

Township of
Langley



Est. 1873



Economic Investment and Development

Township of Langley Economic Profile



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This profile is intended to provide a general overview of the Township of Langley's economic profile and is not intended to be a comprehensive in nature.

Data sources include Statistics Canada, BC Stats, Township of Langley, and other reputable agencies only.

OUR COMMUNITY

Township of Langley

Incorporated in 1873, as a municipality in BC's Metro Vancouver region and centrally located within BC's lower mainland, the Township of Langley is the ***fastest growing municipality in the region***. Today, our community's population of 126,000 is projected to double by 2040. All age cohorts over the age of 45 in the Township are ***growing faster than average***.

As both an ***inclusive and diverse community***, the Township is a designated Age-Friendly Community in BC – supporting its population through quality in all phases of life. Further, our community has equally attracted and welcomed new comers from around the world; comprising ~20% of today's population in the Township.

Being one of the ***largest municipalities in BC*** with a land mass of 316 square kilometres, 78% of the Township's lands are designated as ***agricultural land reserve***. The combination of crop-rich lands, high-quality soils, and innovative farmers support high-yields through 12,970 hectares of agricultural land. From livestock to vineyards, to crops ranging from grains to fruit to vegetables, today farms in the Township produce the most varied agricultural products in Canada.

With a combination of growth, progressive commercial-residential developments along with hundreds of acres of wide-open rural vistas and attractions, and close proximity to Vancouver and the United States, the Township of Langley has something for everyone.

Useful Links

Statistics Canada 2016
www12.statcan.gc.ca

BC Economic Atlas
maps.gov.bc.ca/ess/hm/bcea

Township of Langley
tol.ca

Township of Langley's Economic
Investment and Development
invest.tol.ca



VISION AND STRATEGIES

Governed by our Council-adopted *Sustainability Charter*, the Township's visionary plan, Mayor and Council along with staff strive to build a legacy for future generations by leading and committing the community to a lifestyle that is socially, culturally, economically, and environmentally balanced.

The Sustainability Charter is complemented by a number of *strategies* including those in Economic Development, Public Engagement, Age-Friendly, Agricultural Viability, and Heritage, along with a pending strategy in Social Sustainability.

The Township's current *Economic Development Strategy came to term in 2018*. This strategy, endorsed in 2012, strives to achieve 6 specific goals:

1. Help create additional jobs so that there are more jobs than working residents to maintain employment opportunities for local workers;
2. Maintain the diversity of the local economy by helping existing companies to expand and by attracting new industries;
3. Facilitate infrastructure improvement that contributes to economic development;
4. Contribute to town centre development;
5. Help create a learning community; and
6. Enhance quality of life for Langley residents.

A summary of strategy achievements was released in the Fall of 2018.

Useful Links



A series of digital sector profiles focusing on local business sectors is being created and is available through [YouTube.com/LangleyTownship](https://www.youtube.com/LangleyTownship) in the 'Doing Business' playlist.

OPEN FOR BUSINESS

Our Competitive Business Advantages

With direct access to the *Trans-Canada Highway* and to *US border crossings and international markets*, the Township of Langley is central for clients, customers and employees, and is advantageously situated for efficient import and export opportunities.

Having a median population age of 41 and annual household income of \$117,000, with one of the *highest workforce participation rates* in Metro Vancouver and a population growing more than twice as fast as the provincial and national averages, this provides a growing market for population-serving industries as well as those requiring a large and expanding labour pool. The Township currently has a *younger population than many similar communities*, especially in BC. Population projections show continued growth in the core working-age range of 25-54, suggesting a growing local labour force for decades to come.

Named in the *Top 4 Best Cities for Work in BC* for many years, with nearly 7,000 licensed businesses, having a consistent upward trajectory in new incorporated businesses, inter-municipal business licensing for specific

industries, and offering *business taxation levies on-par or up to 2% better* than our lower mainland neighbors, there is a value-proposition for businesses to be situated in the Township.

In 2015, Township Mayor and Council recognized the endorsement of a *Buy Local Program*. In collaboration with LOCO, staff deliver annual activation campaigns to raise public awareness about their buying power. According to Small Business BC, ~98% of all businesses in BC are small businesses and of these, ~79% were micro-businesses with fewer than five employees. This equally translates into the Township's business landscape.

The Township is also one of the first municipalities in BC to launch an *Age-friendly Business Recognition Program*. This pilot program, funded by UBCM, strives to help businesses understand the value of being age-friendly to equally provide a distinct competitive advantage.

The Township of Langley is the ideal place to do business and is an economic powerhouse in British Columbia.

