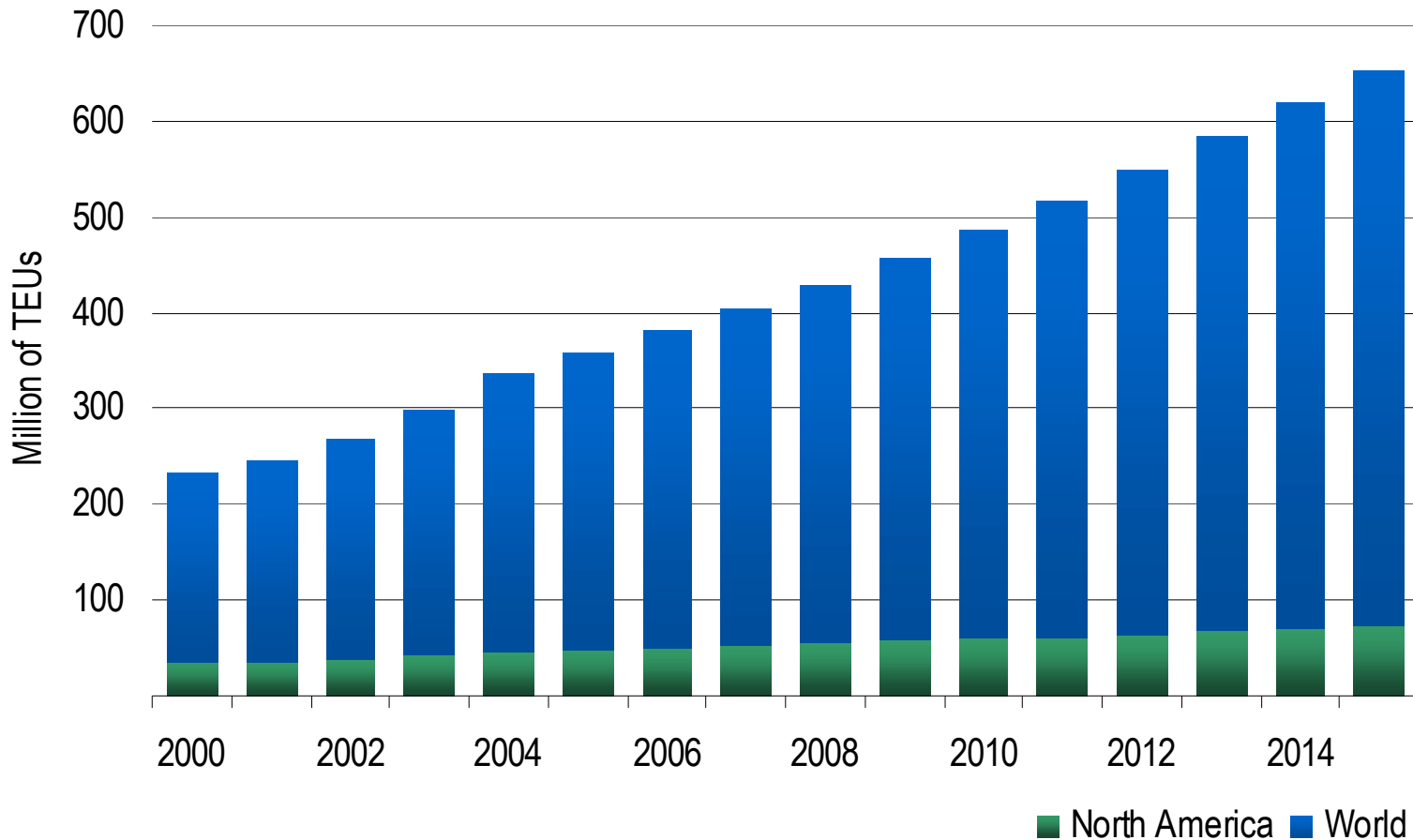


Canadian Gateways and Corridors Initiative

*AAPA Policy & Property Seminar
Toronto, June 26th, 2008*



Growth in Containerized Trade



Source: TranSystems and Containerization International.

