



# SQUAMISH

## WHY SQUAMISH?



BEAUTIFUL



# Letter from the Mayor

Hello, and welcome to the vibrant community we are proud to call home. As one of Canada's fastest growing communities and B.C.'s best place to work, more and more people are choosing Squamish to live, work and play.

Squamish is growing steadily while still maintaining our friendly small-town feel, relative affordability and an unparalleled ocean-meets-mountain lifestyle that our natural setting offers.

The Sea to Sky Highway, one of the world's best coastal drives and most scenic commutes, connects Squamish to Vancouver and Whistler in just forty-five minutes. On all sides, we are surrounded by breathtaking views - the granite cliff face of the Stawamus Chief, awe-inspiring mountain peaks of Mount Garibaldi, Atwell Peak and the Tantalus Range, and the majestic Howe Sound, North America's southernmost fjord.

Squamish has much to offer those choosing to do business here. Easy access via port, highway and rail, a young and skilled workforce, and competitive commercial and residential real estate rates, are just a few reasons why Squamish is ranked amongst Canada's best places to invest. Squamish is also home to a thriving hub of entrepreneurs, investors and innovators who have chosen our lifestyle as a key element of their business.

When you choose Squamish, you become part of our business community and join others across a range of industries who have chosen our town as their home base for business operations. At the same time, you gain access to our economic development tools, data and services that will help you to make informed business decisions well into the future.

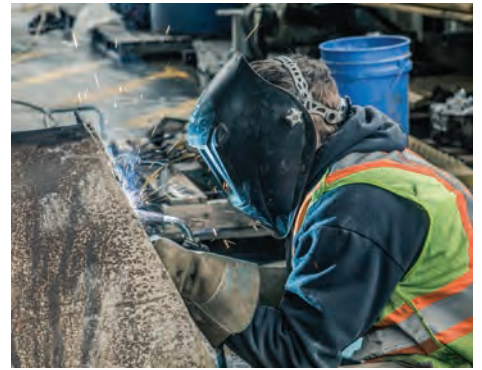
Welcome to Squamish. We hope to show you around town.



**Mayor Elliott**



# SQUAMISH HARDWIRED FOR BUSINESS



Young, entrepreneurial and fast-growing, Squamish is poised for big things. From our global reach to our supportive business community and competitive real estate rates, we're ready to do business with you.



## 5 REASONS TO DO BUSINESS IN SQUAMISH

- 1 Unparalleled Lifestyle**  
We're a mecca for outdoor enthusiasts, offer proximity to Metro Vancouver and Whistler, and have all the amenities you could want or need.
- 2 International Access**  
Squamish is connected to the world by rail, deep-sea port, air and highway.
- 3 Strong Growth**  
Squamish is poised for big things thanks to strong growth in a wide range of sectors that include clean energy, forestry, manufacturing, technology and tourism.
- 4 Competitive Workforce**  
Our fast-growing, highly educated and young workforce choose Squamish for our unique mountain-meets-ocean lifestyle.
- 5 Attractive Business Climate**  
Competitive commercial and residential real estate rates plus incentives for development make Squamish an attractive place to do business.

# WHY SQUAMISH?

  
**TOP CITY**  
IN BC TO WORK  
BC BUSINESS MAGAZINE, 2018

 **\$88.4K**

Pre-tax median household income,  
26.3% higher than the rest of BC

 **68.5%**

Post-secondary certificate, degree or  
diploma, 6.5% higher than the rest of BC

Source: Statistics Canada. 2017. Squamish [CA] and B.C. population 25-64 years

 **\$12 to \$14**  
PER SQUARE FOOT

**Average commercial lease  
rates.**

Compared to \$20 - \$50 per square foot  
in Vancouver.

