

Coalition for America's Gateways and Trade Corridors

ACS Transportation
Solutions

AECOM

Alameda Corridor-East
Construction Authority

American Standard
Companies

Cascadia Center

CenterPoint
Properties Trust

Chicago Metropolitan Agency
for Planning

City of Chicago

City of Industry,
A Municipality

Delaware Valley Regional
Planning Commission

Detroit Regional Chamber

Economic Development
Coalition of
Southwest Indiana

FAST Corridor Partnership
(Seattle-Tacoma-Everett)

Florida East
Coast Railway

Florida Ports Council

Gateway Cities Council of
Governments

Hatch Mott MacDonald

HELP, Inc.

HERZOG

HNTB

Intermodal Association
of North America

Jacobs Engineering

Kern Council of Governments

Kiewit Corporation

Kootenai Metropolitan
Planning Organization

Los Angeles County
Metropolitan Transportation
Authority

Los Angeles Economic
Development Corporation

Majestic Realty Co.

Maricopa Association of
Governments

Memphis Chamber of
Commerce

Metropolis Strategies

Mi-Jack Products, Inc.

Mississippi State
Department
of Transportation

Moffatt & Nichol Engineers

National Association
of Industrial &
Office Properties

National Corn
Growers Association

December 22, 2011

Karen V. Gregory, Secretary
Federal Maritime Commission
800 North Capitol Street, N.W.
Washington, D.C. 20573-0001

Subject: U.S. Containerized Cargo Flows – Response to NOI

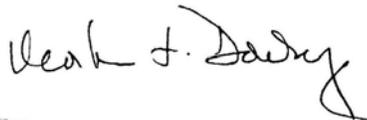
Dear Ms. Gregory:

On behalf of the Coalition for America's Gateways and Trade Corridors (the Coalition), attached please find comments in response to the Federal Maritime Commission's Docket No. 11-19 Notice of Inquiry, "U.S. Inland Containerized Cargo Moving Through Canadian and Mexican Seaports".

The Coalition is a diverse group of more than 60 public and private organizations dedicated to increasing federal investment in America's intermodal freight infrastructure. In contrast to single mode interests, the Coalition's main mission is to promote seamless goods movement transportation system across all modes to enhance capacity and economic growth.

We hope to provide the Commission with information that is helpful to their inquiry and respectfully submit comments to question number eight.

Sincerely,



Mortimer Downey
Chairman, CAGTC

National Railroad
Construction and
Maintenance Association

Ohio Kentucky Indiana
Regional Councils of
Government

Orange County
Transportation Authority

Oregon Department of
Transportation

Parsons

Parsons Brinckerhoff

Port Authority of New
York/New Jersey

Port of Cleveland

Port of Long Beach

Port of Los Angeles

Port of Oakland

Port of Pittsburgh

Port of Portland, OR

Port of San Diego

Port of Seattle

Port of Stockton

Port of Tacoma

Port of Vancouver USA

Puget Sound Regional
Council

RAILCET

River of Trade Corridor
Coalition

Riverside (Calif.) County
Transportation
Commission

San Bernardino
Associated Governments

SANDAG - San Diego
Association of
Governments

San Gabriel Valley
Economic Partnership

Seattle Department of
Transportation

Southern California
Association of
Governments

Southern California
Leadership Council

Spokane Regional
Transportation Council

Tennessee Department
of Transportation

Virginia Port Authority

Washington State
Department of
Transportation

West Coast Corridor
Coalition

Wilbur Smith Associates

Will County Center for
Economic Development

8. Question: State your view on actions that the U.S. Government can take to improve competitiveness of U.S. ports. Of those actions, what are the most important or pressing?

Response: In order to increase the international competitiveness of ports, we recommend that the United States take a holistic approach by addressing the needs of our entire freight system. Rather than viewing the nation's transportation infrastructure as several different systems that occasionally interact, we must focus on the system as a whole. Without a campaign of strategic investment to expand capacity and increase efficiency, U.S. productivity and global competitiveness will suffer, costs will increase and investment will lag.

Other nations, such as Canada, have done an exceptional job planning and investing for their countries' current and anticipated freight needs. Programs such as Canada's Asia-Pacific Gateway and Corridor Initiative are dedicated to improving, through multimodal means, national infrastructure networks to enhance global competitiveness. (See Appendix for additional information)

Our multimodal freight transportation system is a national asset which we, as a nation, have failed to appreciate and support. A new program should be established to address freight mobility, on all modes, by adding capacity and improving efficiency.

Currently, passengers and freight in the U.S. compete for an inadequate supply of infrastructure capacity and financial resources. Both suffer. We should not replace or eliminate our current Federal surface transportation program. It should continue, supporting high quality transportation service for all Americans in every corner of the nation.

However, a new freight program would balance and separate these interests, especially if based on user fees and funding from outside the traditional sources. Such an approach need not be burdensome; for example, capturing a small fraction of the value of the commodities moved would generate considerable revenue.

The benefits of freight improvements are substantial. Sustainable goods movement lies at the center of our productivity and quality of life, not only for the availability of consumer products, but because of transportation's impact on land use, energy consumption and environmental quality. Improvements to freight infrastructure, through a combination of hard infrastructure and advancement in ITS, can result in reduced congestion, better air quality, and less time and fuel wasted. In addition, employment in the logistics sector is one of the fastest growing sources for job creation in the U.S. economy.

