Ports to Plains
Annual Conference 2017
LUBBOCK, TEXAS

Jay Slemp
Chair, EATC
Who We Are...
The Ports to Plains Connection
Strong Partnerships = Stronger Global Presence

- 80 communities with significant transportation assets
- Connected to and doing business throughout all of North America through Ports to Plains Alliance
- Sophisticated marketing materials and online presence
- Federal and Provincial funding support
- Ability to inform policy at Provincial & Federal level
2017 -2018 EATC Priorities

- Follow up on the findings of the Wild Horse Border Crossing Study
- Business cases developed through EATC Value-Added Ag study for pulse crops and hemp processing
- Support development of Keystone XL and east-west pipelines
- Continue to exploring ways to partner and leverage the strengths of Ports to Plains Alliance
- Informing policy i.e. through review of the Provincial Alberta Climate Change
Wild Horse Border Crossing

- Study completed and implementation plan
  - Extend the Port of Wild Horse Border hours of operation to a minimum of 13 hours per day, 365 days per year.
  - Install the Electronic Data Interchange Equipment and System to facilitate processing of commercial traffic and process commercial traffic at the Port of Wild Horse 365 days per year.

- Partnership with Montana is critical

- Resolution
Highway 36

- North / South corridor extending the length of Alberta
- Alternate route for goods movement for carriers to avoid congestion on major centers not just high and wide loads
- Opportunity to be an international transportation route
- Alberta Transportation committed to ongoing resurfacing and maintenance
Highway 41

➢ North / South corridor extending the length of Alberta
➢ Can become an international transportation route that enhances opportunities for Eastern Alberta communities.
➢ Usage Growing: 10 year average increases varied from 14% to more than 110% depending on location in the EATC. The most significant increase was between Hwy 55 and 28 (at Bonnyville) - 112%!
Value- Added Agriculture Project

1. Investigating business development opportunities
Value-Added Agriculture Project

2. Business for Hemp Bio-composites and Pulse Crops

Biocomposites are materials formed by blending natural fibers with either natural or synthetic materials. The use of hemp as a feedstock, which has good growth potential in the Alberta Hub region, is an exciting opportunity. Hemp has been grown for industrial purposes for many decades. Whereas other regions have focused largely on hemp seed production, the Alberta Hub region is well suited to growing industrial hemp varieties suited to yield fiber and seed of high quality and quantity.

Hemp is currently grown in the Alberta Hub region and the growing conditions are favorable for strain-intensive varieties. Industrial hemp is grown primarily for its seeds and fibers, in some cases both. From the hemp plant, which is processed further and can be used in a variety of industries such as textile, paper, plastic, and feed. It should be noted that the hemp straw contains 35% to 35% fiber, 50% to 55% seed the woody core of the stem, and 1% to 2% moisture.

**MARKET**
Growing Market
According to a new market report, the future of the natural fiber composites (NFC) market looks attractive with opportunities in the automotive, building, and construction sectors. The global natural fiber composites market is forecast to grow at a CAGR of 8% from 2015 to 2020. The major driver for the growth of the overall market is found in environmentally sustainable composite materials in various applications, such as automotive, building, and construction, and others.

**FEEDSTOCK**
Hemp-based composites can potentially be used as an alternative to traditional materials. Hemp is a versatile material that can be used in a variety of industries, including automotive, building, and construction.

**“The Northern Advantage”**
Industrial hemp is adapted to a wider range of weather conditions. Hemp is a plant that thrives in colder climates, with shorter growing seasons and fewer insect pests. This makes it a popular choice for farmers in the northern regions of Alberta, where growing seasons are shorter than in the southern region. Hemp is well-suited to the Alberta Hub region, providing a significant economic boost.

**Table 1: 2011 Production (fibers)**

<table>
<thead>
<tr>
<th>Variety</th>
<th>Number of Fibers (Kg)</th>
<th>Production (Kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Palliser</strong></td>
<td>130,600</td>
<td>130,600</td>
</tr>
<tr>
<td><strong>Reufe</strong></td>
<td>120,000</td>
<td>120,000</td>
</tr>
<tr>
<td><strong>Other Varieties</strong></td>
<td>25,400</td>
<td>25,400</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>130,600</td>
<td>130,600</td>
</tr>
</tbody>
</table>

**Table 2: Pulse Crop Ferrar of Palliser Region, 2015**

<table>
<thead>
<tr>
<th>Variety</th>
<th>Number of Plants (Kg)</th>
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Value-Added Agriculture Project

3. Targeted marketing and investment attraction
Value-Added Agriculture Project

Promising Opportunities

- The project has yielded valuable information on opportunities such as Industrial Hemp. Ample hemp seed and hemp fibre has led to interest from U.S. based companies to set up in the EATC.
Renewable Energy

Promising Opportunities

- EATC is working with Ports to Plains Alliance to explore supplier opportunities in wind and solar energy
Thank you...