



HERE WE GROW *industrial!*

DIVERSE | CONNECTED | PROSPEROUS investsprucegrove.ca

SPRUCE GROVE

A city of growth and opportunity

Why Spruce Grove

1. A highly skilled local labour force.
2. Close connections to major highways, intermodal railways, airports and public transit.
3. Post-secondary training at Spruce Grove's NAIT campus and round-trip transit to Edmonton's post-secondary institutions.
4. A non-residential tax rate significantly lower than minutes away in Edmonton.
5. Competitively priced fully-serviced, industrial lots and turn-key Class A buildings.
6. An established industrial, commercial and retail base that supports business prosperity.
7. A Council, Administration and community that supports industry growth.

Our thriving city is experiencing unprecedented growth – and no wonder!

Spruce Grove is home to a diversified industrial base of 250 international, national, and local companies that employ 2,500 workers. The industrial areas host 1,700 acres of industrial land and 2 million square feet of industrial space.

Since 2001, Spruce Grove has grown from 16,000 people to 35,000 in 2018. Our population has grown an average of 5.2% annually for the past 15 years – and 6.3% in 2016 – making Spruce Grove one of the fastest growing mid-sized cities in western Canada.

Our city has evolved into a self-sufficient, modern urban centre offering strong population and employment growth, a vast consumer market, and all the opportunities a diverse business community needs. A broad range of employment opportunities allow employees to work close to home.

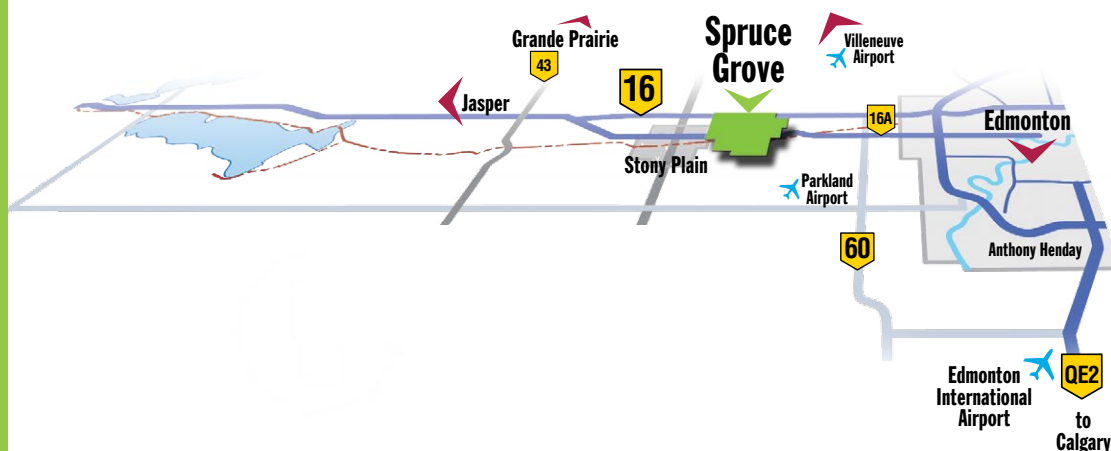
Located 11 kilometres west of Edmonton, the City of Spruce Grove is a central transportation hub with close connections to key transportation

corridors, dedicated heavy haul routes, major highways, intermodal railways and transit services, and the Edmonton International Airport.

Spruce Grove offers low non-residential taxes that foster investment attraction. We build strong partnerships that facilitate continued prosperity. We cultivate a local and regional labour force that is young, affluent, educated and highly skilled.

Spruce Grove is a vibrant, diversified business hub. Through innovative business development, Spruce Grove has become a prosperous, self-sustaining, full-service regional economic home to successful industrial enterprises.

We ensure the conditions are in place to strengthen and promote business and industry, making Spruce Grove the ideal place to locate your new or expanding enterprise.

