We have been very happy to call Winnipeg our home base and believe Manitoba will continue to thrive as a manufacturing hot spot with on-going avenues of support such as CentrePort Canada.

SEAN CASSIDY
CEO, CASSIDY MANUFACTURING
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Vision & Mission

VISION

The pre-eminent inland port in the heart of North America and renowned champion of global trade, economic growth and job creation.

MISSION

Master planner for a 20,000-acre inland port located at the hub of international trade corridors, featuring the CentrePort Canada Rail Park, tri-modal transportation, prime industrial land, single-window services for investors and a cost-competitive model for businesses engaged in global supply chain activities.
Executive Summary: Megasite on the Rise

CentrePort Canada is a unique tri-modal hub for the distribution of goods to North American and global markets through access to unrivaled, on-site rail, truck and air cargo operations.

Located in Winnipeg, Manitoba, CentrePort is North America’s largest inland port and Foreign Trade Zone, offering a strategic location at the junction of multiple transportation corridors, with access to affordable, skilled labour; low taxes and energy rates; fast-tracked land-development approvals; and an attractive and affordable lifestyle.

The corporation, CentrePort Canada Inc., is responsible for the planning and development of the inland port megasite and offers businesses a concierge level of support for new investment. This includes access to more than 2,100 acres of prime industrial land that is now on the market.

• The new 700-acre CentrePort Canada Rail Park is expected to break ground later this year, to be anchored by Canadian global agribusiness BroadGrain Commodities Inc.
• New truck-served industrial parks totaling 1,200 acres are under development, with companies filing applications for more than 400 acres of new projects.
• Winnipeg Airports Authority is developing 260-acres on the west side of its campus, providing new direct airside co-location opportunities.

These and other industrial developments within CentrePort are expected to create thousands of jobs and add significantly to the Manitoba economy.

A new economic impact study shows that a full build-out of CentrePort South (City of Winnipeg lands) would add nearly $1 billion in GDP and create 11,700 person-years of employment (construction impacts only).

These new industrial offerings are the result of investments in supporting infrastructure, with the first phase of water, wastewater and utilities servicing expected to be in operational in late 2016.

It is a build-it-as-they-come approach that is already a success - there are now more than 250 acres of new development either recently completed or underway by 44 different companies - representing more than $220 million in new private investment.

To support the next stages of development, CentrePort is focusing on five strategic priorities for 2016-17.

• Advance the development of the 700-acre Rail Park by beginning construction of phase I.
• Work directly with companies to establish new operations within the Rail Park and other CentrePort-based industrial parks.
• Continue to prepare CentrePort Canada lands for development, investment and revenue generation, and work towards financial self-sufficiency for the corporation.
• Support business attraction efforts by promoting the benefits of the new Rail Park and other CentrePort-based industrial areas, and by continuing to build broad public support for the inland port.
• Champion a “live, work, play, learn” approach to inland port development and demonstrate a strong value proposition to the community, government and industry.
Canada’s Premiere Tri-Modal Inland Port

CentrePort Canada is North America’s largest tri-modal inland port and Foreign Trade Zone - located in the heart of the continent, just one hour north of the United States.

With links to global trade markets - including a consumer population of 100 million people living within a 24-hour drive - the inland port’s 20,000-acre footprint offers on-site access to world-class rail, truck and air cargo operations.

CentrePort Canada Inc., the corporation, is working with partners to further enhance an integrated logistics and infrastructure base that will help business to move goods quickly and more efficiently through the supply chain.

THREE CONTINENTAL RAILWAYS

Winnipeg is a rail city with three class I rail carriers – Canadian Pacific Railway, Canadian National Railway, and BNSF Railway. All three carriers serve customers within CentrePort. Both CP and CN have significant, long-established intermodal yards in the Manitoba capital.

Rail services for business will be further bolstered by the development of the new CentrePort Canada Rail Park, expected to start construction in 2016.

Plans for the 700-acre Rail Park include a common-use rail facility and adjacent industrial lands suitable for rail-intensive companies. The Rail Park is being developed in phases and will be a one-of-a-kind operation providing business with access to multiple rail carriers through interchange agreements.

A MAJOR TRUCKING HUB

With 70 per cent of Manitoba’s trucking industry clustered in and around CentrePort, the inland port is a major trucking hub. Approximately 80 per cent of merchandise trade between Manitoba and the United States is shipped by truck - providing business with cost-effective, efficient operators and well-established routes across the continent.

CentrePort also has the infrastructure required to transfer cargo smoothly and quickly from the loading dock to the highway network - the ideal “five minutes to 55 mph” target for moving goods.

CentrePort Canada Way, the inland port expressway, provides immediate highway access for companies at CentrePort, and plans are in the works to double the highway in length in order to improve connections to the Trans-Canada Highway.

WORLDWIDE AIR CARGO OPERATIONS

CentrePort is home to Winnipeg’s James Armstrong Richardson International Airport, one of Canada’s busiest and most important air cargo and passenger airports.

Cargo flights are able to reach anywhere in the world within 48 hours. With 24/7 operations and a central location and time zone, operators offer a later cut off for overnight deliveries to many major cities.

Operated by Winnipeg Airports Authority, Richardson International Airport has a substantial air cargo campus which includes major sorting facilities for FedEx, Purolator and Canada Post, daily transborder services from UPS and FedEx, and hub operations for Cargo Jet Airlines, Air Canada Cargo and Purolator.
We are excited about the opportunity to continue to grow our global business and this property at CentrePort provided what we are looking for - access to the workforce, ease of transportation and a central location.

GLEN HENDERSON
VP & GENERAL MANAGER (CANADA), ISCO INDUSTRIES
CentrePort Canada’s strategic, central location at the intersection of key trade and transportation corridors heading in all directions is one of its most important assets.

However CentrePort’s advantages extend far beyond its physical suitability as a major tri-modal transportation hub.

CentrePort is part of Winnipeg - a major, metropolitan centre that is consistently ranked at the top for business cost competitiveness among 27 major Midwestern American and Western Canadian cities. (KPMG, 2016).

Winnipeg boasts a strong foundation for business, including manufacturing and research and development, while maintaining all the components of the balanced lifestyle emphasized by CentrePort’s “live, work, play, learn” mantra – low cost of living, affordable housing and land, excellence in education and training, and world-class sports, culture and entertainment.

“

(Winnipeg) It’s so central. It’s fantastic for the distribution hubs for the big companies, such as Loblaws, Sobeys and Toys “R” Us, plus it’s on the rail line. There are also lots of truckers available to get it where it needs to go. It’s so easy.