International trade, combined with domestic growth, has created millions of new job opportunities and a higher standard of living for Americans. But these benefits will last only if we are able to keep moving the goods.

A truly strategic freight mobility program would serve the economic needs of our country in the near term and for generations to come by making investment decisions that optimize freight mobility, especially at locations of national significance, unconstrained by mode or political jurisdiction. All modes and freight transportation facilities would be eligible. Corridors, gateways and integrated hubs would be the locus of activity, rather than states, counties, cities or towns. The result would be a comprehensive, free-flowing freight network unfettered by jurisdictional boundaries.

The Coalition for America's Gateways and Trade Corridors has proposed the creation of a Federal Freight Trust Fund (FTF) to facilitate implementation of a new, strategic freight mobility program that incorporates:

A national strategy which guides long term planning

- A national “vision” and investment strategy that shapes and guides the nation’s freight infrastructure system with active coordination among states, regions and localities is needed. The Office of Intermodalism, or a new office for multimodal freight should be reestablished within USDOT to administer the new freight mobility program with a particular focus on projects of national significance. Planning horizons should endeavor to anticipate freight needs extending over multiple decades and seek to smooth the path for economic growth, both domestically and internationally.

A dedicated funding mechanism(s)

- Funding for the FTF should be collected from all users of the freight system and based on revenue sources that are predictable, dedicated and sustained. FTF monies should incentivize and reward state and local investment and leverage the widest array of public and private financing. We believe that the best funding mechanism is a mode-neutral approach that is supported by those who receive the system’s benefits, paid by the broadest range of users at the lowest rate so that all system users are contributing to the system and it does not skew the market for services.

A set of merit-based criteria for funding allocation

- The new program should select projects through merit-based criteria that identify and prioritize projects with a demonstrable contribution to national freight efficiency. Long-term funding must be made available to ensure that, once a project is approved, funds will flow through to project completion. Funds would be available to support multi-jurisdictional and multi-state projects, regardless of mode, selected on the basis of objective measures designed to maximize and enhance system performance, while advancing related policy objectives such as environmental improvement.

A partnership with the private sector

- Private participation in the nation’s freight infrastructure is vital to system expansion. Federal funding should leverage private participation and provide transportation planners with the largest toolbox of financing options possible to move freight projects forward quickly and efficiently. The establishment of an advisory council made up of freight industry members and system users could assist and partner with USDOT in optimizing results from planning, coordination and evaluation processes.

While all possible funding sources should be considered, the FTF would best be served by a new national freight fee as supported by the recent National Surface Transportation Policy and Revenue Study Commission’s report, *Transportation for Tomorrow*. Additionally, a fair contribution — such as a portion of increased fuel taxes or the freight fees that are currently dedicated to the Highway Trust Fund, including excise taxes on truck tires and tractors — from the Federal Highway Trust Fund could appropriately reflect benefits that accrue to the broader motoring public. While the FTF would provide a dedicated source for freight project funding, participation in this program would not preclude projects from seeking funding from existing federal, state and local sources, reflecting the multiple benefits they can provide to local communities as well as to national freight movement.

Other sources, such as customs fees now going to the general fund, may also be appropriate to supplement the FTF as these fees relate directly to the infrastructure used to carry the goods against which they are assessed.

Ultimately, the price of goods should support and internalize a portion of the cost of expanding related infrastructure, such that growth in demand for moving goods delivers proportional funding for related infrastructure improvement.

Comments from the Coalition for America's Gateways and Trade Corridors
Subject: U.S. Containerized Cargo Flows – Response to NOI
Docket No. 11-19

Appendix

Presentation by: Sandra LaFortune, Director General, Strategic Policy at Transport Canada
Title: Transportation Gateways and Global Supply Chains: Canada's Integrated Approach
Venue: The Coalition for America's Gateways and Trade Corridors 2010 Annual Meeting
Date: May 26, 2010

CANADA'S
GATEWAYS

LES PORTES ET CORRIDORS
DU CANADA



Transportation Gateways and Global Supply Chains: Canada's Integrated Approach

Presentation at
The Coalition for America's Gateways and Trade Corridors 2010 Annual Meeting
Washington, DC

Wednesday, May 26, 2010

Sandra LaFortune
Director General, Strategic Policy
Transport Canada

Canada

Presentation Outline

- I. Changes in Global Trade and Transportation**
- II. Canada's Policy Response**
- III. Infrastructure Investments in Canada's Gateways**
 - 1. Gateways and Border Crossings Fund
 - 2. Asia-Pacific Gateway and Corridor Initiative
- IV. Moving Beyond Bricks and Mortar**
- V. Lessons Learned**
- VI. Preparing for the Future**

Integrated Global Economy

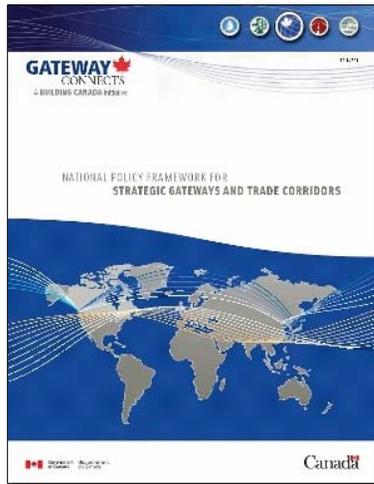
- Global marketplace integration has driven the distribution of economic activity, as well as the expansion of world trade. Global Value Chains have emerged as a pre-eminent business model.
 - Trade logistics and value chain management now established as Chief Executive Officer-level strategic issues.
- Global influence of China, India and other emerging economies is rising dramatically.
 - China has become Canada's second biggest trading partner, surpassing the United Kingdom and Japan:
 - Imports from China increased five-fold in the last decade, \$38.3 billion (B) in 2007.
- Canada faced with concerns of congestion, reliability and inadequate infrastructure to handle freight.
- The economic heartland of North America is ever more important as a destination of production, intermediate value-adding and final consumption; all of which relies on the transportation network.

