

Caucus Tour & Roundtable Briefing Note

Monday, April 25, 2016

8:00am – 1:00pm

The Leduc-Nisku Economic Development Association along with Shaye Anderson, MLA Leduc-Beaumont, the City of Leduc, Leduc County and The Edmonton International Airport have planned an extensive tour of the Leduc-Nisku Business Parks and Edmonton International Airport to profile and grow awareness of Alberta's International Region.

The objectives of this tour include:

- 1) To provide opportunities for regional collaboration amongst public and private delegations.
- 2) To grow the awareness of Alberta's International Region, particularly profiling the Leduc-Nisku Business Park which is the second largest energy services park in North America, as well as, the Edmonton International Airport which combined drive the economic prosperity of the region.
- 3) To profile companies in targeted industries.

Tour Timeline

Note: These are approximate times, schedule may change slightly.

Time	Location
8:00am	Pick up at the Federal Building, Edmonton
8:00am	Tour commences <ul style="list-style-type: none">• Municipal Presentations
8:55am	Ritchie Bros. Auctioneers', Brian Glenn, SVP
9:15am	Company Profile - Chief Contractors Inc, Kieran Quirke, General Manager
9:25am	Absolute Combustion Tour, Brent Garossino, Manager of Research & Development
10:15am	Introduction to the Food Processing Development Centre, Ken Gossen, Executive Director
10:30am	Edmonton International Airport Tour, Myron Keehn, VP Commercial Development; Geoff Herdman, Director of Real Estate; Steve Rumley, VP Infrastructure, Darren Schuster, Director Infrastructure
11:00am	Meet key businesses - Roundtable format – Renaissance Hotel
12:15pm	Depart bus at EIA - Return to the Federal Building – Lunch provided
1:00pm	Conclusion of the day

Lead Tour Delegates

The Leduc-Nisku Economic Development Association represents a collaboration between municipal and business partners in the Leduc Region to grow a healthy & diverse economy that is known worldwide.

We are a team of business professionals, marketers and economic developers who provide high quality business support. Ultimately, we promote the Leduc-Nisku region as well as offer front line support in business services, labour attraction, foreign direct investment, and location identification.

The Leduc-Nisku region refers to the area located 20 kilometers south of Edmonton, Alberta's capital city, and is comprised of Leduc County, the City of Leduc, Towns of Beaumont, Calmar, and Devon, as well as the Villages of Thorsby and Warburg.

This major industrial hub is home to the largest developed energy services industrial park in Canada, and three of the world's top five oil services multinationals operate facilities within the region. The strategic location provides one of the most comprehensive and efficient multi-modal distribution systems in North America. Key sectors in the region include transportation and logistics, advanced manufacturing, energy services, agri-business, and retail and hospitality.

Barbara Engelbart McKenzie Executive Director, Leduc-Nisku EDA

Barbara is the Executive Director of the Leduc-Nisku Economic Development Association. Barbara has brought years of business and management experience to the Association. She strives to facilitate opportunities and growth to the region with an importance on collaborating with partners in both the public and private sector.

Barbara is a trained marketing and communications expert with experience in many industries. Barbara was an entrepreneur for many years advising small and medium sized business on business development and marketing strategy. She has held leadership positions with the Alberta Pensions Administration Corporation, ATB Financial, Alberta Justice and was the Vice President of Reputation and Relationships with Goodwill Industries of Alberta prior to coming to the Leduc-Nisku Economic Development Association.

Barbara holds a Bachelor of Commerce in Marketing and International Business, a Diploma in Business Administration and Marketing, a Project Management Certificate, and has received awards of Excellence from the Premier of Alberta for her work on the Self-Represented Litigants Initiative, as well as Advertising Club of Edmonton awards for her work with Goodwill Industries of Alberta.

Rob Ballhorn**Director of Assessment, Leduc County**

Rob is the Director of Assessment for Leduc County. He is a lifelong Albertan that grew up and continues live in the Wetaskiwin area.

He attended Lakeland College and upon graduating from the Appraisal and property Assessment program in 1983, he was employed with municipal affairs and work as an assessor in the Edson office of the provincial assessment branch. He began working at Leduc County in 1985 as an Assessor and has been the Director of the department since 2009.

Rob has extensive knowledge about the Nisku/Leduc region and is passionate about the Region's role as an economic driver for the greater Edmonton region and the province of Alberta.

Michelle Levasseur**Stakeholder & Community Relations Advisor, Leduc-Nisku EDA**

Michelle is the Stakeholder & Community Relations Advisor for the Leduc-Nisku Economic Development Association and manages the marketing & communications portfolio. She has been with the Association for just over one year, and brings an extensive knowledge and history of the region. In her time with the Association, she has collaborated with municipal members and business partners to increase awareness of investment opportunities in Alberta's International Region and the awareness of the Association's role in supporting business development.

