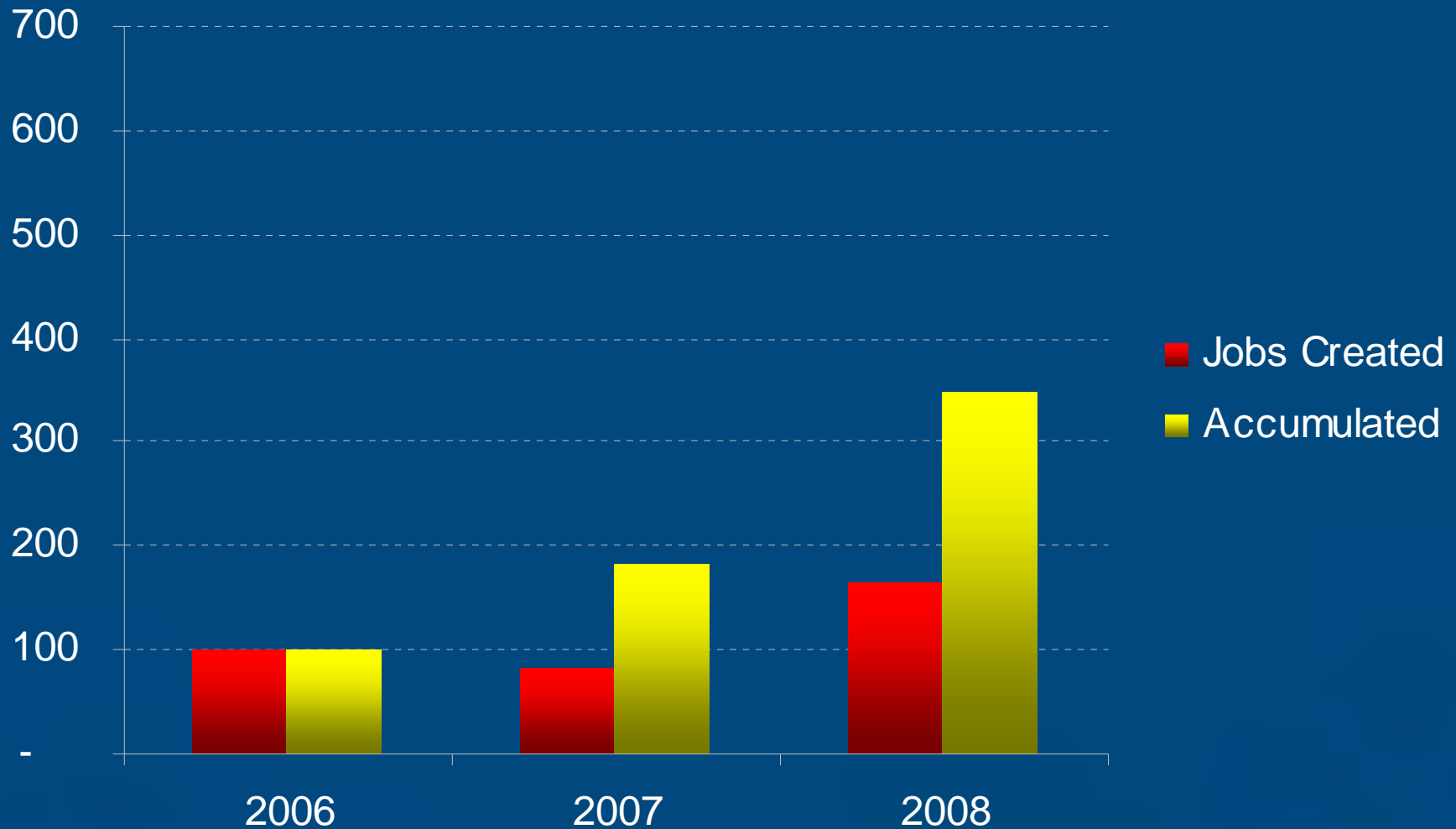


# Direct Job Creation From Investments



*Reported from actual project spending*

# Indirect Job Creation From Investments



*Reported from actual project spending*

# Strong First Nations Leadership

Northern Development has invested \$6.3 Million and over 15% of its funding into 27 economic development projects directly led by First Nations. The organization also connects business directly with First Nations and incorporated communities, and partners with First Nations focused foundations to improve the economy in these culturally rich but economically vulnerable communities.



