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# Plain & Valley

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## Businesses choosing Moosomin for its location

BY KEVIN WEEDMARK

Its location and its growing status as a regional hub are two of the factors businesses are citing for deciding to locate or expand in Moosomin.

In the photos above, SaskPower's new maintenance Centre, the new Moosomin Dodge dealership, Jack's new assembly plant, and the new Mazergroup building are four new major commercial buildings that have opened in Moosomin in the last 12 months.

### Mazergroup

Bob Mazer of Mazergroup says Moosomin's central location in a large farming area, and its status as a regional agricultural hub with all the major manufacturers represented, made it a natural for the greatly expanded 25,000 square foot dealership his company completed facing the

TransCanada Highway at Moosomin last year.

"Nobody is going to build a new implement business between Brandon and Moosomin, and nobody is going to build a new implement business between Moosomin and Regina," he says. "Then Yorkton's to the north. That's a big area served from Moosomin."

"Industry numbers tell us there is the same amount of equipment sold out of Moosomin as is sold out of Brandon. It's a big territory. You have to go past Grenfell to start running into the Regina dealerships, and it's a long way up to Yorkton. It's a good place to build a dealership and develop a dealership."

Mazer said the expansion in Moosomin is a long term investment. "We feel that it's a long, long term investment so we're going to build properly and we think Moosomin is the correct place to be if you're in the implement busi-

ness. I don't think there will ever be a time when the big three won't be there."

### Moosomin Dodge

Ron Kaban, owner of Moosomin Dodge, said Moosomin's location and the growth of the business community are the reasons he decided to open a dealership in the community.

"It's a central location, it seems to be the place that things are happening," he says. "It was something I discussed with Chrysler."

"When I first bought Whitewood it was one of my long-term goals and plans to put a location in Moosomin because it is a good location and that seems to be where everything else is located."

*Continued on page 35*

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**"It's a good place to build and develop a dealership."**

—Bob Mazer, MazerGroup

**"Moosomin is a central point . . . that's where you want to be."**

—Ron Kaban, vehicle dealership owner

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Some of the new businesses opened in Moosomin in the last year

## New and expanded businesses in recent years

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- NAPA Auto Parts dealership
- 25,000 square foot Co-op Home Centre
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**Moosomin Chamber of Commerce**  
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Kevin Weedmark, Secretary  
Janelle Davidson, Treasurer





# Businesses choosing Moosomin for location

*Continued from front*

"It's been in the making for a couple of years but I wanted to see how things were going to go in Whitewood and they've been awesome there. But we have to branch out.

"And let's face it, Moosomin is a central point where if oil takes off again, which it will, that's where you want to be.

"There's no Chrysler representation in the area outside of Whitewood so we need to fill that void for Carlyle and Esterhazy and Rocanville by putting a store in a centralized area like Moosomin.

"In Moosomin the farming community is good. You're close to oil activity and the mines. There is the activity of all those things that add to the reason why you want to be in a place like Moosomin. It's because you are centralized in a location that has a lot of activity when it comes to other things besides farming."

## The Crate House

While those large businesses chose Moosomin for location, many smaller businesses have also opened in the community in the last year.

One of those is the Crate House, which just opened in May of this year, and manager Krista Creighton cites some of the same reasons for choosing to open a new business in Moosomin.

"Moosomin seems to be a central hub for business in the area," she said.

"I actually had a friend say to me a few months ago 'It's almost like Moosomin's recession proof' because it's far enough away from the cities that we have good amenities and good business opportunities, but not so far away that it's too remote to have access to supplies."

Krista's parents, Doug and Anne Creighton, formerly owned Moosomin Fine Foods before selling the business a



Krista Cunday, her baby Katie, and her parents Anne and Doug Creighton at the Crate House, a new ice cream shop, deli, and butcher shop in Moosomin.

decade ago.

"We missed being a part of the community," says Krista.

"There's so much support and it's nice to know the customers who are coming in and everyone seems to be happy to see us back in business."

She said the resilience of the local economy was part of the decision.

"Obviously we wouldn't have made such a big investment into business if we didn't think the economy could support it," she said.

"It seems like the economy is doing well

here. There are enough sectors, with the mining and the oil and gas and farming to keep the economy going here."

She said working with the town of Moosomin made setting up her new business easy.

"The town was really good to work with," she said.

"They were excited to see a new business coming in and tried to be as supportive as they could be with us. They tried to help as much as they possibly could to get things through in a timely manner, because once we decided to start build-

ing we were in a hurry because we really wanted to be open for spring for baseball season and soccer.

"The town did everything they could to get us going as quickly as we could."

Both the town and RM of Moosomin offer tax incentives for new businesses, and Krista says the town's tax incentive helped make the decision to go into business easier.

"It was definitely something we were hoping we would qualify for because it does help quite a bit, and we were able to qualify for it. It's definitely nice to have an incentive like that to make you want to open a new business. In the first year when cash flow is maybe not as good, it's nice to have one less thing to worry about."

She said there has been lots of positive reaction to the new business.

"So far we've really only been hearing good things. For the most part the community seems to be really excited for us and wanting to support us.

"It's really nice to see people shopping local and supporting a family business. Lots of people are coming in.

"It seems like people like the idea of buying in a local place and it's nice that you can just pop in on your way from work and grab something for supper, or grab an ice cream."

Creighton says she is enjoying the new business. "It's been really busy and it's a lot of long days right now but dad and I both enjoy coming in, and mom really likes coming here after work in the evenings, and she's here on the weekends too. It's fun, it's just a lot of work. Everyone in this town, they get so excited about things like this, and it makes us feel excited too that people are enjoying it and appreciating it. Everyone is saying it's such a nice addition to Main Street. It's nice to hear those things."

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# Plain & Valley DEVELOPMENT ISSUE

## How to get approved for commercial real estate financing

Asking for a commercial real estate loan can be daunting. More often than not, the fate of the purchase rests heavily on whether the bank says yes or no. However, a few important steps can boost your chances significantly.