Current Economic Downturn

- In the global economic downturn, competitiveness strategies are now more important than ever.
 - Falling demand, fluctuating energy prices and currency volatility are driving companies to re-evaluate their strategic supply chain decisions, including facilities location.
 - Fluid, reliable and efficient transportation systems remain key factors.
- In this context, achieving greater competitiveness will require deeper integration across the elements of Canada's freight transportation system, to support trade within North America and other regions.

Canada's Gateways concept responds by taking a system and merit based—rather than modal—approach to transportation, infrastructure, policy, investment and marketing.

Canada's National Policy Framework



The National Policy Framework for Strategic Gateways and Trade Corridors (the Framework) is Canada's response to the evolving dynamics of global trade and transportation.

Released in July 2007, the Framework has been developed to advance the competitiveness of the Canadian economy on the rapidly changing playing field of global commerce.

- The Framework emphasizes Canada's geographic advantages, long-term planning, public-private collaboration, and integrated approaches to infrastructure as well as policy, regulatory and operational measures.
- Builds on the lessons learned from the Asia-Pacific Gateway and Corridor Initiative (APGCI).
- Identifies Ontario-Quebec Continental Gateway and Trade Corridor and Atlantic Gateway as priorities for development.

Canada's National Policy Framework for Strategic Gateways and Trade Corridors provides the platform to implement the APGCI and develop the Ontario-Quebec Continental Gateway and Trade Corridor and the Atlantic Gateway.

The Policy Framework's Five Lenses



LENS 1: International Commerce Strategy

Gateway and corridor strategies must help align Canada's major transportation systems with our most important opportunities and challenges in global commerce.

LENS 2: Volumes and Values of National Significance

Gateway and corridor strategies must have, at their core, systems of transportation infrastructure that carry nationally significant levels of trade.

LENS 3: Future Patterns in Global Trade and Transportation

Gateway and corridor strategies must be forward-looking, addressing major trends in international transportation. Long-term planning is essential, but must be based on empirical evidence and analysis, not just optimism.

LENS 4: Potential Scope of Capacity and Policy Measures

Gateway and corridor strategies should go beyond infrastructure systems to address interconnected issues that directly impact how well the system works and how well Canada takes advantage of it.

LENS 5: Federal Role and Effective Partnerships

Gateway/corridor strategies must ground federal actions in concrete federal responsibilities and effective partnerships with public and private sectors.

Thinking Globally, Acting Regionally



Each gateway/corridor has its own characteristics, challenges and opportunities related to international trade movements.

Interconnectivity exists between each gateway/corridor given inter-provincial and international trade movements.

Thinking Globally, Acting Regionally

Different imperatives for the three gateway strategies:

Asia-Pacific Gateway

- Congestion;
- Capacity Constraints;
- Reliability Concerns; and
- North and South Shore Initiatives.

Continental Gateway

- Congestion;
- Bottlenecks; and
- Integrated transportation system between Canada and the United States (U.S.) Heartland.

