

# Industrial/Manufacturing Opportunity

Mayerthorpe &  
Lac Ste. Anne County

Town of Mayerthorpe  
Box 420, 4911 – 52<sup>nd</sup> Street  
Mayerthorpe, Alberta, T0E 1N0

Lac Ste. Anne County  
Box 219, 4928 Langston Street  
Sangudo, Alberta, T0E 2A0

Dear Sir or Madam:

**Re: Industrial/Manufacturing Opportunity**

The Town of Mayerthorpe and Lac Ste. Anne County offer strategically connected, cost effective locations. We are located 129 kilometers (80 miles) northwest of Edmonton on Highway No. 43. The Town is an ideally located community serving a trading area in excess of 46,000 people and a large skilled labour force.

Our Region offers great long-term potential, with our willingness to discuss tax incentives, an affordable suitable land base, access to sources of manpower, direct access to CN Rail, with secondary access to CP nearby, secondary access to Highway 43 and Highway 22, highway commercial and light industrial land base to support secondary industry growth, residential land base to facilitate residential development for employees and their families, and connections with businesses to support regular planned minor and major maintenance.

For further information please contact either the Town of Mayerthorpe, Karen St. Martin, Chief Administrative Officer, Ph: 780-786-2416, Fax: 780-786-4590, E-mail: [cao@mayerthorpe.ca](mailto:cao@mayerthorpe.ca) or Mike Primeau, Chief Administrative Officer, Ph: 780-785-3411, Fax: 780-785-2359, E-mail: [mprimeau@lsac.ca](mailto:mprimeau@lsac.ca) .

With great enthusiasm, we look forward to discuss these opportunities with prospective companies to visit and tour suitable locations.

Respectfully,

Kate Patrick  
Mayor  
Town of Mayerthorpe

Lloyd Giebelhaus  
Reeve  
Lac Ste. Anne County

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# Opportunity Overview

The Mayerthorpe/Lac Ste. Anne Region offers the unsurpassed long term location solution for Industrial/Manufacturing companies. Our strategic location and access to resources and markets, our land and labour availability, and our lower labour and occupancy costs inherent in a rural location, make a winning combination.

The Town of Mayerthorpe and Lac Ste. Anne County collectively support in principle establishment of an industry in the area. As such, we will strive to:

- Expedite municipal statutory clearances and permits in a timelier manner than that of larger municipalities with extensive regimes. This will allow for approvals in a reasonable time frame.
- Achieve the lowest operating cost regime by negotiating property tax incentives, land acquisition and servicing costs, and municipal services.
- Lobby for expedited approvals from other related provincial regulatory bodies.
- We will play a role together with our partners in the Region, with International and Intergovernmental Relations, and with proponents to help develop industry, promote healthy lifestyles, and ensure a safe community.
- We have in the past and will continue to support the industry in our Region, the Province, and Canada.

