

CASTLEGAR

centre of attention



Hello!!

Castlegar's location squarely in the middle of Vancouver and Calgary has produced today's investment opportunity. Castlegar's competitive advantage lies in its central location, low business costs/cost of living, and outdoor lifestyle.

The West Kootenay has a distinct cultural flavour and warmth of humanity that will bring a quick smile to your face... and a lingering feeling of contentment. Lifestyle is not urban rush, but a relaxed mix of outdoor rugged and urban cool. There is a creative undertow to the human tide. Business is important, but the lifestyle dog still wags the business tail.

Situated midway between Vancouver and Calgary, the West Kootenay has received less Vancouver/Calgary region investment than the Okanagan and the East Kootenay. This creates a business opportunity and an affordable cost of living that supports the notion that entrepreneurs can both balance the books and balance life.

Castlegar's economic base is stable and diversified (forestry, mining, hydro, government services, retail, tourism). Business conditions are dynamic and affordable. The City is big enough to support full services. But Castlegar knows it can do more and its service centre vision is ambitious. Diversification has two key thrusts: commercial and light industry anchors (we affectionately call this the 'Big Kahuna Strategy'), and independent entrepreneurs (we affectionately call this the 'Dilbert Escape' strategy).

MAYOR'S LETTER

Welcome to Castlegar and the West Kootenay. Having been born and raised in the Castlegar area, it's easy for me to extol the virtues of Castlegar living. I would prefer to tell you about Castlegar through the eyes of newcomers and Valley explorers I talk to – those who see our culture and geography as tourists, or potential future residents and/or investors.

I'm told we are indeed mountain landscapes, big trees, the confluence of our rivers, Arrow Lakes, and hot summer, snowy winter climate. We're the downhill skiing, championship golfing, boating, hiking and biking....all of the outdoor stuff that makes recreation much more than a couch and TV. But most people also quickly add that what sticks in the memory is the warmth of people. There's a 'realness' of human spirit that is refreshing in a world that some might say has become a bit somber.

People and place are nurtured by a third pillar of living life well: opportunity. Castlegar's economic base is stable and diversified. The City is big enough to support full services. However, we believe the West Kootenay's population of 73,000 is underserved, and we are working hard to accelerate local and regional economic development. We do have very suitable (and rare) flat land available for new mixed use development. Situated midway between Vancouver and Calgary, the West Kootenay has received less Vancouver/Calgary region investment than the Okanagan and the East Kootenay. This creates a business opportunity and an affordable cost of living that supports the notion that entrepreneurs can both balance the books and balance life.

Best wishes for the time you spend in Castlegar.

MAYOR LAWRENCE CHERPOFF



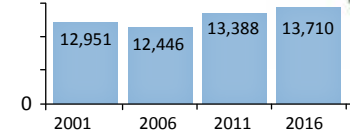
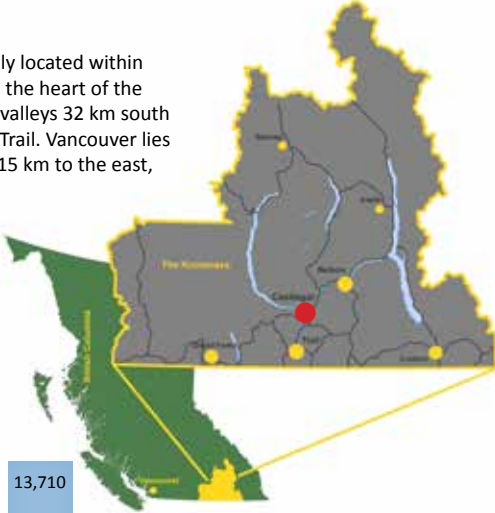
LOCATION

The City of Castlegar is centrally located within the Selkirk Mountain Range in the heart of the Columbia and Kootenay River valleys 32 km south of Nelson and 40 km north of Trail. Vancouver lies 615 km to the west, Calgary 615 km to the east, and Spokane, Washington 230 km to the south.

POPULATION*

Castlegar's population grew 2.5% between 2011 and 2016.

* includes City of Castlegar (pop. 8,039), and census areas CKI and CKJ immediately surrounding Castlegar.



TRADE AREA

Commercial Trade Area: 69,000

Interior Health Service Area (Kootenay Boundary): 78,000

TRANSPORTATION

Road: Highway 3 (E/W)

Highway 3A/3B (north – Nelson)

Highway 22 (south – Trail/Rossland)

Air: West Kootenay Regional Airport - www.wkairport.ca

Spokane International Airport (2.5 hours)

Kelowna International Airport (3.5 hours)

Calgary and Vancouver International Airports (7 hours)

Bus: B.C. Transit – City service with connectivity to Nelson and Trail

Scheduled Greyhound service

EMPLOYMENT BASE

Forestry, Education, Government/Public Sector, Retail, Tourism Services

INDUSTRIAL/COMMERCIAL LANDS

“West Kootenay Centre” – Castlegar has 39 Acres of land (largest and most accessible tract of raw, flat commercial land in the West Kootenay) available for a Big Box Retail/Service Centre to serve a trade area of 69,000 people.