MANJIT MINHAS
DRAGONS’DEN, ENTREPRENEUR
AT THE HUB OF KEY GATEWAYS

△ GATEWAY TO THE NORTH
Via Port of Churchill
Staging area for northern Canada
Access to Europe, the Middle East, North Africa and the Mediterranean

▼ GATEWAY TO THE EAST
Ports of Thunder Bay, Montreal and Halifax
Atlantic Gateway
Access to Europe, the Middle East & Asia

▼ GATEWAY TO THE SOUTH
Mid-Continent Trade and Transportation Corridor
Access to United States and Mexico
Ports of Houston and New Orleans
Ports of Manzanillo and Lazaro Cardenas

▼ GATEWAY TO THE WEST
Asia-Pacific Gateway
Port Metro Vancouver and Port of Prince Rupert
Access to China and Pacific Rim

OTHER ADVANTAGES INCLUDE:

• Available labour with affordable wages and government-funded employee health care costs.

• Worker training incentives and immigration recruitment programs to match industry needs.

• Low-cost, reliable and renewable energy.
With the lowest published electricity rates in North America, Manitoba Hydro also helps companies reduce their carbon footprint.

• A diversified economy with thriving aerospace, manufacturing, agribusiness and technology sectors, bolstered by generous sector-specific tax credits such as the new data processing credit.

• Low taxes for business including zero corporate income tax for small businesses; no inventory tax; secured loan or loan guarantee assistance programs.

• Generous manufacturing tax credits on investment including buildings, machinery and equipment.

• No tariffs on imports of manufacturing components.

• Best research and development tax credits in Canada (including salaries, overhead, capital and materials), collaborative research between business industry and world-class post-secondary institutions.

• Access to intellectual property via innovative, risk-mitigated provisions (University of Manitoba).
Investor Services

As the master planner and facilitator of development for the inland port, CentrePort Canada Inc. offers a suite of single-window services for investors considering building new operations on site.

One of these services is the new special planning area, which is now in operation for CentrePort North (Rosser lands). The special planning area has streamlined the land-development approval process for business and investors, while ensuring the community continues to have a voice in local decisions.

The special planning area is overseen by an authority that includes representatives from the Rural Municipality of Rosser, City of Winnipeg, Province of Manitoba, Winnipeg Airports Authority, and CentrePort Canada Inc. New tools such as a Developer’s Handbook are available to help users successfully navigate the application process.

The special planning area/authority provides an accountable and transparent process that gives businesses greater cost and planning certainty and helps ensure consistent and co-ordinated planning across the inland port footprint. Local landowners and residents remain an important contributor to the local planning and development review process.

SINGLE-WINDOW SERVICES INCLUDE:

- Business development and investment advice.
- Access to incentives, liaison with governments.
- Land-development approvals.
- Land and space inventory.
- Business-to-business referrals and connections.
- Logistics, transportation and global trade referrals.
- Access to Foreign Trade Zone benefits/cost savings.
- Links to international markets.
- Marketing partnership activities and support.
- CentrePort Landowners’ Association.

FOREIGN TRADE ZONE

CentrePort Canada Inc’s single-window services for investors provide business with direct access to federal Foreign Trade Zone (FTZ) benefits that can help companies better manage cash flow.

FTZ benefits include programs providing sales tax and duty relief and custom-bonded warehouse (CBW) status. Three new CBW’s have established at CentrePort since the concierge service began.
Single-window approvals for applications is what the investment community has been waiting for. **Ensuring speed to market will give CentrePort the competitive edge** when it comes to attracting new companies to Manitoba.

MARTIN MCGARRY
PRESIDENT AND CEO, CUSHMAN & WAKEFIELD WINNIPEG
CentrePort Canada Inc.’s mandate is set by The CentrePort Canada Act (Appendix A). The corporation’s business plan, legislative requirements, budget, vision and mission statements and other objectives are directed by the board of directors and implemented by management and staff. The 2016-2017 team includes eight full-time and one part-time professional staff.
THE CENTREPORT BOARD

CentrePort Canada Inc. operates under the strong leadership of a 15-member board of directors that is led by the private sector and shares a vision for growth that benefits the broader community.

Chaired by Chris Lorenc, president of Manitoba Heavy Construction Association, the board believes the continued, strategic development of CentrePort is an essential part of the community’s ongoing efforts to attract new private investment, create jobs and generate increased levels of taxation, which in turn help fund vital public services.

The board is committed to developing the inland port in a practical, phased-in way where growth (such as new infrastructure) is sustainable—driven by a strong business case and supported by new private investment.

The overall vision is one of continued development and success for CentrePort for the benefit of Winnipeg and the capital region, as well as Manitoba, Western Canada and the country as a whole.

The board’s structure is set out in *The CentrePort Canada Act* and includes nominees from the Business Council of Manitoba, Economic Development Winnipeg, Manitoba Chambers of Commerce, Manitoba Federation of Labour, Manitoba Trucking Association, Winnipeg Airports Authority, Winnipeg Chamber of Commerce, the Rural Municipality of Rosser, City of Winnipeg, Province of Manitoba and Government of Canada, as well as four directors at large.

The board meets five times per year and is a governance body responsible for setting the corporation’s strategic priorities, guiding policies and procedures, and by-laws. The board also oversees the preparation and publication of the annual business plan, budget and annual report. All are available for public viewing at www.centreportcanada.ca.

**DIRECTORS**

Chris Lorenc, Chair  
Don Streuber, Past-Chair  
David Filmon, Vice-Chair  
Wayne Anderson  
David Barnard  
John Falcetta  
Monica Girouard  
Eugene Kostyra  
Carol Paradine  
Michael Pyle  
Bob Silver  
Colleen Sklar  
Warren Thompson  
Anju Virmani

*See Appendix B for more details.*

**SHOWN HERE**

Winnipeg Mayor Brian Bowman meeting with CentrePort Board of Directors & Diane Gray, President & CEO
The CentrePort Community

CentrePort Canada continues to flourish as a unique partnership of the broader community, which includes business, labour, the transportation industry, government, academia and others.

CentrePort’s origins as a private-public sector partnership are reflected in the diverse make-up of the corporation’s board of directors, which has been instrumental in its success to date and has set the tone for the corporation’s engagement with the community.

In addition to regular input from the board of directors and nominating agencies, the development of Manitoba’s inland port is influenced by several key stakeholders.

Major On-Site Operations

- Bison Transport
- Boeing
- Bristol Aerospace/Magellan
- Conviron
- Fort Garry Fire Trucks
- Gardewine North
- GE Aviation
- MacDon
- Manitoba Hemp Harvest Foods
- North West Company
- Paterson GlobalFoods
- Payne Transportation
- Peak of the Market
- StandardAero
- TransX
- Winpak
stakeholders including its Advisory Council and the CentrePort Canada Landowners’ Association.