Useful Links

Age-Friendly Business Recognition Program Pilot tol.ca/agefriendly

Aldergrove Business Association aldergroveba.ca

Brookwood Village Merchants Association brookwoodvillage.com

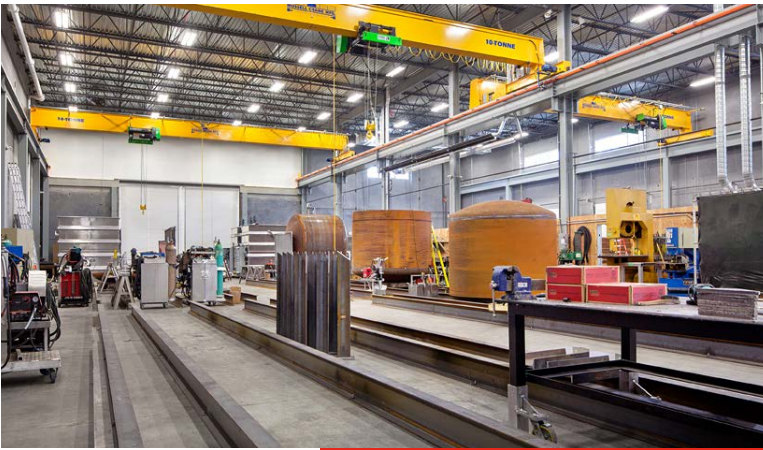
Fort Langley Business Improvement Association fortlangley.com/bia

Greater Langley Chamber of Commerce langleychamber.com

LOCO BC locobc.ca

Walnut Grove Business Association wgba.ca

Tourism Langley tourism-langley.ca



Through **5 industrial areas** within the Township, vacant industrial lands – serviced and unserved – remain available at market-comparable pricing.

CAPACITY AND DIVERSITY FUELS THE LOCAL ECONOMY

Our Key Industry Sectors

Key sectors are defined by North American Industrial Classification System (NAICS) codes and by employment concentrations with fixed jobs. According to Statistics Canada, in 2016 the **key industry categories** considered as strengths in the Township of Langley ranked as follows:

1. Management of companies and enterprises
2. Agriculture, forestry, fishing and hunting
3. Manufacturing
4. Wholesale trade
5. Construction
6. Transportation and warehousing
7. Other services

In addition, *the creative/film industry as well as tourism and sport hosting equally play a significant economic role* in creating local employment and bringing visitors to the Township.

According to Metro Vancouver's **2015 Industrial Lands Inventory: Technical Report**, the Township had 856 hectares of industrial land in 2015, accounting for 7.6% of Metro Vancouver's

regional industrial/employment-supporting lands inventory. Of this, 191 hectares is considered vacant. The report identifies the major industrial areas – Northwest Langley and Gloucester – are predominantly developed. Smaller industrial sites along Highway 1 and in Aldergrove are available. According to Colliers International Q4 2017 Report, there is a total of 19.4 million square feet of leasable industrial space for the region (which includes Abbotsford), with a local vacancy rate of 1.6%. There was no new supply constructed in Langley in 2016.

According to Metro Vancouver's **2018 Update Office Development in Metro Vancouver's Urban Centres**, the Township had 47 office buildings in 2018 with total office floorspace being 1.6 million square feet. According to Colliers International Q4 2018 report, there was a local vacancy rate of 5.5%. New supply of office space will be available over the next few years.

Useful Links

Metro Vancouver Regional Prosperity Initiative
mvprosperity.org



AGRICULTURE

The Township of Langley *is home to more farms and more farmed area than any other municipality* in Metro Vancouver. The most common uses of the 10,807 hectares of farm lands in the Township include (i) land in crops/ food production, (ii) natural land for pasture, and (iii) other farm land uses. Forty-eight percent of Township parcels in the ALR are smaller than 4 hectares (10 acres). The number of smaller parcels is an opportunity to encourage intensive operations not requiring a large land base, as well as direct farm market operations able to capitalize on its proximity to the Metro Vancouver market. BC's Ministry of Agriculture identifies that in 2015, agriculture accounted for 2.1% of BC's GDP and some 23,800 jobs. In 2015, the Township had the largest gross farm receipts in the region, generating 36% in Metro Vancouver. In 2017, farm cash receipts for BC totalled \$3.2 million.

In addition to the *Township's Agricultural Advisory and Economic Enhancement Committee's* work on enhancing the agricultural sector, in 2013 Township Council endorsed a 20-year *Agricultural Viability Strategy* to support agriculture. Four areas of emphasis were identified including: (i) providing a welcoming business environment for farming, (ii) providing the required services and infrastructure,

(iii) providing a secure agricultural land base, and; (iv) ensuring farmer use of best farm management practices. Over the 20 year term, funding in the total amount of \$2.7 million or up to \$135,000 annually, was endorsed by Township Council. Some of the *strategy achievements to-date* include:

- completion of a food hub feasibility study which is guiding an industry steering group to explore options of establishing a food hub in the Township
- delivery of workshops on small lot farming, farming mentorship, and farm business management, in partnership with the Langley Sustainable Agriculture Foundation (LSAF)
- initiation of a 3-year pilot project for Ecological Services Initiative in partnership with LSAF and Farmland Advantage
- update of Agricultural Profile using Census of Agriculture (2016) and BC Ministry of Agriculture Land Use Inventory (2017)
- initiation of a land inventory/land matching program with the Young Agrarians of BC

Useful Links

For the year 2018, in the Township, there was a total value of permits of over \$33 million for agriculture development.

In 2013, the Township partnered with the Langley Sustainable Agriculture Foundation to run a farmer-led pilot program that supports financial incentives for agricultural producers to keep waterways, forests, and other ecologically sensitive areas clean and healthy for current and future generations. This pilot involves 10 farms along Bertrand Creek in south Aldergrove and is expected to conclude in 2018.

