

Showcasing Success In Every Community

Have you ever wanted to know why communities and non-profit societies are so successful at obtaining funding to make great things happen across the North? Now you can have the inside track with the launch of Northern Development Initiative Trust's new website www.northerndevelopment.bc.ca — an interactive resource that connects you with hundreds of success stories and funding partners throughout central and northern BC.

Northern Development's staff and board have a goal of helping communities excel at 'shaking the money tree' so that we can collectively create new opportunities and invest in improving quality of life across the region. It's now easier than ever to connect with the people who are building their communities and a stronger regional economy, whether online via our new website or by joining the discussion and staying up-to-date with us on Facebook and Twitter.

The provincial government placed a huge measure of confidence in the strategic, long-term thinking of northern leadership when it created Northern Development

Initiative Trust through legislation that was enacted in 2004. This is a Trust that will enable generations of community development for the public good of the region. A range of Northern Development funding programs for communities, rural areas, not-for-profits, First Nations, and business have supported over 900 projects across central and northern BC. Since inception, Northern Development has partnered with 1,500 organizations to attract over \$1 billion in new investment to the region.

We invite you to interact directly with the people and organizations that are spearheading community development across the region at www.northerndevelopment.bc.ca and discover how we are all working to 'Build a Stronger North'.



Evan Saugstad
Chair
Northern Development Initiative Trust



Janine North
Chief Executive Officer
Northern Development Initiative Trust

Northern Development At A Glance

- Northern Development is mandated to invest in self-sustaining projects in ten areas of the economy: Energy, Forestry, Mining, Olympic Opportunities, Agriculture, Transportation, Small Business, Tourism, Pine Beetle Recovery, and Economic Development.
- Currently Northern Development has 1,662 funding partners. 24% of projects have investment from the private sector.
- To date, \$103.8 million in funding has been committed for 929 projects in communities throughout central and northern British Columbia with a total project investment of \$1.04 billion.
- Return on Investment (ROI) to the region since inception: 47%.
- Over 74% of investments are in small communities with populations of less than 5,000.
- Twenty-eight businesses in the region have created 1,111 new jobs with a total investment of over \$185 million in new capital investment with the support of the Northern Development business programs.
- \$9.3 million dollars invested for projects expanding economic development capacity in 39 municipalities, 1 regional municipality, and 9 regional districts.
- Over 1,000 grant writers trained to date; 263 hired by communities including 111 First Nations since 2007.
- A 2011 client satisfaction survey resulted in a 99% overall approval rating.

Timing is Right for Carbon Offset Aggregation Cooperative

As awareness of the impact of greenhouse gas emissions has reached global levels, a new business concept based in northern BC is showing that individual companies can make a difference and increase their profitability by strategically reducing fuel consumption.

Created in 2011, the Carbon Offset Aggregation Cooperative of BC is the first of its kind in the world, providing the framework for owners of heavy equipment and trucks to create, aggregate and sell carbon offsets. Fuel savings are measured in the form of carbon offsets which are aggregated and sold by the cooperative on the world market with net proceeds of sales returned to co-op members as dividends.

Recognizing the tremendous short-term and long-term economic benefits to the forestry and transportation firms that employ thousands of people in central and northern BC, Northern Development provided funding toward the development of the protocol and process to sell carbon offsets. Pilot studies were conducted and by September 2011, a five year agreement was established between the cooperative and the provincial government to sell carbon offsets through the Pacific Carbon Trust.

"The cooperative is very appreciative of the support we received from Northern Development during the protocol development," says George Stedeford, Chief Executive Officer, Carbon Offset Aggregation Cooperative of BC. "Without the support of organizations such as Northern Development, business opportunities like ours are less likely to emerge from the development stage." By February of this year, the cooperative had already grown to include more than twenty five members throughout the province including logging, transportation and heavy construction



"Without the support of organizations such as Northern Development, business opportunities like ours are less likely to emerge from the development stage."

George Stedeford, CEO, Carbon Offset Aggregation Cooperative of BC

companies. In late February, it received a major boost when BC's Ministry of Environment announced it would provide \$2 million to the cooperative to help heavy machinery companies install the specialized equipment in their vehicles and train operators to reduce fuel consumption.

Janine North, Chief Executive Officer of Northern Development Initiative Trust points out that, "Not only is this good for the environment, it could mean unprecedented economic opportunities for central and northern BC as the cooperative becomes a model for continued development in the emerging carbon market."

To learn more about this story search these keywords on our website.

Carbon Offset

www.northerndevelopment.bc.ca

IN THIS ISSUE

Did You Know That Lillooet Is Home To A Nationally Recognized Economic Development Expert?

