Abbotsford

Where Your Next Success Takes Place.



CITY OF ABBOTSFORD ECONOMIC DEVELOPMENT

abbotsford.ca



Abbotsford, British Columbia is a diverse, livable community in close proximity to one of the most desired global hubs in the world - Vancouver.

Our transportation network provides affordable, highly efficient access to the whole of North America, the U.S. Pacific Northwest and Asia Pacific.

Home to a \$1.8 billion agricultural sector, a robust aerospace cluster and an emerging hub of tech industries, Abbotsford offers a unique advantage for industry to a variety of markets.

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Our Geographic Advantage.

The City of Abbotsford - recognized as the Hub of British Columbia's Fraser Valley region - is one of the fastest growing business centres in Canada. Situated in the south-western corner of the province of British Columbia along the Canada/US border just 89 kilometres (55 miles) from the Pacific Coast, Abbotsford presents a unique value proposition for international companies looking to enter the North American market and domestic companies seeking a strategic gateway from the Pacific Northwest by air or sea.



Investing in Canada.

CANADA IS THE BEST COUNTRY FOR GLOBAL INVESTMENT. PERIOD.

Global market access. Unparalleled talent. Low costs. Reduced risk.

In this ever-changing world, it can be difficult to seize opportunities and avoid risk. To grow and succeed, global companies need to find the oasis in the chaos.

Canada is that place, and investors are taking notice.

At a time when foreign direct investment (FDI) flows into developed economies dropped by 40%, FDI into Canada increased 70% in 2018.

GLOBAL MARKET ACCESS

Canada is the only G7 country that offers investors preferential market access to over 1.5 billion consumers in 51 countries. Key trade agreements include:

USMCA	The Canada-United States-Mexico Agreement
CETA	The Canada-European Union Comprehensive Economic and Trade Agreement
СРТРР	The Comprehensive and Progressive Agreement for Trans-Pacific Partnership

TRANSPORT INFRASTRUCTURE

Canada is well placed to serve as a central hub for global trade. Our air transport infrastructure is the best in the world and our coastal ports provide direct maritime access to Asia, Europe and South America.

Combined with secure trade corridors and gateways, our infrastructure facilitates continual supply chain and business operations.



LOWER COSTS. LOWER RISKS.

Canada has the lowest overall tax rate on new business investment and the lowest business costs in advanced manufacturing and corporate services among G7 nations. Canada also has the lowest business costs in the digital and R&D sectors.

POLITICAL STABILITY

Canada is second only to Japan among G20 countries in terms of political stability.

Source: World Bank. 2017

SOUND BANKING SYSTEM

Canada has the soundest banking system among G7 countries and ranks second in the world.

Source: World Economic Forum, 2018

LOW CORRUPTION

Canada is seen as the least corrupt country among G20 members and 9th among 180 countries.

Source: Transparency International, 2018

INNOVATION AND TECHNOLOGY

Canada's largest R&D tax credit program provides billions in tax credits and incentives to businesses conducting R&D in Canada.

The Strategic Innovation Fund bolsters business investments in Canada's most dynamic and innovative sectors by supporting business activities such as R&D projects, firm expansion and attraction of large-scale investments.

The Innovation Superclusters initiative connects businesses, academic institutions and not-for-profit organizations to generate bold ideas, drive economic growth, attract top talent, advance innovation and transform regional ecosystems.

These are focused on five key areas:

- 01 DIGITAL TECHNOLOGY
- **02 PROTEIN INDUSTRIES**
- **03 ADVANCED MANUFACTURING**
- **o4 SCALE.AI** (Supply Chains and Logistics Excellence Artificial Intelligence)
- 05 OCEAN



HIGHLY SKILLED TALENT

#1 MOST ATTRACTIVE COUNTRY FOR ENTREPRENEURS

Source: OECD Talent Attractiveness Indicators, 2019

#5 MOST ATTRACTIVE COUNTRY FOR HIGHLY SKILLED TALENT

Source: OECD Talent Attractiveness Indicators, 2019

QUALITY OF LIFE

Searching for the best quality of life? You found it. Home to some of the world's most impressive scenery and vibrant cities, Canada offers the perfect space to live, work and play.