Source: Realtor.ca commercial property search Jan 2018

 **BEST PLACE  
TO INVEST  
IN CANADA**

**RANKED IN TOP 15**

Canadian Business and Profit Guide

**RANKED IN TOP 10**

Canadian Property Investor Magazine

ONE OF THE **TOP 10** FASTEST GROWING  
COMMUNITIES  
IN CANADA

**45**  
MINUTES

drive to Whistler, the world famous ski resort  
or to Metro Vancouver

Whistler ●  
Vancouver ● **SQUAMISH**

 **OCEANFRONT  
INCENTIVE**

**Revitalization Tax Exemption**

Eligible owners receive a tax exemption  
for the development of applicable new  
commercial or industrial construction or  
renovation to existing building(s) within the  
Squamish Oceanfront Lands.

**19,893**

**POPULATION: 2016**

Source: 2016 Statistics Canada Census

**21,229**

**ESTIMATED POPULATION 2018**

Source: BC Stats

**30,000**

**POTENTIAL POPULATION BY 2031**

Source: Squamish Official Community Plan

**TRANSPORTATION  
INFRASTRUCTURE**



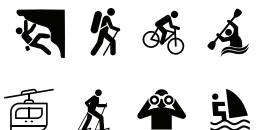
Deep sea port

Extensive rail connections

Local air transportation

Close proximity to international airport

**LIFESTYLE**



**Core  
Competencies**

| TOURISM  
| EDUCATION  
| MANUFACTURING  
| DESIGN & TECHNOLOGY  
| TRANSPORTATION  
| WOOD INDUSTRIES

**Emerging  
Sectors**

| **GREEN** building, clean technology,  
renewable energy & agri-foods  
| **OUTDOOR ADVENTURE** themed digital  
media & film, performance apparel &  
recreation technology



# Welcome to Squamish

Whether it's our ocean-meets-mountain lifestyle, our entrepreneurial spirit or our supportive small-town community feel, more and more people are choosing Squamish as their home base for their business operations.

We are a destination that is not only recognized for being situated along one of Canada's most scenic routes, offering close proximity to Whistler and Vancouver, but for our world-class recreation pursuits - biking, hiking, backcountry skiing, kite boarding, wildlife viewing, fishing to name a few.

We're a highly educated and young workforce. Our community has not only the skill-base, but the strategic global transportation network required to support business operations. Our small, but growing size and active adventure lifestyle makes Squamish a magnet for talent attraction. From our private university, Quest, focused on liberal arts and sciences, to our planned UBC clean technology campus, to be located on our oceanfront lands, and our considerable projected future growth as one of Canada's fastest growing communities, Squamish is the perfect match.

We hope you agree and look forward to the opportunity to show you around town soon.



Yours truly,

A handwritten signature in dark ink, appearing to read 'Katherine Mulligan'.

**Katherine Mulligan**

Economic Development Officer

District of Squamish

604-815-4997

[kmulligan@squamish.ca](mailto:kmulligan@squamish.ca)

# Unparalleled Lifestyle



A strong, vibrant and healthy community of over 20,000, Squamish is envied for our wide range of recreational activities. World-class trails, rock-climbing parks, consistent wind patterns, a relatively mild year-round climate, a healthy wildlife population, and proximity to ocean, mountains and rivers make Squamish a sought-after destination for mountain bikers, hikers, rock climbers, kite and wind surfers, kayakers, skiing, wildlife viewers and backcountry enthusiasts alike.

Recreation isn't the only thing that draws people to Squamish. A diverse arts and culture scene is emerging thanks to the many photographers, filmmakers and artisans who call Squamish home — local theatre groups, dance companies, musicians and singers entertain on a regular basis. Dedicated and passionate environmentalists also live and work in Squamish, striving to protect and enhance the fragile ecosystem at the heart of our beautiful surroundings. And a committed number of social organizations offer programming and services with the goal to ensure that all residents of Squamish have somewhere to turn should they ever have need.

A range of education options are available to Squamish families. They include a thriving public school system of six elementary schools, a French school, a French immersion program, a junior high school and a high school. Independent preschools and schools offer Montessori and Waldorf-inspired education. Squamish is also home to two universities — Quest University Canada and Capilano University, Squamish Campus.