Atlantic Gateway

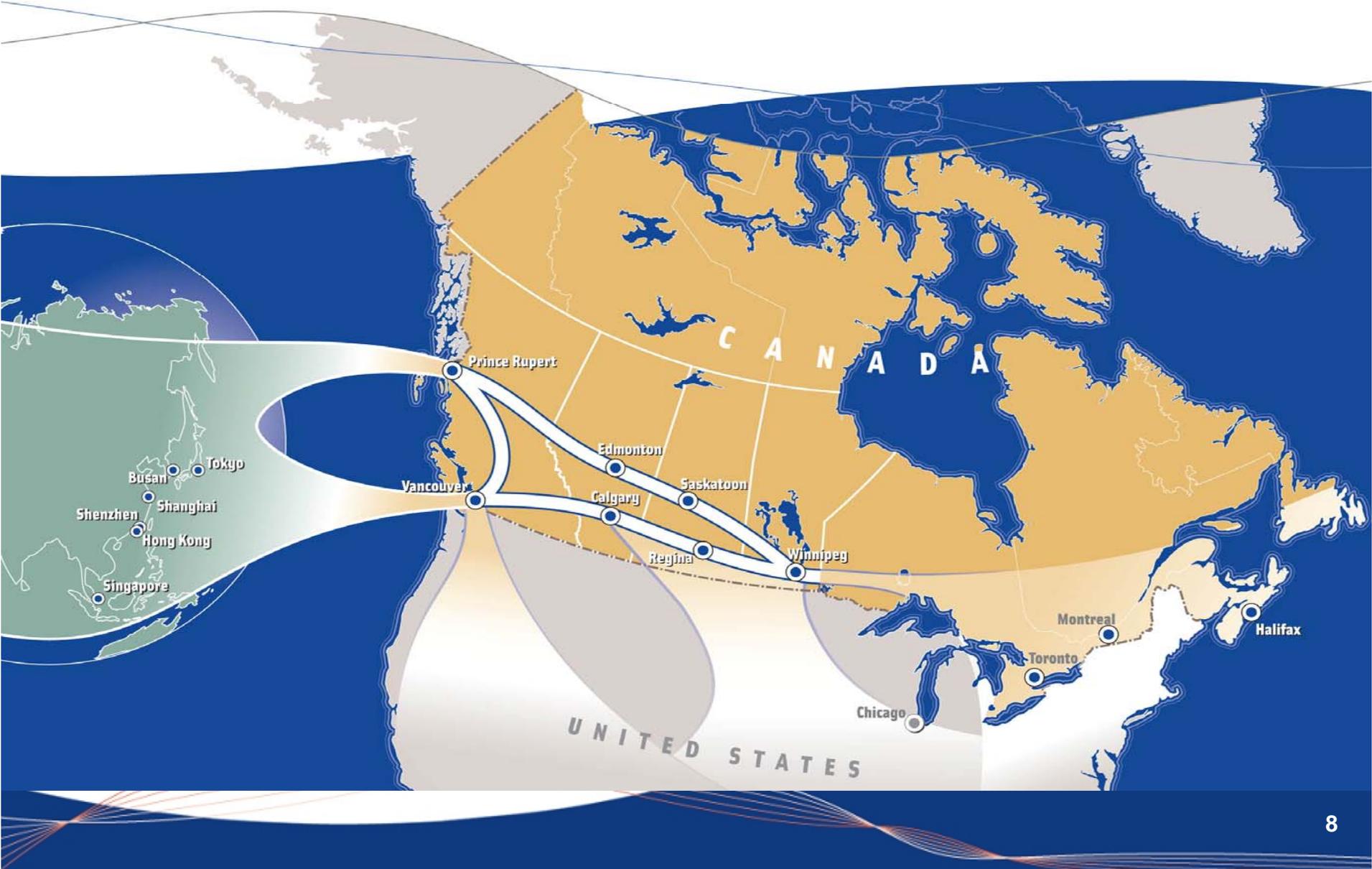
- Untapped port and rail capacity;
- Exploiting geographic advantages; and
- Niche capabilities.

All three present similar opportunities and challenges:

- Extensive collaboration between governments, port authorities, industry and organized labour;
- Require a “whole of government” approach and buy-in to address key policy, regulatory and operational issues; and
- Require holistic identification and definition of current and future responsibilities for all partners.

Canada's Gateways lay the groundwork to ensure a successful transportation system that supports international commerce and the new demands posed by global supply chains and expansion of global trade.

Asia-Pacific Gateway and Corridor Initiative



Asia-Pacific Gateway and Corridor Initiative

World-class transportation network that connects North America and the Asia-Pacific

- Includes roads, transcontinental rail systems with two Class 1 rail service, modern international airports, and two deep-water entry and exit points in Vancouver and Prince Rupert, British Columbia (BC) for marine cargo, along with powerful transportation and logistics systems.
- Total federal contributions of over \$1B leveraged over \$2.8B in infrastructure projects.
- Estimated \$13.3B private sector related investments between 2004-2011.