Michelle is a Certified and Designated Economic Developer, with 8 years of Municipal experience and a diverse background in community development, marketing, branding, tourism and business development. Michelle is motivated by opportunities to help organizations achieve growth, success, and sustainable development.

Caucus Bus Tour attendees		
Members of Alberta's Legislative Assembly		
MLA Shaye Anderson	MLA	Leduc-Beaumont
Colleen Copley	CA for MLA Anderson	Leduc-Beaumont
MLA Thomas Dang	MLA	Edmonton South West
Mr. Joshua Buck	CA for MLA Dang	Edmonton South West
MLA Annie McKittrick	MLA	Sherwood Park
MLA Barb Miller	MLA	Red Deer South
MLA Kim Schreiner	MLA	Red Deer North
MLA Erin Babcock	MLA	Stony Plain
MLA Jessica Littewood	MLA	Fort Saskatchewan – Vermillion
MLA Jon Carson	MLA	Edmonton – Meadowlark
MLA Denise Woollard	MLA	Edmonton - Millcreek
Leduc-Nisku EDA & Partners		
Barbara Engelbart McKenzie	Executive Director	Leduc-Nisku EDA
Michelle Levasseur	Stakeholder & Community Relations Advisor	Leduc-Nisku EDA
Rob Ballhorn	Director of Assessment	Leduc County
Nancy Laing	Executive Director	Leduc Foundation
Kieran Quirke	General Manager	Chief Contractors Inc
Mitchell Pomphrey	CEO	Pomphrey Industries
Regional Council Members		
John Whaley	Mayor	Leduc County
Greg Kriskhke	Mayor	Leduc
Bruce LeCren	Councillor	Beaumont
Stephen Lindop	Mayor	Devon
Kevin Maine	Councillor	Warburg
Terry Balaban	Councillor	Calmar
Edmonton International Airport		
Myron Keehn	VP of Commercial Development	EIA
Geoff Herdman	Director of Real Estate	EIA
Steve Rumley	VP Infrastructure	EIA
Darren Schuster	Director of Infrastructure	EIA



Kieran Quirke, CEO

Kieran Quirke, CEO of Chief Contractors Inc. and Board Member of the Leduc-Nisku Economic Development Association, is an international marketing professional and former strategic planner for the Government of Alberta. His recent professional experience includes industrial construction & automation, oil & gas fabrication, and solar energy system fabrication.

He holds a B.Mgmt in Marketing and International Business from the University of Lethbridge and currently manages Chief Contractors Inc., the Canadian industrial fabrication division of Globotics Industries of Switzerland, focusing on the design, fabrication and installation of structures and components for down, mid and upstream oil & gas projects and industrial operations. Recent examples include drilling rig components, silo erections, pumps systems, and heavy duty conveyor systems.

Mitchell Pomphrey, CEO

Mitchell Pomphrey, Living Energy Project Manager and CEO of Pomphrey Industries Corporation, is a physicist whose academic and professional experience includes customized renewable / alternative energy systems, advanced energy storage, and a \$16mn consortium project.

He holds a B.Sc in Physics from the University of Ontario Institute of Technology and founded Pomphrey Industries, an energy applications engineering firm designing investment-grade renewable energy systems in Alberta, for the World.



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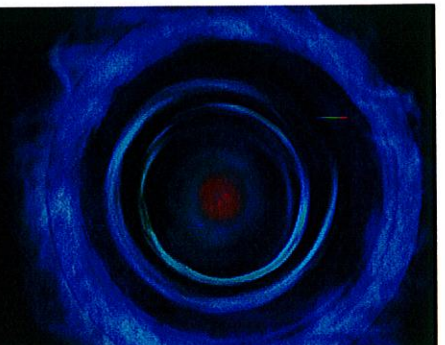
Brent Garossino: Manager of Research & Development

Brent has 30 years of experience and expertise in instrumentation and measurement and has been working in the oil & gas industries since the 1980's. In 1975, during his time at the University of Alberta he began taking courses in civil engineering. In 1980 he went to work for M/D TOTCO, a drilling rig company as a gauge repairman. By 1980 he was doing field sales calls and installation of hydraulic, pneumatic and electronic instrumentation.

Today Brent is the managing coordinator for the research and development of the Absolute Extreme Burner™. His contribution to this project has been significant

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Myron Keehn

Vice President, Commercial Development

Myron is Vice President, Commercial Development at Edmonton International Airport (EIA). He leads the planning and implementation of strategies designed to develop commercial revenues. Areas of responsibility include concessions, advertising, parking, ground transportation, and real estate development.

Under Myron's leadership, EIA's concessions program has been recognized at first place two years in a row as it relates to per passenger spend. Parking revenues per enplaned passenger are the highest in Canada.

