

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

THE CAN/AM BORDER TRADE ALLIANCE

In conjunction with the:

Public Border Operators Association

Council of State Governments East Canadian Provinces Comm.

SARNIA, ONTARIO

“U.S. AND CANADIAN FOCUS”

BRIEFING AND WORK SESSION CONFERENCE

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

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

with “Best Practice” exchange of Views and Initiatives between

- Highway, Trade Corridor, Border Gateway and
- Bi-national Regional Economies Organizations,
 - Provincial Ministries of Transportation
 - State Departments of Transportation
 - and Economic Development Agencies

**Location: HOLIDAY INN SARNIA/POINT EDWARD
1498 Venetian Boulevard
Point Edward, Ontario
519-336-4130**

Date: SUNDAY NIGHT OCT. 17 through LUNCH - TUESDAY OCT. 19, 2010

**MARKET ACCESS DEPENDS ON:
TRANSPORTATION + CONNECTIONS =
TRADE = JOBS = QUALITY OF OUR LIVES**

Can/Am BTA Council Participant Locations

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)

CAN / AM BORDER TRADE ALLIANCE

- 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)
(CONTINENTAL ONE CORRIDOR)
- I-81 OTTAWA, ONTARIO / VIRGINIA & SOUTH (CAPITAL CORRIDOR)
- I-87 MONTREAL, QUEBEC / NEW YORK CITY & SOUTH
- I-91/89 QUEBEC CITY, QUEBEC / HARTFORD, CT. & BOSTON, MA.

ONTARIO-QUEBEC CORRIDOR
- 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)

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

GREAT LAKES TRADE CORRIDOR

-TRUCKING

-RAIL CORRIDORS AND INTERMODAL

-CORRIDOR FOCUS NEW YORK STATE DEPARTMENT of TRANSPORTATION

Monday Evening PRESENTATIONS:

CUSTOMS AND BORDER PROTECTION

Chris Perry, Port Director Detroit

Described latest technology and the hard look they are taking at processes and how they do business. Described streamed lanes (Vicinity RFID Ready Lane), staggered and stacked booths, and review of each step of the Cargo Process in conjunction with the Buffalo Port, facility improvements at Sioux St. Marie, Fort Street Cargo Center and Port Huron. Seconds saved count and gave example of putting the U.S., Canada and Mexico at the top of Officer Country Look Up Computer Lists out of alphabetical order to save scrolling time on every look up as the NAFTA countries involve the most volume of transactions.

CANADA BORDER SERVICES AGENCY

Tuula Schuler, District Director St. Clair

Responsible for District Blue Water Bridge, Airport and Ferry Operations. Described CBSA realignment organization initiative and the focus to be 80% of effort on the top 20 Ports. Described the Border Action Plan, PIP, eManifest and the Strategic Review of determining value for funds spent. Advised that the St. Clair and Niagra Regions were being combined into one to eliminate duplication. Described to CBSA Land Border Client Services Improvement Committee. Discussed the new Shift Agreement to better cover actual Traffic Demand.

GENERAL SERVICES ADMINISTRATION

Ralph Scalise, Border Station Program Coordinator

Provided slide show of the status of Northern Border Land Port Construction Projects recently completed, Under construction and starts currently planned for 2011/2012. Showed a chart of the projects completed since 2006 with an Capital Investment of \$438 Million. Reiterated the \$6 Billion Program need, the reality of much leaner program needing tough decisions on priorities, probable scaled down projects and likelihood of decades to modernize.

FEDERAL HIGHWAY ADMIN./U.S. DEPARTMENT OF TRANSPORTATION

and

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

David Franklin, US/Canada Coordinator FHWA, US Coordinator TBWG

Discussed the US Transportation re-authorization status, the development of Joint Plans, Master Plan and Fiscal Plan; North American Transport Movements, development of Performance Measures and Green Transportation at the Border. Reviewed the Canada/US Transportation Border working Group that has successfully operated since 2000.