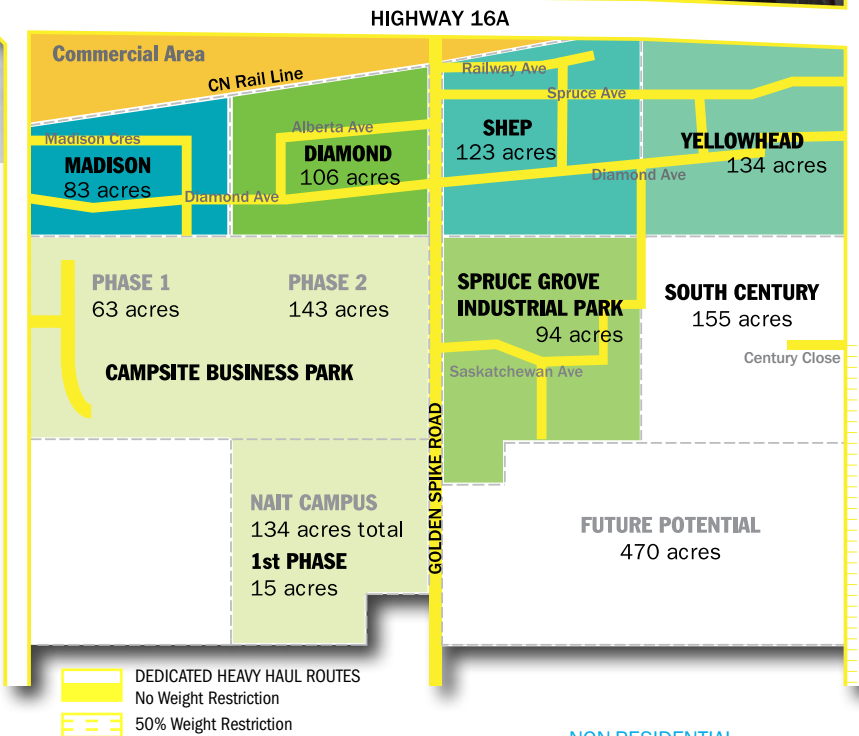




SNAPSHOT:

TOTAL AREA:		NUMBER OF:	
Gross (acres) (excludes future lands)	1,728	Industrial businesses	248
Net developed (acres)	721	Vacant serviced lots	35
Future potential (acres)	468	Vacant building/units	23
Building space (est. sq.ft.)	2.31 mil	Employees (est.)	2,500

*A City of Spruce Grove Industrial Profile 2018



DEDICATED HEAVY HAUL ROUTES
No Weight Restriction
50% Weight Restriction

Prime industrial lands and buildings are available

Spruce Grove maintains an inventory of shovel ready industrial land and Class A industrial buildings. Immediate development opportunities offer the flexibility to customize lots and build to suit with lease, lease to own, and purchase options for land and buildings.

Low taxes welcome business

Spruce Grove's competitive tax environment helps industry contain costs. Spruce Grove's non-residential property tax compares extremely favourably to Edmonton rates. Spruce Grove does not charge business tax and has no machinery and equipment tax.

Land costs support business growth

A variety of parcel sizes are ready for occupancy in Spruce Grove offering flexibility for expansion or startup.

SERVICED INDUSTRIAL LAND COST/ACRE:

Spruce Grove:	\$350,000 - \$375,000
Acheson:	\$400,000 - \$575,000
Leduc/Nisku:	\$500,000 - \$650,000
Northeast Edmonton:	\$525,000 - \$650,000
Northwest Edmonton:	\$600,000 - \$700,000
South/Southeast Edmonton:	\$600,000 - \$750,000
Sherwood Park:	\$650,000 - \$750,000

* Figures reflect information reported in the Avison Young Q2 2018 Industrial Market Report and Spruce Grove developer listings.

NON-RESIDENTIAL PROPERTY TAX COMPARISON:

	2018 TAX RATE	TAX/\$500,000 ASSESSMENT
Spruce Grove	7.935	\$3,967
Edmonton	17.435	\$8,717

75% DIFFERENCE

WAREHOUSE SIZE	SPRUCE GROVE*	EDMONTON*
15,000-square-foot (Assuming market value of \$2.5 million)	\$19,836	\$43,588
100,000-square-foot (Assuming market value of \$10 million)	\$79,345	\$174,354

75% DIFFERENCE

*Market-based assessment

*Edmonton's non-residential property tax is 2.2 times higher than Spruce Grove's

Affordable, high quality, sustainable municipal services

Spruce Grove provides water and waste management services. The 2018 rate is \$5.606 per cubic metre based on volume.