Myron has had a long and distinguished career in commercial development. He served as a manager and director with Vancouver International Airport. He has also held varying roles relating to parking and real estate within the private and public sectors.

Board participation includes: the 2016 Alberta Summer Games and BOMA (Building Owners and Managers Association), where he is the Board Chair. He also leads a number of committees and community endeavours, such as the EIA Charity Golf Classic.

Geoff Herdman

Director, Real Estate

Biography

Geoff Herdman is the Director, Real Estate for Edmonton International Airport. He is currently focused on driving revenue growth through the development of retail, logistics, industrial, office, hotel and aviation industries. With over 15 years' experience in real estate development and leasing, strategic planning and market research, Geoff has a deep well of experience to draw from. Geoff is a key player in the creation of EIA's aerotropolis, an amalgamation of many different services, including the recently announced 500,000 square foot outlet collection development by Ivanhoe Cambridge and a 210,000 square foot ground transportation distribution centre for Rosenau Transport. Geoff holds an MBA from Durham University.

Did You Know?

EIA Fact Sheet

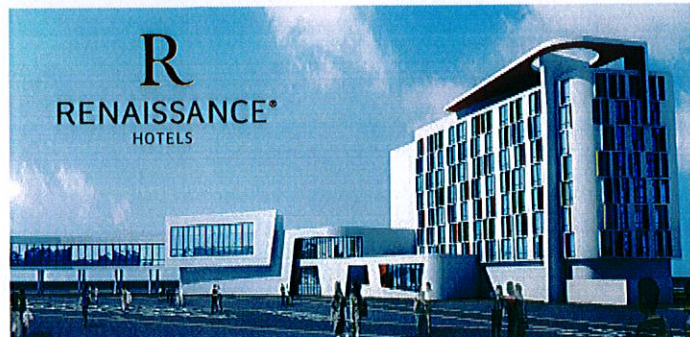


- Edmonton International Airport (EIA) is the fifth busiest airport in Canada by passenger traffic.
- EIA is North America's northernmost major airport, located at the intersection of existing polar air routes.
- EIA is the fastest growing major airport in Canada over the last 10 years, having doubled in passenger numbers since 2004.
- EIA's Expansion 2012 added 480,000 square feet of space to the airport terminal as well as nine new gates, bringing the total number to 26.
- EIA provides non-stop connections to around 60 Canadian, US and international destinations. These include major international air hubs such as LAX, Dallas/Fort Worth, San Francisco, Amsterdam-Schiphol, London-Heathrow and Reykjavik.
- EIA is an important air hub for northern Canada, with scheduled non-stop flights to 18 destinations across Canada's Arctic territories and numerous charter flights to the Canadian Arctic.



Jack Shadbolt's Bush Pilot in Northern Sky.

- EIA offers US Quick Connect service to 14 non-stop destinations across the United States, allowing travellers connecting to the US through Edmonton to proceed to their transborder flights without re-checking their bags.
- The Renaissance by Marriott Hotel at EIA is the world's first Renaissance-brand hotel connected to an airport.



Artist's concept rendering of the new Renaissance Hotel opening in 2014.

- EIA is served by 17 different airlines, including Alaska Airlines, Delta Air Lines, Icelandair, United Airlines, US Airways and KLM Royal Dutch Airlines.
- EIA serves as a southern operating base for Canadian North Inc.
- The original section of the terminal houses Jack Shadbolt's classic 1963 mural painting 'Bush Pilot in Northern Sky', which was appraised at \$750,000 in 2005.
- EIA has over 60 shops, services and restaurants, more than double the total pre-Expansion 2012.
- EIA is home to the first North American outlet of the world-renowned Belgian Beer Café bistro chain.
- EIA won two Airports Council International awards for airport retail in 2012, including a first place award for 'Best Convenience Retail Program' (for Mac's Convenience Store, Hudson News and Relay) and a second place award for 'Best Specialty Retail Program' (for Coney Island Candy, Indigo Spirit, Red Canoe and Artizan).

8.2
MILLION

Passengers passed
through EIA in 2014 –
an all-time record!

Did You Know?

EIA Fact Sheet



The Living Wall as seen from the new Domestic-International Departures Lounge.