UTILITIES

Electricity: FortisBC: 1.866.436.7847 or www.fortisbc.com

Natural Gas: FortisBC Energy Inc. (formerly Terasen Gas): 1.888.224.2710 or www.fortisbc.com

Municipal Rates (2016): Residential (single family, annual flat rate):

- Water - \$419.25
- Sewer - \$340.75
- Garbage - \$110.00

Municipal Rates (2015) Commercial/Industrial:

- Water (metered): flat rate \$38.00 per quarter + \$0.38/cubic metre consumption rate; (unmetered) – range of commercial rates depending on land use (rate and connection fee information - http://www.castlegar.ca/pdfs/consolidated_703.pdf)
- Sewer (metered): flat rate \$38.00 per quarter + \$0.38/cubic metre consumption rate; (unmetered) – range of commercial rates depending on land use (rate and connection fee information - http://www.castlegar.ca/pdfs/consolidated_704.pdf)
- Garbage: commercial/industrial enterprise is responsible for arranging private sector pick-up.

COMMUNICATIONS

Newspapers Castlegar News (weekly)

www.bclocalnews.com/kootenay_rockies/castlegarnews/

Castlegar Source (online) castlegarsource.com

Note: Daily papers from larger centres also available.

Radio

Mountain FM 99.3 - www.mountainfm.net

KBS FM 90.3 - www.kbsradio.ca

Telephone

TELUS: 1.888.811.2323 (residential), 1.800.268.6680 (business), or www.telus.com

TV

Shaw: 1.866.356.6666 or www.shaw.ca

Internet

High speed Internet is available through Shaw or TELUS.

Note: Shaw and TELUS both offer phone, TV, and Internet services.

EMERGENCY SERVICES

Castlegar has a fully integrated police, fire, ambulance and emergency response service (911).

Police – RCMP Detachment in Castlegar: 250-365-7721 (non-emergency)

Fire – Chief, Deputy Chief, and 40 on-call paid firefighters 250-365-3266 (non-emergency)

EDUCATION

Public education system (www.sd20.bc.ca/) has roughly 2650 students from Castlegar and immediate area.

Post-secondary: Selkirk College (Main Campus) www.selkirk.ca – 750 students at Castlegar campus. Offers two-year university transferable associate degree and diploma programs in many disciplines, and four year degrees in selected disciplines.

MEDICAL

- Castlegar & District Community Health Centre (Mon-Fri 8 am to 4:30 pm) http://lab.interiorhealth.ca/site_gi.aspx?id=20

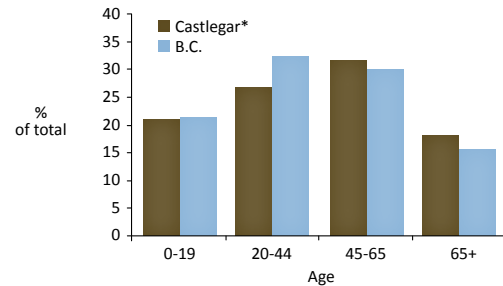
- Kootenay Boundary Regional Hospital (Trail) – 30 minutes south www.kbrh.ca/index.html

- Full range of medical service clinics

FUTURE GROWTH SECTORS

Big box retailers, tourism services, professional services, independent entrepreneurs, retirees, home-based business, relocations motivated by lifestyle choice.

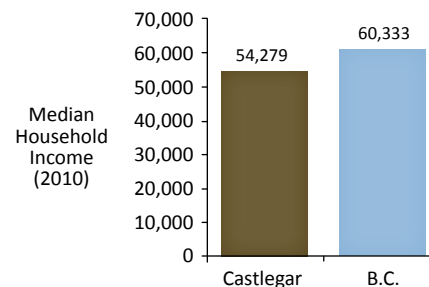
POPULATION AGE STRUCTURE (2011)



Released by Census Canada May 3

*Includes City of Castlegar and census areas CKI and AKJ immediately surrounding Castlegar.

HOUSEHOLD INCOME (2010)

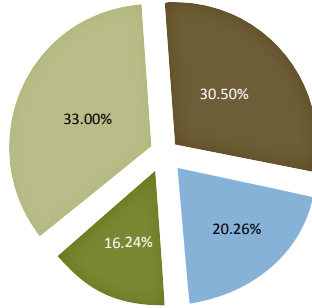


Released by Census Canada Sept. 13



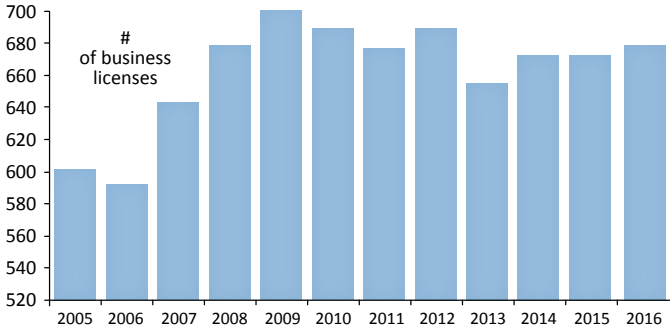
EDUCATION (2011)

- Without high school certificate
- With high school certificate
- With trade or non-university certificate/diploma
- With university diploma, certificate or degree