New WoodSourceBC Web Portal Markets BC Forest Products

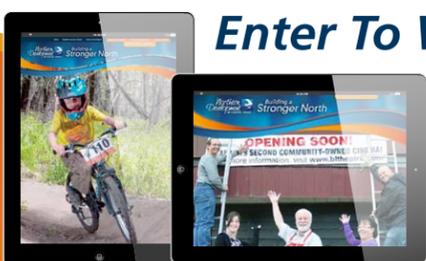
Tumbler Ridge Inspires Stinger Welding Expansion

European Sausage Maker Starts A Family Operated Business In Telkwa

Ashcroft Leads The Way As A Solar Community

Invest Northwest BC Attracts New Investment To Communities

Enter To Win An Apple iPad!



Do you have a photo that showcases community members enjoying an event or facility that's been supported by Northern Development, people working who are employed as a result of a project, or the construction phase of a project?

Enter our photo contest and you could win a new Apple iPad!
www.northerndevelopment.bc.ca/photo-contest/

Did You Know That Lillooet Is Home To A Nationally Recognized Economic Development Expert?

Jerry Sucharyna
Economic Development Officer
District of Lillooet

Jerry Sucharyna has been called the driving force in bringing new business and industry to Lillooet. He has received numerous awards and recognition for his work in the community, including 2010 Economic Development Officer of the Year through the Economic Development Association of Canada. Additionally, the District of Lillooet's Guaranteed Rugged branding, tourism marketing, and web design initiatives have received a number of awards provincially, nationally and internationally.



Jerry Sucharyna has led the Guaranteed Rugged program that is garnering attention and awards for Lillooet across Canada and internationally.

What are the key issues for economic development in your community?

Rather than try to be newer, bigger or better, we build on the outstanding resources and partnerships we have in this community. Our Guaranteed Rugged branding program, for example, promotes the wide range of outdoor adventure activities, rich history and authentic culture in the area with our close proximity to the lower mainland and our awesome climate. "Get Busy Living" as we say. Our website is accessible in eleven languages to reach target investors and potential residents internationally. The steady increase in web traffic and increased number of enquiries are definite indicators that we are being noticed and doing something right.

Agriculture, including vineyards, is another area of focus. Innovative businesses like Fort Berens Estate Winery and the Bitterbine Hop Company are major successes for a rural community of this size, and again focus on the assets we have. They also reinforce the natural advantages we are drawing attention to in Lillooet's other agricultural opportunities.

What projects are you currently focused on supporting in Lillooet?

We're working on a major project to improve the community's infrastructure around water usage. A \$10 million project scheduled for completion in late 2014 is all about providing safe drinking water and will give us a strong foundation for new investment attraction initiatives.

What projects have been most personally satisfying for you?

I'm passionate about community interaction and what can be accomplished through partnerships and people from all areas working together for the common good. I'm particularly proud of the positive working relations we have with First Nations – they are integral to every aspect of life in the community, from our history and culture, to the support of local businesses, health care and the not-for-profit sector. To me that is a truly holistic approach to economic development and creating entrepreneurial opportunities.

To learn more about this story search these keywords on our website.

Guaranteed Rugged

www.northerndevlopment.bc.ca

New WoodSourceBC Web Portal Markets BC Forest Products

An innovative online wood marketplace is turning new marketing opportunities into tangible sales for buyers and sellers of BC forest products.

WoodSourceBC.com is an interactive website created from The Bridges Project, an initiative of the BC Community Forest Association whose members are community-based organizations that are either managing community forests or striving to establish community forests. Northern Development Initiative Trust is one of several funding partners for The Bridges Project.

The website is focused on enabling community forests and woodlots to connect with value-added producers. Whether users of the site are selling logs, buying lumber, building homes or making fine furniture, they are doing business together in a way they never did before, generating social enterprise revenue in the region. Since the launch of the WoodSourceBC website in September 2011, it has gained over 300 members and more than 65 listings.

"There are so many good products out there that need help in getting to the marketplace," says BC Community Forest Association Vice President Kevin W. Davie. "This provides a really valuable link between small log sellers, small manufacturers and lumber retailers."

To learn more about this story search this keyword on our website.

Woodsource

www.northerndevlopment.bc.ca

Tumbler Ridge Inspires Stinger Welding Expansion



Willy Manson, owner of Coal Mountain Fabricators at his new welding and fabrication facility in Tumbler Ridge.