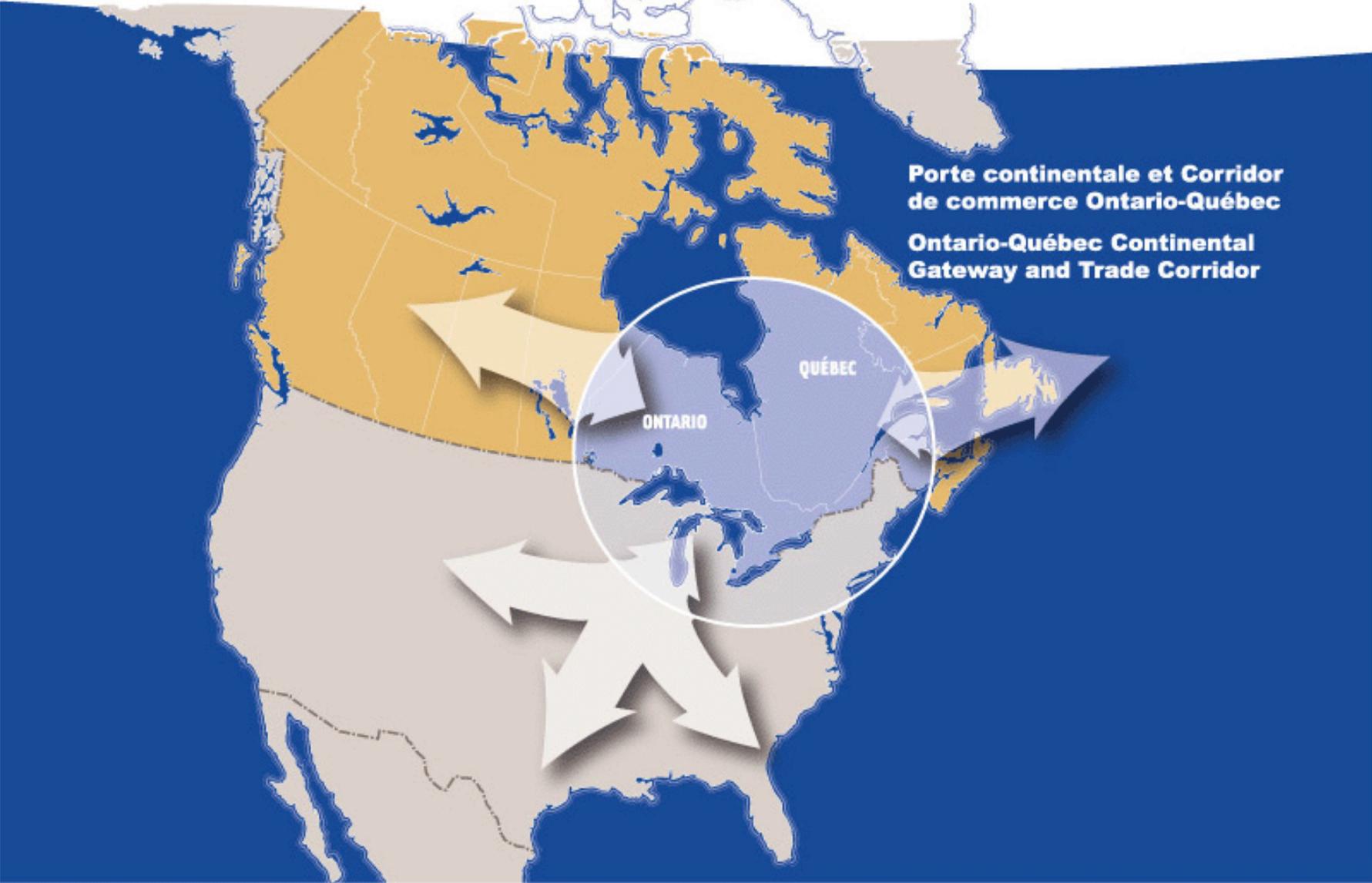


Canada's APGCI combines infrastructure, policy, governance and operational measures into an integrated, multi-modal, public-private strategy.

- Infrastructure investments to support multimodal efficiency and connectivity, and enhance safety, security and quality of life.
- Competitiveness investments to address interrelated issues around gateway and corridor development.
- Collaborative partnerships are the cornerstone of this Initiative, advancing strategic infrastructure and non-infrastructure projects.



Canada's Continental Gateway



Canada's Continental Gateway Strategy

Located in Canada's economic heartland, Ontario and Quebec have a fully integrated transportation system, providing a net competitive advantage for Canada-U.S. and international trade.

- Within a 1,000 km radius, direct access to over 135 million (M) consumers; less than a one-day trip.
- The Port of Montreal is Canada's second busiest container port; open year-round.
- Well-developed and integrated highway and Class 1 rail network to the rest of North America.

The Continental Gateway Strategy will focus on maintaining and building upon central Canada's world-class transportation system so that it remains a key driver of international trade and economic growth for the future.

- A unique partnership between the governments of Canada, Ontario and Quebec to develop long-term strategy for immediate and longer-term supply chain improvements.
 - Significant participation from the private sector, who have stressed the need for transformative initiatives.
- Efficient and secure movement of goods is key element of the Continental Gateway.
 - Optimization of the multi-modal network via infrastructure investments, policy and regulatory streamlining.
 - Joint planning of additional capacity at Canada-US border crossings.
 - Ongoing and sustained dialogue with the US Maritime Administration on potential shortsea shipping operations on the Great Lakes.



Windsor-Detroit Trade Corridor

Windsor-Detroit: the busiest border crossing in North America.

- \$130B of two-way surface trade (28 percent of total Canada-U.S. trade).
- 13.5M trucks (over 8,000 per day) and 25M travelers (over 68,000 per day) cross at Windsor-Detroit annually.
- 220,000 jobs in Michigan depend on this border crossing.
- Consists of four crossings: the Windsor-Detroit tunnel, Ambassador Bridge, truck ferry and Canadian Pacific Railway (CPR) tunnel.
- Total estimated project value at \$5.5B with significant private sector involvement expected.



Artist's rendering of the Canadian Plaza with a Cable Stay Bridge concept

Canada-US Bi-National Transportation Partnership is implementing the new Detroit River International Crossing, composed of Transport Canada, US Federal Highway Administration, Ontario Ministry of Transportation and Michigan Department of Transportation.

- Goal is to provide a safe, efficient and secure border crossing system directly connecting Highway 401 in Windsor and Interstate 75 in Detroit.
- New crossing to be owned by Canada and Michigan and constructed, designed, financed and operated by a public-private partnership.

Canada's Atlantic Gateway



Canada's Atlantic Gateway Strategy

The Atlantic Gateway offers a fully-integrated multimodal transportation system with untapped capacity, and is well positioned to capture a greater share of global trade flows to and from existing and emerging markets.

- Choice of deepwater ports with no depth, height, length or width constraints.
- Closest North American access point for ships passing through the Suez Canal.
- Uncongested Class 1 rail service to major markets in U.S. and Canada.
- A day's drive to major Eastern North American markets (e.g., Boston, New York, Toronto).
- International exports with air cargo routes from Asian markets.
- Niche capabilities such as refrigerated cargo; dry, liquid and energy products bulk shipping; international transshipment operations and world-class airports and cruise facilities.
- Specialized distribution, trans-load and logistics facilities.
- Gateway established and continues to grow with significant public and private sector collaboration and investment.

Strategy will be a balance of immediate measures and longer term directions to focus ongoing efforts by all partners, in the public and private sectors to:

- Strengthen region's competitiveness in attracting a larger share of global commerce from traditional markets and emerging international economies; and
- Promote the Atlantic Gateway's transportation system assets, specialized services and niche opportunities to importers and exporters, internationally.