Settle in and find out for yourself. There's no better place to be.

#1 BEST QUALITY OF LIFE

Source: Y&R, BAV Group and Wharton School of Business, 2019

#5 BEST COUNTRY FOR HUMAN FREEDOM

Source: CATO Institute, 2018

CANADA IS HOME TO THREE OF THE WORLD'S 10 MOST LIVABLE CITIES

Source: The Economist Intelligence Unit, 2018

For more information on Investing in Canada visit **investinganada.ca**

Available Skilled Workforce.

- Over half the population of Abbotsford has a postsecondary certificate, diploma or degree
- Median age of Abbotsford's population is 37.9 years old
- Over half of BC's workforce works in knowledge-based or trade-related industries, and 60% of this workforce is under 44 years of age
- Abbotsford's unemployment rate is 4.5%, recognized as the lowest unemployment rate in Canada in 2017
- Average employee retention in British Columbia is 7.9 years

Source: Statistics Canada, "Job Tenure by Industry", 2018

B.C.'S WORKFORCE

25.9%	KNOWLEDGE-BASED INDUSTRY
22.3%	TRADE
18%	CONSTRUCTION MANUFACTURING UTILITIES
12.3%	HEALTH CARE RELATED
9.7%	OTHER
8.1%	ACCOMMODATION & FOOD SERVICE
3.5%	AGRICULTURE, FISHING, FORESTRY

*Note: This chart measures the number of businesses only. It does not take into consideration the economic impact of a sector.



LABOUR COSTS

	ABBOTSFORD	VANCOUVER	TORONTO
AVG ANNUAL SALARY	\$45,468	\$57,123	\$59,133
AVG HOURLY WAGE	\$19.36	\$20.79	\$20.02

CANADA VS. UNITED STATES

Canada's labour costs are the lowest among the G7 countries. With competitive salary levels and lower health care costs, companies based in Canada benefit from total labour costs that are 31.2% lower than equivalent costs in the United States.

Progressive reductions in both federal and provincial taxes create a significant advantage for companies operating in Canada. According to KPMG, the effective income tax rate in Canada is 17.9%, or 11.9 percentage points below that of the United States.

CURRENT TRENDS IN ABBOTSFORD

market.

Abbotsford is a city on the rise and is seeing enormous growth in both investment and population in recent years. You could be a part of this emerging, dynamic

TOTAL VALUE OF BUILDING PERMITS

2018	\$553,000,000
2017	\$480,000,000
2016	\$252,000,000
2015	\$296,000,000
2014	\$188,000,000
2013	\$255,000,000

POPULATION GROWTH

2019	158,426		
2018	151,923		
2016	141,397		
2011	133,497		
2006	123 862		

Education & Skills Development.



UNIVERSITY OF THE FRASER VALLEY

LOCATED IN ABBOTSFORD, BRITISH COLUMBIA

Located in the beautiful Fraser Valley just east of Vancouver, British Columbia, Canada, the University of the Fraser Valley (UFV) is a fully accredited, public university that enrolls approximately 15,000 students per year. Founded in 1974, UFV has campuses and locations in Abbotsford, Chilliwack, Mission, and Hope, and a growing presence in Chandigarh, India.



4 MAIN CAMPUSES & 1 INTERNATIONAL CAMPUS



15,840 STUDENTS



1,524FACULTY &
STAFF



42,000+ ALUMNI

UFV is large enough to offer variety, and yet small class sizes allow students to get to know instructors and learn in a hands-on environment. UFV offers more than 100 programs, including two master's degrees, 19 bachelor's degrees, majors, minors, and extended minors in more than 30 subject areas, and more than a dozen trades and technology programs.

FACULTIES

Faculty of Professional Studies
Faculty of Health Sciences
Faculty of Science
Faculty of Applied and Technical Studies
Faculty of Access and Continuing Education
School of Graduate Studies
College of Arts





Simon Fraser University (SFU) has matured into one of the world's leading teaching and research universities. Consistently ranked among Canada's top comprehensive universities and named to the Times Higher Education list of 100 world universities under 50, SFU is the first Canadian member of the National Collegiate Athletic Association, the world's largest college sports association.

