

CENTREPORT *EXPRESS*

December 2014



Canada's Centre for Global Trade
WINNIPEG, MANITOBA

Streamlined Land-Development Approvals for CentrePort

By Riva Harrison

A unique special planning area is coming soon to CentrePort Canada - the result of recently-introduced provincial legislation which gives the inland port corporation the necessary tools to help speed up land-development approvals, attract new private investment and create jobs.

"This has the potential to be a huge differentiator for CentrePort," said Martin McGarry, president of DTZ Winnipeg. "Single-window approvals for applications is what the investment community has been waiting for. Ensuring speed to market will give CentrePort a competitive edge when it comes to attracting new companies to Manitoba."

The legislation, introduced earlier this month, creates a new special planning area for CentrePort lands located within the Rural Municipality of Rosser. It also establishes a new special planning authority that would hold public hearings and provide advice and recommendations to the minister of municipal government on planning bylaws, amendments, subdivision applications and other development within the special planning area.

"This approach will result in timely approvals and give us an edge in attracting new and early private investment decisions," said Diane Gray, president and CEO of CentrePort Canada Inc. "It will also provide business with improved cost and planning certainty, and provide the community with an accountable and transparent approvals process."

The special planning authority will be chaired by Rosser and include representatives from the City of Winnipeg, Winnipeg Airports Authority, CentrePort and the Manitoba government. This approach will ensure planning is co-ordinated and consistent across the entire CentrePort footprint. Local landowners and residents remain a key part of the planning and development review process. Rosser council will also have continued input on local planning decisions and the RM will have access to planning expertise for major land projects.

"This legislation would streamline the planning and development approval process, while ensuring the local community continues to have a strong voice in these important decisions," said Premier Greg Selinger.

"We're excited to be moving forward with servicing the Rosser CentrePort lands and implementation of the SPA (special planning area) will support our collective vision for CentrePort development," added Reeve Frances Smee.

The special planning area and authority, expected to be in place in mid-2015, is a key component in the ongoing development of CentrePort and complements other planning activity initiated by Rosser and the Province including the development a new secondary plan and zoning bylaw.



CENTREPORT AND THE CITY: Winnipeg Mayor Brian Bowman (centre) met with CentrePort vice-chair Chris Lorenc (left) and CentrePort president and CEO Diane Gray (right) last week to discuss plans for 2015. New developments coming up include the CentrePort Canada Rail Park and the extension of water and wastewater servicing.

SMS Equipment Expands to CentrePort

SMS Equipment has expanded its operations to CentrePort Canada – a move that will see the heavy equipment supplier offer a larger parts inventory and add more staff to provide enhanced technical service to its customers.

SMS Equipment, which provides equipment for construction, mining, forestry and other heavy industries, increased its workforce by about 25 per cent in preparation for the expansion to the new five-acre site. Greg McKee, Operations Manager for SMS Equipment in Winnipeg and Thunder Bay, said the CentrePort location is an all-around better site for meeting clients' needs.



"The new CentrePort highway gives us a great route to the Perimeter and allows us to get in and out of the City of Winnipeg more easily," McKee said, noting the movement of heavy equipment was getting increasingly difficult at its former location. "The area has changed... they are putting in a Mercedes Benz dealership down the street. Our business doesn't mix very well with retail."

Diane Gray, president and CEO of CentrePort Canada Inc., said SMS Equipment's expansion to CentrePort makes sense for both the business and the community. "One of the benefits of an inland port is it provides a prime location for transportation heavy industries to grow their operations without disrupting neighboring communities. It allows us to retain new private investment and add more jobs without creating other traffic problems."

Diane Gray, president and CEO of CentrePort Canada Inc., said

NEW NORTHERN DISTRIBUTION HUB AT CENTREPORT

Arctic Beverages has opened a new location at CentrePort Canada – a 20,000-square-foot warehouse operation that will serve as the primary distribution hub for shipments to the company's vast northern territory, which includes northern Manitoba, northern Saskatchewan, northwestern Ontario and Nunavut.

"We are very excited about CentrePort," said CEO Sean Post. "This is about having a location where we can consolidate our loads for shipment and use CentrePort as a gateway for distributing products up to our customers and to our branches in the north. It's a win-win for us."

Arctic Beverages is a Pepsi franchise that has expanded to become a distributor of other products include Frito Lay, Canada Bread, Nestle and Parmalat. Post said most of distribution is done by truck and air cargo, but the company is eager to explore shipping by rail. "We are quite interested in how we can leverage tri-modal transportation opportunities that are increasing at CentrePort."

Diane Gray, president and CEO of CentrePort Canada Inc., said one of CentrePort's strengths is its ability to provide a natural staging area for companies serving Canada's north.

"Being at the hub of established gateways means that goods can be brought into CentrePort in a quick, cost-effective manner and broken into smaller shipments for further distribution. This helps streamline transportation operations, create efficiencies and reduce costs."

The company's new location at CentrePort's Brookside Business Park is in one of two new "build-for-lease" facilities recently completed by Calgary-based Olexa Developments, the developer of the 150-acre industrial park.

"We're happy to have a company with a long history set up their head distribution facility here. Arctic Beverages is a national and international brand with a significant local history," said Robert Scaletta of Shindico Realty, agent for the developer.



SEOUL SEARCHING

The World Trade Centre Winnipeg and CentrePort Canada Inc. led an exploratory mission to South Korea earlier this month – the first official visit of the two organizations since the signing of the Canada-Korea Free Trade Agreement.