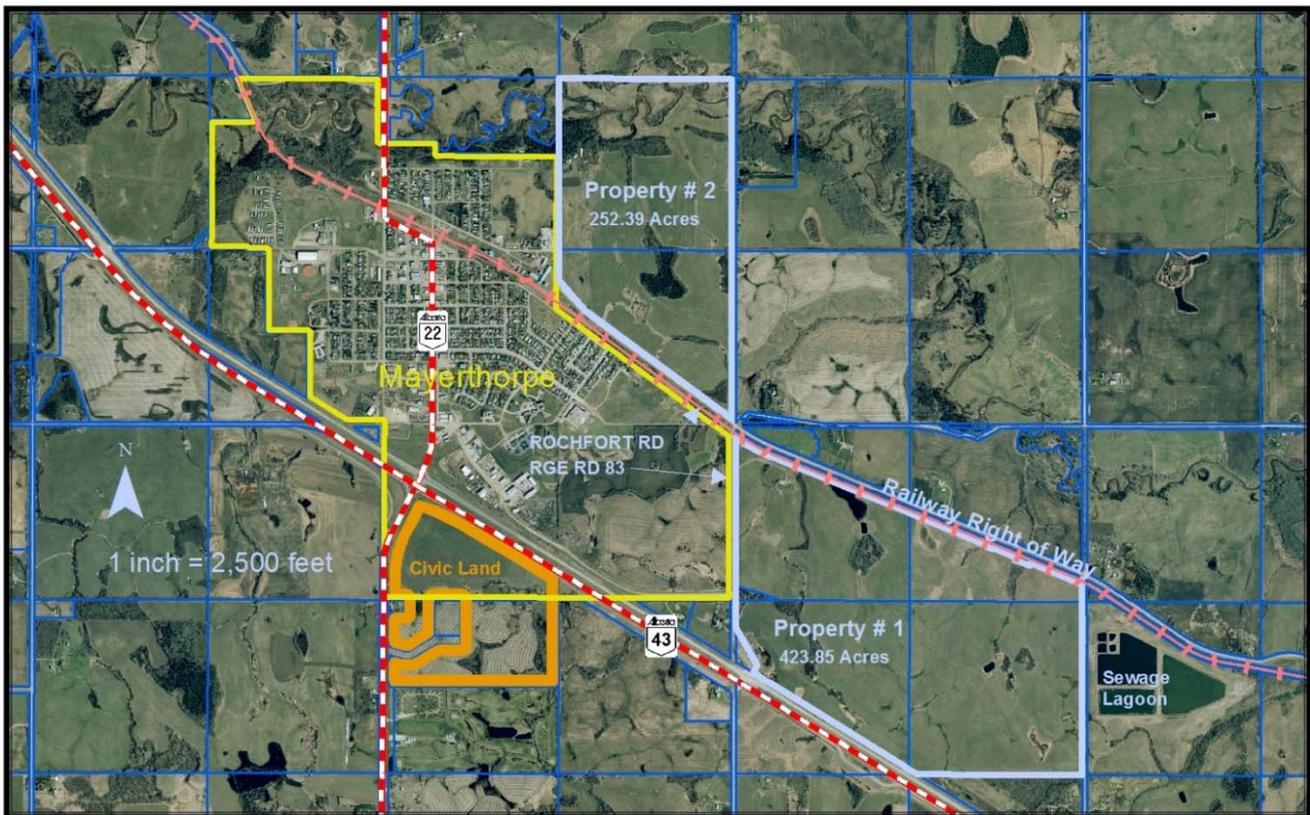


The Town of Mayerthorpe and Lac Ste. Anne County are excited about attracting industry and have the immediate potential land and infrastructure to support industry. We have the available land to develop residential lots that could house a proponent's employees. Our small town charm and rural lifestyle will provide a high quality of life to employees through our amenities, our lower cost of living, short commutes, and access to big city amenities within a 90 minute drive.

## Two Strategic Site Options

Mayerthorpe is ideally located for efficient logistics with CN Rail access, and convenient access to Highway 43 east-west, Highway 22 north-south, and Highway 16 east-west. The location gives direct access to all the major high-load industry corridors in Alberta such as to the oilsands industry in the north-east, the oil and gas industry in northwestern Alberta and British Columbia, and the Canamex Corridor that includes Highway 43 north and connects to Highway 2 to the USA and Mexico. Mayerthorpe is also located on major pipelines corridors including Enbridge Northern Gateway Pipelines and existing Keyera Pipelines, Alliance Pipelines, and Pembina Corporation Pipelines.

Multiple siting alternatives are shown below:



Common characteristics of these two properties include:

- CN Rail line access. The CN rail line has a capacity of 268,000 lbs per car. CP Rail access is available at the Scotford Interchange in Fort Saskatchewan.
- Access to Highways 22 and 43.
- Privately owned with market value between \$1,000 and \$1,500 per acre.
- Gently rolling topography with good drainage.
- Zoning is currently agricultural. The timeline to complete the process to change zoning to industrial would be 6-8 weeks.
- 25kV 3ph power parallels boundaries. Fortis is can supply 11.5 Megawatt loading to properties.
- Natural gas access.

**Site Option Comparisons (Canadian dollars shown \$1.00 CDN = approximately \$0.90 US)**

Characteristic	Property 1	Property 2
Size	423.85 Acres	252.39 Acres
Market Value Estimate	\$424,000 to \$636,000	\$252,400 to \$380,000
Site Preparation and Servicing Costs Estimate for 200 Acres.	\$1,487,024	\$1,786,400
Key advantages	<ul style="list-style-type: none"> <li>• Larger with room to expand.</li> <li>• Direct access to Highway 43 by Range Road 83 at southwest corner of property and potential access via Range Road 82 at the southeast corner of property.</li> <li>• More direct access to CN Rail line.</li> </ul>	<ul style="list-style-type: none"> <li>• 2 existing rail sidings near the southwest corner of the property (but not on the property) that could be used for rail car storage and staging.</li> </ul>
Other factors	<ul style="list-style-type: none"> <li>• Pipeline Right of Way 882 1864 running southeast to northeast through Southeast 22-57-8-W5M and two Pipelines Right of Ways 3289MC and 466RS running east to west at south boundary of SW 22-57-8-W5M and SE 22-57-8-W5M</li> </ul>	