"Put yourself in your banker's shoes," says BDC Major Accounts Manager Jean-Sébastien Vincent. "Ask yourself what will put them at ease about giving you the loan." Marc Noël-Corriveau, BDC Senior Account Manager, agrees: "A lot of businesses make a bad impression with the bank because they didn't do their homework before the meeting."

Here are seven crucial steps that Vincent and Noël-Corriveau say can help ensure you get a commercial real estate loan.

### Show profitability

Start by making sure your company's finances are in order. "The most important requirement for getting financing is having a profitable and growing company," Vincent says. "A business with no profitability doesn't have good chances. Banks like to see a proven record of profits."

### Assess your space needs

Carefully study your real estate needs. Bankers don't look kindly on financing requests for poorly thought-out, spur-of-the-moment projects. They want to see evidence of solid planning.

Figure out your budget, desired locations and square footage needs; whether you want to buy or lease; and how you'll accommodate projected growth. "A lot of businesses don't do proper planning before buying real estate," Noël-Corriveau says. "For example, businesses often buy a space to meet only their current needs and forget about future expansion."

When budgeting, it's important to consider not just the purchase price (or, if leasing, the base rent), but also extra costs associated with the property. Businesses often overlook or underestimate extras such as due diligence costs, renovations, production downtime during the transition, legal fees, recurring operational expenses for the property and, in the case of a lease, incidentals and leasehold improvements. Be sure

you prepare an effective budget for your commercial real estate purchase or lease.

### Have a property in mind

Bankers decide how much to lend based not only on your finances, but also on the type of building, and its condition, age and resale potential. Without a specific property, it's hard for a bank to be precise on how much financing it can offer.

You can also leave a poor impression if it looks like you're not a serious buyer and are wasting the banker's time.

If you don't already have a property in mind, a bank may agree to a preliminary meeting to give you a ballpark idea of how much financing it could provide. However, such a meeting is generally advisable only if you already have a good relationship with the banker.

### Prepare your documents

Once you have a property in mind, prepare the documents you'll need to show the bank.

These include up-to-date financial statements, a solid business plan and details on the property you're interested in. Banks also like to see evidence of an experienced management team.

"It's like getting ready for a job interview," Vincent says. "You should plan to make a good first impression, be on time for the meeting and be well prepared."

### Meet the bank before bidding

It's best to meet your banker before bidding on the property you have in mind, especially if it's your first foray into commercial real estate.

The bank will also advise you on its conditions for granting financing. Those may include obtaining environmental and building condition assessments, an appraisal, and a title search. It helps to use

approved experts for this kind of due diligence, and each bank has its own list of such experts. If you use someone else, the bank may require a second opinion and the transaction could be delayed.

### Give yourself time

Your purchase offer should also give the bank enough time to review the transaction. It's common for offers to provide only 30 days, while banks often need six weeks—and possibly more, if due diligence issues arise.

"Businesses usually don't give enough time for the bank's due diligence," says Vincent. "Then, the buyer and vendor can end up arguing about extensions to the offer, and the transaction can even be cancelled."

For more advice and free business tools, visit [www.bdc.ca](http://www.bdc.ca)

## Investigate loan terms, not just rates

When speaking with banks, look not only at their rates, but also their terms. These can sometimes be just as important to your bottom line.

- A key variable is the loan-to-value ratio—the portion of the property's value that the bank will finance. Banks generally offer to finance 75% to 100% of the value of commercial real estate, depending on the building's condition, resale potential and other factors. Any shortfall must usually come from the company's working capital or the entrepreneur's personal funds. A higher ratio means more money remains in your company in the near term to invest in growth or to cover cash flow shortages.
- A second variable is the amortization period. For a commercial real estate term loan, this usually ranges from 15 to 25 years. You may want a longer period in order to keep more money in your hands now.
- Third, consider the bank's flexibility in offering loan repayment holidays. For example, you may be able to seek a holiday on capital repayments for one or two years post-transaction in order to absorb the cost and disruption of the move. Or, if you experience a cash crunch later, flexible terms could allow you to postpone repayments until you're back on your feet.
- The bank may also be able to roll some or all of the cost of renovations into the term loan, particularly if they add value to the property. Be sure to thoroughly explore your bank's various financing options—you may be pleasantly surprised at the opportunities they open up for your business.



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## Trudeau is blocking Western Canada from saving the planet

Western Canada's energy industry has solved carbon dioxide. That's what you need to know as Prime Minister Justin Trudeau drives the final stake into the heart of our proud and innovative oil and gas sector with his obnoxious bills C-48 and C-69.

Western Canada's energy industry is on the cusp of saving the planet. The reason I believe this is I sat through three days and nearly 50 presentations from CEOs, scientists, financiers and other energy experts at the Global Petroleum Show in Calgary last week.

I was asked to moderate the conference's strategic policy sessions. It was like being in a parallel universe.

Here's what you need to know. In 2016, a group of industry leaders created the Natural Gas Innovation Fund and began funding projects to reduce greenhouse gas emissions. The projects they have seeded are too numerous to mention, but panellist and long-time energy industry CEO Sue Riddell Rose said we are pretty close to being able to achieve zero-emissions natural gas.

You have to pause for a minute to appreciate the breathtaking implications of what that would mean.

Zero-emissions natural gas would have a smaller environmental footprint than every other energy source, including wind or solar or hydro.

Consider this: The amount of land needed for a drilling pad is a fraction of what is needed for wind, solar or hydro installations, particularly with horizontal multistage fracking able to reach multiple sites and depths from a single pad. Unlike wind turbines, natural gas wells don't kill migratory birds and bats. Unlike solar, natural gas does not require massive mining operations of rare earth metals in regimes that employ child labour. Unlike hydro, it doesn't destroy fish habitat or permanently flood vast areas.