The Association is a 47-member group of landowners, businesses and real estate developers with CentrePort interests who are regularly briefed and consulted on land-use planning, infrastructure and transportation issues and other relevant development matters.

Another important voice belongs to CentrePort’s 32 marketing partners. The marketing partnership program is only two years old but is already proving to be a successful way to connect businesses with one another and provide networking opportunities that help companies and other stakeholders take advantage of new growth at CentrePort.

CentrePort marketing partners have enthusiastically embraced the role of ambassadors for the inland port, helping their colleagues and neighbors better understand the goals and benefits of pursuing such a large-scale, complex development in the northwest corner of Winnipeg and the Rural Municipality of Rosser.

CentrePort is also a proud member of a dynamic leadership group that has helped drive growth of our city, capital region and province. Our community has undergone an impressive renaissance in recent years including major investments by flagship companies such as Canada Goose and Canadian Tire, and exciting new attractions like the Canadian Museum for Human Rights, Journey to Churchill at Assiniboine Park and the return of the Winnipeg Jets.

Promoting our community on a global stage is a priority for CentrePort, and is often done in partnership with various organizations including Economic Development Winnipeg (Yes! Winnipeg), the City of Winnipeg, Partnership of the Manitoba Capital Region, Manitoba Hydro, Manitoba Trade and Investment, the RM of Rosser, Winnipeg and Manitoba chambers of commerce, Western Economic Diversification, World Trade Centre Winnipeg and others.

Together, CentrePort’s partners, supporters and stakeholders make up the “CentrePort Community” - providing expertise, hard-work and commitment to the continued development of our inland port.

CentrePort greatly values the contributions of its “Community” - an essential part of helping to transform CentrePort Canada into a truly unique and incredibly successful gateway for global trade and transportation in North America.

“Inland ports offer many cost and logistics advantages... They also provide substantial economic development advantages to communities where they locate. Cost benefit studies show significant job and economic development growth.”

DEAN C. FOOTE
SITE SELECTOR, EXPANSION SOLUTIONS MAGAZINE, 2015
On Track for Success
2015-16 MILESTONES

CentrePort Canada preparing to break ground on phase I of the new Rail Park after securing $25-million anchor operation in the agribusiness sector.

BroadGrain Commodities Inc. announces plans to build $25-million grain-handling facility and bean processing plant at CentrePort’s new Rail Park.

More than 250 acres in development by 44 different companies including major new operations by FedEx Freight, Canada Cartage, ISCO Industries, and Cassidy Manufacturing.

Special planning area/authority begins operations in CentrePort North in early 2016.
Manitoba Hydro breaks ground on joint trenching project to bring natural gas and telecommunications to the inland port.

Successful business attraction missions to the United States, Mexico and Europe.

CentrePort and three Mexican government business development agencies launch a new investment consortium to help companies access new markets.

Final stages of construction for new $43-million water treatment plant; and wastewater servicing for CentrePort nearing completion.
CentrePort’s Road to Success

CentrePort Canada Inc.’s 2016-2017 business plan outlines strategic priorities for the upcoming year and advances the corporation’s five-year goals.

CentrePort’s five-year plan is updated annually to reflect recent developments, identify new and emerging opportunities, and account for changing circumstances.
KEY FIVE-YEAR GOALS (2016-2021)

- **New Rail Options** - CentrePort’s Rail Park open for business, including a common-use rail facility and operational tenants on site (two anchor operations, plus commitments from two additional anchors and seven other tenants by 2021).

- **More Industrial Parks** - Land available within a minimum of three additional truck-served industrial parks (with 12 major tenants and 76 other tenants invested or committed to invest, plus six new FTZ operations by 2021).

- **Servicing in Place** - First phase of water, wastewater and utilities servicing operational in 2016; extended to other lands in stages as development/business case warrants.

- **Investor Services** - Streamlined land-development approvals and other single-window supports that include the promotion of new measures to improve sustainability.

- **Business Attraction** - Quantifiable data about CentrePort’s advantages in six growth sectors: agribusiness and food processing; composites manufacturing; mining/energy; biomedical; transportation and logistics (retail/manufacturing components/goods); and e-commerce.

- **Live, Work, Play, Learn** – New residential community under construction; more sustainable development and increased active transportation; new post-secondary partnerships; continued protection of Little Mountain Park.

- **Training for New Jobs** - Increased involvement by universities and colleges to help Manitobans take advantage of job opportunities and ensure an abundant, skilled workforce.

- **Corporate Self-Sufficiency** - Financial self-sufficiency achieved and the corporation positioned for a secure future supported by own-source revenue generation.

- **Strong CentrePort Community** – Excellent working relationships with all partners, and a clear understanding of CentrePort’s value proposition and importance to the economies of Winnipeg, the capital region, Manitoba and Canada.

- **Smooth Supply Chains** - Unique soft infrastructure services linking global supply chains to specific intermodal activities, including working with partners on new technologies and other measures to enhance the safe and secure flow of goods across borders.
CENTREPORT CANADA’S FIVE-YEAR VISION

CentrePort North - RM of Rosser Lands
CentrePort South - City of Winnipeg Lands
STRATEGIC PRIORITIES OVERVIEW

STRATEGIC PRIORITY #1
CentrePort Canada Rail Park
Advance the development of the 700-acre Rail Park by beginning construction of phase I.

STRATEGIC PRIORITY #2
Business Development & Sales
Work directly with companies to establish new operations within the Rail Park and other CentrePort-based industrial parks.

STRATEGIC PRIORITY #3
Inland Port Management
Continue to prepare CentrePort Canada lands for development, investment and revenue generation, and work towards financial self-sufficiency for the corporation.

STRATEGIC PRIORITY #4
Marketing & Investment Promotion
Support business attraction efforts by promoting the benefits of the new Rail Park and other CentrePort-based industrial areas, and by continuing to build broad public support for the inland port.

STRATEGIC PRIORITY #5
Sustainable Approach to Development
Champion a “live, work, play, learn” approach to inland port development, and demonstrate a strong value proposition to government and the community.
STRATEGIC PRIORITY #1
CentrePort Canada Rail Park

Advance the development of the 700-acre Rail Park by beginning construction of phase I.