Food security has become a growing topic of realization, recognizing that in the near future food production will have to be more localized. Issues such as climate change, energy price instability, cost of transportation, and changes in the environment are weakening how our current food system functions. In Metro Vancouver, some regions, including the Township are better positioned to be food producers given suitable agricultural land, milder temperatures, and access to water. In 2014, the Township participated in a multi-partner project led by Kwantlen Polytechnic University's Institute for Sustainable Food Systems to explore the economic, environmental stewardship, and food self-reliance **potential for a bioregional food system** in southwest BC. A bioregional food system respects municipal/regional boundaries

while it leverages opportunities for an ecological region. The study identified, amongst other facts, that residents of southwest BC spend over \$6 billion annually on food; a bioregional food system could potentially acquire an increased share of this spend which could then circulate within the regional economy.

The **equine / equestrian industry** is equally a stronghold in the Township. While it carries its own weight economically from agriculture specifically, for the purposes of this backgrounder, it has been included in this section. According to the last 2009 Equine Industry Study, compiled by the BC Ministry of Agriculture and the Horse Council British Columbia (which is located in the Township), the horse industry supported \$740M in economic activity in BC, through some 100,000 horses from within ~14,000 farms throughout the province, and that supports 7,200 full time jobs. Of this activity, \$26M was specific to equine tourism.

As part of staff's **digital marketing collateral** efforts, a video showcasing farm-to-table in the Township was commissioned in 2017 and is available at [YouTube.com/LangleyTownship](https://www.youtube.com/LangleyTownship).



CONSTRUCTION

According to the National Association of Industrial and Office Properties's Fall 2018 "Regional Industrial Development Cost Survey," the **Township ranked number one** municipalities across the Lower Mainland when it comes to development approval times.

As the **fastest growing municipality in the region** and with the Township of Langley being the **most popular community selected** by BC residents who looked to relocate to a new community, the construction of residential dwellings continues to be a clear value proposition from a market viability perspective as seen by the development community.

In 2018 alone, the Township recorded the **construction value of building permits being \$471 million**. While this figure is not adjusted for inflation, some increases in permit values over time are due to higher construction costs.

Skilled workers in trades, including the construction industry, is considered to be **amongst the top occupational specialties** in the Township, and this more likely has a correlation to existing employment opportunities. As compared to the Canadian average, there are at least 20% more trades workers concentrated locally in the Township. In 2016 Statistics Canada, there were 2,870 residents who

identified their usual place of employment to be construction, which is a 46% increase since 2011 census. In 2017, the Township recorded 1,204 business licenses issued to local construction businesses which is an increase of nearly 500 since 2012, demonstrating the immense role of the housing and construction sectors in the regional economy.

This may be due in part or in whole to the fact that the **most common post-secondary field of study** amongst the Township's population is connected to trades. In 2016, some 8,555 Township residents between the ages of 25 and 64 were studying architecture, engineering, and related technologies including construction which is 42% more than the national average.

This being said, the continued evolution toward services employment is a factor that will impact resource industries such as construction. The **long-run shift in advanced economies** is for the share of employment in producing goods to decline and the share of employment in providing services to rise.

For many years, the Township has taken a leadership role in establishing construction standards that put our environment first. Since 2014, builders have been able to apply to the

Useful Links

In 2018, the Township recorded the construction value of building permits being \$471 million.

Township's **Green Building Rebate Program** which provides financial incentives to enrolled builders that have made a commitment to new construction that excels under the EnerGuide rating system. Today's buyers are increasingly considering EnerGuide ratings in their purchase requirements. A 2014 Township-commissioned survey conducted by Ipsos Reid identified that:

- 9-in-10 homebuyers said energy efficiency was an important housing feature when deciding whether to purchase a particular home
- 8-in-10 homebuyers said they were interested in seeing an EnerGuide rating on a home they were considering purchasing
- overall, 77% of homebuyers say they would be more likely to purchase a home knowing it has been rated as energy efficient
- 62% of homebuyers indicated they would pay more for an energy efficient home. Township staff are now working on **Net Zero Energy Building Certification**, a program which will verify net zero energy building performance

The Township has equally taken a leadership role in **adaptable housing**. Adaptable homes have design features that facilitate easy retrofits to enable individuals with limited mobility due to age or disability to live in their homes with relative independence. The Township has required adaptable design features in many new housing developments for almost 10 years and, in 2016, updated its policy to require adaptable housing in a proportion of all new housing developments across the Township. Currently, adaptable design features are required in at least 5% of all new single family, rowhouse, and townhouse units and 10% of all new apartment units.

In 2013, Township Council endorsed the **Housing Action Plan** to guide decision-making related to market and non-market housing. The Housing Action Plan includes over 50 short, medium and long-term actions that aim to encourage a diverse and affordable supply of housing in the Township of Langley. Then in 2016, Township Council endorsed Metro Vancouver's **Regional Affordable Housing Strategy** as a collaborative approach to addressing regional housing needs.



CREATIVE / FILM INDUSTRY

The creative industry in BC, supporting arts and culture, film, television, music, publishing, and the interactive and digital media industries, generated **\$5.2B to the provincial economy** in 2016 alone. BC is one of the largest centres for film and television production in North America.

