Category: Single Publication (4 pages or more)

Title of Submission: Mega Projects Brochure

Organization/Municipality: Halifax Gateway Council

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About the Halifax Gateway Council

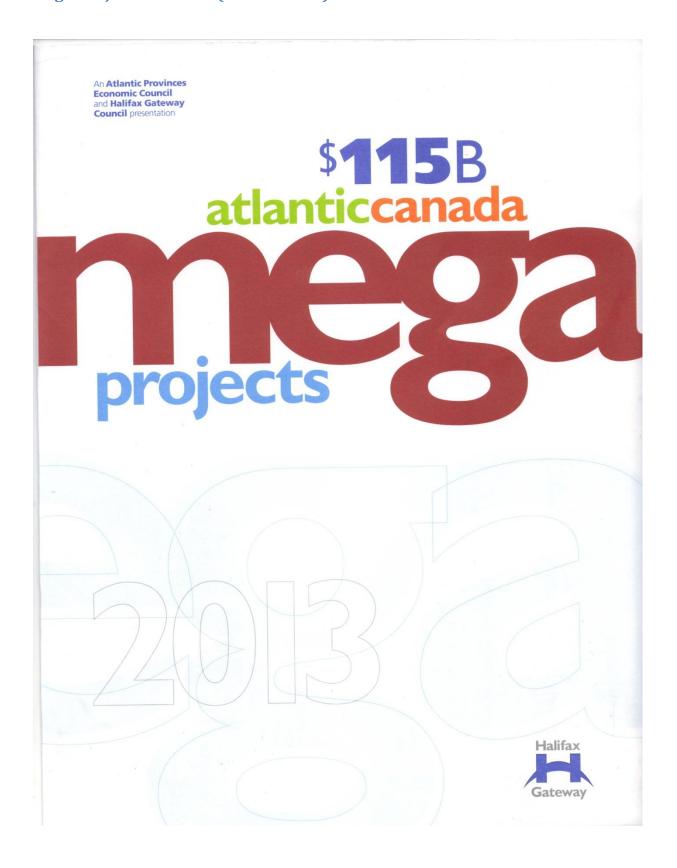
Established in 2004, The Halifax Gateway Council (HGC) provides a forum for transportation providers and stakeholders in the Halifax region to work collaboratively to improve the efficiency and competitiveness of the Gateway for the movement of goods and people.

Funded by both the public and private sector, the HGC:

- Seeks to establish partnerships to increase business through the Halifax Gateway
- Conducts research and studies related to the Gateway
- Positions the Gateway to Government for funding
- Markets Halifax as an international trade hub with a competitive geographic location

The HGC is managed by the Greater Halifax Partnership and led by a Board of Directors comprised of representatives from private and public organizations that rely on the Halifax transportation system to bring people and goods to and from Halifax and other areas around the world.

Mega Project Brochure (PDF Version)



atlanticcanada, megaprojects

he Atlantic Provinces Economic Council's (APEC) 2013 Major Projects Inventory (MPI) identified a record \$115 billion worth of major investment projects in various stages of development across Atlantic Canada. Major project activity is expected to continue at a high level for several years and the impact on the Halifax areas is expected to grow as work on the national shipbuilding project moves forward, offshore activity increases and other regional projects ramp up.

Mega projects (\$25 million+) require a combination of transportation modes to get goods and people to the project site during the construction phase, and the goods to market during the production phase. The Halifax Gateway will play an important role in this activity. APEC identified the key projects that are expected to have the largest impact on the Halifax Gateway.

The Irving shipbuilding project is expected to have the strongest impact on all Halifax Gateway components with a large portion of the impact coming indirectly due to the increase in goods and services needed to support higher incomes. Projects such as planned offshore work in Nova Scotia and the construction of the Muskrat Falls and Maritime Link projects will have a direct impact leading to an increase in cargo shipped to support the construction of these large projects.

Vale's plans to build a transshipment facility in Halifax to support its mining projects in Newfoundland and Labrador will also have a strong direct impact. Other projects like those in the Newfoundland and Labrador offshore will have more of an indirect impact on the Halifax Gateway as more goods and people move through Halifax due to rising incomes in the region.



The Halifax Gateway and the Impact of Mega Projects

The Halifax Gateway offers an integrated multimodal transportation and logistics system built around the:

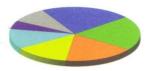
- Port of Halifax
- CN Rail
- Halifax Stanfield International Airport
- Halifax Logistics Park

Improvements are already underway at each of these facilities to accommodate expanded traffic, with further infrastructure upgrades planned over the next few years.