UNIVERSITY OF BRITISH COLUMBIA LOCATED IN VANCOUVER, BRITISH COLUMBIA

The University of British Columbia (UBC) is a global centre for teaching, learning and research, consistently ranked among the top 20 public universities in the world and recently recognized as North America's most international university. UBC also provides clinical education to Faculty of Medicine students at more than 80 training sites across British Columbia.



Since 1964, the British Columbia Institute of Technology (BCIT) has taught and trained experts, professionals, and innovators who shape our economy — across BC and around the world.

VANCOUVER LOCATED IN BI

VANCOUVER CAREER COLLEGE

LOCATED IN BURNABY, BRITISH COLUMBIA

The range of programs and courses at Vancouver Career College (VCC) make the school the ideal place to train for a new career in British Columbia. VCC offers accelerated, practical career training programs and courses led by instructors with industry experience. College programs and courses are designed based on contributions from professionals in the business, healthcare, art and design, legal and trades fields.

Q AT A GLANCE

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SFU	3 CAMPUSES IN B.C.	30,000 STUDENTS	6,500 FACULTY & STAFF	160,000+ ALUMNI
UBC	2 MAIN CAMPUSES IN VANCOUVER & KELOWNA	58,000+ STUDENTS	16,800+ FACULTY & STAFF	337,000+ ALUMNI
BCIT	5 MAIN CAMPUSES & SEVERAL SATELLITE SCHOOLS	50,000 STUDENTS	2,500 FACULTY & STAFF	185,000 ALUMNI
VCC	7 CAMPUSES IN B.C.	23,000 STUDENTS	1,600 FACULTY & STAFF	14,000 ALUMNI

Agriculture & Value-Added Processing.

AGRI-BUSINESS

Abbotsford is the Canadian hub for agri-business with annual agricultural activity amounting to \$1.8 billion within Abbotsford, which equals more than half of the Province's total GDP in this sector.

Our fertile soil, moderate climate and abundant water supply are key factors in this sector's success, supported by effective planning and policy development to ensure industry strength.

FVRD Farms Classified by Industry Group % of Classified Provincial Farms (NAICS classification*)

Source: Statistics Canada, 2016 Census of Agriculture

53%	DAIRY
37%	POULTRY & EGG PRODUCTION
24%	GREENHOUSE & NURSERY
22%	HOG & PIG
18%	FRUIT & NUT
15%	TOTAL NUMBER OF FARMS
14%	SHEEP & GOAT
11%	VEGETABLE & MELON
10%	OILSEED & GRAIN
8%	OTHER ANIMALS
8%	BEEF
6%	OTHER CROPS

^{*}North American Industry Classification System (NAICS): Standard used by Statistics Canada in classifying business establishments the purpose of collecting, analyzing, and publishing statistical data related to Canada's business economy.

DIVERSE FOOD PROCESSING INDUSTRY

With dairy, poultry, fish, meat and beverages dominating production, value-added specialty food products are increasing. Consumer interest in safe, high quality and sustainably produced food drives growth and innovation in this industry.

THE OPPORTUNITY

Approximately 290 square kilometres of farm land in Abbotsford is home to 1,307 farms. The availability of local produce and livestock create enormous opportunity for value-added production.

BW GLOBAL FOOD SYSTEMS EVOLVED	BW GLOBAL	Develops innovative greenhouse technology for global food needs.
WestGen	WESTGEN	Dairy & beef genetics firm.
nutriva GROUP	NUTRIVA GROUP	Leading innovation for a sustainable Agriculture sector, including projects such as EcoDairy.
Egg Solutions VANDERPOL'S (**)	VANDERPOL'S EGGS	Development & delivery of innovative, functional egg solutions.



SAPUTO

Production and distribution of dairy products. One of the top ten dairy products in the world.

