

**THE CAN/AM BORDER TRADE ALLIANCE**  
**U.S. AND CANADIAN FOCUS**

**TRADE CORRIDOR - BORDER GATEWAY AND  
BI-NATIONAL REGIONAL ECONOMIES CONFERENCE**  
**between The World's "2" Largest Trading Partners Canada & the U.S.**

**In conjunction with the:**  
**Public Border Operators Association**  
**Council of State Governments East (Canadian Provinces Comm.)**

**SUMMARY HIGHLIGHTS**  
**BUFFALO, NEW YORK OCT. 19-21, 2008**

CAN/AM BTA is an Organization with a far-reaching beneficial impact on the important issues of Border Management, Transportation, Trade and Travel between the world's Largest Trading Partners - Canada and the United States.

**BRIEFING AND WORK SESSION**

A unique opportunity for First Hand Interaction with peers involved in Trade Corridors, Border Gateways and Bi-national Regional Economies: Federal Highway Admin.; Transport Canada; General Services Admin.; Infrastructure Canada; U.S/Canada Joint Transportation Working Group; Canadian Border Services Agency and Customs and Border Protection.

**Focus:** Transportation / Trade Corridors /  
Border Gateways / Bi-national Regional Economies

- Plus "Best Practice" exchange of Views and Initiatives between
- Highway, Rail, Trade Corridor, Border Gateway
  - Bi-national Regional Economies Organizations,
  - Provincial Ministries of Transportation
  - State Departments of Transportation
  - and Economic Development Agencies

**"MARKET ACCESS" DEPENDS ON:  
TRANSPORTATION + CONNECTIONS**

## **= TRADE = JOBS = QUALITY OF OUR LIVES**

CAN/AM BTA Wishes To Thank the Canadian and U.S. Speakers and Participants for sharing their expertise and meaningful insights making this Conference a success.

Recognized Leaders involved with Trade Corridor / Intermodal, Border Gateway and Bi-National Regional Economy activities serve on the Can/Am BTA Council. They collectively, represent 22 Corridors (carrying the predominance of Canada/US 2-way Trade), 7 Bi-National Regional Economies spanning the Pacific to Atlantic Oceans plus Canada /US Border Gateways. The Leaders in attendance were either active participants in Can/Am BTA or associated. The Result: an accelerated ability to reach consensus.

**BORDER MANAGEMENT TOPIC ISSUES** - Emerging Initiatives / Policies / Procedures / Shifts Affecting Border Crossing Practices / Transportation and Critical Border Management Issues Needing Resolution.

### **BI-NATIONAL "REGIONAL" ECONOMIES**

- Pacific Northwest Economic Region,
- Rocky Mountain West Economic Region,
- Northern Great Plains Economic Region,
- Midwest (Great Lakes) Economic Region,
- Ontario-New York Economic Region
- Quebec-New York Economic Region,
- Maritimes-Eastern United States Economic Region,

### **BORDER GATEWAYS**

- Maine / Vermont Border Crossings,
- Champlain Port of Entry,
- MI / NY / Ontario Bridge&Tunnel Border Crossings,
- Int'l. Mobility Transportation Corridor (B.C. /WA),
- Balance of Northern Border Crossings,

### **TRADE CORRIDORS (Highway and Rail) CONNECTING U.S. & CANADA**

I-5 ALASKA / BRITISH COLUMBIA / SAN DIEGO, CA. to MEXICO

395-25 BRITISH COLUMBIA / WASHINGTON STATE

# CAN / AM BORDER TRADE ALLIANCE

- I-15 ALBERTA / SAN DIEGO, CA. to MEXICO  
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- I-25 BUFFALO & CHEYENNE, WY. / EL PASO, TX. to MEXICO  
(CALGARY VIA LETHBRIDGE I-15 to BUTTE, MT. I-90 EAST to I-25)
- I-29 MANITOBA / KANSAS, KA. (JOINS I-35)  
(SASKATCHEWAN VIA PORTAL, ND. 52, I-90 EAST to I-29)
- I-35 ONT./INT. FALLS, MN./SAN ANTONIO, TX.-MEXICO (53 to DULUTH, MN)
- I-69 HURON. MI. / INDIANAPOLIS, IN. ( PROPOSED TO LAREDO,  
MCALLEN & BROWNSVILLE, TX. to MEXICO)
- I-75 SAULT ST. MARIE, ONTARIO / FLORIDA (WEST COAST)  
( I-69 WEST FROM HURON to I-75 TO DAYTON, OH.  
ROUTE40, 70/44 WEST to I-35 TO SAN ANTONIO I-10 OR LAREDO, TX.)
- 219 FORT ERIE, ONTARIO – BUFFALO, N.Y. – WEST VIRGINIA & SOUTH  
QUEENSTON, ONT. – LEWISTON, N.Y.– WEST VIRGINIA SOUTH (to I-80)  
(CONTINENTAL ONE CORRIDOR)
- I-81 OTTAWA, ONTARIO / VIRGINIA & SOUTH (CAPITAL CORRIDOR)
- I-87 MONTREAL, QUEBEC / NEW YORK CITY & SOUTH  
ONTARIO-QUEBEC CORRIDOR
- I-91/89 QUEBEC CITY, QUEBEC / HARTFORD, CT. & BOSTON, MA.
- I-95 MARITIME PROVINCES / MIAMI, FL.