- EIA features two Plaza Premium Lounges, located in the US and Domestic-International Departures lounges, and is one of only four North American airports to feature this international line of luxury 'buy-in' lounges open to passengers regardless of airline or class of travel.
- EIA is home to one of Canada's largest indoor vertical gardens, a 1,400-square foot Living Wall consisting of 8,000 different plants, which helps purify the airport's air while also serving as a piece of public art.
- EIA's original 1963 passenger terminal, which was built in the classic 'International' style, has been maintained in its original form and now forms the northern section of the terminal building.
- EIA is located adjacent to the Nisku Business Park, the largest energy-focused industrial park in Canada and the second-largest in North America.
- EIA unveiled a new Cargo Village in late 2012 to accommodate the ancillary and supporting businesses.
- EIA is one of only two Canadian airports, designated as an emerging Aerotropolis.
- STARS (Alberta Shock Trauma Air Rescue Society) shifted its northern operations base to EIA from Edmonton City Centre Airport in 2012.
- NAV Canada opened a new control tower in EIA's new Central Tower in late 2012.
- EIA is equipped to handle the Airbus A380, the world's largest passenger jet, as well as the Antonov-225, the world's largest cargo jet.
- EIA Operations received a Balchen/Post Award for excellence in snow and ice removal for 2010/2011 winter.

35

non-stop destinations were added at EIA between 1996 and 2014.

- EIA's parking facilities include free-of-charge parking assistance – including battery boosting, tire inflation and snow removal – available year round, 24 hours a day.

- EIA has been awarded the Leadership in Energy and Environmental Design (LEED®) Gold certification for the South Terminal Domestic/International/Transborder Expansion. This is the first LEED® Gold certification for an airport terminal in Canada.



A Cargojet plane outside the hangar in EIA's Cargo Village.

Highway Commercial Development

EIA FACT SHEET



Artists' concept rendering of Highway Development area. Provided by Stantec.

The Highway Commercial Project at Edmonton International Airport (EIA) is a plan to develop a premier shopping, office, entertainment and hotel park, located along the Queen Elizabeth II highway.

By grouping desirable shops and services into a single complex beside a major regional transportation corridor, this project will not only benefit passengers by offering additional amenities, it will help to

drive the region's economy by creating a centre of commerce that will attract business and consumers to a new shopping and entertainment destination.

The Highway Commercial Project is part of a larger plan to develop EIA into an aerotropolis – a kind of airport city where complementary development creates an urban economic region by grouping related products and services together to offer a

kind of *one-stop shop*. With retail stores, services, and restaurant and hotel options, passengers and local residents can shop, dine, relax, and rest all in one convenient place.

Located at Edmonton International Airport and adjacent to the Queen Elizabeth II highway, there will be easy access to Nisku, home of North America's second-largest energy park, and to the many great communities in the Greater Edmonton Region and beyond.



Artists' concept rendering of exterior view of the Premium Outlet Collection - Edmonton International Airport. Provided by Ivanhoé-Cambridge

WHY IS EIA DEVELOPING REAL ESTATE?

Edmonton Airports is a not-for-profit corporation that is entirely self-sustaining. It relies on revenue from non-aviation sources to help support fast-growing demand at Edmonton International Airport for more flights to more places. As Canada's largest airport by land area, Edmonton International Airport's real estate business capitalizes on land that is not needed or is not appropriate for future aviation-related use.

This generates income that can be reinvested into air service development for the Edmonton Region.

EIA served 8.2 million passengers in 2014. It offers non-stop connections to around 60 destinations across Canada, the US, Mexico,



Artists' concept rendering of exterior view of the Premium Outlet Collection - Edmonton International Airport. Provided by Ivanhoe-Cambridge

the Caribbean and Europe. EIA is a major economic driver for Alberta, with a total economic impact of \$1.5 billion in GDP and \$2.2 billion in economic output as of 2014, and approximately 12,100 direct and indirect jobs.



Artists' concept rendering of interior view of the Premium Outlet Collection - Edmonton International Airport. Provided by Ivanhoe-Cambridge



Artists' concept rendering of interior view of the Premium Outlet Collection - Edmonton International Airport. Provided by Ivanhoe-Cambridge

For more information: Interested developers can contact EIA's Real Estate Development office at 780 890 8471

Caucus Tour Roundtable Brief

Monday April 25, 2016

11:15 am – 12:15 pm

Renaissance Hotel Airport

Facilitator: Barbara Engelbart McKenzie, Leduc-Nisku Economic Development Association

Format:

- Round tables with maximum of 8 people per table
- Informal discussion at each table after topics are introduced
- Possible media scrum following the session if time permits

Purpose:

To provide an opportunity for key businesses and municipal members from the Leduc-Nisku region to engage with Members of Alberta's Legislative Assembly to discuss key opportunities, issues and challenges.

Roundtable Topics

- 1) Business Support
 - a. Labour
 - i. Provincial consistency in trade certifications
 - b. Small Business Support
 - i. Minimum Wage increases
- 2) Energy Services and Manufacturing
 - a. Green Technology
- 3) Impacts from the budget
- 4) Value in building out an agri-business cluster
 - a. investment into the Ag Food Processing Centre
 - b. Bio-Industrial Cluster Development
- 5) Municipal
 - a. Infrastructure Spending
 - i. 65th Ave
 - ii. Highway 19
- 6) Alberta Aerotropolis Development
- 7) Open discussion