Utility costs are competitive with the Edmonton region. Industrial customers can choose from four providers of natural gas and electricity. Utility rates can be negotiated with providers based on volume.

High standard, fully integrated emergency services in Spruce Grove include fire, ambulance, medical and police.

CONSTRUCTION

Construction is the TOP INDUSTRY in Spruce Grove in 2018

With 40 businesses employing 465 workers in Spruce Grove’s industrial areas alone, more businesses are in the construction sector than any other industry, with almost 23.9% of the city’s total business entities. Between 2001 and 2016 over 200 businesses tied directly to the construction sector were added throughout Spruce Grove. Over this period, the number of construction businesses in Spruce Grove grew at an impressive annual rate of 16.8%.

More Spruce Grove residents are employed in construction than any other industry, with 15.8% of total employment. The construction sector experienced the largest growth in employment among Spruce Grove residents, adding over 2,000 jobs between 2001 and 2016.

2016: latest Stats Can data



“ WELCOMING NAIT TO SPRUCE GROVE INSTANTLY RAISES OUR PROFILE AS A COMPETITIVE PLACE TO LEARN AND DO BUSINESS.

– STUART HOUSTON, MAYOR OF SPRUCE GROVE

Examples of a few Spruce Grove businesses tied to the Construction industry

- THOMPSON CONSTRUCTION GROUP
- ALBERTA PRECAST
- TRANSCANADA PIPELINE
- HOERBIGER
- COPPERLINE EXCAVATING
- BOOK INSULATION

OPPORTUNITIES in Spruce Grove

Non-residential and residential construction are well-developed and expanding sectors in Spruce Grove. With the city’s strategic location as the western gateway to the Edmonton Metropolitan region, its inventory of available industrial land and buildings and the skilled local trades workforce, there is room for even more growth in the construction industry. There are opportunities in areas such as heavy construction, modular housing, engineering services and construction operation management activities.

SELECTED CONSTRUCTION OCCUPATIONS AND LABOUR RATES (AVERAGE HOURLY WAGE):

Occupation	Edmonton Region	Alberta Total
Construction trades helpers and labourers	\$26.94	\$25.50
Welder and related machine operators	\$36.72	\$35.70
Crane operators	\$32.64	\$34.18
Electricians	\$34.58	\$36.28
Construction managers	\$52.79	\$50.94
Carpenters	\$34.67	\$32.98

2017 Alberta Wage and Salary Survey (ALIS)

NAIT Spruce Grove Campus – advancing local skills

The Northern Alberta Institute of Technology (NAIT) Spruce Grove Campus sits at the epicentre of the city’s future concentration of industrial activity over the next decade and beyond. The 133-acre campus and 12,000-square-foot world-class facility is located adjacent to Spruce Grove Industrial Park and future phases of Campsite Business Park.

The Spruce Grove campus offers the crane and hoisting equipment operator program with an advanced crane simulation lab as well as the foundation drill rig operator program. The expansion of local post-secondary training serves as a valuable asset for existing and future businesses, offering access to the skilled local workers employers need.

Revitalizing local opportunities

With an established industrial business and employee base in sectors such as construction, manufacturing, energy, transportation and wholesale, along with a strong, entrepreneurial small business community, Spruce Grove is well positioned for diversification. There is potential to find new opportunities, encourage investment, and access new markets – in emerging areas such as renewables, high-tech and pulse processing.



TRANSPORTATION SUPPLY & LOGISTICS

OPPORTUNITIES in Spruce Grove

Spruce Grove is attractive to transportation supply and logistics companies:

- specializing in overweight and oversize loads,
- needing easy access to resource development areas located north and northwest,
- looking for quick routes south to markets in the US and Mexico,
- requiring intermodal services to North American or global markets,
- and specializing in rapid response industrial and infrastructure servicing.

Transportation supply and logistics is the **SECOND LARGEST** sector in Spruce Grove in 2018

Easy connections to major highways, rail, and air offer direct routes to customers and rapid response access to the growing system of pipelines throughout western Canada.

