



**INVEST**  
MEDICINE HAT

# WESTERN CANADA'S **AGRICULTURE HUB & LOW COST BUSINESS CENTRE**



Situated among some of Canada's most productive farm and ranch land, Medicine Hat is a warm, sunny choice for companies seeking a Canadian expansion site. Located on the TransCanada Highway and Canadian Pacific mainline, Medicine Hat offers easy access to over 9 million tonnes of potential bio-feedstock, not to mention a skilled labour force and high quality of life.



26% of the local labour force works in agriculture, construction and manufacturing



330 days of sunshine (most hours of sunshine in Canada)



More than \$300 million in new agri-business investment since 2018 including Aurora Cannabis, Folium Biosciences, Medicine Hat Brewing Company, and Grit City Distillery



Average wage of \$15.10 in the local agriculture workforce



Local bylaw to exempt machinery and equipment from taxation



BUILDING A **BRIGHT** FUTURE



Within a 100-kilometre radius, Medicine Hat has a total draw pool of 9,447,907 tonnes of potential bio-feedstock available.

The Medicine Hat region produces a variety of pulses, dry field peas, chickpeas, lentils, dry white beans, and other dry beans. While the region is suited to most major pulse varieties, dry peas are the predominant crop. There are 3,163 farms growing pulses on 606,962 acres in the Medicine Hat region, according to the 2016 Census of Agriculture. In Alberta, producers grew 2,500,831 acres of pulses and Saskatchewan producers grew 2,402,607 acres of pulses.

Protein Industries Canada (PIC) is working to develop new markets and applications for plant-based protein. The organization was established to incentivize investment into the prairie provinces' value-added plant protein industry with the vision to develop new markets and applications for pulse ingredients, with protein leading the way. PIC was awarded over \$150 million in 2018 by the federal government as part of its Innovation Superclusters program. The money will be used towards investing in genetics and processing development.

### HAY AND FIELD CROPS - DIVISION NO. 1, ALBERTA

YEAR	DRY FIELD PEAS		CHICK PEAS		LENTILS		DRY WHITE BEANS		OTHER DRY BEANS	
	2011	2016	2011	2016	2011	2016	2011	2016	2011	2016
<b>NO. OF FARMS</b>	171	273	11	20	58	207	13	12	53	63
<b>ACRES</b>	86,346	175,868	3,756	8,921	37,972	205,895	1,897	2,074	12,351	16,947
<b>HECTARES</b>	34,943	71,171	1,520	3,610	15,367	83,323	768	839	4,998	6,858

## DEMOGRAPHICS

Medicine Hat is Alberta's sixth largest city, with a population of 67,191 in 2018, an increase of 6.21% from 2016. Between 2011-2018, Medicine Hat grew by 11.98%. As Southeast Alberta's primary service centre, Medicine Hat serves a total regional population of approximately 145,000 residents.

Medicine Hat is a young community with a median age of 40, compared to Canada's median age of 40.8.

Median household income in Medicine Hat is \$77,860 compared to \$102,378 in the province, offering business and industry a significant cost savings over other jurisdictions.



**POPULATION**  
67,191



**MEDIAN AGE**  
40.0



**MEDIAN INCOME**  
\$77,860

## LABOUR FORCE

Medicine Hat offers highly qualified talent to serve many industries. With a long history of farming and ranching, today the community's agricultural sector represents 4% of the local labour force, while 10% of the work force is engaged in construction activity. Medicine Hat is also home to one of Canada's largest petrochemical sectors, offering new bio-industrial companies access to skilled labour including power engineers, chemical engineers, petroleum engineers and related technical and trades.

## IRRIGATION

The region surrounding Medicine Hat has a semi-arid climate with low precipitation, making the St. Mary River Irrigation District (SMRID) a vital part of infrastructure to support agriculture. As Canada's largest irrigation district, the SMRID delivers water through 2,060 kilometres of canals and pipelines to approximately 150,500 hectares, or 371,894 acres, of land south of the Oldman River and South Saskatchewan River between Lethbridge and Medicine Hat.



## UTILITIES

The City of Medicine Hat owns and operates its own utilities including gas and electricity, providing amongst the most competitive tax and utility rates in all of Western Canada. Long-term arrangements are also available. Providing safe, reliable delivery of electricity, clean and efficient burning natural gas, high-quality drinking water, as well as wastewater collection and treatment, solid waste collection, and recycling and composting for area residents, businesses and industries

### POWER

The City of Medicine Hat expanded its electric generation capacity to 246 megawatts in 2017 by adding the 43 MW 'Unit 16' to its fleet of generators, ensuring enough supply availability for the City's peak load should the largest generating unit go offline.

