# Ministry of the Economy









Annual Report for 2017-18



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# Letters of Transmittal



The Honourable Jeremy Harrison

His Honour, the Honourable W. Thomas Molloy, Lieutenant Governor of Saskatchewan

May it Please Your Honour:

We respectfully submit the Annual Report of the Ministry of the Economy for the fiscal year ending March 31, 2018.

Jereny H:

The Honourable Jeremy Harrison Minister of Trade and Export Development, Minister of Immigration and Career Training

and

The Honourable Bronwyn Eyre

The Honourable Bronwyn Eyre Minister of Energy and Resources



Laurie Pushor Deputy Minister of Energy and Resources

The Honourable Jeremy Harrison, Minister of Trade and Export Development, Minister of Immigration and Career Training

and

The Honourable Bronwyn Eyre Minister of Energy and Resources

May it Please Your Honours:

We have the honour of submitting the Annual Report of the Ministry of the Economy for the fiscal year ending March 31, 2018. This report has been prepared and carefully reviewed under our direction, and accurately represents the activities and accomplishments of our ministries during the past year.



Jodi Banks Acting Deputy Minister of Trade and Export Development

Laurie Pushor

Deputy Minister of Energy and Resources

Jodi Banks

Acting Deputy Minister of Trade and Export Development



Alastair MacFadden Deputy Minister of Immigration and Career Training

Alastair MacFadden

Deputy Minister of Immigration and Career Training

# Introduction

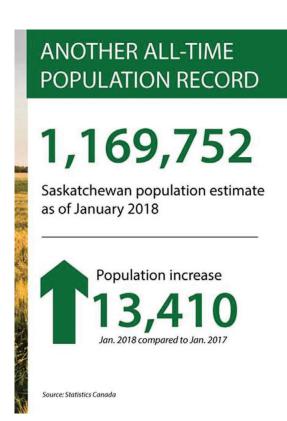
This annual report represents the former Ministry of the Economy's results for the fiscal year ending March 31, 2018. It provides results of publicly committed strategies, key actions and performance measures identified in the *Ministry of the Economy Plan for 2017-18*. It also reflects progress toward commitments from the Government Direction for 2017-18, the Saskatchewan Plan for Growth – Vision 2020 and Beyond, throne speeches and the Ministry.

The annual report demonstrates the Ministry's commitment to effective public performance reporting, transparency and accountability to the public.

Note: On February 2, 2018, the Ministry of the Economy was restructured into three new ministries to better serve and promote Saskatchewan.

- ⇒ The Ministry of Energy and Resources develops, co-ordinates and implements policies and programs to promote the growth and responsible development of the province's natural resources industries.
- The Ministry of Immigration and Career Training leads efforts to help individuals prepare for, obtain and maintain employment, and activities to assist employers with the development, recruitment and retention of workers.
- ⇒ The Ministry of Trade and Export Development advances economic growth to generate wealth and opportunity in Saskatchewan, attracts investment, fosters a competitive business environment, facilitates trade and strengthens Saskatchewan's international relations.

For the purpose of reporting on the work accomplished by the former Ministry of the Economy throughout 2017-18, this annual report was produced with collaboration from all three new ministries.







# **Alignment with Government's Direction**

The Ministry's activities in 2017-18 align with Saskatchewan's vision and four 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 o

Meeting the challenges of growth

Securing a better quality of life for all Saskatchewan people Delivering responsive and responsible government

Together, all ministries and agencies support the achievement of the Saskatchewan's four goals and work towards a secure and prosperous Saskatchewan.

# Ministry Overview

# **Mandate Statement**

The Ministry of the Economy advances economic growth to generate wealth and opportunity in Saskatchewan. The Ministry attracts investment and removes barriers to growth; regulates responsible resource development by facilitating resource exploration and development within an effective regulatory framework; and supports a robust labour market by developing, attracting and retaining a skilled labour force.

# **Mission Statement**

The Ministry of the Economy advances economic growth to generate wealth and opportunity in Saskatchewan. The Ministry works with other ministries, stakeholders and the general public to keep moving Saskatchewan forward. Delivering on the goals and objectives of the Saskatchewan Plan for Growth is central to the Ministry's mandate, with a focus on business and industry development. The ultimate goal of the Ministry's work is to create a better quality of life for the people of Saskatchewan.

# **Primary Lines of Business**

In 2017, the Ministry of the Economy was comprised of four primary lines of business: petroleum and natural gas; minerals, lands and resource policy; economic development; and labour market development. Through a shared economic development focus, the Government of Saskatchewan supports alignment and co-ordination between:

- ⇒ the government's economic development policies and programs for the whole province;
- ⇒ resource sector development, which is driving much of the province's growth; and
- ⇒ labour market development, which is critical for ensuring that growth opportunities are realized.

The Ministry maintains relationships with a number of agencies important to the growth agenda, such as Innovation Saskatchewan, Tourism Saskatchewan, the Saskatchewan Trade and Export Partnership (STEP), the Saskatchewan Research Council (SRC), and the Saskatchewan Apprenticeship and Trade Certification Commission.

Ministry employees provide services and programs through its main offices in Regina, Saskatoon and through regional offices across the province.

# Progress in 2017-18

# **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

# **Ministry Goal**

Advancing Saskatchewan's natural resource and agriculture strengths, particularly through innovation, to build the next economy.

# Strategy

Ensure royalties are responsive to price cycles and encourage ongoing exploration when prices are low, while maintaining a fair return to the province.

## **Key Actions and Results**

- ⇒ Maintain and monitor the Province's royalties, taxes and regulations to ensure a competitive environment.
  - Monitored changes to oil and gas royalty regimes of competing jurisdictions to ensure that Saskatchewan remains competitive.
  - Saskatchewan ranked as the second best jurisdiction in Canada and seventh best jurisdiction in the world for its oil and gas development policy environment in the Fraser Institute's 2017 survey of the upstream petroleum industry. Petroleum executives viewed Saskatchewan very favourably for its fiscal terms (licences, lease payments, royalties, production taxes), cost of regulatory compliance and clear environmental regulations.
  - Introduced a modernized potash Crown royalty system in 2017, replacing the existing system. The new, simplified system was designed to be revenue neutral to the Government of Saskatchewan and has received industry support.
  - bemonstrated flexibility related to adverse industry conditions in Saskatchewan's mineral royalty and taxation systems by reducing industry taxation burden. In 2017, potash production reached record levels, which improved industry confidence and contributed to \$170 million invested in Saskatchewan mineral exploration.
  - ☼ Timber royalties are market based, responsive to price cycles and competitive with other jurisdictions.

# Saskatchewan Success!

In March 2018, a number of changes were introduced to decrease the number of non-routine well licence applications. Applications are considered routine when all regulatory requirements are met through self-declarations and can be authorized prior to Ministry review. Since implementing these process changes, 600 applications that would have been processed as non-routine are now considered routine. This resulted in routine licence applications increasing from 35 per cent to 50 per cent. It also significantly improved the response rate for industry and allowed what was a 14-day approval process to take place in just one day!

