

# NEW ENGLAND - CANADA CONNECTIONS



The Newsletter of the  
New England-Canada  
Business Council

NEW ENGLAND-CANADA  
BUSINESS COUNCIL

Summer/Fall 2017

## NAFTA Renegotiation Discussions Underway

On August 16, the U.S., Canada and Mexico began discussions in Washington, D.C. on renegotiating the North American Free Trade Agreement, or NAFTA. The agreement was first enacted in 1994.

The negotiating objectives of the Trump Administration include adding a digital economy chapter and incorporating and strengthening labor and environment obligations that are currently in NAFTA side agreements. Additionally, among other objectives, the Administration says it will work to eliminate unfair subsidies, market-distorting practices by state owned enterprises, and burdensome restrictions on intellectual property. The Governments of Canada and Mexico have said that a review of trade issues is appropriate but that they find the agreement to be fundamentally working well. Canada has outlined a series of core objectives, noting a number of areas that should be included in a revised agreement, from strong labour safeguards to environmental protections, gender equality, and the rights of indigenous peoples.

Discussions have been held in Mexico City, Ottawa and Washington, D.C. during the fall months. Negotiations will continue into 2018 and the ultimate outcome is uncertain at this point.

## Prime Minister Trudeau Addresses U.S. Governors in Providence

On July 14, Prime Minister Justin Trudeau was the keynote speaker at the summer meeting of the National Governors' Association (NGA) in Providence, RI.

The Prime Minister discussed the close collaboration between our two countries, with a particular focus on Canada-U.S. trade. He also emphasized the importance of the Canada-U.S. partnership in cross-border security and the potential for common solutions on climate change.



He noted: "This is the most successful economic partnership in the history of the world. It's worth about a trillion dollars each

*Prime Minister Justin  
Trudeau of Canada with  
NECBC President Jon  
Sorenson, in Providence*



*Governor Gina Raimondo of Rhode Island and Prime Minister Justin Trudeau, Providence, July 14*

year, and most importantly, it's well balanced. More broadly, the North American Free Trade zone is the biggest economic zone in the world, comprising a \$19-trillion regional market of 470 million customers. The United States, Canada, and Mexico together now account for more than a quarter of the world's GDP. Since the trilateral agreement went into effect in 1994, US trade with your NAFTA partners has tripled. That accounts for millions of well-paying middle-class jobs for Canadians, and Americans. Free trade has worked. It is working now. And those ties have grown well beyond direct trade."

Regarding the current trade agreement, he noted: "NAFTA isn't perfect. No such agreement ever is. We think it should be updated and modernized, as it has been a dozen times over the past quarter century. And I have every expectation that it will be – to the ultimate benefit of working people in all three partner countries."

## JOIN US!

The New England-Canada Business Council's 25th Annual  
U.S./Canada Energy Trade & Technology Conference

**November 8-9, 2017**  
Seaport Hotel | Boston, MA

Register NOW!

The Northeast regions of the U.S. and Canada are in the midst of an exciting period of transition as they move towards a cleaner energy future. As this conference celebrates its 25th anniversary, we're adding new energy trade technology topics and speakers to our energy and environmental agenda.

**25th Annual Energy Trade Conference**  
**November 8-9, 2017**  
**Seaport Hotel, Boston, MA**

**REGISTER NOW!**

# NECBC's 25th Annual Energy Conference

to Explore Trade, Technology, Environment on November 8-9

The NECBC's "New England-Canada Energy Conference" - held annually in Boston - focuses on all sectors of energy trade and cooperation between the Northeast U.S. and its largest energy partner, Canada. The forum brings together Canadian and American senior executives, policy makers, regulators and energy experts who will provide their perspectives, share knowledge and explore a wide range of topics.

Join us for our upcoming conference on Nov. 8-9, 2017 in Boston. It will be our 25th annual event.

This year's conference includes:

- A keynote address by the Hon. Bardish Chagger, Canada's Minister of Small Business and Tourism, and Leader of the Government in the House of Commons;
- Updates on regional energy market developments, including the Massachusetts "clean energy RFP";
- Industry leader perspectives on infrastructure and investment opportunities and challenges;
- Clean energy technology innovations and new market entries;
- A look back on what has worked – and what hasn't – in energy markets over the last 25 years; and
- A tribute to a founder of this event, Fred Nemergut, as we mark the conference's 25<sup>th</sup> anniversary.