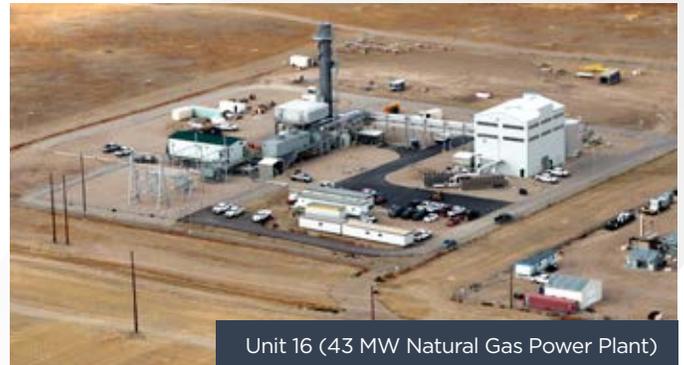
This additional power generating capacity allows the City to individually negotiate long-term fixed rates with consumers small and large, benefitting businesses and industry with continuing cost certainty.

In addition, the City's gas distribution tariffs are among the lowest in Canada.

Whether it's natural gas, wind power or solar, the City is primed to capitalize on emerging energy trends to provide value and consistency for its customers.



Power Plant (Electric Generation)



Unit 16 (43 MW Natural Gas Power Plant)



Box Springs Wind Farm

### POWER TRANSMISSION SAVINGS

	AVERAGE MONTHLY CONSUMPTION	MONTHLY COST	ANNUAL COST
<b>AESO</b>	8,497 MWh	\$258K	\$3.1M
<b>Medicine Hat</b>	8,497 MWh	\$197K	\$2.4M
▶ <b>30% BENEFIT = \$700K</b>			

### POWER DISTRIBUTION SAVINGS

	AVERAGE MONTHLY CONSUMPTION	MONTHLY COST	ANNUAL COST
<b>AESO</b>	8,497 MWh	\$71K	\$852K
<b>Medicine Hat</b>	8,497 MWh	\$50K	\$600K
▶ <b>42% BENEFIT = \$252K</b>			

## TAXATION

The City of Medicine Hat does not charge equipment tax and has one of Canada's lowest overall tax rates.

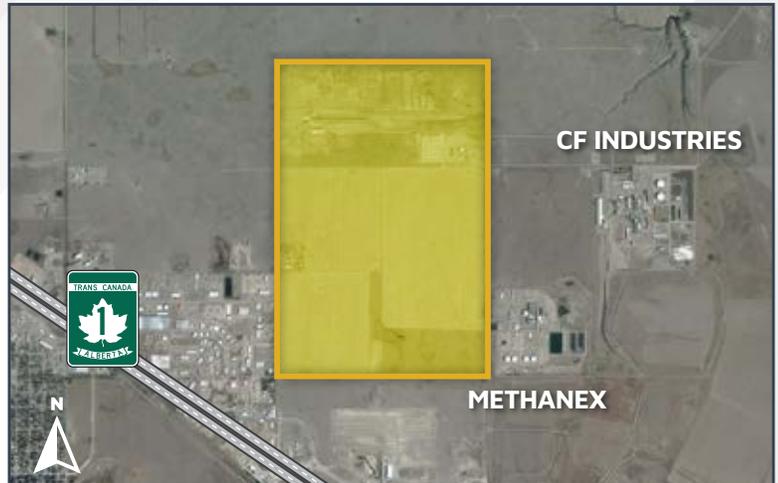
2020 TAX RATES	MUNICIPAL	EDUCATION	CYPRESS VIEW	TOTAL RATE
Single Family & Vacant Residential	7.1152	2.4622	0.1035	9.6809
Multi Family	8.8781	2.4622	0.1035	11.4438
Farm Land	34.5368	2.4622	0.1035	37.1025
Non-Residential	15.7102	3.4992	0.1035	19.3129

## INVESTMENT READY

Medicine Hat's industrial and commercial land costs are very competitive. These land opportunities have been identified by Invest Medicine Hat as strategic locations for your bio-mass to ethanol facility.