# Strategy

Increase natural resource production.

# **Key Actions and Results**

- ⇒ Foster an environment that encourages investment in the province.
  - Udentified several potential investment projects in the exploratory or early-planning stages. By 2021, more than \$500 million in investments are planned in Saskatchewan's forestry sector.
  - Exported \$619 million in Saskatchewan forest products in 2017, representing a 12 per cent increase over 2016. This was the highest level of exports since 2005. Overall in 2017, total forest product sales were \$1.2 billion Saskatchewan's highest value of sales in over a decade and a 21 per cent increase over 2016.
  - Maintained a stable and competitive oil and natural gas royalty regime.
  - Undertook and reported on a multifaceted geoscience program that facilitated the exploration for and development of the province's mineral and petroleum resources.
  - ∜ Incentives implemented into the Potash Production Tax system over the last 15 years continue to be very successful.
    - \( \text{K+S Potash Canada's Bethune mine, the first new potash production facility in Saskatchewan in more than 50 years, began production in June of 2017.
    - Work continues on Mosaic's \$3.2 billion Esterhazy expansion, and multiple companies continue development of projects to produce a range of commodities in the province.

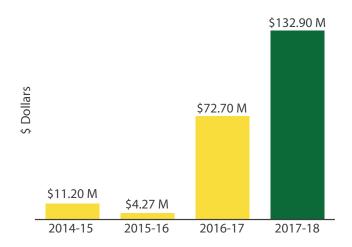
# 2017 FOREST PRODUCT SALES \$1.2 billion Highest value of sales in over a decade Saskatchewan

# Strategy

Update regulations and supporting processes.

# **Key Actions and Results**

- ⇒ Improve regulatory processes and standards.
  - Through the use of analytics, a number of changes were identified that are expected to increase the number of routine well license applications from approximately 35 per cent to 50 per cent. This will result in a significantly improved response rate for industry.
  - Regulatory oversight was enhanced last year through legislative changes to the oil and gas industry. These include important changes to *The Pipelines Act, 1998* and *The Oil and Gas Conservation Act* and associated regulations, which allow for the licensing of flowlines, enhanced audit and inspection powers, and streamlining of various regulatory processes.



**Red Tape Savings** 

- ⇒ Strengthen industry oversight through the implementation of the Pipeline Regulatory Enhancement Program.
  - Stablished the Pipeline Regulatory Enhancement Program with appropriate governance and technical committees.

    Mapping has been completed for all pipeline programs with six related government agencies as part of a proposed first phase IT plan.

The Plan for Growth economic strategy set an objective of red tape reduction throughout the Government of Saskatchewan, and the Ministry oversees this effort. Red Tape savings are the result of changes to regulations, policies and programs related to provincial legislation. The above chart represents forecasted red tape reduction savings for projects completed across government during the year. Analyses of savings are forecasted over a 10-year period – the average time until the next regulatory review.

# Strategy

Encourage value-added diversification.

# **Key Actions and Results**

- ⇒ Increase engagement with companies to further value-added diversification in the province.
  - Implemented a systematic, team-based approach to increase alignment with worldwide investment attraction best practices. 2017-18 results include:
    - \$ 17,292 companies researched, 4,275 leads generated and 607 leads qualified;
    - \$\,\text{402 current opportunities in the investment attraction area have been identified;}
    - 🔖 831 connections forged between industry and First Nations/Métis communities and corporations; and
    - \$ 131 of these connections advanced to formal conversations about partnering and investments, and these efforts include 242 community and corporation out-of-office visits.
- ⇒ Facilitate and improve effectiveness by working across Ministries and Crown Corporations
  - The Ministry worked on numerous projects with other ministries, agencies and Crowns. One of the main focal points of this work was the issue of infrastructure development. As part of this effort, the Ministry brought in several companies to bid on SaskPower's renewable energy contracts through its competitive bid process. The Ministry also actively worked to connect Crowns and potential suppliers through the Crown Procurement Committee.
- ⇒ Identify investment opportunities based on Saskatchewan's competitive advantages and value proposition
- ⇒ The Ministry continued to pursue strategic investment opportunities aligned with the province's key economic sectors: mining, oil and gas, value-added agriculture, forestry, and manufacturing. Investment attraction efforts also targeted companies that provide services and supplies to the key sectors.
- ⇒ Participate in federal discussions regarding the reduction of greenhouse gas emissions.
  - Engaged in federal-provincial discussions across a broad range of greenhouse gas emissions issues as well as specific provincial and federal agendas and strategies in the areas of environmental and economic policy.
  - Participated in the development of several Government of Saskatchewan projects which were submitted to the federal government's Low Carbon Economy Fund for consideration.

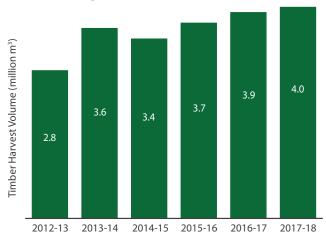
# Continue to exceed year over year timber harvest levels, with a target of 4.0M Cubic Meters in 2017-18

# Performance Measures<sup>1,2</sup>

#### Saskatchewan Timber Harvest by Year

- ⇒ Saskatchewan's timber harvest reached its target of 4.0 million cubic metres in 2017-18 and is on track to meet the Growth Plan target of 4.2 million cubic metres by 2020.
- ⇒ The forestry sector has benefited from a resurging U.S. housing market, high product prices and a favourable exchange rate, which have led to an increase in sales and exports.

 $<sup>^{\</sup>rm 2}$  Saskatchewan exceeded the target of 164.5 million, with 177.2 million barrels of crude oil produced in 2017.

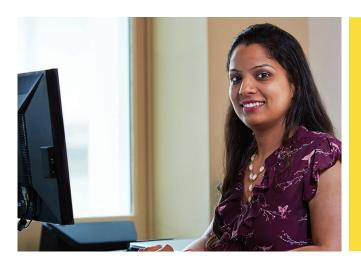


\* Does not include AAC or timber harvest from other Crown lands or private lands.

# Saskatchewan Success!

Saskatchewan's forestry products industry is emerging as one of the province's strongest growth sectors. In 2017, the forestry sector generated sales of nearly **\$1.2 billion** – a 21 per cent increase from the previous year and the highest value of forestry product sales in over a decade. Forestry supports a total of **8,400 jobs** – 30 per cent of which are Indigenous – and prices in this sector are forecasted to remain high over the next several years due to the continued recovery of the United States economy.

<sup>&</sup>lt;sup>1</sup>The Value of Mineral Sales in Saskatchewan rose from \$6.4B in 2016 to \$6.6B in 2017. However, the improvement target for this performance measure in 2017-18 was \$9.8B.