With 31 businesses in the transportation and warehousing industry in Spruce Grove's industrial areas, this sector has experienced consistent growth. From 2001 to 2016, the total number of transportation and warehousing businesses in Spruce Grove grew at an average annual rate of 5.2%. Employment of Spruce Grove residents in the industry grew at an average annual rate of 2.6%. In 2016, 5.0% of employed Spruce Grove residents were working in transportation and warehousing, with approximately 270 jobs added since 2001.

2016: latest Stats Can data

SELECTED TRANSPORTATION OCCUPATIONS AND LABOUR RATES (AVERAGE HOURLY WAGE):

Occupation	Edmonton Region	Alberta Total
Transport truck drivers	\$28.75	\$28.43
Automotive service technicians, truck and bus mechanics and repairers	\$34.48	\$34.53
Material handlers	\$21.11	\$21.36
Shippers and receivers	\$20.93	\$21.10
Managers in transportation	\$44.30	\$43.25

2017 Alberta Wage and Salary Survey (ALIS)

“ WE SERVE CUSTOMERS ACROSS ALBERTA AND WESTERN CANADA. OUR LOCATION IN SPRUCE GROVE GIVES US A STRATEGIC ADVANTAGE WITH DIRECT ACCESS TO THE HIGHWAYS WE NEED TO REACH OUR CUSTOMERS. TIME IS MONEY, AND HAULING TIMES FROM SPRUCE GROVE ARE GOOD FOR OUR BOTTOM LINE.

– TONI MORETTO,
BUSINESS DEVELOPMENT MANAGER,
HOERBIGER

Examples of a few
Spruce Grove businesses tied to
the Transportation industry

NORANCO TRANSPORT

BKE TRANSPORT

ANSWER TRAILER

EXTREME HAULING

CONTRAC EQUIPMENT

” Exceptional direct highway access and proximity to airports

- Located along the Yellowhead Highway – the northern trans-Canada highway – leading directly to major resource development areas.
- The Canamex Highway – a key North American trade corridor – links Edmonton to the US and Mexico, allowing for efficient north-south flow of goods and services as well as connects to the Alaska, Dempster and Mackenzie Highways.
- Anthony Henday Drive – Edmonton's ring road – allows easy access to Highway 2 and the entire Edmonton Metropolitan Region.
- Highway 60 provides a quick, direct route skirting around Edmonton to the international airport – a full-service cargo airport capable of accommodating the largest cargo aircraft in the world.
- Nearby Highway 44 leads directly to Villeneuve Regional Airport – used by private and corporate aircraft.

Excellent access to intermodal services

Spruce Grove offers quick access to both CN and CP railways and their expanding rail yards. These two Class-1 transcontinental railways and their subsidiaries provide industry with intermodal links to Canada's East and West coasts, major US markets in the Gulf coast, the Mid West and the Northeast and Asia export markets.

MANUFACTURING FABRICATION & PROCESSING

“RETAINING LONG-TERM EMPLOYEES IS KEY. IT’S DIFFICULT TO DO, BUT WE’VE DONE IT IN SPRUCE GROVE.”

— JACK SEGUIN, OWNER OF ALBERTA PRECAST PRODUCTS



Manufacturing is the THIRD LARGEST industry in Spruce Grove in 2018

With 30 businesses employing 379 people in Spruce Grove’s industrial areas, the manufacturing industry has experienced notable growth. Between 2001 and 2016, the number of manufacturing businesses within the city doubled, growing at an annual rate of 8.8%. Over this 15 year period, Spruce Grove residents employed in manufacturing jobs grew at an annual rate of 4.5% with over 400 jobs added. By 2016, 5.6% of employed Spruce Grove residents were working in the manufacturing sector.

2016: latest Stats Can data

Examples of a few Spruce Grove businesses tied to the Manufacturing industry

- CAM TRAN
- ROZEN STEELWORKS
- STINGER FABRICATION
- SANDHILLS MANUFACTURING
- LYNX BRAND FENCING
- IROC HYDRAULICS
- LEADER COATINGS
- COMPASS COMPRESSORS
- FILTERBOXX

Industrial and oilfield fabrication – a well-established sector

Spruce Grove is well suited to take advantage of the ongoing strength in industrial manufacturing and the demand for fabricated metal products in northwestern Alberta and northeastern British Columbia, as well as the maintenance and servicing requirements of power plants in the Edmonton Metropolitan Region. Pipeline planning, designing, construction and maintenance also offer opportunities for Spruce Grove businesses.