Squamish hosts a variety of annual events such as Squamish Days Loggers Sports Festival, Brackendale Fall Fair, Squamish Farmers Market and a GranFondo cycling event that runs through the community. The District also boasts the largest gathering of bald eagles in North America and hosts an annual eagle count each January that draws international attention.

“Squamish is our competitive advantage, and participation in our community makes our business relationships stronger. Our location allows our team, clients, and lifestyles to overlap both inside and outside of the office.”

— JIM MORRIS, founder and principal of a digital agency based in Squamish



# International Access



Squamish is part of a world-class transportation infrastructure. Use Highway 99 to reach Vancouver in 45 minutes, or export internationally using our deep-sea port, extensive rail lines or Squamish Airport.

## Reach the world from downtown Squamish

Squamish Terminals Ltd., a deep-water, break-bulk terminal located in Squamish, has been serving customers in Western Canada, North America and around the world since 1972. Squamish Terminals offers efficient handling of forest products, steel, break-bulk and project cargos for loading to or from ocean vessels and barges. Stevedoring services are available by arrangement. Squamish Terminals is a wholly owned subsidiary of Star Shipping AS, based in Bergen, Norway.

## Take advantage of our extensive rail connections

Squamish is served by CN Rail, the only railroad that crosses the continent east-west and north-south, serving ports on the Atlantic, Pacific and Gulf coasts while linking customers to Canada, the United States and Mexico. Together with Squamish Terminals, CN Rail is part of Squamish's broad, multi-modal transportation system.

## Connect to Vancouver on the world-famous Sea-to-Sky Highway

Over eight million vehicles, and countless more trucks, travel along the Sea to Sky Highway (Hwy 99) from Vancouver to Squamish and Whistler annually. The Sea to Sky Highway is also a tourist destination, with panoramic ocean and mountain views, as well as an abundance of waterfalls, parks and interpretive kiosks along the way.

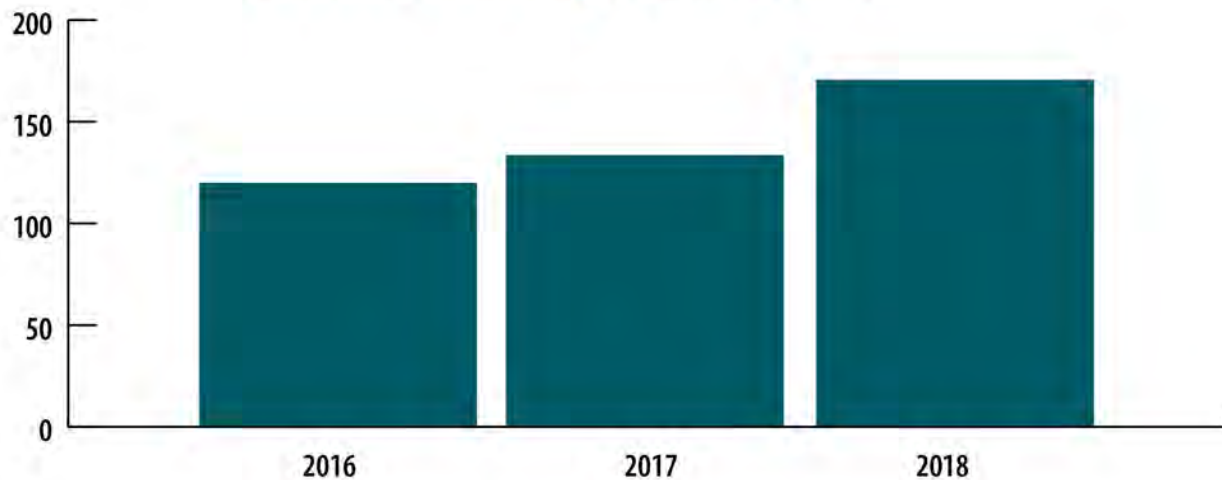




# Strong Growth

With a population of over 20,000, Squamish is one of the 10 fastest-growing communities in Canada. Several residential and commercial developments are now underway, and it's anticipated that the population of Squamish will nearly double in size by 2036. Fuelled by the attractive, active, adventure lifestyle and proximity to Vancouver and Whistler, the population of Squamish is not only fast growing but is relatively younger, with a median age of 38 compared to 43 for the rest of B.C.