Federal Gateway & Corridor Initiative

Definition:

A gateway is a system of marine, road, rail and air transportation infrastructure of **national significance** for **international commerce**, within a defined geographic zone



Strategic Benefits of a Gateway

- **Strengthen Canada's competitive position in international commerce**
- **Increased volumes will create critical mass to:**
 - Reduce costs
 - Create opportunities for new services which could open up new trade and tourism markets
- **Enhances routing options for critical national supply chains**
- **Generates significant economic benefits**
 - Jobs
 - Taxes
 - Stimulation of regional business development and investment opportunities



Emergence of the Asia Pacific Gateway

- Greater Vancouver Gateway Council (1994)
- BC Ports Strategy(2005)
- Asia Pacific Gateway Initiative (2006)
- Prince Rupert (2007)
- Merging of three Lower Mainland Ports (Vancouver, Fraser River & North Fraser) (2008)

Greater Vancouver Gateway Council

■ History

- Formed in 1994 to address competitive crisis
- Key activities
 - Strategic advocacy, position papers, task forces and committees

■ Government of British Columbia

- BC Ports Strategy
- BC Gateway Council Governance Structure
- Pacific Gateway Strategy Action Plan
- Gateway Program

■ Government of Canada

- Asia Pacific Gateway and Corridor Initiative
 - Integrated set of investment and policy measures to strengthen Canada's competitive position in international commerce
 - \$591 million to gateway projects

Key Success Factors

- Stakeholder alignment
- CEO participation
- Focus on a few key issues
- Extensive analysis
- Effective marketing/
public relations



Members

Voting Members

- BC Ferry Services
- BC Maritime Employers Assoc.
- BC Rail
- BC Trucking Association
- BC Wharf Operators Association
- Burlington Northern & Sante Fe
- Canadian National
- Canadian Pacific Railway
- Fraser River Port Authority
- TransLink
- North Fraser Port Authority
- Railway Association of Canada
- Southern Railway of BC
- Vancouver Int'l Airport Authority
- Vancouver Port Authority

Resource Members

- Asia Pacific Foundation of Canada
- Business Council of British Columbia
- Greater Vancouver Chambers of Commerce
- Greater Vancouver Regional District
- Province of Alberta
- Province of British Columbia
- Province of Manitoba
- Province of Saskatchewan
- Transport Canada
- University of BC Department of Commerce
- Vancouver Board of Trade
- WESTAC
- Western Diversification Canada

Major Commercial Transportation System

- Identification of multi-modal routes most critical to regional commercial traffic
- Input into regional planning processes
 - Transportation
 - Land use
- Input into federal, provincial and municipal infrastructure funding processes