After a well is depleted, we have proven methods to reclaim the land and restore it to its natural condition. We still have no effective solution to recycle batteries, wind turbines and solar panels. Natural gas is also reliable and available whenever it is needed, not just when the wind blows or the sun shines.

There's more. In the process of figuring out how to capture carbon dioxide, researchers have discovered it is also extremely valuable.

Early efforts either captured carbon dioxide and stored it underground or used it for enhanced oil recovery. It turns out there are better uses for it. Researchers at the University of Calgary's Schulich School of Engineering developed a technique to turn natural gas and carbon dioxide into solid carbon nanofibers that can be used in innumerable applications including construction materials, car parts, airplanes, batteries—virtually anything that uses steel could be replaced with carbon nanofibers which are up to 20 times stronger.

Another researcher, Dr Antonio Anselmo, CEO of ChemBioPower has developed a process to use methane and carbon dioxide to produce dimethyl ether as a replacement for diesel, with up to 47-per-cent savings in carbon dioxide emissions. Carbon XPrize finalists have proposals for other uses of carbon dioxide, including concrete and alternative fuels.

If Alberta's oilsands producers used zero-emissions natural gas they would have a lower greenhouse gas profile than their competitors.

Apply this notion to any energy-intensive industry: if aluminum, concrete or steel producers used zero-emissions energy, all of them would have bragging rights as low emitters over their competitors, such as China, which continues to be over-reliant on coal. (Editor's note: Canada's aluminum production is already produced with zero emission hydro power. Aluminum production requires vast amounts of power. The Kemano Generating Station near Kitimat, B.C., was built to provide hydroelectricity for Alcan's Kitimat Aluminum smelter. Canada's other nine Aluminum smelters are in Quebec because of the cheap and plentiful hydroelectricity in that province.)

We could help with that too. Canada could become a leading liquid natural gas exporter displacing the use of coal internationally and further reduce global greenhouse gas emissions. As the world population grows to nine billion people by 2050, zero-emissions natural gas offers the best hope that everyone on the planet could achieve



Danielle Smith

the same standard of living we already enjoy, without increasing emissions.

That is the best possible future.

But just when our energy industry has figured out the

solution to the greatest problem of our time, Trudeau's tanker ban and no-more-pipelines bill will be the death blow. Capital has already fled. These bills will put our industry in the financial deep freeze.

Trudeau could have a triple win—restore national unity, re-energize the Canadian economy and watch our industry lead the world in developing zero-carbon energy.

Instead it will be a triple loss. Canada will be fractured, the energy industry will be decimated, and the planet will be no further toward weaning itself off high-carbon fuels.

*Danielle Smith is former leader of the Wildrose Party.*

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# Russell Binscarth—your place to prosper and grow!

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**Top photo:** Russell's unique main street.

**Bottom photo:** The Binscarth elevators.



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## Plain &amp; Valley

## DEVELOPMENT ISSUE

# Geothermal plants coming to SE Sask.

BY DONNA BEUTLER

Saskatchewan born and raised Kirsten Marcia never imagined as a youngster that she would one day be a geologist or that one day she would be the founder, president and CEO of a heat mining company that would be pursuing alternative power sources in her home province.

Marcia was the guest speaker at the Sunrise Community Futures annual meeting at the Happy Nun Café in Forget on June 13 where she spoke to a room full of people about her company, Deep Energy Earth Production Corporation (DEEP), and its pilot project, pulling hot salty water from deep within the earth and turning it into energy.

"Saskatchewan is blessed with resources," she told the audience. "We have first class gas, potash, uranium and oil," she said, adding that not only is the province resource-rich, it has great people.

The project Marcia is presently working on is one that she hopes will be the first project to break barriers to discovering new sources of energy, saying that if it wasn't for the oil and gas industry in the province, no one would know about the possibility of geothermal energy being utilized.

DEEP's project is underway in the Torquay area above a massive geothermal aquifer known as the Williston Basin. The temperatures at this location, three kilometres below surface, are around 130 degrees Celsius. By comparison, geothermal temperatures below the surface in the Regina area are about 70 degrees Celsius.

The project has been aided by both provincial and federal funding, as well as private dollars. In January of this year when Prime Minister Justin Trudeau was in Regina, he announced \$25.6 million in funding for DEEP's project.



Kirsten Marcia spoke about the geothermal plants she is developing at Torquay in Southeast Saskatchewan at the Sunrise Community Futures annual meeting June 13.



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One of the first things DEEP had to do was to 'stake a claim' in order to procure a lease of space for the pore space in the rock. Though this is really new to Saskatchewan, the provincial government was able to use a lease of space idea very similar to what they use for potash mining.

"The vision," Marcia said, "is to build a field of facilities," adding that the cost is about \$3 million for one facility; the cost for five facilities would be about \$5 million. "Saskatchewan needs power," Marcia continued, stating that SaskPower's goal is to reduce emissions from 2005 by 40 per cent by the year 2030.

When Marcia first went to SaskPower in 2010 with an idea that geothermal in this province could produce energy, they were, in her words, "reluctantly interested." More recently, they have funded 50 per cent of a \$2 million feasibility study and have become "enthusiastically interested."

As well, SaskPower has signed a letter of intent with DEEP and the company will provide 25 megawatts of power to SaskPower. It's an exciting moment in the field of geothermal energy, one that has been around for many years. One of the world's leading geothermal energy producers is the United States while Canada presently has no geothermal energy production at all.

"The first test well was completed and the first production well was drilled just before Christmas of 2018—the deepest well ever drilled in Saskatchewan," Marcia said. "This is a major, positive step forward in this first-of-its kind Canadian geothermal power project," she said of the 3,530-metre vertical well that was drilled into the 130 degree Celsius aquifer.

According to Marcia, 212.6 metres of core was recovered during the drilling process. This, she said, was recovered slowly up to the surface in order to reduce the risk of false fracturing.