WE'RE COMMITTED TO AGRICULTURE

The Agricultural Land Reserve (ALR) is a Provincial land use zone, designated in 1973, in which agriculture is recognized as a priority use. Within the ALR, farming is encouraged, on-farm processing is permitted and non-agricultural uses are controlled.

There are 71,865 hectares of ALR land within the Fraser Valley Regional District of which 27,413 hectares is within Abbotsford. ALR land represents approximately 75% of Abbotsford's overall land base, signaling how important this sector is to our community both now and into the future.

Building on the City's Agriculture Strategy and Official Community Plan, Abbotsford is undertaking a comprehensive planning process called AgRefresh, to review and update municipal agricultural policies, bylaws and regulations. The project aims to support and enhance the viability of agriculture in Abbotsford through improved policy guidance and updated City regulation that is clear and predictable.

GOVERNMENT RESOURCES AND PROGRAMS

City of Abbotsford Development Inquiry Meetings

The City of Abbotsford welcomes new business developments that benefit our growing community. That's why we'll take the time to work with you to ensure you get the information you need for a successful application. These pre-application meetings are free of charge.

Canadian Agricultural Partnership

5 year, \$3 billion investment by Federal and Provincial governments to strengthen agriculture and agri-food sector.

Federal Programs

Agriculture and Agri-Food Canada administers three broad programs with \$1 billion aimed at generating market-based economic growth in this sector.

These include:

- Agri-Innovation Fund
- Agri-Competitiveness
- Agri-Marketing

Cost Shared Programs

These investments include \$2 billion for cost-shared programs on a 60/40 basis delivered by provinces to ensure that programs are tailored to meet regional needs. The focus of these programs is:

- Business risk management
- Innovation
- Competitiveness and market development
 - Adaptability and industry capacity

Aerospace.

British Columbia's aerospace sector is internationally renowned for its specialized products and services. The industry is supported by a network of schools that continue to produce highly-skilled workers. This talented multilingual workforce keeps our aerospace companies globally competitive and recognized. With close proximity to Boeing's final assembly lines in the Seattle area, British Columbia bridges space and culture between Asia Pacific, the Pacific Northwest and Canada's growing aerospace industry.

The sector is supported by a diverse group of technology companies able to provide nimble and responsive support and solutions to the needs of industry leaders and global supply chains.

B.C.'s aerospace sector is the third-largest in Canada. Home to more than 200 companies, it generates a total of \$2.4 billion in revenue annually and directly employs nearly 9,000 people. At the present time in Abbotsford, this sector is responsible for approximately 1,000 direct positions.

THE OPPORTUNITY

Abbotsford is home to 215 developable, airfield-adjacent acres available for immediate occupancy. Offering competitive terms for long-term lease among an already robust aerospace cluster, this is an ideal location for companies specializing in this sector.



CASCADE AEROSPACE Aircraft maintenance, modification & design



CONAIR GROUP Aerial firefighting specialists



PYROTEK

Aircraft solutions for heat treatment, stress relief and precipitation aging



CHINOOK HELICOPTERS Helicopter & aeroplane pilot training and maintenance services



MARSHALL AEROSPACE Engineering & technology solutions for aircraft



ALPINE AEROTECH Aircraft structural & repair services

Our Airfield.

THE ABBOTSFORD INTERNATIONAL AIRPORT (YXX)

Located just 3 km from the Trans-Canada Highway and 6 km to the nearest border crossing to the United States, the Abbotsford International Airport is home to 13 related companies with airfield access in addition to an active commercial flight schedule.

Serviced by four national carriers - WestJet, Swoop, Flair Airlines, Air Canada Rouge - as well as locally owned Island Express Air offering service to Vancouver Island, the terminal has seen a steady increase in passengers through the terminal year over year. In 2019, the airport served 1,000,000 passengers, setting a new performance record.

Continuous investment and maintaining a keen focus to support the aerospace sector and its evolving needs make YXX an ideal location for companies looking for a Capadian site to launch or expand their business.

GOVERNMENT RESOURCES AND PROGRAMS

Strategic Innovation Fund

National ecosystems to foster businessled collaboration between multiple organizations to accelerate commercialization in areas with demonstrated Canadian advantage.

