

Tap into a wealth of natural
resources, technology, and talent
An ideal investment destination



Why **Western Nova Scotia?**





Why **Western Nova Scotia?**

Western Nova Scotia - a wealth of natural resources, technology and talent
Your ideal investment destination

Take advantage of our strategic location with low costs and access to key markets

Reasons why you should grow your business in Western Nova Scotia

1. Part of Canada's Ocean Supercluster to promote the knowledge-based ocean economy
2. Outstanding generation capacities across the spectrum of renewable energies:
 - Solar exposure levels over 1,100 kWh per sq. m
 - The Bay of Fundy - highest tidal range in the world (tides up to 27.6 ft)
 - Exceptional biomass opportunities with only 0.78% of Nova Scotia's forests harvested annually
 - 14 wind energy farms
 - A proven distributed energy model at Université Sainte-Anne
3. MSC (Marine Steward Council) certified and environmentally responsible companies
4. Access to major markets: a million in the province and 135 million in North Eastern U.S. within a day's drive. New York and Boston within 1-3 hour flights, Portland, ME, 4 hours by Ferry
5. Ideally located to exploit CETA investing and unlock a host of opportunities
6. Access to some of the best globally recognized natural resources for the development of a bio-economy
7. An ecosystem with specialist research and development capabilities
8. Access to a highly skilled and bilingual work force, regenerated through industry ready programs and science. More than 70% of the region's residents possess a certificate, diploma or degree
9. Ranked 1st in the proportion employed in manufacturing compared to its closest competitors



Fisheries

A globally renowned fisheries region

Western Nova Scotia is home to a highly developed ecosystem of **over 1,100 companies** including MSC certified fisheries, niche producers, producing and, providing premium produce to global markets

A world-class fisheries industry research and development network

Part of Canada's Ocean Supercluster to promote the knowledge-based ocean economy

Ancillary Fisheries Industries

Innovative leading edge companies

- Marine based products and processes e.g. Acadian Seaplants
- Land and ocean based aquaculture operations: Innovative Fishery Products
- A specialized boat building industry that combines tradition with innovation in new materials and processes
- Depth and breadth in the supply chain with fabrication, advanced materials and parts. Manufacturers provide an array of vessel sizes and uses from commercial to recreational

Western Nova Scotia – top ranked Compared to closest competitors

#1 in the proportion employed in manufacturing at 15.06%

#1 in company specialization in boat building, engines/turbines and passenger/cargo water transportation

#1 in boat building attractiveness index

#1 in specialization in clinical trials

#2 in patent specialization in stem cells

Source: fDi Intelligence from the Financial Times

An evolving bio-science led fisheries industries ecosystem with cutting edge R&D

- Prime access to marine bio-processing and bio-product opportunities
- Emerging Aquatic Sea Plant Cluster
- Abundant natural resources with R&D driven companies

Opportunities in the value chain

Western Nova Scotia provides unparalleled greenfield innovation opportunities in fisheries

Creative entrepreneurs in health foods, agri-foods, nutraceuticals, pharma, energy, fishing vessel technologies, alternative fuels, advanced manufacturing technologies, safety upgrades

Low competition environment with few recyclers /processing of waste resources in the region

Artificial ecosystem development inland systems such as closed aquaculture and fish hotels



Forestry

Tap into Nova Scotia's \$2.1 billion Forestry industry

Supporting forestry innovation, resources and an appetite to leverage the full extent of the forestry value chain from roundwood, to lumber, to glulam, cross-laminated timber (CLT), to manufacturing, to biomass from forest residues

Exciting Biomass Opportunity

Western Nova Scotia's forests have an immense potential with significant upside in the value chain. Only 0.78% of Nova Scotia's forests harvested annually, the region offers a virtually untapped resource platform for value added products through renewable energy generation in biomass, potentially spinning off distributed energy systems

Sustainable Forestry Opportunities

Western Nova Scotia has the resources and appetite to leverage the full extent of the forestry value chain from roundwood, to lumber, to glulam, cross-laminated timber (CLT), to manufacturing, to biomass from forest residues

Distributed Energy Potential

Western Nova Scotia provides an exceptional combination of high quality renewable energy sources that are ideal for distributed energy solutions, from biomass potential to 14 wind farms to Solar exposure levels over 1,100 kWh of solar irradiation per sq m



Did You Know?

- Canada has the largest area of certified forest land in the world i.e. 161 million hectares, making it the leader in responsible forestry
- Nova Scotia offers 99.22% of unharvested land to exploit
- 90% of Nova Scotia's 5.5 million hectares is dominated by forests NovaScotia.ca
- Diverse species of softwood and hardwood, e.g. red spruce, balsam fir, white pine, red maple, yellow birch, sugar maple
- Green province with specific targets
 - Renewable Electricity Plan 40% renewable energy by 2020

Source: fDi Intelligence from the Financial Times

Renewable Energy

A full spectrum of renewable energies:

- Solar exposure levels over 1,100 kWh per sq. m
- The Bay of Fundy - highest tidal range in the world (tides up to 27.6 ft)
- Exceptional biomass opportunities with only 0.78% of Nova Scotia's forests harvested annually
- 14 wind energy farms
- A proven distributed energy model at Université Sainte-Anne
- Part of Canada's Ocean Supercluster to promote the knowledge-based ocean economy

Opportunities

Solar: Nova Scotia's sunniest region with photovoltaic potential equivalent to Southern Ontario, solar energy producer of Canada

Marine: opportunities in small tidal projects

Support for sector with Developmental Tidal Feed-in Tariff program

Anaerobic Digestion: Regional industries provide waste raw material from seafood processing and mink farming

