Ministry of Trade and Export Development






Plan for 2018-19

Government of Saskatchewan

Table of Contents

Statement from the Minister 1

Response to Government Direction 2

Operational Plan 3

Highlights 5

Financial Summary 6

Statement from the Minister



The Honourable Jeremy Harrison

Minister of Trade and Export Development

I am pleased to present the Ministry of Trade and Export Development's Operational Plan for 2018-19.

Government Direction and Budget for 2018-19 is focused on keeping Saskatchewan On Track by controlling spending, delivering high quality services for Saskatchewan people, keeping our economy strong, and returning to balance in 2019-20.

This document is a blueprint for the Ministry's activities undertaken in support of advancing Saskatchewan's trade and export capability, which directly connects with our capacity to generate wealth and prosperity in the province. International relationships and business networks are enablers of growth, and Saskatchewan's people and businesses have a special awareness of the meaning and importance of this.

Exports are the bedrock of our economy. We export roughly 70 per cent of what we produce to external markets, and in 2017 these provincial exports were worth a total of $28.9 billion—an increase of over 8 per cent from the year before, and above the national average. With goods from Saskatchewan exported to over 150 countries, market connections are the lifeblood of our communities and link us with the world.

Our province has the food, fuel and fertilizer the world needs, but it is not enough to have these things; we must also enable access to them. With the creation of the Ministry of Trade and Export Development, our government is placing a high priority on continuing to develop, diversify and add to our market connections. Saskatchewan's top 10 export markets accounted for approximately 86 percent of our total export sales in 2017; the U.S. market accounted for just over half of that total. It is imperative that we sustain and build on our current trade relationships and take advantage of existing trade agreements—while also seeking out new ones and enabling open markets. International engagement missions are just one part of these efforts; we must also ensure that our business and investment environment is as competitive as it can be.

The goals and objectives outlined in this plan will show how our Ministry intends to achieve this, while continuing to co-ordinate with our provincial partners and stakeholders in support of an even stronger, more diversified and globally-connected Saskatchewan.

Response to Government Direction

The Government of Saskatchewan is committed to keeping the province On Track through prudent fiscal management. We will succeed by spending wisely, supporting economic growth, and ensuring services are sustainable.

This focus will continue to advance Government toward the realization of Saskatchewan's Vision and goals.

Saskatchewan's Vision

"… to be the best place in Canada – to live, to work, to start a business, to get an education, to raise a family and to build a life."

- **Sustaining growth and opportunities for Saskatchewan people**
- **Meeting the challenges of growth**
- **Securing a better quality of life for all Saskatchewan people**
- **Delivering responsive and responsible government**

Saskatchewan's Vision and goals provide the framework for ministries, agencies and partners to align their programs and services and meet the needs of Saskatchewan's residents.

All ministries and agencies will report on progress in their 2018-19 annual reports.

Operational Plan

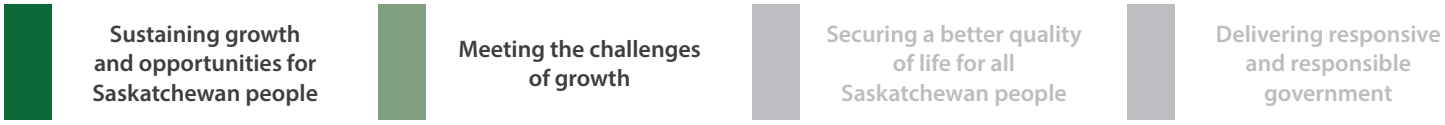
Mandate Statement

The Ministry of Trade and Export Development advances economic growth to generate wealth and opportunity in Saskatchewan. The Ministry facilitates a coordinated cross-government approach to attract investment and grow export markets. The Ministry fosters and supports a competitive business environment, facilitates trade and strengthens Saskatchewan's international relations.

Mission Statement

To advance economic growth, competitiveness and trade relations in Saskatchewan.

Government Goals



Strategic priorities from the *Saskatchewan Plan for Growth*: sustaining economic growth and meeting the challenges of growth.

Ministry Goal

Saskatchewan is *The Place to Do Business* within Canada and around the world.

Strategy

Continue to develop strong Saskatchewan brand recognition.

Key Actions

- ⇨ Engage in targeted outreach to key markets through missions and promotions to advance Saskatchewan's reputation as a preferred global supplier.
- ⇨ Increase collaboration and coordination with Saskatchewan Trade and Export Partnership (STEP) and leaders from industries within our province to achieve our economic goals.
- ⇨ Enable industry leaders to represent Saskatchewan in their business partnerships within Canada and globally.
- ⇨ Strengthen relationships with government and industries in key markets by improving our international presence.