Today the industry works in all 7 Township communities, producing feature films, TV series, made-for-TV movies, commercials as well as documentaries. The industry is vested in maintaining positive relationships with neighborhoods and communities in order to continue to be welcomed. In 2018 alone, there were over 1,700 film-days permitted in the Township, representing over 135 separate productions. Each year, **the industry invests millions of dollars in direct spend** in the Township's local economy through the acquisition of services and the purchase of goods. According to provincial agency Creative BC, in 2017, close to 1,700 Township residents worked in film, an industry which provides **high-paying jobs**. Today, more than 25,000 British Columbians are employed by the film industry in BC.

Since 1999, the Township has had a **Filming Guideline** in place to provide general direction to entities interested in producing film in all

communities within the Township. This Guideline was last updated in 2013 through an extensive stakeholder engagement and public consultation process. In 2013, Township Council equally adopted a **Filming Policy** that acknowledges the Township's support for the film industry in the community, recognizing the economic and social benefits generated. The Policy provides for general direction and decision making supportive of the creative sector's investment in our local economy. Every film request to the Township is handled individually by staff to evaluate conflicts, risks, etc., to maximize success, and to ensure balance for our residents and community.

Established in 2013, and a 1st in BC, the Township endorsed the creation of the **Community Partners in Film Reserve**, a non-statutory reserve that productions can contribute to in support of future small community capital improvement projects (benches, street banners, public art, picnic tables, playgrounds). Further, all productions contribute by virtue of the Township applying all film application fees to this reserve. By year-end 2017, the Reserve had collected \$27,000.

In Q4 2016, the Agricultural Land Commission adopted Policy L-22 "Activities Designated as a **Permitted Non-Farm Use**: Gathering for an

Useful Links

In 2017, close to 1,700 Township residents worked in film, an industry which provides high-paying jobs.

Event in the ALR” which manages permitted events such as gatherings, weddings, festivals, concerts and events. Within “events”, amongst others, ‘film and theatrical presentations’ were included which restricts occurrences of filming on agricultural lands to no more than 10, single-day occurrences in a year. As filming is temporary in nature, and as many film productions work in the Township for the purpose of filming scenes that feature farms, pastures, and nature, Creative BC is working with the Agricultural Land Commission to ensure respective interests are protected.

In Q1 2017, the BC Government *realigned provincial film tax credit program boundaries* to include the complete jurisdiction of the Township. As a benefit, the Township is equally realizing sector diversity from traditional film production to the *emergence of film studio investment through the establishment* of new film studios. In 2018, Netflix secured five-year stage agreements with studios in northwest Langley.

In 2017, the Township partnered with Metro Vancouver’s Regional Prosperity Initiative on a *regional film application portal*. This project will build a centralized system for film productions to access the processes and forms of each local jurisdiction that enable filming,

enhancing the film-friendly reputation of the Metro Vancouver region and improving communications among industry and municipal partners. In January 2018, the pilot for this program began with five municipalities, including the Township, participating to work through technological and administrative considerations.



MANUFACTURING

including Applied Technology, Aviation, and Aerospace

The manufacturing industry in the Township produces a **diversity of products**. Primarily located in 3 industrial areas - northwest Langley, Gloucester, and Aldergrove – companies provide a variety of services and products including cabinetry, clothing, concrete, doors and windows, electrical, equipment, fencing and railings, flooring, furniture, machinery, medical equipment, metals and steel fabrication, paper products, piping and plumbing, plastics and molds, signage, textiles, and vehicle parts – to name a few.

Commonly **recognized brand names**, with an established location in the Township, include amongst others:

- Canada Bread Company
- Canada Ticket
- Coast Spas Manufacturing
- Deere Hitachi
- General Motors of Canada
- Philips Lighting Canada
- Valley Traffic Systems
- Versaform Canada
- Viessman Canada

Through **innovation**, advances are being made in many areas of manufacturing, where precision-driven processes and products are essential to a company's bottom line. Increasingly this is referred to as "**applied or industrial technology**", which is a thriving sector in the Township. In the Township, there are a number of companies that produce industrial components and systems in areas such as circuit boards, laser scanning, aluminum, zinc & magnesium casting, buildings coating, modular buildings, passive house components, and water treatment.

Companies like Cascadia Windows, which became the first producer commercially available all-fiberglass **Passive House-certified** window and door system in the world took on a private investor in 2016, and was able to move to their new warehouse location in Gloucester, which has more than double the space from their previous facility, and expect to triple production.