- Construct the switches and leads to connect phase I of the CentrePort Canada Rail Park to the CP main line. (March 2017)
- Engage a Rail Park operator for phase I of the development. (October 2016)
- Support anchor tenant construction and start-up of new operations in phase I of the Rail Park. (March 2017)
- Complete the development and sell-out of phase I of the Rail Park. (March 2017)
- Extend water services to the Rail Park (December 2016) and neighbouring areas as demand exists (March 2017).
- Initiate a development plan for phase II of the Rail Park. (March 2017)
- Continue to work with rail carriers and other industry partners on the phased-in development of the Rail Park. (March 2017)
Leading Canadian agribusiness Broadgrain Commodities Inc. is moving forward on plans to become the first anchor operation at the new CentrePort Canada rail Park. The Toronto-based company will invest up to $25 million to build a new bulk grain export and trans-loading operation and bean-processing facility on about 30 acres at the rail Park. Construction is expected to begin later this year on Broadgrain’s new CentrePort operation, which will be a flagship terminal and a key part of the company’s expansion into Western Canada. The operation will include loading 150-car unit trains with Manitoba-grown commodities including wheat, canola, soybeans, corn and specialty crops.

Broadgrain is a major marketer and handler of agricultural products, with annual revenues in excess of $600 million and international offices in Europe, Asia, Africa and the Middle East.

Our overall strategy is to become a global marketer of grains and agricultural products. We see Manitoba as the anchor for this hub. And CentrePort is the perfect location.

BRIAN HAZZARD
SENIOR VP, BROADGRAIN COMMODITIES

CentrePort is Canada’s only tri-modal inland port with on-site access to national and international air, truck and rail cargo operations. CentrePort’s strategic location includes three class I rail carriers serving customers on the footprint – Canadian Pacific, Canadian National and BNSF Railway.

In 2015-16, CentrePort continued to promote and build upon this strategic advantage, planning for new infrastructure that will enable trade-oriented businesses to manage their supply chains more efficiently. These plans include the new CentrePort Canada Rail Park, located just south of the CP mainline (CP Rail Carberry Subdivision) and west of CentrePort Canada Way. The Rail Park is being driven by the needs of rail-intensive companies, meaning that it is being built in phases as projects are secured.

In 2016-17, CentrePort expects to break ground on phase I of the Rail Park, which will be anchored by Canadian agribusiness BroadGrain Commodities Inc. CentrePort will invest $2.4 million in leads and switches - infrastructure that will be owned by CentrePort and allow the corporation to manage the connection to other rail-intensive operations. The Province of Manitoba is providing tax increment financing revenues, generated by new private investment at CentrePort, to assist with the construction of leads and switches.

CentrePort will also continue work on planning for phase II of the Rail Park, which will include a common-use rail facility and adjacent industrial park. The various phases of the Rail Park are being designed to provide co-location opportunities for larger, anchor operations (300+ rail movements/month) as well as other rail tenants (<300 movements/month).

By 2021, CentrePort expects four anchor operations and seven other tenants to be open for business or building facilities within the Rail Park. The Rail Park will add to considerable rail activity already occurring at CentrePort (Bison Warehouse; Prairie Rail Services; Paterson Grain inland terminal; sidings into Murray Industrial Park) and will enhance rail options for companies of all sizes.
Early returns on these efforts show the capital region is one of the greatest benefactors of CentrePort’s success. There are now more than 250 acres of new development, either recently completed or underway by 44 different companies, representing more than $220 million in new private investment.

DIANE GRAY, PRESIDENT & CEO, CENTREPORT CANADA

THE INTERLAKE SPECTATOR, FEBRUARY 2016
STRATEGIC PRIORITY #2

Business Development and Sales

Work directly with companies to establish new operations within the Rail Park and other CentrePort-based industrial parks.

• Secure up to 2 additional anchor tenants to complete phase I of the Rail Park; and initiate discussions with potential tenants for phase II of the Rail Park. (March 2017)

• Attract 2 major tenants and 10 other tenants (non-rail park) from targeted outreach involving a minimum of 50 new companies. (March 2017)

• Establish the model for the creation of a new smart distribution market (Central de Abastos) at CentrePort, in conjunction with Mexican partners. (March 2017)

• Strengthen business outreach programs in key target markets – North America, Germany, Japan and South Korea – using SWOT analyses and focusing on six priority sectors (agribusiness and food processing; composites manufacturing; mining/energy; biomedical; transportation and logistics; and e-commerce).

• Continue to build CentrePort’s single-window service for investors, which includes access to federal Foreign Trade Zone benefits and other incentives, with the goal of adding one new FTZ user. (March 2017)
CentrePort Canada works closely with private and public sector partners to attract new business investment to drive the ongoing development of the inland port. Business development and sales efforts will remain centered in 2016-17 around the corporation’s six priority sectors including agribusiness and food processing; composites manufacturing; mining/energy; biomedical; transportation and logistics; and e-commerce.

Much of CentrePort’s focus over the past year was on laying the foundation for phase I of the new CentrePort Canada Rail Park by securing an anchor tenant with significant rail activity. With the recent announcement that BroadGrain Commodities Inc. plans to be the Rail Park’s anchor operation, CentrePort will continue to focus heavily on outreach to rail-intensive businesses.

The corporation will also approach at least 50 companies about establishing operations within various truck-served industrial areas at CentrePort. Since the creation of the inland port, 44 companies have recognized the benefits associated with locating on site and have set up, or are in the process of developing, new operations on more than 250 acres within the CentrePort campus.

The impending completion of new infrastructure (water and sewage treatment, hydro and telecommunications), and the construction of new rail connections are expected to further increase business interest in CentrePort.

The corporation is continuing to work closely with its real estate partners, most notably Shindico Realty and Cushman and Wakefield Winnipeg, to market and develop more than 2,100 acres with rail, truck and airside access.

“With terminals in most major centres, from British Columbia through Quebec, we recognized the advantages of centralizing operations at CentrePort. This is a significant investment in CentrePort and the community at large.”

TYLER PAQUIN
VP, SHARED SERVICES, CANADA CARTAGE
“OLE” TO NEW BUSINESS WITH MEXICO

CentrePort Canada Inc. and three business development agencies of the Government of Mexico have created a new investment consortium that is working with Mexican companies to help them export products directly to market in Canada.

The effort is the result of a memorandum of understanding signed with ProMexico, BancoMext and Fideicomisos Instituidos en Relacion con la Agricultura (FIRA) in December 2015.

The next step, now well underway, is the development of a shared-use distribution centre for Mexican produce and foods, to be located at CentrePort for distribution across Western Canada.

This direct-to-market facility at CentrePort would reduce “middle man” costs of shipping product via centres in the United States - a current reality that drives up the consumer price of fresh produce and reduces profits for producers. A CentrePort facility would lower company costs for transportation and distribution, streamline the supply chain and ultimately, provide Mexican companies with a quicker, more direct means of distributing their products.

