



## EXECUTIVE OVERVIEW

2008 is expected to be another excellent year for business and industry in Trail and area. The economy is solid and experiencing steady growth. Residents are proud of their Communities in Bloom National Award winning city that is attracting many creative, highly skilled people to Trail and area. Total annual income in the Greater Trail trading area is \$393 million with a total population of 18,615.

Success in an increasingly global economy stems from a sophisticated logistics sector, meeting high standards for competition and from strong relationships with customers, suppliers and employees that build local competitive advantage. Three rail trans-load facilities and ample couriers and trucking companies currently service the area, and passengers enjoy 13 flights a week between Trail and Vancouver from the Trail airport.

The emerging high technology metallurgical/recycling cluster is gearing up to address the needs of environmentally friendly alternative energy sources and to divert end-of-life electronics from municipal land fills for metals reclamation. All industries in this high-growth sector are hiring and the prospects grow as new environmental laws are legislated and demands for alternative energy sources increase.

Quality health care and education are key attractants for new residents and developers. The Kootenay Boundary Regional Hospital is the centre of health care for 80,000 West Kootenay residents and directly employs 650 staff and 70 physicians. A \$2 million emergency generator and electrical distribution upgrade is in progress. A helipad for rapid transport of seriously injured persons has been proposed and a \$1.5 million renovation to the pediatrics and maternity floor is in the planning stage. Trail's JL Crowe Secondary School is the site of a new \$32.7 million eco-friendly school expected to be completed by September 2009.

Over 100 new housing units have recently been completed in Trail and another 250 are proposed to begin construction over the next 12 months. Approximately 270 resort homes are under construction or set to begin construction in the next year in nearby Rossland. A \$440 million (est. 2006) powerhouse of up to 435 MW is scheduled to begin construction in the spring of 2009 at the Waneta Dam on the Pend d'Oreille River just south of Trail.

---

*The economic outlook for the City of Trail and surrounding area is strong, vibrant and prosperous.*

## **TRANSPORTATION – KEY TO THE REGION’S PROSPERITY**

---

Transportation pertaining to the movement of people, cargo, commodities, raw materials, finished goods and packages is a tremendously important economic driver that is critical for economic success. As globalization trends continue, varied and affordable options are the key to unleashing this area's many competitive advantages and resulting investment growth.

### **Air Transportation**

**Trail Airport:** In 2007 the Regional District of Kootenay Boundary purchased the 125 acre Trail Airport lands to further develop this important asset. Runway strobes have been installed and sweeper equipment purchased. Runway run-outs of 500' have been added to both ends of the runway to increase summer load capacity, and the new southern approach over US airspace gives pilots 2 approved GPS approaches resulting in far fewer weather related cancellations. The Airport is a Canpass facility for Customs & Immigration purposes.

**Pacific Coastal Airlines:** Pacific Coastal Airlines offers daily flights between Trail and Vancouver Airport's convenient South Terminal. Due to high customer demand, the airline frequently increases the size of the aircraft from a 19 passenger plane to a 30 passenger plane. The airline has now increased its flight frequency to two flights per day, Sunday to Friday, and one flight on Saturday.

**Castlegar Airport:** The Castlegar Airport is 16 miles north of Trail and is serviced by Air Canada Jazz. The airline offers flights to Vancouver and Calgary, and Customs & Immigration services are also provided.

**Spokane International Airport:** The Spokane International Airport is 140 miles south of Trail and is the US gateway for the region. It is the second largest airport in Washington and allows local companies to reach customers throughout the United States. The airport is served by ten passenger carriers including: United, Delta, Southwest, Northwest and Alaska Airlines.

### **COURIERS**

The area is well served by couriers that support growing global trade including: DHL Express, FedEx, UPS, Canpar, ACE, Tiger, Greyhound and Canada Post. The Spokane Airport is a hub for DHL, UPS, FedEx and Menlo Worldwide.

### **RAIL TRANSPORT**

The area is served by Canadian Pacific Rail and its short-line operator, Kootenay Valley Railway, as well as Burlington Northern Santa Fe and its short-line operator, Kettle Falls International Railway. These competing railroads have served the community for over 100 years.

**Trimac Transportation Services Inc.**, a Calgary-based company, established a major ore concentrate handling facility at Columbia Gardens south of Trail in 1990. Today this has grown into a large inter-modal facility handling a variety of bulk, processed and specialty products.

