

**CAN/AM BORDER TRADE ALLIANCE
TRADE CORRIDOR - BORDER GATEWAY AND
- BI-NATIONAL REGIONAL ECONOMIES CONFERENCE**

**MEETING SUMMARY HIGHLIGHTS
WINNIPEG, MANITOBA OCT. 16-18, 2005**

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.

Future Can/Am BTA Conferences :Ottawa, Ontario April 30-May 2, 2006
:Edmonton, AB (with PNWER) July 16-20, 2006
:Washington, D.C. Sept. 10-12, 2006

THE CAN/AM BORDER TRADE ALLIANCE

In conjunction with the:

Bridge and Tunnel Operators Association

Council of State Governments East - Canadian Provinces Comm.

International Bridge - Tunnel and Turnpike Association -

International Crossing Committee

“U.S. AND CANADIAN FOCUS”

BRIEFING AND WORK SESSION CONFERENCE

First Hand Briefings were presented by:

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

“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
- Economic Development Agencies
- State and Provincial Elected Officials

TRANSPORTATION = MARKET ACCESS = TRADE = JOBS = QUALITY OF LIFE

Recognized Leaders involved with Trade Corridor / Intermodal, Border Gateway and Bi-National Regional Economy activities were invited to participate. Collectively, representing 21 Corridors (carrying the predominance of Canada/US two-way trade), 6 Bi-National Regional Economies spanning the Pacific to Atlantic Oceans plus the Canada /US Border Gateways. The Leaders who attended are either active participants in Can/Am BTA or associated. As a result of this strength, we did not have to go “a field” from our base to initiate this gathering of Trade Corridor, Border Gateway and Bi-National Regional Economies Leaders. The result: an accelerated ability to reach consensus.

CAN/AM BTA wishes to thank all the Canadian and U.S. Participants and Speakers for their meaningful contribution to making this Conference so successful.

A Desk Reference Portfolio, containing Presentations plus other current material, was provided for each participant.

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,
- Quebec-New York Economic Region,
- Maritimes-New England 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 / PHILADELPHIA, PA.
- I-87 MONTREAL, QUEBEC / NEW YORK CITY & SOUTH
- 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
- CORRIDOR FOCUS NEW YORK STATE DEPARTMENT of TRANSPORTATION

Monday the Conference participants traveled by bus to the Border and were given in-depth tours of the Emerson, Manitoba and Pembina, North Dakota Ports of Entry by the Canadian Border Services Agency and U.S. Customs Border Protection respectively.

PRESENTATIONS:

“Borders and Corridors Programs”

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

Jim Phillips on behalf of FHWA

Presented the power point slides FHWA provided at the Can/Am Wash. D.C. Conference.

STRATEGIC INFRASTRUCTURE CANADA

Gerry Maffre, A/Assistant Deputy Minister, Strategic Infrastructure Canada

Border Infrastructure Fund - Investment Focus - Progress to Date – Available Funds. Stated Can/Am BTA is important, well connected and understands the importance of Infrastructure, Economic Development and Security.

TRANSPORT CANADA

Isabelle Trepanier, Director Highway Policy, Transport Canada

Reviewed status of Bill C-44, Amendments to the Transport Act, including the new regulations on the management and operation of International Bridges. Described the Windsor-Detroit International Crossing Study and improvements being made at the Ambassador Bridge and Detroit Canada Tunnel. Discussed the National Highway System and the 3 segments of road classification: CORE Roads; FEEDER Roads (Regional) and NORTHERN AND REMOTE ROADS (natural resource access). Transport Canada has the lead or co-lead in 70 of the 300 SPP designated initiatives. Described the 25% challenge with the Michigan/Ontario crossings.

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

Isabelle Trepanier, Canadian Co-chair

Overview-Focus-Action Plan for 19 Border States and Provinces. U.S. and Canada are committed to working closely and are doing so. Working Groups are being re-organized with a new Policy Sub-committee being formed. A new investment strategy is also being developed for priority needs.

GENERAL SERVICES ADMINISTRATION

Jim Phillips on behalf of GSA

Presented the power point slides GSA provided at the Can/Am BTA Washington, D.C. Conference on GSA FY '06 Northern Border Construction Projects.