# Unique Job Creation Business Incentives

Northern Development launched the *Northern BC Business Advantage* in 2008 to support businesses expanding and creating new jobs in the manufacturing sector. The Capital Investment and Training *Rebate* has resulted in the commitment of over 400 new jobs and \$25 Million in capital investment by business in less than 6 months.





# Business Incentives

- Capital Investment and Training Rebate
- Competitiveness Consulting Rebate

*"The Northern BC Business Advantage program gave us the confidence and support we needed to successfully start up our sawmill."*

*- Ken Shields,  
CEO of Conifex, Inc.  
in Fort St. James*



# Capital Investment and Training Rebate

- \$10,000 per eligible job created
- Maximum \$2.5 million per company
- Streamlined approval process - currently less than one week for complete applications
- 10 Manufacturing companies approved with over 400 new jobs and \$27 being invested in our regional economy
- Many other companies developing expansion business plans and applications to this program

# Competitiveness Consulting Rebate

- Funds 50% of business consulting costs to provide better access to expertise for rural BC small and medium sized businesses
- Helps manufacturers, processors, and their suppliers grow their businesses, implement world-class business practices and be more competitive in the global market
- Consultants are contracted by business and the Business Development Bank of Canada (BDC) Consulting Division - Northern Development sends rebate after contract completed to satisfaction of business

# Community Funding

- Economic Diversification Infrastructure
- Feasibility Studies or Marketing
- Industry Attraction
- Grant Writing Support
- Economic Development Capacity Building
- Community Halls and Recreation Facilities
- Community Foundations

*"Northern Development has been very beneficial for the northern communities, particularly smaller communities, and has helped them to overcome some of the roadblocks that were in the way of making projects and opportunities happen."*

*- Mayor Stephanie Killam, Mackenzie, BC*





# Mining Sector Projects Funded to Date

- Quesnellia Exploration Strategy (QUEST)
- QUEST-West Geoscience Survey
- Lower Skeena Regional Geochemical Survey
- NW Community College School of Exploration and Mining – Mobile Training and Equipment
- Fort St. James – Mackenzie Connector Road Engineering and Design
- Bulkley Nechako Regional District Mining Industry Web Portal

**\$2.17 Million invested in projects with total direct expenditures of \$13.5 Million**

# Access All Programs Online



**ECONOMIC DEVELOPMENT**  
NORTHERN BRITISH COLUMBIA, CANADA

APPLY FOR

[About Northern Development](#)[Our Team](#)[Business Incentives](#)[Community Funding](#)

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**NEWS**

[Kitimat Officially Opens Multi-Use Recreation Facility](#)  
Apr 8, 2009 | [more >>](#)

[Northern BC Enterprising Non-Profits Orientation Sessions Announced](#)  
Mar 27, 2009 | [more >>](#)

## Catalyst for Opportunities

Northern Development is an independent regional economic development corporation focused on stimulating economic diversification and job creation in central and northern British Columbia, a region that is strategically located, and offers a resource-rich economy with many [competitive advantages](#) and [incentives for business](#).

As the leading economic development agency in the region, Northern Development will be the catalyst to inject \$2 billion every decade into communities within the region to realize their economic potential. The corporation supports community economic development initiatives with funding for [economic diversification infrastructure](#), [feasibility studies](#), [marketing](#), [capacity building](#), [grant writing](#), [community halls](#), [recreational facilities](#), and [community foundations](#).

Northern Development directly incents private business to create new jobs throughout the region via \$30 million in dedicated funding to support [capital investment](#) and [new job training](#) in central and northern BC.

The corporation operates seven [Trust Accounts](#) with funding focused on ten primary investment areas: agriculture, economic development, energy, forestry, mining, olympic opportunities, pine beetle recovery, small business, tourism, and transportation.