Government Goals

Sustaining growth and opportunities for Saskatchewan people

Meeting the challenges of growth

Securing a better quality of life for all Saskatchewan people

Delivering responsive and responsible government

Strategic priorities from the *Saskatchewan Plan for Growth*: sustaining economic growth and meeting the challenges of growth.

Ministry Goal

Increase trade, investment and exports between Saskatchewan and its partners within Canada and abroad.

Strategy

Saskatchewan creates opportunities for economic growth through trade, investment and export.

Key Actions

- ⇨ Promote Saskatchewan's leadership and innovation in key industries like agriculture, mining and technology.
- ⇨ Increase foreign direct investment and reinvestment by existing companies in primary and value-added industries through economic development initiatives.
- ⇨ Represent Saskatchewan's interests in trade negotiations.

Strategy

Saskatchewan's business and investment environment is competitive.

Key Actions

- ⇨ Reduce regulatory barriers to trade through positive relationships and negotiations with other governments across Canada.
- ⇨ Lead government's initiative to reduce red tape by engaging industry in the design of regulations, policies, and programs.
- ⇨ Ensure government activities are responsive to international economic opportunities to better connect Saskatchewan to the world.

Performance Measures

Investment/Reinvestment "Wins"

Investment/reinvestment "wins" in the amount of $1 billion in 2018-19.

A "win" is a confirmed investment by a company from outside Saskatchewan into the province, or a reinvestment from a company inside Saskatchewan, and where the Ministry efforts supported an investment decision and the company would acknowledge it. It could take the form of establishing a business in Saskatchewan, a joint venture or partnership with an existing business, a merger/acquisition of an existing business, research agreements, or making investment into a company.

Saskatchewan Value of Exports

Increase the total value of exports to $51.1 billion in 2018-19.

Value of exports is defined as goods and services to both foreign and rest of Canada markets.

Red Tape Cost Savings

Regulatory cost savings associated with amended regulations or policies. Anticipated annual savings of $30 million net reduction in the cost of compliance (net savings less the cost of additions) for 2018-19.

Highlights

2018-19 Budget Highlights:

The Ministry of Trade Export and Development is working to keep Saskatchewan On Track by building for the future with fiscal responsibility:

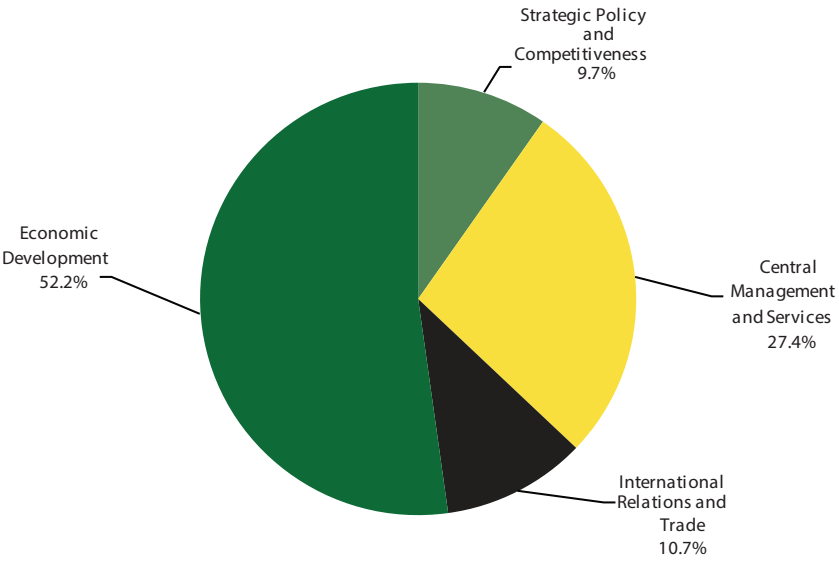
- The 2018-19 Budget allocates an additional $250,000 to The Saskatchewan Trade and Export Partnership (STEP) which will be targeted to programs that directly support Saskatchewan exporter's efforts to increase activity in both new and existing markets. This will create new jobs and further expand Saskatchewan's access to trade markets around the world.
- Creating the Saskatchewan Value-Added Agricultural Incentive to foster a competitive business environment in our province and improve investment attraction and retention outcomes in Saskatchewan's value-added agricultural sector through a 15 per cent non-refundable and non-transferable tax credit for new or existing value-added agriculture facilities that make a minimum capital investment of $10 million to expand productive capacity.

Financial Summary

2018-19 Estimates	(in thousands of dollars)
Central Management and Services	5,553
Strategic Policy and Competitiveness	1,973
Economic Development	10,574
International Relations and Trade	2,159
Total Appropriation	**20,259**
Total Expense	**20,259**

For more information, see the Budget Estimates at: http://www.saskatchewan.ca/budget

Ministry of Trade and Export Development, Budget 2018-19



For More Information

Please visit the Ministry's website at http://www.saskatchewan.ca/government/government-structure/ministries/trade-and-export-development