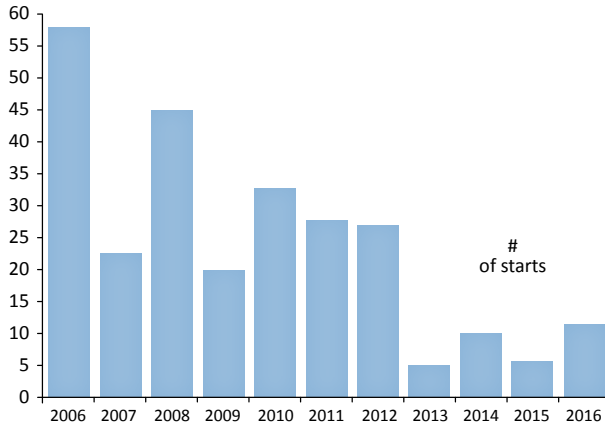


Released by Census Canada Nov. 29

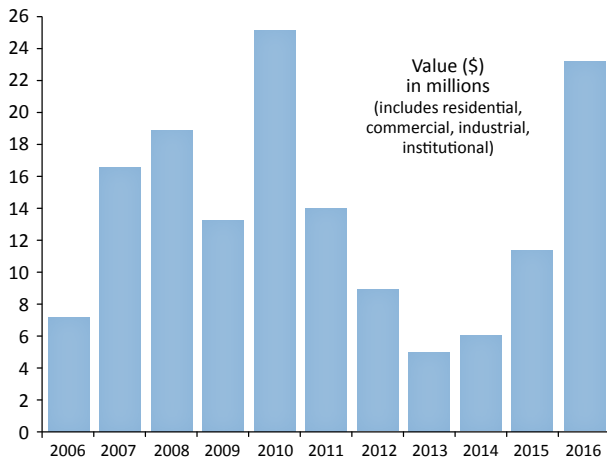
BUSINESS DEVELOPMENT



HOUSING STARTS



TOTAL CONSTRUCTION VALUE



RECREATION & AMENITIES

- Castlegar & District Community Complex – 1050 seat arena, 6 lane pool, community centre
- Castlegar Rebels - KIJHL Junior “B” hockey team
- 18 hole golf course (Castlegar Golf Club), www.golfcastlegar.com
- 9 hole golf course (Little Bear), www.littlebeargolf.net
- Boating/fishing - Arrow Lake
- Marinas – “Scotties,” Syringa Creek
- Millennium Ponds
- Pass Creek Regional Park – 84 acres – incl. swimming, beach, picnic, camping, recreation fields, trails, equestrian
- Syringa Creek Provincial Park – 20 km west (incl. camping/beach) <http://www.env.gov.bc.ca/bcparks/explore/parkpgs/syringa/>
- Events: Sunfest (June), Bluegrass Jamboree (July), Sculpture Walk (summer), Farmer’s Market (summer), Art Walk (summer), Fall Fair (September), Winterfest (December)
- Mountain biking (both sides of Columbia and Kootenay Rivers): incl. Beaver Trail, Merry Creek Trails, Selkirk Trails, Kettle Valley Railway (Columbia & Western Railway connector) <http://www.kettlevalleyrailway.ca/>
- Hiking: incl. Mel Deana Trail, Dove Hill Trail, Waldie Island Trail http://www.friendsoftrails.org/pages/CFPT_Home.html
- Castlegar Station Museum, www.stationmuseum.ca
- Kootenay Gallery of Art, History and Science, www.kootenaygallery.com
- Zuckerberg Island Heritage Park
- Doukhobor Discovery Centre, www.doukhobor-museum.org
- Castlegar & District Public Library, www.castlegar.bclibrary.ca
- Downhill skiing – Rossland (Red Mountain Resort, www.redresort.com)– 35 mins, Nelson (Whitewater Ski Resort, www.skiwhitewater.com) – 20 mins
- Snowmobiling – 100’s of km of groomed/ungroomed trails around Castlegar
- Cat/Heli Skiing (Valhalla Powder Cats, Baldface Lodge, Wildhorse Catskiing, Snowwater Lodge)

LODGING

- 8 hotels, motels and B&Bs (360 rooms)
- 4 campgrounds in immediate area with 219 sites (dry to full hook-up)

TAX RATES (2016)

Rates are per \$1,000 of taxable assessment and are the total of Municipal, Regional District, School, Hospital and B.C. Assessment Authority levies.

- Residential: 7.8769
- Utilities: 58.1483
- Major Industry: 43.4004
- Light Industry: 22.2227
- Business Other: 21.1652
- Recreation/Non Profit: 13.3156
- Downtown Revitalization: 2.4879

Example - \$500,000 commercial property assessment x 21.5684 (business tax rate) = \$10,582.60



Canada's Top 100 Most Promising For Growth

(RE/MAX Network and Verico Financial Group, 2013)

Rated #6 in BC by Expedia "Top Destinations"

INDEPENDENT LIFESTYLE ENTREPRENEURS

For those who feel stifled by the anonymity and 'cold' of big city cubicle life....who yearn to express individuality and entrepreneurial spirit....who want to be re-inspired by purposeful life driven by strength of personal relationships and the explorer spirit let loose by outdoor spaces, we have a place for you. In Castlegar, happiness is grape vines and vivid backcountry. Places only the bears will hear you and places where human conversation feels like a group hug. High mountain peaks and low valley rivers and lakes are graced by hot summers and snowy, warm winters. A city big enough to have all amenities and small enough to know your neighbours (well, the neighbours will simply just invite themselves over). Castlegar is high on the list of low cost living locations with the richness of life to be pursued. In our contrasts lies our soul – a place that cares about living better not just more.