The facility has an annual throughput capacity of 600,000 tonnes of ore concentrates and is linked to the Burlington Northern Santa Fe Railway. Trimac also operates a maintenance facility that services its own vehicles and other commercial trucks.

**Westcan Bulk Transport Ltd.**, an Edmonton-based company, has 6 branches across Western Canada and an established trucking and reload operation at Columbia Gardens. Westcan trans-loads bulk commodities produced at Teck Cominco Metals Ltd. Trail Operations from trucks to rail cars for shipment throughout North America and volumes have steadily increased over the past few years. Routine mechanical work is carried out by nearby Trimac Transportation Services Inc.

**Columbia Gardens Reload Ltd.**, a new trans-load facility in Columbia Gardens, began operations in 2006 to target local lumber and pulp operations. The 9.7 acre facility utilizes the Burlington Northern Santa Fe railway to reach North American markets and sea ports. The service is well utilized and currently loads 15-20 rail cars of lumber and pulp every week. Future expansions are anticipated as more industries begin to use the facilities.

Commodity & Truck Transportation companies service the region well with highly competitive services. The many companies, both Canadian and American, have demonstrated world class reliability in meeting just-in-time standards and ocean vessel cut-off times.

## **Expanding Metallurgical & Recycling Cluster**

The emerging high technology metallurgical/recycling cluster is gearing up to address the needs of environmentally friendly alternative energy sources and to divert end-of-life electronics from municipal land fills for metals reclamation. All industries in this high-growth sector are hiring, and the prospects grow as new environmental laws are legislated and demands for alternative energy sources increase

**Firebird Technologies Inc.** is a global leader in antimonide-based semiconductor production and high purity metals refining. The Trail based company continues to grow by improving product quality and process efficiencies, as well as adopting new products that complement its strengths and capabilities: metals refining, crystal growth, custom fabrication, and wafer polishing. Firebird serves commercial, military, and research markets worldwide, including the United States, Israel, Europe, and Asia.

Firebird's core product is Indium antimonide (InSb) of which there are only 2 other producers of InSb worldwide. Indium antimonide is used for infrared detection in thermal imaging cameras, missile guidance systems, and infrared astronomy.

Firebird is currently developing a 5" wafer to increase potential applications and reduce the end user cost. The market for InSb is growing at 20% per year and the market over the next 5 years looks very strong.

Solar energy is a high growth market that utilizes high purity cadmium and tellurium to produce second generation solar panels. Firebird will begin development of a new cadmium program in the fall and will also look into the potential of becoming a supplier of the extremely rare tellurium metalloid.

Firebird currently has 12 full time and six part time employees. Two employees were recently hired and 2-3 more personnel will be hired for the new cadmium related production. In spite of the dramatic rise in the value of the Canadian dollar, Firebird's 2007 year-end showed a 45% growth. Close relationships and strategic alliances with suppliers and customers allow the company to flourish. Teck Cominco Metals Ltd. Trail Operation not only supplies Firebird with indium and (soon) cadmium, but also passes low-volume, high-value metals requests on to Firebird. Through this synergetic relationship and endless supply of work, Firebird sees great opportunities to partner with other metallurgical companies to expand their pure metals and semiconductor businesses.

**Toxco Waste Management Ltd.** is an innovative environmental technology company which established the world's first lithium recycling operation in a 70,000 square foot plant at Columbia Gardens, located south of Trail. In 2007 Toxco processed 817 tonnes of batteries and 2008 is gearing up to be their highest volume year to date. The company has the capacity to process 2,700+ tonnes of batteries without additional upgrades. A plethora of new contracts, including a new common household alkaline battery recycling contract, will ensure Toxco continues to grow.

The main supply of lithium batteries comes from the oil and gas industry. Toxco receives batteries from 200 sites in 60 oil producing countries and recently signed a contract to process 450+ tonnes of defective telecommunications industry batteries. A new process allows Toxco to annually liquefy 3-5 tonnes of scrap lithium from battery manufactures and form ingots that are then sold back to the manufacturer.

The global demand for lithium ion battery recycling will dramatically increase as hybrid and electric vehicles burst out of the niche market and become mainstream. The new Tesla Motors high performance lithium ion powered electric sports car raises the bar for all electric vehicles. Tesla has contracted Toxco for lithium ion battery recycling; Toxco currently works with Nissan, GM and Toyota.

