

**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**  
**EDMONTON, ALBERTA OCT. 18-20, 2009**

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 SESSIONS**

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<http://www.cfr.org/publication/19345/>.
- 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 presentations and in-depth briefings. Briefing topics by the President & CEO of Can/Am BTA, Jim Phillips included: protectionism (buy American); Cool, Lacey Act, Coordinated Clearance-Point of Departure Determination; new Ambassador and Customs Commissioner postings; Incident Recovery Plan; Truck and Car crossing trends; CBSA resources shortfall, NASCO Corridor Development; Canada/US Border Initiatives, Issues, Realities and a number of items included in the Conference extensive Briefing Book provided. Highlighted the excellent Tours of the Oil Sands Operations plus the Alberta Heartland refineries and industries.

**Work Session Sponsored by CONTINENTAL ONE Trade Corridor**

Welcome to participants to the 2009 Conference:

**Host Council Co-Chairs Greg Dandewich, Bruce Agnew and Pat Whalen** stated how pleased Can/Am BTA was to be in Edmonton.

**Bruce Agnew, Director, Cascadia Center Discovery Institute, Seattle, WA**

Stressed Trade Corridors encompass far more than trade activity i.e. transportation and the environment and use of different models for each. Can/Am BTA is a «one stop shop» of knowledge, experience a sustaining institutional memory. Its objective and proven record keeps track of realities vs perceptions, connects key decision makers sharing best practices and develops common sense solutions.

**Greg Dandewich, Vice President&Director Eco. Dev., Destination Winnipeg, MB**

Shared the reality of large Cities creating the force, providing services and developing collective influence to anchor the building of effective geographic Trade Corridors. Highlighted Can/Am BTA’s successful focus on cross foundational issues with its ability to deal with dynamics.

**Pat Whalen, Chief Operating Officer, Buffalo Niagara Medical Campus, Buffalo, NY**

Highlighted concern for severe reduction in cross-border group travel, the absolute disappearance of bus tour activity in the Western New York and reduction in Quebec -New York regions related to the concern for documentation of individuals in the groups.

**Sunday Evening PRESENTATIONS:**

**US FEDERAL HIGHWAY ADMINISTRATION**

**Jim Phillips presented the power point previously presented in Washington, D.C. by the Office of Freight Management FHWA**

Exceptional presentation re: the focus and measurements of and by the Federal Highway Administration. Reviewed: National Truck Network, Emerging Mega-regions; Freight Volumes (Truck, Rail & Water); Major Freight Corridors; High Speed Rail overlaid with Major Freight Corridors; Truck Flows, Agricultural Commodity Flow by Corridor; (FHWA receives 500,000 GPS individual truck feeds for location, travel time and speeds)Truck Velocity for 25 major Corridors; Border Performance Measurement; Border Crossing Time and Delay; Data Collection schematic; Truck Speed traversing International Bridges and approaches (15 mph segments from zero to plus 50 mph) and Partnership / Research (to harmonize data elements, develop freight data architecture

and align GIS networks).

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

**Ryan Reichl, Policy Advisor, Praries and Northern Region, Transport Canada**

Presented an impressive array of information on: The Building Canada Plan; An Overview of Canada's Gateways (Pacific, Continental and Atlantic) and Border Relations and Management (Transportation Border Working Group TBWG). Detailed the \$20 Billion 7 year base funding and the \$13.2 Billion 7 year program funding. Described the Budget 2009 Economic Action Plan and the specific projects within. Reviewed the National Policy Framework for Strategic Gateways and Trade Corridors. Described the operation and initiatives of the Canada/US Transportation Border Working Group.

**GENERAL SERVICES ADMINISTRATION**

**Ralph Scalise, Land Ports of Entry Program Manager, GSA**

Provided extensive insight on the status of GSA Northern Border projects. Presented details on: Projects substantially Completed; Projects under Construction; Construction Starts Planned in 2010 and the future Investment Outlook. Presented pictures and funding of the Land Ports in each of the categories. Ports shown were: Calais, ME; Massena, NY; Jackman, ME; Warroad, MN; Portal, ND; Blaine, WA; Derby Line, VT; Madawaska, ME and Van Buren, ME. On the Horizon, in the next several years, are more than 25 Port replacements and upgrades for the U.S./Canada Border with costs that reach \$1 Billion.

**INTERNATIONAL MOBILITY AND TRADE CORRIDOR  
2009 Commercial Vehicle Operation Survey**

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

Provided an excellent insightful analysis of the results of the 2 way Commercial Activity 2009 Survey covering the Pacific Highway, Lynden/Aldergrove and Sumas/Huntingdon Land Border Crossings. Findings by crossing included: wait times; volumes; inspection times (separated for FAST and Non-FAST); commodities (includes identification of empties; type of truck; origin-destination patterns); Carrier Frequency; Carrier State/Provincial Base; Survey Questions and Data Fields. Superb piece of work.

**RAIL OVERVIEW**

**Kevin Soucie, Government Affairs, CN**

Shared insightful comprehensive view of Rail including: Freight Ton Miles; Revenue; Global Rail Rate Comparison by major Country; Safety Comparison by Industry; detail and trend of Rail Safety by category 1980-2007; Energy use by Ton of Freight; Greenhouse Gas by Source; Capital Intensity; Rail Improvement Trends since Staggers Act 1980 and an overview of the CN / EJ&E improved flow around Chicago.

