

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

**TRADE CORRIDOR - BORDER GATEWAY AND
BI-NATIONAL REGIONAL ECONOMIES CONFERENCE**

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

SUMMARY HIGHLIGHTS
MONTREAL, QUEBEC OCT. 28-30, 2007

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, 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:
CONNECTIONS + TRANSPORTATION =**

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 to make 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 21 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 / 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

- I-15 ALBERTA / SAN DIEGO, CA. to MEXICO
- 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.
40, 70/44 WEST to I-35 TO SAN ANTONIO, TX. 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)
- 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

-TRUCKING

-RAIL CORRIDORS AND INTERMODAL

Sunday night was a “working dinner” with in-depth briefings (several hours) on Canada/US Border Initiatives, Issues and Realities, NEXUS, WHTI given by the President & CEO of Can/Am BTA, Jim Phillips. A power point presentation was utilized to present the Coordinated Clearance - Point of Departure Determination Strategy that has been detailed in a 68 page document and presented to US and Canadian decision makers for implementation consideration. Copies of the power point were given to all attendees and sent out to all members of the Can/Am BTA Corridors, Gateways and Economies Council.

Council co-chairs welcomed participants to the 2007 Conference:

Garry Douglas, President & CEO Plattsburgh Chamber and Quebec/NY Corridor, as Host Co-chair, stated the very high credibility and respect held for Can/Am BTA as a great problem solver. Spot lighted the importance of the Election Transition to occur in 2008 and the need to determine what it means for the Border. Stressed that every Border Crossing is unique and different. The key is to identify the realities of regional, local needs and issues to attain positive impacts. We must continue to also focus on over-arching Canada/US Relations Issues, Global Competitiveness, learn lesson of cooperation and above all “get it right.” The Council’s including visitation to Border Crossings as part of each Annual Conference is both educational and beneficial. The new Champlain US Border Station is the tangible result of what we do with such meaningful results achieved.

Thanked Sue Matton for her extensive effort in arranging the Conference venues.

Greg Dandewich, Director Economic Development Destination Winnipeg,

He reminded all that the “key is developing relationships.” The essence of our efforts is facilitating economic development. Discussed Mid-Continent activity (Winnipeg to Mexico City). Developing “value added” common underpinning i.e. Aerospace, Life Sciences. Reminded us transportation is the means not the end. We must all work together. The Council is intended to raise awareness of the critical issues “before us” that will determine the vibrancy of our collective economies, the means and effectiveness that will contribute to increasing the movement of goods and people.

Pat Whalen, Trade Consultant, World Trade Center Buffalo,

He discussed the new CSX yard coming to serve trans-border activity in the Buffalo area. Described the University of Buffalo Regional Institute’s initiatives that quantify the regional Canada/US relationship. Summarized the Buffalo airport activity that reached 5 million passengers in 2007 (28% Canadians) a level that was projected for 2020. Transportation focus must consider all modes and the need for accurate statistics.

Steve Brereton, Canadian Consul General Buffalo, New York

Pleased to welcome all to Canada. Looked forward to the substance and content that this Conference’s proceedings will generate. Looking forward to the tour of Champlain to see how it can be done. We must all work effectively together. A Smart, Efficient, Secure Border is absolutely “key” as the US and Canada “make things together.”

Mary Marshall, US Consul General Montreal, welcomed all to Montreal. Reiterated that US and Canada have a shared interest in Trade and Security. This US/Canada Region works. Improvements come “bottom up” from the people active on the Border. Trade spreads benefits broadly. Security does not trump Trade “WE NEED BOTH.” Work with business to get it right. US listens to Canada’s concerns. Labor mobility is of interest. Must

make travel easier and more efficient while knowing who is traveling.

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Monday the Conference participants traveled to US/Canada Land Border Ports, viewing the Champlain/Lacolle Crossings. We were given an excellent in-depth Tour of the “State of the Art” Champlain new facilities by U.S. Customs and Border Protection. Enjoyed a sponsored lunch and participated in a private tour of the Montreal Seaport.