Total Value of APEC's Major Projects Inventory

Value by Sector, Atlantic Canada

Manufacturing	21%
Oil and Gas	21%
Electricity	18%
Mining	13%
Housing	12%
Other Sectors	12%
Transportation	5%





Halifax Gateway

A Foreign Trade Zone

ew infrastructure in the Haiffax Gateway will enable the competitive flow of goods and services that will come from these major projects and from a growing economy. These improved services will also have a positive impact on other firms in the region which will have better access to global markets.

The Forts customers are also upgrading their fleet capacity which will boost the flow of goods into and out of the Halifax Gateway. Oceanex, which carries containers between Newfoundland and Labrador and the Fort of Halifax, is adding a new ship to its fleet in order to take advantage of growth in major project activity.

ACL, which is a key carrier between the float of Halifax and Europe, has ordered five new Ro-Ro vessels. ACL's new G4 fleet will carry 3,800 containers, 1,300 cars, and will increase its Ro-Ro capacity by 45%.



Air

Halifax Stanfield International Airport (YHZ) is the largest airport in the region and has the only US preclearance facility in Atlantic Canada. The airport has a 7,000 sq ft temperature-controlled cargo handling space which is the largest of its kind north of Miami.

A 10-year \$380 million capital program (2011-2020) will see improvements to the terminals as well as airside and groundside services. For example, a recently completed \$28 million runway extension will improve competitiveness by allowing larger planes to access the airport.

The airport contributes an estimated \$1.26 billion annually to the provincial economy, accommodating over 3.6 million passengers and 29,000 metric tonnes of cargo in 2012.

Port

The Port of Halifax is the busiest container port in Atlantic Canada handling 417,000 twenty-foot equivalent units (TEU) in 2012. The Port also handled 5.6 million metric tonnes of bulk cargo and 445,000 tonnes of general cargo.

At 16 meters, Halifax has the deepest berths on the east coast of North American and connects trade to 150 countries with service from 19 of the world's leading shipping lines. Goods reach the Midwest up to five days faster than other east coast ports and there is double stack service to over 43% of the North American population via CN Rail.

About \$250 million is being spent on capital upgrades between 2006-2014 including major upgrades to the Richmond Terminal,



the Fairview Cove Container Terminal and the South End Container Terminal. The expansion at Richmond Terminals and other upgrades leave the port well positioned to handle increased roll-on roll-off activity.

Overall, the Port generates an economic impact of \$1.5 billion. The Halifax Port Authority also manages the Port of Sheet Harbour which is ideally positioned to handle project, bulk and breakbulk cargoes for furtherance by truck with the projects noted in this report.

Rail

CN Rail ships many different products in and out of Halifax including petroleum and chemicals, grain and fertilizers, coal, metals and minerals, forest products and automotive vehicles. Halifax is a preferred gateway for food shippers over other east coast ports.

CN shipping times from Halifax to key markets are: Montreal (40 hours), Toronto (46 hours), Chicago (74 hours), Detroit (76 hours) and Memphis (94 hours). CN's Eastern Passage Autoport Port Facility in Halifax handles over 200,000 vehicles annually at its 100-acre import/export facility. CN invested \$1.75 billion in its North American rail network in 2012.

Land

The Halifax Gateway Logistics Park, located in the Burnside Industrial Park, is 15 minute drive from downtown Halifax, the Halifax Stanfield International Airport, the Port of Halifax, and is near five major highways providing quick access to and from the region.

The logistics park facilitates the flow of goods shipped from overseas to Atlantic Canada, Central Canada, the US Midwest and the US Eastern Seaboard. It offers importers and exporters access to worldwide markets with links to the Middle East, the Indian subcontinent, and the Far East via the Suez Canal and European markets.

