

ONTARIO-QUEBEC
CONTINENTAL GATEWAY 

LA PORTE CONTINENTALE 
ONTARIO - QUÉBEC



Ontario-Québec Continental Gateway and Trade Corridor

2008 North Atlantic Transportation
Planning Officials Conference

August 12, 2008



Ontario

Québec 

Canada 

Overview

Provide an overview of:

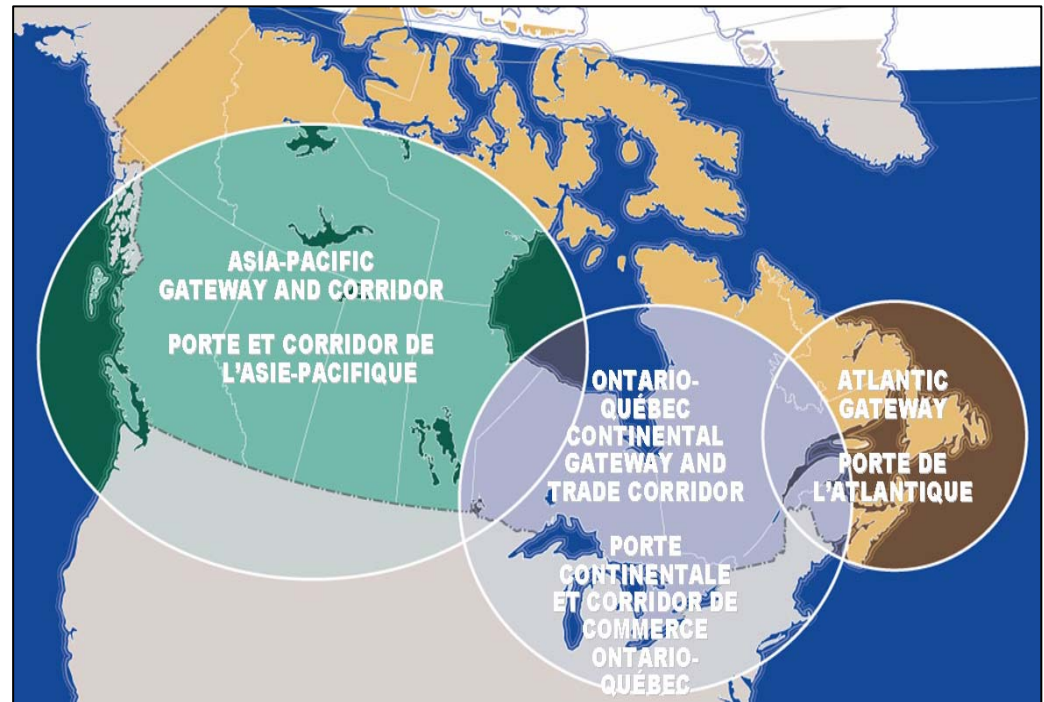
- The Ontario-Québec Continental Gateway and Trade Corridor
- Workplan:
 - Infrastructure plan
 - Non-infrastructure plan
 - Communications plan
- Opportunities for partnerships
- Desired results

Canada's Economic Heartland

- Ontario and Québec's total international trade was worth approximately \$600 billion, accounting for 71% of Canada's international trade.
- Ontario and Québec accounted for 66% (\$138 billion) of Canada's international trade with Asia and Europe.
- Over \$400 billion worth of goods were traded between Ontario and Québec and their main trading partner, the U.S.
- The top five Canada-U.S. border crossings are located along the Ontario-Québec corridor. This represents almost 65% of total trucks crossing the Canada-United States border.

Canada's Gateways

- Canada's gateways form an integrated efficient and secure transportation system for continental and overseas international trade.
- Three strategic gateway initiatives have been identified:
 - Asia-Pacific Gateway,
 - Continental Gateway
 - Atlantic Gateway.



- The Ontario-Québec Continental Gateway and Trade Corridor can be key avenue for international trade to and from the U.S., as well as to Canada's other Gateways.

Strategic Advantage



Ontario and Québec's central location and fully integrated transportation system is a competitive advantage for Canada-U.S. and international trade.

- Ontario-Québec have easy access to 135 million consumers within 1000 Km – a less than one day truck trip.
- Trans-continental rail system provides access to major markets in North America.
- The St. Lawrence Seaway provides access from the Great Lakes to trans-Atlantic shipping.
- Canada's busiest airports for freight and passengers are in Ontario and Quebec. They are a key component in just-in-time courier deliveries among other things.

Ontario-Québec Continental Gateway and Trade Corridor



Memorandum of Understanding

On July 30, 2007 the governments of Canada, Ontario and Québec signed a Memorandum of Understanding.