Monday Evening PRESENTATIONS:

STRATEGIC INFRASTRUCTURE CANADA

Gerry Maffre, Director General, Communications

Provided excellent insight into the Building Canada Infrastructure Plan that is both flexible, long term, predictable amounting to \$33 billion CDN by 2014. The investment plan covers Water, Waste Water, National Highway, Transit and Green Energy. Stressed the purposes are a growing economy, clean environment and strong communities. Discussed the \$2.1 billion CDN Borders and Gateways Fund plus the \$1.5 billion CDN for Public/Private Partnerships.

TRANSPORT CANADA

Isabelle Trepanier, Director, Multimodal Investment Strategies

Presented an impressive understanding of the Border Gateway Trade Corridors aspect of the Transport Plan. Distributed the Framework Report explaining it as the basis of fund distribution using the “Five Lenses” depicted to support Trade. Noted the three Gateways: Asia Pacific; Ontario/Quebec and Atlantic. Described the Multi-modal focus and the extensive consultation with stakeholders being undertaken.

TRANSPORTATION BORDER WORKING GROUP (Bi-national U.S./Canada)

Isabelle Trepanier, Director, Multimodal Investment Strategies, TBWG Co-chair

Described the Government to Government sharing of issues for transportation related to the Border. Cited the Library of Border Reports with links contained in their web site www.TBWG.org including a compendium of Border Crossings. Noted that the Border related data is being updated.

GENERAL SERVICES ADMINISTRATION

Ralph Scalise, Northern Border Program Coordinator, GSA

Ralph had a last minute conflict so Jim Phillips presented Ralph’s power point presentation on his behalf. The funding and status of each Northern Border Land Port facility project that has been recently completed, is under construction and or planned to commence 2007 to 2011 were viewed. Described the “Port of the Future” initiative underway by GSA and CBP to identify innovations of Process, Program, and Product to serve the increased demands on the Border Station Program.

U.S. CUSTOMS AND BORDER PROTECTION

Colleen Manaher, Director Western Hemisphere Travel

Provided comprehensive details of the Western Hemisphere Travel Initiative outlining the approach being used that will result in a substantial improvement in the efficiency of processing at the Land and Sea Border. Join NEXUS to comply. Advised that RFID Vicinity technology is officially mandated (essentially NEXUS RFID technology will be utilized in new documents including the PASS card and Enhanced Drivers Licenses). Shared the results of the time trials that save 30 to 50% of time to approach Primary and be processed. Final Rule published Fall 2007. PASS Card produced Spring 2008. \$352 million investment will be made over 2 years.

CANADA BORDER SERVICES AGENCY

Sara Wiebe, Director Canada/US Relations

Provided a comprehensive overview of Canada Border Services Agency Operations and Responsibilities (13,000 employees, 7200 Officers, 1100 Service Points). Described the Migration Integrity Officers Program (very effective results) operating at 39 Foreign locations preventing inadmissible individuals from boarding transportation to Canada departing those locations. CBSA makes 12,000 removals from Canada a year. CBSA has 3 fundamentals: Pre-approval programs; Advance Information/Targeting and Turning Information into Intelligence.

TUESDAY PRESENTATIONS:

WELCOME

Francoise Bertrand, President Federation des Chambres du Quebec

Very pleased to have the group convene in Montreal, Quebec. Outlined the plan and the signing of the Memorandum of Understanding (MOU) for the 4th New York Quebec Economic Summit to be held in Quebec City in 2008, the 400th Anniversary of Quebec City. Reported on the progress of Quebec signing an MOU with Homeland Security on an Enhanced Drivers License. Reiterated that the Border must be both fluid and secure.