In July of this year, the fluids pulled from the ground and stored in a tank farm will be injected back into the earth in what is called the project's injectivity test. The

process of bringing up the salty brine to the earth's surface includes putting that fluid through a heat exchanger and then sending the cooled water back deep into the earth.

DEEP's long term strategy is to build hundreds of geothermal power facilities. Every megawatt of energy can power 1,000 homes. Five megawatts could heat a 45-acre greenhouse.

During a question and answer period, Marcia explained that they don't anticipate the completed facilities to employ many people, as it would only take approximately three employees to cover five facilities.

"The \$25,600,000 that was provided through Natural Resources Canada is part of the Canada's emerging renewable power program," Marcia said, noting that in the history of Natural Resources in Canada, the announcement of this funding was the first time such an announcement was made by a Prime Minister.

"The federal/provincial funding brings down the capital cost," Marcia said of the project, "and we are secure, we believe, with SaskPower."

Marcia added that the surface footprint is not that big and that geothermal facilities will boast no sound, no brine at the surface, and no disturbance of bird migration. Huge electric submersible pumps are used in the process of garnering energy from hot water. She noted that presently extraction technology (for removing minerals from the brine) is not there yet.

Marcia thinks back to a few years ago when she was commiserating with another geologist who suggested heat mining because of "the vast, huge, hot aquifer right along the Canada-U.S. border." From these beginning thoughts and conversations, DEEP was started in 2010.

"I am proud to share with you some of our successes as we launch into Canada's first geothermal power facility," Marcia said of this exciting moment in history, one that could see heat mining as an added source of power to the grid—a zero carbon emissions one at that.



## Plain & Valley DEVELOPMENT ISSUE

# The state of Canada's economy can be remedied

Canadians' standard of living isn't growing as quickly as per capita gross domestic product (GDP). The reason: our dollar has been declining against the currency of our biggest trading partner, the United States.

While some of that is because the U.S. dollar has risen against most currencies around the world, a lot of it is because of things we've done to ourselves. According to The Economist, Canada's GDP per capita is about US\$47,640, 74.5 per cent of that of our American cousins (US\$64,070).

The last time the loonie traded at par with the U.S. dollar was Feb. 8, 2013. It's tempting to blame the subsequent decline on the price of oil, Canada's major export commodity.

However, while the price of oil, as noted by the U.S. benchmark West Texas Intermediate, hit \$108.64 per barrel on Sept. 3, 2013, it was only about \$97 in February and the big drop in the price didn't start until later in June 2014. Since then, it's been a rocky slide for the loonie.

If oil isn't the only reason for the loonie's swoon, then some other factors must be at play.

Currency rates are set by supply and demand.

There are a number of constituents of demand:

- Exports of our products and services, including tourism and other foreign visitors;
- Short-term interest in our securities, including money market and other interest-rate sensitive securities; and
- Longer-term interest in investing in our stocks, bonds, real estate, mortgages, loans, businesses and other assets.

Our current account, including net exports and investment income, has been negative since 2014. The capital account (longer-term flows) and the exchange rate have to balance this.

We can increase demand for exports by developing new and attractive products and services, lowering prices of existing ones, or producing more and selling more into more markets.

Unfortunately, Canada has not been good at this. There are few entirely new products produced.



Ian Madsen

Meanwhile, oil sands bitumen and natural gas have been crowded out by shale production in the U.S. When the loonie was last at par, we were selling all the oil and bitumen we could produce to the U.S., and at much higher prices.

Those higher prices may never come back but the volumes sold could increase, if we had pipeline capacity to the south, east and west.

The loonie is also weak because there's little interest in investing in this country.

The biggest companies are in energy, mining and banking. With better alternatives in other countries, those Canadian sectors aren't attractive.

Canadian mining companies have to compete for money with others around the world, where getting projects approved, permitted and developed to the commercial stage is faster and cheaper, if not always as safe.

Canadian investors are voting with their dollars. According to Global Affairs Canada, from 2013 to 2017, foreign investment in Canada grew by about \$135 billion, an average of about \$27 billion per year, whereas investment abroad by Canada-based investors grew by a whopping \$343 billion, or about \$69 billion per year.

For 2018, the trend continued, as foreign investment flowed in at \$51.3 billion and Canadian investment moved outward at \$65.4 billion.

If capital accounts are negative and short-term accounts are negative, with lower interest rates here than in the United States, and a negligible or often negative trade balance, there will continue to be downward pressure on the loonie.

Investors have to believe that rates of return, if not robust now, will become so in the near future and have a high probability of being sustainably high.

While Canada's population growth is good, at over one per cent per year, its productivity growth is meagre, at less than one per cent per person per annum.

From this, increased profits and improved wages and living standards are nearly impossible.

In the mix add regulations that increase costs and lengthen times to start or expand businesses and projects; increasing opposition from environmental and Indigenous groups and landowners to resource, industrial or real estate projects; and high corporate taxes in comparison to the U.S.

Ultimately, then, it doesn't look like a Canada-U.S. currency parity is imminent.

But the federal government could improve Canada's tax competitiveness with comparatively little harm to the federal deficit.

It needs to tax corporate income after capital expenditures, as the U.S. does, to boost capital spending and productivity.

It could also cut corporate tax rates by 0.5 per cent a year for the next 10 years – the gradual approach Quebec has taken.

The business-friendly governments now in power in most of Canada's provinces could chime in, making the total average rate in the nation even lower.

Lower tax rates, with more capital investment, are crucial to increasing productivity, wages and living standards.

Reducing or eliminating the cost-boosting carbon tax would help even more.

And businesses and consumers should be encouraged to increase energy efficiency and substitute clean, cheap, lower-CO2-emitting natural gas.

Nobody has to invest in Canada, including Canadians. We need to make it more alluring now and in the future.