Mandate

- Provides framework for development of a Continental Gateway strategy over the next two years in partnership with the private and public sectors.

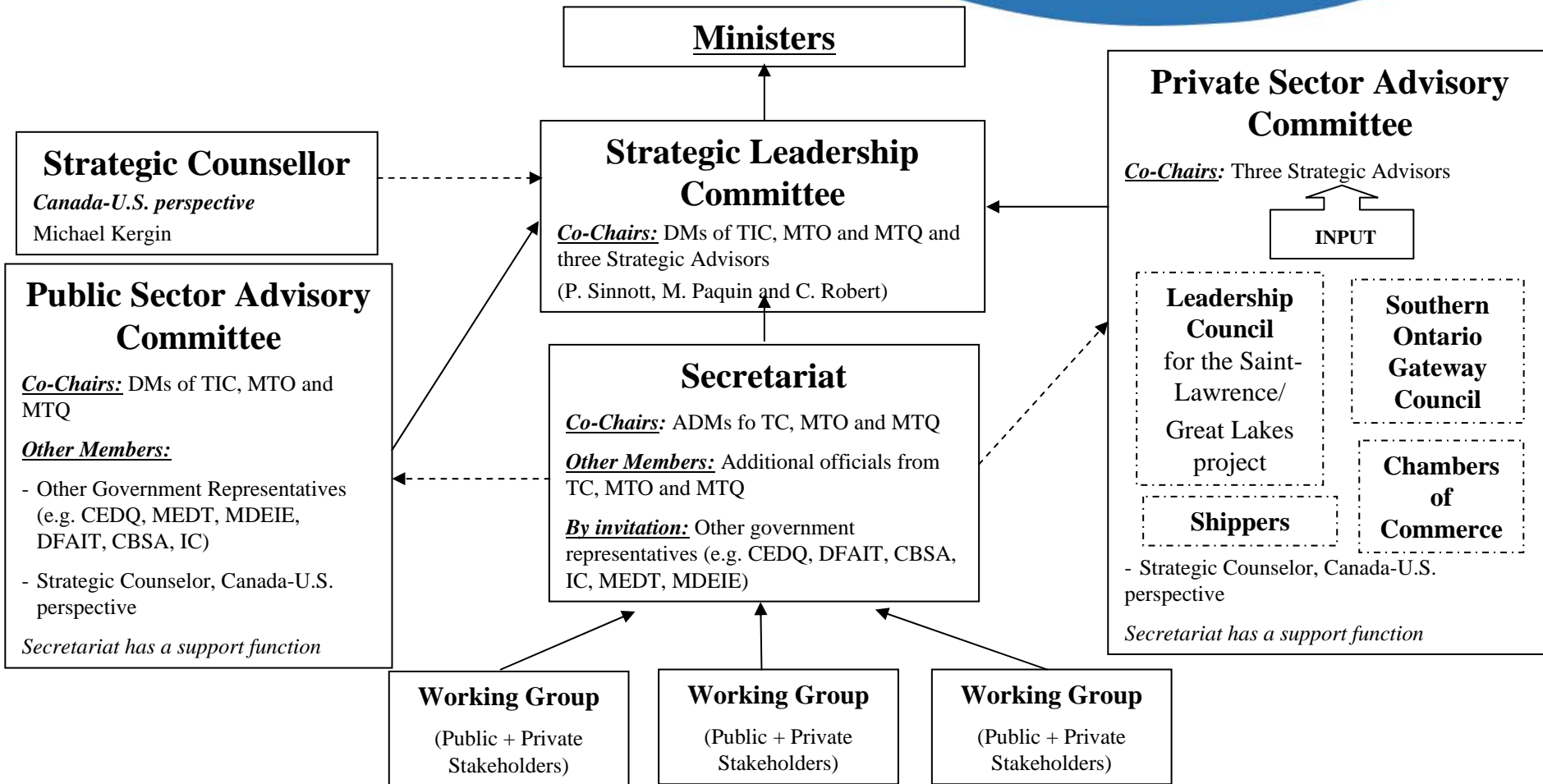
Objective

- Establish Continental Gateway as a strategic, integrated, globally competitive transportation system for international trade.



Minister Cannon signs Memorandum of Understanding with Ministers, Donna Cansfield (Ontario) and Julie Boulet (Quebec) on July 30, 2007.

