

The CAN/AM Border Trade Alliance

**in conjunction with:
Public Border Operators Association
Council of State Governments East Canadian Provinces Committee**

ECONOMIC CORRIDOR, BORDER GATEWAY AND BI-NATIONAL REGIONAL ECONOMIES CONFERENCE

“U.S. AND CANADIAN FOCUS”

Sunday, November 6 to Tuesday, November 8, 2011

SUMMARY REPORT

BRIEFING AND WORKING SESSION CONFERENCE

A unique opportunity for first-hand interaction with peers involved in Trade Corridors, Border Gateways and Bi-national Regional Economies; Federal Highway Administration; Transport Canada; General Services Administration; 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
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 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 BTA Council Participant Locations

- 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: Canadian/American Border Trade Alliance

DETROIT RIVER INTERNATIONAL CROSSING/WINDSOR/ESSEX PARKWAY

Fausto Natarelli, Director, Windsor Border Initiative, Ontario Ministry of Transport

Provided the current status of the new crossing and the parkway. Described the 30 year agreement on the roadway and the “Let’s Get Windsor Moving Initiative.”

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

Jim Phillips presented Summary of Activities provided by David Franklin, US/Canada Coordinator FHWA

FHWA activities included were: Beyond the Border Agreement; Peace Bridge; Rail Pre-Clearance and the Transportation Border Working Group developing a new MOC to codify the TBWG and its structure.

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

Kris Wisniewski, Executive Director, EBTC/Member of TBWG

Summarized the Niagara Falls, Ontario TBWG meeting held the previous week.

ONTARIO/QUEBEC CONTINENTAL GATEWAY

Frank Williams, Senior Planner, Ontario Ministry of Transport

Provided the “Goods Movement Systems Analysis” and implications of “Goods Movements in Ontario.” Presented the Niagara Frontier International Border Origin-Destination Passenger Survey 2000 – 2007 Comparison.

NIAGARA TO GREATER TORONTO AREA CORRIDOR

Eric Flora, Senior Policy Advisor, Ontario Ministry of Transport

Presented the status and recommendations including the “building block approach” details and the Draft Transportation Development Strategy Key Recommendations with next steps.

GENERAL SERVICES ADMINISTRATION (GSA)

Ralph Scalise, Border Station Program Coordinator, GSA

Provided the Status of GSA Northern Border Projects. The FY 2012 Budget has a Draft Senate Bill of \$65 Million allocated to new construction and a Draft House Bill of \$0 for new construction. Presented picture slides of projects under construction.

CUSTOMS AND BORDER PROTECTION

Ann Marie Paul, Assistant Director Trade, Buffalo Field Office, CBP

Discussed metrics on the Bridge Border Crossings in the Buffalo Region. Highlighted concern for misconceptions about crossing the Border. She provided her contact information and an open invitation to contact her if she could be of assistance. Expediting low-risk is key! Described the importance of accurate information including spelling to avoid mismatches. Gave interesting insight into the extensive work and care taken to respond to Congressional Inquiries.

CANADA BORDER SERVICES AGENCY

Jeff Walters, Chief Commercial Operations, Queenston Bridge, CBSA

Described the merging of the Niagara and St. Clair Regions of CBSA. Highlighted eManifest and the commitment to it. 92% of trucks are released at PIL. Reviewed truck processing volumes at the Region Bridges and the inspection rate of 3 to 4%

GREATER BUFFALO NIAGARA REGIONAL TRANSPORTATION COALITION

Hal Morse, Executive Director, GBNRTC

Provided an in depth presentation of the Region's Bi-National and Corridor Transportation Planning, Assets, Strategy and Management.

BUFFALO NIAGARA MEDICAL CAMPUS ECONOMIC DEVELOPMENT ATTRACTOR

Pat Whalen, Chief Operating Officer, Buffalo Niagara Medical Campus

Presented the strategies utilized to successfully achieve the development and expansion of the Buffalo Niagara Medical Campus. These include: facilitating dialogue between the institutions; collocating strategic assets and accumulating critical mass to achieve a world class medical campus. Current projects underway involve 2 million square feet of new construction, \$500 million in new investment with 3,500 additional employees.