Ian Madsen is a senior policy analyst with the Frontier Centre for Public Policy.




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Come for a visit or come to stay - We welcome you to our community!



# Plain & Valley DEVELOPMENT ISSUE



## Welcome to Whitewood!



A warm welcome awaits all who stop to experience what the community of Whitewood has to offer. Located at the crossroads of #1 and #9 highways in southeastern Saskatchewan, Whitewood is home to about 1,000 residents. Whitewood is close to Round Lake in the Qu'Appelle Valley (to the north) and Kenossee Lake and Moose Mountain Provincial Park (to the south).

Whitewood proudly boasts reverse osmosis water, a modern campground, a swimming pool and a brand new splash park, arena complex, and a second-to-none nine-hole grass green golf course.

To accommodate our growing community, a new residential sub-division has several lots now for sale. Commercial space is also available and information on both residential and commercial space can be obtained from Whitewood's town office.

Whitewood is home to a number of eating establishments, a grocery store, two banks with ATMs, a pharmacy, and more! For those who are interested in relocating to our community, our real estate agents will be happy to help you. Whitewood is also home to a brand new 18-suite condo complex (55-plus), now open and ready for tenants!

### Town Square

Whitewood officially cut the ribbon at the new Town Square park in 2016. This park is located directly south of the Town Office located on Whitewood's main street. What was once an empty lot is now a beautiful green space complete with flowers, trees, shrubs and a huge rectangular gazebo—the perfect spot for a family picnic or gathering.

### Larson Park

Golf Course, Swimming Pool, Splash Park, Campground, Kids' Playground, Ball Diamonds

Larson Park is home to the swimming pool (seasonal), a brand new water park (2015), newly renovated ball diamonds, modern campground, kiddies' play-

ground, and picnic area. The golf club boasts a challenging (and immensely enjoyable) nine-hole layout well known locally for its high quality greens. Flat and easy to walk, the course has fairways of average width that are bordered by thick growths of trees and affects a player's strategy on the most difficult hole—the par four 9th.

### Community Centre

Whitewood's curling/skating arena is one of the finest arenas in Southeast Saskatchewan and is home to minor hockey, figure skating, adult rec hockey, men's hockey, and AA midget hockey. It is equipped to offer specialty programming on a year-round basis. The curling club offers weekly leagues and many bonspiels throughout the year including the annual 64-team Farmers and Friends Bonspiel. In the off season, the arena complex accommodates rentals for weddings, reunions, banquets and much more.

### Millennium Mural

No stop in Whitewood would be complete without seeing our murals, including the Millennium Mural painted on the side of Whitewood Outdoor & Pet Supply store in downtown Whitewood. The mural was created from an original photograph of Whitewood, North West Territories and was painted by local artists.

### Heritage Centre, Archive Building & Historical Library

Whitewood is home to the award-winning Merchant's Bank Heritage Centre in historical downtown Whitewood. The reclaimed building houses an interpretive display featuring the story of the French Counts of St. Hubert. The centre is open by appointment only. Contact the Town Office at (306) 735-2210.

The Archive Building and Historical Library is located at 503 3rd Ave. and is housed in an old restored Methodist church. It is open by appointment only. Contact the Town Office at (306) 735-2210.

### Heritage Walking Tour

What better way to explore Whitewood than at your own pace, assisted by the award winning Heritage Walking Tour Guide, where you'll see Whitewood's historical buildings. Stop by the Town Office or Whitewood Museum for a copy of the guide.

### Flag Garden

Located at the north end of Lalonde St., the flag garden is comprised of 14 flags standing amidst a beautiful flower garden. The flags represent the ethnic diversity of this area. It's a great place to take a few snapshots, as well as have a picnic.

### Museum/Tourist Booth

Whitewood's Historical Museum also houses the Tourist Information Booth and is located at 603 North Railway.

Open from mid-May to early September, it features a rural school and an agriculture building. Visitors will find historical information about the early settlers and artifacts from the people of Whitewood area.

### Old George's

Whitewood is home to Old George's Museum and Hidden Village with its 1900 period home filled with antiques. Old Geo's is located along the Trans Canada Highway at Whitewood.

### Whitewood Chacachas Rodeo

Every summer, local area residents and visitors alike anticipate all the rodeo action that Whitewood's rodeo is famous for.

### Community Event

Whitewood hosts a number of events annually including a dinner theatre production, spring trade fair, Falcons' Ball Tournament, town-wide garage sale (first Saturday of June), museum open house, Daily Vacation Bible School, rodeo, fall craft sale, Santa Claus day, Wine & Art Show, Carol Festival and live Christmas Nativity.

### Farmers and Friends Bonspiel

Whitewood is the proud host of the annual 64-team Farmers and Friends Bonspiel and was the proud host in 2019 of the SaskTel Tankard Men's Curling event.

Visit our website at  
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## Plain & Valley DEVELOPMENT ISSUE

# Why do business in the RM of Pipestone?

The RM of Pipestone is accelerating recreation development in order to keep you and your employees motivated to live and work here!

The RM of Pipestone welcomes new development and expansion of existing business. Over the past couple years the RM of Pipestone has been able to service and sell property to a variety of new and expanding businesses. "These developments have increased employment opportunities in the region, aiding to the sustainability and growth of the community," stated Manager of Economic Development, Tanis Chalmers.

Commercial developments have been seen across the municipality, showcasing the region as a place to do business. "While Reston acts as a hub for business in the region, there is opportunity throughout," said Chalmers.

Irwin Automotive and Van L Equipment have both recently expanded. "The municipality supported our needs for expansion; we do business in a region that encourages business development," replied owner of Irwin Automotive, Dick Irwin.