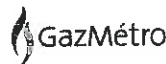
As Prime Minister Justin Trudeau observed in March 2017 in a speech in Houston: "Nothing is more essential to the U.S. economy than access to a secure, reliable source of energy. Canada is that source."



## Thanks To Our Conference Sponsors

(as of 10-16-17)

The New England-Canada Business Council extends a special thanks to these organizations for their generous sponsorship of the 25th Annual U.S.-Canada Energy Trade and Technology Conference.



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## Minister Chagger to Provide Keynote Address, Nov. 9

The NECBC is delighted to welcome Canada's Minister of Small Business & Tourism – the Hon. Bardish Chagger – as our luncheon keynote speaker on Thursday, Nov. 9.

A natural leader and organizer, Bardish Chagger is devoted to inclusion and community building. She was appointed as Leader of the Government in the House of Commons in August 2016; and was also appointed Minister of Small Business and Tourism in November 2015.

Minister Chagger graduated from the University of Waterloo in Ontario with a Bachelor of Science. In 2012, *The Waterloo Region Record* recognized her as one of "40 under 40" who would lead the Region of Waterloo into the future. She has a deep understanding of issues such as manufacturing, technology and innovation.

Join us in Boston in mid-November to learn about how energy and technology innovation can advance all of us in the New England-Canada partnership.





## Halifax Mayor Savage Highlights Business Opportunities

On May 17, Mayor Mike Savage of Halifax, Nova Scotia addressed the NECBC at a business luncheon at the Hampshire House in Boston.

The Mayor addressed the advantages of Halifax for economic growth and business investment – from its pioneering work in ocean research to its universities, outstanding port, proximity to key global markets, and talented work force.



The Mayor was accompanied by representatives of the Halifax Partnership. Other speakers at the event included Consul General David Alward and NECBC President Jon Sorenson.

The event was co-sponsored by CBRE, Emera, Air Canada, and the Westin Nova Scotian in Halifax.

*(above, l to r) Gerald Weseen of Clean Power Northeast Development (Emera, Inc.); Mayor Mike Savage; Canadian Consul General to New England, David Alward*



*(above) Mayor Mike Savage of Halifax, Nova Scotia*

## Scott Gilmore Addresses the NECBC: “Canada Is Beginning to Redefine Itself”

Entrepreneur, journalist and previous Canadian diplomat Scott Gilmore addressed an NECBC luncheon on June 13 on the state of Canada-U.S. relations. The event was held at Foley & Lardner LLP in Boston.

Mr. Gilmore noted that quality of life and economic data would indicate that in many ways the prospects for a better life may be better available in Canada than in the U.S. His article on “The American Dream Has Moved to Canada” appeared in Maclean’s magazine in March and has attracted much attention and discussion.



In his remarks to the NECBC, Mr. Gilmore noted that the administration of President Donald Trump is still being assessed in Canada in terms of its impacts on the economy and trade – such as the President’s announcement of his intention to seek a reconsideration of NAFTA. Canada has worked to maintain strong and stable diplomatic ties with its ally, neighbor and largest trading partner.

But Mr. Gilmore noted that the uncertainty being generated by the U.S. in its relationships with Canada and other nations offers Canada an opportunity. “Canada now has more swagger,” he said, and “Canada is beginning to redefine itself.” The U.S. has been described by Madeleine Albright as the “essential” nation, but the pulling back of the U.S. from some international partnerships and agreements in recent months is leading many nations to reconsider their views of the U.S. and to consider new partnerships.

Canada’s insecurity vis-à-vis the U.S. is now fading, he said.

In the Q&A session, he said that Canadian military and defense investments need to be expanded even beyond the recent announcement by the Canadian government. He observed that Canada as a nation seems more unified than in past decades when there was concern over defined regional splits, but that Canada still needs to do more in terms of its relations with the indigenous or First Nations peoples.



*(l to r) Jon Sorenson of the NECBC; Scott Gilmore; Aaron Johnson; Canadian Consul General David Alward*



# NECBC EVENTS

## NECBC Pleased to Co-sponsor Canada Day Event

On June 27, the Canadian Consulate in Boston organized a Canada 150 celebration in Boston. The NECBC and CENE were delighted to co-sponsor. The event was held at Manulife in Boston's Seaport district.