# Saskatchewan Success!

The Pipeline Regulatory Enhancement Program, or PREP, focuses on streamlining and automating pipeline approval programs, which are currently administered manually. This automation allows the Ministry to license and regulate flowlines, including retroactively licensing **over 80,000 existing flowlines**. This new way of doing business allows industry to get all government approvals completed through a unified and transparent online process. In the future, PREP will establish new programs to make sure industry meets standards and best practices around safe operation of pipelines.

# Strategy

Encourage and foster the development of integrated infrastructure to support economic growth.

# **Key Actions and Results**

- ⇒ Better integration of infrastructure development in industrial parks, pipelines, highways, power and water.
  - Use Creation and maintenance of an Industrial Sites Catalogue to assist decision-making for investors and others.
  - Worked in partnership with the Ministry of Highways and Infrastructure on infrastructure projects to ensure competitiveness and maximization of forest sector truck weight limits on provincial highways and infrastructure.
- ⇒ Continue to support strategic projects with municipalities.
  - The Ministry attended several company-organized town hall and information sessions to help provide information on the mine development process to create a better understanding for communities.
  - Met with rural municipalities to share information regarding opportunities to work co-operatively with resource companies to maximize the benefits to local residents.

## **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

# **Ministry Goal**

Ensure the ongoing competitiveness of Saskatchewan's economy.

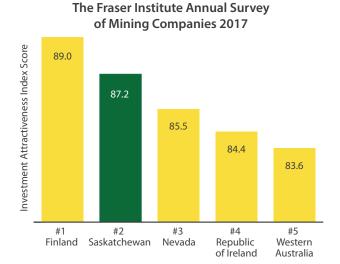
# Strategy

Remain among the most competitive provinces in Canada.

## **Key Actions and Results**

- ⇒ More effectively use the results of public research and development activities to encourage private investment.
  - Saskatchewan maintained its position as the principal global destination for potash and uranium exploration and has unrealized potential for other types of mineral deposits. To attract new investment in grassroots exploration for base and precious metals, the Ministry undertook airborne geophysical surveys and is considering other initiatives.
  - Realigned exploration and development research spending.
- ⇒ Maintain capital investment at \$16 billion or greater.
  - Total private sector investment was \$14.8 billion in 2017, a 1% improvement over 2016. Despite low commodity prices, the drop in capital investment was largely due to the completion of major projects in the mining sector.

- ⇒ Digitize information that investors need to make decisions.
  - The Ministry moved to a geospatial method of leasing Crown subsurface minerals. As a result, permit to lease conversion turnaround time was decreased from months to under a week. It also placed the province at the forefront of embracing technological change to meet the needs of investors, ensuring all regulatory requirements are met while minimizing the need for non-value-added work.
- ⇒ Encourage private sector innovation by introducing a Saskatchewan Commercial Innovation Incentive.
  - besigned to support the commercialization of new and transformative innovations within the province, this first-of-a-kind, patent box-style Saskatchewan Commercial Innovation Incentive (SCII) opened for applications in August 2017.
  - This Saskatchewan incentive reduced the provincial Corporate Income Tax rate for eligible corporations to 6 per cent for a period of 10 years on taxable income earned from the commercialization of a broad range of intellectual property.
- ⇒ Engage our Aboriginal population.
  - Saskatchewan's forest industry has the highest rate of Indigenous engagement in Canada. Thirty-one per cent of the timber is allocated to Indigenous businesses and more than 30 per cent of the industry's workforce is Indigenous. Two of the province's forest product manufacturing facilities are First Nations owned, including Canada's largest 100 per cent First Nations-owned sawmills, Norsask Forest Products in Meadow Lake, Saskatchewan.
  - In 2017, there were 54,600 Indigenous people participating in the off-reserve labour force. This is up by 1,000, or 1.9 per cent, from 2016. There were 46,500 Indigenous people employed, which is up by 900, or 2.0 per cent, over the same period.
- ⇒ Support the competitiveness of the resource sector by ensuring environmental sustainability.
  - Began installation of the tailings cover and waste rock remediation at the Gunnar mine site.
  - Continued to remediate the abandoned uranium mine sites of northern Saskatchewan as Mudford Lake, which surrounds the Gunnar Main Tailings area, has been dewatered and 100 per cent of the area (except for the dam exclusion area) has been regraded. Approximately 55 per cent of the Gunnar Main Tailings has been covered by waste rock.





⇒ In the Fraser Institute's Survey of Mining Companies 2017, Saskatchewan was ranked second in the world in the Investment Attractiveness Index, a composite measure of the perception of the province's policy environment and mineral potential. Saskatchewan is the leading jurisdiction for mining investment in Canada. Saskatchewan's high ranking is attributed to competitive and predictable administrative and environmental regulations and the availability of skilled labour.

# Strategy<sup>3</sup>

Increase the number of people working in Saskatchewan.

## **Key Actions and Results**

- ⇒ Align skills training investments with the needs of the economy.
  - Developed a supply and demand framework of labour market information to better match skills training investments with the needs of employers.
  - Used data collected through the National Job Bank to identify soft skills that are in demand by employers. This information will inform skills training investments to ensure that workers are equipped with the skills that employers need.
  - ♦ Trained more than 4,300 apprentices indentured to 2,400 employers. Over 1,000 individuals obtained journeyperson status.
  - Provided more than 3,700 credential-based skills training opportunities for individuals in high-demand occupations.
  - Provided more than 8,000 Adult Basic Education training opportunities for individuals to acquire essential skills for employment and/or obtain their Grade 12 credential.
- Attract skilled workers to Saskatchewan in alignment with labour market needs through national recruitment and immigration activities.
  - Attracted 10,526 new immigrants (4,100 nominees and their spouses and dependents) to Saskatchewan through the Saskatchewan Immigrant Nominee Program (SINP), accounting for 72 per cent of immigrants to Saskatchewan in 2017.
  - Launched the new SINP Semi-Skilled Agriculture Workers subcategory in March 2018 to help address labour shortages in the agricultural sector.
  - 🔖 SINP entrepreneur nominees invested \$32.8 million in 2017-18 and employed 293 Saskatchewan workers.
  - Processed over 3,000 job position approvals for employers to hire international workers through the SINP.

<sup>&</sup>lt;sup>3</sup> This performance measure target in 2017-18 was to increase employment in Saskatchewan to 608,400. In 2017-18, 567,200 individuals were employed in the province.



# Saskatchewan Success!

The Adult Basic Education (ABE) program often hears back from students who tell them what a difference it made in their lives. Last year we learned of a young First Nations woman who completed the ABE levels, entered university and then went on to win both an Indigenous academic award and a large bursary. She was delighted to share with us that she made the Dean's List this year in Business Admin – and we were so pleased for her success! Her story is one of many that continue to prove the program is a foundational stepping stone for so many.