We're Looking For...You

- Objective: attract 390 independent entrepreneurs to Castlegar, the equivalent of the largest private sector employer in Castlegar (Zellstoff Celgar pulp mill).
- Target: Calgary and Vancouver metro region professionals yearning for life change.
- Activity: Professional/consulting services, home-based business, creative content producers (art, digital media, authors, graphic design, etc.), retailers/tourism services, Internet-enterprise
- Demographic: young retirees with 'bucket list' entrepreneurial aspirations, 'lone wolf' singles, family lifestyle seekers.

Business is important, but in Castlegar the lifestyle dog still wags the business tail. Life's an adventure. Start a new venture in Castlegar.

KEY INVESTMENT TARGETS

Castlegar's economic base is stable and diversified (forestry, mining, hydro, government services, retail, tourism). Business conditions are dynamic and affordable. The City is big enough to support full services. The City of Castlegar has an ambitious commercial service centre vision to build on this base. Key opportunities to diversify and leverage larger regional industry anchors include centralized commercial and professional services, and independent and creative entrepreneurial spirits attracted by the combination of soulful people, warm climate mountain geography, and critical mass of population that supports full services.

For today's independent, footloose entrepreneur who tethers business to an Internet connection, Castlegar's location at the mid-way point between Vancouver and Calgary is appealing to those with business in either or both locations. The creative types, artists, and designers will appreciate imagination unleashed by the usual splendor of mountain landscape.

Enterprise opportunity is varied, underpinned by Castlegar's role as the West Kootenay's commercial service centre for 69,000 people living in the Columbia and Kootenay River valleys. Castlegar is home to the West Kootenay Regional Airport (with daily flights to Vancouver and Calgary on Air Canada Express), and Selkirk College's main campus. The economic is stable, led by large regional forestry, hydro, and mining employers.



REGIONAL COMMERCIAL ANCHORS

The City of Castlegar is encouraging development of a regional retail power centre to serve the Columbia/Kootenay Valleys on city-owned airport lands adjacent to the West Kootenay Regional Airport and the recently constructed Chances Gaming Centre (casino). The City has provided water and sewer services to the property boundary. The City will consider development options including arrangement with a commercial land developer for all lands and/or private developer(s) of a portion of the lands, and/or partnership with commercial real estate brokerage.

MARKET SIZE

Trade Area (2016)

Castlegar and Immediate Area*: 13,710

Commercial Trade Area**: 69,000

Interior Health Service Area (Kootenay Boundary): 78,000

70% of West Kootenay population is closer to Castlegar than other communities of size in Region.

* includes City of Castlegar (pop. 8,039), and census areas CKI and CKJ immediately surrounding Castlegar.

* commercial trade area includes municipalities of Castlegar, Nelson, Trail, Rossland, Nakusp, and Kaslo, and census areas CKI, CKJ, CKH, CKE, CKF, CKD, CKA, CKG, CKK, Boundary A, Boundary B, and Boundary C (generally within 45-60 minutes drive).

Private Dwellings (2016)

Castlegar and Immediate Area: 6,400

Estimated Households*

Commercial Trade Area: 31,600

* trade area population/2.18 average persons per household average of Castlegar, Nelson, and Trail.

CHAIN/MULTINATIONAL PRESENCE IN CASTLEGAR

- Food - Safeway, No Frills, Kootenay Market
- Fast Food - A&W, Arby's, Boston Pizza, Dairy Queen, Joey's Seafood Restaurant, McDonalds, Panago, Quiznos, Subway(2), Tim Hortons
- Accommodation - Fireside Inn, Quality Inn, Sandman, Super 8
- Auto - Kal Tire, OK Tire, Apple Auto Glass, Glacier Honda, Castlegar Toyota, Kalawsky Pontiac Buick GMC, Castlegar Kia, Castlegar Hyundai
- Big box - Shoppers, The Brick, Canadian Tire, City Furniture
- Finance - CIBC, BMO, Heritage Savings Credit Union, Kootenay Credit Union
- Other - Benjamin Moore, Mark's Work Warehouse, Dollar Store
- Note: Wal-Mart has locations in Nelson and Trail
- Castlegar business directory: <http://www.castlegar.com/business-listings>. Nelson business directory - <http://www.discovernelson.com/gottab/category.php>. Trail business directory – <http://www.trailchamber.bc.ca/business-directory/>

CHAIN GAPS

By type: Clothing, home improvement, department store, specialized retail services (e.g. kids, pets, bulk food, electronics, jewelry, hobbycraft, kitchen, sports), accommodation, sit down chain restaurants, entertainment, yard/ landscaping - seasonal.

By company name: Canadian Brewhouse, Ricky's All Day Grill, Rexall, Best Buy, EB Games, Reitmans, Pizza Hut, Taco Bell, Booster Juice, Jiffy Lube/ Mr. Lube, Factory Optical, Visions Electronics, Winners, Sport Chek, GoodLife Fitness, Petsmart/ Pet Planet, Staples, Browns Social House, Jysk, Sleep Country Canada, Apple, Old Navy, Roots, Urban Outfitters, Payless, Home Depot, Costco.



