

NEW ENGLAND - CANADA CONNECTIONS

The Newsletter of the
New England-Canada
Business Council



NEW ENGLAND-CANADA
BUSINESS COUNCIL

Spring 2017

NECBC Convenes Timely Program on Cross-Border Business Travel

On March 22, the NECBC convened a timely panel discussion on cross-border travel and immigration law, entitled: *"US/Canada Cross-Border Immigration Travel – Business Visa Options and Immigration Tax Updates in the New Administration"*. The event was held at John Hancock Insurance in Boston.

The speakers were:

- The Hon. David Alward, Canada's Consul General to Boston;
- Attorney Ellen Kief, Law Office of Ellen S. Kief;
- Ken Vacovec, Tax Attorney with Vacovec, Mayott & Singer LLP;
- Neil Algorin, Supervisory CBP Officer, Customs Border Patrol, U.S. Customs Border Protection, Logan International Airport, Boston;
- Stephen Hum, Consul Immigration, Canadian Consulate of New York; and
- Attorney Audrea Golding, Fragomen Canada.

Fragomen Canada sponsored the post-discussion reception.

The NECBC thanks all the speakers and attendees for an informative event.



(l-r) Stephen Hum, Eric Geddry, Neil Algorin, Ellen Kief, Audrea Golding, Ken Vacovec, David Alward



NECBC's 2016 Energy Conference Explored Changing Market Dynamics

The NECBC's 24th Annual Energy Trade and Technology Conference was held in mid-November 2016 in Boston. Over 250 people registered for the event, which featured discussions on multiple energy projects and market issues. See inside on pages 4 and 5 for further details. Our 25th annual event will be held Nov. 8-9, 2017!

UPCOMING PROGRAMS

Luncheon Meeting

Featuring Mayor of Halifax

Wednesday, May 17, 2017, 11:30 am

Hampshire House, 84 Beacon Street, Boston, MA

Keynote Speaker: Mike Savage, Mayor, Halifax, NS

Luncheon Sponsors:

AIR CANADA 



THE WESTIN
NOVA SCOTIAN
HALIFAX

The World in Flux:

Commonwealth Perspectives

with Harriet Cross, Consul General, U.K.; David Alward, Consul General, Canada; Upendra Mishra, President, India-NE Business Council; Simon Leeming, Consul, NZ

Wednesday, May 17, 2017, 5:30 pm

Morgan Lewis, One Federal Street, Boston, MA



NECBC EVENTS

Remembering Fred Nemergut

The NECBC mourns the passing of Fred Nemergut, who died on January 8 at the age of 73. Fred was a founding member and past president of the NECBC, and was a great supporter of Canada-U.S. ties all his life.

Fred served as NECBC president in 1994-96, was a long-time member of the NECBC Board of Directors, and was the founder of the NECBC's annual U.S.-Canada Energy Trade & Technology Conference which will celebrate its 25th anniversary this fall.

During his long career, Fred served on the Energy Program Staff of the New England Regional Commission, as Director of Policy and Planning for the Massachusetts Executive Office of Energy Resources, and Vice President of J. Makowski Associates. He was also one of the five founding members of Reed Consulting Group, where he served as Vice President until it was acquired by Navigant Consulting in 1998. He remained at Navigant as Director until his retirement.

Fred was actively involved in many professional organizations in the energy sector, including serving on the Board of Directors for the Maple Leaf Foundation.

The NECBC was pleased to recognize Fred in October 2016 with an award presentation recognizing him as one of the original founders of the NECBC when it was established thirty-five years ago.



The NECBC extends its deepest sympathies to his wife Joy, his daughters, family and friends. The NECBC salutes his memory.

Canada's Minister for Agriculture Addresses NECBC

While in Boston for the International Seafood Show, the Honourable Lawrence MacAulay, Canada's Minister for Agriculture and Agri-Food, addressed the NECBC on March 20 at the UMass Club in downtown Boston.

The Minister spoke on the theme of: "Canada and the U.S.: A Renewed Partnership for Economic Growth and Prosperity."