NIAGARA REGION

Peter Partington, Chairman

Kirk Weaver, Director, Community and Corporate Planning

Cross Border movement of goods and people is critically important. Region is 50% manufacturing, has 100 plus wineries, 400 thousand people, made up of 12 municipalities and has 4 Road Bridge and 2 Rail Border Crossings. Toronto is projected to grow by 4 million population by 2031. Envisioned and current projects include: Welland Canal; Gateway Economic Center; East West Corridor development and the Niagara GTA Corridor. Reiterated Can/Am BTA's work being so important to Municipalities. Connection to NY Rail Plan, Continental One Corridor, Importance of Tourism, Agriculture and Bi-National Cooperation on common issues. Presented a power point detailing the Economic Zone, Niagara Region Initiatives, Priorities and Community Improvement Plans.

DETROIT RIVER INTERNATIONAL CROSSING

Rav Mantha, Executive Director, Ontario Ministry of Transport

DRIC is the biggest Transportation Project in the history of Ontario. Border Crossing, eManifest and other at Border improvements must have access to the Border and depend on highways. Ontario spent \$4 Billion this year. Transportation supports Economic Development, Industry and most importantly Job Creation. 40% of Quebec's exports travel on the 401 through Toronto.

TRUCKING

Bruce Jantzi, Vice President International Operations, Erb International

Trucking margins are very thin. Very concerned about the U.S. Hours of Service constraints. Efficient solutions to crossing the Border must be found. It is estimated the trucking Industry will lose 200,000 drivers. Salaries can not be raised to counter. This loss will affect Consumer prices. **Resumption of Intransit Shipments Canada/U.S./Canada is critical.**

RAIL

Kevin Soucie, Government Affairs, CN

Highlighted the crucial impact of the Staggers Act 30 years ago this week that deregulated the Railroads. Productivity increases and improved safety have resulted in today's rate prices decreasing 50% from years ago. Railroads have invested \$460 Billion of their own money.

PUBLIC BORDER OPERATORS

Ron Rienas, General Manager, Peace Bridge, President Public Border Operators

Noted the lack of political leadership in investing in major Northern Border Land Ports: Seaway Bridge \$75 Million and don't know where CBSA will locate / Thousand Isle Bridge Project all set and no funds available / Lewiston Bridge Canada's side \$65 Million done U.S. side needs \$180 Million no funds available / Peace bridge Canada side complete U.S. side needs \$320 Million no funds available / Blue Water Bridge Canada side funded and being completed U.S. side Plaza no funds available.

Stan Korosec, Vice President Operations, Blue Water Bridge Canada

Provided a very enlightening chart of Average Vehicles processed per CBP Primary Lane by Port in 2009 ranging from 168,000 to 70,000.

CAN/AM BTA COUNCIL CO-CHAIR

Bruce Agnew, Director, Cascadia Center, Can/Am BTA Executive Board Member

Stated appreciation for CBSA extending the waiver on Inspection charges for the second Seattle-Vancouver Train for a year.

Discussed the I-5 West Coast Corridor electrification initiative, the \$100 Million of grants for the hydrogen initiative and natural gas trucks. Reviewed the West Coast Ports developments.

Tuesday PRESENTATIONS and PARTICIPANT ROUNDTABLE DISCUSSIONS:

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

Jim Phillips presented on behalf of Can/Am Border University Research Consortium (CanAmBURC) Study "WHTI, the Recession, and Cross-Border Travel" that was provided in the Briefing Book.

Kris Wisniewski, Executive Director, Eastern Border Transportation Coalition, Can/Am BTACorridors, Gateways and Regional Economies Council Eastern Advisor

Highlighted the priorities of: sharing flow movement information cross border / origin-destination studies truck and car / focusing on Michigan to Maine / provide a regional reality (not projections) / stressing Freight Planning / looking at Eastern Short Sea Shipping , Rail and Intermodal.

Jim Phillips Presented on behalf of Melissa Miller, Project Coordinator, Whatcom Council of Gov'ts, Can/Am BTA Corridors, Gateways and Regional Economies Council Western Advisor

Overview of Border Reports and Studies, the IMTC 2009 Commercial Operations Survey and other WCOG Analyses.