## Value of Building Permits (\$M)



## Annual Population Growth Rate



## Major Projects



# 6.76B

## Median Age

**37.8**  
Squamish

**41.2**  
Canada



Our business benefits from the strong local growth of our economy.

"For over 40 years our businesses have been a part of the growth and development of Squamish and the Sea to Sky Corridor. As a materials supplier to the construction industry, our businesses grow as the community grows. We now employ over 50 people who work in skilled, well-paid positions. They work close to home, and they get to be a part of the development of the community they live in."

- AMY FAST, business development professional for a construction and manufacturing company.

# Competitive Workforce



The Squamish workforce is highly educated with 61% of those 15 and older holding a post-secondary certificate, degree or diploma, 6% higher than the rest of Canada. Top fields of study include architecture, engineering and related technologies; business, management and public administration; and health and related fields. Squamish places a focus on growing local employment opportunities for residents. With only 56% of our total workforce working in Squamish, opportunity remains for new firms to employ young, local skilled workers.

## FIELD OF STUDY

**0.19%**

Architecture, engineering and related technologies

**0.12%**

Social and behavioural sciences and law

**0.05%**

Visual and performing arts and communications

**0.04%**

Agriculture, natural resources and conservation

**0.18%**

Business, management and public administration

**0.07%**

Education

**0.05%**

Humanities

**0.04%**

Mathematics, computer and information sciences

**0.17%**

Health and related fields

**0.07%**

Personal, protective and transportation services

**0.04%**

Physical and life sciences and technologies

## KEY FACTS



**11,180**

employed workforce



**23%**

commute to other cities



**12%**

work from home



**44%**

work in squamish



**17%**

no fixed address



**1%**

work abroad

## POST-SECONDARY EDUCATION

**68%**



Squamish

**62%**



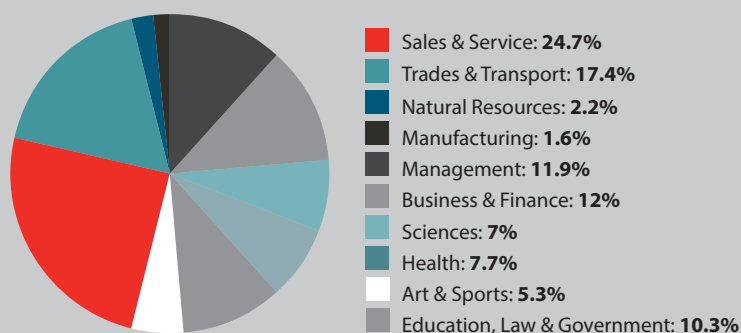
B.C.

**55%**

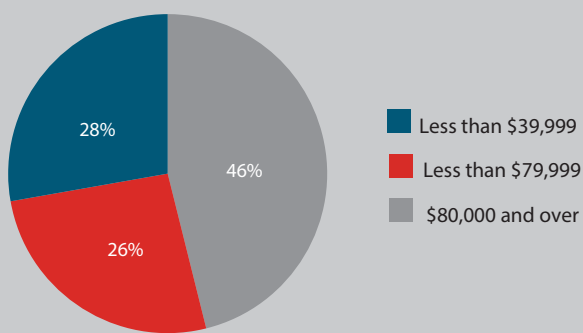


Canada

### Labour Force by Occupation (2016)



### Income of Employed Individuals (2015)



### Active Job Postings, Wages by occupation:

The following table is based on published job postings found between Dec 1, 2017 and Nov 30, 2018 for Squamish and Vancouver. The data excludes postings that do not list a salary.