Biomass: \$2.1 billion forestry industry

Only 0.78% of Nova Scotia's forests harvested annually and opportunities for value added products through renewable energy generation in biomass and distributed

Distributed Energy: Several institutional and residential clusters ideal for application of district heating models

A proven distributed energy model at Université Sainte-Anne



Talent

- More than 70% of the region's residents possess a certificate, diploma or degree
- Industry-ready graduates. Diploma in Energy Sustainability Engineering Technology at NSCC; Degree in Environmental and Sustainability Studies (BA, BCD) at Acadia University
- Specialist geographical, environmental, energy and biological sciences programs available at regional institutions
- Nova Scotia has over 450 PhDs in ocean-related disciplines
- Bilingual workforce (English/French)
- Extensive labour market programming

Highly Developed Innovation Ecosystem

- Acadia University's Fundy Energy Research Network
- The Fundy Ocean Research Center for Energy
- Laboratory for Innovation in Science and Industry at Université Sainte-Anne provides research facilities
- Acadia Institute for Data Analytics and The Centre of Geographic Sciences (COGS) in Lawrencetown

Competitive Advantage

- Outstanding energy generation potential across the spectrum of renewable energies
- Available and affordable land ranging from approximately \$5,000 to \$7,500 USD per acre
- Part of Canada's Ocean Supercluster to promote the knowledge-based ocean economy
- Green province – renewable electricity plan of 40% renewable energy by 2020
- Ranked # 1 compared to closest competitors in terms of labour availability with 11.1%

Business Advantages

Talent

An experienced and highly skilled labour force with industry ready graduates

- Highly educated labour pool. More than 70% of Western Region Nova Scotia's residents possess a certificate, diploma or degree
- Bilingual workforce (English/French)
- A progressive Provincial Immigration Strategy to double the number of immigrants in Nova Scotia by 2020
- Extensive labour market programming

Education Programming

A strong education system with institutions at the forefront of research and education programming

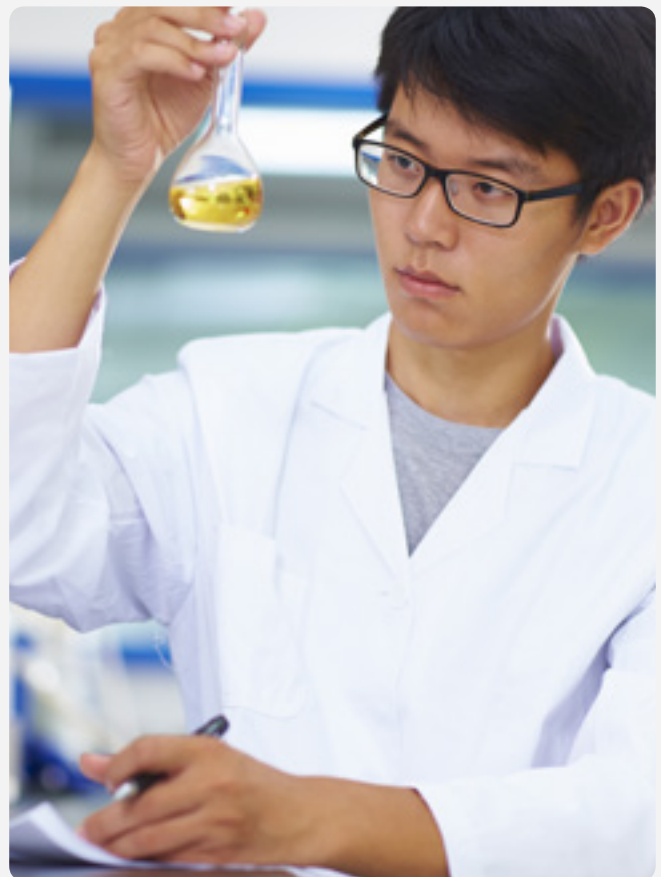
- 83 programs in fisheries and aquaculture, engineering, environmental sciences, biological sciences, and technical trades at all levels are provided by regional universities and community colleges
- 40 educational programs in sustainable and environmental studies at the region's universities and colleges
- The Workplace Innovation and Productivity Skills Incentive supports businesses through employee and management skills development



Innovation

Key support for research and development, and innovation

- Innovacorp offers early stage venture support
- Invest to Innovate program offered by Nova Scotia Business Inc
- The Atlantic Innovation Fund helps companies develop and bring to market new products and services
- Scientific Research and Experimental Development incentives
- Access to the brightest research minds through the IRAP, MITACs and NSERC Engage programs



Competitive Advantages

Compared to closest competitors

- #1 ranked in the proportion employed in manufacturing
- #1 ranked in company specialization in boat building, recreational and cargo water transportation and engines and turbines
- #1 ranked boat building attractiveness index
- #1 ranked in terms of labour availability with a 11.1%
- #2 ranked renewable energy technology centre attractiveness cost index
- #3 ranked solar power generation facility attractiveness
- #1 ranked in growth in state exports of food, beverages and tobacco at 6.77%
- Available and affordable land ranging from approximately \$5,000 to \$7,500 USD

Source: fDi Intelligence from the Financial Times

All in an environment providing safe and healthy communities with a mild climate year-round, outstanding natural beauty at an affordable cost in a pro-immigrant culture



Quality of Life

Compared to closest competitors

- #1 ranked in average commute time of 9.83 minutes
- #2 ranked in cost of living index
- Year-round outdoor activities from surfing, fishing, kayaking, canoeing, cycling, cross country skiing, snowshoeing, bird watching, whale watching to the Dark Sky Preserve

Source: fDi Intelligence from the Financial Times



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