Major shippers are increasingly considering North America's east coast to balance inbound and outbound logistical flows.

Infrastructure Funding To Support Canada's Gateways

Since 2006, Canada has made unprecedented commitments to infrastructure, with funding to improve the core National Highway System, ports, airports and major border crossings.

- \$33B Building Canada Plan:
 - \$8.8B Building Canada Fund;
 - 2.275B Provincial/Territorial Base funding;
 - \$2.1B Gateways and Border Crossings Fund (GBCF); and
 - \$1B APGCI Transportation Infrastructure Fund.

Canada's Economic Action Plan responds to the downturn with \$12B for infrastructure stimulus over two years, including:

- \$4B Infrastructure Stimulus Fund.
- \$1B Communities Adjustment Fund.
- Significant funding for federal assets (including passenger rail, bridges, Trans-Canada Highway in Banff National Park, and major Canada-U.S. border facilities).

These investments in key transportation assets that support international and inter-provincial trade and travel, advance the objectives of all three gateways.



Gateways and Border Crossings Fund

The \$2.1B GBCF is designed to improve the flow of goods and people between Canada and the rest of the world.

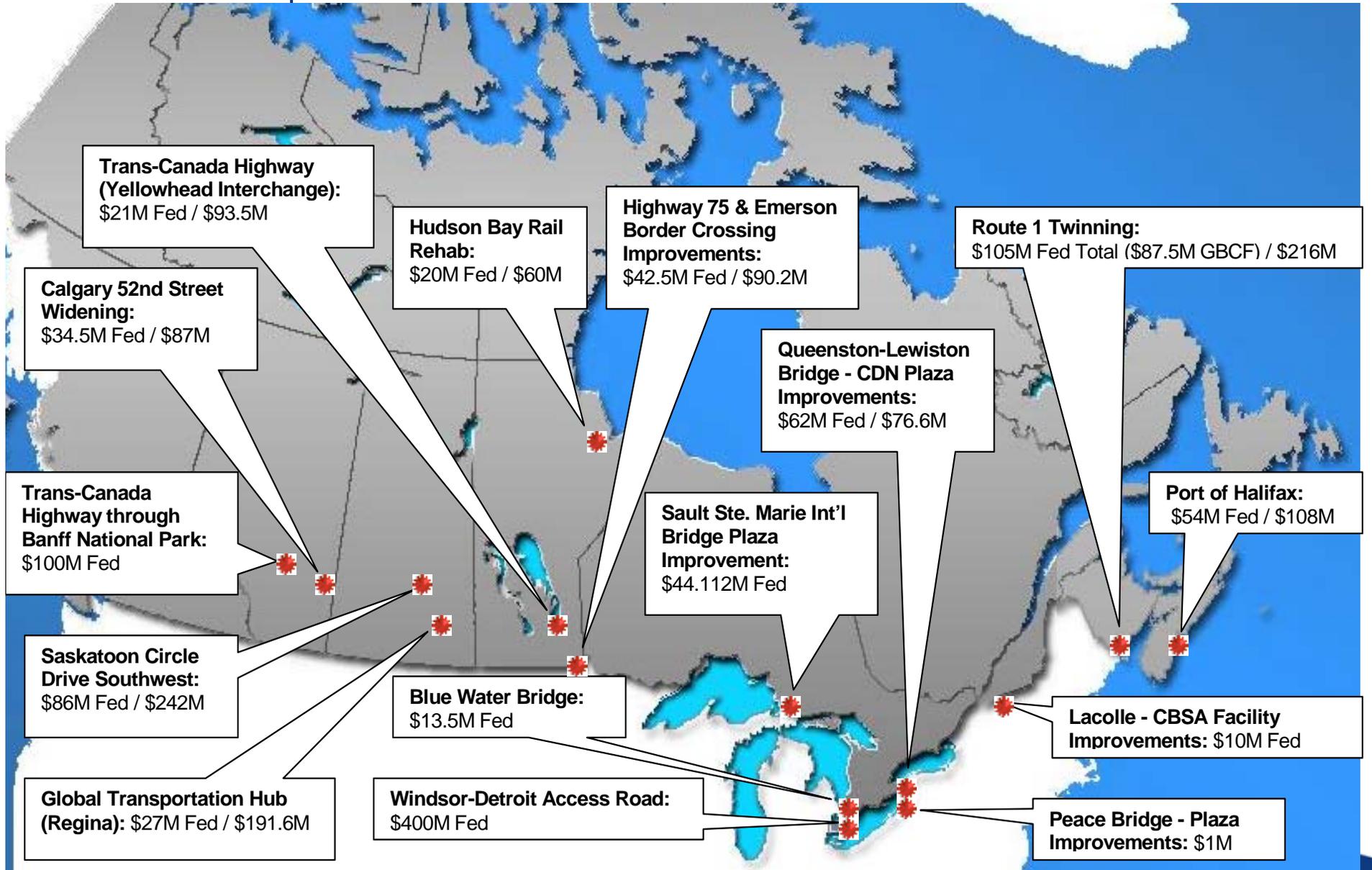
A merit-based fund to enhance infrastructure at strategic locations: major Canada-US land border crossings and key gateways/trade corridors.