The idea models similar distribution centres - known as “central de abastos” - operating in Texas and Chicago. CentrePort’s strategic location in the centre of North America and its unique on-site offering of rail, truck and air cargo operations make it the ideal location for this type of direct trade venture between Mexico and Canada.

Two-way trade between Canada and Mexico totaled $34 billion in 2014, a figure that does not include many Mexican goods (particularly food and agricultural products) that arrived in Canada via the United States.
STRATEGIC PRIORITY #3
Inland Port Management

Continue to prepare CentrePort Canada lands for development, investment and revenue generation, and work towards financial self-sufficiency for the corporation.

- Continue building a high-performance corporation and moving towards financial self-sufficiency, including generating own-source revenues through the development of the rail Park and related services. (March 2017)
- Work with developers and Winnipeg Airports Authority to advance the business case for servicing CentrePort South (Winnipeg lands). (March 2017)
- Work with government partners to undertake a transportation study for CentrePort North (Rosser lands). (March 2017)
- Support the successful operation of the special planning area/authority for CentrePort North, including promoting it to developers and other users through a developers’ handbook and the corporation’s single-window services. (March 2017)
- Continue to work with utilities (Manitoba Hydro, Shaw, MTS, Rogers) on the timely servicing of CentrePort lands. (March 2017)
- Advocate for continued investment in strategic highways and trade corridor infrastructure including the planned extensions of CentrePort Canada Way and Chief Peguis Trail, as well as upgrades to the Perimeter Highway. (March 2017)
- Continue working with the CentrePort Landowners’ Association to ensure members are engaged in relevant planning matters. (March 2017)
- Meet the requirements of The CentrePort Canada Act, including the preparation and public release of the annual business plan, budget and annual report. (March 2017)

CentrePort has begun transitioning from government operating funding with land sales providing a significant portion of the corporation’s operating budget in 2015-16. Increasing own-source revenues through rail Park development and other initiatives continues to be a top priority in 2016-17.

NEW INFRASTRUCTURE
CentrePort is working closely with its partners to market and develop more than 2,100 acres of new industrial lands. This process includes securing servicing for the next phases of development in CentrePort South (City of Winnipeg lands) and the successful operation of the special planning area/authority in CentrePort North (Rosser lands).

In CentrePort South, there is significant opportunity for development, including new airside availability at WAA’s campus and several other truck-served industrial parks. A recent economic impact study estimates that a full build-out of CentrePort South would add nearly $1 billion in GDP to the local economy (construction impacts only).

In CentrePort North, streamlined land development approvals are now in place - and expected to further drive growth - as a result of the recent implementation of the special planning area/authority for these lands.

Because of pre-existing servicing and infrastructure, CentrePort’s early growth has been strongest in the North/Rosser lands - where the majority of the 44 new companies have located. These investments represent more than $220 million in new capital spending in the community, with CentrePort-area development responsible for almost all of Rosser’s new property tax revenue from 2008 until 2015.

CentrePort will advocate for further investment in transportation-related infrastructure and increased utilities services for business in order to make more serviced land available for development.

Manitoba Hydro is building a $1.4 million natural gas pipeline to provide affordable heating and fuel, and power new development at CentrePort.

Hydro is partnering with Shaw, MTS and Manitoba Hydro Telecom for part of the trench to allow for the installation of telecommunication cable at a cost saving for each utility.

It is the first time shared trenching has been applied to an industrial project this large.

The CentrePort Canada Rail Park is in development on 700 acres and will provide increased access to class I rail services and offer unique, prime industrial space for rail-intensive business to co-locate.

CentrePort Canada Way (PTH 190) will more than double when it is expanded to bypass the community of Headingley and connect directly to the Trans-Canada Highway. The expressway makes it more efficient to move cargo from loading dock to highways.

Water and Wastewater Servicing is being extended to CentrePort lands in phases, with the first phase expected to be in service in the latter half of 2016.
Support business attraction efforts by promoting the benefits of the new Rail Park and other CentrePort-based industrial areas, and by continuing to build broad public support for the inland port.

- Develop a marketing strategy to complement the phased-in development of the CentrePort Canada Rail Park. (December 2016)
- Ramp up local public awareness efforts to promote the benefits of CentrePort to the broader community. (December 2016)
- Continue to support business attraction with the creation/revision of targeted promotional materials; and at least 12 announcements demonstrating new developments/progress at CentrePort. (March 2017)
- Expand the Marketing Partnership Program to 35 partners and deliver a comprehensive range of partner benefits that include at least two significant events per year. (March 2017)
- Explore the creation of a separate, enhanced business partnership with real estate companies as new industrial lands become available and joint marketing efforts increase. (March 2017)
- Continue to promote CentrePort’s assets nationally and internationally to those making investment location decisions, with the goal of reaching at least 50 site selectors. (March 2017)
CentrePort’s Marketing Partnership Program continued to be a centerpiece of the corporation’s marketing strategy in 2015-16 and will be expanded in the coming year to include additional participants and partner benefits.

While the corporation will continue to focus on national and international marketing efforts intended to support business development and investment attraction strategies, 2016-17 will also see CentrePort focus on increasing local support and understanding of the importance of the inland port to the Winnipeg, capital region and Manitoba economies.

Major media announcements through the past year included one of the biggest events in CentrePort’s history - BroadGrain Commodities Inc. unveiling its plans to become the first anchor operation of the new Rail Park. Marketing the Rail Park will be a major priority in the year ahead.

Other noteworthy announcements included the creation of a investment consortium to help Mexican companies expand into Canada; new operations by Canada Cartage, FedEx Freight, ISCO Industries and others; the creation of a special planning area/authority; and a $1.4 million investment by Manitoba Hydro and other utilities to expand natural gas and telecommunications services to CentrePort.

Supporting investment attraction at CentrePort, raising awareness about the inland port, and ensuring continued industry, government and community support continue to be key objectives of the corporation’s marketing and investment strategy, which is updated and implemented annually.

“I had a vision of working as a partner with CentrePort to help build something new in Manitoba, something I could look back at with pride knowing I played a part in its creation. My involvement with CentrePort has exceeded my expectations.”

ROB READ
PRESIDENT OF MARKETING, BISON FIRE PROTECTION
STRATEGIC PRIORITY #5

Sustainable Approach to Development

Champion a “live, work, play, learn” approach to inland port development and demonstrate a strong value proposition to the community, government and industry.