#### Operating Cost Estimates:

- Municipal taxation: Local municipalities are open to discussion on property tax incentive regimes to attract this industry. The current rate is approximately 0.023301 per dollar of assessed value.
- Power transmission rates estimates from Fortis Alberta:

	Total
For all kWh delivered	\$0.005660/ kWh
For each kW of Capacity	\$0.25048/ kW-day
For each contract kilometre	\$18.4967/ km-day

- Power consumption rates would be negotiable with TransAlta Power. However, estimate based on pricing for the period Jan 1, 2015 to Dec 31, 2018 is in the \$57-58/MWh range.
- The Town of Mayerthorpe is open to facilitating an innovative solutions for meeting potable water needs of the proponent. This solution combines using treated town water, treated effluent and water well(s) that would be drilled on the property. Alternatively a public/ private partnership (P3) could be created to supply water from nearby fresh water sources.

# Skilled Labour Force Availability

## Alberta has a very strong labour force:

- In 2012, 63.3% of Alberta's labour force aged twenty-five years and older reported holding a university degree or post-secondary diploma or certificate.
- Alberta had the highest labour force participation rate among Canadian provinces at 73.4% in 2012, 6.7% higher than the national average. At the same time, Alberta also had the highest employment rate among the provinces, at 70.0%.
- In 2012, Alberta's economic productivity was higher than any other province. Total value added per hour in Alberta's business sector was 44% higher than the Canadian average. Alberta's manufacturing sector also had the highest productivity of all provinces, partly because of its highly productive chemical, machinery and food processing industries.
- Alberta wage and salary rates are competitive with the rest of Canada and with the United States. When total compensation rates are compared, Alberta provides even more of a cost advantage compared to the U.S., largely because of publicly funded health care.
- At 23.5% of employees, unionization rates are lower in Alberta than any other Canadian province. The Canadian average unionization rate is 31.5%. In 2011, Alberta had the lowest annual average hours lost per employee due to labour disputes of all Canadian provinces with the exception of Prince Edward Island.

## Alberta's Workforce Development Programs:

- The Alberta Immigrant Nominee Program (AINP) is an economic immigration program operated by the Government of Alberta with the Government of Canada's department of Citizenship and Immigration Canada (CIC). It supports Alberta's economic growth by attracting and retaining work-ready immigrants to the province. The program is currently focusing on skilled trades and engineering occupations. See: <https://www.albertacanada.com/opportunity/immigrating/ainp.aspx>
- The province of Alberta supports industry with its workforce development program called Alberta Works. <http://humanservices.alberta.ca/financial-support/3171.html>
- The Canada Summer Jobs federal program provides wage/training incentives by supporting employers of students.

### Highlights of Mayerthorpe's Regional Labour Force:

- The Town of Mayerthorpe has a population of 1,400 and a labour force (age 15-64) of approximately 885. However, within a 50 minute commute, the available labour force is significantly higher with the inclusion of the following communities:

Community	Total Population	Labour Force
Town of Mayerthorpe	1,400	885
Lac Ste. Anne County	10,260	6,935
Town of Whitecourt	9,605	6,985
Town of Barrhead	4,432	2,505
Town of Evansburg	880	510
Woodlands County (half)	2,150	1,538
Barrhead County (half)	3,050	1,980
Totals	31,777	21,338