### NW INDUSTRIAL EXPANSION

The total proposed subdivision is approximately 960 acres, and is designed to accommodate both General Industrial (I-G) and Heavy Industrial (I-H) uses. The area also features potential access to a rail spur. Work is currently underway on an Area Structure Plan and Functional Servicing Study. The zone is estimated to be development-ready for the start of 2022.



### BOX SPRINGS BUSINESS PARK

Medicine Hat's largest industrial and commercial greenfield development opportunity is found in Box Springs Business Park located on the Trans-Canada Highway.

The park is anchored by the city-owned 6,000-seat Canalta Centre, Costco Wholesale, a Hampton by Hilton hotel, and 1.6 million square foot Aurora Sun facility. It is the home of Folium Bioscience's 110,000 square foot CBD extraction facility, which is expected to be complete by 2021.



### BRIER PARK INDUSTRIAL ESTATES

Brier Park is one of Alberta's most important petrochemical and manufacturing locations. Bordered by the Trans-Canada Highway and serviced by a Canadian Pacific Railway spur line, businesses have excellent market access.



#### ► FOR MORE INFORMATION:

Chris Perret 403.529.8144  
chrper@medicinehat.ca

## TRANSPORTATION

Medicine Hat's strategic location provides business with the ability to reach major North American markets in a single day's drive. Easy access to major highways, railways, and airports make Medicine Hat an ideal location for business and industry.

### HIGHWAY

Medicine Hat is strategically located on the Trans-Canada Highway, which serves 29,000 vehicles per day. The Crowsnest Highway, 9,740 vehicles per day, connects Medicine Hat to Lethbridge and Vancouver. Highway 41 connects Medicine Hat to the north and east areas of Alberta, and the Wild Horse Border Crossing in the south.

The Wild Horse Border Crossing is a port of entry from Highway 41 in southern Alberta into northern Montana. It is open from 8:00am-9:00pm between May and September, and open from 8:00am-5:00pm between October and May. The Coutts/Sweetgrass border crossing is the only 24-hour border crossing between Montana and Alberta and is accessible via Highway 41 South.

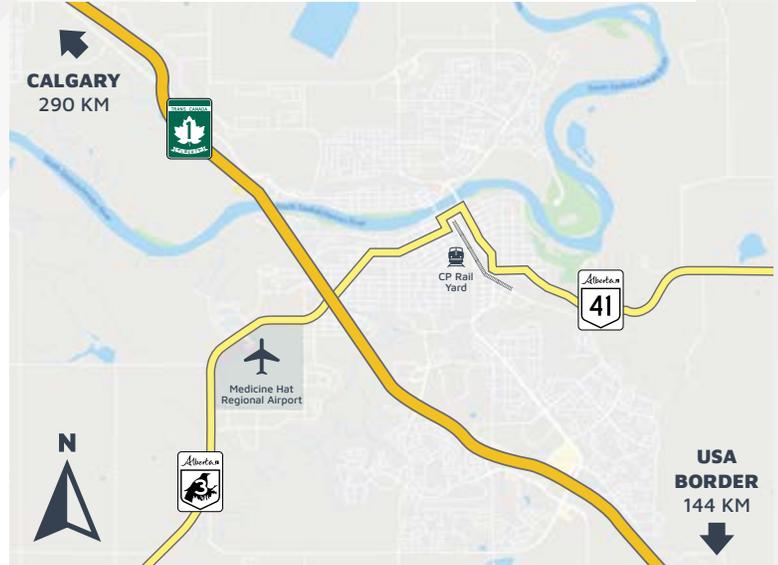
### RAILWAY

Medicine Hat is served by Canadian Pacific Railway (CP Rail). CP Rail's mainline splits at Medicine Hat, running south to Lethbridge and north to Calgary.

### AIRPORT

Medicine Hat Regional Airport is the region's main airport, offering daily service to Calgary. In 2019, the airport served 80,000 passengers via Air Canada and WestJet and managed 18,000 aircraft movements with flight training making up the bulk of those movements. In 2017, the airport underwent a \$12.99 million upgrade to the taxiway and 5,000-foot runway.

Canada's largest beyond visual line of sight restricted airspace is located in Foremost, Alberta. The 2,400 square kilometres of controlled airspace is open to companies to test new technology.



Medicine Hat Regional Airport



Canadian Pacific Railyard