But what helps keep the employees motivated to stay? The RM boasts four seasons of high-class recreation! This includes a NEW and modern summer recreation facility. Up until this year the region's residents would need to travel over 30 minutes in any direction for a swimming facility. In 2019 the RM of Pipestone opened a brand-new FREE recreation facility including



a man-made lake and a splash park! There is also a full-service campground and golf course on the premises that is attributed with low cost recreation.

"The region is buzzing with activity, and we encourage and support businesses to stay and grow," said Chalmers. The RM provides opportunities for business on many levels, including community and land development, as well as financial incentives.

The RM of Pipestone currently has limited commercial property remaining and is working on a multi-year development plan for a quarter-section adjacent to Reston. This parcel of land will not only encompass further commercial development but also the opportunity for alternative housing such as modular and mobile homes, industrial property and residential property. Currently five commercial lots are available in the village of Pipestone. Long-term plans also include residential development in Pipestone in the very near future.

For more information about the RM of Pipestone and their programs please contact Tanis Chalmers, Manager of Economic Development 204-877-3327 or [www.rmofpipestone.com](http://www.rmofpipestone.com).

**Left:** The RM of Pipestone's new recreation area, which includes a man-made lake, splash park, campground and golf course.

**Above left:** Downtown Reston.

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# Virден: Development opportunities await!

The Town of Virден is located at the junction of the Trans-Canada Highway and Highway 83, placing it at the halfway point between the major cities of Winnipeg and Regina. With direct access to national road and rail transportation as well as national and regional energy corridors, the Town of Virден offers enhanced investment opportunities.

The community has more than 200 local businesses, with prominent industries being agriculture and oil extraction and related services.

Virден is a regional hub in Southwest Manitoba, serving a population of over 13,000. The Town of Virден works with its neighboring municipalities to attract investment and tourism to the region and encourage business growth. The creation of a three-party municipal partnership called Dennis County Development Partnership, aims to attract investment to the area and demonstrates the progressive attitude of the area.

Virден boasts a number of tourist attractions including the historical Aud Theatre which was erected in 1911-12 and is one of the last opera houses of its type to be built in Manitoba. With its outstanding acoustics and classical style, it has been recognized as one of the best concert halls of its size in Western Canada. The Pioneer Home Museum, located in a unique brick home built in 1888, takes visitors back in time with its large collection of artifacts and memorabilia that preserve and tell the story of local culture and history. The CP Station was declared a historic site in 1994 and is one of Virден's most recognized landmarks. Now in use by Arts Mosaic, the one-of-a-kind station serves as a showroom for local artist and crafters.

There is a thriving sports and recreation community in Virден. The hockey arena, outdoor swimming pool with waterslide, curling rink, golf course, ball diamonds

and beautiful green spaces and parks are kept busy by various organizations and community members. Virден is home to the Manitoba Junior A Hockey team the Virден Oil Capitals as well as popular events like the Virден Indoor Rodeo and Wild West Daze, an annual rodeo that has long been a source of entertainment and excitement for Virден and area. Victoria Park boasts beautiful landscaping and an outdoor band shell available for many types of entertainment throughout the summer, including the Music in the Park Concert Series and an annual Canada Day celebration.

Virден has a strong service and education community. Virден's many churches and service groups work hard to make this community a great place to live. Virден has four schools and many organizations who strive to bring education and literacy opportunities to the community. All essential services are within the town's boundaries including RCMP, Fire Department, EMS and full-service hospital, including a 24-hour ER and a doctor's clinic that is currently at full complement.

## Economic Development Department: Current Projects

### DENNIS COUNTY DEVELOPMENT PARTNERSHIP

The Dennis County Development Partnership is a regional initiative between the RM of Pipestone, the RM of Wallace-Woodworth and the Town of Virден to attract investment to the area. Through strategic planning the group identified goals and guiding principles that have been used to create a regional investment strategy. Ongoing work with this group saw them take their marketing of the Partnership on the



Make sure to pick up your copy of our Virден & Area Visitor Guide!

road to tradeshows in both Winnipeg and Calgary. The Partnership continues to sit at the Western Opportunities Leadership Group and work regionally to promote the attraction of a Soybean Processing Plant to Southwest Manitoba. They continue to focus on projects that will help strengthen the existing business community and attract investment.

### REGIONAL TOURISM STRATEGY

On October 24, the Downtown revitalization committee hosted consultants from National Trust for a Main Street Boost strategic planning session. The findings were

presented in a final report to the public in an open house format in April 2018. From this initiative a Boost Steering Committee has been formed to explore ways to achieve the recommended action items.

One of the main priorities of the Virден Boost Committee in the last year was to formulate a strategy for tourism in the area. The group organized two facilitated tourism sessions, one of which was partnered with Travel Manitoba. This work led to a collaborated effort with the RM of Wallace-Woodworth to produce a newly designed Virден & Area Travel Guide. A proposed Tourism Board is being discussed to continue further efforts with tourism in the area.

### DEVELOPMENT LAND

The Town owns and has available industrial subdivision lots (Airport Industrial Park). Within the urban growth boundary and town limits, there is privately held undeveloped land. There are also a number of developer owned subdivisions which are being proposed at this stage.

### INDUSTRIAL & COMMERCIAL DEVELOPMENT

The Airport Industrial Park is a 77-acre site located at the municipal airport approximately 1 km north of the Trans-Canada Highway. The site is serviced by paved RTAC highway and currently has two large and two smaller lots available for development. The Town of Virден is currently in the process of further subdivisions around the community to allow for further growth of Commercial Development.

Further information is available by contacting the Economic Development Manager at 204-748-2440. Enquiries can also be made in person, at the Town Office, 236 Wellington Street West.



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Liza Park – Economic Development Manager

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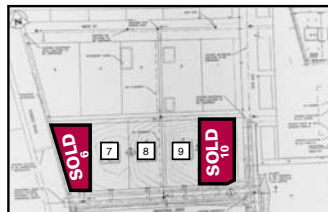


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- Public health office
- Licensed daycare & creative playschool
- Swimming pool, skating & curling arena, tennis courts, soccer pitch and ball diamonds, public parks and playgrounds
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# Esterhazy: Family, Community and Opportunity

The Town of Esterhazy is a vibrant community with a growing business, commercial, industrial, entrepreneurs and agricultural business to meet the needs of all the residents. Signs of increased activity in these areas are visible throughout the area.