- The Region has the proven ability to attract necessary labour force to operate world companies in the pulp and paper industry, lumber industries, and oil and gas industries.
- As with all other business input costs, labour rates are typically lower in rural areas than they are in major urban centres and their surrounding economic regions. The average Alberta wage for a metal fabrication labourer is \$21/ hour and welder is \$34/ hour.
- Employee turnover rates tend to be much lower in rural areas than in major urban centres and their surrounding economic regions. Reduced workforce turnover is a result of an established workforce pool within the area, and the ability for new additions to the workforce to affordably establish within the community.
- Being primarily an agricultural area, the Mayerthorpe Region has a strong supply of skilled agricultural labourers who are mechanically inclined, have a strong work ethic, and know how to operate a range of basic farm and heavy duty equipment.
- Other labour sources include 550 grade 12 students from 16 regional high schools who enter the work force, trade schools, and post-secondary annually. Those graduates entering the workforce would be very interested in the opportunity for a career at a new industry; allowing them to stay in the community. The area's high schools also offer a strong supply of seasonal and part-time labour.
- Many skilled workers from the Region work in other parts of the province on a temporary basis and an industry would provide an opportunity for them to work in the area and remain close to their homes and families.
- The nearby City of Edmonton (population 1.16 million) is a strong source of specialized labour such as industrial and other engineers, lab technicians, plant operations managers, and others. For example, the University of Alberta has an enrolment of 3,000 engineering students.

# Employee Quality of Life

Alberta and The Mayerthorpe Region offers employees an excellent quality of life through world class amenities, low cost of living, and a rural setting that simplifies and enhances people's lives.

Compared to other provinces Albertans pay very low personal income tax and Alberta has the lowest top marginal income tax rate and the highest basic and spousal deductions in Canada. Alberta is also the only province in Canada with no provincial sales tax. Alberta has the lowest taxes on gasoline and among the lowest property taxes in Canada.

Albertans also enjoy a publicly administered and funded healthcare system that guarantees universal access to necessary hospital and medical services. Combined with world-class education facilities, a low crime rate, clean air and water, and stunning scenery, Alberta is second to none.

Taken to a rural location like the Mayerthorpe Region, cost of living advantages increase even further. For example, the cost of housing, land, and services is much more affordable allowing employees to benefit directly with offsetting of the difference in wages while still accessing quality services in the Region.

Mayerthorpe has all of the key essential public services including a hospital, medical clinic, elementary and high schools with capacity for growth. There is also a full complement of family and community support services, recreation services, and tourism opportunities to support workers and their families. Residents also take advantage of close proximity to lake front properties at Little Paddle River Dam, Alberta Beach, and Lake Isle.

Mayerthorpe is ready to grow with new urban infrastructure including: newly constructed water treatment plant, rehabilitated lift station, new force main to lagoon, new Exhibition Center, and new Aquatic Centre with water slide.



## CEO & CAO Profiles



# KATE PATRICK CHIEF ELECTED OFFICIAL

- Elected October 2013
- Town Councillor 2007-2013
- Business Owner/ Operator 30 Years – Patrick’s Transport Ltd.

Mayor Patrick exemplifies a strong business background, common sense approach, and grassroots passion towards development of the Town. A Mayor that is well respected by citizens, supported by the business community, engaged in community groups, and a peer among members of the political community.



# KAREN ST. MARTIN CHIEF ADMINISTRATIVE OFFICER

- Chief Administrative Officer 2007
- University of Alberta Graduate 1999
- Local Government Administration 1998

CAO St. Martin completed National Advanced Certificate in Local Authority Administration with the University of Alberta June 1998. Twenty one years of municipal experience has assisted Mayerthorpe in transition, rehabilitation and preparation for growth since starting with the Town in 2007.

## TOWN OF MAYERTHORPE

Dedicated to  
strategic alliance to  
attract industry &  
growth

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# LLOYD GIEBELHAUS

## CHIEF ELECTED OFFICIAL

- Elected October 2010
- County Councillor 2007-2010
- Business Owner/ Operator 31 Years
- BSc. Agriculture, Agrologist, Beef Specialist

Reeve Giebelhaus exemplifies a strong agricultural background, keen business sense, fiscal responsibility and grassroots passion towards the viability and development of Lac Ste. Anne County. Throughout his career, Reeve Giebelhaus has always shown a strong and genuine commitment to the future growth of rural communities.



# MIKE PRIMEAU

## CHIEF ADMINISTRATIVE OFFICER

- Chief Administrative Officer 2012
- 10 years with Global Engineering Firm Stantec
- Graduate University of Alberta and Penn State

Before appointed CAO, Mike was Assistant CAO since June, 2007. He is a Certified Local Government Manager, a Niagara College graduate, a Certified Associate in Project Management, a Canadian Management Professional, and has a Certificate in GIS from Penn State University. Mike is a highly effective CAO whose vision includes economic development, rural growth, business enhancement and municipal sustainability while maintaining environmental standards and fiscal responsibility.

## Lac Ste. Anne County

Committed to  
fostering growth by  
being proactive and  
finding solutions

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