1st Priority Infrastructure Projects



2nd Priority Infrastructure Projects



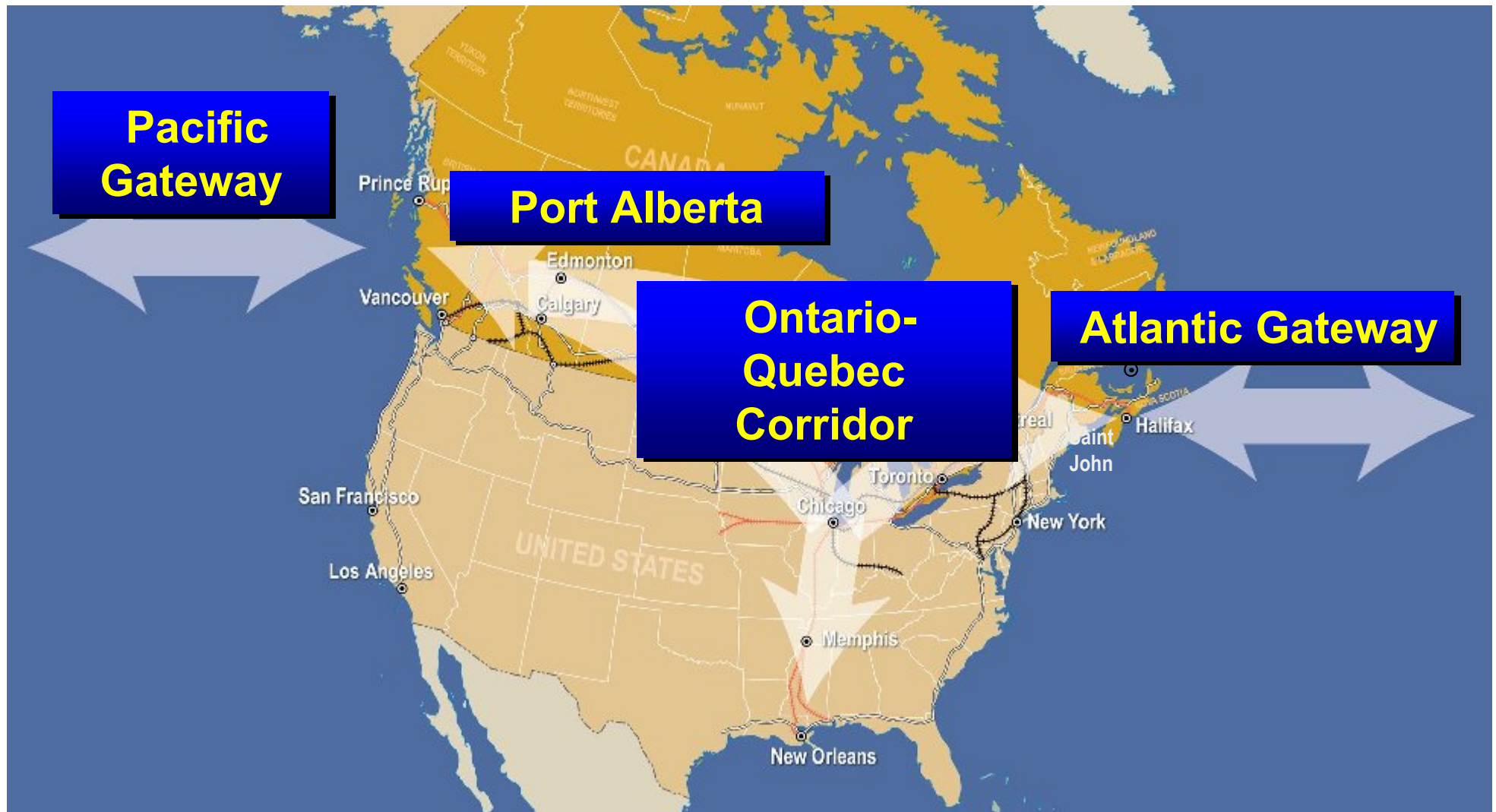
3rd Priority Infrastructure Projects



Infrastructure Deficit

Infrastructure Project	Order of Magnitude (\$ millions)
Hwy 1 Vancouver to Langley	1,000 to 1,200
S. Fraser Perimeter Road	400
Extension to Highway 99 and East Ladner Bypass	100 to 150
Fraser River Crossing	605
Rapid Transit - Richmond YVR Downtown	1,860
North Fraser Perimeter Road	85
New Westminster Rail Bridge and rail improvements	750 to 1,000
Massey Tunnel (Highway 99)	500 to 700
Oak Street Bridge (Highway 99)	100
Highway 15 - Highway 1 to US Border	85
Highway 10 - Highway 99 to Highway 1	80
Access to Pacific Border Crossing	20
Pitt River Rail Bridge	250
Other Road Projects	170
Other Rail Projects	175 to 220
Total	\$6.2 to 6.9 Billion

National Gateway System



Government of Canada

- **Asia-Pacific Gateway & Corridor Initiative (Oct 11/06)**
 - Integrated set of investment and policy measures to strengthen Canada's competitive position in international commerce
 - \$591 million to gateway projects
- **Federal Budget (Mar 19/07)**
 - National Fund for Gateways & Border Crossings
 - \$2.1 billion over seven years
 - Asia-Pacific Gateway & Corridor Initiative
 - \$1 billion over seven years
- **Ontario-Quebec Continental Gateway & Trade Corridor (Jul/07)**
- **Atlantic Gateway Strategy (Oct 14/07)**



Five Lenses

- **International Commerce Strategy**
- **Volume & Value of National Significance**
- **Future Patterns in Global Trade & Transportation**
- **Potential Scope of Capacity & Policy Measures**
- **Federal Role & Effective Partnerships**

Gateway Funding

- **\$ 33 billion in infrastructure funding**
- **\$ 1 billion-Asia Pacific Gateway**
- **\$ 2.1 billion-Gateway and Border Crossings Fund**
- **\$ 400 million allocated to Detroit-Windsor**
- **\$ 1.7 billion remaining**