- Negotiated new Labour Market Transfer Agreements (LMTAs) with the Government of Canada that give Saskatchewan more funding and flexibility to design and deliver responsive programming. The new agreements are more client centred, outcome focused, flexible and streamlined, enabling Saskatchewan employers and workers to adapt to the changing labour market and nature of work.
- Partnered with the Government of Canada on the Global Skills Strategy to make it easier for growing and innovative Saskatchewan businesses to attract the talent they need to succeed in the global marketplace.
- ⇒ Retain skilled workers, including strategies for young and mid-career workers and settlement of newcomers:
  - Supported the initiation of business activities in Saskatchewan for 771 SINP entrepreneurs.
  - Responded to more than 33,000 client inquiries through Regional Newcomer Gateways, facilitating settlement and labour market integration.
  - In collaboration with the Government of Canada, implemented the Employment Insurance Benefit Information System (EIBIS) in Saskatchewan, assisting job seekers to engage in training interventions in a timely manner.
- ⇒ Work with employers and community partners to improve the employment rate of groups who are under-represented in the workforce:
  - Workforce Development Program funding assisted 13,500 job seekers and workers in preparing for, obtaining and maintaining employment. Over 68 per cent of these participants self-identified as an Indigenous person, 25 per cent as under the age of 25, and 38 per cent as women.
  - The Employment Assistance Program for Persons with Disabilities (EAPD) assisted 4,200 job seekers and workers in preparing for, obtaining and maintaining employment.
- ⇒ Assist employers in accessing education/training, recruitment and employee retention solutions.
  - Responded to the training needs of 1,181 Saskatchewan employers and an estimated 2,000 trainees through the Canada-Saskatchewan Job Grant.
  - Partnered with the Government of Canada to deliver four employer education sessions about immigration and labour market development supports with over 150 participants.
  - Improved the application process for employers applying to the Canada-Saskatchewan Job Grant and published service standards.



- options so they are better positioned to develop, recruit and retain a skilled and diverse workforce.
- ⇒ Modernize client service delivery through citizen-centred design and the development of online tools that employers, job seekers and students are looking for.
  - Enhanced the SINP online application system so that applications could not be submitted until all crucial documents are uploaded. These changes led to improved client experience and more efficient application processing.
  - Collaborated with the Ministry of Advanced Education to streamline access to services and supports for students with disabilities, resulting in a single access point for clients and an online application.
  - Partnered with the National Job Bank for the co-delivery of Job Bank services, providing employers and job seekers with an enhanced regional, national and international recruitment platform, secure recruiting, hiring and job matching services, and other innovative tools including labour market information.
  - Transitioned the Certificate of Registration process, under *The Foreign Worker Recruitment and Immigration Services Act, 2013* (FWRISA) to the Ministry of Labour Relations and Workplace Safety to create efficiencies and enhance customer service for Saskatchewan employers.

# Saskatchewan Success!

The province has hosted the Saskatchewan Mining Supply Chain Forum each year for the last decade. Since its humble beginnings in 2008 with 160 people attending, it has now grown to attract **over 1,200 people** from all over the world, including Australia, Germany and the United States. With representation from every operating mine, it is the largest mining event in Saskatchewan and is the best place to connect with industry leaders, personnel and suppliers. The 9<sup>th</sup> annual event was held on April 4-5, 2017, at Prairieland Park in Saskatoon.

# Strategy

Maintain strong collaborative relationships with other ministries/agencies whose regulatory activities have an impact on development.

## **Key Actions and Results**

- Review business regulations to reduce barriers to growth.
  - Regulatory modernization review of The Quarrying Regulations, 1957 and The Alkali Mining Regulations was completed in 2017-18, recommending a move from physical ground staking to a more efficient and cost-effective land description-based application process. Regulatory changes are expected to be completed in 2018-19.
  - Undertook a review of *The Seismic Exploration Regulations, 1999* resulting in identification of improvements to enhance administrative processes, eliminate unnecessary fees and provide regulatory clarity.



- 🔖 Worked closely with industry in order to address barriers to growth for timber harvesting development in Saskatchewan.
- ⇒ Influence regulations and policy in relation to climate change.
  - The Ministry began working on projected financial impacts to the forestry sector of any regulation or tax imposed due to climate change.
  - The Ministry participated in ongoing consultations on several federal climate change initiatives: Clean Fuel Standard and Output Based Pricing System.
- ⇒ Maintain a close working relationship with the Ministry of Environment and other ministries to identify and overcome hurdles in natural resource development.
  - In December 2017, the Government of Saskatchewan released *Prairie Resilience: A Made-in-Saskatchewan Climate Change Strategy*. The Ministry continues to work with the Ministry of Environment and other ministries to develop and implement various aspects of the strategy.
  - Ministry officials attended numerous public events on resource projects with officials from other ministries to support community engagement and social licence.
  - The Ministry worked with the Ministry of Environment and industry partners on improvements to forest management planning standards in Saskatchewan.
  - The Ministry worked with the Ministry of Highways and Infrastructure on various highway improvements to enhance the competitiveness of the resource sectors.
- ⇒ Maintain tax competitiveness and a favourable regulatory environment to attract and retain businesses in Saskatchewan.
  - The Ministry continued to monitor changes to oil and gas royalty regimes of competing jurisdictions to ensure provincial competitiveness.
  - The Ministry worked with partners in government to understand the competitiveness implications of regulatory and tax changes introduced in the U.S.

# Saskatchewan Success!

New Subsurface Mineral Royalty Regulations introduced on January 1, 2018, marked the official replacement of the 57-year-old Saskatchewan Potash Crown Royalty. These changes replaced outdated concepts of producer royalty with a modernized version. This new system was supported by industry and was designed to be revenue neutral to the Government of Saskatchewan.

## **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

# Ministry Goal<sup>4,5</sup>

Increase trade, investment and exports through international engagement.

# Strategy

Better align and coordinate the Ministry's resources among economic partners.

## **Key Actions and Results**

- ⇒ Strengthen intergovernmental and commercial relationships.
  - Udentify supply chain linkages and procurement opportunities to Saskatchewan businesses, manufacturers and processors.
    - Supply chain linkages and procurement opportunities were promoted to thousands of Saskatchewan businesses, manufacturers and processors through the Mining Supply Chain Forum (over 1,400 attendees), Supply Chain Week, the Crown Procurement Committee, the 4<sup>th</sup> Annual Agri-value Workshop and Networking Event, and the Aboriginal Business Match (over 1,000 one-on-one business meetings).
    - The Ministry made 831 connections between industry and First Nations/ Métis communities and corporations. Of these, 131 advanced to formal partnering and investment conversations, and 242 community and corporation out-of-office visits.
    - Concerted efforts were made to ensure timely communication and followup with Saskatchewan-based companies. Aftercare is accomplished through support to key events with significant networking potential, as opportunities for information sharing and dialogue with stakeholders. This occurred though participation in the Saskatchewan Geological Open House, the World Mining Competition, Saskatchewan Business Opportunity Expo, Manufacturing Week, Canada's Farm Progress Show and many others.
- ⇒ Increase foreign direct investment in primary and value-added industries.
  - The Ministry improved results through the implementation of a systemic approach to investment attraction, which incorporated opportunity identification, lead generation/qualification, project expediting and aftercare.
    - In 2017-18, the Economic Development Division researched 17,292 companies and generated 4,275 leads, of which 607 were qualified. There are now over 400 opportunities in the investment attraction pipeline.

# Strategy

Build the Saskatchewan brand around the world.

# **Key Actions and Results**

- ⇒ Increase outreach through missions and promotions.
  - International engagement missions are an important part of Saskatchewan's efforts to develop and sustain new markets in addition to strengthening existing trade relationships and promoting the province as a place to invest and do business. In 2017-18, the Ministry hosted 83 incoming missions and participated in 29 outgoing missions. Markets visited included Canada (10 missions), the United States (six missions), Japan/Korea (three missions), Europe (four missions), China (two missions), ASEAN, Mexico and the United Arab Emirates (two missions).

# Saskatchewan Success!

It's not every day that someone from Hollywood invests in Saskatchewan agriculture! Impressed with Saskatchewan's organic agriculture industry and our government's favourable business environment, Oscarwinning film director and Canadian native James Cameron and his wife Suzy Amis Cameron announced the formation of Verdient Foods Inc. and their commitment to open a new pulse food processing facility in Vanscoy, Saskatchewan on September 18, 2017. Once fully operational, the 160,000 metrictonne facility will be the largest organic pea protein fractionation facility in North America. Saskatchewan agriculture is feeding the world while creating jobs and opportunity at home. The Camerons' decision to move forward with this project in Saskatchewan is a tribute to the province's grain producers, our growing food processing industry, and our world-leading research community.

<sup>&</sup>lt;sup>4</sup>The investment performance measure target for 2017-18 was to maintain private capital investment in Saskatchewan at levels of \$16B or greater. In 2017 private capital investment in the province was \$15B.

<sup>&</sup>lt;sup>5</sup>The export performance measure target for 2017-18 was to maintain exports of \$32.6B or greater. In 2017 Saskatchewan exports were \$29B.

- ⇒ Develop existing and new trade markets.
  - In 2017-18, the Saskatchewan Trade and Export Partnership (STEP) delivered 34 outgoing trade missions for 203 Saskatchewan exporters to priority markets. STEP also hosted 14 incoming buyer initiatives from 18 different markets for 203 Saskatchewan exporting companies.

# **Performance Measures**

In 2017-18, there were 38 investment wins totalling \$1.36 billion. A "win" is a confirmed investment by a company outside Saskatchewan into the province, or a reinvestment from a company inside the province and where the Ministry's efforts supported an investment decision. It can take the form of establishing a business in Saskatchewan, a joint venture or partnership with an existing business, a merger or acquisition of an existing business, a research agreement or new investment in a Saskatchewan company.



# **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

# **Ministry Goal**

Achieve organizational excellence.

# Strategy

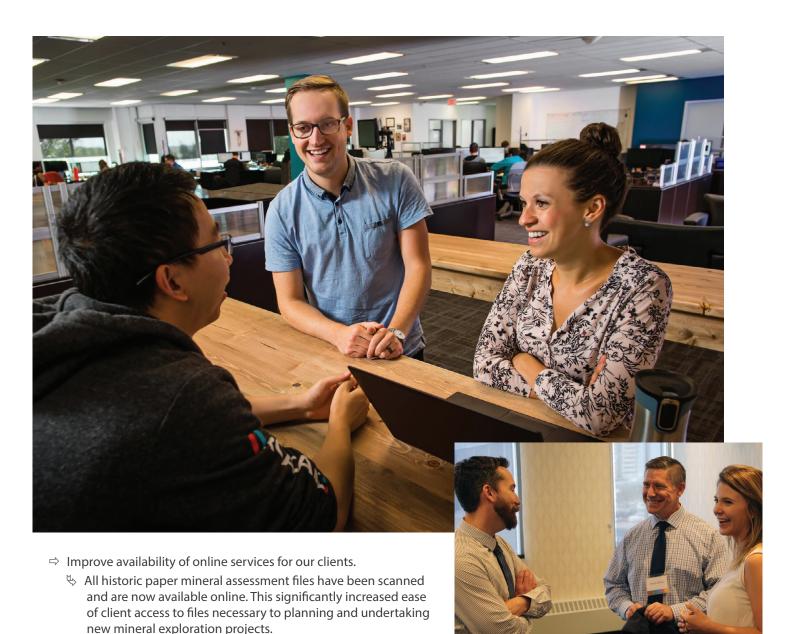
Implement continuous improvements to achieve organizational excellence.

#### **Key Actions and Results**

- ⇒ Improve fiscal reporting and accountability.
  - Met the financial target of three per cent variance of revenue and expenditure forecasts to actuals. Increased communication on the importance of responsible fiscal forecasting, reporting accountability and transparency, as well as training opportunities for staff positively affected the Ministry's ability to meet these targets.
- Ensure the Ministry's systems are up-to-date with the required information technology infrastructure to enhance service to citizens and businesses.
  - The Ministry moved to a geospatial method of leasing Crown subsurface minerals. This has decreased the turnaround time on permit to lease conversions from many months to less than a week. In addition, it placed the province at the forefront of embracing technological change to meet the needs of investors, ensuring all regulatory requirements are met while minimizing the need for non-value-added work.
  - Initial planning has been completed for the first phase objective of automating pipeline applications. This will be a move from manual industry submission and manual Ministry review.

# Saskatchewan Success!

The successor to the Geological Atlas of Saskatchewan, the new **Saskatchewan Mining and Petroleum GeoAtlas** is a public-facing application that came online in March of 2017 and currently offers over 75 downloadable geoscience, oil and gas, and mineral tenure datasets. The GeoAtlas also provides clients with capabilities for data querying, filtering and custom map production, among others.



- ⇒ Ensure knowledge transfer within the Ministry.
  - Petroleum and Natural Gas Division continues to advance knowledge initiatives within the division through ongoing educational development. In 2017, 10 learning events were held, including two professional development courses that enhanced technical and leadership skills.
  - The Ministry's executive management team held several discussions on the development of a Strategic Workforce Plan to address pending retirements and minimize loss of institutional knowledge in key areas, among other things.
- ⇒ Support innovation and empowerment of employees
  - The Ministry developed a tool known as the Direct Cost Estimator (DCE) for capturing the cost and time savings associated with improvement initiatives within the Ministry and the Government of Saskatchewan as a whole. DCE savings can be presented and used in a way that is consistent, comparable and reliable over time. The Ministry presented the DCE to a number of provincial ministries, agencies and Crown corporations, and many of these have started using it to cost internal improvement work. A total of over \$2.5 million was redirected to other work as a result of improvement initiatives within the Ministry, many of which used the DCE to determine total savings.
- ⇒ Lead and support the development of a high-performing organization and a safe work environment.
  - The Ministry took steps towards improving the psychological health and safety of staff through the Healthy Workplaces Committee. The committee identified the following three priority areas: psychological support, clear leadership and expectations, and workload management.



- ⇒ Include the voice of the client/customer in program development.
  - Conducted employer and client surveys to determine client experience and outcomes following program participation, and to inform program policy and planning.
  - Industry consultation completed in regards to regulatory modernization review of *The Quarrying Regulations*, 1957 and *The Alkali Mining Regulations*. It recommended a move from physical ground staking to a more efficient and cost-effective land description-based application process. Regulatory changes are expected to be completed in 2018-19.
  - In May 2017, an improvement event was held to review the processes related to Oil and Gas Incident Reporting. The Ministry was joined by representatives from the Ministry of Environment and industry. This collaborative approach resulted in a more effective process that addresses the need of industry and government.
  - Completed program reviews on the Essential Skills for the Workplace, Northern Skills Training, Apprenticeship Training Allowance, Canada-Saskatchewan Job Grant and Saskjobs.ca with the objective of informing program improvements.
  - The Pipeline Regulatory Enhancement Program established a Business Change Advisory Committee consisting of approximately 35 representatives of pipeline operators and industry associations. Four meetings of the committee were held in 2017-18, which provided valuable input into planning pipeline regulatory enhancements.

# Saskatchewan Success!

The Ministry discovered that due to changes in horizontal drilling technology, samples processed, submitted and stored at the Geological Laboratory contained over 70 per cent redundant data. In order to reduce this number and save money, the Ministry changed a policy, which has resulted in a reduction in the number of geological drill cuttings sent to the Ministry and **\$16.5 million** in savings to industry.

# 2017-18 Financial Overview

# Ministry of the Economy 2017-18 Budget vs. Actual Expense Variance Report by Subvote and Subprogram

The Ministry's actual expenditures for 2017-18 were \$237.2 million, which was \$19.5 million under the original budgeted appropriation of \$256.7 million. The variance is a result of expenditure restraint measures, vacancy management, program contract deferrals and program underutilization.

The Ministry collects revenue on behalf of the government from the production and sale of Saskatchewan's energy and mineral resources, the sale of Crown mineral rights, federal-provincial cost-sharing labour market programs, and other associated taxes, services and fees. All revenue collected is deposited in the General Revenue Fund. In 2017-18, the Ministry recorded revenues of \$1.225 billion, which was \$18 million over the budget of \$1.207 billion.

The Ministry's FTE utilization for 2017-18 was 548.2 FTEs.

# **Summary of Expenditures**

The following table outlines information on actual and budgeted expenditures by subvote and subprogram, as per the structure for the Ministry of the Economy. Variance explanations are provided for individual variances that are greater than \$100,000.

	(in thousands of dollars)				
Subvote/Subprogram	Actual Expenditures 2016-17	Estimate 2017-18	Actual Expenditures 2017-18	Variance Over/(Under) 2017-18	
EC01 Central Management and Services					
Minister's Salary (Statutory)	100	98	95	(3)	
Executive Management	1,080	1,467	950	(517)	1
Central Services	19,813	22,112	18,936	(3,176)	1
Accommodation Services	9,595	9,500	8,591	(909)	3
Surface Rights Arbitration Board	139	-	-	-	
EC01 Central Management and Services Total	30,727	33,177	28,572	(4,605)	
EC06 Minerals, Lands and Resource Policy					
Mineral and Energy Policy	2,463	3,388	2,810	(578)	1
Lands and Mineral Tenure	2,102	2,443	1,954	(489)	1
Saskatchewan Geological Survey	4,458	4,882	5,221	339	2
Forestry Development	677	845	583	(262)	1
Remediation of Contaminated Sites	14,030	24,931	24,529	(402)	4
EC06 Minerals, Lands and Resource Policy Total	23,730	36,489	35,097	(1,392)	
EC05 Petroleum and Natural Gas Total	10,981	-	-	-	
Operational Support	-	12,816	13,188	372	6
Surface Rights Arbitration Board	-	172	218	46	
	10,981	12,988	13,406	418	
EC04 Revenue and Corporate Services					
Operational Support	10,421	3,852	3,340	(512)	1
Small Business Loans Association - Loan Loss Provision	284	-	-	-	
EC04 Revenue and Corporate Services Total	10,705	3,852	3,340	(512)	

	(in thousands of dollars)				
Subvote/Subprogram	Actual Expenditures 2016-17	Estimate 2017-18	Actual Expenditures 2017-18	Variance Over/(Under) 2017-18	
EC12 Economic Development					
Operational Support	6,426	7,526	5,767	(1,759)	1
Saskatchewan Trade and Export Partnership	3,318	3,318	3,318	-	
EC12 Economic Development Total	9,744	10,844	9,085	(1,759)	
EC13 Labour Market Development					
Operational Support	15,519	16,162	14,658	(1,504)	1
Work Readiness - Youth and Adult Skills Training	19,665	19,525	18,627	(898)	4
Work Readiness - Adult Basic Education	24,981	24,236	22,925	(1,311)	4
Work Readiness - Employment Development	20,526	20,438	18,623	(1,815)	4
Canada-Saskatchewan Job Grant	6,581	7,393	4,849	(2,544)	4
Apprenticeship and Trade Certification Commission	22,226	20,126	21,376	1,250	5
Employability Assistance for People with Disabilities	8,670	10,079	9,847	(232)	4
Provincial Training Allowance (PTA)	28,583	28,917	24,825	(4,092)	4
Skills Training Benefits (STB)	1,775	=	(9)	(9)	
Apprenticeship Training Allowance (ATA)	2,959	2,745	2,659	(86)	
Immigration	6,284	7,743	7,646	(97)	
EC13 Labour Market Development Total	157,769	157,364	146,026	(11,338)	
EC20 Performance and Strategic Initiatives	1,762	1,947	1,679	(268)	1
Total Appropriation	245,418	256,661	237,205	(19,456)	
Remediation of Contaminated Sites	(14,030)	(24,931)	(24,529)	402	
Capital Asset Acquisition	(243)	(460)	(728)	(268)	7
Capital Asset Amortization	3,084	3,251	3,100	(151)	8
Total Expense	234,229	234,521	215,048	(19,473)	

# Variance Explanations (Amounts greater than \$100 thousand):

- 1. General operating savings, vacancy management and expenditure restraint measures.
- 2. Pressure for increased Airborne Geological Surveys.
- 3. Office closures and reduced government footprint.
- 4. General program underutilization and expenditure restraint measures.
- 5. Over expenditure to support investment in new Apprenticeship Management System.
- 6. Pressure due to capital purchases.
- 7. Capital asset pressures due to the purchase of assets for regulatory operations and geological surveys.
- 8. Decrease due to disposal of capital assets.

# **Summary of Revenue**

The Ministry of the Economy collects revenue on behalf of the government from the production and sale of Saskatchewan's energy and mineral resources, the sale of Crown mineral rights, federal-provincial cost-sharing labour market programs, and other associated taxes, services and fees.

All revenue collected is deposited in the General Revenue Fund. A summary of the Ministry's 2017-18 budgeted revenue compared to actual revenue is presented below. Explanations of major variances are provided on all revenue that is greater than \$3.0 million (M).

The Ministry's actual revenue for 2017-18 was \$1.23 billion, an increase of \$18.19 million over the 2017-18 budget estimates.

Total Revenue Ministry of the Economy	1,206,666	1,224,856	18,190	
Total Other Own-Source Revenue	13,114	18,999	5,885	
Other Miscellaneous Revenue	2,559	5,869	3,310	7
Sales, Services and Service Fees	2,055	3,765	1,710	
Mineral Rights Tax	8,500	9,365	865	
Other Own-Source Revenue				
Total Transfers From The Federal Government	59,652	65,201	5,549	
Other Revenue	6,403	6,403	0	
Labour Market Development Agreement	37,625	41,050	3,425	6
Federal-Provincial Cost Sharing Programs	15,624	17,748	2,124	
Transfers From The Federal Government				
Total Non-Renewable Resources	1,133,900	1,140,656	6,756	
Other Minerals	33,736	34,018	282	
Uranium	117,164	76,736	(40,428)	5
Potash	260,600	308,675	48,075	4
Natural Gas	10,900	6,083	(4,817)	3
Crown Land Sales	52,000	64,684	12,684	2
Oil	659,500	650,460	(9,040)	1
Non-Renewable Resource Revenue				
Revenue Category	Budget	Actual	Over/(Under)	
Summary of Revenue (in thousands of dollars)	2017-18	2017-18	Variance	

## **Explanation of Major Variances:**

- 1. Decrease in oil revenue of \$9M was primarily due to the decrease in the WTI price offset by an increase in light-heavy differential percentage and increase in exchange rate.
- 2. Increased bonus bid revenue of \$12.6M was a result of the large June and October land sales that generated \$22.8M and \$19.4M respectively.
- 3. Decrease in gas revenue of \$4.8M was due to the decrease in the average fieldgate price and a decrease in the average royalty/tax rate.
- 4. Increased potash revenue of \$48M was due to decrease in operating and capital costs as well as increased sales volumes.
- 5. Decreased uranium revenue of \$40.4M was caused by lower sales volumes and lower realized sales prices.
- 6. Saskatchewan met the criteria to receive the top-up funding under the Labour Market Development Agreement with the Federal Government.
- 7. Combination of an increase in Casual Revenue and Misc Revenue.

# For More Information

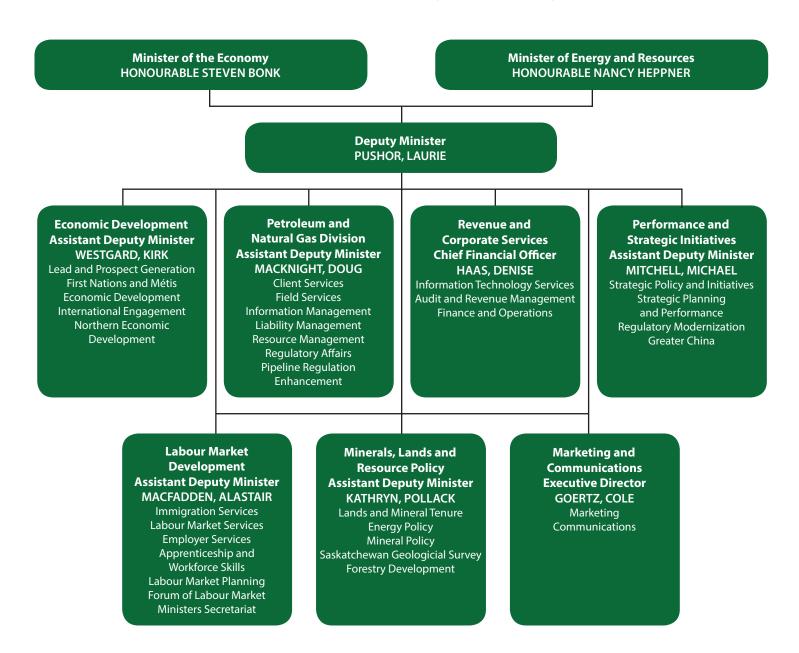
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# **Appendices**

# Appendix A: Internal Organization Chart for the Ministry of Economy as of Feb 1, 2018



Note - on February 2, 2018, the Ministry of the Economy was restructured into three new ministries to better serve and promote Saskatchewan. These are the Ministry of Energy and Resources, the Ministry of Immigration and Career Training, and the Ministry of Trade and Export Development.

# **Appendix B: Legislative Responsibilities (2017-18)**

The ministry derives its mandate, responsibilities and authority from a number of Acts and Regulations under those Acts. Acts currently assigned to the Minister of Trade and Export and Immigration and Career Training are:

#### THE AGRICULTURE ADMINISTRATION ACT

Only with respect to:

⇒ Sections 7 and 7.1, which are jointly assigned to the Minister of the Economy and the Minister of Agriculture

#### THE APPRENTICESHIP AND TRADE CERTIFICATION ACT, 1999

The Apprenticeship and Trade Certification Commission Regulations, 2003

#### THE CULTURE AND RECREATION ACT, 1993

⇒ Jointly assigned to the Minister of the Economy; the Minister of Parks, Culture and Sport; the Minister Responsible for the Provincial Capital Commission; and the Minister Responsible for Tourism Saskatchewan

#### THE ECONOMIC AND CO-OPERATIVE DEVELOPMENT ACT

- Except clause 8(a), which is jointly assigned to the Minister of the Economy; the Minister of Energy and Resources; the Minister of Agriculture; the Minister of Parks, Culture and Sport; and the Minister Responsible for Tourism Saskatchewan
- Except clause 8(b), which is jointly assigned to the Minister of the Economy; the Minister of Agriculture; and the Minister of Parks, Culture and Sport
- ⇒ Except clauses 8(c) and 9(1)(h) and subsection 9(3), which are assigned to the Minister of Central Services
- Except clause 9(1)(d), which is jointly assigned to the Minister of the Economy and the Minister of Agriculture except clause 9(1)(e), which is jointly assigned to the Minister of the Economy and the Minister of Parks, Culture and Sport

The Northern Economic Development Regulations

The Small Business Loans Association Program Regulations

#### THE EDUCATION ACT, 1995

Only with respect to Subsection 3(1), which is jointly assigned to the Minister of Advanced Education, the Minister of Education and the Minister of the Economy

#### THE ENTERPRISE SASKATCHEWAN ACT

The Enterprise Saskatchewan Regulations

#### THE ETHANOL FUEL ACT

The Ethanol Fuel (General) Regulations

#### THE FOREIGN WORKER RECRUITMENT AND IMMIGRATION SERVICES ACT

The Foreign Worker Recruitment and Immigration Services Regulations

#### THE GOVERNMENT RELATIONS ADMINISTRATION ACT

- Only with respect to subsection 3(2), which is jointly assigned to the Minister of the Economy and the Minister Responsible for First Nations, Métis and Northern Affairs
- ⇒ Only with respect to clause3 (1)(e), which is jointly assigned to the Minister of the Economy and the Minister of Government Relations

#### THE GLOBAL TRANSPORTATION HUB AUTHORITY ACT

#### THE HUMAN RESOURCES, LABOUR AND EMPLOYMENT ACT

⇒ Only with respect to subsection 4(2) and section 4.01

#### THE INDIAN AND NATIVE AFFAIRS ACT

Only with respect to Clause 7(b), which is jointly assigned to the Minister of the Economy and the Minister Responsible for First Nations, Métis and Northern Affairs

#### THE INNOVATION SASKATCHEWAN ACT

⇒ Jointly assigned to the Minister of the Economy and the Minister Responsible for Innovation

#### THE LABOUR-SPONSORED VENTURE CAPITAL CORPORATIONS ACT

The Labour-sponsored Venture Capital Corporations Regulations

#### THE MULTICULTURALISM ACT

Only with respect to clauses 4(g) and (h), which are jointly assigned to the Minister of the Economy and the Minister of Parks, Culture and Sport

#### THE NATURAL RESOURCES ACT

Only with respect to:

- ⇒ The Commercial Fishing Production Incentive Regulations; and
- ⇒ Clauses 4(1)(g) and 23(b) to (d) as those provisions relate to *The Commercial Fishing Production Incentive Regulations*

#### THE NORTHERN SASKATCHEWAN ECONOMIC DEVELOPMENT ACT

#### THE POST-SECONDARY EDUCATION AND SKILLS TRAINING ACT

- ⇒ Jointly assigned to the Minister of the Economy and the Minister of Advanced Education, except section 5, clauses 15(2)(a), (c), (d), (e), (i) and (j) and section 17, which are jointly assigned to the Minister of the Economy, the Minister of Advanced Education and the Minister of Education
- ⇒ Except *The Training Program Regulations* which are jointly assigned to the Minister of the Economy and the Minister of Education, but with respect to the Minister of Education, only as these regulations relate to the literacy programs

The Training Programs Regulations

#### THE REGULATORY MODERNIZATION AND ACCOUNTABILITY ACT

The Regulatory Modernization and Accountability Regulations

#### THE RENEWABLE DIESEL ACT

The Renewable Diesel Regulations

#### THE RESEARCH COUNCIL ACT

#### THE SASKATCHEWAN HEALTH RESEARCH FOUNDATION ACT

⇒ Jointly assigned to the Minister of the Economy and the Minister Responsible for Innovation

#### THE TOURISM SASKATCHEWAN ACT

 $\Rightarrow$  Jointly assigned to the Minister of the Economy and the Minister Responsible for Tourism Saskatchewan

# REGULATIONS UNDER THE EXECUTIVE GOVERNMENT ADMINISTRATION ACT [FORMERLY THE GOVERNMENT ADMINISTRATION ACT]

The Employment Program Regulations

⇒ Jointly assigned to the Minister of the Economy and the Minister Responsible for Immigration, Jobs, Skills and Training

The Skills Training Benefit Regulations

⇒ Jointly assigned to the Minister of Advanced Education and the Minister of the Economy

The Training Allowance Regulations

⇒ Jointly assigned to the Minister of Advanced Education and the Minister of the Economy

Acts currently assigned to the Minister of Energy and Resources are:

#### THE CROWN MINERALS ACT

The Alkali Mining Regulations

The Bayhurst Viking Voluntary Gas Unit Regulations

The Coal Disposition Regulations, 1988

The Crown Mineral Royalty Regulations

The Crown Oil and Gas Royalty Regulations, 2012

The Delayed Payment Charge Regulations, 1970

The Mineral Tenure Registry Regulations

The Mineral Trust Revestiture Regulations

The Quarrying Regulations, 1957

Saskatchewan Regulation 270/69 – General Regulations (Tailings Disposal Area)

The Subsurface Mineral Regulations, 1960

The Subsurface Mineral Tenure Regulations

The Totnes Viking Gas Storage Royalty Regulations

#### THE ECONOMIC AND CO-OPERATIVE DEVELOPMENT ACT

⇒ Only with respect to clause 8(a), which is jointly assigned to the Minister of Energy and Resources; the Minister of the Economy; the Minister of Agriculture; the Minister of Parks, Culture and Sport; and the Minister Responsible for Tourism Saskatchewan

#### THE ENERGY AND MINES ACT

The Mineral Exploration Incentive Regulations

#### THE FINANCIAL ADMINISTRATION ACT, 1993

Only with respect to:

- ⇒ The Petroleum Research Incentive Regulations; and
- ⇒ Section 24, which is jointly assigned to the Minister of Energy and Resources and the Minister of Finance as it relates to *The Petroleum Research Incentive Regulations*

The Petroleum Research Incentive Regulations

#### THE FOREST RESOURCES MANAGEMENT ACT

⇒ Only with respect to sections 5, 6 and 7, which are jointly assigned to the Minister of Energy and Resources and the Minister of Environment

#### THE FREEHOLD OIL AND GAS PRODUCTION TAX ACT, 2010

The Freehold Oil and Gas Production Tax Regulations, 2012

The Recovered Crude Oil Tax Regulations, 2012

The Totnes Viking Gas Storage Freehold Production Tax Regulations

The Weyburn Unit CO, Freehold Oil Production Tax Regulations

## THE MINERAL RESOURCES ACT, 1985

The Mineral Exploration Tax Credit Regulations, 2014

The Seismic Exploration Regulations, 1999

The Subsurface Mineral Conservation Regulations

#### THE MINERAL TAXATION ACT, 1983

The Freehold Coal Production Tax Regulations

The Mineral Rights Tax Regulations, 1998

The Potash Production Tax Regulations

The Sodium Chloride Production Tax Regulations

#### THE OIL AND GAS CONSERVATION ACT

The Oil and Gas Conservation Regulations, 2012

The Petroleum Registry and Electronic Documents Regulations

The Pipelines Regulations, 2000

## THE RECLAIMED INDUSTRIAL SITES ACT

The Reclaimed Industrial Sites Regulations

#### THE SURFACE RIGHTS ACQUISITION AND COMPENSATION ACT

The Surface Rights Acquisition and Compensation Regulations