

FORESTRY

Forestry is a key driver to the Lower Columbia with a long history of timber harvesting and value-added wood production. Products manufactured in the Lower Columbia range from veneer products and dimensional lumber to kraft pulp. Many companies, agencies, and services related to the forest industry are based in the area including ATCO Wood Products, Bell Lumber & Pole, Kalesnikoff Lumber and Zellstoff Celgar.

COMPETITIVE ADVANTAGES

Timber supplies – The Lower Columbia is part of The Arrow Timber Supply Area (TSA) The Arrow TSA is part of the Kootenay-Boundary Natural Resource Region and is administered by the BC's Ministry of Forestry Selkirk Natural Resource District. The TSA has approximately 291,000 hectares of productive forests that provide diverse and abundant wood fibre. These forests contain roughly 513,700 cubic metres of timber.

Varied tree species – Tree commercial species are primarily coniferous or softwood, including Douglas-fir, western hemlock, true fir, western red cedar, lodgepole pine and interior spruce and larch.

Beneficial land tenure system – The majority of the TSA is publicly owned. The provincial government issues land tenures, giving companies the right to harvest in exchange for fees and management responsibilities. With no need to purchase land, capital required to invest is low compared to other regions.

Preferred supplier – British Columbia has more lands certified to internationally recognized sustainability standards than any other jurisdiction. This ensures sustainable production, and gives access to markets around the world looking for environmentally sound products.

Varied wood products – Commodity products, including standard dimensional lumber, pulp, paper, and panel boards, dominate the forest industry in British Columbia and the Lower Columbia.

Growing value-added sector – Small and medium-sized firms produce a wide range of value-added products, such as treated lumber, engineered wood products, shakes and shingles, posts, poles, log and timber-frame homes, moldings, and other finished or semi-finished products.

New utilization opportunities – Under-utilized species, smaller stems, dead trees, mill residue, and debris from silviculture and harvesting now have new value as raw materials for next-generation forest products.

Lifestyle: The Lower Columbia has a vast landscape with plenty of room in which to play and engage in an array of recreational opportunities, in both summer and winter. Housing is affordable and the cost of doing business is competitive, plus the area boasts exceptional schooling options and healthcare services which attracts a highly skilled workforce. Employee retention is high in the Lower Columbia with employees citing an affordable, quality of life in the region as a major plus.

FORESTRY SECTOR RESOURCES

LOCAL

Ministry of Forests, Lands and Natural Resource Operations | Selkirk Natural Resource District: A resource for the Arrow TSA, Wildfire Management and other resources. Resources pertaining to timber tenure, stewardship, forest sciences can be accessed through the Ministry. Find out more at www2.gov.bc.ca

Selkirk College, the local post-secondary institution, offers a nationally accredited Forest Technology diploma program that bridges the environment with people to ensure the balanced use of forested landscapes. They train forestry professionals to use an ecologically-responsible approach in maintaining the integrity of the whole forest in the short and long-term. Find out more at selkirk.ca

PROVINCAL

BC Bioenergy Network: is led by industry and supports near-term bioenergy technologies and research to build a world-class bioenergy capability in British Columbia. Funding programs can be accessed through the Network. Explore how the BC Bioenergy Network can support your investment. Find out more at bcbioenergy.ca.

Investments in Forest Industry Transformation Program: promotes new technologies that lead to non-traditional, high-value forest products and renewable energies. Find out about the Investments in Forest Industry Transformation Program. Find out more at www.nrcan.gc.ca.

The Forestry Innovation Investment (FII): is a market development agency that works with industry trade associations in promoting B.C. forest products domestically and internationally, but does not provide loans, subsidies or other financial incentives to individual businesses. Find out more at www.bcfii.ca.

Industry Professionals The Association of BC Forest Professionals is responsible for registering and regulating British Columbia's professional foresters and forest technologists. Here in BC,

the practice of professional forestry has been regulated since 1947 when foresters first agreed to help protect the public's interest in the province's forests in return for the exclusive right to practise forestry. Find out more at abcfp.ca.

TESTIMONIALS

ATCO Wood Products has a history of doing business in the Lower Columbia Region that dates back over 60 years. Our ability to be continuously successful over that period of time has a lot to do with our location in this region. While close proximity to healthy and well-managed forests has been a key to our success, the business friendly communities in the region and the skilled and stable workforce have helped our business to thrive over 3 generations of ownership. Being located in an area with fantastic outdoor amenities has helped to attract and maintain our workforce. A multitude of highway, rail, and air transportation links from our region allows us to efficiently transport our product to markets all over Canada and the US, and visit our customers and suppliers quickly and easily.