Companies like Genesis Robotics, which has innovated actuators – the parts that make

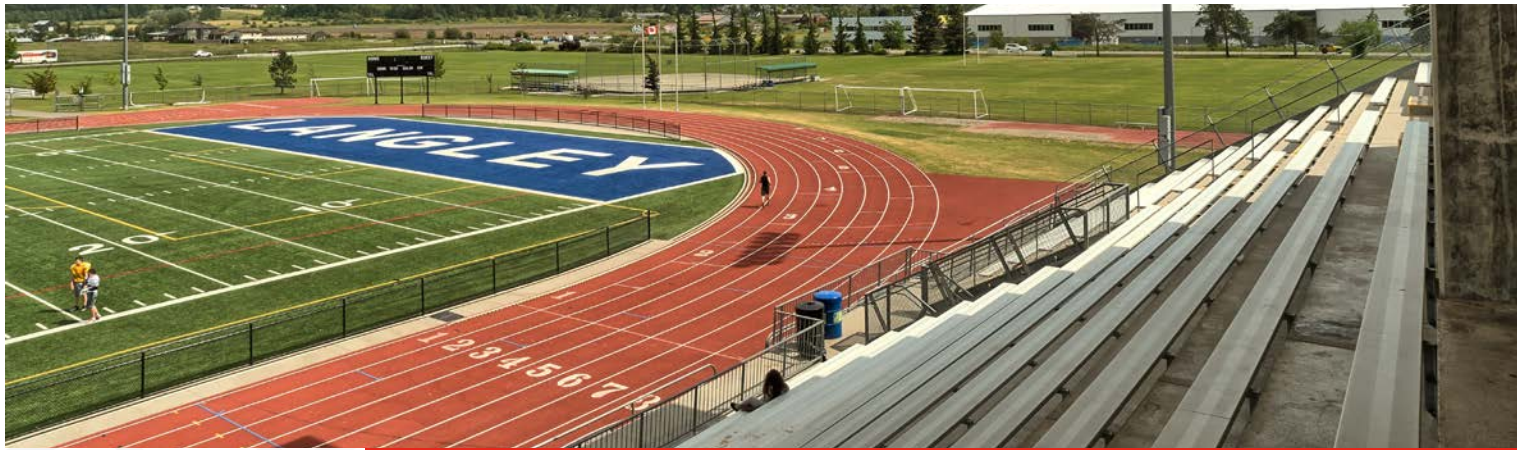
Useful Links

The Township is equally home to the 2nd largest aviation concentration of rotary wing/helicopter operations in Canada.

robots move – so that they are people-safe, light, durable, and less expensive than traditional actuators. This has enabled Genesis Robotics to develop an *exoskeleton* to increase mobility for injured or disabled people, to help workers lift heavy loads without risk of injury, and enables soldiers to carry heavier loads for longer durations.

While manufacturing is not projected to be a major source of employment, due to the high degree of automation, *future manufacturing jobs will be primarily high-skill jobs*. This being said, the Township is considered to have less than 60% as much manufacturing and utilities employment as Canada, which is generally an area of weakness for British Columbia. According to Statistics Canada, in 2016, there were 7,200 fixed-employment jobs classified as manufacturing employment in the Township which was an increase of 34%, as compared to 2011's census data. Today, manufacturing is being increasingly seen as *viable on a smaller scale*. Consumer demand for more specialized, unique (and sometimes higher-cost) products rather than mass-produced, low-cost commodity items is shifting the balance of manufacturing activity away from low-cost parts of the world back to highly industrialized countries.

The Township is equally home to the 2nd *largest aviation concentration of rotary wing/helicopter operations* in Canada. With a niche market in helicopter maintenance, repair & overhaul, Langley Regional Airport (YNJ) is evidence of the community's capacity and of a strong aviation industry. Today, 55 businesses are in operation at the airport including anchors such as Vector Aerospace which employs 150 employees alone. Welcoming up to 100,000 traffic movements per year, Langley Regional Airport was the busiest community airport in Canada in the summer of 2017.



TOURISM AND SPORT HOSTING

Today, *1 in 11 Canadian jobs depend on the tourist economy* (that's more than 1.7 million jobs). In BC, 19,000 businesses and more than 133,000 British Columbians work in the tourism sector. Future projections show steady job growth, as the tourism industry continues to develop on a global scale, with more than 100,000 new jobs in B.C.'s tourism and hospitality sector predicted by 2020. In 2017, Canada hosted 5.7M international visitors. **Tourism's GDP in British Columbia is \$7.9B – which is higher than mining, forestry, and agriculture combined.**

Destination BC (DBC) is the provincial tourism agency and works collaboratively with tourism stakeholders throughout BC to coordinate tourism marketing at the international, provincial, regional and local levels, and to support regions, communities and Aboriginal people in developing or expanding tourism experiences, businesses and jobs.

Since 2008, *Tourism Langley* has been the Township's **Destination Management Organization (DMO)**. Tourism Langley is a not-for-profit society governed by a Board, who is mandated to deliver effective marketing strategies that will generate increased visitation, extended stays, more revenues and increased daily expenditures for businesses in the Township of Langley. Tourism Langley has

taken various steps to innovate itself including a new brand/logo, new "ideal get-away" video, an increased and more diverse social media presence, and a website revitalization project currently underway.