## EAST /WEST

- I-94 DETROIT, MI. / CHICAGO, IL. (I-75)
- I-94 WI./MN. / MT. (I-29 / I-35)
- I-90 WI. / MN. / SD. / MT. (CONNECTS I-15 / I-25 / I-29 / I-35)
- I-90 NEW YORK STATE (CONNECTS to 219 / I-81 / I-87)
- I-80 CHICAGO, IL. / INDIANA / OHIO / PENNSYLVANIA / NEW YORK CITY
- I-80 WYOMING (CONNECTS I-15 to I-25)

HEARTLAND CORRIDOR (INDIANAPOLIS, IN. - TOLEDO, OH.)

GREAT LAKES TRADE CORRIDOR

PORTS TO PLAINS TRADE CORRIDOR

-TRUCKING

-RAIL CORRIDORS AND INTERMODAL

-CORRIDOR FOCUS: NEW YORK STATE DEPARTMENT of TRANSPORTATION

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Sunday night was a “working dinner” with in-depth briefings (several hours). Topics included Canada/US Border Initiatives, Issues and Realities, NEXUS, WHTI presented by the President & CEO of Can/Am BTA, Jim Phillips including: Northern Great Plains US/Canada Connect; PNWER Border Charter; Northern New England Can/Am Connection; Great Lakes Trade Zone; CBP Trade Facilitation Strategy; CBP Land Port Modernization and a number of issues and initiatives included in the Conference extensive Briefing Book provided. A power point presentation was utilized to present the progress of Coordinated Clearance - Point of Departure Determination Strategy since being presented to US and Canadian decision makers for implementation consideration. Copies of the power point were given to all attendees and sent out to members of the Can/Am BTA Corridors, Gateways and Bi-National Regional Economies Council.

Welcome to participants to the 2008 Conference:

**Host Council Co-Chair Pat Whalen, COO, Buffalo Niagara Medical Campus,** Stated how pleased Can/Am BTA was to have the group in Buffalo. Highlighted the excellent Tour planned and the exceptional array of speakers that would be participating in the proceedings.

**Mike Flaherty, Consul & Sr. Trade Commissioner, Canada Consulate, Buffalo**

Welcomed all on behalf of Consul General Steve Brereton. Stated the full support of Can/Am BTA and its effective initiatives. Reiterated the importance of facilitating low-risk goods and people crossing the US/Canada shared border while maintaining security. Highlighted the extensive work the Consulate is involved in throughout the area.

**Scott Bozek, Consul for Commercial Affairs, U.S. Consulate General, Toronto**

Welcomed all on behalf of Consul General John Ney. Very happy to be with the group to interact on Border Issues as the Border is the main issue that is in Washington’s view. Cited that in the Tourism economic segment, Canada is #1 in importance to the US in 2 of the 3 top categories (number of visits and per capita spending).

Monday the Conference participants traveled to US/Canada Land Border Ports, to view the 4 Bridge Crossings in the region plus the CN Lumber and CSX Intermodal Rail Yards. We were given an excellent in-depth Tour of the Peace Bridge Operations Center and “State of the Art” intrusion detection Camera systems, the Whirlpool Bridge dedicated to NEXUS with its automated toll collection technology and newly opened NEXUS Enrollment Center. Viewed the Lewiston/Queenston Bridge in addition to the Rainbow Bridge. Enjoyed lunch on the shores of Lake Erie and participated in a private tour of the CN Lumber and CSX Intermodal Rail Yards. The CN Yard, opened in the early mid-1990’s holds 23 million board feet of mixed lumber and loads 25 to 70 trucks a day handled by very efficient mobile loaders that both unload the incoming lumber rail cars and load the numerous truck shipment patterns. The CSX Intermodal Yard has been open about a year. Comprised of a 3 mile siding and a 3200 foot loading track, it is intended to grow as an Inland Port extension of train loads of containers from the New York/New Jersey Sea Port versus trucking individual containers that total 500 mile distance.