Toxco recently signed a contract with Teck Cominco Metals Ltd. Trail Operations to process 750 tonnes of common household alkaline batteries over the next year and a minimum 1,500 tonnes the following year. Batteries will be sorted at Toxco and processed in Teck Cominco furnaces. Most alkaline batteries will come from the USA; however, Ontario has mandated alkaline recycling, and BC and other provinces are expected to follow suit.

Toxco currently has 13 employees and recently received approval to add a second shift. An additional 2-3 employees are required immediately and an additional 5-6 will be hired over the next year. Toxco is quickly emerging as a global player which is further diversifying the local economy.

**KC Recycling Ltd** operates the largest lead-acid battery recycling plant in Western Canada and the US Pacific Northwest. Residual plastics from batteries are turned into polypropylene pellets for re-use, and the lead is processed at Teck Cominco Metals Ltd. Trail Operations. The company is currently running at full capacity of 32,000-36,000 tonnes per year on the lead-acid side; however, the recent addition of end-of-life electronics (e-waste) recycling has significant growth potential.

KC Recycling prepares 7,500 tonnes of e-waste annually for metals recovery at Teck Cominco's fuming furnace. This volume is expected to double to 15,000 tonnes in the next 2 years and may grow to 30,000 tonnes in 4 years pending sufficient processing capacity. E-waste is the fastest growing component of solid waste in North American landfills. Environmentally friendly e-waste metals reclamation turns an environmental hazard into feedstock with the potential to extend the lifetime of mined resources.

In the long term, KC Recycling would like to begin separating ferrous and non-ferrous metals in the e-waste stream to add value and increase efficiencies in the metals reclamation process. The company currently employs 32 people and will soon be hiring additional employees for the e-waste side of the business. With the increased focus on environmental stewardship, KC Recycling sees opportunities throughout BC for e-waste collection companies.

**Teck Cominco Metals Limited**

-INFORMATION NOT YET AVAILABLE

**Applied Research & Technology (ART)**, is based in Trail and is part of the Technology Division of Teck Cominco Metals Ltd. The ART group assists the corporation in North America and overseas through the development and implementation of best-in-class technologies. Applied Research & Technology adds significant value to the corporation and recruits world-class metallurgical engineers and scientists to the Trail ART centre.

The ART centre currently has 11 major projects in their 2008 business plan and an annual budget of \$11.9 million. The process mineralogy facility and state-of-art laboratories employ 45 highly skilled technologists and metallurgical engineers, of whom 14 hold PhD's. By the end of the year ART expects to employ a total of 53 professionals. The ART centre helps ensure that Teck Cominco Metals Ltd. will continue to improve process efficiencies and implement new technologies to maintain its competitive position as a world leader in its industry.

**Linde Canada Ltd.**, formerly *BOC Gases Ltd.*, operates a \$70 million air separation plant located at Teck Cominco Metals Ltd. Trail Operations. The company supplies oxygen and nitrogen to Teck Cominco and medical grade oxygen to 13 hospitals in southeast BC. Linde also sells argon to Canadian domestic and United States export markets.

## Specialized Expertise

---

The Trail area is serviced by a full range of specialized engineering, planning and construction management firms, many of whom service the Teck Cominco metallurgical complex and local utility companies.

**DBS Energy Services** is a new Trail based company that provides transmission and distribution design services for utility companies locally and in other regions. The Trail office opened in 2007 and currently employs 7 professionals.

**Amec Americas Ltd.** is a highly respected global company that provides consulting, engineering and project management services to energy, power and process industry sectors. The Trail division currently employs 120 engineers and technologists, although the workforce fluctuates as projects dictate. Amec provides services on a worldwide basis and frequently works with Teck Cominco Metals Ltd. Trail Operations.

**MCW Age Power Consultants** is a Canadian electrical power engineering company with offices in Toronto, Winnipeg, Vancouver, Kelowna, Moncton, Saint John and Trail. The Trail office was established 2005 with 3 employees but has grown to 8 employees. The company frequently works with Fortis BC on substation designs and expects to hire additional mechanical and electrical engineers.

Other specialized firms include: Redwood Engineering Ltd. (civil/structural/mechanical), Hinterland Surveying & Geomatics (surveying/mapping/geomatics), Hil-tech Contracting, G.A. Deering (instrumentation systems), I / O Design Services (mechanical engineering), Kootenay Technical Surveying (surveying), Highland Development Consultants (planning & design), Pennco Engineering (civil), E & I Consulting, Hudu Hydraulics & Engineering Ltd., and Wildcat Precision Measurement Ltd.