*(l to r) Tom Holloway; Ellen Kief, NECBC Board member; Marc Jacques of the Canadian Consulate*



*Christine Sarkisian of the Canadian Consulate (left) with Suzanne Storms of NECBC (right)*



*(l to r) Cynthia Armstrong of PNGTS, Laura Seeley, Nova Scotia RCMP, and Brittany Carns of TransCanada*



*Scott Farnelant of Denterlein (left) and Consul General David Alward (right)*



# NECBC EVENTS

## Forum on Trade from the Commonwealth Perspective Held in Boston



*Consul General David Alward addressing the forum*



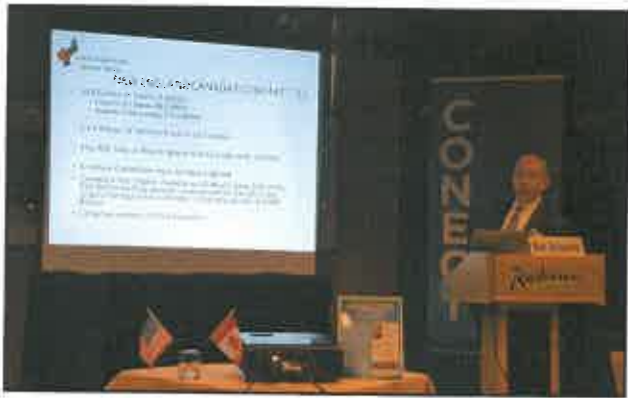
On May 21, the NECBC participated in a special forum on trade called “*The World in Flux: Commonwealth Perspectives on Trade with the U.S. and a Changing World Economy.*” The event was organized by the British-American Business Council of New England.

The presenters included:

- David Alward, Canada’s Consul General to New England;
- Harriet Cross, U.K. Consul General in Boston;
- Simon Leeming, Honorary Consul of New Zealand to New England; and
- Upendra Mishra, President and Executive Director of the India-New England Business Council.

The event was held at the offices of Morgan Lewis LLC in Boston.

## U.S./Canada Trade Seminar Held in NH



*NECBC Board member and past president, Ben Schwartz, speaking at the Oct. 17 event in NH (photo: Canadian Consulate)*

The value of U.S. trade with Canada was highlighted at the “U.S. Trade with Canada Seminar” organized by CONECT with the Canadian Consulate of Boston on October 17 in Manchester, NH. The NECBC was pleased to be a marketing partner for the event.

The New Hampshire program included remarks by Ben Schwartz, past president of the NECBC and former executive at TD Bank, addressing economic ties between New England and Canada. Canadian Consul General to Boston David Alward provided the luncheon keynote address, highlighting the close economic ties between New Hampshire and Canada - and indeed of the whole New England region with Canada.

CONECT is the Coalition of New England Companies for Trade ([www.conect.org/](http://www.conect.org/)), which organizes meetings and events throughout the year on a range of trade topics. On October 18, CONECT held a seminar on “Trade Facilitation and Trade Enforcement” in Burlington, VT. Governor Phil Scott was the keynote speaker; NECBC Board member Timothy Egan was among the seminar speakers.

## Premier McNeil to Address NECBC on Nov. 29

Premier Stephen McNeil of Nova Scotia will address the NECBC at a luncheon on November 29, to be held at the Hampshire House in Boston.

Premier McNeil became leader of the Nova Scotia Liberal Party in 2007 and led his team to majority election wins in October 2013 and May 2017.

As premier, he has led the province to stable financial ground, which has allowed government to make new investments in Nova Scotians’ priorities in health care, education, creating opportunities for young people, and more.

Look for further information on the NECBC web site.