**Monday Evening PRESENTATIONS:**

**US FEDERAL HIGHWAY ADMINISTRATION**

**Alicia Nolan, Northern Border Transportation Program Coordinator**

Provided excellent insight into the Highway Trust Fund i.e. it ran out of money and Congress provided funds from the General Fund to keep it operating. The long standing Gas Tax as the source of funds is no longer providing the level of funds required as mileage efficiency improvements in cars and the reduction of driving due to high gas prices are substantially reducing tax revenue. Alternate sources of funding need to be enacted. Discussed the September 2009 date of the re-authorization. Noted the coming of a new administration as a result of the upcoming U.S. election. Reviewed each of the areas of FHWA involvement: Border Planning; Project Development; International Programs and Freight Operations with a slide presentation.

**TRANSPORT CANADA and  
TRANSPORTATION BORDER WORKING GROUP (Bi-national U.S./Canada)**

**Ted Mackay, Director, Highway Border Policy**

Presented an impressive array of information on: Canada's National Policy Framework for Strategic Gateways and Trade Corridors; the status of Gateways and Border Crossings Fund Project; the Asia-Pacific Gateway and Corridor Initiative; the Quebec-Ontario Continental Gateway and Trade Corridor; the Atlantic Gateway and the Canada-US Transportation Border Working Group.

**GENERAL SERVICES ADMINISTRATION**

**Ralph Scalise, Border Station Program Coordinator, GSA**

Provided extensive insight of the status of GSA Northern Border projects. Presented details on: Projects recently Completed; Projects under Construction; Construction Starts Planned in 2009 and Special Programs Division initiatives. Specific support programs include: WHTI, US-VISIT; Radiation Portal Monitors; Advanced Spectroscopic Radiation Monitors; Non-Intrusive Inspection; Border Patrol Housing; Homeland Secure Data Network and Secondary Inspection Garages. Described the "Port of the Future" initiative underway by GSA and CBP to identify innovations of Process, Program, and Product that serve the increased demands on the Border Station Program.

**U.S. CUSTOMS AND BORDER PROTECTION**

**Helen Sterling, Assistant Director Field Ops. Buffalo, CBP**

Provided comprehensive details of the magnitude of CBP activity (half of US consumption is non-domestic sourced \$2 trillion in 2007, collecting \$32 Billion in revenue and processing 22 Million Entry summaries). Buffalo CBP, made up of 17 Ports of Entry, is

First in Passenger Volumes and Second in Commercial Volumes.

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Advised that today about 93% of people crossing carry WHTI compliant documents that are mandated as of June 1, 2009. Presented meaningful insight into the elements of the CBP Trade Strategy i.e. 1) Facilitate legitimate Trade using Risk management and expanding Partnerships, 2) Enforce Trade Laws focusing on Hi-Risk entries, 3) Protecting national and Public Security by enforcing Intellectual Property Rights preventing entry of dangerous bogus products and 4) Intensify Modernizing CBP Processes.

### **CANADA BORDER SERVICES AGENCY**

As a result of the Canadian Election status, CBSA was not able to present at this Conference.

### **NEW YORK STATE CORRIDORS INITIATIVE**

#### **Ken Carlson, Head, Corridor Management Unit, New York State DOT**

Provided detailed insight into the New York extensive Corridor Program connecting to Economic Areas. Studies have determined that Trucks idling at night while parked generate 10% of total pollution discharge in New York thus Rest Area and Utility provided Truck Parking have a heightened priority. Tourism is a \$50 Billion Industry in New York State so new technologies are being introduced at Rest Areas (interactive kiosks and Wi-Fi). State Police presence and truck inspection are also being bundled in the Rest Area strategy.

### **DETROIT RIVER INTERNATIONAL CROSSING**

Jim Phillips presented remarks provided by management of the Windsor Gateway/Detroit River International Crossing who are members of the Council but were not in attendance. They will present a full update at the May 2009 Can/Am BTA Ottawa Conference.