After 34 years operating a successful welding and fabricating company in Prince George, Willy Manson knows opportunity when it comes knocking. With increasing business in the Tumbler Ridge area requiring him to send more and more crews there to work, he saw the promise of having a permanent presence in the town and in 2011, a second company, Coal Mountain Fabricators was opened in Tumbler Ridge.

The demand for tradespeople throughout northern BC reflects the economic vitality in the region's natural resource sector and the wide range of projects underway and planned over the next decade. Stinger Welding already had a reputation for being responsive to the needs of its customers, high quality work and rigorous safety standards, but the lure of entrepreneurship was still calling. "It would have been easy for us to sit back and be content with the business we have, but I'd rather step outside of the box once in a while and create something new," Willy says. "Seeing the boom in Tumbler Ridge and the opportunities in the area has been a breath of fresh air."



The Honourable Steve Thompson, Minister of Forests, Lands, and Natural Resource Operations logs onto WoodSourceBC with The Bridges Project representative Rhoni Whyard.

Discover Projects In Your Community



Visit us online to explore hundreds of project success stories and to connect with the people who are building their communities and a stronger economy throughout the region.

www.northerndevlopment.bc.ca



"Northern Development became a key partner in our ability to proactively go after new business."

Willy Manson, Owner
Coal Mountain Fabricators

In the course of setting up Coal Mountain, Willy learned about Northern Development Initiative Trust and its mandate to stimulate economic growth through investment in grassroots, community-led projects. Through its Competitiveness Consulting Rebate program, Northern Development supported Coal Mountain in creating an occupational health and safety manual and achieving COR safety certification - essential elements for the company to be able to bid on contracts. "Northern Development became a key partner in our ability to proactively go after new business," Willy says. "Working with them was a very smooth, efficient process and we look forward to doing more business with them in the future."

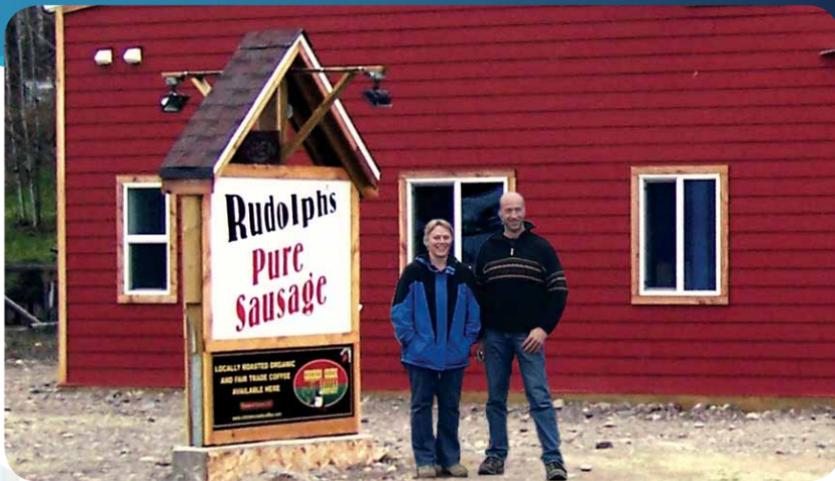
To learn more about this story search this keyword on our website.

Stinger

www.northerndevlopment.bc.ca

European Sausage Maker Starts A Family Operated Business In Telkwa

Rudolf's Pure Sausage is an entrepreneurial success story in Telkwa that is owned and operated by Karin and Holger Rudolf.



Far from where he learned the secrets of old-style German sausage making, Holger Rudolph and his wife Karin have found a growing customer base for their specialty meat products in northwestern BC.

As an entrepreneurial immigrant to Canada, Holger is an example of what can be achieved with the right mix of products, innovation and local business support in creating a new business venture. When the couple initially settled in Telkwa, Holger worked for a local meat co-operative before setting up his own specialty meat business. His European-style products made with fresh local ingredients quickly became popular and the opportunity to take the business to the next level was soon apparent along with the need for more space.

With support from Northern Development's Competitiveness Consulting Rebate program, Holger developed a solid business plan and was able to buy the building where the business now operates. While Karin looks after the storefront and packaging, Holger combines his artisan skills with managing the business.

Future plans include developing more wholesale business supplying work camps at the many projects underway in northwestern BC, and serving other niche markets throughout the province. In the meantime, Holger continues to come up with new products prepared with elk, venison and bison meat for an increasingly Canadian appeal.

To learn more about this story search this keyword on our website.