The Halifax Gateway also has over 1 million sq ft of transload, distribution

Recommendations for Suppliers to the MegaProjects

- **1 Educate** your company's sales and business development team on the major projects underway in Atlantic Canada so they can help determine the right "fit" for your company with particular projects.
- **2 Engage** your company's internal specialty practice groups or experts (energy, defense, etc.) to help them identify opportunities for involvement and/or partnership.
- **3 Translate** lessons learned from other mega projects your company has been involved with to help identify opportunities in Atlantic Canada.
- **4. Take advantage** of "first-mover" opportunities. Recognize that some projects are still in the planning phase; those companies that move quickly are more prone to reaping success.
- **5 Consider** investments in manpower and facilities in Halifax to prepare for the projects. By being close to the action, one can be better prepared to take advantage of opportunities.
- **6 Be aware** that certain projects require suppliers to have a "Canadian content component." Strategic joint venturing with foreign companies might be advantageous to your company.
- **7 Designate** a person in your company as the lead on each mega project opportunity so they can bring new opportunities forward internally and help to direct resources to win new business.
- **8** Assess both direct and indirect impacts of each project on your company. Your company might best be positioned to take advantage of indirect opportunities (e.g.: increased passenger lift or cargo throughput from more retail sales in a particular city). The impacts of such opportunities will be felt among freight forwarders, trucking companies, warehousers, etc.
- **9 Review** the complete APEC Major Projects Inventory (MPI) to identify additional opportunities not detailed here. APEC has identified over \$115 billion in 388 individual projects (each project being a minimum \$25 million) in the manufacturing, oil & gas, electricity, mining, housing and transportation sectors. For more information on the MPI visit www.apec-econ.ca

Contact Information

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Prepared by: Atlantic Provinces Economic Council and the Halifax Gateway Council











www.halifaxgateway.com

Inside, 4-page spread of the Mega Project Brochure showcasing the 13 largest projects in Atlantic Canada.



Halifax Gateway Website

Adapted from the The Mega Projects brochure, the investment map is one of the main navigation tabs on the Halifax Gateway website to enable easy access to the mega projects information for visitors to the site.



Media Releases of Trade Missions for Mega Projects

The Mega Projects brochure has been distributed at several events and presentations. The following media releases showcase the Mega Project presentations and events where the brochure was distributed.



Halifax Gateway Leads European Union Trade Mission

Halifax, NOVA SCOTIA; October 31, 2013 — Following on the heels of the Canada-European Union Comprehensive Economic and Trade Agreement (CETA), senior officials of the Halifax Gateway will be in Europe from November 4 to 7, 2013. The visit is focused specifically on raising the profile of the \$115 billion in major project activity and how these projects relate to gateway assets in Halifax, Nova Scotia.

"The mega projects taking place within our region offer tremendous opportunities for European suppliers through the Halifax Gateway," said Joyce Carter, Chair of the Halifax Gateway Council and CFO & CSO of Halifax International Airport Authority. "The collaboration of our Gateway members offers European companies seamless and unified access to all modes of transportation and logistics services".

The Atlantic Provinces Economic Council (APEC) was retained to independently look at the projects and to uncover the potential impacts of the energy, mining and manufacturing sectors on the Halifax Gateway. These opportunities include \$2 billion in offshore oil exploration by Shell and BP, Vale S.A.'s massive \$4.25 billion nickel processing facility and Irving Shipbuilding's \$25 billion Federal contract under the national shipbuilding procurement strategy.

"Take Vale mining for example; as their activities increase, tonnes of nickel and copper will be going through Halifax overseas by ship and potentially to the US by rail," said Elizabeth Beale, President and CEO of APEC. "We can also expect to see significantly more business travel through Halifax Stanfield International Airport from several of these projects." APEC identified 388 major projects across the Atlantic Region totalling \$115 billion in its spring Atlantic Report publication.

The Halifax Gateway delegation is among the first to capitalize on the agreement in principle of the Canada-European free trade agreement by collaboratively promoting opportunities within the Atlantic Gateway. Members of the Halifax Gateway continue to keep pace with the region's booming energy, resource and manufacturing projects by making significant investments in land development and transportation infrastructure. Recent investments include an airport runway extension to 3200 metres, an 80 metre pier extension and several projects at the Halifax Logistics Park.

Events in Europe are scheduled for Brussels (Nov. 4), Antwerp (Nov. 5), Amsterdam (Nov. 6) and Dusseldorf-Neuss (Nov. 7). Halifax Gateway partners attending include: Halifax Stanfield International Airport, Port of Halifax, APEC, Nova Scotia Business Inc. and the Greater Halifax Partnership.