	Squamish		Vancouver	
	Postings	Avg Hrly Wage	Postings	Avg Hrly Wage
0 - Management occupations	19	\$39.10	4,686	\$38.93
1 - Business, finance and administration occupations	36	\$23.30	7,578	\$23.25
2 - Natural and applied sciences and related occupations	6	\$34.42	5,199	\$33.73
3 - Health occupations	51	\$31.53	2,597	\$31.92
4 - Occupations in education, law and social, community and government services	35	\$30.81	4,775	\$24.36
5 - Occupations in art, culture, recreation and sport	10	\$23.32	797	\$25.46
6 - Sales and service occupations	113	\$15.86	12,486	\$16.12
7 - Trades, transport and equipment operators and related occupations	22	\$25.24	5,267	\$25.32
8 - Natural resources, agriculture and related production occupations	6	\$20.26	511	\$21.43
9 - Occupations in manufacturing and utilities	2	\$22.25	920	\$21.65
Other / Unidentified	5	\$20.06	546	\$23.65
<b>Grand Total*</b>	<b>300</b>	<b>\$25.86</b>	<b>45,362</b>	<b>\$25.98</b>

\*Number of postings applicable to the reporting period but excluded from this report's grand total due to lack of reliable and relevant information  
 Category 'Other / Unidentified' includes all job postings that do not provide a sufficiently specific job title and employer information to allow allocation to a 4-Digit NOC code, as per NOC 2011 specifications;

# Attractive Business Climate

## MUNICIPAL TAXES

As in most municipalities, property taxes and utilities are a primary source of funding for the District of Squamish. The District works diligently to ensure core services are maintained for businesses while supporting other important initiatives and service improvements that the community wants and needs. We recognize the importance of businesses receiving good value for their tax dollars to best serve our community.

### Squamish 2018 Property Tax Rates\*

Assessment Class	Municipal Tax Rate	Provincial Tax Rate	Total Tax Rate
Residential	3.1789	1.4288	4.6077
Utilities	40	14.749	54.749
Major Industry	32.3896	5.5248	37.9144
Light Industry	12.1434	5.1452	17.2886
Business & Other	8.6784	4.9157	13.5941
Forests – Managed	8.6784	2.8805	11.5589
Recreation & Non Profit	3.1789	2.7818	5.9607
Farm	3.1789	7.2818	10.4607

*\*2018 rates per \$1,000 of Taxable Assessed Value . Note: 2019 tax rates will be released mid-May.*



GEOFF BAKER-MODULAR HOME MANUFACTURING

Easy access to port, rail and highway infrastructure has meant my business can easily scale.

“We build modular buildings and need a lot of space. Feeling the land crunch in Vancouver, we identified Squamish as an excellent location to move our manufacturing operations to. Proximity to major transportation routes by highway, rail and barge routes were instrumental in the decision-making process and Squamish has them all.”



# UTILITIES

This section provides info on electricity rates, natural gas rates, and water and sewer rates to help you better understand the cost of doing business in Squamish.

## ELECTRICITY RATES

BC Hydro is the provider of electricity for Squamish and the rest of the province.

### Small general service rate

The small general service rate is for business customers with an annual peak demand less than 35 kW.

<b>Basic Charge</b> A small, daily charge that partially covers the fixed cost of services for things such as metering and billing	\$0.3411 per day
<b>Energy Charge</b>	\$0.1173 per kWh
<b>Minimum Charge</b>	\$0.3411 per day Equal to Basic Charge
<b>Discounts</b>	1.5% on entire bill if electricity is metered at primary potential \$0.25 per kW if customer supplies transformation from a primary to a secondary potential If eligible for both, the 1.5% discount is applied first
<b>The Rate Rider</b> Covers additional and unpredictable energy costs resulting from, for example, low water inflows or higher-than-forecast market prices	5% Rate Rider applied to all charges before taxes and levies

### Medium general service rate

The medium general service rate is for business customers with an annual peak demand between 35 and 150 kW, and that use less than 550,000 kWh of electricity per year.