## Energy Generation & Distribution

---

Business and industry in Trail enjoy abundant, affordable energy. Trail is located on the banks of the 2000 km long Columbia River, and a few kilometers from the Pend d'Oreille and Kootenay River tributaries. The high volume flows and elevation drop give the river and its tributaries tremendous capacity for hydroelectric power generation. Within a 50 km radius of Trail are 10 power generating dams.

**Waneta Dam Expansion.** Columbia Basin Power Projects is a joint venture between the Columbia Basin Trust (CBT) and the Province's representative, Columbia Power Corporation (CPC). Together, the two companies form a joint venture partnership and undertake the construction of various hydroelectric projects.

The \$440 million (est. 2006) Waneta Expansion is permitted for a second powerhouse of up to 435 megawatts (MW) to be constructed at the Waneta Dam on the Pend d'Oreille River just south of Trail. The new powerhouse will share the hydraulic head with the existing powerhouse but will be physically separated from the existing dam. Power will be delivered to BC Hydro's Selkirk Substation through a new 10 km transmission line. The project has received approval from the Ministry of Environment and construction is slated to begin in the spring of 2009, with power generation coming online in 2012 or 2013.

Should the final design be for the full 435 MW facility, the anticipated 3.5 year project will result in 680 person years of direct employment with local labour comprising 75% of the labour force. Engineering and managerial positions will be 50% local hires, and once operational the facility will likely create two full time and 3 seasonal positions. Direct employment earnings are estimated at \$60 million before tax, with an additional \$5 million after tax for indirect employment. Approximately \$25 million will be spent locally on supplies and services and a maximum of 75 housing units will be required for in-migrant workers.

**FortisBC** is an integrated regulated electric utility based in Kelowna, with 14 field offices located throughout the southern interior of BC. The company's customer contact centre, information technology resources, system operations, and key engineering functions operate out of the Trail office. Current employment in the greater Trail area is approximately 200 people. The company will spend in excess of \$500 million over the next five years for system-wide capital upgrades.

FortisBC owns and operates four regulated hydroelectric generating plants and approximately 6,900 kilometers of transmission and distribution power lines. FortisBC employs over 500 people in BC and is an indirect wholly owned subsidiary of Fortis Inc. - the largest investor-owned distribution utility in Canada.

## Financial Services

---

Trail is a centre of financial services for banking, insurance and related services. Most of Canada's chartered banks are represented here, as well as the head office of Kootenay Savings Credit Union.

**Kootenay Savings Credit Union**, with corporate offices in Trail, is a member-owned full-service financial institution with thirteen branches throughout the Kootenays, over \$700 million in assets, 40,000 members and 250 employees. Kootenay Savings delivers wealth management strategies, including life insurance, through its wholly owned subsidiary, Kootenay Savings MoneyWorks. Auto and general insurance is provided through Kootenay Insurance Services, a partnership of Kootenay Savings, Nelson & District, and East Kootenay Community Savings Credit Unions.

## **Downtown Revitalization**

---

Trail has two main retail shopping areas: the downtown core and Waneta. Commercial realtors are currently seeing high demand for office space in the downtown core and for commercial and retail space in Waneta. Downtown lease rates vary significantly based on the size and quality of the space; however, retail lease rates average \$7/ft<sup>2</sup>, and office space averages \$9/ft<sup>2</sup>.

**Esplanade Development.** The City of Trail is moving forward with plans to develop the Esplanade Centre. The proposed \$15.4 million, 32,725 sq ft centre will provide space for City Hall, the museum and library. A central atrium will link all facilities and provide an indoor meeting and exhibit area. The City is also in discussions with the Trail & District Chamber of Commerce and Teck Cominco Interpretive Centre for potential tenancy. The City anticipates putting the proposed plans to a referendum in the spring of 2009.

**Communities in Bloom** is a national organization that fosters civic pride through annual beautification competitions. Cities are judged and awarded Bloom Ratings for floral displays, landscapes, community involvement and other achievements. Trail's Communities in Bloom committee is run solely by dedicated volunteers who continue to beautify the city year after year. The City of Trail received 4/5 blooms in the provincial competition in 2003, and 5/5 blooms in 2004. In 2006 Trail won the national award in the 5,001 to 10,001 population category. Trail began competing in the international section of the competition in 2007 and will do so again in 2008. The enhancement made through the Communities in Bloom competition has helped encourage tourism through recognition of Trail's natural beauty on an international level.