### **US-VISIT**

#### **Manny Rodriguez, Assistant Director, Program Management, US-VISIT**

Opened by wanting to acknowledge the importance of the US-VIST partnership with Can/Am BTA and the numerous contributions Can/Am BTA has made to US-VISIT'S reality since day one in the DMIA Task Force initiative. Provided excellent insight into the objectives, funding, staffing and status of the various segments of the US-VISIT program involving 231 State Department sites worldwide servicing International Visitors arriving through 300 Air, Sea and Land Ports of Entry. New scanners being installed to support the 10 fingerprint collection protecting visitors from Identity Theft, thus preventing mismatches and improving identity determination of collected latent prints from sights of interest. Reviewed the various initiatives and time-frames involving biometric exits at Airports and at Land Ports at speed to insure unimpeded flow of legitimate people including need for phased deployment and unique port solutions. In closing presented, on behalf of Director Bob Mocy, a DHS US-VIST coin struck medal to Jim Phillips for his

counsel and contributions to the Program. (Editors note: Jim was both honored and humbled by this recognition). 6

## **TUESDAY PRESENTATIONS:**

### **EASTERN BORDER TRANSPORTATION COALITION UPDATE**

**Walter Steeves, Managing Consultant, Eastern Border Transportation Coalition,  
Corridors, Gateways and Regional Economies Council Eastern Advisor**

EBTC promotes effective/efficient Transportation ties across the Eastern Canada/US Border. Its members are State Departments of Transportation and Provincial Ministries of Transportation. Described role of coordinating, consulting and cooperating on Bi-national North/South Transportation dealing with infrastructure providers near Border. Highlighted the EBTC Project Approval Guide (available on EBTC.INFO web site) a strategic planning guide providing effective benefits. Reviewed the I-95 Maine New Brunswick complete connection to the Trans Canada Highway, the Calais, ME new Bridge construction, the Derby Line new US Plaza and the Vermont approach work and the Quebec/New York Visit Audit that filmed the signage and approaches to the Border crossings.

### **Canada/U.S. Border and Relations Analysis and Study Results**

**Can/Am Northern Border University Research Consortium (CanAmNBURC)**

**David Davidson, Project Dir., Border Policy Research Institute, Western Wash. Univ.  
Katie Friedman, Deputy Director, Regional Institute, University at Buffalo**

**“Joint Policy Brief-Differences between Buffalo, NY and Blaine, WA Freight Corridors”**

Provided excellent overview of: the Can/Am Northern Border University Research Coalition (NBURC). Joint Canada/US comprehensive research and analysis related to the Northern Border activities and relationships. Cited that research must be useful to the Private Sector: 1) North/South Axis-Significance of Canada to U.S. Competitiveness; 2) Security/Economy dichotomy no longer useful. Need to view through new framework for policy Issues; 3) “One size fits all” is not an effective solution nor is it appropriate. Described developing initiatives i.e. The Border Barometer and Border Performance Indicators. Presented the first NBURC Joint Border Brief developed by Western Washington University BPRI and University at Buffalo Regional Institute entitled “Adapting the Border to Regional Realities – Observations on Exports at Buffalo, NY and Blaine, WA.”

### **International Mobility & Trade Corridor Resource Statistics Update**

**Melissa Miller, Project Coordinator, Whatcom Council of Governments  
Corridors, Gateways and Regional Economies Council Western Advisor**

Melissa had a conflict arise so Jim Phillips presented Melissa’s remarks on her behalf entitled: Summary of IMTC Activities - 2008. Specifics covered were: 2008 Passenger Intercept Survey; Cascade Gateway Border Circulation Analysis; Sumas Border Enhancements; FAST Outreach; TBCR Application Selected; 2009 CVO Border Evaluation Study; Greening the Border (BC/WA); Peace Arch Construction Status;

2010 Olympic Games related Cross Border Traffic Numbers and Border Wait Time Study Initiatives.

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### **GREENING THE TRADE CORRIDORS IN NORTH AMERICA**

#### **Ben Teitelbaum, Spec. Ass't, Commission on Environmental Cooperation, NAAEC**

CEC was created by Congress as side agreement to the NAFTA Treaty to efficiently deal with the Trade and Environment focus. Specifically to improve Trade not impede it by supporting sustainability and providing a competitive advantage. Deals with energy efficiency, product reliability, Cap and Trade investment opportunities in regional and continental economic development. The Carbon Footprint is a factor in future economic development and transportation grids. Doing a pilot with NASCO: defining Corridor physically and geographically; developing the Carbon Footprint; measuring effects of future changes and add ons using a "bottom up" approach. The Quebec-New York Corridor has also initiated its Green Corridor designation working with CEC.