U.S. CUSTOMS AND BORDER PROTECTION

Enrique Tamayo, Program Manager, NEXUS and FAST

Discussed the importance of interdiction of terrorism, narcotics and criminals while also insuring the facilitation of low-risk goods and people. Reviewed ACE, the Trade Act 2002 to enhance risk assessment and the bi-national team studying the alternatives for implementation of the Western Hemisphere Travel Exemption Removal.

CANADA BORDER SERVICES AGENCY

Barb Dubell, Customs Program Services, Prairie Region

Reviewed plans for ACI and pre-arrival notice by mode (harmonized with U.S. requirements). There are no FAST dedicated lanes in the Prairie Region. NEXUS AIR pilot in Vancouver has been very successful. Hope to expand it to all Canadian airports that have U.S. pre-clearance.

Honored to have the Conference opened by the distinguished **Manitoba Minister of Transport and Government Services the Honourable Ron Lemieux**. Welcomed all to Manitoba and Winnipeg. He was very pleased to have the Can/Am BTA Council meet in Winnipeg. Described Manitoba's major initiatives including the lengthening of the Mid-Continent Trade Corridor north to the Port of Churchill and the Artic Bridge air-connection to Russia. Complimented Can/Am BTA and the Council for its shared vision, unified action plan, sharing of best practices plus ideas of how we all can win. We must act by continuing to develop specific goals with timelines. "We have before us many opportunities and huge challenges". Invited all to attend Hemispheria May 31-June 2, 2006 in Winnipeg to focus on NAFTA Trade collectively Winnipeg-Kansas City-Monterey.

Jim Phillips, Co-chair, provided an overview on a number of subjects affecting the U.S./Canada Border including: DHS Second Stage; Western Hemisphere Travel Initiative; need for CBP and CBSA to staff all existing primaries during peak demand periods; the unfortunate fact that CBSA is seriously delayed in the development of ACI; the importance of "delivering benefits promised" and the border processing "delay reductions" being achieved by those who have conformed with FAST, NEXUS, C-TPAT and CSI.

Garry Douglas, Co-chair, presented a description of the Council and its development to date. It is composed of representatives from the Trade Corridors, Border Gateways and the Bi-national Regional Economies. The Council was officially initiated at our Chicago Conference held last Fall to consider strong similarities in all areas, to learn of the wide array of differences in each, including priorities, economic objectives, desires, aspirations and to interact with "Driving Force" organizations in each. We believe this is best accomplished by a unified forum, effective communication on commonalities i.e. common issues, sharing of best practices with the initiation of joint advocacy.

Discussed the Privy Council initiative on Bi-national Regional Economies. Jim Phillips has been involved and is setting up a work session for he and Council representatives of the 6 Bi-national Economic Regions that span the Canada-U.S. Border to meet with the Privy Council Office. This meeting to be held in January in Ottawa at a convenient time for the attendees.

Greg Dandewich, Co-chair, highlighted his gratitude to the Provincial Government for their efforts to encourage collaborative effort. Reminded attendees of the importance of cities as engines of growth in Trade. 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.

WESTERN HEMISPHERE TRAVEL INITIATIVE DIALOGUE

Facilitator/Moderator **Garry Douglas**, Co-Chair, President and CEO Plattsburgh C of C

What might improve identity determination and processing at the U.S.-Canada Border?

Real ID is controversial applying national standards for what is now states rights responsibility in all 50 states. We are currently in a 60 day comment period that ends October 31, 2005 on a proposed rule. The comments will be reviewed and a final rule developed. All Organizations should send your views, ideas in writing by Oct. 31, 2005 to the Federal eRulemaking Portal.

Any new documentation must be cheap, fast, accessible locally throughout the country to have a quick response turn-around of issuance.

The groups input included: clarity for reality of protecting economic security (facilitating low-risk); avoid rash decisions based on non-factual perceptions; if done wrong it will change the culture with very negative results; exclusion of school tours (school age children); declining traffic and visits already occurring due to the press coverage and failure to know the effective date currently is 12/31/07 for the land border. Whatever is decided should be a bi-lateral government agreement on documents and biometrics.

The real answer is Perimeter Clearance around both Canada and the U.S. with interdiction of all inadmissible or non-desirable individuals at their Point of Origin before they depart.