Esterhazy is a prospering industrial and agricultural community of over 2,500 people and a trading area of over 10,000 people. As a major service centre, Esterhazy offers more than 80 categories of local and national franchise businesses.

Esterhazy is a great place for people and families of all ages to live and retire within. Due to the growing number of young families coming into the community there has been the development of many businesses to meet the needs for families. Day-



Left: The Esterhazy Flour Mill.

Above: The Esterhazy Historical Park.

Below left: P.J. Gillen Elementary School

care, clothing, gift shops, two pharmacies, and two grocery stores just to name a few. Esterhazy also has

fantastic educational facilities with PJ Gillen Elementary School, Esterhazy High School and Parkland College. Esterhazy also has a strong medical community with St. Anthony's Hospital and a Doctors Medical Clinic. Esterhazy also offers many recreational activities for the young and old to join and keep busy all year round. If swinging a golf club or skating at the arena is activity you are looking for, Esterhazy has it with many other activities for all seasons.

The Town of Esterhazy

has created two new residential subdivisions offering a variety of lot sizes and building options. The Sylville Subdivision developed by the town offers affordable, attractive lots for single family residences, serviced with water and sewer, and with street lights and paved streets. Spacious lots in the Margaret Court Subdivision are available for owners of modular and mobile homes. Both subdivisions are priced to meet the needs of all home buyers.

Looking to expand, relocate or open a new busi-

ness in a steady, prosperous market? Esterhazy has some great highway commercial lots available. Lots located on Broadview Road have been developed by the town and are close to hotels, restaurants, gas stations and have easy access off of Highway #22.

Also the Town of Esterhazy has growth in mind for the future and are currently working on the development of more commercial and industrial land.

Esterhazy takes pride in its community and working together with every community in the region.

Esterhazy is known as the Potash Capital due to the abundant and high quality of the potash in the area. This creates a strong stable economy with increased activity, allowing Esterhazy to grow and businesses to stay strong.

**If you would like more information please contact:**

Tammy MacDonald  
Planning/ Economic Development Director  
306-745-5405  
Esterhazy.ed@sasktel.net  
Or visit  
www.townofesterhazy.ca



## Esterhazy Family Community Opportunity

- Desirable residential lots
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- Paved streets with curb and gutter
- Multiple, spacious C2 lots, high visibility
- Easy access from Highway 22
- Close to hotels and restaurants

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For information on zoning and permits please contact the Town Office

[www.townofesterhazy.ca](http://www.townofesterhazy.ca)

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## Esterhazy Proud of our heritage

The residents of Esterhazy and surrounding districts appreciate the contribution that small and medium businesses bring to our life.

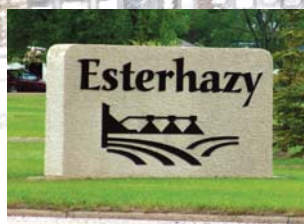
In addition to providing valued services and products, our business owners have a solid legacy of supporting community and charitable initiatives.

## Esterhazy Proud of our sustaining industries

Esterhazy is a prospering industrial and agricultural community of nearly 3,000 people located just west of the SK-MB border.

Known as the Potash Capital, our economy is strong and stable.

As a major service centre, Esterhazy offers more than 80 categories of local and national franchise businesses that serve a trading area of 10,000 people.



# Plain & Valley DEVELOPMENT ISSUE

## The aim of development is to make communities better

When we put together our first Development Issue for Plain and Valley a few years back, we had no idea how big it would become. We were simply trying to get together information on development opportunities in the area and share them with our readers, and with groups and organizations outside our region who have an interest in development in the area.

Putting together this Development Issue reminds me once again how much potential there is in Southeast Saskatchewan and Southwest Manitoba.

### Development and resource industries

This section of the Plain and Valley combines our Development Issue and our Mining, Energy, and Manufacturing Section, and that's a good thing, because the two go hand-in-hand in Southeast Saskatchewan and Southwest Manitoba.

The mining sector is the rock solid base on which the economies of Moosomin, Esterhazy, Churchbridge Rocanville and surrounding communities are built.

A lot of people might not realize how much business there is in this area because of the potash mines. There are 1,750 employed between Nutrien Rocanville and Mosaic Esterhazy—the two largest potash mines in the world.

Many businesses in Esterhazy, Rocanville, and Moosomin depend on the mines, and many people may not realize some of the businesses that supply the mines.

On page 49 and 54 of this section you will read about Universe Satellite in Rocanville modifying Roxors to go underground, and Pattison Ag in Moosomin modifying John Deere Gators to go underground. Many people may not realize that those vehicles are being customized locally for the mining industry.

The energy industry is an important part of the economy in many communities in the region—Virden, Carlyle, Redvers and many more. The energy industry is also an important driver of the economy in Southeast Saskatchewan.

### Development makes communities better

Economic development isn't an end in itself.

Communities do not work hard to bring new businesses to their communities just for the sake of bringing new businesses.

They do not work hard to bring new businesses to their communities just for the sake of growth.



Kevin Weedmark

They do not work hard to bring new businesses to their communities for the sake of bringing in more taxes, although that's a good side effect since additional tax revenue gives communities more options and more flexibility to meet increasing demands for services.

No, they work hard to bring new businesses to their communities to make their communities better.

Every additional service, every additional retail store, every additional restaurant or coffee shop makes life better in small communities.

It makes life better by giving people more choice, by giving people options, by adding new possibilities for things people can do locally, and by reducing the need to travel for some services or items.