"With the Canada-Korea agreement coming into effect soon, this is the perfect time to introduce the people of our province, our companies and our own dynamic economy to our counterparts in South Korea. We want to be on the front lines of the growth opportunities this agreement will provide," said Mariette Mulaire, president and CEO of World Trade Centre Winnipeg.

South Korea is Canada's seventh-largest trading partner with two-way commerce totaling \$10.8 billion in 2013.

CentrePort Companies Mingle & Jingle

The CentrePort community turned out in full force earlier this month at CentrePort's first-ever Holiday Mixer, an opportunity for the corporation to say "thank you" to the many partners involved in the ongoing development and success of Manitoba's inland port.



About 100 people from the business community, economic development, real estate, landowners, government, transportation and other related industries mingled with CentrePort directors, management and staff at the Dec. 11 event.

"The support of the community has been essential to our progress," said Diane Gray, CentrePort's president and CEO. "We wanted to show our appreciation to our partners and the hard work that they do on our behalf

throughout the year. We are fortunate to have so many CentrePort ambassadors out there selling our project, our city and our province."

CentrePort's Holiday Mixer was held at the Hilton Winnipeg Airport Suites, one of CentrePort's strategic marketing partners.

CANDO RAIL SERVICES - CENTREPORT'S NEWEST PARTNER: CanDo Rail Services Ltd. is the newest member of the Marketing Partnership Program. CanDo provides industrial rail services, short line operations, transloading and logistics, railcar and locomotive repair, railcar storage, engineering and track services and railway material sales. www.candoltd.com

2015 MARKETING PARTNERSHIPS NOW AVAILABLE: CentrePort has 27 marketing partners under the Marketing Partnership Program, which will continue in 2015.

Some of the benefits partners received to date include inclusion in the new online business directory plus advertising space; complimentary invites to CentrePort networking events; and various joint marketing activities including the 2014 Welcome Kit, which was recently delivered to approximately 2,000 companies and organizations located in and around the CentrePort footprint.

For more information please contact Carly Edmundson at CEdmondson@CentrePort.ca or 204-784-1311.



TRADE FLOWS

CentrePort Canada was one of the headliners at NASCO's 2014 annual conference this fall in Mexico City.

The event drew nearly 300 attendees from across North America to discuss issues of collaboration and competition in world trade.

Our Partners

STRATEGIC SPONSORS



PREFERRED SPONSORS

DTZ Winnipeg

Manitoba Heavy Construction Association

MHPM

MTS

Pegasus Publications

Prairie Rail Solutions

Thompson Dorfman Sweatman

Manitoba Institute of Trades and Technology

ASSOCIATE SPONSORS

Bison Fire Protection

CanDo Rail Services Ltd.

GHY International

HUB International

MOSKAL electric ltd.

Manitoba Trucking Association

MacDon

NASCO

OPUS Project

Players Golf Course

Stantec

Winnipeg Construction Association

Winnipeg Downtown Biz

Our Partners in Action...



BEST IN DESIGN - Stantec has been awarded three Masonry Design Awards of Excellence. The Manitoba Public Insurance Claim Centres project (where Stantec was both the Architect and the Structural Engineering consultant), won two awards, while Stantec Architecture also received the Multi-Unit Award of Excellence for the StoneCrest Condos Phase 2, 3 and 4.



DOWNTOWN BIZ HONORED - Winnipeg Downtown Biz won Via Rail's Community Service Award at the 2014 Canadian Tourism Awards for their CEO Sleepout Event. Since 2011, the CEO Sleepout has raised over \$400,000 to support Change for the Better, a program that helps participants find employment.



BISON TRANSPORT ACQUIRES SEARCY TRUCKING - Bison Transport has purchased Searcy Trucking and its distribution division, Universal Reload. Together, they operate 72 trucks, 90 trailers and employ about 100 people. Searcy Trucking and Universal Reload will continue to operate as a standalone company.



PARTNERS MAKING CONNECTIONS- MOSKAL electric ltd installed the network cabling system at Arctic Beverages' new CentrePort hub. "We wish them continued success in their new location," said Jodi Moskal, whose company provides electrical services as well as voice, data and fiber optic solutions.



BISON FIRE EXPANSION - Bison Fire Protection Inc. has purchased Kenora District Fire and Safety. The company has focused primarily on fire extinguishers and fire suppression. Bison Fire will bring their expertise in these areas, and expand operations to include fire alarm and automatic sprinkler installations and service.



SHEday Coming

The inaugural SHEday — a compelling experience of sharing, hearing and empowering for entrepreneurial, pre-executive and executive women — will take place on January 15, 2015, at the RBC Convention Centre Winnipeg.

Presented by Economic Development Winnipeg Inc. (EDW), with title sponsor RBC Royal Bank, the event will feature 10 powerful speakers.

"We thank our title sponsor RBC for its commitment to providing women with the opportunity to share stories and information, to hear about challenges faced when pursuing ambitions and to empower each other with the confidence and skills needed to continue moving forward," said Marina R. James, president and CEO of Economic Development Winnipeg Inc. and co-chair of SHEday 2015.

SHEday 2015 tickets are just \$39 per person. To purchase tickets, go to <https://eventbrite.ca/event/14000218029/>

CENTREPORT DIRECTORS IN THE NEWS

* Congratulations to the winners of the Manitoba Chambers of Commerce 2014 MBiz Award, including Bob Silver, a CentrePort Board member (centre) who won the Lieutenant Governor Award for Outstanding Contribution to the Community.

* All infrastructure all the time - Chris Lorenc, president of the Manitoba Heavy Construction Association, has been appointed chair of Manitoba's Infrastructure Innovations Council. Lorenc is also vice-chair of CentrePort's board of directors.