### IMPORTANT DATES

- [Prince George Regional Advisory Committee Meeting](#)  
April 17, 2009
- [Northeast Regional Advisory Committee Meeting](#)  
April 24, 2009
- [Community Funding Application Intake Deadline](#)  
June 19, 2009

 [View all upcoming events](#)

**NORTHERN BC BUSINESS ADVANTAGE**



**Up to \$10,000 per new job**  
based on investment and training expenditure



# Highlighted Regional Project Investments



Northern Development has invested \$3 Million in funding towards upgrades at the Terrace Sportsplex



Terrace is Hockeyville 2009 – Hockey Night in Canada's Cassie Campbell and Kirk McLean speak with Mayor Dave Pernarowski and Carol Fielding from Terrace, BC

# Highlighted Regional Project Investments



Improvements to the Sam Lindsay Aquatic Centre  
— a recent major infrastructure project in Kitimat  
funded by Northern Development



Northern Development assisted GLC Controls' efforts to diversify into new markets and increase profitability



# Highlighted Regional Project Investments



Journeyman Welder Tyrell Orcutt, (left), the first former Northern Opportunities Apprenticeship and Dual Credit student to sponsor an apprentice, shakes the hand of his new apprentice welder, Cleve Rodtka

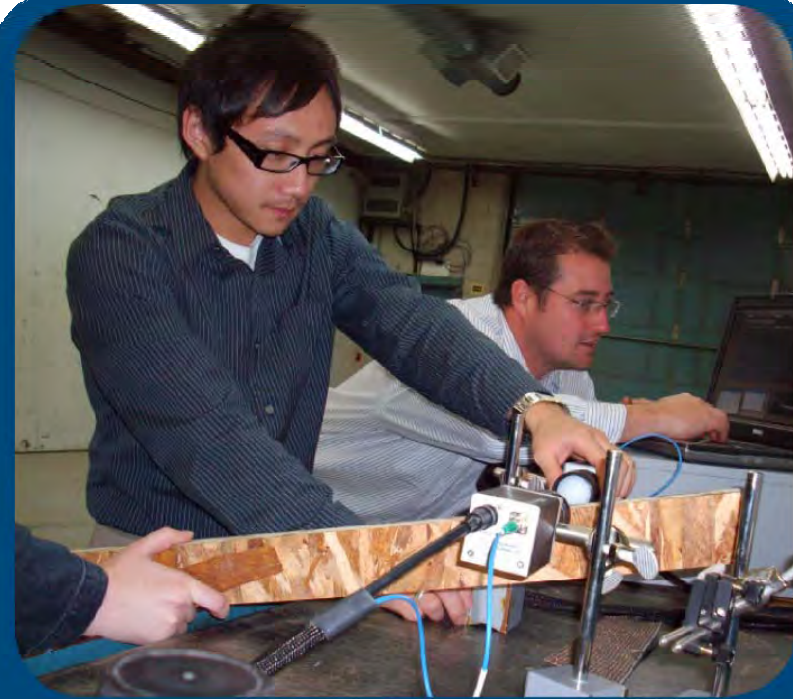


Xeni Gwet'in Traditional Village regional tourism infrastructure project

# Highlighted Regional Project Investments



Prince Rupert Civic Centre infrastructure improvements have supported the community as host of the annual All-Native Basketball Tournament and other major events



Northern Development is funding leading edge technology development which could save the oriented strand board (OSB) industry millions of dollars per year



# Highlighted Regional Project Investments



Charles Jago Northern Sport Centre in  
Prince George, BC



Upgrades to Smithers Regional Airport are  
important to expanding both tourism and mining  
opportunities in the Bulkley Valley

# Highlighted Regional Project Investments



Northern Development funded the Haida Heritage Centre at Kaay Llnagaay as a global tourist attraction for Haida Gwaii and Northern BC



QUEST-West generated new geoscience data covering 40,000 square kilometres from Vanderhoof-Fort St James to Terrace, BC



# Highlighted Regional Project Investments



Northern Development business incentives support manufacturers such as Del-Tech Manufacturing in Prince George, a company focused on manufacturing wood pellet-fired boiler systems that effectively compete with low emission European models



In partnership with the Government of Canada and Province of British Columbia, Northern Development provided an \$11 Million loan for expansion of the Prince George Airport

# Highlighted Regional Project Investments



Funding supported establishment of the 100 Mile House Emergency Training Centre



Training community staff in economic development and industry attraction



# Highlighted Regional Project Investments



A new power line along Highway 37 has the potential to spur \$15 Billion in mining and clean power projects in northwest BC



Business incentives assist companies such as Allterra Wholesale Distributing Ltd. to expand their kitchen cabinetry manufacturing operations in Terrace, BC

# Highlighted Regional Project Investments



Northern Development Chair Bruce Sutherland announces funding for UNBC technology commercialization initiatives



Improvements to the 99 Mile Ski Trails have positioned the facility for major winter sports event hosting in 100 Mile House, BC