SELECTED FABRICATION OCCUPATIONS AND LABOUR RATES (AVERAGE HOURLY WAGE):

Occupation	Edmonton Region	Alberta Total
Labourers in metal fabrication	\$24.64	\$23.16
Metalworking and forging machine operators	\$28.45	\$28.22
Structural metal and platework fabricators and fitters	\$25.76	\$26.21
Sheet metal workers	\$30.01	\$32.95

2017 Alberta Wage and Salary Survey (ALIS)

OPPORTUNITIES in Spruce Grove

Fabrication companies are attracted to Spruce Grove because of lower site and operating costs, proximity to local and regional markets, and available skilled labour force of tradespeople and related workers. With its oversized and heavy haul routes, the industrial base is well served by Spruce Grove’s transportation network.



WHOLESALE TRADE

There are 18 businesses within wholesale trade in Spruce Grove industrial areas, employing 165 workers.

Wholesale trade in Spruce Grove has experienced noticeable growth in recent years. Jobs held by Spruce Grove residents in this industry doubled between 2001 and 2016, growing at an average annual rate of 6.8% with about 570 jobs added. By 2016, 5.9% of employed Spruce Grove residents were working directly in wholesale.

Retail and wholesale trade managers consistently ranks as a top occupation in Spruce Grove.

2016: latest Stats Can data

SELECTED WHOLESALE OCCUPATIONS AND LABOUR RATES (AVERAGE HOURLY WAGE):

Occupation	Edmonton Region	Alberta Total
Retail & wholesale trade managers	\$33.98	\$34.77
Storekeepers and partspersons	\$29.22	\$25.33
Technical sales specialists – wholesale trade	\$35.42	\$35.69
Sales representatives – wholesale trade	\$30.72	\$31.12

2017 Alberta Wage and Salary Survey (ALIS)

Examples of a few Spruce Grove businesses tied to the Wholesale Trade industry

BARTLE & GIBSON

GOLDEN SPIKE LUMBER

GROVE LUMBER & MANUFACTURING

UFA FARM & RANCH SUPPLY

WEARPRO EQUIPMENT



A diversification opportunity

Due to the regional strength of agriculture and agri-food business, Spruce Grove is well positioned for growth in value-added agriculture and processed food products. There is significant opportunity for growth in meat products, grain and oilseed milling and other food and beverage manufacturing.

There are diversification opportunities in agri-food manufacturing through expansion into niche markets, new processes and broadening customer bases. There is growing global demand for consumer-oriented, value-added products including functional foods and food ingredients, as well as industrial and other non-food uses. Pulse processing can help food manufacturers improve the nutritional and functional quality of food products and new grain derivatives can be processed for use in a wide range of non-food products.

OPPORTUNITIES in Spruce Grove

Spruce Grove holds a key position within one of the most productive and prosperous areas in the province, and is the service centre for a trading area of 138,000 people. Located 11 kilometres west of Edmonton along key transportation corridors, Spruce Grove is an interceptor of industrial activity. Our city reaps the rewards of this influence, without the disadvantages of a big city, such as higher business costs and traffic congestion.

Doing business in Spruce Grove puts you where the action is. With a rapidly growing industrial, commercial and retail base requiring a wide array of products and services, you'll find everything you need to operate your wholesale business here.



OPPORTUNITIES in Spruce Grove

Spruce Grove holds numerous advantages for agricultural processing companies, including a qualified and accessible workforce, lower cost industrial land and buildings, a diversified mix of regional crops and livestock and an established base of major processors in and around the city.