- Eligible recipients include:
 - Provincial/territorial/municipal government and agencies;
 - Public or private transportation authorities/agencies;
 - Regional/provincial/national/international associations and committees;
 - Not-for-profit organizations (international bridges, including those owned by federal Crown Corporations, ports and airports); and
 - Private enterprises.
- Eligible projects include:
 - Core National Highway System and local road improvements;
 - Intelligent transportation system initiatives;
 - Shortline rail, shortsea shipping, and multi-modal facilities; and
 - Research initiatives and non-infrastructure initiatives (e.g., marketing).

Examples of announced infrastructure projects:

- Windsor-Essex Parkway: access road for new Windsor-Detroit Crossing;
- Canadian customs plazas at Queenston-Lewiston Bridge, Sault Ste. Marie International Bridge, Peace Bridge, and Blue Water Bridge;
- Canadian customs plaza at Lacolle, Quebec;
- Route 1 in New Brunswick;
- Port of Halifax terminal expansion;
- Highway 75 in Manitoba (leading to the Emerson-Pembina border crossing and I-29);
- Access to Regina's Global Transportation Hub;
- Saskatoon Circle Drive connects to a Canadian National (CN) Railway intermodal facility and the core National Highway System; and
- Calgary 52nd Street connects to a Canadian Pacific Railway (CPR) intermodal facility.

Gateways and Border Crossings Fund Projects



Asia-Pacific Gateway and Corridor Initiative Projects



Alignment of public and private sectors – key to leveraging over \$2.8B in investment from partners, in addition to initial \$1B federal investment.

- 1 **Prince Rupert Port Container Terminal Program, 1.0B dollars**
A 200-million-dollar project to build a new container terminal and related facilities for the new Prince Rupert Terminal, which opened in 2002.
- 2 **Highway Improvement Vancouver, 1.2B dollars**
A 1.2-billion-dollar project to improve Highway 1, the only direct highway link to the Port of Prince Rupert.
- 3 **West Coast, Prince George, 1.5B dollars**
West Coast's primary yard in the City of Prince George Intermodal Facility is a 1.5-billion-dollar project to improve container handling and related facilities. The project includes a new 1.5-million-sq-ft container yard, a new 1.5-million-sq-ft office building, and a new 1.5-million-sq-ft warehouse.
- 4 **Intermodal Service Centre, 1.5B dollars**
A 1.5-billion-dollar project to build a new intermodal service centre in Prince George, including a new 1.5-million-sq-ft container yard, a new 1.5-million-sq-ft office building, and a new 1.5-million-sq-ft warehouse.
- 5 **Highway 11 Upgrade near Prince George, 1.4B dollars**
A 1.4-billion-dollar project to improve Highway 11 near Prince George, including a new 1.4-million-sq-ft container yard, a new 1.4-million-sq-ft office building, and a new 1.4-million-sq-ft warehouse.
- 6 **Goods Operations, British Columbia, 1.2B dollars**
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Developing a Transportation System of National Significance for Canada's Trade Competitiveness.

- Federal investments strategically target assets of greatest significance.
- Public investment of \$1B fosters positive climate for private sector investment.
- **Transportation Infrastructure Fund:**
 - Provinces, municipalities and private sector invited to submit freight infrastructure proposals.
 - *An Applicant's Guide* clearly identified the selection criteria and process;
 - Criteria included considerations such as linkages to Asia-Pacific trade, addressing congestion and bottlenecks, benefits to economy, safety, security and environment.
 - Selected projects received federal contribution of up to 50 percent of eligible costs; and
 - Ownership of selected projects remain with the applicant.
- Innovative way for Canada to develop a transportation system that integrates transportation modes participating in the movement of Asia-Pacific and international trade.

Announced Infrastructure Investments:

- Total federal contributions over \$1B leveraged infrastructure investments of over \$2.8B;
- Federal contributions to individual projects ranged from \$0.25M to \$365M;
- Projects included bridges, road improvements, road/rail grade separations, access roads to intermodal facilities, and shortsea shipping berths; and
- Six projects have been completed so far, and all construction is expected to be completed by 2014.

Public-Private Partnership: Different Models

Canada emphasizes partnering with the private sector in making infrastructure investments, but this partnership can take different forms based on the desired objectives and stakeholder needs.

	APGCI Total value of projects at \$2.8B.	Windsor-Detroit Trade Corridor Total estimated project value at \$5.5B.
Project Selection	<ul style="list-style-type: none"> • Applicant submits business case and cost-benefit analysis of their desired infrastructure project. • Merit-based selection. 	<ul style="list-style-type: none"> • Currently developing business case to determine level of private involvement . • Separate tendering process for defined project components (Windsor-Essex Parkway, bridge, plazas, I-75 interchange).
Funding	<ul style="list-style-type: none"> • One-time capital expenditures within set time period. • Applicant is reimbursed a percentage of eligible capital expenditures. 	<ul style="list-style-type: none"> • Diverse financing schemes possible; e.g., bonds, risk borrowing, government funding. • Private sector financing for projects. • Operating and maintenance expenditures.
Ownership	<ul style="list-style-type: none"> • Applicant owns the final completed infrastructure and is responsible for its operation and maintenance. 	<ul style="list-style-type: none"> • Single management regime representing Michigan and Canada. • Private sector handles design, build, finance, operation and maintenance.
Benefits	<ul style="list-style-type: none"> • Applicant can leverage federal funding for small to large infrastructure projects. • Federal funding helps industry and other governments build their desired infrastructure regardless of mode. 	<ul style="list-style-type: none"> • Possible for multiple parties to start large infrastructure projects without significant capital outlay. • Appropriate risk sharing between governments and private sector.