### **NIAGARA BORDER CROSSING ORIGIN-DESTINATION SURVEY**

#### **Frank Williams, Senior Planner, Ministry of Transport, Ontario**

Provided an excellent highlight of the 2007 Survey of crossings with New York State. Reported out July 2008. Survey involved 30,000 samples with a 38% sample size. Ontario is in the process of comparing the 2007 results with the results from the previous 2000 Survey. US Tourism short distance trips are down 25%. Ontario looking at doing surveys at the Ontario-Michigan and Ontario-Saint Lawrence Crossings.

### **ROUNDTABLE DISCUSSION**

#### **Facilitator/Moderator: Pat Whalen, Co-Chair**

**Tom George** reported on the Niagara International Transportation Technology Coalition. Stressed need for accurate Wait Time Reporting, Integrated Corridor Management, and importance of Region Mobility allowing rerouting of traffic when required.

**Howard Kelly** reported on the formal organizing and operation of the I-81 Capital Corridor involving Ontario and 6 States (Ottawa to Virginia).

**Garry Douglas** reported on the 4<sup>th</sup> Governor/Premier Quebec-New York Economic Summit to be held November 17, 2008 in Montreal. Reported on the Plattsburgh State-Concordia Supply Chain agreement and the planned May 19-21, 2009 Transborder Supply Chain Conference.

**Bill Holthoff** reported on the finding that the Truck Traffic reduction of 10% at the 1000 Isle Bridge was caused by DOT work on an R Bridge down stream with no communication by NYSDOT to the Bridge as a reminder that all elements of a corridor impact on one another. Communication is critical. Ken Carlson noted this for future activity.

**Frank Williams** reported on the Niagara-GTA Corridor needs assessment Spring 2009. Also updated on the Southern Ontario Gateway Council.



**Meg Lauerman** shared the current activities of the 219 Continental One Corridor. Federal funding and NY State Grant received toward the NY and PA Limited Access Highway portion. A formal Trade and Travel Corridor Study is being commissioned looking at Public, Private and Public/Private Partnership benefits.

**Greg Dandewich** reported on the NASCO Mid Continent Corridor (Manitoba to Mexico City) citing Economic Partnerships and Life Sciences focus. Further reported on the recent US/Canada Connects Summit held in Grand Forks, ND with 200 in attendance developing Bi-National common areas of interest and solutions. Areas discussed included Aerospace, Life Sciences, University formal cooperation (University of North Dakota and University of Manitoba signed formal MOU) and Inland Port development.

**Jack Ampuja** articulated the numerous strengths of Can/Am BTA and its ability to achieve common sense results and provide effective workable solutions. Discussed the Supply Chain Conference being developed involving 42 countries focused on Cost control, International Expansion and Sustainability-Greening. Cited the top 20% (Big guys) are getting better leaving the others "far behind." Noted the exceptional efficiency of the Procter & Gamble Supply Chain.

**Bob Perkins** described the job migration trends on shore, near shore and off shore. Cited the importance of supply chain transportation cost awareness that currently offsets the low cost labor element.

**Mike Flaherty** urged that Can/Am BTA focus on the Transition of Administrations as a result of the elections and the resulting implications. Jim Phillips responded that we will set up a panel at the May 3-5, 2009 Ottawa Conference of US and Canadian Officials to provide factual information and likely impacts.

**Jim Phillips reported on the activities relative to the Action Items developed at the 2007 Montreal Council Meeting:**

- Border Crossing Processing Traffic Delays and Primary Dwell Time Increase Including Secondary Truck Processing Driver waits has had extensive activity by the formal Can/Am BTA / CBP Joint Task Force. A Wait Time / Dwell Time accurate system has been developed and is being piloted.
- Educate the Public about the now achieved benefit of NEXUS to geometrically increase NEXUS participation has resulted in substantial new enrollment. CBP has initiated a public education and marketing program in connection with WHTI that also includes NEXUS.
- Drastically improve the Business Traveler System / Process for entering the US at the Canada/US Land Border (currently it impedes the movement of low risk people and capitol providing new business development and relationships) has had little improvement outside of the TSN's being extended from 1 year to 3 years and is carried forward to 2008 priority status..
- Election and in any event change of Administration Decision Makers requires positioning our message, developing new relationships with cooperative effort has



**CAN/AM BTA IS PROUD**

**TO ACKNOWLEDGE**

**OUR BUFFALO 2008 SPONSORS**

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**CN**

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**FOREIGN AFFAIRS  
CANADA**

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**SPEED GLOBAL  
LOGISTICS**

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**BUFFALO AND FORT ERIE  
PUBLIC BRIDGE AUTHORITY**

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**NIAGARA FALLS**