(l-r) Hon. David Alward, Canadian Consul General to NE; Hon. Alan McIsaac, Minister, Dept. of Agriculture & Fisheries, PEI; Hon. Lawrence MacAulay, Minister, Agriculture and Agri-Food Canada; Jon Sorenson, NECBC President



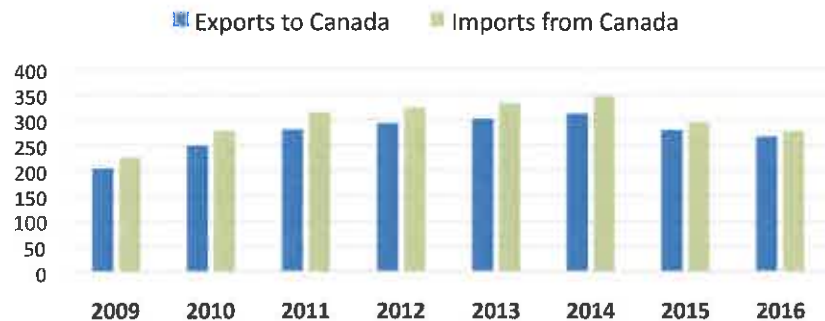
VISIT WWW.NECBC.ORG HOMEPAGE TO VIEW THE UPDATED NECBC VIDEO.

U.S. - Canadian Trade in 2016 Reached \$545 Billion

The U.S. Census Bureau has released 2016 annual data for trade between the U.S. and its trading partners. In 2016, the U.S. exported \$266.8 billion to Canada and imported \$278 billion, for a total of \$544.9. This compared to a total of \$576.6 billion in 2015.

Canada was the U.S.'s 2nd leading trading partner in 2016, behind China, at a total of \$578.6 billion. The third leading trading partner for the U.S. was Mexico at \$525.1 billion.

U.S. Merchandise Trade with Canada, 2008 - 2016 (\$US Billions)



Source: U.S. Census Bureau

NECBC EVENTS

International Business Forum Held



On February 28, GBANE convened the 23rd International Business Forum and Networking Event at the offices of Morgan Lewis in Boston. The NECBC was pleased to be a co-organizer. The evening featured a global trade and economic outlook forum and a resource center with many international trade associations and government agencies presenting informative exhibits.



NECBC Cross-Border Business Travel Discussion Proves Timely



As noted on page 1, the NECBC convened a very timely discussion in March on cross-border business travel between the U.S. and Canada amid potential changes in U.S. immigration policy. Thanks are expressed to the meeting host, John Hancock Financial.



Annual Holiday Reception

The NECBC's annual Holiday Reception was held December 14 in Boston at the UMass Club with an overview of the Boston Common, where the Christmas tree from the City of Halifax once again provided bright lights and served as a beacon of long-standing friendship.



ANNUAL ENERGY CONFERENCE

NECBC's 2016 Energy Conference Addressed Cross-Border Market Opportunities and Constraints

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, policymakers, regulators and energy experts who will provide their perspectives, share knowledge and explore a wide range of topics.

The 2016 conference was held November 16-17 at the Seaport Hotel in Boston, MA. Over 250 people registered. The theme of the conference was: "How Best to Implement A Balanced Regional Energy Policy – Dealing with Climate, Energy Infrastructure, Supply and Economic Growth."

The opening keynote speaker on November 16 was Eric Martel, president and CEO of Hydro-Quebec, and the Thursday opening keynote speaker was James Judge, president and CEO of Eversource. Other speakers included MA Energy & Environment Secretary Matthew Beaton and a number of high-ranking executives from electric grids, clean energy providers, gas pipelines, electric and gas utilities, universities, and more. The concluding luncheon speaker was the Hon. David Alward, Canada's Consul General to New England.

Topics included clean/renewable energy initiatives, cross-border electricity, natural gas, and oil supply developments and infrastructure projects, technology innovations, environmental agreements, and the future outlook (including the impact of the fall 2016 U.S. election).

The conference proved a great success. Thanks to all the speakers, attendees and sponsors!



(l to r) Matt Beaton, MA Secretary of Energy & Environmental Affairs; Marcy Reed, president, National Grid MA; and David O'Connor, senior vice president, ML Strategies

Thanks are also due to the Energy Committee of the NECBC for putting together a comprehensive program, and in particular its three co-chairs: Jon Sorenson, Leo Desjardins and Bob Keating.



(l to r) John Reed, Chairman and CEO, Concentric Energy Advisors; John Dalton, president, Power Advisory LLC; Gordon van Welie, chairman and CEO, ISO New England



(l to r) Peter Fuller of NRG asking a question at the opening day Roundtable

**SAVE THE DATES:
THE 25TH ANNUAL CONFERENCE
WILL BE HELD ON NOVEMBER 8-9, 2017 IN BOSTON.**

ANNUAL ENERGY CONFERENCE



#1 (1 to r) Bob Keating, Conference co-chair; James Daly, vice president, energy supply, Eversource Energy; Bob Wilson, president and CEO, ENGIE Gas & LNG; Glenn Zacher, partner, Stikeman Elliott; Alex Pourbaix, COO, TransCanada Corp.; Chris Huskison, president and CEO, Emera, Inc.; Jon Sorenson, Conference co-chair and NECBC president