**Downtown Murals.** The Communities in Bloom Committee has teamed up with the Trail and District Arts Council and VISAC to continue the beautification of the city by commissioning an artist to paint murals throughout the downtown core. Each mural costs between \$15,000 - \$25,000; five murals have been completed with another five planned. The murals have caught the attention of visitors and have contributed greatly to the warm atmosphere of downtown Trail.

## **New & Expanding Retail Companies**

---

Trail serves as the central shopping, health care and financial hub for the four outlying municipalities and two electoral districts. With around \$393 million in annual income, Greater Trail is an attractive region for commercial development companies, real estate firms and national retailers.

**Wal-Mart** is entering its fourth year in Trail and has experienced 20% growth in each successive year of operations. Wal-Mart stores across Canada are being expanded into one-stop shopping Super Centres, and Trail is currently on the radar for a Super Centre. The original plans for the existing 75,000 square foot store were zoned with a future expansion in mind. Although the Trail expansion has not yet been confirmed, it is "very possible" the store could see an expansion of up to 30,000 square feet.

The current operation employs 160 people and has experienced no problems finding loyal, customer service oriented employees and staffing has increased by 15% in the past 4 years. Employee retention has never been a problem as 80% of the current employees were employees on the day the store opened.

**AM Ford** has expanded its operations with the opening of a second location near Waneta Plaza called AM Ford Plus. The new facility has been in operation since late September 2007 and has allowed AM Ford to expand their product lines to include custom wheels and accessories, ICBC Glass Express, and GPS anti-theft, safety and security products. AM Ford hired an additional 8 employees for a total workforce of 40 personnel, with an additional 2-3 hires anticipated.

**AC Global Systems** manufactures safety and security devices for the transportation industry. The device provides vehicle immobilizing technology (VIT) and vehicle slow down/shut down (VST) capabilities in addition to GPS satellite vehicle tracking. The devices can be used on both gasoline and diesel engines and have land and marine applications. The Internet connected device can attach to any PC and can shut down a vehicle to protect the driver, the public, cargo, and the mobile asset.

An initial production run of 150 units has been assembled by a Kelowna based manufacturing firm, with some units destined to undergo testing by the US government as an anti-terrorist device. AC Global is anticipating their first high volume order for 1,000 units, and the manufacturer has expressed a desire to move the facility to Trail should AC Global have orders for 1250 units in the first year. Current production capacity is 400 units per month and is easily expanded. Component suppliers have been sourced with infrastructures to support up to 10,000 units per month.

## **Housing & Resort Developments**

---

Trail enjoys a very strong market due to real job creation by Teck Cominco Metals Ltd., the health care industry, the growing metallurgical recycling cluster, the proposed Waneta expansion project, and the resort developments in Rossland. The housing market has seen consistent price increases over the past 3 years but recently appears to have stabilized. The market is expected to remain strong for the next 5-10 years.

**Waneta Residential Development.** Above the Waneta Plaza shopping center lays the newest family housing development in Trail. Currently 43 duplexes have been constructed as well as 16 single family residences, for a total of 102 new housing units. Two independent developers are currently working on site and plan to construct another 11 duplexes over the next year, plus an additional five single family homes. Some of the construction in this development is strata title units for adult living.

**Bachelor Group Waneta Development.** A new 150-175 unit family housing development has been proposed for the lands above Canadian Tire in Waneta. The civil services and lot sizes are currently being finalized and construction is scheduled to begin in '08/'09. The units will consist of single family homes on the upper part of the lands and multi-family units on the lower bench.

**Rock Island Hotel & Condos.** Rock Island developers anticipate beginning construction of a new 60 unit condominium development and adjacent 130 unit hotel in the spring of 2009. The development is currently in the design stage and amenities will include pool, hot tubs, water slide, restaurant, banquet facilities, and a conference centre for use by both facilities.

**Glenmerry Residential Development.** Developers are currently nearing completion of six duplexes in the Glenmerry residential area overlooking the Columbia River.

### **Rossland Resort Homes**

The majority of new resort homes and condominiums in nearby Rossland are being built at the base of Red Mountain. To date 195 new housing units have been completed. Currently three developers are active at the base of the ski hill, and many new homes are being built at the Redstone Resort golf course eight kilometres from Trail. Current Rossland developments include:

**Caldera** is a 72 home site development near Red Resort that will occur over three phases. Phase one consists of 18 lots, with most being sold within 2 weeks of offering. Construction has started on the lot development for phase one, with completion and construction of the first homes slated for the spring of 2009.