Scott Weatherford

Chief Executive Officer

ATCO Wood Products Ltd.

HEALTH SERVICES

Although the Government takes the lead in providing health care and education, there is room for entrepreneurial initiatives in these industries in BC's Lower Columbia. The presence of a major regional health care facility and college are springboards for new business opportunities.

COMPETITIVE ADVANTAGE

Physicians, dentists and pharmacists are available throughout the Lower Columbia with the main concentration of specialists, physicians and health services located in Trail. A wide variety of alternative or complementary healthcare is also available regionally.

The Kootenay Boundary Regional Hospital (KBRH) is responsible for providing core medical and surgical specialty services to 80,000 residents throughout its service area. The hospital has 45 general practitioners with hospital privileges and 35 specialist physicians. KBRH is managed by Interior Health and employs approximately 1000 people with an operating budget of \$35 million. KBRH offers services including core physician specialties, 24-hour emergency and trauma services, medevac heliport, Level 2 laboratory, acute and obstetrical care, and psychiatry. Additional services include:

- Acquired Brain Injury Services
- Chemotherapy
- Chronic Obstructive Pulmonary
- CT Scan
- Dental Surgery
- Fluoroscopy
- Gynaecological and Obstetrics Surgery
- MRI (Magnetic Resonance Imaging)
- Nuclear Medicine
- Nutrition / Dietitian Services
- Oncology
- Orthopaedic Surgery
- Otolaryngology Surgery
- Pacemaker Implantation
- Pediatric Surgery
- Plastic Surgery
- Radiology (X-ray)
- Ultrasound (Sonography)
- Urology Surgery
- Vascular Surgery

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HEALTH SERVICES SECTOR RESOURCES

LOCAL

University of British Columbia (UBC) offers the Southern Medical Program (SMP), based in the Interior of British Columbia, Trail is the fourth site in UBC's MD Undergraduate Program. UBC's MD Program is one of the first of its kind in North America distributing the entire four-year MD undergraduate curriculum across four geographically distinct sites. UBC aims to increase the number of rural and aboriginal students seeking medical careers. Medical education opportunities outside of urban centres allow students to complete their training in rural and underserved communities, where, as studies suggest, they are more likely to return to practice once their training is complete. Find out more at smp.med.ubc.ca. UBC also offers an Intergrated Community Clerkship program based out of KBRH. Find out more at mdprogram.med.ubc.ca.

University of Victoria offers a nursing degree program in partnership with the Selkirk College. The program is nationally accredited by the Canadian Association of Schools of Nursing (CASN) and provincially recognized by the College of Registered Nurses in BC (CRNBC). Students experience small class sizes, simulation technology, a variety of rural practice placements, and may have international learning opportunities.

Selkirk College offers a Pharmacy Technician program that is accreditation by the Canadian Council for Accreditation of Pharmacy Programs (CCAPP), our classes are technologically advanced, student-centered and convenient. The program has an excellent reputation for upholding the high standards required in the pharmaceutical field and is recognized by many pharmacists, pharmacy organizations and health authorities in British Columbia and Alberta. Find out more at selkirk.ca.

Kootenay Boundary Division of Family Practice (KBDFP): A non-profit group established to give family physicians input into healthcare needs of patients. The KBDFP works

collaboratively with the Interior Health Authority and the BC government's Ministry of Health Services to find solutions to healthcare issues, provides advocacy and peer support for doctors. KBDFP also offers help for financial management issues, technological support for medical practices and provides mentorship and assistance in helping doctors get their practices up and running. Find out more at www.divisionsbc.ca/kb.

PROVINCIAL

Canadian Mental Health Association (CMHA)| West Kootenay Boundary Branch: The Canadian Mental Health Association is a national nonprofit organization made up of provincial bodies and local branches. The West Kootenay branch is one of 23 in British Columbia. CMHA West Kootenay is dedicated to raising awareness and promoting the mental health of all people and this is achieved through the services offered directly through the Clubhouse programs, advocacy, volunteer opportunities and public education. Find out more at www.kootenays.cmha.bc.ca.

The College of Physicians and Surgeons of British Columbia regulates the practice of medicine under the authority of provincial law. All physicians who practise medicine in the province must be registrants of the College. The College is also involved in professional medical corporations to ensure that the practice of medicine in BC is fully and completely controlled by licensed physicians. Physicians remain responsible for the quality of medical care provided through their professional corporations. Find out more at www.cpsbc.ca.