Governance Structure



CEDQ: Canada Economic Development for Quebec Regions
DFAIT: Foreign Affairs and International Trade Canada

MEDT: Ministry of Economic Development and Trade
MDEIE: Ministère du Développement Économique, Innovation et Exportation

CBSA: Canada Border Services Agency
IC: Industry Canada/FedNor

Canada-U.S. Strategic Counsellor

- The efficient interconnection of Canadian and American transportation system and the free flow of trade across the border are both vital to the success of the Continental Gateway effort.
- The three governments retained former Canadian Ambassador to the U.S., Michael Kergin as a Strategic Counsellor on the Canada-U.S. perspective to provide timely, accurate advice on American matters to Ministers, the Strategic Leadership Committee, and the Private and Public Sector Advisory Committees.
- He will also:
 - Facilitate communications with U.S. stakeholders and governments
 - Communicate the Canadian Gateway vision and strategy to the public and private sector in the United States



The Workplan

**Infrastructure
Plan**

**Non-Infrastructure
Plan**

**Communication
Plan**

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Continental Gateway Strategy

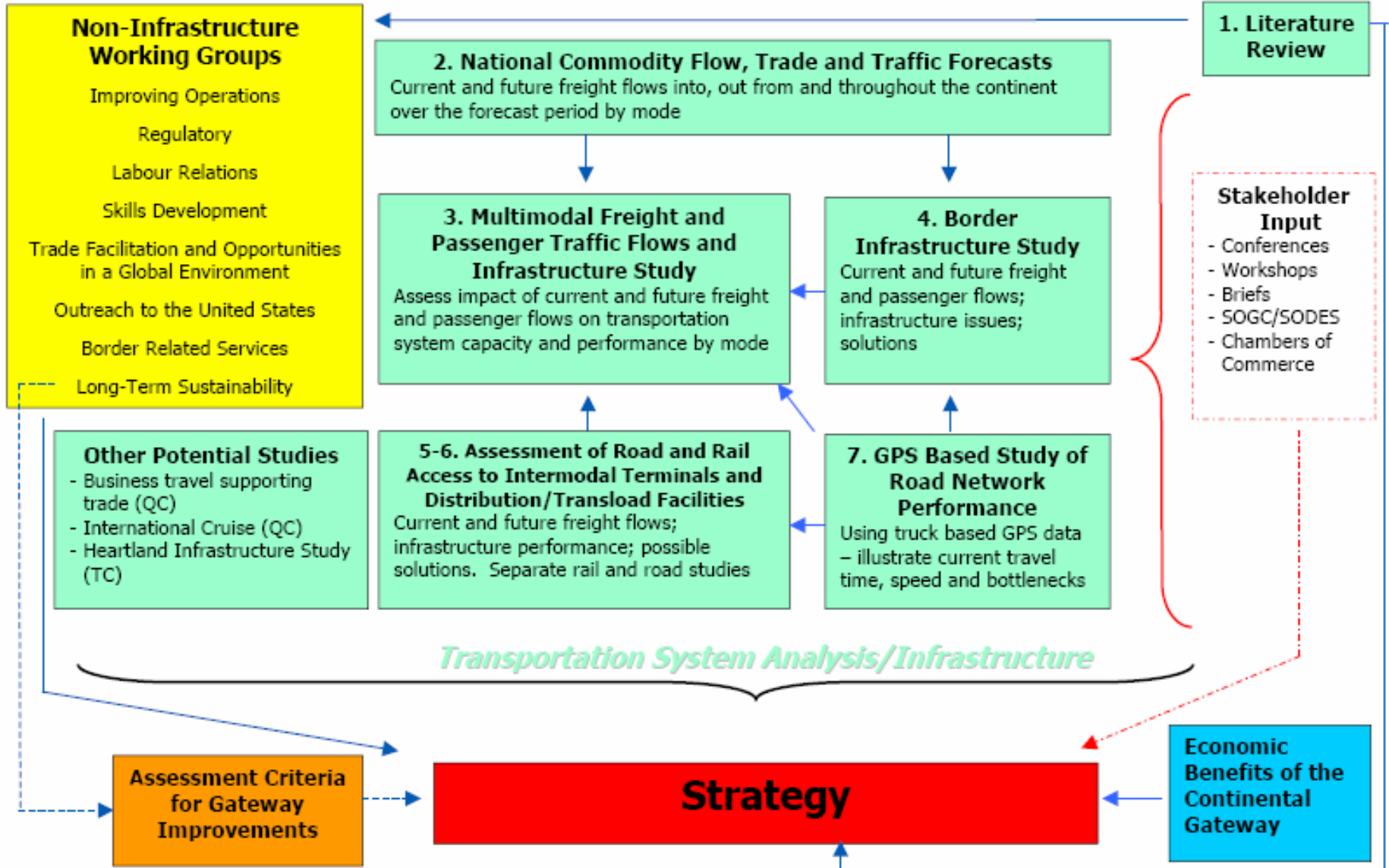
Infrastructure Plan

Objectives:

- Compile existing and new information to establish current and future flows of trade and freight/passenger traffic, for all modes including intermodal, on the Canadian and Continental Gateway multimodal transportation system.
- Identify current and future infrastructure profile, capacity, performance/bottlenecks and major issues.
- Identification of the main infrastructures challenges and opportunities.
- Information integration and assessment/ranking of potential infrastructure actions and other measures, using quantitative/qualitative evaluation criteria.