Innovation for Defence Excellence and Security (IDEAS)

Federal innovation funding program to help fast track commercialization and military application of new technologies.



Manufacturing & Technology.

TECHNOLOGY

British Columbia has a strong reputation in the realm of technology innovation and offers a range of investment opportunities. Home to leading-edge companies in a thriving technology and media sector, the Province boasts \$29 billion in domestic revenues and \$6 billion in exports of goods and services.

Through an \$80 million investment from Telus, Abbotsford has an extensive fibre optic network, wireless services, international roaming and advanced mobile networks which create a high-performing information service at competitive rates, reaching 90% of our homes and businesses. This technology makes us an attractive destination for technology-based businesses.

Tech and data centres see a competitive edge in Abbotsford due to our high capacity fibre optic network. Optic Zoo (now Zayo) have built a comprehensive fibre optic route, with connection points at City Hall and other key locales. The availability of a dark fibre optic connection is just one of Abbotsford's advantages.

We also have the largest concentration of marketing firms in BC, outside of Vancouver, so you're well connected with support agencies.

Technologies	IOPEN TECHNOLOGIES	Leveraging AI to activate data into strategic planning
≫ HUTCH	HUTCH FLEET MANAGEMENT	Real time tracking and diagnostics servicing all of North America
SPEEDLINE"	SPEEDLINE SOLUTIONS	Technology provider to the restaurant industry
Structure Craft	STRUCTURE CRAFT	Engineering & construction of mass timber buildings
KÖNIG BREWING SYSTEMS	KONIG BREWING SYSTEMS	Brewing manufacturing
LONGBOARD® NORMING FACADES	LONGBOARD	Manufacturing, design and install building exterior finishes

BC MANUFACTURING

24% OTHER
20% WOOD PRODUCT MANUFACTURING
14% FOOD MANUFACTURING
8% FABRICATED METAL PRODUCTS
7% PAPER MANUFACTURING
6% MACHINERY MANUFACTURING
5% TRANSPORTATION EQUIPMENT
4% FURNITURE & RELATED PRODUCTS

and facades

GOVERNMENT RESOURCES & PROGRAMS

Industrial Research Assistance Program (IRAP)

This program helps small or medium-sized enterprises to meet technological challenges and build innovation capacity.

Scientific Research & Experiential Development

Federal tax incentive to encourage research and development of improved or advanced products and processes.

SD Tech Fund

\$550 million federal fund supports late stage development and pre-commercial launch of clean tech solutions.

Canada-BC Agri-Innovation Program 5-year, \$14 million program to help growers develop new products and processes for food production in BC.

4%	NONMETALLIC MINERAL PRODUCTS (GLASS, CEMENT & CONCR
2%	ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS
2%	COMPUTER & ELECTRONIC PRODUCTS
2%	CHEMICAL PRODUCTS
2%	APPAREL MANUFACTURING
1%	MEDICAL EQUIPMENT & SUPPLIES

*B.C. Manufacturing is highly diversified manufacturing employment in British Columbia by sub-sector Source: BC Stats.

MANUFACTURING

Manufacturing is a vibrant and vital component of the British Columbia economy. Boasting the largest economic footprint, supporting 12,000 companies and 400,000 jobs, 77% of this sector is comprised of small or medium-sized firms. In 2018, manufactured goods accounted for 61% of BC's total goods exported internationally. Every 100 direct jobs in manufacturing supports 80 additional jobs across multiple sectors in the provincial economy.

Abbotsford is home to a diverse mix of manufacturing operations. With ready access to the region's natural resources, agri-food processing offers many strategic opportunities, but we are also home to innovators in clean tech, life sciences and machinery production areas which are not as reliant on proximity to local resource supply.

The Conference Board of Canada reports that Abbotsford-Mission's real GDP growth is expected to improve from 1.9 percent last year to 2.5 percent this year. Our goods-producing sector will lead the way over the next two years, thanks to growing business opportunities, a lower Canadian dollar and a solid United States economy.