Jim Phillips presented on behalf of Transport Canada a Transport Canada Gateways, Corridors, Infrastructure Overview

Libby Ogard, President, Prime Focus

Discussed the Michigan Rail Study citing there are 24 Rail providers in Michigan. Reviewing Economic Development, Environment, Passenger and Freight Impacts and Safe Operations, focusing on efficiency, mobility for passengers and connectivity. Involves data collection, analyses and feed back.

Facilitator/Moderators – Council Co-Chairs Greg Dandewich and Pat Whalen

**Roundtable Interactive Discussion of concerns and needs,
Unresolved specific issues, Sharing of best practices**

Working together is a “win-win” for Global Competitiveness. Best work is occurring at the regional level (creative/inspiring). Collaboration between State and Province, City and Municipalities and Private and Public Sectors.

Moderators reminded of the importance of open exchange of ideas, needs, priorities. Stressed importance of presenting solutions that result in action. Cited the critical importance of better use of what we have and the importance of knowledgeable participation.

Mid Continent Trade Corridor began with focus on Trade and Transportation and is now about Economic Development and Technology Development resulting in Job Creation. Relation Building is key to sophisticated successful approach. Must capitalize on underpinning of an Organization or Regional strengths.

There will never be enough money. Must use the money we have better by making proper decisions and identifying critical priorities.

Continental One Corridor organized getting Route 219 completed for 4 lane Toronto to Miami.

850,000 New York jobs are dependent on Trade with Ontario. Access to and efficient Border crossing is key.

Rail Policy concerns are high (Regulations, Inspections, Logistics). Infrastructure is not a problem. Residue CBP activity is a serious problem. Rail needs Hub to Hub capability i.e. Canada allows in land in bond U.S. does not.

Must get issues heard and those involved provide realistic workable solutions.

APHIS requires truck driver to go inside upon arrival with meat shipments and then all go to Inspection House for Clearance. **WHY must drivers go inside just to show papers to APHIS before going to the I House as all must where a review of papers is made?**

Working together (local/regional) results in better use of available funds.

Land Border Port funding requires cooperative and knowledgeable participants to make business decisions. Operators can not get definitive answers. Why aren't Public Private Partnerships in vogue with GSA?

Working together is very tough when Government Agencies send a different representative to meetings so there is no continuity with other agencies.

Capitol Corridor is now fully organized and active. Stressing out reach, government relations, education, collaboration and most important for a corridor is multi-state approach.

Concern that High Speed Rail need careful review of track conflict, freight corridor safety and the issue of right of way compensation.

Seaway Bridge is very important to local economy. Resolution of CBSA location is needed. **(editorial note; Can/Am BTA urges that co-locating CBSA on the U.S. side provides the most effective and efficient solution)**

Need to solve problems at the source not spend money on measuring the effect of the problem.

Canada and the US should pool funds to solve problems.

Governments must not continue to design for yesterday. Instead fully involve knowledgeable stakeholders early on.

Truck size and weight needs to be harmonized.

British Columbia trades more with Asia than the entire U.S.

Growth of ideas and wealth are constrained by the Border.

Moderators thanked the participants for their candid and meaningful comments.

Fall 2011 Conference and Working Session Location is set for The Niagara Region, Ontario

Fall 2012 Conference and Working Session Location is Thousand Island Bridge, Alexandria Bay, New York

Speakers and participants were thanked for making the Conference meaningful and a success

FUTURE CAN/AM BTA CONFERENCES

May 1-3,	2011–	Ottawa, Ontario <u>Annual Conference</u>
July 19-22,	2011 -	Portland, OR <u>with PNWER</u>
Sept./Oct.	2011 -	Washington, D.C. <u>Annual Conference</u>
November	2011-	<u>Annual Meeting</u> TC, BG and RE Council

**CAN/AM BTA APPRECIATES SUPPORTERS AND SPONSORS
OF THE SARNIA CONFERENCE**

BLUE WATER BRIDGE CANADA

CN

**SPECIAL THANKS AND APPRECIATION TO
CATHY GARDINER BLUE WATER BRIDGE CANADA
FOR HER EXTENSIVE WORK AND TALENT IN MAKING THE
CONFERNCE ARRANGEMENTS.**

Jim Phillips
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