Rudolf

www.northerndevlopment.bc.ca



Ashcroft's investment in solar technology is already paying off, realizing savings in operating costs while producing enough energy to power 328 homes for one day.

how much electricity has been produced and how many carbon offsets have been saved. When Michelle was interviewed for this story in February 2012, the environmental benefits to date were 9.4 megawatts of electricity produced – enough to power 328 homes for one day – and 6.87 tons of carbon offsets, the equivalent of 176 trees.

To learn more about this story search these keywords on our website.

Solar Pool

www.northerndevlopment.bc.ca

Invest Northwest BC Attracts New Investment To Communities

An innovative new web portal showcases the more than \$30 billion of major projects and investment opportunities planned in northwest British Columbia to potential investors.

Invest Northwest BC www.investnorthwestbc.ca is a partnership between the communities of northwest BC and Northern Development, and is aimed at developing the regional economy by attracting new investment. The online resource provides up-to-the-minute information on dozens of major projects underway and planned for the region as well as direct connection to community and company leaders.

"This is a vital tool to promote the region," commented Terrace Mayor David Pernarowski. "It is the only online resource that can put into perspective the development that is happening in northwest British Columbia – it shows how we truly are entering a long-term economic boom."

"This is a vital tool to promote the region."

*David Pernarowski, Mayor
Terrace, BC*

Communities throughout central and northern British Columbia are focused on working with Northern Development to create investment attraction resources within their regions over the course of 2012. These projects are exciting collaborations between communities as they work together to showcase their assets and investment opportunities to attract the interest of suppliers and skilled workers around the world to move to the region!

INVEST
IN **NORTHWEST**
BRITISH COLUMBIA, CANADA

There are over \$30 billion in major projects and investment opportunities planned in our region!



investnorthwestbc.ca

Visit our website to learn more about major projects and investment opportunities in Northwest British Columbia, Canada



Ashcroft Leads The Way As A Solar Community

With the conversion of its public swimming pool to a solar heated facility, the Village of Ashcroft is not only realizing savings in municipal operating costs, it is taking a leadership role among BC communities and inspiring others to invest in 'green' infrastructure.

Located in the high desert hills of the South Central Interior of the province, Ashcroft has plenty of sunshine and high average temperatures from June to September, making it ideally suited to using solar technology. Attractive recreational facilities are important to keeping residents in the area, and the town has a goal of becoming a leader in green initiatives. In 2010, Ashcroft became an official solar community by adopting Solar Ready regulation bylaws through the BC Sustainable Energy Association. With a combined loan and grant from Northern Development Initiative Trust, the community's outdoor public pool was upgraded to a solar heated facility in time to open for the 2011 May long weekend.

Michelle Allen, Chief Administrative Officer for the Village, points out that in addition to solar hot water panels, the system includes photovoltaic panels which generate electricity as an alternative to purchasing power. At any time, the system can produce a reading as to

Do you have an update or personal story about a project undertaken in central and northern BC that has made a positive difference for you, your family, or organization?

**Share
your
Story**



Explore hundreds of projects and connect with the people who are building their communities and a stronger regional economy in central and northern BC.

www.northerndevelopment.bc.ca/explore-our-region/

Our Team

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Representing the people, communities, and businesses throughout central and northern British Columbia.

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Northeast Region

Gerald Wesley
Northwest Region

Staff

Working with industry, non-profits, First Nations, and local governments throughout central and northern British Columbia.

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Dean McKinley, Director, Economic Development

Renata King, Director, Business Development

Karen Borden, Executive Coordinator

Holly Hill, Financial Analyst

Tess Elo, Accounting Coordinator

Jennifer Sumner, Finance and Administration Clerk

Stay Connected With Social Media

Did you know you can connect with community projects and business expansions that Northern Development is supporting through our new Facebook and Twitter pages?

Join the discussion via social media and stay connected within the region!



**Join Us On
Facebook**

facebook.com/northerndevelopment



**Follow Us On
Twitter**

twitter.com/northerndevelop

These are both great places to stay up to date with the latest economic development news in central and northern BC.

Apply For Funding

If you are interested in learning more about any of Northern Development's funding programs, please don't hesitate to call the office at 250-561-2525 to speak to a member of our team.

Business Development

Northern Industry Expansion

Competitiveness Consulting Rebate

Community Infrastructure

Community Revitalization

Economic Diversification Infrastructure

Community Halls and Recreation Facilities

Feasibility Studies

Capacity Building

Economic Development Capacity Building

Grant Writing Support

Marketing Initiatives

Industry Attraction

Community Foundation Matching Grants

Governance Essentials Scholarship

Visit our website to learn more about the many projects each of these funding programs have supported since 2005.

www.northerndevelopment.bc.ca



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