**WELCOME TO ALBERTA****Marvin Schneider, Executive Director, U.S. Relations, Alberta Intergov. Affairs**

Provided an excellent view on Alberta. The facts included: size; location relationships; Government and Politics; Geography/Population; Location of Alberta Global Offices; Key Export Markets; Value by Category; Alberta exports more than every State except Texas and California; Agriculture makeup; Tourism; Growth Industries and priorities; Economic opportunities; Crude Oil Production and Disposition; Oil exports to the top 10 U.S. States (thousands of barrels per day) (ex. to Illinois 389,000); Natural Gas exports to the top 10 U.S. States (billion cubic feet per year) (ex. to California 268 billion cuft) and Oil and Gas Upgrading.

**Len Mitzel, Member of the Legislature and Can/Am BTA Liaison**, welcomed the group. He voiced his appreciation for Can/Am BTA holding our proceedings in Alberta.

**David Kettles, Director of U.S. Relations, Alberta Intergov. Relations** reviewed in detail the Fort McMurray Oil Sands Tour planned for the full day Monday, the half day tour of the Alberta Heartland refinery and industrial center planned for Tuesday morning. Tuesday afternoon is a briefing of Alberta Government Officials by Jim Phillips followed by a discussion by all members of the Can/Am BTA group interacting with the Alberta Officials. David's extra special effort to arrange excellent tours was truly appreciated.

**Sunday Evening ROUNDTABLE DISCUSSION**

**Greg Dandewich** reported on the Manitoba Inland Port "Centerport Canada" including the formation there, of the 1st Free Trade Zone designation, in Canada.

**Bruce Agnew** reported on West Coast Corridor activities, focusing on "Clean, Green, Smart" highlighting the alternate fuel Truck Stop development on I-5 for biodiesel and natural gas. Discussed the metro area (urban) alternate fuel and electrification stations.

**Melissa Miller** reported on border circulation among the Four crossings between western Washington and British Columbia, Advance Travel Information developments and discussions of "Best Use."

**Dave Kettles** discussed the Wild Horse Crossing that is critical to supplying equipment to the Oil Sands.

**Stanley Tse** reported on the Cross Border Flow Analysis Project recently completed for Industry Canada.

**Keith Dawson** reported on extensive Industry Canada Border research initiatives to determine factual reality, provide workable solutions and identify knowledge gaps for future research projects.

**Sue Matton** discussed current activities at the Champlain/Lacolle Port, reported on importance of a survey on how WHTI is working and determining the impact on who

is not traveling. Stated the progress on the Green Corridor initiative with CEC.

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**Pat Whalen** reported on the 219 Continental One Corridor. Federal funding and NY State Grant received to be used toward the NY and PA Limited Access Highway portion. A formal Trade and Travel Corridor Study has been completed.

**Bob Frazier** discussed the I-15 Corridor and the rural Port improvements.

**Len Mitzel** suggested to Ryan Reichl that Transport Canada needs to acknowledge /reflect North-South activity in the Asia Pacific Gateway material and descriptions. The Gateway material shows only the West-East axis.

**Bruce Jantzi** reported on Trucking concerns including the need to combine Driver cards i.e. FAST and TWIC. The new escalation of APHIS fees to compensate for lower activity, “piling on” to vehicles that have nothing to do with Agricultural loads. This needs to be rescinded.

Discussion held and decision made to hold the **2010 Can/Am BTA Trade Corridor, Border Gateways and Bi-national Regional Economies Conference and Work Session in Port Huron, Michigan (October 17-19, 2010.)** Intent is to focus on Michigan/Canada Border crossing activities to include Tour of the Blue Water Bridge, view the Ambassador Bridge, the Detroit Canada Tunnel, the proposed new Detroit River International Crossing project area and the CN rail operations. Details to follow.

Monday the Conference participants flew to Fort McMurray to tour the Oil Sands included: viewing a complete mining operation process; an IN SITU Steam Assisted Gravity Drainage operation; visiting the reclaimed land areas where Bison now roam. Received extensive briefings, including operations, water, environment etc.

On Tuesday morning our Group were briefed on the Alberta Industrial Heartland area near Edmonton then toured the area by bus.

**A REPORT ON OIL SANDS ENERGY AND OUR VISIT FOLLOWS.**

Tuesday afternoon our Group met with a gathering of Alberta Government Officials hosted by John Cotton, Assistant Deputy Minister for Intergovernmental Affairs. They were briefed by Jim Phillips on a number of issues relating to the Border and U.S./Canada matters of interest. The briefing was followed by discussion and questions / answers among the entire group.

Jim Phillips and the entire Can/Am BTA group voiced their sincere appreciation for the hospitality and the tremendous effort by MLA Len Mitzel, Marvin Schneider, David Kettles and staff who so effectively planned and provided such extensive and comprehensive activities at the Oil Sands and Heartland locations that presented a factual understanding of the energy producing activities.

Jim Phillips  
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**Future Can/Am BTA Conferences**

-Ottawa, Ontario  
-Washington, D.C.

May 2-4, 2010  
Sept. 19-21, 2010

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-Port Huron, Michigan

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Oct. 17-19, 2010