TRADE CORRIDOR/BORDER GATEWAY/REGIONAL ECONOMY DIALOGUE

Open Forum:

- Interactive facilitated Discussion to explore Views, Priorities and Ideas
- Focused on Shared Goals and Organization for discussion of concerns and needs, unresolved specific issues and 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 City and Private and Public Sectors.

Melissa Miller, IMTC, formed 1997, 70 organizations including (FHWA, Transport Canada, CBP, CBSA, State, Provincial, Municipal, Private Sector) meets monthly. Initiatives: FAST/NEXUS implementation; cross border Short Sea Study; north and south electronic queue and wait time determination (archiving the data); markets joining C-TPAT and NEXUS. 14 projects have currently been identified as joint priorities.

Sue Matton, QUEBEC/NY CORRIDOR, just held the 3rd Summit between the Gov. of NY and Premier of Quebec with leaders from both jurisdictions to celebrate accomplishments and plan for the future. Progress of action plans is monitored between Summits. Champlain Port of Excellence has been funded (\$100 million plus) and ground broken. Priorities are rail line development, multi modal study and commuter rail lines. 2500 members make up the Corridor coalition and communicate by monthly fax. A NY/Quebec electronic Bulletin Board for medical device communication has been implemented and Nano Technology development is a priority and already well underway. 6

Jerry Cioffi, NY STATE DIRECTOR of CORRIDOR MANAGEMENT, is a 4 leg cohesive approach between NY Department of Transportation, Provincial Ministries of Transportation, CBSA and CBP. We must expand working together.

Connie VanRosmalen, EMERSON/PEMBINA PORTS, a border work group has been initiated (North Dakota, Manitoba, CBSA and CBP). Also a North Dakota/Manitoba transportation joint group as well.

Greg Dandewich, MB75-I-29-I-35 CORRIDOR, stated in the beginning this initiative was roads and cities (Canada-U.S.-Mexico) now expanded “city to city Province to State”. Working to “brand” the corridor “North-South Trade through the Center of the Continent”. Fully utilize their established working relationships with Can/Am BTA, Northern Great Plains, NASCO to avoid reinventing the wheel in national border, regional and corridor developments.

Lucille McLaughlin, Dan Grochowalski, Connie VanRosmalen, discussed Kansas City Smart Port and the priority of developing inland ports, the key is to bring value to partners through cooperation, must avoid stovepipes and cross purposes. Are also developing an Airport Transshipment Strategy.

Mike Tamalia, RAIL, Transborder rail processing is being streamlined by finding a “better way” with CBP and CBSA. Trains are clearing the Canada/U.S. Border better than ever before (a 100 car train used to take 1-3 hours now clears in 10 to 30 minutes). Every rail Port of Entry is automated. Key is to build relationships. CSI containers from Canada to U.S. have seen no benefit in processing to date versus regular containers.

Walter Steeves, EASTERN BORDER TRANSPORTATION COALITION, membership made up of State Dot and Provincial MOT’s. Use email to communicate and to issue information bulletins. Priority is a working relationship with GSA, CBP and CBSA. Key priority is to coordinate and plan better as a group. Offered to provide to the Council the EBTC Border Report. Jim Phillips will distribute via the new Council email system.

Karen Delmonico, I-81 CORRIDOR, now known as the Capitol Corridor is emerging. The 1st Summit was recently held and 200 stakeholders attended.

Bob Frazier, JOINT FACILITIES, it is critical that the Smart Border Action Plan Point on Joint Facilities become a reality. At Ports that are joined by land (no river) future construction should be a single joint Border facility (ala Coutts/Sweetgrass at the Alberta/Montana Border) hopefully in an Accord Processing Zone to allow sharing of capabilities, increased efficiency and better utilization at much reduced cost.

Urged sharing through Universities within economic regions that should be linked to maximize sources of objective data particularly to measure the lasting impact of 9/11. Larry Swanson, Rocky Mountain West Economic Region, has a mapping system for economic data that perhaps could be utilized to map other regions.

Ron Rienas and Pat Whalen, ROUTE 219/CONTINENTAL ONE, gave an excellent power point update on the location, background, impact and status of the Corridor to reaffirm its visibility and importance.