Tourism Langley is funded through grants, **hotel tax levies (MRDT)**, and service agreements. In order to collect the MRDT, the Township must renew its status with the provincial government every 5 years. Its renewal application in 2017 was successful, providing MRDT funds for tourism purposes to 2022. For the majority of municipalities in BC, **when you stay overnight at a hotel, motel, or BnB**, up to 3% MRDT tax is added to the accommodation charges. This tax is the primary funding source for tourism in BC. The tax is collected by the BC Ministry of Finance and paid to the respective municipality which in turn is paid-out to the DMO. In 2018, Tourism Langley received \$490,388 in MRDT taxes collected from the accommodations sector within the Township. In February 2018, the **provincial government announced** changes how MRDT funds could be used, as part of its Budget 2018/2019 – 2020/2021 Plan. It tabled that additional tax measures would allow MRDT revenue to be used to fund affordable housing initiatives. The provincial government also announced that it had reached an agreement with AirBnB that will collect MRDT tax from this type of lodging.

Useful Links

Future projections show steady job growth, as the tourism industry continues to develop on a global scale, with more than 100,000 new jobs in B.C.'s tourism and hospitality sector predicted by 2020.

The **tourism industry is evolving worldwide**. The traditional “brick & mortar” tourist office – where you could go and pick-up printed information and maps – is largely a thing of the past. Today, visitors – whether local or international – expects instant information which has caused the industry to go both mobile and digital in a big way. Visitors are equally looking for authentic experiences, and the Township is home to a strong indigenous history as well as to many attractions, eateries, festivals and events, wineries and brew houses, farms, and golf courses. Events such as the Langley Good Times Cruise-in, an annual outdoor car show featuring classic, collector vehicles which came to the Township for the first time in 2017, saw the infusion of almost 13,000 people in a 1.5 day event that generated \$296,000 in visitor spending – as identified through an independent event analysis commissioned by the Township. Aldergrove has become the new home for the Langley Good Time Cruise-in.

Sport event hosting is the single fastest growing component of tourism. According to Statistics Canada, in 2016, sport tourism accounted for \$6.5 billion to Canada. The Township has a strong history of hosting sporting events including the BC Summer Games, Vancouver Whitecaps FC2 soccer matches, International Federation of American Football Women's World Championship, World Series Qualifier

Adult Baseball Slo-Pitch, Pacific Invitational International High School Track & Field Meet, BC Provincial High School Basketball Championships, Special Olympics Athletics Regional Qualifier, and equestrian's Longines FEI Nations Cup - to name a few.

The Township has **significant sport event hosting capacity**, which has increased with the opening of the new Aldergrove Credit Union Community Centre and Otter Co-op Outdoor Experience. Today, the Township's sport infrastructure includes:

- 5,500 seat indoor sport and entertainment centre - Langley Events Centre
- 2,200 seat outdoor stadium and multi-sport facility
- 11 recreation and community centres
- 80 sports playing fields and 75 playgrounds
- 1,846 acres of parks and green public open spaces
- Being home to the Vancouver Giants (Hockey)

To better understand the return-on-investment of sport event hosting in the Township, in 2018, the Township conducted surveys of different types of events. Results of the surveys can be viewed on invest.tol.ca/businessready



WHOLESALE TRADE, TRANSPORTATION, AND WAREHOUSING

For 2017, the Township provided business licenses to a total of **449 businesses** related to local wholesale, transportation and warehousing operations.

Located in the Township's industrial areas in northwest Langley, Aldergrove, and Gloucester, businesses in the wholesale trade, transportation, and warehousing **sectors are service providers** to other sectors both within and outside the community.

Commonly **recognized brand names** in wholesale trade or warehousing sectors, with significant operations located in the Township, include amongst others:

- BC Fasteners & Tools
- Best Buy Canada
- Cap-It
- EV Logistics
- Gregg Distributors
- Overwaitea Food Group
- Pharmasave Drugs
- West Coast Beauty

The **employment concentration** for the wholesale trade sector in the Township is in fact around double the average BC concentration. Through the 2016 Statistics Canada, 3,320 residents self-identified their usual place of employment as wholesale trade (an increase of 7% over 2011), and a further 2,515 as employed in transportation/warehousing (an 18% increase over 2011).

Building on established sectors in the community which includes wholesale trade, transportation, and warehousing, the Township holds a **strong competitive position** in this regard. Through innovation, high-value services, and enhancing access to existing and potential customer bases, there is an advantage that could be achieved by focusing on these versus other less-established sectors. Like many sectors, warehousing and distribution are transforming through innovation. Online shopping and the growing demand for same-day delivery requires significant warehouse space in or near major urban centres, although the operation of the warehousing and distribution centres is increasingly automated. Including demand for goods storage associated with Metro Vancouver's role as a major international port,

Useful Links

According to Statistics Canada, the truck transportation industry was a \$2.3 billion industry in BC in 2016, and represented 1.05% of BC's GDP in 2015.

warehouse space in communities such as the Township are a major driver of industrial land demand although they are not always a major employer.

Companies like Overwaitea Food Group, located in northwest Langley, required additional space and elected to pursue **expanding their current location** in the Township as opposed to relocating. While expansion is not always an option, for a number of reasons, a permit application was received by the Township to expand 'up' versus 'out' – by constructing an additional floor to the existing 2-storey building.

According to Statistics Canada, the **truck transportation industry was a \$2.3 billion industry in BC** in 2016, and represented 1.05% of BC's GDP in 2015. Between 2007 and 2016, this industry grew by 30% in BC, at an average rate of about 3.0% per year which is recognized as being higher than the average growth rate for many other industries in BC.