TESTIMONIAL:

I am a family doctor living and working in Fruitvale, BC. I have been living in this area since 1991 and first just came out to Rossland to do a locum for a friend for a month. The area was so beautiful and skiing and hiking/biking amazing that I came out on a few more occasions and, by then, my husband and I were hooked on the great lifestyle and opportunities that we bought a house.

As I have no other family connections here I am surprised that I have stayed so long, but I work with an amazing group of people at the Beaver Valley Clinic in Fruitvale and the people in the area are so kind and appreciative. Also the Hospital in Trail (KBRH) is just the right size and I feel like I make a difference in caring for my patients who are admitted there.

I can't imagine working or living anywhere else at this time.

Libby McCoid, MD

TECHNOLOGY

The technology sector in the Lower Columbia is diverse and provides a number of excellent employment and business opportunities. Companies are finding success in the Lower Columbia in a variety of industries. Examples include Teck Resources Limited's Applied Research and Technology (ART) group is also located in Trail. It employs approximately 50 individuals, including research engineers and technologists and managerial staff.

A regional cluster is emerging in the VFX field (motion graphics in video production) with Juicy Studios, computer software developers like Adventure Engine and high quality, professional website design & development and new media companies like ProCreative Design Lab.

Qfinsoft is known and respected for simulation software that models heat flow in the cooling systems in electronic hardware like computers and cell phones.

Finally, Thoughtexchange, the group insight platform leverages the principles of crowd sourcing, interest-based negotiation and experiential education. They work with school districts and other organizations facing change to engage tens of thousands of people from different backgrounds in a single coherent conversation.

COMPETITIVE ADVANTAGES

Broadband: Recently the Lower Columbia saw Broadband introduced to both Rossland and Trail. This service is supported by local government and the Columbia Basin Trust with the intention of supporting businesses with commercial grade internet service. Find out more at rosslandbroadband.com and trailbroadband.ca.

Selkirk College: offers a Digital Arts and New Media program that covers graphic design, illustration, animation, visual and special effects, web design, and interactive application development. The program also offers a solid foundation in traditional and graphic arts, web site development, video and sound production, animation and digital media. See more at selkirk.ca

Industrial Research Assistance Program (IRAP): The Government of Canada provides innovation and funding services customized to businesses specific needs and supports research projects on a selective basis with grants ranging from \$10,000 to \$250,000 per annum. Find out more at nrc-cnrc.gc.ca.

Scientific Research and Experimental Tax Credit (SR&ED): This federal incentive gives Canadian Controlled Private Corporations a refundable investment tax credit of 35% up to the first \$2 million of

SR&ED expenditures and a non-refundable 20% on any amount over \$2 million. Other Canadian corporations can earn a 20% nonrefundable tax credit. Find out more at www.cra-arc.gc.ca.

Lifestyle: The Lower Columbia has a vast landscape with plenty of room in which to play and engage in an array of recreational opportunities, in both summer and winter. Housing is affordable and the cost of doing business is competitive, plus the area boasts exceptional schooling options and healthcare services which attracts a highly skilled workforce. Employee retention is high in the Lower Columbia with employees citing an affordable, quality of life in the region as a major plus.

TECHNOLOGY SECTOR RESOURCES

LOCAL

Selkirk College Applied Research: As a hub of innovation and learning, Selkirk College can offer applied research support to help businesses develop new products and services in the fields of geospatial technology, digital fabrication and rapid prototyping.

The Selkirk Geospatial Research Centre (SGRC) provides access to skilled researchers and leading-edge technology that helps organizations meet their geospatial research, training, and reporting needs. The SGRC team are experts in technologies that enable remote sensing, web mapping and geospatial analysis.

The Digital Arts and New Media Program (DANM) provides training for students that want to work in the new media industry, but it is also host to skilled researchers and state-of-the-art equipment that has been put to use solving research and development challenges faced by companies in the manufacturing and design sectors. The DANM team applies innovative approaches to help companies meet their digital fabrication and rapid prototyping needs. Find out more at selkirk.ca.

Kootenay Association of Science and Technology (KAST): Established in 1998, KAST is a not-for-profit society working to promote, develop and enhance economic and community development in the Lower Columbia region. KAST is about enabling opportunities for using science and technology as a catalyst for commercialization and also creating and promoting a culture of knowledge, awareness and entrepreneurial excitement in the fields of science and technology. It provides many services for entrepreneurs as well as industry in the region, some of which are providing leadership and direction, sector analysis, research on key regional issues, increasing networking opportunities, outlining Science and Technology available funding and direction for management. Find out more at KAST.com.

PROVINCIAL

B.C. Technology Industry Association (BCTIA): A not-for-profit organization that supports technology companies in British Columbia. Our network spans across the province and includes technology and professional services companies of all sizes and from every sector. Find out more at bctia.org.