CONTINENTAL ONE TRADE CORRIDOR

Meg Lauerman, Project Manager, Continental One Trade Corridor

Provided an overview of the Continental One Trade Corridor status. Highlighted its importance for the flow of goods/people with its critical impact on job creation and economic development all along the operational area (direct route from Toronto to Miami). A North/South highway is an unmet need. Dream It, Drive It Get Behind It.

Monday ROUNDTABLE

Council Co-chair Facilitators/Moderators:

Greg Dandewich, Senior Vice President, Economic development Winnipeg

Garry Douglas, President & CEO Plattsburgh Chamber/Quebec-NY Corridor

Pat Whalen, Chief Operating Officer, Buffalo Niagara Medical Campus

Roundtable Interactive Discussion of Concerns and Needs, Unresolved Specific Issues

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

Moderators reminded the importance of open exchange of ideas, needs, priorities. Stressed the 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!

Canadian/American Border Trade Alliance

The Can/Am BTA Trade Corridors, Border Gateways and Bi-national Regional Economies Council is border-wide, a “knowledgeable forum” to keep members up to speed. While infrastructure issues in the East are vastly different from those in the West, policies and procedures at the Border are the same. This Council is a very effective and useful process.

Subjects tabled and discussed at the Roundtable:

Tourism concerns related to the new Canada arrival passenger fee; inability for Port infrastructure construction to be amortized versus expensed in the first year; Border issues and logistics assistance for first time exporters; lack of transportation Origin and Destination data for planning; never ending imposed regulatory changes; State to State and Province to Province non-harmonization of regulations and rules; cash fees should “not” be collected at the Border by CBP Officers; protectionism and barriers such as buy American language in Legislation; economic dependence on the Border crossing process; Land Border Infrastructure funds are “not” available to meet needs so alternate leasing approaches and innovative financing must be introduced (common sense needs to be applied); must have long term highway funding levels determined; need to get a “go ahead” decision on the DRIC; New York State Ballast Water position; status of DHS promise to Senator Schumer to have a plan by year end to for an alternate inspection process that eliminates the need for passenger trains to stop to be inspected at the Border; French Language training for CBP Officers at the Champlain Border Crossing. In all efforts involved parties NEED COMMUNICATION CLARITY,

Tuesday NOV. 8 PRESENTATIONS and PARTICIPANT ROUNDTABLE DISCUSSIONS:

NIAGARA REGION

Kirk Weaver, Director, Community and Corporate Planning, Niagara Region

Highlighted the Niagara Region: reiterated the essential need for efficient movement of low-risk goods and people across the Border; outlined the excellent highway and regional road network, airport network, canal and rail access. Outlined the: Community Improvement Plan; Capital Development Plan; Regional Marketing Plan; critical importance of the Agriculture and Winery Industries and the Business Development Plan. Advised Canada does “not” have Foreign Trade Zone Legislation and needs it! Closed with the importance of focusing on common issues.

CLEAN, GREEN, FAST, SMART CORRIDOR INITIATIVE

Greg Dandewich, Senior Vice President, Economic Development Winnipeg presented on behalf of Bruce Agnew, Director, Cascadia Center Discovery Institute, Seattle, WA and a Co-chair of the Can/Am BTA Council

Presented the importance of Freight Sustainability highlighting the CEC Report. Stressed Transportation Policy and Regulations to reach an Integrated Transportation System. Reviewed Co2 emissions global comparison. Transportation is the largest energy user sector. Key is how we work together to “eliminate disconnects.” Major focuses are: improve efficiency of Freight Systems Technology; use of Supply Chain Management; train and equip Eco Drivers/Vehicles and develop a clear set of comparable metrics.

Canadian/American Border Trade Alliance

EASTERN BORDER TRANSPORTATION COALITION

Kris Wisniewski, Executive Director, EBTC, Council Eastern Advisor

Development of Global Gateway Logistics Hubs (Michigan) (Halifax Port/CN to handle post panamex ships now being built at 18,000 TEU's. Discussed the Continental Gateway, Windsor/CP proposed double stack rail tunnel, Michigan-Indiana-Illinois increased speed rail plan and the new Black River 10 lane Bridge.