The **Canada-USA trade by truck totaled over \$672 billion in 2016**, with exports to the US accounting for \$394 billion and imports from the US at \$278 billion. The trucking share of total Canada-USA trade was almost 60 percent.

In 2016, Canada's federal government **invested \$17.7 million in infrastructure improvements at the Aldergrove / Lynden border crossing**

including a larger traveler processing facility, the construction of a commercial examination warehouse, and adding supporting infrastructure for commercial vehicles - in recognition of the value of cross-border trade between Canada and the USA. Most of the goods moving back and forth across the BC-Washington State border travel through the Pacific Highway, Abbotsford-Huntingdon, and Aldergrove commercial land ports of entry – collectively known as the Cascade Gateway. Every day, over 3,000 trucks cross the Cascade Gateway, carrying almost \$44 million (USD) in daily trade. In 2015, there were over 40,000 south-bound truck movements through the Aldergrove/Lynden commercial border crossing.

Today, in the Township, commonly **recognized brand names** in the transport sector located here include amongst others:

- BC Trucking Association
- C&D Logistics
- Harbour International Trucks
- K-Line Trailers
- Trimac Transportation

Skilled workers in trades, such as transport and equipment operators, are also considered to be **amongst the top occupational specialties** in the Township, and this again is most likely due to a correlation with existing employment opportunities.



There is diversity within emerging business trends within the Township. Here are some illustrative examples.

EMERGING BUSINESS TRENDS

AGE-FRIENDLY

2016 Statistics Canada data identifies that all age cohorts over the age of 45 in the Township are growing faster than average. The Township launched a pilot Age-Friendly Business Recognition Program in 2018 providing licensed businesses in the community the opportunity to consider viable business improvements in the short term that bring benefits for the long term. Businesses in the Township can apply to become a recognized age-friendly business through both meeting a set of criteria and making a commitment to improve specific elements of their business that supports customers of all ages.

BUSINESS CONTINUITY AFTER A DISASTER

Unforeseeable disasters such as floods, fires, and technology failures can have devastating impacts. Small businesses such as grocery stores, restaurants, and medical clinics are vital resources that are needed to get the community up and running after a disaster. Considerations such as accessing cash, preparing for power outage, reducing risk of data loss, key contacts, and staffing and suppliers, are just some of the things businesses need to consider. Business Development Bank of Canada has information and useful Business Recovery Plan templates to get you on your way.

BUY LOCAL

There is a growing consumer interest in unique, local products. Across a wide range of goods, from food and beverage to art to furniture and many more, consumers (and tourists) are increasingly desiring locally-made products that are not mass-produced and available elsewhere. Since 2015, the Township has endorsement of a Buy Local Program that involves activation campaigns on an annual basis to raise public awareness about their buying power. There is evidence to support that this will help to sustain future demand for local agriculture, food, and manufacturing products, as well as local artistic and recreational experiences.

CYBERSECURITY

Protecting your business by reducing risk related to cybersecurity is now a basic necessity of business. Proactively taking steps to better secure technology systems and data are increasingly important. For more information, check-out the Government of Canada's website Get Cyber Safe and BC's website Information Security Awareness.

EMPLOYMENT LANDS

The long-term supply of industrial land in Metro Vancouver, including the Township, has emerged as a topic of economic concern across the region. Through the regional growth management framework, policies are in place

Useful Links

to preserve the existing land supply and minimize conversion to other uses. Intensive use including more economic activity and/or more employment, as well as a wider array of uses on a given piece of land are considerations. These efforts will help to stretch land supply, as will the market process that drives scarce industrial land prices higher. Alternatives such as using short-sea shipping to move goods within southern BC between areas of more abundant land, as well as using rail to establish inland terminals for the same reason are possibilities.

ENTREPRENEURS AND COWORKING SPACE

With ~79% of business in BC considered micro-businesses (fewer than 5 employees), the viability of coworking spaces is increasing and desirable. Coworking spaces are shared, technology and mobility sophisticated, fully office-equipped, and cost efficient. With an increasing cohort striving to make work-life balance the new norm, having access to all the necessities of a business without carrying the financial burden of assets is appealing. In the Township, there is an increasing inventory of coworking spaces being created by property management companies.

IDENTITY MANAGEMENT

With a new enhanced website, the Township became one of the first municipalities in BC to implement an identity management system that will ultimately allow people to create a single account to access the municipal information and services they value. Once fully implemented, this single sign-on capacity will enable users to do everything from register for recreation programs, sign-up for email notifications, or pay for a business licence.

INTERMUNICIPAL BUSINESS LICENSING

Trades contractors or other construction industry professionals or contractors who perform maintenance and/or repair of land and buildings from other than their premises can apply for a single business license that enables them to operate anywhere amongst 10 cooperating municipalities in the Fraser Valley.

OPEN DATA

The Township's Open Data Portal continues to expand the availability of information by providing data in common, machine readable formats. In addition to a number of popular data sets, other features include web mapping tools, downloadable aerial photos, land and parcel information, development activity status, etc. The Township uses open standards and API's to spur innovation and help entrepreneurs, software developers, academics, or members of the community access data.