Gateway Councils

- **Greater Vancouver Gateway Council (1994)**
- **Halifax Gateway Council (2004)**
- **Southern Ontario Gateway Council (2006)**
- **St. Lawrence-Great Lakes Trade Corridor (2006)**
- **Manitoba International Gateway Council (2007)**
- **Southern New Brunswick Gateway Council (2008)**
- **Cape Breton Gateway Council (2008)**
- **Port Alberta – Edmonton (2008)**



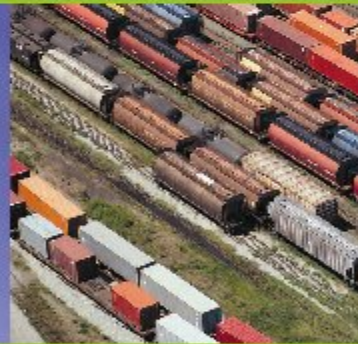
Benefit of Gateway Councils

- **Brings together transportation entities within a region**
- **Provides forum to bring together private sector transportation providers and resource agencies to reach consensus on transportation issues**
- **Provides “one-stop reference point” for Ministers and Government officials in interfacing with transportation interests within a region**

Identified Gateway Funding Criteria

- Improve **efficiency of the multimodal transportation network for the movement of international trade** through the Gateway including the transportation corridors to North American markets, from a national perspective
- Improve **connectivity/inter-modal interfaces** between modes for international trade movements
- Improve **processing** of goods and passengers **at border points**
- Enhance transportation **infrastructure safety, security and quality of life** related to the movement of international trade

The Atlantic Gateway



New Brunswick

PEI

Nova Scotia

**Newfoundland &
Labrador**



Business Case for an Atlantic Gateway

- Atlantic Gateway Feasibility Study commissioned by ACOA in January 2007
- Business Case for an Atlantic Gateway released October 5th, 2007
- Inter-Provincial/Federal MOU signed October 14th, 2007



Business Case for an Atlantic Gateway: Main Conclusions

- Compelling case for Atlantic Gateway with initial efforts focused on growing international container trade into the Atlantic Region
- Value proposition based on three key factors:
 - Competitive transit times
 - Reliability
 - Cost effectiveness
- There are regional challenges that can only be addressed through public and private sector collaboration
- The Atlantic Gateway would benefit the entire country by contributing to the development of an efficient and competitive national supply chain



Gateway Benefits

- Increased traffic could create critical mass required to reduce transportation costs, create new service opportunities and open up new markets
- Additional cargo and passenger traffic would generate significant economic benefits and high-paying jobs in Atlantic Canada
- Tax revenues would increase for the region's governments



Potential of the Atlantic Gateway

- Increased container traffic for Atlantic Canadian ports (Over 2 million teus by 2015)
- Increased exports in various commodities including energy, forest products, tires, food products and seafood
- Increased trade with emerging Eastern European countries
- Growth in international air travel and tourism
- Growth in cruise activity



Recommended Action Plans

- Improved marketing and product development
- Gateway infrastructure improvements and protection
- Security and border efficiency improvements
- Stakeholder collaboration
- Policy initiatives to improve competitiveness
- Development of regional human resources



Southern New Brunswick Gateway Council



Attributes

- **Covers the Moncton-Saint John-St. Stephen corridor**
- **Key corridor within Atlantic Gateway**
- **Saint John can be the focal point of the Gateway**
- **Provides conduit to NB-US border crossings**
- **Has access to multiple rail systems**
- **Encompasses/serves major NB Industries**
- **Complements the Bangor-Saint John Corridor**
- **Fits with US East-West highway concept**