**TMP Resources** (The Mountain Project) is a two phase town house development. Phase one is currently underway and consists of ten town houses expected to be complete by the spring of 2009. The second phase will see an additional 14 town houses constructed.

**Valencia Hotel Group** is planning to break ground of a minimum 70 unit boutique hotel at the base of Red by summer 2009. The design is currently in development with the architectural firm and will include a restaurant and bar services.

**Morning Star** is an 18 unit luxury condominium development that is expected to be completed by mid August. The units will offer one, two, and three bedrooms and are being built by the Leon family - frequent visitors to the area and owners of Canada's largest retail furniture corporation.

**Redstone Resort** boasts the region's newest golf course and development consisting of estate lots, as well as duplex and fourplex homes. Eighty-eight lots have been sold on phase one of the development and about 20 single family homes have been constructed. The master plan calls for six phases consisting of 440 units over a 10 year build-out; however, the developer's strategy is flexible to respond to market changes. The Les Furber designed golf course is nearly complete with the back nine holes playable and the front nine holes possibly playable as early as the fall of 2008.

## Health Care & Education

---

***Kootenay Boundary Regional Hospital.*** Health care, both public and private, contributes significantly to the local economy. The Kootenay Boundary Regional Hospital (KBRH) is located in Trail and operates as the center of health care for the region. KBRH serves 80,000 West Kootenay residents and, not including physicians, employs 650 people with an annual budget of \$30 million. KBRH has 70 physicians including 35 family practitioners and 35 specialists.

The hospital infrastructure is extremely well built and is continually being updated. From 2002 to 2007, over \$9 million was spent on equipment and \$5 million on construction. RFP's have recently been issued for a \$2 million upgrade to the emergency generator and electrical distribution system. A new roof will continue to be installed in sections over the next few years. Many smaller projects are underway and it is estimated an additional \$1 million will be spent annually on construction over the next five years. A helipad for rapid transport of seriously injured persons has been proposed and is currently being discussed.

The next major modernization will be to the pediatrics and maternity floor. The \$1.5 million renovation will reflect modern rural practice and will facilitate sharing of expertise in a family friendly space where parents can bunk with their children. An architect has been chosen and modifications will begin once all funding is in place. The KBRH Health Foundation is within \$300,000 of their goal to raise \$900,000 toward the project. In the past two years alone, the foundation has worked with local, provincial, and national donors and agencies to secure \$2.1 million in additional funding for KBRH.

***Golden Life Management*** has added an additional 15 residential care units to the 4 year old Rose Wood Village retirement community. The new units will be ready for occupancy in August and will bring the total up to 45 residential care, 26 assisted living, and 14 independent care units. In the fall of 2008, Golden Life Management will open a new 53 room seniors' independent living complex in nearby Fruitvale consisting of studio, one bedroom, and two bedroom apartments.

***JL Crowe Secondary School*** is the site of a new \$32.7 million eco-friendly school. The new facility is being built adjacent to the existing school and will have a capacity for 825 students. The design will include rainwater collection for irrigation, natural and energy efficient lighting, and a digitally controlled HVAC system. Construction is expected to be completed by September 2009 for the new school year.

## Opportunities

---

In preparing this document, business and industry leaders were asked if any specific goods or services they use are unavailable or in short supply in the immediate area. Although Greater Trail has an abundance of specialist engineers and skillful machinists, most are not easily accessible by smaller companies. For this reason, small machine shops and engineers were often mentioned. Also mentioned were: plastics companies, millwrights, PCL specialists and programmers, building and general maintenance companies, and hospitality services for the trucking industry.

## Summary

---

A growing, vibrant community, rich in history and lifestyle opportunities, the City of Trail will renew its economic significance on both a Provincial and National scale in the near future. Synergetic relationships in the metallurgical/environmental recycling cluster, blended with sophisticated high capacity transportation, a competitive energy advantage and process efficiencies ensure the Trail and area industrial sector will emerge as world leaders in the global economy.

Commercial activity is expected to increase sharply as major projects begin and new housing units are constructed to handle the influx of new and repatriated residents. Trail is expected to remain the center of commerce, medical and industrial excellence in the Kootenay region for many years to come.

*The economic outlook for the City of Trail and surrounding area is strong, vibrant and prosperous.*