SKILLS CONCENTRATION NICHE

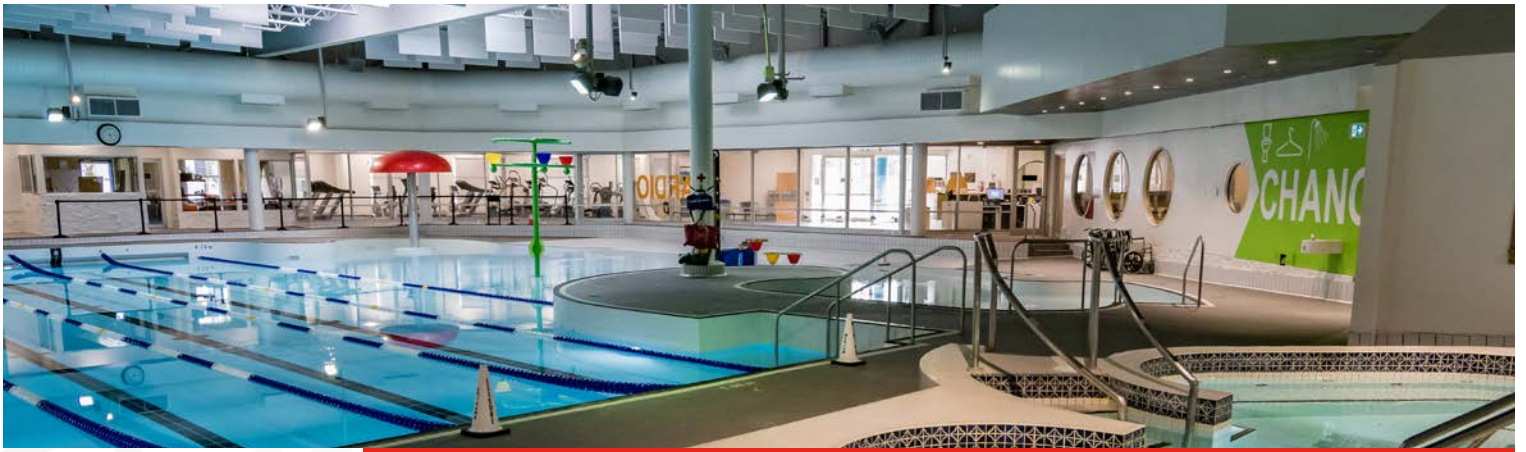
The Township of Langley has above-average concentrations of workers in high-skill fields like management, business and financial administration, public service, and education. Many of these residents are currently commuting elsewhere in the region for employment but represent an attractive local talent pool for expanding high-value services employment.

SOCIAL PURPOSE BUSINESS

Today, a 'Social Purpose Business' is one whose enduring reason for being is to create a better world. Businesses that stand for solving societal challenges are performing well in terms of market growth, meeting changing customer needs, and energizing their employees. It can set a competitive advantage, help navigate turbulent times, and create new opportunities for maximizing profits and building shareholder value. In BC, the Social Purpose Institute of the United Way of the Lower Mainland is helping local businesses identify and develop their own social purpose proposition.

SUPPORTING ECONOMIC RECONCILIATION

Working with Aboriginal Business Match in cooperation with the Kwantlen and Katzie First Nations, the Township of Langley was the first Metro Vancouver host location for the national Aboriginal Business Match event in 2017 and will again be the host location in 2018. Through a long standing valued relationship, this business development event is designed to connect Aboriginal and non-Aboriginal businesses, organizations, and governments together to stimulate business opportunities, training and employment, to create joint ventures and partnerships, and to provide for economic health.



OUR INFRASTRUCTURE ASSETS

The Township's 2018 infrastructure *capital asset valuation is \$1.59 billion* at historical cost, net of accumulative amortization expense. Infrastructure assets not only provide what we consider as the basic necessities for quality of life, such as safe and efficient roadways, quality drinking water, crime prevention and reduction, community facilities and amenities, etc.; they amongst others, are also essential for business and a strong economy.

Every year, the Township *plans, builds, and delivers a range of capital projects* that have been approved by Mayor and Council as priority investments to help meet current needs. These include capital projects related to improvements to roads, drainage, sewer, water, and parks, all of which help improve the quality of life in our community.

Through the *annual budget review process*, Township Mayor and Council consider Council-priority and staff-recommended capital projects and associated funding requirements. For financial planning considerations only, a 5 year capital plan is generated.

Developers equally construct capital infrastructure that is then contributed to the Township. These are often referred to as *contributed assets*. For 2018, contributed assets amounted to \$108 million or 47% of total capital asset additions.

Information on capital projects led by the Township's Engineering Division are available online through the Township's *website mapping application*.

Both the BC Government and Metro Vancouver's TransLink have *contributed regional road infrastructure assets* in recent years including the expansion of the Port Mann Bridge's 10-lane capacity, widening of Trans Canada highway lanes from Vancouver to Langley, adding 30 kilometers of new HOV lanes as well as truck climbing lanes, opening the Golden Ears Bridge with its 6-lane capacity, and constructing 40 kilometers of South Fraser Perimeter Road infrastructure. Regionally, increased investments continue to be made to provide quick and convenient transportation links for residents and businesses across the lower Mainland and Fraser Valley.

Useful Links



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