- Encourage increased sustainable development through the new zoning by-law for CentrePort North and implementation of a new special planning area/authority. (March 2017)
- Support the development of a 590-acre residential community including advocating for increased active transportation and for better connections to existing community infrastructure and underutilized services. (March 2017)
- Promote the planting of native trees and grasses as part of new development, as well as the protection of valuable green infrastructure such as Little Mountain Park. (March 2017)
- Move forward on discussions with Red River College and the Manitoba Institute of Trades and Technology regarding a new, shared campus at CentrePort. (March 2017)
- Continue to advance government and community relations in order to raise awareness of CentrePort, and demonstrate its value to the community and the economies of Winnipeg, the capital region, Manitoba and Canada. (March 2017)
- Grow the “CentrePort Community” in partnership with nominating organizations, advisory committee, business, economic development agencies, real estate companies, developers, landowners, tenants, the transportation industry, post-secondary schools and others.

The corporation continues to support measures that encourage and promote sustainable development. Companies locating at CentrePort can take advantage of Manitoba Hydro, which powers the province with renewable, reliable, low-cost hydroelectricity. This helps companies achieve their own environmental goals for reducing greenhouse gas emissions (GHGs) while reducing energy-related operating expenses.

Significant advances are also being made among industry leaders in tri-modal transportation. New provincial regulations for the trucking industry went into effect last year to help reduce fuel consumption and improve gas efficiency.

Winnipeg’s James Armstrong Richardson International Airport is installing electric vehicle charging stations on site as part of a broader plan to make the airport a carbon neutral facility.

And the new CentrePort Canada Rail Park will help shippers reduce GHGs. Rail is considered the greenest form of ground transportation, with each ton-mile of freight moved by rail (versus road) reducing GHGs by 75 per cent (Association of American Railroads).
CentrePort Canada Inc.’s continued sustainability as a high-performance corporation involves building upon each pillar of its “live, work, play, learn” approach to development.

**LIVE**
A new, 590-acre residential community is planned for lands in CentrePort South (City of Winnipeg). Located adjacent to an existing residential neighborhood, this new community would bring much-needed housing to the St. James area and would take advantage of existing residential services and infrastructure.

The new development will benefit CentrePort by providing housing options for employees who work at the growing number of CentrePort-area companies. The planned development is expected to go before Winnipeg City Council for zoning approval in 2016.

**WORK**
More than 250 acres have been developed or are in development by 44 different companies including major new investments by BroadGrain Commodities, FedEx Freight, Canada Cartage and ISCO Industries. This strong rate of growth is expected to continue as more than 2,100 acres of new industrial lands move forward to development, including the CentrePort Canada Rail Park, several truck-served parks and new airside lands at WAA’s campus.

**PLAY**
The protection of green spaces such as Little Mountain Park and Optimist Park and the creation of more active transport opportunities are important priorities for CentrePort.

The new zoning by-law in CentrePort North (Rosser lands) requires new development plans to include sustainability measures ranging from the use of renewable energy sources to the inclusion of active transportation measures like bike and walking paths.

In 2015, CentrePort and the Province of Manitoba planted 150 white spruce trees along CentrePort Canada Way to help beautify the area, reduce emissions and provide a living wind block along the expressway. CentrePort will continue to advocate for green measures as the inland port develops.

**LEARN**
Education is essential in ensuring industry has access to a skilled workforce and Manitobans are trained for the jobs of the future. CentrePort works with the universities of Manitoba and Winnipeg, and has formal partnerships with Red River College (which has two campuses at CentrePort) and Manitoba Institute of Trades and Technology. Last year, CentrePort awarded its first-ever scholarship (RRC) and bursary (MITT) to students in related studies.

Moving forward, CentrePort’s goal is to increase on-site education in partnership with industry.
## CentrePort Canada Cash Projection

<table>
<thead>
<tr>
<th></th>
<th>2015-2016 CASH FLOW</th>
<th>2016-2017 BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Opening Cash Projection</strong>*</td>
<td>2,785,264</td>
<td>1,149,310</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Funding Agreements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Province of Manitoba</td>
<td>262,494</td>
<td>535,600</td>
</tr>
<tr>
<td>Western Economic Diversification</td>
<td>313,600</td>
<td>443,500</td>
</tr>
<tr>
<td>Tax Increment Financing</td>
<td>-</td>
<td>901,640</td>
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<tr>
<td>Land Sales (net)</td>
<td>-</td>
<td>4,601,959</td>
</tr>
<tr>
<td>Other Own Source</td>
<td>186,056</td>
<td>483,000</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>762,150</td>
<td>6,965,699</td>
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<tr>
<td><strong>Operating Expenses</strong></td>
<td></td>
<td></td>
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<tr>
<td>Business Investment</td>
<td>859,327</td>
<td>816,338</td>
</tr>
<tr>
<td>Professional Services, Consulting, and Board Fees</td>
<td>567,056</td>
<td>516,170</td>
</tr>
<tr>
<td>Marketing and Promotion</td>
<td>612,261</td>
<td>668,003</td>
</tr>
<tr>
<td>Office and Operating</td>
<td>359,460</td>
<td>365,742</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>2,398,104</td>
<td>2,366,253</td>
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<tr>
<td><strong>Infrastructure Investments</strong></td>
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</tr>
<tr>
<td>Infrastructure (Rail Park)</td>
<td>-</td>
<td>3,281,767</td>
</tr>
<tr>
<td><strong>Total Infrastructure</strong></td>
<td>-</td>
<td>3,281,767</td>
</tr>
<tr>
<td><strong>Closing Cash Projection</strong>*</td>
<td>1,149,310</td>
<td>2,466,989</td>
</tr>
</tbody>
</table>

*Surplus is a result of projected proceeds from land sales, which will be used to support operations in 2015-2016 and 2016-2017.

**Audited financial statements are publicly available annually.
Financial Outlook

CentrePort Canada Inc. is continuing to prepare the inland port for further development, new private investment and additional revenue generation as it moves towards financial self-sufficiency.

To meet this ambitious objective, the corporation is pursuing several initiatives intended to produce own-source revenues. These include the phased-in development of the CentrePort Canada Rail Park and associated services; the provision of single-window services for investors; increased joint ventures; and expanded marketing partnerships.

Governments will continue to play key supporting roles in moving these initiatives forward as CentrePort is governed by provincial legislation and there are public policy implications to a development of this magnitude.

Timely progress on the corporation’s revenue-generation initiatives is necessary to become largely self-sufficient in 2017-18 and fully self-sufficient within three years. In 2016-17, the corporation expects government support to account for only 33 per cent of CentrePort’s budget.