SERVICE CENTRE VISION

Castlegar's desire to attract construction of a big box retail/service centre is supported by other anchors and initiatives that work to enhance Castlegar's commercial service centre role and vision:

- The City is a **transportation hub** for the Columbia Valley and the West Kootenay. Castlegar sits at the junction of Highways 3, 3A, and 22. The West Kootenay Regional Airport (77,000 annual passenger movements) is the main regional airport, with daily Air Canada Express flights to both Vancouver and Calgary.
 - The City is a regional commercial service centre (660 businesses). In recent years, construction activity has included Fortis Regional Operations Centre, Chances Gaming Centre (regional casino), and Credit Union, City Furniture and JJ's Clothing buildings.
 - The City is an **education hub** - Selkirk College's main campus in Castlegar has 1,425 students (2000 students total). School District #20 has an Operational Centre in Castlegar.
 - The City is a **central service hub for West Kootenay tourism activity**. Millennium Ponds and Sculpture Walk attract thousands annually.
 - The City is aggressively pursuing a role as a **health care services hub** to enhance service to West Kootenay while improving efficiency of service provision. Castlegar has a property that meets all requirements for future regional hospital consideration.
- Regional industry anchors:
- Zellstoff Celgar mill (Castlegar, employs 390): one of the largest and most modern single line kraft pulp mills in North America. \$150 M in upgrades since 2007.
 - Fortis Regional Operations Centre (Castlegar) – construction 2016. Investment \$20 million. 125 full-time employees expected.
 - Interfor (dimensional lumber, Castlegar, employs 150) - \$50 M expansion ongoing (completed in 2016) to increase production to 210 M board feet annually.
 - Columbia Power Corporation (head office Castlegar, employs 40). Waneta Expansion (Trail) completed in 2015 at a value of \$900 M. Brilliant Dam/Generating Station Expansion completed in 2007 at a value of \$205 M.
 - Pacific Insight Electronics Corp. (Nelson) - 475 employees
 - Teck Trail Operations - 1500 employees - one of world's largest fully integrated lead and zinc smelting and refining companies, with related metallurgical cluster enterprises located in Trail.
 - *Top Kootenay Employers (note: includes East and West Kootenay) - <http://kootenaybiz.com/top-employers>*
- Castlegar's economic development objectives support regional service centre solidification and diversification: expand commercial base; open regional commercial base (i.e. new forms of regional enterprise); attract independent entrepreneurs (B.C./Alberta urban environments); strengthen forestry; enhance telecommunications network; expand/diversify industry base; enhance recreational, cultural and heritage potential.
- Castlegar's brand development is grounded in a lifestyle-based service centre vision. Achievements to date include:
- Renaming and rebranding of airport to West Kootenay Regional Airport to promote visibility of the Region.
 - Sculpture Walk (annual commission/display of sculptures from across the globe. Now recognized as Sculpture Capital of Canada).
 - Vancouver Airport Community (video) Showcase: Castlegar one of B.C.'s feature communities.



The City of Castlegar is encouraging development of a mixed use service centre to serve the West Kootenay

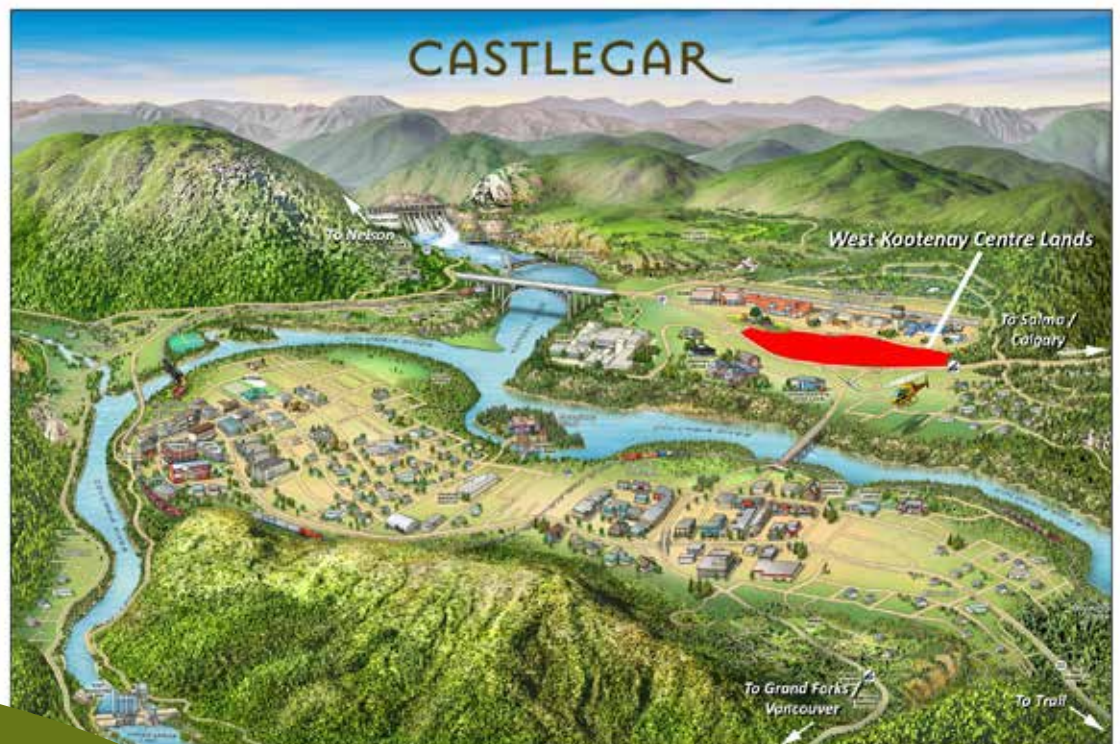
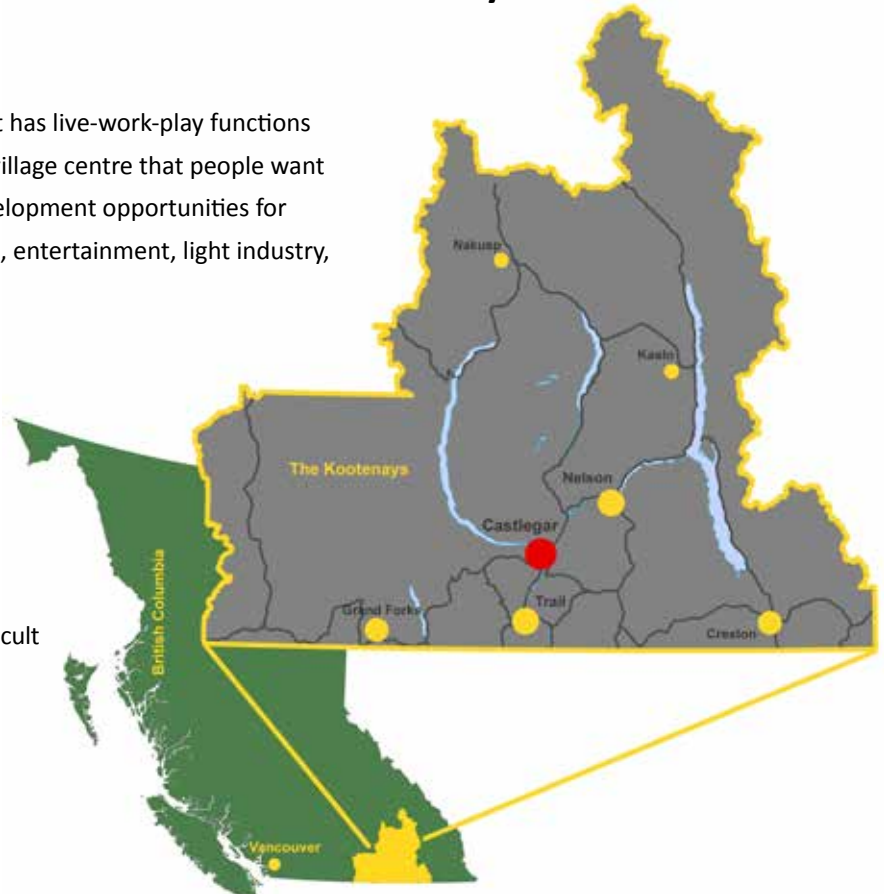
ENVISIONED DEVELOPMENT