Analytical Framework

Geographic Scope
Delineate geographic area and transportation infrastructure to be studied



Research Studies

RESEARCH PROJECT	EXPECTED TIMELINES
National Commodity Flow, Trade and Traffic Forecast	Fall 2008
Economic Benefits of the Continental Gateway	Phase 1 Fall 2008 Phase 2 Spring 2009
Multimodal Technical Papers	Phase 1 Fall 2008 Phase 2 Winter 2009
Border Technical Paper	Phase 1 Summer 2008 Phase 2 Winter 2009
Assessment of Access to Intermodal Terminals and Distribution/Transload Centres	Fall 2008
GPS Based Study of Continental Gateway Highway Performance	Summer 2008

Outcome: Public and private infrastructure investment scenarios to maximize future investments within a multimodal freight system approach.

Non-Infrastructure Plan

- The scope of the Continental Gateway initiative goes beyond transportation infrastructure.
- Working Groups have been developed to contribute to the Continental Gateway strategy by:
 - Addressing policy, operation, regulatory and policy issues (i.e., non-infrastructure)
 - Seeking input from private sector
- Membership on the working groups is comprised of officials from across all three governments who have knowledge in the different areas.

Working Groups

Improving Operations

Regulatory Issues

*Long-term Vision and
Sustainability*

Labour Relations

Border Related Services

Skills Development

Outreach to the US

Trade Facilitation

Outcome: Recommendations on policy, regulatory and operational non-infrastructure issues.

Long Term vision and Sustainability

- Principle of Sustainability is of growing importance for all transportation projects
- Roles of the working group :
 - Develop a common definition of sustainability
 - Develop a vision for the corridor
 - Help develop tools to help to implement the vision
 - Strategic Environmental Assessment Pilot Project
 - Corridor protection
 - Examine other improvements to the Environmental Assessment process

Communication Plan

Objectives:

- Raise and sustain awareness of the Continental Gateway initiative and its goals
- To demonstrate the efficiency of the Canadian multimodal transportation system to domestic and international investors and shippers through concrete actions, stimulating business leaders to invest in the Ontario-Quebec region
- Target audiences across North America and around the world.

Outcome: A strategic marketing plan to promote the advantages and investment opportunities of the Continental Gateway

Timelines

- November 2008 – Report on interim results for discussion for Advisory Committees
- March 2009 – Draft report to Advisory Committees, including recommendations for the Continental Gateway strategy
- September 2009 – Proposed final release of strategy. Strategy will stretch into implementation for next 15 years.

Challenges & Opportunities

New reality:

- Sustainable transportation issues, improved competitive modal transportation options
- Access to new markets – trading partners
- Also can provide linkages to trade with emerging trading partners, such as China and India

We are preparing to leverage new opportunities for growth by:

- Building upon the optimization and integration of our multimodal transportation system to provide competitive transportation options
- Strategic infrastructure investment
- Developing partnerships to strengthen trade flows

Desired Results

1. Strategy with recommendations on infrastructure improvements, policy and operational measures over the short, medium and long term.
2. Strategic marketing plan to promote advantages of Ontario-Québec Continental Gateway and Trade Corridor.

The outcome will be a strategy created in partnership with Ontario, Quebec, the federal government and the private sector for a secure, sustainable and competitive gateway.

Partnerships

- Partnerships are essential to the success of the strategy.
- The Continental Gateway initiative may have implications on planning for transportation growth in the U.S.
 - Detroit Windsor
 - Peace Bridge
 - Quebec-New York Trade Corridor
- Canada-U.S. collaboration will enhance bi-national regions, MPOs and DOTs developing a seamless transportation system in the future.

Canada-U.S.

- Canada and the U.S. share a mutual goal in improving border-related infrastructure to ensure the safe and secure flow of goods and people.
- The Continental Gateway initiative is committed to working closely with U.S. federal and state partners as well as U.S. decision makers, business representatives and investors to identify opportunities for partnerships.
- By working together we can maximize the security, efficiency and competitiveness of the North American transportation system in the global economy.

Thank You