SELECTED PROCESSING OCCUPATIONS AND LABOUR RATES (AVERAGE HOURLY WAGE):

Occupation	Edmonton Region	Alberta Total
Manufacturing managers	\$50.53	\$46.00
Labourers in processing, manufacturing and utilities	\$21.32	\$21.19
Labourers in food, beverage and tobacco processing	\$16.73	\$17.11

2017 Alberta Wage and Salary Survey (ALIS)

Examples of a few Spruce Grove businesses tied to the Agri-Food industry

CARGILL VALUE ADDED MEATS

ALBERTA HONEY PRODUCERS (BEEMAID)

SANDYVIEW FARMS

ENERGY SECTOR SERVICES

With significant oil sands, oilfield and power plant activity occurring west, north and northwest of Edmonton, companies in Spruce Grove have the strategic advantages of a local, trained labour force and heavy haul routes connecting to major transportation corridors.

Mining, oil and gas extraction industry

There are 15 businesses directly tied to the mining, oil and gas extraction in Spruce Grove's industrial areas employing a total of 224 workers. Between 2001 and 2016, the total number of businesses in this industry in Spruce Grove doubled, growing at an average annual rate of 9%.

Spruce Grove residents in jobs directly tied to this industry grew at an average annual rate of 7.6%, with an increase over 400 jobs over the 15 year period. By 2016 there were approximately 760 employed Spruce Grove residents working directly in the mining, oil and gas extraction industry.

2016: latest Stats Can data

Energy sector

The energy sector has a strong presence in Spruce Grove. In addition to the activity directly tied to the mining, oil and gas extraction industry, there are a number of companies in the construction, transportation and manufacturing industries that experience significant crossover and attribute much of their business and employment to the energy sector.

“ THE LOCAL WORKFORCE IN SPRUCE GROVE IS A HUGE ADVANTAGE. WORKERS ARE KEEN, WELL TRAINED AND WANT TO WORK CLOSE TO HOME. OUR RETENTION RATES ARE SUBSTANTIALLY HIGHER THAN SOME OF OUR COMPETITORS IN OTHER INDUSTRIAL AREAS.

— LARRY THOMPSON, PRESIDENT,
THOMPSON BROS. (CONSTR.) LP



For more information

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OPPORTUNITIES in Spruce Grove

Spruce Grove's energy sector requires a range of skilled tradespeople, professionals and entrepreneurs. The city's ability to maintain a robust, diversified, competitive and sustainable economy, coupled with a highly educated and trained local workforce, has resulted in the availability of workers that employers need. The industrial base in Spruce Grove offers opportunities to supply and service local energy sector companies in various specialties, such as construction and maintenance, HVAC fabrication, pumps and compressor manufacturing and pre-fabricated structures.

SELECTED ENERGY SECTOR SERVICING OCCUPATIONS AND LABOUR RATES (AVERAGE HOURLY WAGE):

Occupation	Edmonton Region	Alberta Total
Heavy equipment operator	\$31.34	\$30.70
Heavy-duty equipment mechanics	\$40.75	\$37.73
Steamfitters, pipefitters and sprinkler system installers	\$35.25	\$36.28
Managers in natural resources production	\$79.86	\$65.40

2017 Alberta Wage and Salary Survey (ALIS)

Examples of a few Spruce Grove businesses tied to the Energy sector

EVOLVED ENERGY

MIDWEST PIPELINES

ABSOLUTE CROSSINGS

CROSS COUNTRY
INFRASTRUCTURE

PRECISE CROSSINGS

SCHLUMBERGER
(MI SWACO)

W-FIVE SEISMIC

Young, educated and highly skilled workforce on your doorstep

SPRUCE GROVE HIGHLIGHTS:

Businesses have a strong, growing local employment base to draw from that is young, educated and highly skilled.

Our working age population has grown an average of 5.1% annually for the past 15 years – the second fastest growing in the Edmonton Metropolitan Region.

The median age of residents in 2016 was 34.0 years, over two years younger than the Edmonton CMA median age of 36.3 years – underlining Spruce Grove's younger demographic.

The younger population is stable, with 77% of Spruce Grove residents owning rather than renting, compared with only 70% in the Edmonton CMA.

78% of Spruce Grove workers live in the Tri-Municipal Region, with almost half (48%) living in Spruce Grove – demonstrating that local residents want to work where they live.

With educational attainment in Spruce Grove generally concentrated in apprenticeship or trades and college certificates or diplomas, industrial businesses have access to employees with the range of skills and expertise needed to fulfill their workforce requirements.