A quality-of-place focused mixed-use development that has live-work-play functions and is built with look and feel of a pedestrian-friendly village centre that people want to spend time in – which drives property demand. Development opportunities for commercial services, accommodation, tourism services, entertainment, light industry, and residential development.

Property Features: 39 acres, city-owned, municipally-serviced to property line.

MIXED-USE DEVELOPMENT ADVANTAGES

- De-risking of development (e.g. a developer could potentially swap uses, so if office space is proving difficult to lease, it can be quickly changed to retail, or even residential live/work units with enabling zoning).
- Accelerated development with serving of multiple markets.
- Multiple markets support each other (e.g. on-site residential that creates modest demand for services, light industry that can be market-draw oriented (e.g. recreation activity)).
- Targeting of complementary activity that collectively draws as a destination.
- Higher-density lowers the cost of land per square foot.
- Mixed-use developments can't be easily replicated and are unique in composition and structure. This allows them to potentially increase in value (property demand).





PROPERTY DEMAND FACTORS

- Trade area growth – increase of 700 people (2%) to 69,000 between 2011 and 2016.
- Greater disposable income - median household income 5% lower than BC average BUT with housing price 30% lower than BC average.
- Selkirk College expansion – 44% enrolment growth to 1425 students since 2012 at Castlegar campus.
- High traffic counts - West Kootenay Centre lands are adjacent to the highest traffic counts in the immediate Castlegar area, at 2.87 M vehicle movements (two directions) annually.
- Onsite casino and airport (West Kootenay Regional Airport - 77,000 annual passenger movements – Calgary-Vancouver).
- Sizeable transient population - 325 hotel rooms, 220 immediate area campsites, central accommodation for growing number of sports tournaments, and workforce daily net inflow of 830 people. Room revenues in Nelson-Castlegar-Rossland corridor have more than doubled since 2010, the 4th highest growth rate of 28 BC communities/regions. Number of active properties in the Nelson-Castlegar-Rossland corridor has risen from 30 to 43 over the same time period (Src: www.bcstats.bc.ca).
- Anchors - there are anchors that attract people to spend time in Castlegar, including Canadian Tire, Casino, Sculpture Walk, Millennium Park, being known for its restaurants, and serving as a tournament centre.
- Service centre role - economic sector analysis confirms Castlegar’s service centre economic role. Only Castlegar (vs Nelson and Trail) is in the market for a chain-based retail power centre both philosophically and as a matter of having adequate land availability/value proposition related to centrality.
- Reliable/Stable Employment Anchors/Major Investments with recent commercial growth.

PROPERTY SUPPLY FACTORS

- “Last best” large block non-residential lands in West Kootenay.
- Castlegar is competitive in the West Kootenay with respect to taxes, has clear competitive advantage (West Kootenay) on water and sewer utility rates, and is middle of the pack in BC on taxes and charges, and tax burden, per capita.