WHATCOM COUNCIL OF GOVERNMENTS

Jim Phillips presented Summary of Activities provided by Melissa Miller, Project Coordinator, Whatcom Council of Gov'ts, Can/Am BTA Corridors, Gateways and Regional Economies Council Western Advisor

Provided information on: improved Border Data Warehouse; Pacific Highway FAST Lane Study and Realignment (distributed copies and discussed the Western Washington University Border Policy Brief); Southbound Pacific Highway Traffic Management Improvements; Errant Trucks at Peace Arch (a passenger vehicle only crossing); Peace Arch Pedestrian Improvements; NEXUS at Sumas/Abbotsford-Huntington Crossing and Coordination with National Border Wait Time Working Group.

Jim Phillips presented Power Points on the I-95 (New Brunswick to Miami) and NASCO (I-29/I-35 Winnipeg to Mexico City) Trade Corridors. Jim Phillips distributed copies of the August 2011 Deloitte Bi-national Economic/Tourism Alliance Border Study. Reported that the initial 38 mile Kentucky segment of I-69 has just been dedicated.

OPEN FORUM INTERACTIVE DISCUSSION

Jim Phillips, President & CEO, Can/Am BTA Moderating

Subjects tabled and discussed at the Roundtable:

In Government to Government only run Summits, Office Holders change and continuity is lost that endanger outcomes! The New York-Quebec long standing series of Summits with specific signed agreement Actions at each enjoy sustainability as they are Chamber and Business led. In New York and Ontario Canada U.S. Trade and Cross Border Supply Chains directly benefit Wall Street and Bay Street in Toronto but is little realized there. The 2012 Canada Day in Albany held by Ontario, Quebec and New York is tentatively scheduled for March 5. Solving access at the Border locally is critical as one size does not fit all. Border Port infrastructure improvements need Best Practices, Enhanced Design, Quick Fixes, Effective Project Management. The Office of Management and Budget in Washington needs to change regulations and allow "Lease Options to Purchase" as was once the established and effective practice. Need better education of shippers on what to do to efficiently and with least delay move goods across the Border. Discussed the NY Governor's Regional Economic Development Councils on which a number of our Council members participate. The Canadian International Manufacturing Innovation Network was described. The Moderator thanked all for their candid and meaningful comments and responses.

2012 Council Conference and Work Session

Howard Kelly, Director, The Capital Corridor hosting the 2012 event invited all to attend October 14-16, 2012 at Alexandria Bay, New York. The Thousand Island Bridge and Ogdensburg Bridge will both be toured along with a number of activities planned to be included involving water and rail transportation facilities “along and on” the St. Lawrence River.

CLOSING REMARKS:

Greg Dandewich, Senior Vice President, Economic Development Winnipeg
Garry Douglas, President&CEO Plattsburgh Chamber/Quebec-NY Corridor
Pat Whalen, Chief Operating Officer, Buffalo Niagara Medical Campus

Council reminded “bottom line” is to COMMUNICATE, COOPERATE DEVELOP AND SHARE METRICS AND BEST PRACTICES (locally, regionally and bi-nationally).

Technology and infrastructure must be integrated in the Border Crossing Processes.

Future Can/Am BTA Conferences

May 6 - 8, 2012: Ottawa, Ontario Annual Conference

July 15-19, 2012: Saskatoon, Annual Conference with PNWER

September 23-25, 2012: Washington, D.C. Annual Conference

October 14-16, 2012: Annual Meeting, TC, BG and RE Council

Can/Am BTA values and appreciates all supporters and sponsors!

CONFERENCE SPONSOR

THE REGIONAL MUNICIPALITY OF NIAGARA



SPECIAL THANKS AND APPRECIATION TO FLORRIE NEUFELD AND KIRK WEAVER NIAGARA REGION FOR THEIR EXTENSIVE WORK AND TALENT IN MAKING THE SUCCESSFUL CONFERENCE ARRANGEMENTS.

Jim Phillips

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