#2 (1 to r) Jon Sorenson, Conference co-chair and NECBC president; Peter Rothstein, president, New England Clean Energy Council; Jon Norman, vice president, Brookfield Renewable; Joshua Paradise, ambassador, Current by GE; Tom Thompson, chairman and CEO, Enviro Ambient Corp.; Richard Kanoff, partner, Burns & Levinson; Bob Keating, Conference co-chair



#3 (1 to r) Bob Keating, Conference co-chair; André Durocher, partner, Fasken Martineau LLC; Prof. Charles McMillan, York University; Prof. Monica Gattinger, University of Ottawa; Fred Lowther, partner, Blank Rome LLP; Lllewellyn King, producer, "White House Chronicle"; Jon Sorenson, Conference co-chair and NECBC president; Leo Desjardins, Conference co-chair

#4 Jim Judge, president and CEO, Eversource Energy, providing the opening keynote address on November 17

#5 (1 to r) John Gulliver, senior partner, Pierce Atwood; Alan Arneill, vice president, Repsol Energy Canada; Richard Paglia, president, Maritimes & Northeast Pipeline; Jim Laurito, executive vice president, Fortis, Inc.; Martin Imbleau, vice president, Gaz Métro; and Jon Sorenson, Conference co-chair and NECBC president



#6 (1 to r) Jon Sorenson, Conference co-chair and NECBC president; David O'Connor, senior vice president, ML Strategies; Bob Keating, Conference co-chair; Marcy Reed, president, National Grid MA; Matt Beaton, MA Secretary of Energy & Environmental Affairs; Richard Levitan, president, Levitan & Associates, Inc.; Ed Krapels, CEO, Anbaric; Sayun Sukauang, president and CEO, ENGIE Resources

#7 (1 to r) Tom Kiley, president and CEO, Northeast Gas Association; Jim Stephens, partner, ScottMadden; Bill Luthern, NECBC Board of Directors; Ed Cahill, vice president, ENGIE Gas & LNG

TransCanada Receives Presidential Permit for Keystone XL

On March 24, TransCanada Corporation (TransCanada) announced that the U.S. Department of State has signed and issued a Presidential Permit to construct the Keystone XL Pipeline.

“This is a significant milestone for the Keystone XL project,” said Russ Girling, TransCanada’s president and chief executive officer. “We greatly appreciate President Trump’s administration for reviewing and approving this important initiative and we look forward to working with them as we continue to invest in and strengthen North America’s energy infrastructure.”

Keystone XL is an important piece of TransCanada’s comprehensive U.S. growth portfolio driving an investment of more than US \$15 billion in liquids and natural gas projects that will create thousands of well-paying jobs and generate substantial economic benefits across the U.S.

TransCanada will continue to engage key stakeholders and neighbors throughout Nebraska, Montana and South Dakota to obtain the necessary permits and approvals to advance this project to construction.

In conjunction, TransCanada has discontinued its claim under Chapter 11 of the North American Free Trade Agreement (NAFTA) and will end its U.S. Constitutional challenge.

National Grid Proposes New Electric Transmission Project to Move Canadian Supplies to New England Market

On March 29, National Grid announced a proposal to develop an innovative, new transmission project that would bring up to 1,200 megawatts of clean energy from Canada to the New England power grid. To drive down costs, increase efficiency and minimize environmental impacts, the proposed Granite State Power Link (GSPL) will be constructed almost entirely along existing transmission corridors and will maximize use of existing infrastructure.

As proposed, the GSPL comprises two segments: the first is a new high-voltage, direct current (HVDC) overhead line located in Vermont alongside an existing HVDC line in an expanded right-of-way corridor from the international border at Norton, Vermont, to a proposed converter station on National Grid-owned property in Monroe, New Hampshire. The second segment is an upgrade of an existing National Grid overhead line in NH to accommodate the additional power flow from the new HVDC line. That line runs from Monroe to southern New Hampshire, where a proposed switching station would be built. The line is proposed to be in service in 2022.

Emera Initiates Energy Solicitation for Atlantic Link Transmission Project

On January 11, it was announced that a solicitation process has been initiated for energy to be bundled with transmission capacity on Emera Inc.’s proposed Atlantic Link submarine electricity transmission project for the delivery of clean energy into the ISO-New England market.

Atlantic Link is a proposed approximately 350-mile submarine high-voltage direct current (HVdc) electric transmission line that will deliver 900 megawatts of clean energy from a new DC converter station to be constructed at Coleson Cove, New Brunswick, to a new converter station to be constructed at one of two proposed landing sites in Massachusetts. Emera intends that the Atlantic Link will be in-service by the end of 2022. The Atlantic Link is 100% owned by Emera. NB Power holds an option to participate in the Atlantic Link as a minority investor. The project web site is www.atlanticlink.com.