MIXED USE DEVELOPMENT SCENARIO (Illustrative only)

- a. Large big box anchor – 6 acres (incl. parking).
- b. Second big box anchor – 2 to 7 acres (incl. parking) depending on type of business.
- c. Strip mall retail – 3 acres (net)
 - CRU building (6 retailers)
 - Second floor residential units – 38000 sq. ft. (25-30 units). An alternative could be a stand-alone 2-3 storey residential development within the mixed-use development.
 - Sit down restaurant (end unit, or stand-alone depending on chain).
 - Second CRU building (3 retailers).
 - CRU activity mix of filling chain gaps, hair salon, liquor store, vet clinic, 1-2 restaurants, etc.
 - Entertainment function(s) would create a draw – e.g. parkour – <http://breathepk.com/>, or private gym, and can be a commercial or industrial land use, 1-2 restaurants, theatre/meeting facility.
- d. Gas station/convenience store - .5 acres (net).
- e. Hotel/meeting facility/theatre attached to casino – 2 acres (net).
 - Mid-range pricing chain (e.g. Best Western) - 1.5 acres, 82 rooms, four storeys (may need to be 2-3 storey building at 2 acres depending on north runway OLS restrictions).
 - Theatre (600 seat), flex building with adaptable-size meeting/event space
 - .2 acres – public/private partnership.
- f. Professional building – 4 (contiguous) to 8 units @10000 sq. ft. - .75 acres (net).
- g. Medical professionals building – 15000 sq. ft. - 1 acre (net).
- h. Live-Work industrial – 15 units, 1 acre (net) per phase, total two phases.
- i. Light industry – 10 acres.

Total retail – 13.5 to 18.5 acres (net incl. parking/not including roads/non-developable land)

Total civic/tourism services (hotel / meeting facility / theatre) – 2 acres

Total industrial – 12 acres (net incl. parking/not including roads/non-developable land)





LIGHT INDUSTRY/OTHER SERVICES/RESIDENTIAL DEVELOPMENT OPPORTUNITY DETAILS

Industry - sector/land production strengths that suggest light industry opportunities for:

- Technology – major anchor: Pacific Insight Electronics in Nelson – TSX: PIH (employs 475), with additional small cluster in Trail.
- Speciality wood products manufacturing.
- Agrifood production that links to other retail/market activity on the site (targets include farm to table processing, hydroponic/vertical greenhouses, fibre (e.g. alpaca, hemp) manufacturing, brewery/brew pub, distillery/cidery).
- Consolidated (central location efficiency) operations – e.g. Fortis consolidation of West Kootenay operations to a location immediately adjacent to the West Kootenay Centre lands.

Services - West Kootenay market strengths suggest services activity opportunities for:

- Live-work enterprises focused on light industrial/commercial services – e.g. Jackson Hole, Wyoming - http://www.jhnewsandguide.com/news/business/live-work-project-nearly-finished/article_25daa5f2-2e9e-5241-a328-17a29ddc51bb.html.
- Professional, Scientific and Technical Services - Health professionals building/Technical or engineering professional services building – extending health services sector strength in Castlegar, engineering strength in region (Teck Operations, Fortis/hydro). Creation of a visible, central, modern, and connected (e.g. next generation Internet) building that offers operational efficiency (centrality) and branding benefits of occupational co-location.
- Tourism Services/Infrastructure – opportunities include hotel, meeting facility, private sector recreation facility (e.g. parkour), equipment rental, transportation/tours, restaurants/bars.
- Civic Infrastructure – 1) Potential for civic infrastructure in the form of a multi-use theatre/meeting space as a stand-alone or connected to a new hotel facility – serving Selkirk College functions, and regional community events and recreational programs. Current largest capacities – conference (Castlegar Recreation Complex – 400 people), theatre – Charles Bailey, Trail – 1500 people); 2) Business incubator.

Residential - market conditions indicate demand for multi-family residential units: 0% vacancy rate, growing seniors population, Selkirk College student enrolment expansion of 44% since 2012 with onsite student housing capacity of 100 serving 1425 students on campus, affordability for first-time home-buyers. Consideration of stand-alone or over-retail development.





PROPERTY DEVELOPMENT CONSIDERATIONS

- **Developer** - attracting a developer(s) is a preferred development scenario.
- **Airport** - a height restriction in relation to the runway at West Kootenay Regional Airport runway has been established. Initial estimates indicate a limitation of 11 metres at the south end of the runway, increasing to 20-25 metres to the north and west of this point. Any development proposal for the West Kootenay Centre lands must be sent to Transport Canada for approval.
- **Storage** - uses that require storage, or that generate impacts (noise, aesthetic, etc.) will be encouraged to locate on other industrial lands in a less visible location in Castlegar.
- **Zoning** – the site is currently designated Regional Commercial Airport enabling a range of commercial services. Land use amendments will be considered depending on development proposal(s) based on a mixed-use development vision.
- **Internet** - the property should be serviced with fibre as an arrangement with an incumbent telco, and/or operated by the City (in the genre of Trail and Nelson) as a site-specific utility to facilitate Internet-enabled enterprise.
- **Flexibility** – ratio of commercial and/or industrial uses, site design trade-offs requirements (e.g. parking) are negotiable to facilitate maximized intensity of site use.
- **Pricing** – land sale price and development price are negotiable dependent on how closely a proposal aligns with the City's intent to develop regional uses that enhance/expand services for the West Kootenay.
- **Parcel Size** - the City is open to proposals for all or part of the land. Any consideration of sale of a portion of the land must consider context and efficiency of the entire property.
- **Servicing** - the lands are serviced to the property line. All internal services are the responsibility of the developer.
- **Access** – the City has secured Ministry of Transportation and Infrastructure approval for full movement intersection access to the site.
- **Building Commitment** – the City will require a contractual building commitment timeframe.