<b>Basic Charge</b> A small, daily charge that partially covers the fixed cost of services for things such as metering and billing	\$0.2502 per day
<b>Demand Charge</b> The rate electricity is used, typically measured in kilowatts (kW). Peak demand is the highest rate of electricity use during a period of time	\$5.07 per kW
<b>Energy Charge</b>	\$0.0906 per kWh
<b>Minimum Charge</b> A charge that covers the costs of maintaining our equipment year round for customers with high electricity usage in the winter but low electricity usage in summer	Equal to 50% of the highest Demand Charge during the previous November 1 to March 31 period. The Basic Charge, Energy Charge and Demand Charge are replaced by the Minimum Charge if their sum is less than this amount
<b>Power Factor Surcharge</b> A measure of efficiency, and the ratio of usable power (kW) to reactive power (kVar) in a circuit. It varies between 0 and 1, and is normally given as a percentage (1 to 100%). BC Hydro applies a power factor surcharge to business customers whose power factor drops below 90%  Learn more about power factor	Applicable if power factor is below 90%
<b>Discounts</b>	1.5% on entire bill if electricity is metered at primary potential \$0.25 per kW if customer supplies transformation from a primary to a secondary potential If eligible for both, the 1.5% discount is applied first
<b>Rate Rider</b> The Rate Rider covers additional and unpredictable energy costs resulting from, for example, low water inflows or higher-than-forecast market prices	5% Rate Rider applied to all charges before taxes and levies

### Large general service rate

The large general service rate is for business customers with an annual peak demand of at least 150 kW, or that use more than 550,000 kWh of electricity per year.

#### Basic Charge

A small, daily charge that partially covers the fixed cost of services for things such as metering and billing

\$0.2502 per day

#### Demand Charge

The rate electricity is used, typically measured in kilowatts (kW). Peak demand is the highest rate of electricity use during a period of time

\$11.55 per kW

#### Energy Charge

\$0.0567 per kWh

#### Minimum Charge

A charge that covers the costs of maintaining our equipment year round for customers with high electricity usage in the winter but low electricity usage in summer

Equal to 50% of the highest Demand Charge during the previous November 1 to March 31 period. The Basic Charge, Energy Charge and Demand Charge are replaced by the Minimum Charge if their sum is less than this amount

#### Power Factor Surcharge

A measure of efficiency, and the ratio of usable power (kW) to reactive power (kVar) in a circuit. It varies between 0 and 1, and is normally given as a percentage (1 to 100%). BC Hydro applies a power factor surcharge to business customers whose power factor drops below 90%

Applicable if power factor is below 90%

[Learn more about power factor](#)

#### Discounts

1.5% on entire bill if electricity is metered at primary potential

\$0.25 per kW if customer supplies transformation from a primary to a secondary potential

If eligible for both, the 1.5% discount is applied first

#### Rate Rider

The Rate Rider covers additional and unpredictable energy costs resulting from, for example, low water inflows or higher-than-forecast market prices

5% Rate Rider applied to all charges before taxes and levies

### KELVIN MOONEY-HOME DESIGN AND MANUFACTURING



It is motivating to work with and employ many young and talented people in the area who are passionate about building better, and healthy, homes.

“Squamish has a competent and trained work force. On staff, among those who are certified, we have a timber framer, two project managers, two passive house designers, as well as a certified interior designer and an architectural technologist. Our shop manager is currently working on his Red Seal carpenter certification.”

NATURAL GAS RATES

FortisBC is the provider of gas for Squamish and the rest of the province. The following rates apply for the Lower Mainland and Vancouver Island.