About the Halifax Gateway

Strategically positioned on the east coast of Canada, the Halifax Gateway is an integral component of Canada's Atlantic Gateway and is comprised of the Halifax Stanfield International Airport, the international Port of Halifax, two super post-Panamax container terminals, CN Rail, available large scale acreage for logistics use and existing facilities offering transload, distribution and warehousing and excellent highway infrastructure. The council is managed by the Greater Halifax Partnership. For more information visit www.halifaxgateway.com

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Contact

Nancy Phillips, Executive Director Halifax Gateway Council 902-490-6003 nphillips@greaterhalifax.com

Blog Content

Gateway Presents Mega Projects in the European Union

By Nancy Phillips

People will pay attention to you and come to your party if you can offer 115 billion reasons why they should. That was pretty much how it unfolded for the <u>Halifax Gateway Council</u> during its first European Union Mission the week of November 4th. Cities visited included Brussels, Antwerp, Amsterdam and Dusseldorf-Neuss. Organizations that took part in the mission included: <u>Halifax Port Authority</u>, <u>Halifax Stanfield International Airport</u>, <u>Nova Scotia Business Inc.</u>, <u>APEC</u> and the <u>Greater Halifax Partnership</u>.

The objective of the mission was to promote the \$115 billion in <u>mega project</u> activity underway or slated to get underway in Atlantic Canada (see map below). These projects are making companies from all over the world want to find out how to be part of the supply chain in our region. European companies are playing and will continue to play an important role in these projects. When the logistics team look for suppliers they will look at Europe because of obvious geographical advantages, for instance, the <u>Port of Halifax</u> is two days closer to Europe than any other Port in North America.

The <u>Halifax Gateway Council</u> with its partners the <u>Port of Halifax</u>, the <u>Halifax Stanfield International Airport</u>, <u>CN Rail</u> and the <u>Province of Nova Scotia</u> want companies to know that the gateway is ready to grow along with the projects. Our state-of-the-art infrastructure has the existing capacity to triple throughput – whether its people or goods. For example, the runway extension project at the <u>Halifax Stanfield International Airport</u> means our community can now accommodate the largest cargo freighters, and also to add more cargo to the larger passenger aircraft.

Early in our planning of the mission, we engaged the <u>Atlantic Provinces Economic Council (APEC)</u> to look at the top projects and at some of the early supplies that will be needed. For instance, the APEC research showed that the \$6.2 billion Muskrat Falls hydro project will require large turbines, mechanical and electrical components, plus steel and rebar. Many components will be shipped through Halifax and trucked to the site. The transmission lines will require steel towers, insulators and wires. The converter stations require steel for the structures along with electronics and equipment for the stations. Halifax is better positioned geographically and from a cost perspective to move many of these components. With many of these suppliers expected to be located in Europe – Halifax has a natural advantage.

The Gateway Mission to Europe was very well-timed as it also coincided with the announcement of the Agreement in Principle of the Canada-European Union Comprehensive Economic and Trade Agreement (CETA). This provided us an opportunity to highlight the benefits to both Nova Scotia and Europe as a result of the trade negotiations. Europe is Canada's 2nd largest trading partner, providing Canadian companies with access to over 500 million people, making business between the two countries easier is sure to have an impact on the flow of goods into and out of our Gateway.

The top Nova Scotia benefits of CETA include:

- Positive impact on fish and seafood exports, including lobster
- Duty-free access for forestry and wood products
- New markets for agricultural and agri-food products
- More buyers for chemical and plastic products

Although CETA is still 18-24 months from being finalized, we see this as an opportune time to put our strategy in place and to ensure our key markets know we are open and ready for business.

For more information please contact, Nancy Phillips, Executive Director, <u>Halifax Gateway</u> <u>Council</u> at nphillips@greaterhalifax.com.

Tuesday, November 12, 2013

Success Story: Armour Transport targets growth

By Nancy Phillips

When U.S. retail giant <u>Target</u> announced its major expansion into Canada, it chose <u>Armour Transportation Systems</u> as its distribution partner for Atlantic Canada. The contract with Target, along with an expanding roster of clients, is driving Armour's growth.



"We are extremely pleased to be enjoying this new business with Target and a number of new accounts," said Wes Armour, president and CEO of Armour Transportation Systems.

The contract with Target, along with an expanding roster of clients including <u>Home Depot, Electrolux</u>, <u>Atlantic Liquor Board</u>, <u>Mondelez</u> and <u>Vale</u>, just to name a few, is driving Armour's growth.

The company is adding 100,000 sq. ft. to its 150,000 sq. ft. warehouse in the <u>Halifax Logistics Park</u>. "The Halifax Logistics Park is the perfect location to meet our new and existing business growth," said Mr. Armour.

Armour's logistics and transloading operation sits on 40 acres in a prime location. It is close to the bridge for servicing freight arriving through the Port of Halifax and it offers easy access to the highway routes in all directions outside the city.