Simon Leung, BC 99-I-5 CORRIDOR, described the British Columbia-Transport Canada joint research center and the Freight Security and ITS initiatives. During the networking and discussions Simon shared that he had learned that Ontario was doing like-work on ITS technology and procedures thus raising his awareness across the Country. He and Ray Mantha will now have further contact and exchange. He indicated that without this Council he might well not have become aware of the concurrent synergy of interest and need.

Marten Krussey, COLUMBIA CORRIDOR BC-WASHINGTON STATE, described the formation and activities of the Corridor. He overviewed their major Corridor Summit occurring later in the same week.

Participants then divided into Three Breakout Groups to separately discuss and report back to the whole group comments on the following 3 questions:

ACTION AGENDA QUESTIONS

- 1) What are the top 3/4/5 impediments or challenges to the growth and evolution of Corridors and Bi-national Regional Economies?
- 2) What are the top 3/4/5 developments/trends/forces that are positive for the development of Corridors and Bi-national Regions?
- 3) What are the top things (prioritized) we can try to do collectively in the near term and next few years?

Breakout Group One:

Question 1) Lack of Overall Game Plan-need concerted parameters of action to formulate.

Alignment of bi-national Agencies (particularly Federal) to ensure clarity on who are presently aligned on actions and which need to be engaged.

Government Departments (process should define which and who)

Need “Political Will” to truly achieve both economic and public security.

The ability to clearly identify the effort in terms of the focus being on a Corridor or is it a Regional Economy, or both – and who are the players who should be engaged in leading initiatives or actions. Regional Economies are not yet adequately defined to decide a Border-wide policy.

Governments and Stakeholders need to increase the level of communication – recognizing that both groups have a responsibility to share information and sustain open communication.

Breakout Group Two:

Question 1) Existing Federal – State/Provincial policies and mix of funding limitations.

The mechanics of State and Provincial Governments working with their respective Federal Governments need serious improvement.

Lack of “one low-risk traveler card per individual” usable at all Ports all Modes - designed/marketed properly to achieve more public participation.

Breakout Group Three:

Question 1) Lack of “win for all” leadership without self interest.

Lack of cooperation between Other Government Departments at all levels in both Countries results in stovepipes and turf protection causing duplication, redundancy and a failure to collaborate for a harmonized approach.

Lack of Governments: Federal; Provincials; State; County; Municipal; City organized to most effectively focus to act jointly and collectively on Regional needs/issues/problems (be they Corridor, Gateway or Bi-national Economic Region).

Lack of proper objective Business Plans developed jointly by “all involved” Governments and Stakeholders to efficiently and effectively plan, develop, fund and deliver desired results once identified and agreed upon for action.

Tendency to spread funding “thinly” to a number of projects in a number of constituencies instead of prioritizing and completing them.

Breakout Group One:

Question 2) Much improved joint collaboration and focus on infrastructure.

Awareness of the impact and importance of Bi-national Regional Economies is emerging as engines of growth.

The understanding is growing of the reality that the 49th Parallel (Canada/U.S. Border) is irrelevant in the Global perspective and needs to be managed so it is not an impediment to the competitiveness of the Canadian or U.S. economies singularly or collectively under whatever security levels are required. Further Bi-national Regional Economies are critical to remaining Globally competitive and further increasing economic integration.

An increase and greater recognition is taking place re: importance of collaboration on research projects related to Corridors and regional economies particularly between Universities.

Breakout Group Two:

Question 2) Can/Am BTA Council approach is inclusive, Bi-national and Transcontinental. It is universal in focus and intent. It is not nor will it become parochial. Its efforts can give credibility to concerns, issues and needs. Its intent is to get the proper parties “at the table” in a focused coordinated manner.

The Council as a forum is implementing an Email communications system to include distribution of Council material, encourage exchange of best practices, creative solutions, provide a means for individuals to update all members on items of interest or helpful to know and/or to interact individually.

Breakout Group Three:

Question 2) Substantial increased funding is available in Canada for Strategic Infrastructure and Transportation projects and in the U.S. for Transportation as well as a new separate Border Project Fund (limited to locations within 100 miles of the land borders) and a separate expanded discretionary Corridor Fund.