NEW YORK STATE CORRIDORS INITIATIVE

Ken Carlson, Associate Transportation Analyst, New York State DOT

Provided detailed insight into the New York extensive Corridor Program and its economic contributions. Described focus and strategies being utilized (bottleneck analysis). Shared impactful 21st Century Global Vision including mapping the Distribution Cluster Companies active in New York State. Bottom line constrained transportation factors are increasing as volume increases. Initiatives underway to determine what users want, need and where. Bottleneck analyses made showed causes to be incidents 25%, work zone constraints 15% and weather 10% among others. View is to separate commuters from

using through-traffic roads by providing new alternatives.

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NIAGARA-GREATER TORONTO AREA GATEWAY ECONOMIC IMPACT

Patrick Gedge, Chief Executive Officer, Niagara Economic Development Corp.

Provided an excellent overview. The Niagara Region has 430,000 residents, 12 million visitors annually and generates a GDP of \$16 billion. Manufacturing, tourism, services and agriculture are its major sector activities. \$70 billion in Trade crosses the Canada/US Border annually in the area. West of Greater Toronto in this region is projected to grow to 4 million people by 2030. The Gateway is about Accessibility, Mobility and Connectivity.

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. Highlighted issues and initiatives undertaken by EBTC: wrote a Guide for Border Projects; Policy position on APHIS; participate in the Can/Am BTA NEXUS Focus Group; holds an annual workshop on Transportation and Borders; individual State and Provincial workshops and participates in the Canada/US Transportation Border Working Group were important activities described.

GOVERNMENT OF CANADA ONTARIO-QUEBEC CORRIDOR INITIATIVE

Jacques Rochon, Exec. Dir., Freight Integration&Motor Carrier Pol, Transport Can.

Provided an excellent detailed analysis of the national importance of developing an integrated strategy for the Ontario-Quebec Continental Gateway and Trade Corridor. Discussed Trade perspective, Transportation Infrastructure, Policy Context. Described the plan for moving forward. Specifically discussed the critical importance of “meeting the challenges of growth.” A Multimodal Action Plan will be completed in the next 24 months. Shared the detailed Analytical Work Plan to achieve the objective.

Group discussion resulted in recommending Transportation Statistics are needed that provide accurate data on containers by category (those that moved by): Ship-Rail-destination; Ship-Truck-destination and Ship-Rail-Truck-destination. Container shipments are currently recorded by the mode used to cross the Border so the last category above is recorded truck although it moved most of the way from the port by rail.

DETROIT RIVER INTERNATIONAL CROSSING UPDATE

Ray Mantha, Exec. Director, Provincial Highways Mgt., Ontario Ministry Transport

Very effectively reiterated the prime importance of the Windsor-Detroit Vital Link and “Congestion delay costs” at the Border are a costly major problem. Provided insightful status of the Evaluation Process, Evaluation Factors, and the details of the 3 remaining “practical alternatives.” The Bridge Type study is completed. There are 5 Access Road

alternatives being reviewed. Final preferred selection to be announced April 2008.

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RFID STANDARDS OVERVIEW

John Keogh, Director RFID & Supply Chains, GSI

Provided a very useful and educational status and background development of TRACK and TRACE.

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 power point presentation on her behalf. Detailed charts and statistics were presented covering the Cascade Gateway 4 Land Border Crossings that are the focus of the 70 IMTC active participant organizations. Charts comparing 1996 to 2006 by year were shown for: Exchange Rates; Border Crossing by Volumes of Residence; 1991-2006 by year Truck and Car Volumes North and Southbound; Monthly Auto and Truck North and Southbound 2004 vs 2006; Transborder Surface Freight Value North and Southbound by mode 1996-2006 by year and Cross-Border Truck Commodities & Origin and Destination Patterns North and Southbound both for 2004 and 2006. An especially enlightening chart reflected the substantial increase in Truck primary booth dwell times and delay wait times entering the US comparing actual experience of 2002 versus 2006.