High Technology in British Columbia: This is a gateway to web sites that provide support, information, advice and other assistance to BC investors, entrepreneurs, technology-based companies and science, technology and engineering students. National organizations that offer services and support to BC are included. Find out more at bcstats.gov.bc.ca.

TESTIMONIAL:

I've built several businesses during my time in the Lower Columbia and could not think of a better place to launch and grow a company. Some may say that finding skilled labour is a challenge. To get it can be tough, but with the right incentives—flexibility to raise your family and the ability to enjoy the lifestyle—it is enough to attract top talent.

In tech, as long as companies understand the new management thinking—that people and flexibility are number one—any tech company can be here.

Don Freschi

Founder, Fenix Advanced Materials

MINING & METALURGY

BC Lower's Columbia attracts players large and small interested in opportunities created by the region's reputation for refining, recycling and adding value to metals. For example, an EPCM (Engineering, Procurement and Construction Management) consultancy historically located in Trail was acquired by AMEC's Mining & Metals Branch. The Trail group provides mechanical, civil/structural and electrical engineering as well as project management services.

The Teck Metals Ltd. Trail Operations is one of the world's largest fully integrated zinc and lead smelting and refining complexes. It also produces a wide variety of precious and specialty metals, chemicals and fertilizer products. Teck Trail Operations has a two-thirds interest in the Waneta hydroelectric dam as well as ownership of the related transmission system. The Waneta Dam provides clean and renewable power to the metallurgical facility.

Small manufacturers also serve the local metallurgical industry, such as Able Plastics Ltd and Cscan Services Inc. (concrete polymers & ceramic coatings). XL Quality Industrial Services Inc. provides custom fabrication, machining, industrial blasting & welding. KC Recycling and Retrieve Technologies are leading materials recovery and recycling companies in the region.

COMPETITIVE ADVANTAGE

MIDAS is the Metallurgical Industrial Development Acceleration and Studies, and is being spearheaded by the Kootenay Association for Science and Technology (KAST). MIDAS is a lab facility where local entrepreneurs, students, academics and makers will be able to work with innovative materials, test out original products and get help bringing unique ideas and products to market at a new laboratory in Trail. There are two main parts to the laboratory.

The first is a *fab lab*, or "digital fabrication laboratory," intended for rapid prototyping and training in additive manufacturing, which is a method of building 3-D objects by adding layer upon layer of material, such as plastic, metal or concrete. Users will be able to quickly create a model of an item—for example, a mechanical part or a snowboard—using 3-D computer-aided design and a 3-D printer. There will also be areas focused on electronics, laser cutting, molding, casting, metalwork and woodwork.

The second part is companies and researchers can also explore commercial uses for metallurgical and chemical materials at MIDAS. KAST and partners will provide research-and-development and business-development services via the research organization Mitacs and the BC Venture Acceleration Program; if a new product developed in the lab has commercial potential, these services can help it reach the market successfully. MIDAS is scheduled to open in the fall of 2016. Find out more at kast.com.

Industrial Research Assistance Program (IRAP): supports research projects on a selective basis with grants ranging from \$10,000 to \$250,000 per annum.

Machinery and Equipment Investment: Purchase of eligible machinery and equipment is exempted from Provincial Sales Tax (PST). Eligible expenditures include machinery and equipment used in manufacturing, software development, mining and mineral exploration, petroleum and natural gas production and logging.

Selkirk College offers a variety of trades and technical operations programs that support the Mining and Metallurgy sector. To find out more see Selkirk.ca.

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MINING & METALLURGY SECTOR RESOURCES

PROVINCIAL

Canadian Institute of Mining (CIM): is the leading technical society of professionals in the Canadian Minerals, Metals, Materials and Energy Industries. Find out more at cim.org.

Mining Association of British Columbia (MABC): The Mining Association of B.C., one of the oldest associations in the province, represents the collective needs and interests of coal, metal, industrial

mineral companies and smelters in British Columbia. In doing so, MABC has come to be regarded as the predominant voice of mining in British Columbia. Find out more at mining.bc.ca.

Ministry of Energy, Mines and Petroleum Resources: The Ministry of Energy and Mines is responsible for the management of B.C.'s energy, mineral and petroleum resources to ensure environmental protection and worker safety. Find out more at www2.gov.bc.ca.

Geoscience BC: Geoscience BC is an industry-led, not-for-profit, applied geoscience organization. Geoscience BC works in partnership with industry, academia, government, First Nations, and communities to fund applied geoscience projects with the objective to attract mineral and oil & gas exploration to British Columbia. Find out more at geosciencebc.com.