CentrePort monitors local, national and international events that may impact the corporation’s ability to reach its development goals. Though there are many forces beyond the its control, CentrePort takes steps to mitigate against negative impacts where possible. This includes:

- Monitoring the expansion of the Panama Canal and its impacts, and calculating the specific advantages for CentrePort as a result of these changes;
- Monitoring relevant industries, significant markets, major industry players, changes in transportation modes and regulations, and other environmental risks;
- Promoting and encouraging policies and legislation that support the growth and development of CentrePort companies;
- Working with federal partners, most notably Western Economic Diversification and Transport Canada, to strengthen communications and coordination with other Canadian sea gateways and hubs;
- Supporting growth of export industries in Manitoba that can benefit from better access to diverse markets and inputs via an inland port, and working with a variety of sectors to promote diverse business opportunities in multiple markets; and,
- Promoting CentrePort as staging location for shipments to/from northern and western regions, which are growing economies.
Economic Outlook

CentrePort Canada is the country’s premiere inland port and as such, is impacted by the performance of both the national and local economies.

Canada’s real GDP is expected to increase two percent in 2016 and two and a half percent in 2017, while inflation is projected to remain close to two percent for both years (Bank of Canada).

Last year was a difficult year for the national economy with consumer confidence sagging and economic activity weaker than anticipated as a result of lower commodity prices, jobs losses and reduced production.

The depreciation of the Canadian dollar has improved price-competitiveness of Canadian exports, and activity in the non-resource sector has been relatively strong and is expected to be the principle source of growth in the near term. Resilient national employment and low household borrowing costs have resulted in continued consumer spending.

Canada remains a top investment destination due to its business-friendly environment and overall cost competitiveness. Canada has the lowest total tax index for business - a significant 46.4 per cent lower than the United States - among countries studied for KPMG’s Special Report on Tax (2014).

The future remains bright for the Manitoba economy. With real GDP growth forecast to reach 2.3 percent in 2016 and 3.1 percent in 2017 (Conference Board of Canada, Winter 2016 Provincial Outlook), the province is well-positioned for growth in the immediate future.

"Healthy growth across key sectors of Manitoba’s economy, such as agriculture, construction, manufacturing and the service sector in general, is creating a strong base for Manitoba to become one of the top-performing provinces over the next two years,” said Marie-Christine Bernard, the Conference Board’s associate director, provincial forecast.

This is favourable to the continued, successful development of CentrePort Canada as these industries have a large - and growing - presence at the inland port.
Key Industries Overview

AGRICULTURE
A depreciated Canadian dollar is expected to be mostly positive for the agriculture and agri-food sectors in 2016, particularly as emerging market economies China and India continue to enjoy personal income growth which is anticipated to drive global food demand. However, investment in innovation and productivity may be deterred as the costs of machinery and equipment often rise as the dollar falls (Farm Credit Canada Economic Update 2016).
Manitoba’s agricultural sector is expected to be one of the province’s top-performing industries - on track to post growth of 5.7 per cent this year.

MANUFACTURING
Canada’s industrial capacity decreased slightly to 82 per cent in the third quarter of 2015 (down from 83.4 per cent in third quarter 2014). Several industries, primarily related to mining and metals, and petroleum and coal, fueled the decline. Transportation equipment; textile mills; plastics and rubber products; food, beverage and tobacco; and forestry and logging all enjoyed growth.
The manufacturing sector, including machinery, fabricated metal and primary metal, is expected to lead Manitoba’s economic growth over the next two years, along with a strong construction sector. (Conference Board of Canada).

WAREHOUSING
Low energy prices combined with a low Canadian dollar are improving the prospects of a number of industry sectors. The warehouse industrial subsector, along with manufacturing and transportation, are the likeliest benefactors and are expected to help drive growth in 2016.
An increase in exports, combined with lower transportation costs is expected to result in increased demand for warehouse/distribution facilities, making these property types among the anticipated top performers in the Canadian real estate market in 2016 (Emerging Trends in Real Estate, 2016).
The opening of the expanded Panama Canal in spring 2016 and the continued growth of e-commerce are also expected to have significant impact on North America’s warehouse industrial sub-sector in the coming year and beyond.

INDUSTRIAL REAL ESTATE
Industrial property across Canada is poised for growth in the current export-friendly environment. The Winnipeg industrial real estate market is one of the largest in Canada with a current building inventory of over 75 million square feet (Colliers International), prompting CBRE - the world’s largest commercial real estate services firm - to open its first corporate office in the city in 2015.
Winnipeg’s largest industrial sector is in the city’s northwest corner. The area, which includes CentrePort, has successfully attracted new manufacturing, transportation and warehousing operations, and will soon see additional lands available for development. Among these are plans by Winnipeg Airports Authority to bring another 260 acres to market on the west side of its campus.
As more land is serviced and opened up for development, investor and developer interest in CentrePort is expected to continue to grow. This bodes well for CentrePort as it continues its efforts to raise awareness of Winnipeg’s competitive advantages and the benefits of locating at an inland port megasite.
PREPARING FOR COMPETITION AND GROWTH

CentrePort Canada Inc. has benefited from its strong partnerships with the private sector and various levels of government whose supportive investments and policies have enabled the corporation to provide single-window services to investors.

These supports include tax increment financing and special planning area designations, as well as significant infrastructure investments in Manitoba highways (such as the planned extensions of CentrePort Canada Way and Chief Peguis Trail), and water and wastewater servicing and utilities.

CentrePort will continue to work with its partners on measures to ensure the inland port remains competitive and is able to differentiate itself on the national and international stage.

Actions underway include:

• Developing the CentrePort Canada Rail Park in phases and continuing to secure new rail-intensive businesses to drive growth.

• Supporting business attraction efforts through the creation of new promotional materials; and the development of the inland port’s brand recognition through marketing partnerships, targeted media, business missions, and participation in relevant industry conferences and events.

• Moving forward with own-source revenue plans through land sales and leases; joint ventures or other profit-making relationships; and the development of the CentrePort Canada Rail Park and related services.

• Working with government partners to ensure the successful operation of the special planning area/authority for lands in CentrePort North, and explore the extension of it to CentrePort South.

• Promoting strategic infrastructure investments that support the staged development of the inland port, as well as supportive financial and legislative policies, competitive taxation rates, appropriate incentives and new free trade agreements.
The Future is Bright

With 44 new companies calling CentrePort Canada home, the inland port is growing quickly. However, this early success is only the beginning for North America’s largest tri-modal inland port.

The development of CentrePort’s new Rail Park - and the addition of water, wastewater, utilities and highways infrastructure - will bring more than 2,100 acres of prime industrial land to market in the near term.

Low business costs - including taxes and energy costs - as well as access to affordable, abundant and skilled labour means CentrePort offers a unique and competitive product at a time when many North American jurisdictions are experiencing serious worker shortages.

CentrePort also enjoys the benefits of being in Canada where combined corporate income taxes are on average 33 per cent lower than those in the United States - as well as the advantage of being in Winnipeg, which has recently received global recognition on several fronts.