Stakeholder and permitting activities for Atlantic Link are underway. The project is being developed in response to an expected 2017 solicitation for up to 9.45 terawatt hours (approximately 1,200 megawatts) of hydro and/or wind energy mandated by the Commonwealth of Massachusetts.

Gov. Raimondo Elected CONEG Chairman

The CONEG (Coalition of Northeastern) Governors held their annual winter meeting on February 26 in Washington, D.C. to elect leadership and convene a roundtable discussion on energy, the opioids crisis, and infrastructure. Through unanimous vote, the Governors elected Rhode Island Governor Gina Raimondo as Chair and Vermont Governor Phil Scott as Vice-chair for 2017. As part of CONEG’s ongoing efforts to promote regional energy strategies, the Governors had a wide-ranging discussion regarding affordability, energy infrastructure, and resiliency. The Governors also discussed the importance of the Regional Greenhouse Gas Initiative (RGGI) in both reducing greenhouse gas emissions and reinvesting in state economies.

Governors Scott and Sununu Inaugurated in VT and NH



Gov. Scott

On January 5, new governors were inaugurated in New Hampshire and Vermont.

Chris Sununu was sworn into office as the 82nd Governor of New

(continued on page 7)



Gov. Sununu

Governors Scott and Sununu Inaugurated in VT and NH

(continued)

Hampshire. Mr. Sununu, a Republican, is a businessman and son of the former governor of the state. His bio can be found here: <http://www.governor.nh.gov/about/index.htm>

Phil Scott was sworn in as the new Governor of Vermont. Mr. Scott had previously served for six years as Lieutenant Governor and served 10 years in the State Senate. His bio can be found here: <http://governor.vermont.gov/about-us>

New England now has four Republican Governors (ME, MA, NH, VT) and two Democratic Governors (CT, RI).

WestJet Announces New Routes from Montreal to Halifax and Boston

WestJet announced in February that it is making a significant investment in Quebec's travel and tourism market with increased service and new routes to and from Montréal – Pierre Elliott Trudeau International Airport as well as Quebec City's Jean Lesage International Airport. Overall, the airline is adding 105 more flights per week in the province, a capacity increase of 74 percent.

Starting June 15, WestJet will begin point-to-point service for the first time within the province with four daily flights between Montreal and Quebec City. On March 15, WestJet will launch twice-daily service between Montreal and Halifax. And, on October 15, WestJet will begin twice-daily service between Montreal and Boston.



REMINDER...

Register to attend the May 17th Luncheon Meeting – Join Halifax Mayor Mike Savage to learn more about Halifax and Boston's business connections and innovation partnerships – visit www.necbc.org to register.

Prime Minister Trudeau Meets with President Trump in Washington

On February 13, Canada's Prime Minister, Justin Trudeau, held his first official visit with the President of the United States, Donald J. Trump.

During the bilateral meetings, the two leaders covered various areas of mutual interest, including trade and investment as well as national, continental, and international security. They discussed their shared focus on how to build stronger economies where the middle class, and those working hard to join it, have greater opportunities to succeed and prosper. They also discussed how the relationship has created jobs for citizens and opportunities for businesses.

The two leaders then took part in a Women in Business Executives roundtable, where they announced the creation of the Canada-United States Council for Advancement of Women Entrepreneurs and Business Leaders. This initiative will help empower women-owned businesses, and further contribute to economic growth and competitiveness in both Canada and the U.S., as well as enhance the integration of our two economies.



(Photo: Office of the Prime Minister)

Canada Begins Celebrations for 150th Anniversary of Confederation

2017 marks the 150th anniversary of Canada's Confederation, officially established in 1867. Canada has a full slate of programs and events scheduled for 2017 to mark the anniversary. On December 31, 2016, the celebration began with the launch of several Confederation festivities held in 19 urban centres across the country. Other scheduled events include National Aboriginal Day on June 21, Saint-Jean-Baptiste Day: *Fête nationale du Québec et de la Francophonie canadienne* on June 24, Canadian Multiculturalism Day on June 27, and a special July 1 Canada Day celebration. Look for further details here: <http://canada.pch.gc.ca/eng/1468262573081>



CANADA 150

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

- Katherine Adam, Account Executive, Denterlein, Boston, MA
- Geri Denterlein, CEO, Denterlein, Boston, MA
- Scott Farnelant, Vice President, Denterlein, Boston, MA
- David Gaida, Director, Strategy & Implementation, John Hancock Insurance, Boston, MA
- Patricia Grenier, Senior Audit Manager, Citrin Cooperman Company LLP, Braintree, MA

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