### Sometimes it's the small things . . .

While economic development is usually about attracting large industries and large employers, where I live in Moosomin, it has become clear that it's sometimes the independent businesses, the mom and pop shops, that make a big difference in quality of life in a community.

On the front of this section, we have photos of four large new business buildings that opened in Moosomin in the last year. There's a new IJack assembly building, a new SaskPower maintenance building, a new Dodge dealership and a new Mazergroup building.

Those are all large businesses and will contribute a lot to the local economy, but won't make a big difference in the average person's day-to-day life.

Smaller family businesses like the Crate House, featured on the third page of this section, may not have as large an impact on the local economy, but have a bigger impact on people's day-to-day lives.

When the Crate House opened in Moosomin in May, when Timeout Eatery opened in Esterhazy just this month, when Ice Cream Island opened its great new location in Virden a couple of years back, all those businesses gave

people in their communities one more option. One more thing to do. One more option for spending a bit of leisure time. Of course all those are ice cream places, which tells you I'm writing this column with an empty stomach.

Every new business big or small adds to a community, some in terms of providing lots of jobs for your friends and neighbors, some in terms of giving you another great place to shop, some in terms of giving you another option to spend your free time, by going for an ice cream . . . Okay hold that thought—I'm going for an ice cream right now!

### Choice is important

In a case like the Crate House, it's giving people one more option—Moosomin already had a great ice cream place in our local Dairy Queen, but the new business has provided one more option. Studies show that when people have a choice for a specific item or service in a small town—two or three places to buy hardware, two places to get ice cream, two clothing stores, etc.—they are much more likely to buy locally and be satisfied. When there is only one choice they are much more likely to be dissatisfied and shop out of town, even if the prices and selection are competitive locally. Having that choice is important—if you have a choice of Coke or Pepsi, Windows or Mac, iPhone or Android, you're likely to pick one over the other and be satisfied with it, even if the products are somewhat similar.

### Public facilities are important, too . . .

New businesses can always improve communities, but improving public services are important, too.

On the July 15-16 weekend, there were a couple of golf course grand openings in my community, Moosomin.

On the Friday and Saturday, the Pipestone Hills Golf Course held a grand opening for their new clubhouse. A lot of money, a lot of hard work, and a lot of passion went into developing the new clubhouse, and the passions shows in the final product.

On the Sunday, local Royal LePage representative Kim Setrum opened a mini-golf course at Bradley Park in Moosomin. She put her own time, money and passion into the project.

Like new businesses, the golf clubhouse and the mini-golf course provide additional options, and fulfil the aim of development. By being there as one more thing to do locally, they make their community a bit better.

## Town of Rocanville - Cameron Crescent Residential Development

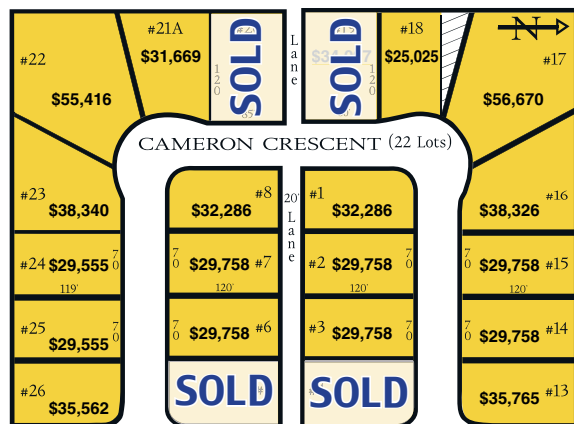
### Residential lots of varying sizes are available in the vibrant community of Rocanville.

Come and enjoy a variety of recreational opportunities including a grass-green golf course, indoor swimming pool, curling rink, skating rink, ski trails, snowmobile trails, shuffleboard, cards, etc.

Rocanville offers well-paying career opportunities, an excellent K-12 school, a pre-school daycare, doctor and dental services, massage therapy, pharmacy services, Dial-A-Van, seniors' lodging and a comprehensive recycling program for you 'green' folks.

**10% discount available on the purchase of the lot if building commences in 2019 and is completed in 2020.**

Check out our website at [www.rocانville.ca](http://www.rocانville.ca) for information on home rentals available. The website is updated daily with new information that becomes available so please visit the website frequently to find out what is happening in Rocanville as well as the many services that are available.



MERCER STREET

### Did you know the Town of Rocanville has a Municipal Tax of \$1700?

Cameron Crescent is Rocanville's newest neighbourhood with 22 properties serviced with water and sewer to the front property line. Natural gas, electricity, telephone, etc. are located in the lanes and concrete curbing was poured in 2014.

### Property Tax Incentive - Residential

The Town of Rocanville will provide a tax incentive program, applicable to the municipal and school property taxes (Section 298 of The Municipalities Act), for new residences based on the following criteria:

- The incentive shall apply to new constructions and ready-to-move residences.
- The incentive may apply to "used" homes moved into the Town of Rocanville, upon Council's approval.
- The incentive does not apply to renovations of existing homes or to additions such as garages, decks or sheds.
- Year 1 - 100% Abatement - year construction begins  
Year 2 - 50% Abatement  
Year 3 - 50% Abatement  
Year 4 - 25% Abatement  
Year 5 - 25% Abatement
- The incentive applies to the annual levy only, not including local improvements, and will not be entered on the tax roll until the portion of taxes not eligible for a concession are paid. If taxes due are not received by December 31 of the current year, the incentive will not be granted for that calendar year.
- The property owner shall be eligible for the tax concession whether or not the property is occupied.
- The tax concession shall not continue beyond the 5th year.
- The tax concession may transfer to a new owner should the property be sold within the period of the agreement.
- The property owner is required to apply for the tax concession, in writing, prior to

Please send inquiries by e-mail to:

[rocانville.town@sasktel.net](mailto:rocانville.town@sasktel.net)

We thank you for your interest and look forward to having you here!