Jim Phillips presented the Can/Am Northern Border University Research Consortium associated with the Canadian/American Border Trade Alliance. It is comprised of six Universities spanning the US/Canada Border. They are Western Washington University, University of Montana, University of North Dakota, Michigan State University, University at Buffalo and University of Maine. Funding is being procured from the US Congress. These Universities will activate involvement from associated Canadian Universities and other US Universities as required on specific projects on vital border policy issues as appropriate.

ROUNDTABLE DISCUSSION

Facilitator/Moderator: Garry Douglas, Co-Chair

Garry Douglas reported on the 4th Governor/Premier Quebec-New York Economic Summit to be held May 20, 2008 in Quebec City. Appropriate Task Forces are being activated to support the event and its important comprehensive substance.

Bill Holthoff reported on the GSA Port Design Program that embodies significant change in Land Ports design and function from what they will look like to how it will function.

Walter Steeves reported on the EBTC initiative that created a formal document on "How To Carry Out an Infrastructure Project" detailing Agencies, Approvals required and Sign Offs.

Ken Carlson reported on the development of a formal structure for the I-81 Corridor (Capitol Corridor) running from Ontario to Virginia including a Planning Committee.

Glenn Hewus reported that a Director has been funded for the I-81 Capitol Corridor.

Steve Brereton reported on the very successful tour and meeting they facilitated of NY State Legislators and Ontario Provincial Legislators touring the Buffalo Border area. Reiterated the critical importance of first hand viewing by elected officials whose normal responsibilities are in Albany and Toronto.

Brian Wilkie reported on the reconstruction plan for the Lewiston Queenston Bridge Plaza.

Greg Dandewich reported on the NASCO Freight Management and Tracking System funded by USDOT for \$2 million. Reported on the Formation by the Winnipeg Mayor of a formal Council on Importance of Trade.

Mike Flaherty urged that the message be framed in the economic context of North American Supply Chains. Cited the fact of the Toyota Plant in West Virginia dependent on receiving its engines from the Toyota Plant in Cambridge, Ontario. Reiterated that the US and Canada are very much unlike the norm. "We make things together essentially in an economic co-space."

Jim Phillips conducted a discussion on Shared Goals and Unresolved Specific Issues to determine our priority focuses for the coming year. They are:

- Border Crossing Processing Traffic Delays and Primary Dwell Time Increase Including Secondary Truck Processing Driver waits.
- Educate the Public about the now achieved benefit of NEXUS to geometrically increase NEXUS participation.
- 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).
- Election and in any event change of Administration Decision Makers requires positioning our message, developing new relationships with cooperative effort.

Discussion held and decision made to hold the **2008 Can/Am BTA Trade Corridor, Border Gateways and Bi-national Regional Economies Conference and Work Session in Buffalo, NY (October 19-21, 2008.)** Included will be a Tour of the 4 area International Bridges, a rail yard and the Hamilton, Ontario Great Lakes Seaport. Pat Whalen is the Co-chair Host. Details to follow.

Summary to be distributed to all attendees via our Email Council Communication System.

CAN/AM BTA IS PROUD TO ACKNOWLEDGE

OUR MONTREAL 2007 SPONSORS

AND SUPPORTERS

- * CEMENT ASSOCIATION OF CANADA
- * CN
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- * PLATTSBURGH/NO. COUNTRY CHAMBER OF COMMERCE
- * QUEBEC DELEGATE GENERAL
- * QUEBEC/NEW YORK CORRIDOR
- * SPEED GLOBAL LOGISTICS
- * BUFFALO AND FORT ERIE PUBLIC BRIDGE AUTHORITY
- * NIAGARA FALLS BRIDGE COMMISSION

Future Can/Am BTA Conferences

:Ottawa, Ontario	April 27-29, 2008
:Vancouver, BC (with PNWER)	July 20-24, 2008
:Washington, D.C.	Sept. 14-16, 2008
:Buffalo, New York	Oct. 19-21, 2008

Jim Phillips