Manufacturing is expected to remain healthy, especially in the wood products industry.



Quality of Life.

Abbotsford is a city on the move – a growing, dynamic and diverse community recognized by the Intelligent Communities Forum in 2018 as one of the Top 7 intelligent communities in the world. This designation, based on six indicators – innovation, knowledgeable workforce, sustainability, broadband, digital equality and advocacy – reflects the community-wide collaboration of government, business and the public to embrace change and evolve together.

There are many reasons why Abbotsford strikes a chord with a growing population.

CLIMATE

While Canada is recognized as a northern country, often best known for its winter weather and pastimes, Abbotsford, nestled in the Fraser Valley near the Pacific Coast, offers a moderate climate that defies the national stereotype.

With average highs in the summer of 24 degrees Celsius and average lows in the winter often above the freezing mark, Abbotsford sees an average of twelve snow days per year – much less than many areas of the country.

RECREATION & CULTURE

Abbotsford is home to 192 parks which cover more than 841.5 hectares of parkland and feature 276 kilometres of trails suitable for walking, running or cycling. It is estimated that 84% of residents live within 500 metres of a park.

We are home to a number of signature events each year, including the Abbotsford International Airshow which attracts more than 100,000 spectators for their three-day festival. The event has been recognized by USA Today

as one of the ten best airshows around the world. Other events include the long-running Abbotsford Agri-Fair, the Abbotsford Tulip Festival, Berry Festival, and the traditional Canada Day celebrations, which highlight a schedule which sees more than 150 outdoor events hosted each year. These, combined with the sporting events, trade shows and concerts held at the Abbotsford Centre and Tradex respectively, signal an active social calendar which cater to a wide range of interests.

DIVERSITY

Abbotsford is one of the country's most culturally diverse communities with more than 50 languages spoken by our residents. 30% of our population is South Asian, which contributes to a strong Indo-Canadian business community in all sectors. The Abbotsford Indo-Canadian Business Association has been active for more than 30 years, supporting new entrepreneurs as well as existing merchants to nurture and grow their businesses.

One great example is BC's Punjabi Patrika newspaper, established as the first Punjabi-English newspaper in North America, which holds distinction as one of less than 100 truly bilingual newspapers in the world. The publishers have built an award-winning publication with a home base here in Abbotsford.



Utilities & Taxation.

TAXATION

LOCAL MILL RATES (%)



11.4 LIGHT INDUSTRIAL



13.58 BUSINESS



23.97 FARM

INCOME TAX RATES - Provincial (%)



14.7% SMALL BUSINESS



15.6% MANUFACTURING



21% INVESTMENT

INCOME TAX RATES - Federal (%)



15% GENERAL



10% SMALL BUSINESS



15% MANUFACTURING



15% INVESTMENT

BC Cities have Canada's lowest property tax rate. Abbotsford's tax rate is the second lowest in all of Canada. *Source: Western Investor, July 2018

UTILITIES

	ABBOTSFORD	VANCOUVER	TORONTO
WATER RATE (PER CUBIC METRE)	\$1.12	\$3.10 - \$3.90	\$2.76 - \$3.95
ELECTRICITY RATE (PER KWH)	12.5¢	12.5¢	14.55¢













From creating ground-breaking tools for business and collecting current data on what businesses need to succeed and thrive, the City of Abbotsford is designing opportunities for investment and growth. We have continued to enhance our Geographic Information System (GIS) microsite to include cutting edge tools to help businesses obtain key information.

FAVOURITE FEATURES INCLUDE:

- BUSINESS DATA: Explore industry clusters; find major employers, and information on competitors or customers.
- COMPARE: Compare statistical data from Abbotsford with any other community/ region across Canada.
- SITES & BUILDINGS: View searchable
 MLS listings for available industrial and
 commercial sites and buildings in
 Abbotsford. Within this tab you can also
 seek out statistical demographic, labour
 force and consumer data for any specific
 location.
- MOBILE FRIENDLY: We are happy to support a mobile friendly environment with our GIS microsite.

abbotsfordsitefinder.ca