Armour Transportation System's core service is connecting Atlantic Canada with key trading partners in Ontario, Quebec, Western Canada, the United States and Mexico. This expansion allows Armour to service domestic customers such as Target, Halifax Port customers, and meet the logistics demands of the mining industry in Newfoundland and Labrador.



The company has recently purchased Way's Transport and RJS Terminal Limited to expand its services across Newfoundland. Through multiple acquisitions Armour has grown its family of companies and built an extensive network of terminals and equipment. This enables Armour Transportation Systems to offer both truckload and less-than-truckload (LTL) service.

"By acting on behalf of our customers and partner carriers, our combined relationships give us added volume, creating higher efficiencies. It also extends our reach throughout North America and everyone benefits as a result," explained Mr. Armour.

Today, Armour Transportation Systems has over <u>4,000 pieces of equipment</u> and <u>1,900 employees</u> and is recognized as one of the top transportation and logistics companies in the country. Armour also provides several specialized services including temperature controlled trucking, intermodal rail, container drayage, logistics, courier, warehousing, and cross-docking.

There are over \$100 billion in <u>mega projects</u> underway in Atlantic Canada and the <u>Halifax Gateway</u> is a key piece of the region's economic infrastructure. The collaborative approach of its partners, like <u>Armour Transportation Systems</u>, facilitates the Halifax Gateway's ability to offer a one-stop-shop for companies to reach international markets.

Media Coverage

DAILY NEWS Oct 3, 2013 2:45 PM - 0 comments

Atlantic mega projects attract growth, opportunity: Halifax Gateway Council

2013-10-0

MISSISSAUGA, Ont.--The Halifax Gateway Council hosted a meeting in Mississauga today to discuss the \$115 billion worth of mega projects to take place in the Atlantic Canada region.

Elizabeth Beale, presenting on behalf of the Atlantic Provinces Economic Council, noted that Canada's National Shipbuilding Procurement Strategy, a \$25 billion contract running from 2015-2035, already has some key suppliers on board, including GE Canada, Lockheed Martin, and Man diesel which will manufacture engines for the first phase of project.

There is also a \$2 billion worth of exploration commitments by Shell and BP, she said. "The shipbuilding contract is expected to have the largest impact in terms of longevity. Not only direct shipments but indirect activity is significant, for the Port of Halifax as well as carriers into and out of the port," she said.

There is already some significant growth occurring in the transportation and logistics sector as a result of local activity as well as projects under way or under consideration in northern Quebec and Greenland.

Beale said the Canada-Europe free trade deal, nearing completion, also has the potential to establish a number of trade agreements.

She noted, however, that issues around skilled labour remain a top concern and the biggest cost factor for companies in the Atlantic region.

Fred Morley, executive vice president, Greater Halifax Partnership, said transportation and logistics is one of the big drivers in the Halifax economy. With Halifax being a business service hub and benefitting from a steady growth in its economy and economic diversity, the city has not really seen a recession.

"Halifax ranks 3rd in international business cost competitiveness and has a healthy construction sector," he said. "The National Shipbuilding Contract project will see a \$25 billion investment over 30 years, and this will have a significant impact on the local economy with employment levels likely to reach 8500. This will drive demand for housing, cars and goods in the region. The project is well under way with 127.7 million in contracts established as of September," he said.

"We function as a key intermodal site and we operate a number of offices internationally. We have the ability to select carriers that are going to ever increasing vessel sizes," said George Malec, vice president, business development, with the Halifax Port Authority. "It's not just about the infrastructure-we're also very clearly articulating the port as a service provider and partner with our "Halifax Gets it there.com project"," he said of the competitiveness tool.

Stephen Hilchey, Business development executive, with Nova Scotia Business Inc. said the logistics sector is a priority sector for the province.

"My goal is to let you know there is a lot of government support out there. If you're interested in setting up in the province we want to see you do well. The Gateway can help bring information about government programs that could be available to companies choosing to set up in Nova Scotia," he said, adding that the organization can also take companies on a tour around facilities or introduce companies to local industry partners.



Gateway reps to tout Halifax, region in Europe

THE CHRONICLE HERALD

Published October 31, 2013 - 6:40pm

Officials with Halifax Gateway will be in Europe for four days beginning on Monday.

The goal of the visit is to raise the profile of the \$115 billion in major projects underway in Atlantic Canada and how they relate to gateway assets in Halifax, a news release said.