*Premier Stephen McNeil of Nova Scotia*

## REGIONAL NEWS

# Governors and Premiers Address Trade, Energy & Environment at PEI Meeting



(l to r) Premier Stephen McNeil, NS; Premier Philippe Couillard, QC; Governor Dannel Malloy, CT; Premier Brian Gallant, NB; Premier Wade MacLauchlan, PEI, Co-Chair; Governor Philip Scott, VT, Co-Chair; Commissioner Carol Grant, RI; Governor Paul R. LePage, ME; Commissioner Robert R. Scott, NH; Premier Dwight Ball, NL; Secretary Matthew A. Beaton, MA  
Photographer: Brian Simpson

The 41<sup>st</sup> Annual Conference of the New England Governors and Eastern Canadian Premiers (NEG/ECP) was held on August 27-29 in Charlottetown, Prince Edward Island, Canada.

The agenda focused on trade, the environment, energy, and the food industry.

The meeting was attended by the five Eastern Canadian Premiers and by three New England Governors (CT Gov. Malloy, ME Gov. LePage, and VT Gov. Scott).

The importance of cross-border trade was highlighted at several sessions. In their opening comments the governors and premiers noted the value of trade and expressed their support for NAFTA modernization and reaching a solution on the softwood lumber issue.

The significance of the U.S./Canada relationship was highlighted in two morning sessions, featuring representatives of Canada's Foreign Ministry and of the U.S. Embassy in Ottawa, as well as a dialogue with industry leaders from J.D. Irving Ltd., Fortis, the Canadian Chamber of Commerce, and the Council on Competitiveness.

Frank McKenna, former New Brunswick premier and former Canadian Ambassador to the U.S., provided context in his luncheon address on the Canada/U.S. relationship and cited the value of increased trade.

Afternoon sessions focused on responding to a changing climate, and on energy (with speakers from Hydro-Quebec, Nalcor, GE Canada, Enbridge, Tesla Canada, Nova Scotia Power, and Utopus Insights).

*(continued on page 7)*



(l to r) Pat Binns, former PEI Premier and former Consul General to Boston; Connie Brennan, Senior VP, TD Bank; Frank McKenna of TD, former NB Premier and former Canadian Ambassador to the U.S.; Gov. Paul LePage of Maine; Mary Usovicz of MU Connections



Maryscott Greenwood, CEO of the Canadian-American Business Council and Jon Sorenson, NECBC president



### Inuit Art Exhibit on Display at Boston's Museum of Fine Arts

On July 1, the Museum of Fine Arts Boston opened an exhibition entitled: "Follow the North Star." The show presents a selection of Inuit prints from the collection of renowned portrait photographer Yousuf Karsh and his wife Estrellita, both longtime supporters of the MFA. Included are works by key Inuit artists such as Kenojuak Ashevak, Agnes Nanogak, Jessie Oonark, Pudlo Pudlat, and Lucy Qinnuayuak.

The prints come largely from the printmaking cooperative at Cape Dorset, north of Hudson Bay, where printmaking was introduced around 1959. Most are stonecuts, hand-printed from blocks of soapstone in which

the images are carved in relief. The works are organized thematically, with sections focusing on family and daily life; hunting; shamans and myths; and tradition and the incursion of the modern world. In addition to the prints, the exhibition features a number of small-scale sculptures.

The exhibition is at the MFA through December 31, 2017. It is supported with funding from TD Bank and the Canadian Consulate Boston. Look for more details online:

<http://www.mfa.org/exhibitions/follow-the-north-star>



Photo credit: MFA, Boston, MA

### Governors and Premiers Address Trade, Energy & Environment at PEI Meeting *(continued from page 6)*

The governors and premiers concluded their meeting by adopting resolutions on trade, the regional climate change action plan, coordinated response to emergencies in a changing climate, and transportation.

The conference also included a successful business-to-business component, and forums on food innovation and clean energy.

Premier Wade MacLauchlan and the Province of Prince Edward Island provided great hospitality and coordinated a highly successful meeting.

Governor Phil Scott announced that next year's conference will be held in mid-August in Vermont.

Several members of the NECBC were pleased to attend the PEI Conference.

Further information can be found here:

<http://www.scics.ca/en/conference/41st-conference-of-new-england-governors-and-eastern-canadian-premiers/>

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*The Council would like to welcome its newest members. They are as follows:*

- Mark Gillis, Senior Consultant, Robertson-Surette Group, Halifax, NS
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- Aaron Johnson, Attorney, LCO Technologies, Boston, MA
- Diana Pisciotta, President, Denterlein, Boston, MA
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