

Infrastructure Investment

Port Capacity + Productivity
= Prosperity

AAPA

Savannah, June 23, 2011

The Association

- Corporate Members: 17 Port Authorities
- Associate Members: Private/Regional Ports and Terminal Operators
- Affiliate Members: Suppliers, Pilotage, Management, Legal, Government

“The Leading Voice of Canadian Ports”

CDN Ports by the Numbers

- 480 million tonnes of cargo handled
- \$162 billion worth of goods
- 270,000 direct and indirect jobs
- \$10.2 billion in salaries
- \$44 billion added to Canada's GDP
- \$2.2 billion paid in federal and provincial income taxes
- \$2 billion paid in consumption tax

Canada Port Authority?

- Canada Marine Act (1999)
- Commercial, Self-sufficient, Local Governance on Federal Lands
- Borrowing Limits, Letters Patent, Management Regulations, No Federal Funding
- CPA's Pay Gross Revenue Charges
- Focus on National Objectives
- 38 % Increase in Business Over 10 Years

“Private Sector Practices - Public Sector Mandate”

CMA Says

- Maintain port infrastructure for port users and Canadians in line with international standards
- Ensure strong environmental stewardship in ports and harbours
- Maintain safety and security of port operations
- Help Canada realize its regional and national social and economic objectives

Let the Lobbying Begin

- Policy Framework for Canada's Gateways and Trade Corridors
- Changes to the Canada Marine Act (2008)
- Funding for Security, Infrastructure, Environment
- Just in Time for Stimulus Funding, but ...!
- Preparing for Next Round of Funding

Raising Profile

- Asia-Pacific Gateway
- Atlantic Gateway
- Ontario-Quebec Continental Gateway
- Ministers Designated for Gateways
- Marketing Role for International Trade
- Coordinating Role for Transport Canada

Port Focus

- Trade = 40 Percent of Canada's GDP
- Marine Ports Account for 12% of GDP
- 8 New Free Trade Agreements Signed and 50 in Negotiations
- Canadian Government Recognizes Goods Do Not Come by Car!
- Port Infrastructure Study on Inventory of Needs and Plans (First Phase)

Study Findings

- Infrastructure capital requirement needs far greater than what can be financed by ports
- Clear strategic framework for port investment needed going forward
- Strategic framework provides an objective basis for assessment and prioritization of port investment needs and plans

Clear Objectives

- Ensure continued effective and efficient operations
- Enable and promote long-term competitiveness of gateways and corridors
- Achieve and sustain local, regional and national social and economic objectives
- Leverage private investment in infrastructure to extend the value of public funding

Key Drivers for Gateways

- Political focus squarely on trade growth
- Political and bureaucratic support for further development and promotion of the gateway strategy
- Recognition by all in the supply chain that planning for freight movement is better than NOT planning
- Those involved in the movement of freight must work to shape the gateway strategy

Port Champions!

- Governments at the Top of the List
- Advocates Inside the System
- 'Political Ministers'
- Regular Reinforcement
- Business Case for Funding
- P-3 for Advocacy: People, Policy & Process
- Minority vs. Majority Government
- New Cabinet Committees, Standing Committees
- Port Orientation for Federal Officials
- Port/Government Interface

Continental Cooperation

- *The Canada-U.S. Joint Declaration on Perimeter Security and Economic Competitiveness*: Focus on trade facilitation, economic growth and jobs.
(President Obama and Prime Minister Harper, February 4, 2011)
- *Regulatory Cooperation Council*:
Reduce paper burden related to goods movement over the border

Thomas Jefferson

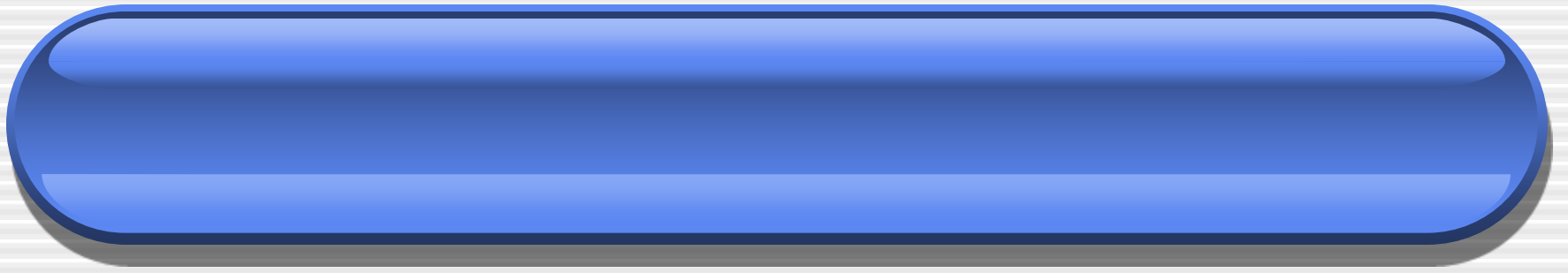
"Most bad government has grown out of too much government."

Ronald Reagan

"The government's view of the economy can be summed up in a few short phrases: If it moves, tax it. If it keeps moving, regulate it. And if it stops moving, subsidize it."

Charles de Gaulle

“I have come to the conclusion that politics are too serious a matter to be left to the politicians.”



THANKS, EH!