Very effective U.S./Canada Joint Working Groups are formed. They are active on a myriad of assigned areas under the Smart Border Declaration and Security and Prosperity Partnership (U.S. Customs Border Protection with Canadian Border Services Agency), (Transport Canada, U.S. Department of Transportation and Provincial and State Transportation Organizations), (Canadian Citizenship and Immigration with U.S. Immigration Services), Integrated Border Enforcement Teams, (Department of Foreign Affairs with U.S. State Department) and (Ministry of Industry with U.S. Department of Commerce) to name a few.

There appears to be an increasing understanding of the role and potential of Corridors, Gateways and for the importance of Bi-National Regional Economies in the real sense but as yet to a lesser degree.

Emerging signs of improved Private – Public collaboration/cooperation are yielding impressive outcomes and leveraged financing.

Breakout Group One:

Question 3) External unified communication is needed to get the message out to decision makers, interested parties and the general public. Particularly that which is needed to maintain economic integration and enhance the Global competitiveness of both the U.S. and Canada.

Two-way interaction to determine and prioritize what is important to and what are the needs of Government (all levels). Stakeholder organizations represented are key players in the Corridors, Gateways and Bi-national Economic Regions.

Breakout Group Two:

Question 3) Strongly support local economies in Corridor Regions and Border areas within Bi-national Economic Regions.

Develop an electronic catalog of short success stories for each segment represented on the Council to be archived and shared with all (perhaps on a website for ripple effect). Electronic catalog of Best Practices as well.

Deal with issues related to bi-national needs to enhance competitiveness of U.S. and Canada Global Trade from a grassroots common sense reality.

Breakout Group Three:

Question 3) Must organize to establish effective communication, to unify and speak with “one voice” on items of common interest to - Proactively generate continued growth in the U.S./Canada relationship - Provide understanding and leadership - Educate the General Public and Public Officials - Generate some short term accomplishments then highly publicize.

Initiate an advocacy and educational capability to increase understanding of Trade Corridors, Border Gateways and Bi-national Regional Economies.

Identify and catalog current irritants (especially those found to exist in multiple areas or border wide) and initiate action to deal with them.

Increase involvement of local and regional officials and representatives of Government Agencies involved with Trade Corridors, Border Gateways and Bi-national Regional Economies.

The Steering Committee formed in Chicago comprised of Garry Douglas, Bruce Agnew, Greg Dandewich, and Jim Phillips was expanded to add Pat Whalen whose leadership in Western New York and Ontario is widely recognized. In addition two Advisors were appointed: Melissa Miller, WCOG and IMTC, in the West and Walter Steeves, EBTC, in the East. The Steering Committee and Advisors will develop the program with courses of action prior to our next meeting.

By unanimous consent, the Council decided to **meet next May 2, 2006 by adding a Tuesday afternoon Session to the regular Can/Am BTA Ottawa Conferences held at the Chateau Laurier.** Ottawa is also convenient to gather Government Agency / Dept. representatives and Parliamentary Elected Officials and staffers respectively to interactively discuss Corridor, Gateway and Bi-National Regional Economy status, needs and issues as desired.

Further discussion resulted in the Council’s desire to hold separate meetings near Border locations alternating with Canada and the U.S. to allow tours of Ports. **Bellingham, Washington was chosen as the location for the 2006 separate meeting in mid November (12-14th) 2006.**

Discovery Institute and WCOG will assist in logistics, a tour of the 4 Washington State/ British Columbia Ports of Entry to be made (2 Ports, being smaller, will be viewed from the bus due to time limitations – a walking tour of Pacific Highway and Peace Arch operations on both sides). WCOG has wealth of information and reports it has generated. I hope we can just share with you the array of subjects having been examined resulting in most being funded and implemented. I am also hopeful that the Western Washington University Canada/U.S. Studies Program will share some of their work. Simon Leung offered to review the ongoing initiatives in Freight Security and ITS being jointly undertaken with Transport Canada.

Summary to be distributed to all attendees via our email group communication system.

**CAN/AM BTA APPRECIATES
THE WINNIPEG CONFERENCE SPONSORS
BUFFALO AND FORT ERIE
PUBLIC BRIDGE AUTHORITY
CANADIAN NATIONAL
DESTINATION WINNIPEG
NIAGARA FALLS
BRIDGE COMMISSION
STANTEC CONSULTING GROUP**

Jim Phillips