CONTACT

For more information about this rare opportunity, contact the City of Castlegar at economicdevelopment@castlegar.ca or phone the City of Castlegar, Chief Administrative Officer at 250.365.7227.





LOCAL INFORMATION RESOURCES

Castlegar Chamber of Commerce – www.castlegar.com

Community Futures Central Kootenay (Nelson) – www.futures.bc.ca

Invest Kootenay – www.investkootenay.com

Castlegar Profile

<http://www.investkootenay.com/pdf/CastlegarProfile.pdf>

BizPal (permit and license information)

<http://castlegar.ca/bizpal.php>

REAL ESTATE

Re/Max Home Advantage

1444 Columbia Avenue, www.kootenaysold.com

Castlegar Realty Ltd

1761 Columbia Ave, www.castlegarrealty.ca

Century 21 Mountainview Realty Ltd

1695 Columbia Ave, www.century21.ca

Fair Realty

#110 - 1983 Columbia Avenue, www.joniaskew.com

GUIDES, CHECKLISTS, REPORTS

The following sites offer useful guides and checklists for launching a business venture in British Columbia.

Ministry of Jobs, Tourism, and Innovation – Online Resource Center - <http://www.resourcecentre.gov.bc.ca/publications.html>

Small Business BC – Free Resources – <http://www.smallbusinessbc.ca/products-and-services/free-resources>

LOCAL PERMITS

For planning permits for new construction or renovation, business licensing, or utility hook-ups, contact: City of Castlegar

Phone: 250.365.7227, Online: www.castlegar.ca

For home based business regulations consult pages 25 – 27 of the Zoning Bylaw 800 document, located at:

<http://castlegar.ca/pdfs/Consolidated.800.pdf>

For development/building permit/business license forms and brochures, go to: http://castlegar.ca/services_devserv_documents.php

(note: applications include relevant fee schedules)

FINANCE

CIBC

1801 Columbia Avenue, www.cibc.com

Heritage Credit Union

100-630-17th Street, www.heritagecu.ca

BMO Bank of Montreal

1990 Columbia Avenue, www.bmo.com

Kootenay Savings Credit Union

605, 20th Street, www.kscu.com

REAL ESTATE (ADDITIONAL RESOURCES)

Residential real estate listings – www.mls.ca

Castlegar commercial/industrial listings: www.clslink.ca
or www.icx.ca with search term “Castlegar”



Happiness is....

Grape vines and vivid backcountry graced by hot summers and snowy warm winters. Places only the bears will hear you and places where human conversation feels like a group hug. In our contrasts lies our soul – a place that cares about living better not just more.

The tall rocks that hug us make us as unique as a snowflake in B.C. Our culture makes us different. Warmth, creativity, and openness bring an easy sense of belonging.


Castlegar is the West Kootenay's commercial service centre, including the West Kootenay Regional Airport and Selkirk College's main campus. Business is important, but the lifestyle dog still wags the business tail.

Castlegar is hub-central for exploring life's tickle trunk of outdoor activity in the West Kootenay. Camp, hike, shop, golf, fish, mountain bike, pursue arts and culture, or wildlife watch. Be an action hero. Life's an adventure. Start a new one in Castlegar.

WWW.CASTLEGAR.CA


CASTLEGAR

Regional Service Providers



CASTLEGAR

Regional Service Providers

West Kootenay Centre Lands

At a glance:

- 99 acres servicing a trade area population of 67,000 people with flexible subdivision size
- Largest, most accessible tract of raw, flat commercial land in the West Kootenay
- Potable water and sanitary services extend to the boundary of the airport lands
- Designated Regional Commercial Airport in the City's Official Community Plan
- Development Cost Charges **do not** apply when developing
- The City has secured MOT approval for full movement intersection access to the site
- Price is negotiable and depends on nature and scope of proposal

Major Employers:

- Zellstoff Celgar Pulp and Paper (Mercer)
- Selkirk College Regional Campus
- International Forest Products Ltd
- Columbia Basin Trust Head Office
- Interior Health Authority
- Columbia Power Corporation Head Office
- Fortis BC Kootenay Operations Centre (2016)

Municipal:

- 2015 (January – November) Business Licenses - 673
- 2015 (January – November) Building Permits - 234
- Growth Rate 2006-2011 - 7.7% (National Average - 5.9%)
- Land Area - 19.58 Square Kilometres

Regional Attractions:

- West Kootenay Regional Airport
- Castlegar & District Recreation & Aquatic Centre
- Sunfest
- Millennium Park
- Zucherberg Island
- 22 Premier Hiking and Biking Trails
- Kootenay Festival
- Sculpture Walk
- Pass Creek Fall Fair
- Winterfest

Proximity:

- Trail - 20 minutes
- Nelson - 30 minutes
- Rossland - 30 minutes
- Grand Forks - 1 hour 30 minutes
- Creston - 1 hour 25 minutes
- Red Mountain Ski Resort - 35 minutes
- Whitewater Ski Resort - 55 Minutes

Recognitions:

- Communities in Bloom: 5-Bloom National and International Winners, Including Tidiness
- Sculpture Walk: Sculpture Capital of Canada