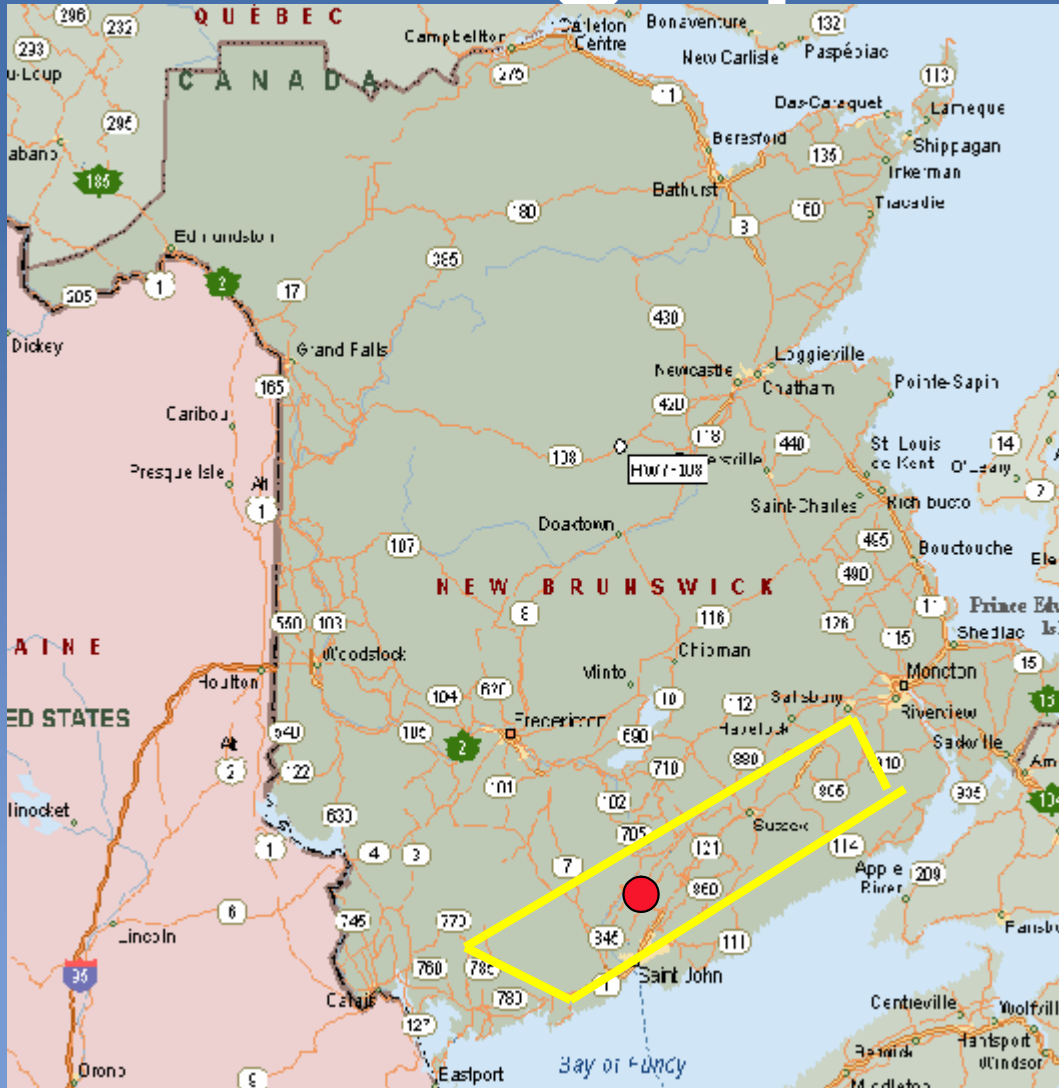


History

- **Introduced September 2007**
- **Consultations Oct through December '07**
- **Stakeholders Workshop held December 11th, 2007**
- **Release of Start-Up Plan January 2008**
- **Incorporated February '08**
- **Founders Meeting April 4th, 2008**
- **Membership Meeting May 26th, 2008**



Geographic Scope



- Moncton-St.Stephen Transportation Corridor
- Central to New England & Atlantic Canada

Council Objectives

- **Improve the competitiveness and efficiency of the transportation of goods and people through Southern New Brunswick as part of the Atlantic Gateway**
- **Promote awareness of trade, tourism and the transportation system and their importance to local, provincial, regional, and national economies**

Current Initiatives

- **Membership Drive**
- **Expand Executive Committee**
- **Engage Part-time Executive Director**
- **Establish permanent office**
- **Four modes workshop to identify/confirm/prioritize regional transportation issues & needs**
- **Bring forward to Atlantic Gateway table**



Thank you

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