Rate 2 A commercial, institutional or small industrial operation with consumption of less than 2,000 GJ annually (e.g. restaurants, apartment buildings)	
Basic charge per day	\$0.9485
Delivery charge per GJ	\$3.357
Storage and transport charge per GJ	\$1.467
Cost of gas per GJ	\$1.549

Rate 2 A commercial, institutional or small industrial operation with consumption of more than 2,000 GJ annually (e.g. schools, offices)	
Basic charge per day	\$4.7895
Delivery charge per GJ	\$2.950
Storage and transport charge per GJ	\$1.226
Cost of gas per GJ	\$1.549

Rate 5 A large-volume commercial, institutional, multi-family or other account with consumption of about 5,000 GJ or more annually. Fixed and variable charges are included in this rate structure.	
<b>Fixed charges</b> The two fixed charges are independent of the amount of gas used each month. These charges include a daily basic charge and a demand volume charge.  The demand volume charge is based on a peak daily consumption calculation. It is set once a year and is separate from the volume of gas used each month.	
<b>Variable charges</b> There are variable charges for each gigajoule (GJ) of gas consumed. These charges cover the delivery of the gas (also called transportation) and the commodity (the gas consumed).	
Rate 5 is authorized by written contract only and specific terms and conditions may apply.	

## WATER

Name of Provider: District of Squamish	
Rated Capacity:	275 l/s at PHS; 210 l/s throughput
Average Daily Demand:	10.6 ml/day
Cost - Residential:	\$469
Cost - Industrial:	See Bylaw No. 2653, 2018 flat fee per business type
Water Connection Fee (industrial):	At Cost

## SEWER

Name of Provider: District of Squamish	
Name of Provider:	District of Squamish
Rated Capacity:	+/- 14,000 m3 per day (up to)
Average Daily Demand:	7,046 m3
Peak Demand:	15,817 m3
Cost - Industrial Users:	See Bylaw No. 2653, 2018 flat fee per business type
Sewer Connection Fee (industrial):	At Cost



# Squamish Oceanfront Development Incentives



Through a community visioning process, Squamish has developed a plan for the Oceanfront peninsula to redevelop the former 100-acre industrial area to create a work-live-learn-play lifestyle that is authentically Squamish.

To encourage growth and investment in the Squamish Oceanfront, the District of Squamish offers a Revitalization Tax Exemption.

Under this incentive, eligible owners can receive a tax exemption for the development of applicable new commercial or industrial construction or renovation to existing building(s) within the Squamish Oceanfront Lands. The exemption is for a period of five years or until December 31, 2026 (whichever is sooner).



For more information about the Squamish Oceanfront Development, view the District's Oceanfront information.

# Priority Sectors

From tourism and forestry to clean technology and knowledge-based industry, Squamish is working to support the growth of local businesses and attract investment.

Our transportation network, qualified talent pool, proximity to a large urban centre, yet small feel and entrepreneurial spirit puts Squamish ahead of other municipalities in terms of our attractiveness for investment. Find out about our strategic sectors by visiting [www.squamish.ca/invest](http://www.squamish.ca/invest).



**BEST PLACE TO INVEST**

**TOP 15**

CANADIAN BUSINESS AND PROFIT GUIDE

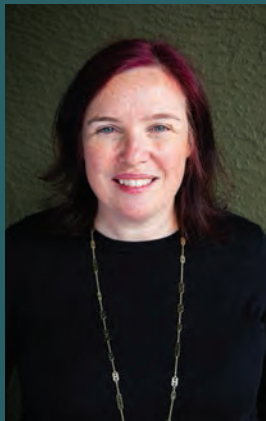
**TOP 10**

CANADIAN PROPERTY INVESTOR MAGAZINE



# SQUAMISH

HARDWIRED *for* ADVENTURE



**Kate Mulligan** | Economic Development Officer  
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[kmulligan@squamish.ca](mailto:kmulligan@squamish.ca)

**District of Squamish**  
37955 Second Avenue | Squamish, BC  
[squamish.ca/economicdevelopment](http://squamish.ca/economicdevelopment)