Last year, Winnipeg was recognized as the leader in business friendliness and FDI (foreign direct investment) strategy among mid-sized cities in the North American Midwest (fdi Magazine, American Cities of the Future, 2015/16).

And National Geographic Travel named Manitoba’s thriving capital city as on of the best places to visit on earth in their list, Best Trips 2016.

These factors combine to help make CentrePort Canada a prime location for investors to set up new operations, and a great spot to “live, work, play and learn” today and into the future.
Appendix A:
The CentrePort Canada Act

The legislative mandate of the corporation is as follows:

(a) to facilitate the long-term development and operation of the inland port as follows:
   (i) by participating in the transportation, infrastructure and land use planning process,
   (ii) by coordinating land development and business investment in the inland port area to maximize economic development in keeping with the transportation, infrastructure and land use plan,
   (iii) by participating — in cooperation with governments and private sector trade corridor organizations — in identifying and implementing security measures to maximize the safe flow of goods in the inland port and to and from gateways, trade corridors and borders,
   (iv) by promoting inland port policies and operations that are environmentally sustainable,
   (v) by consulting with community stakeholders and inland port users about development and investment in the inland port area;

(b) to facilitate and encourage investment in the inland port as follows:
   (i) by acting as the primary point of contact for potential investors in the inland port area, in order to expedite their investment decisions,
   (ii) by attracting new investment and economic development in the inland port area,
   (iii) by collaborating with governments in the design of investment incentives;

(c) to promote the inland port as follows:
   (i) by marketing the inland port domestically and internationally,
   (ii) by participating in organizations formed to develop or promote inland ports, transportation gateways and trade corridors with links to the inland port area.
## Appendix B:
### Board Of Directors

<table>
<thead>
<tr>
<th>NAME</th>
<th>OFFICE HELD</th>
<th>NOMINATING ORGANIZATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wayne Anderson</td>
<td>Director</td>
<td>Government of Canada</td>
</tr>
<tr>
<td>(President, St. Boniface Pallet Company)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>David Barnard</td>
<td>Director</td>
<td>CentrePort Board of Directors</td>
</tr>
<tr>
<td>(President &amp; Vice-Chancellor, University of Manitoba)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>John Falcetta</td>
<td>Director</td>
<td>CentrePort Board of Directors</td>
</tr>
<tr>
<td>(Vice-President of Transportation, AECOM)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>David Filmon</td>
<td>Vice-Chair</td>
<td>City of Winnipeg</td>
</tr>
<tr>
<td>(Partner, Aikins Law)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Monica Girouard</td>
<td>Director</td>
<td>Manitoba Federation of Labour</td>
</tr>
<tr>
<td>(Director of Operations, Manitoba Nurses Union)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eugene Kostyra</td>
<td>Director</td>
<td>Province of Manitoba</td>
</tr>
<tr>
<td>(Corporate Director)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chris Lorenec</td>
<td>Chair</td>
<td>Winnipeg Chamber of Commerce</td>
</tr>
<tr>
<td>(President, Manitoba Heavy Construction Association)</td>
<td></td>
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</tr>
<tr>
<td>Carol Paradine</td>
<td>Director</td>
<td>Manitoba Chambers of Commerce</td>
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<tr>
<td>(Partner, Deloitte)</td>
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<tr>
<td>Michael Pyle</td>
<td>Director</td>
<td>Business Council of Manitoba</td>
</tr>
<tr>
<td>(President &amp; CEO, Exchange Income Corporation)</td>
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<tr>
<td>Bob Silver</td>
<td>Director</td>
<td>Economic Development Winnipeg</td>
</tr>
<tr>
<td>(President &amp; Partner, Western Glove Works)</td>
<td></td>
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</tr>
<tr>
<td>Colleen Sklar</td>
<td>Director</td>
<td>Rural Municipality of Rosser</td>
</tr>
<tr>
<td>(Executive Director, Partnership of the Manitoba Capital Region)</td>
<td></td>
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</tr>
<tr>
<td>Don Streuber</td>
<td>Past Chair</td>
<td>Manitoba Trucking Association</td>
</tr>
<tr>
<td>(Executive Chairman &amp; CEO, Bison Transport)</td>
<td></td>
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</tr>
<tr>
<td>Warren Thompson</td>
<td>Director</td>
<td>Winnipeg Airports Authority</td>
</tr>
<tr>
<td>(Principal, Stantec Consulting Ltd.)</td>
<td></td>
<td></td>
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<tr>
<td>Anju Virmani</td>
<td>Director</td>
<td>CentrePort Board of Directors</td>
</tr>
<tr>
<td>(Chief Information Officer, Cargojet Inc.)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Currently one vacant position
## Appendix C: Marketing Partners

### STRATEGIC PARTNERS

- Bison Transport
- BNSF Railway
- Bird Construction
- AM 680 CJOB
- Cushman & Wakefield Winnipeg
- Central Canadian Structures Inc.
- Hilton Winnipeg Airport Suites
- Economic Development Winnipeg
- Red River College
- Shindico

### PREFERRED PARTNERS

- Bel Acres Golf & Country Club
- Manitoba Chambers of Commerce
- Manitoba Heavy Construction Association
- Manitoba Institute of Trades & Technology
- MTS
- Prairie Rail Solutions
- Thompson Dorfman Sweatman LLP
- Winnipeg Chamber of Commerce
- Winnipeg Construction Association
- World Trade Centre Winnipeg

### ASSOCIATE PARTNERS

- Bison Fire Protection
- Cando Rail Services Ltd.
- Downtown Winnipeg BIZ
- EncoreFX
- GHY International
- Herzing College
- HUB International Insurance
- MacDon Industries Ltd.
- Manitoba Trucking Association
- NASCO
- Pegasus Publications Inc.
- Stantec
CentrePort Canada Inc.

Diane Gray, President & CEO
DGray@CentrePort.ca
(204) 784-1303

Perry Marquis, Vice President, Planning & Rail Park Development
PMarquis@CentrePort.ca
(204) 784-1306

Riva Harrison, Vice President, Marketing & Communications
RHarrison@CentrePort.ca
(204) 784-1304

Kelly de Groot CMA, Chief Financial Officer
KdeGroot@CentrePort.ca
(204) 784-1307

Russ Hanson, Executive Director, Business Development & Sales
RHanson@CentrePort.ca
(204) 784-1305

Carly Edmundson, Director, Marketing
CEEdmundson@CentrePort.ca
(204) 784-1311

General Office Inquiries
(204) 784-1300

Feedback on this report, the corporation's priorities, or other CentrePort-related issues is always welcome. Please forward your comments or suggestions to busdev@centrePort.ca

Supported By: