

# Glenwood Council Update

Alberta SouthWest Regional Alliance · October 14, 2026

# September Activity Snapshot



## Grants and Tourism

- Travel Alberta grant submitted
- Full PrairiesCan grant commenced
- Three Travel Alberta grant preparation meetings
- Travel Alberta review with Marie Everts
- Waterton CAO meeting on collaboration
- Hill Spring and Glenwood in-person visit
- Glenwood and Hill Spring council visit set up



## Business and Investment

- Business expansion meeting and grant review
- Fort Macleod business visit
- Fort Macleod economic development business review
- Claresholm economic development meeting
- Hypha Farms visit
- MD of Willow Creek wool industry exploration



## Partners and Aviation

- Aviation and aerospace meeting set up, with speaker
- Elevate Aviation meeting
- Community Futures Highwood and Crowsnest Pass alignment
- Fort Macleod Chamber meeting
- Chinese delegation visit
- Federal tariff response meeting
- Regional resilience meeting
- Secured agency event participation



## Communications and Tools

- Newsletter
- Fort Macleod Business Roundup comms and logistics
- Podcast episode set up and prep
- Economic development software updates and overview sent

# Early Results from the Community Survey

## About one-third

of member communities have  
responded so far.

*Early results only. The picture will firm  
up as more responses come in.*



### Housing is a common barrier

Housing comes up often as one of the biggest barriers to hiring and growth.



### Land readiness varies

Some communities have serviced lots ready for investors, while others have little ready or available industrial land.



### Councils support targeted growth

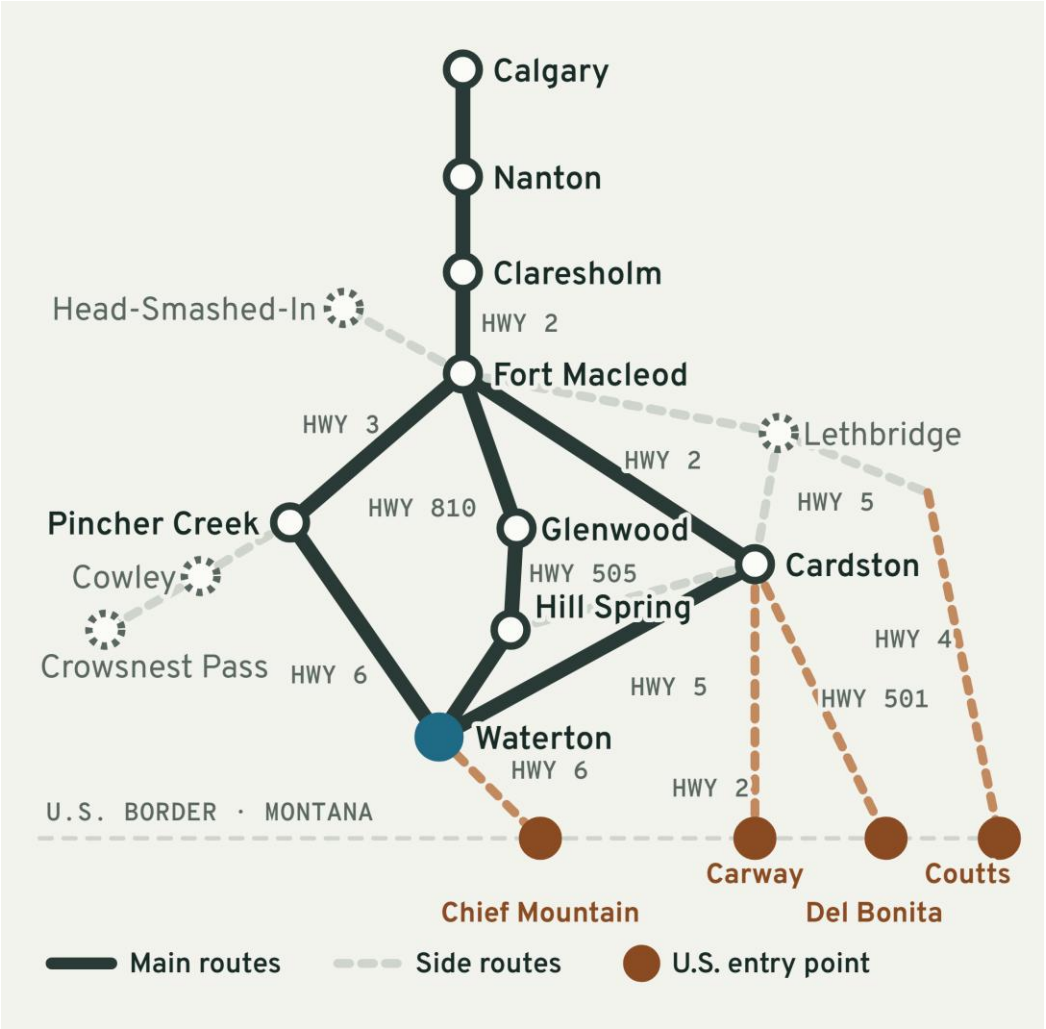
Councils support growth in our targeted priority areas: ag processing, manufacturing, logistics and aviation.



### What they want from us

Continued site marketing, land information support and continued regional promotion.

# Corridors and Clusters, \$137,000 Request



## If the grant is secured, the region could expect



**Engagement** Sessions with a minimum of 100 tourism operators across our member communities to help shape the itineraries.



**Itineraries** Corridor itineraries along Highways 2, 3, 22, 6 and 501, including U.S. border-crossing routes, on a digital platform connected to ATIS.



**Collateral** Around 250 new photos, 12 videos and fresh copy for smaller communities, shared with Travel Alberta's media library.



**Promotion** A targeted digital campaign in the Alberta, B.C. and U.S. drive markets, with QR-tracked offers at local businesses.



**Possible results** Roughly 25,000 itinerary views, 3,000 tracked visits and \$225,000 in visitor spending.

*All figures are estimates.*

# Business Supports, \$150,000 Request

**150** businesses engaged

Roundups, site visits and connection events

**100** in hands-on working sessions

Bring a real problem, build the fix

**50** in the AI build track

Practical tools businesses build and adopt

**11-15** consulted one-on-one

Greenhouse and value-added ag

## What the supports deliver

- Working sessions where each business brings a real problem and leaves with a working fix
- Practical AI training so small businesses build and adopt their own tools
- One-on-one consulting for greenhouse and value-added agriculture companies
- Logistics, market access and investor connections built into the sessions
- 90-day check-ins to confirm tools are in use and results are counted

*Measured by businesses supported, technology adopted, jobs created and productivity gains.*

# Business Roundup, Five Communities This Fall

## BUSINESS ROUNDUP

Conversations on services, supports, and solutions.

### FORT MACLEOD

Thursday, October 22, 2026  
1:00 to 3:00 p.m. • Doors at noon • Light lunch  
G. R. Davis Administration Building (Town Office)  
410 20th Street, Fort Macleod • No charge

SAVE THE DATE

|                |             |
|----------------|-------------|
| Fort Macleod   | Thu, Oct 22 |
| Claresholm     | Mon, Nov 9  |
| Cardston       | Tue, Nov 10 |
| Crowsnest Pass | Wed, Nov 18 |
| Pincher Creek  | Thu, Nov 19 |

AGENCIES AT THE TABLE

- Alberta SouthWest Regional Alliance
- Alberta Innovates
- Prairies Economic Development Canada
- Lethbridge Polytechnic

- Community Futures Alberta Southwest, Highwood, Crowsnest Pass
- Alberta Jobs, Economy, Trade and Immigration
- National Research Council
- Town Representatives

Local Chamber of Commerce

REGISTER  
Sean Miles, Alberta SouthWest • sean.miles@albertasouthwest.com

ALBERTA SOUTHWEST

HOSTED BY  
Community Futures Alberta Southwest

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|----------------|-------------|
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Two-hour sessions co-hosted with Community Futures Alberta Southwest, at no charge, with funding and support agencies at the table.

## What we expect

- Hear directly from businesses what is holding them back
- Connect them on the spot with funding, training and advisory supports
- Carry what we hear into follow-up visits and the business support program

# Supporting a Local Business Expansion

THE PROJECT

**2 more acres**  
**2 new buildings**

An existing regional business is planning to expand, with an announcement targeted for early December.

*Business details kept confidential.*



**Grant alignment**

Matching the existing expansion plan to grant programs that fit it.



**Plan review**

Providing feedback and review of the business plan.



**Construction advice**

Connecting the owners with a construction advisor to walk through their options.



**Media and announcement**

Setting up media and the public announcement.

**Expansions like this are where most of our investment results will come from, and we expect a fresh round of these opportunities through the Business Roundup series.**

# Two Businesses Choosing Where to Grow

OPPORTUNITY ONE

## Keeping It in Canada

A business leaning toward a U.S. expansion, and we are working with them to keep it in Canada.



### Learn the business

Getting to know each business and how it works.



### Understand the expansion

Learning what each expansion involves and what it needs to land here.

OPPORTUNITY TWO

## General Expansion

A second business is planning a general expansion.



### Draft the plan

A plan for each business that brings partner agency supports together.



### Build the best deal

Packaging those supports into the most attractive deal to stay and expand here.

*Business details kept confidential.*

The goal for both is a partner offer that makes staying and expanding in Southwest Alberta the clear choice.

# Renewing the Saputo Plant Sales Package

THE PURPOSE

## Current state Ready to shop

Collecting the current state of the Saputo plant so it can be shopped to new investors if required.



### Building and site

Condition, size and layout of the plant and the land around it.



### Equipment

What equipment remains in the plant and the shape it is in.



### Utilities and services

Water, wastewater, power and gas capacity serving the site.



### Ownership and terms

Saputo's current position and the terms for a sale or lease.

A current package means we can move quickly if the plant needs a new investor.

# A Wool Opportunity from the MD of Willow Creek



## What we heard

Low wool prices mean some local sheep producers are sending wool to the landfill instead of to market.



## The opportunity

Turn raw local wool into higher-value products that can be made here in the region.



## Next step

Scope a feasibility study with the MD and line up funding options to pay for it.

# Newsletter Reach, Issue 2

**770**

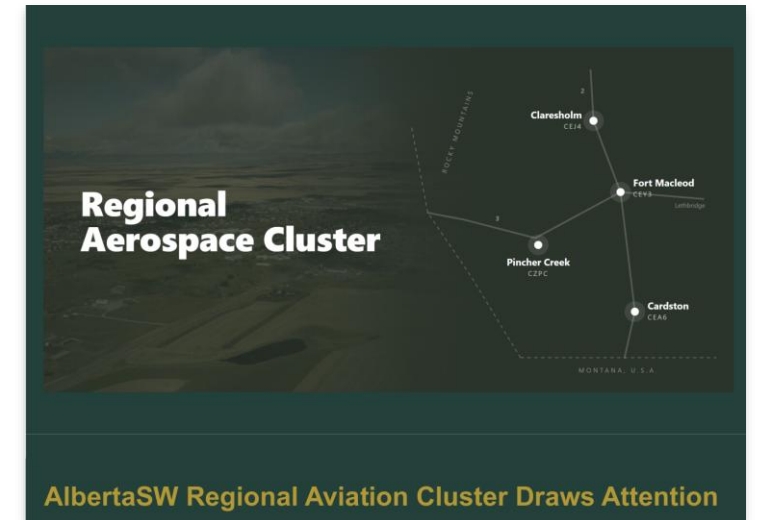
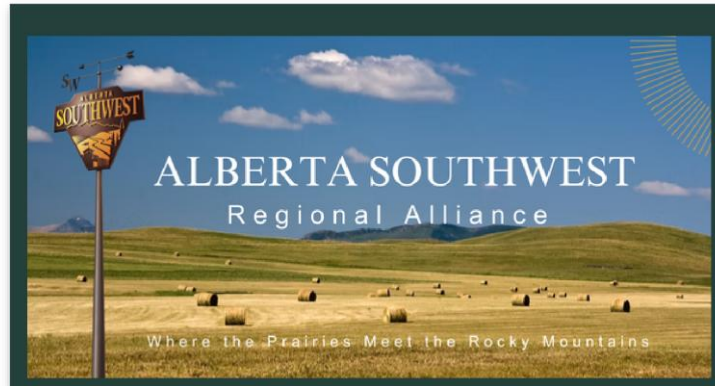
people reached

**51.6%**

open rate, 397 opens

**39.4%**

click-through rate, 303 clicks



## In this issue

- Business Roundup sessions announced with Community Futures
- Regional aviation cluster, with CTV News coverage
- Aligning the Stars progress and new community profiles for all 15 members
- True South podcast with Mayor Pat Rypien

# Prospect I-QUE for Member Communities



## Investment response in minutes

Paste an investor's request and Prospect I-QUE instantly breaks it into required and preferred criteria, then reports the community's strengths, gaps, unknowns and next steps, drawn from its own plans and data.



### Track leads

Every lead has a status, priority and follow-up date, and anything overdue is flagged.



### Track businesses

Retention and expansion visits are recorded by business, so needs are not lost.



### Track communication

Inquiries, meetings and site tours go into one activity log as they happen.



### Regular update reports

The monthly activity report is written for you as an editable Word document, ready for council or the board.

# Aerospace and Aviation Identity



A shared seal for the regional aerospace and aviation cluster, used on every cluster postcard.

- Four airports: Claresholm, Fort Macleod, Pincher Creek and Cardston
- Aviation heritage at the Bomber Command Museum in Nanton
- Mountain wave soaring at the Cowley gliding strip
- One postcard per site, each with a QR code to the community profile
- Ongoing discussion for further community integration

# Flat Sheet Collateral

ALBERTA  
SOUTHWEST

MEMBER COMMUNITIES

Invest in Alberta SouthWest

Fifteen communities working together where the prairies meet the Rocky Mountains. Scan any code for that community's full investment profile.



Cardston

Scan for the investment profile



Cardston County

Scan for the investment profile



Claresholm

Scan for the investment profile



Cowley

Scan for the investment profile



Crowstest Pass

Scan for the investment profile



Fort Macleod

Scan for the investment profile



Glenwood

Scan for the investment profile



Hill Spring

Scan for the investment profile



MD of Pincher Creek

Scan for the investment profile

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Front

ALBERTA  
SOUTHWEST

MEMBER COMMUNITIES

Fifteen communities, one regional team



MD of Ranchland

Scan for the investment profile



MD of Willow Creek

Scan for the investment profile



Nanton

Scan for the investment profile



Pincher Creek

Scan for the investment profile



Stavely

Scan for the investment profile



Waterton

Scan for the investment profile

Let's talk about your project

Alberta SouthWest connects investors with site details, local partners and funding programs across all fifteen member communities, from first inquiry to opening day.

Sean Miles, Director, Investment Development · sean.miles@albertasouthwest.com

All communities

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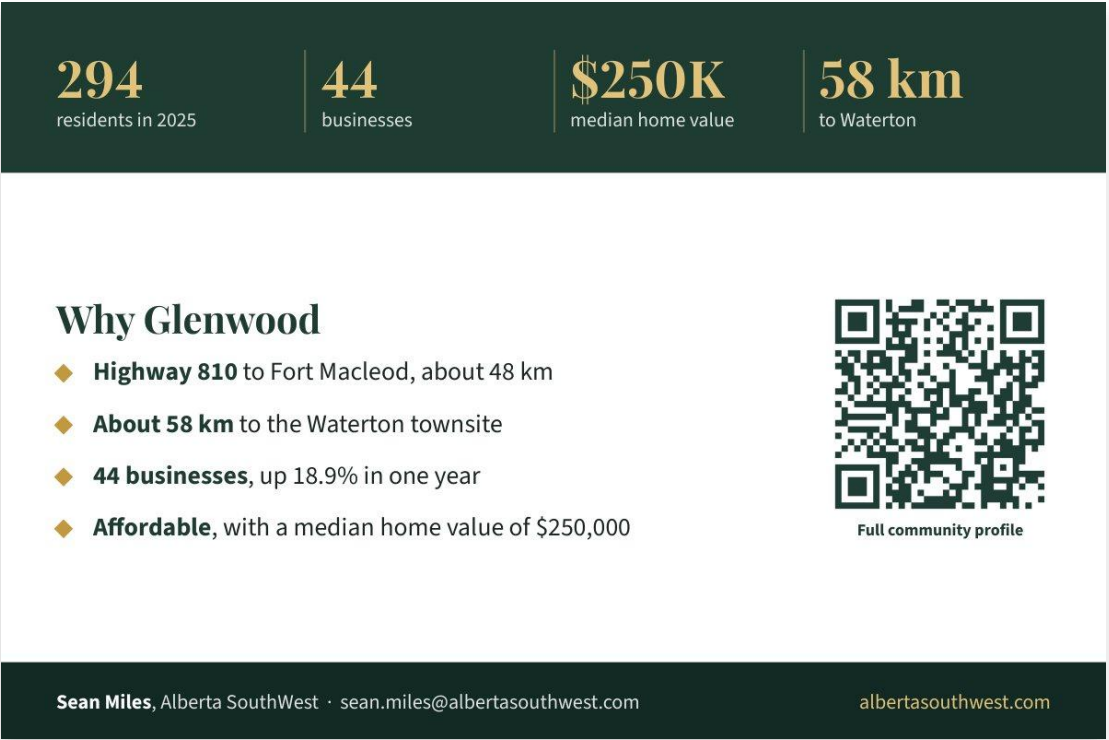
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# Postcard Collateral



Front



Back

# Flat Sheet Collateral

ALBERTA  
SOUTHWEST

INVESTMENT OPPORTUNITY PROFILE

VILLAGE OF GLENWOOD, ALBERTA

Invest in Glenwood

A farm village on Highways 810 and 505 between Fort Macleod and Waterton, with affordable homes and a growing base of small business.

294  
residents in 2025

44  
businesses, up 18.9% in one year

\$250,000  
median home value

58 km  
to the Waterton townsite

WHY GLENWOOD

**The middle way**  
Highways 810 and 505 link the village to Fort Macleod, about 48 km north.

**Business growth**  
The business count rose 18.9% in one year to 44, with room for more.

**Affordable homes**  
A median home value of \$250,000, and no households in core housing need.

**Near Waterton**  
The Waterton townsite, a UNESCO World Heritage Site, is about 58 km away.

**Farm and food roots**  
Agriculture runs 3.3 times the national concentration, with 11 farm businesses.

**Visitor trade**  
Accommodation and food services run 3.9 times the national concentration.

Location and access

Calgary

about 224 km

Waterton townsite

about 58 km

Highways

810 and 505

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Front

Economy, Workforce and Opportunity

Glenwood is a small farm village on the middle road to Waterton, with affordable homes and a cluster of visitor and public-sector jobs.

ALBERTA  
SOUTHWEST

Sector strengths

|                        |      |
|------------------------|------|
| Public administration  | 4.1× |
| Accommodation and food | 3.9× |
| Agriculture            | 3.3× |
| Retail trade           | 1.1× |
| Manufacturing          | 1.1× |

Concentration of local employment compared with the national average (location quotient, 2025).

Workforce and community

- 40 workers commute under 15 minutes, and 35.0% work in the village
- Firms with 1 to 4 employees up 57.1% in one year
- Renter households up 50% over five years
- Education and community service jobs among residents up 133.3%
- Public administration rated a star sector, up 70.1% in one year

OPPORTUNITIES TO EXPLORE

01

Visitor services

Dining and stays for travellers on the Highway 810 and 505 route to Waterton.

02

Agri-food

Small-scale processing and direct sales close to farm and ranch producers.

03

Rental housing

Rental and starter homes, with renter households up 50% in five years.

04

Trades and services

Room for trades, services and home-based firms in a quiet village setting.

Let's talk about your project

Alberta SouthWest connects investors with site details, local partners and funding programs, and works alongside the Village of Glenwood from first inquiry to opening day.

Sean Miles, Director, Investment Development · sean.miles@albertasouthwest.com

Sources: Statistics Canada 2021 Census and 2025 estimates, compiled by LocalIntel for Alberta SouthWest (August 2026); Village of Glenwood. Figures are the latest available and may change.

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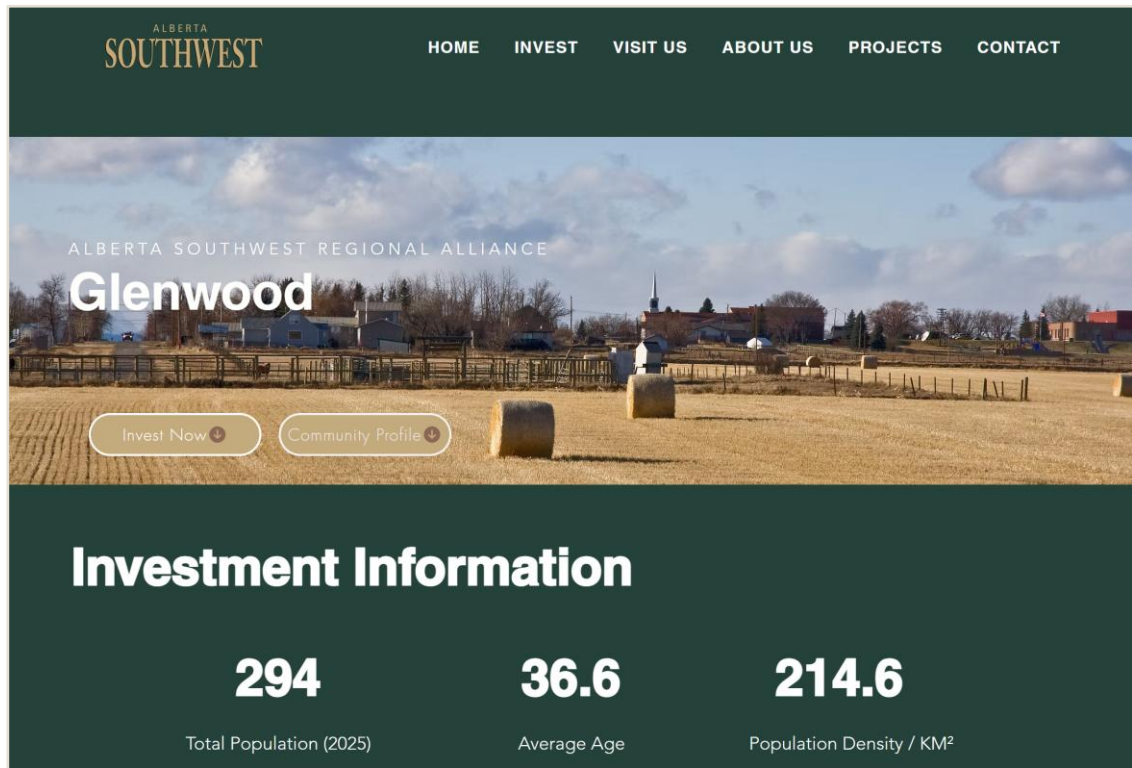
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Back

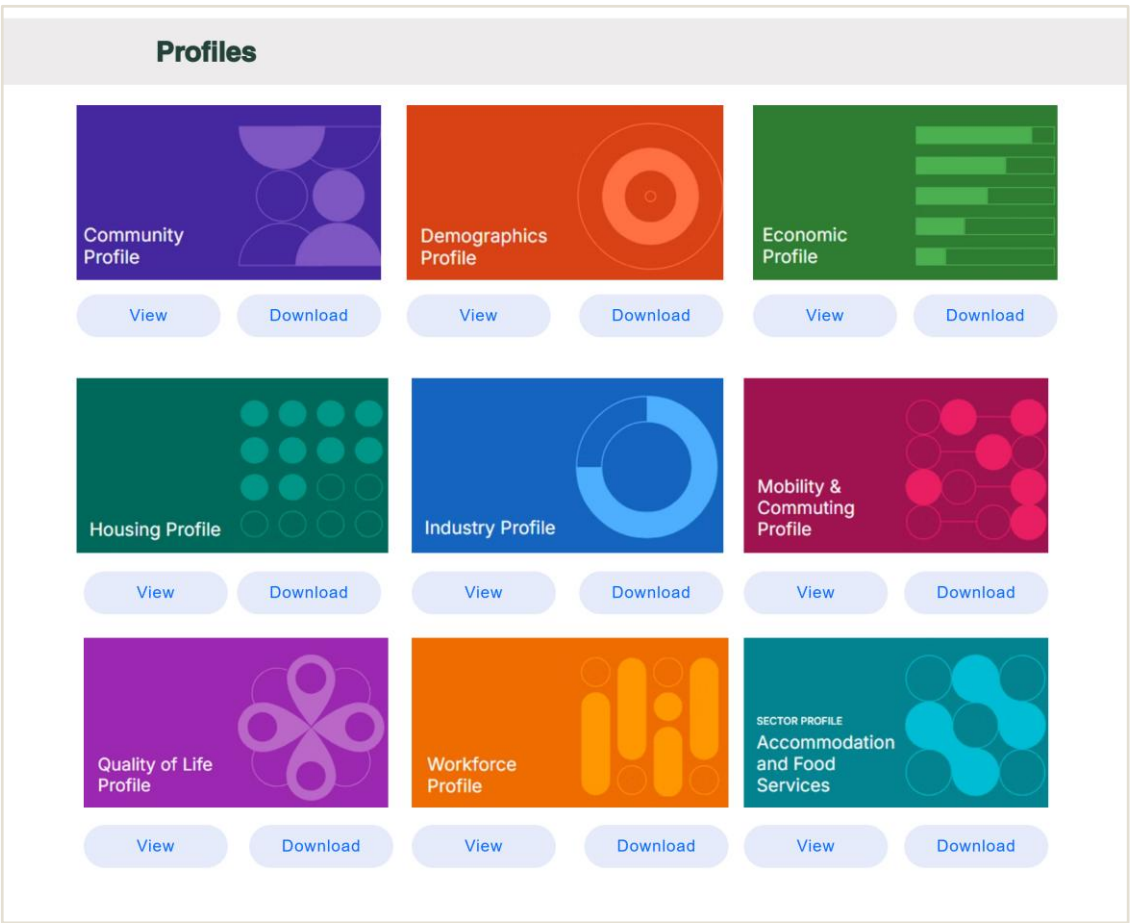
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# Glenwood Investment Page



Banner and key figures



Community profiles