TESTIMONIAL:

“Long proximity to Teck’s Trail Operations has created a Lower Columbia where our deep technical and entrepreneurial talent, industrial innovation and access to metallurgical material can create high quality rural jobs and opportunities for local businesses, all while enjoying our unbeatable access to the great outdoors. MIDAS provides companies and entrepreneurs the tools, coaching and technical expertise needed to succeed.”

Leon Pigott, KAST Board Chair

TOURISM

The Lower Columbia is renowned as an all-season sports and recreation destination, enabling the region to host tourism events like the BC Summer and Winter Games, and the BC Disabled Games. Red Mountain and the Black Jack Ski Club host annual NorAm alpine and nordic ski races as well as the Canadian Freeskiing Championships. Trail is also home to the historic Smoke Eaters hockey team and Orioles baseball team.

Outside of competitive sports, tourism in the Lower Columbia centers on outdoor recreation. In the summer, visitors are drawn to golfing at three local golf courses and two disc golf courses in Fruitvale and Rossland. Hiking and biking are very popular summer activities with excellent access to the Selkirk and Monashee Mountains with hundreds of kilometres of trails and a number of backcountry huts throughout the area. The Lower Columbia is also home the 35 km Seven Summits trail, and is classified as an IMBA Epic Ride. Visitors also come to fish, swim, or simply sit by the banks of the Columbia River and surrounding mountain lakes. Many enjoy boutique shopping, dining and unique places to stay such as the Columbia Winery guesthouse.

In the winter, skiing and snowboarding take center stage for tourism. The presence of an internationally recognized resort, Red Mountain benefits the entire sector as visitors are drawn into the region's communities during a season that tends to be quieter in other locales. Red is also undergoing another expansion with the construction of a 107 room hotel at the base of the mountain. This supports a long term trend of increasing tourism in the region with an estimated economic impact of \$10 million in 2015.

COMPETITIVE ADVANTAGES

Red Mountain Resort: Red Mountain is one of the oldest ski hills in North America, with a reputation for being one of the best with a yearly snowfall of 750 cm (300 in). Spread over three mountains, visitors can choose from 110 runs with 2,682 skiable acres and 890 meters (2,919 feet) of vertical terrain serviced by seven lifts. Find out more at redresort.com.

Sports Facilities: The Lower Columbia boasts a number of outstanding sports facilities including the Cominco Area, Warfield outdoor swimming pool, Haley Park and the Andy Bilesky Little League Park. The fact that the Lower Colombia is located along the Canada/US border is also a major draw to the area.

Selkirk College offers programs in both Resort and Hospitality Management and Ski Resort Operations Management. Each program provides a unique blend of management skills and industry knowledge. The curriculum contains specific industry course content not commonly available at post-secondary educational institutions. - See more at Selkirk.ca

PacificSport Grants: The PacificSport Travel Grant gives financial aid to athletes and coaches travelling for training and competitions. Find out more at csipacific.ca.

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TOURISM SECTOR ORGANIZATIONS

LOCAL

Tourism Rossland: is Rossland's Destination Management Organization (DMO) and works collaboratively with input from all regional tourism stakeholders. The DMO supports local business and industry to improve product to grow the Lower Columbia's year round tourism economy. Find out more at tourismrossland.com.

PROVINCIAL

Destination BC: works collaboratively with tourism stakeholders across the province to coordinate tourism marketing at the international, provincial, regional and local levels, and to support regions communities and Aboriginal people in developing or expanding tourism experiences, businesses and jobs. Find out more at destinationbc.ca.

Tourism Industry Association of BC: The Tourism Industry Association of British Columbia is the voice of British Columbia's 18,000 private sector tourism businesses. They are a not-for-profit, trade association whose primary purpose is to advocate the interests of their members. Find out more at tiabc.ca.

Wilderness Tourism Association: The BC Wilderness Tourism Association works to address land use issues faced by nature based tourism operators. It does this by improving communications between tourism operators, governments and other industry sectors with respect to wilderness conservation and access to wilderness tourism opportunities. Find out more at wilderness-tourism.bc.ca.

TESTIMONIAL:

Our family fell in love with this place after one ski season. Rossland had such a great feel that we bought property, built a house and called it home. So many great people and so much to do. We love playing outdoors and now I am very fortunate to work with three hundred young fun seekers at RED Mountain Resort. The region has it all and once we discovered how great spring, summer and fall were the great snow and fantastic skiing was simply a bonus to living in the Lower Columbia Region.

Don Thompson
President - GM
RED Mountain Resort