"The mega projects taking place within our region offer tremendous opportunities for European suppliers through the Halifax Gateway," said Joyce Carter, chief financial officer with the **Halifax International Airport Authority** and chairwoman of the Halifax Gateway Council.

The opportunities include \$2 billion in offshore oil exploration by **Shell** and **BP**, **Vale S.A.**'s massive \$4.25-billion nickel processing facility and **Irving Shipbuilding**'s \$25-billion federal contract to build new ships for the navy under the national shipbuilding procurement strategy.

The Atlantic Provinces Economic Council identified 388 major projects across the Atlantic region totalling \$115 billion in its spring Atlantic report.

Events in Europe are scheduled next week for Brussels, Antwerp, Amsterdam and Dusseldorf-Neuss.

Halifax Gateway partners participating include: Halifax Stanfield International Airport, Port of Halifax, APEC, Nova Scotia Business Inc. and the Greater Halifax Partnership.

N.S. content over 50% in shipyard contracts

REMO ZACCAGNA

Published August 21, 2013 - 8:00pm



Irving: \$300m update has created 370 jobs with provincial firms

Public Works Minister Diane Finlay, Premier Darrell Dexter and Jim Irving, J.D. Irving CEO, attend a news conference in Halifax on Wednesday. Irving will begin laying off part of its shipyard workforce by the end of September as the company prepares for \$300 million in renovations to start building a new fleet of navy ships. (ANDREW VAUGHAN / CP)

To date, more than half the value of contracts associated with the \$300-million Halifax Shipyard modernization program have been awarded to Nova

Scotia companies, says the the yard's owner.

The two-year modernization began in the winter as **Irving Shipbuilding Inc.** gears up to meet the 2015 deadline to begin cutting steel on the first of the Arctic/offshore patrol vessels that are part of the \$25-billion federal shipbuilding contract.

Irving has awarded \$127.7 million in contracts this year, 53 per cent of which were to Nova Scotia firms. The company plans to hand out \$54.7 million more by the end of the year, and a combined total of \$117.6 million in 2014 and 2015.

"Maximizing Canadian content is a priority, not just for the construction and rebuild of the yard, but (also) for building the ships," Jim Irving, co-chief executive officer of parent company **J.D. Irving Ltd.**, said Wednesday at a news conference.

It was held to update media on the shipyard work.

Irving estimates that the upgrade has so far created 733 direct and indirect jobs, with 370 of those positions with selected Nova Scotia suppliers and their contractors.

Among the local companies participating in the shipyard's upgrade are Dartmouth's **Cherubini Metals Works**, which will be providing structural steel, **Strescon Ltd.**, which will be working on the facility's new 520-car parking garage, and **Portable Welders Ltd.** of Truro.

CleanEarth Technologies in the Aerotech Business Park, site of the news conference, is also participating by providing soil remediation and disposal services.

"While we couldn't have any involvement in the actual building of ships, we can and have already been heavily involved in getting the yard ready to build those ships," president Glenn Clarke said.

About the Author

REMO ZACCAGNA

Mega Project Social Media

The Mega Project promotional campaign has gained recognition by several local and regional community leaders. The following Tweets demonstrate the support and positive feedback from the campaign.





Ladouceur: 'We have an unparalleled market reach. Great fit for the #AtlanticCanada mega projects!' @shipCN @portofhalifax @Halifax Gateway





Mega Projects Presentations 2013

Within the past year the Halifax Gateway has made the following presentations to promote Mega Projects:

- May 13-Halifax Gateway reception for Supply Chain Canada Conference
- June 26-Halifax Gateway Council Annual General Meeting
- September 19, 2013- Ribbon Cutting Ceremony for Nova Cold Storage Opening in Atlantic Gateway-Halifax Logistics Park
- October 3 Gateway Event Mississauga Economic Update
- October 7 IEDC Annual Conference -- Transforming Your City into a Global Magnet presented Halifax Connector Program
- October 10 IPAC Nova Scotia/Nova Scotia Health Research Foundation Event -- Panel Participant
- October 22 Toronto Region Immigrant Employment Council presented Halifax Connector Program
- October 29 Exit Realty Metro Economic Update
- November 5 Atlantic Lottery Panel Participant
- November 6 Agathe Cote Deputy Governor of Bank of Canada
- November 8 City Matters Panel discussion
- November 19 HRM City Council (Re: City Matters)
- November 21 TD 2013 Branch Manager Leadership Conference
- November 26 Parliamentary Standing Committee on International