Roberts Bank Rail Corridor (BC)

Federal Contribution

- Canada is contributing \$75M to a series of projects worth \$307M+.

Partners

- Province of BC, Port Metro Vancouver, CN, CPR, BNSF, BC Rail, TransLink, and four municipalities.

- Nine projects to separate road/rail traffic and other traffic management measures to reduce impact on communities and support increased rail traffic.
- Federal funding for improvements to public infrastructure.
- Stretching 70 kilometres through five communities, the Roberts Bank Rail Corridor links the Deltaport Container Terminal and the Westshore Coal Terminal through the BC Lower Mainland to the rest of Canada and the economic heartland of North America.
- Essential for expansion of Deltaport Terminal (Third Berth opened January 2010, \$400M private investment) and twinning of portions of rail track (\$60M).



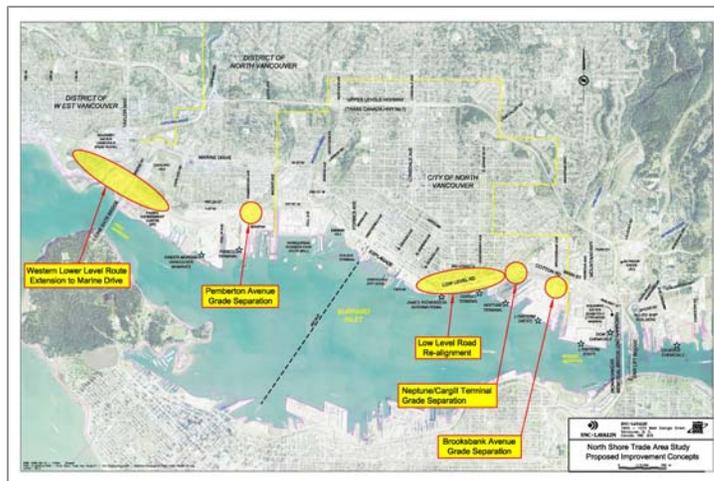
North Shore Trade Area (BC)

Federal Contribution

- Canada is contributing \$75M to five projects worth more than \$225M.

Partners

- Province of BC, Port Metro Vancouver, CN, CPR, TransLink, three municipalities and terminal operators.



- Five public infrastructure projects on the North Shore of the Burrard Inlet in Vancouver were identified through a multi-partner study documenting infrastructure needs and economic impact. The five projects aim to:
 - Accommodate additional rail tracks;
 - Improve access to terminal facilities;
 - Reduce rail whistle noise; and
 - Separate road/rail corridors for safety, security and better traffic flows.
- The North Shore serves key export markets (potash, coal, grain, forest products, sulphur, chemicals) and handles over 35 percent of all cargo volume through Port of Vancouver with a value of over \$7.7B in 2007.
- North Shore terminals generate 12,300 direct and indirect jobs.

South Shore Trade Area (BC)

Federal Contribution

- Canada is contributing \$50M to two projects worth over \$125M.

Partners

- Port Metro Vancouver, City of Vancouver, CN and CPR.



- Two South Shore Trade Area projects were identified through a multi-partner study documenting infrastructure needs and economic impact. These projects will:
 - Enhance rail, truck and port operations;
 - Accommodate anticipated growth in port, rail and road traffic;
 - Enhance local quality of life; and
 - Provide environmental benefits to the region.
- The South Shore Trade Area offers similar potential as the North Shore Trade Area, with major terminal operators that handle containers, and commodities such as sugar and grain.

Moving Beyond Bricks and Mortar

Building upon infrastructure, outreach and partnership activities, the following measures will support improved competitiveness and engagement by addressing the inter-connected issues around gateway and corridor development.

Common Competitiveness Measures

- Adding value to Gateways.
- System-based measures of gateway performance.
- Expanding the knowledge foundation: national and continental studies with regional application.
- International marketing, outreach and engagement.

Gateway-specific Competitiveness Measures

APGCI

- Gateway Performance Table.
- Asia-Pacific Gateway and Corridor Skills Table.
- Pro-Active Public Engagement Strategy.
- Trade logistics cooperation with China.

Continental Gateway

- Analytical studies to define transportation network and current and future freight flows.
- Extensive consultation with private sector on infrastructure and non-infrastructure issues.

Atlantic Gateway

- Analytical studies to define transportation network and current and future freight flows.
- Streamline regulations on inter-provincial truck movements.
- Active consultation with Atlantic Gateway Advisory Council as well as regional Gateway Councils.

Unique Challenges – A Common Framework

Gateway strategies respond to unique opportunities and challenges in transportation.

Common, cross-cutting issues are emerging that require a collective approach from governments and private sector, such as:

- Border facilitation;
- Regulatory streamlining; and
- Need for outreach and marketing.

Close collaboration between public and private sectors pivotal in making strategic investments and decisions to improve the transportation system to handle international trade.

Gateway strategies must go beyond infrastructure improvements to address interconnected issues that impact how well the transportation system functions as a whole, such as:

- Operational reliability;
- Regulations;
- Governance;
- Technology; and
- Labour supply and skills training.

Aligning regulatory approaches is key to increasing efficiency and strengthening competitiveness in movement of cross-border and international trade.

With strong national policy direction, Canada is able to leverage strong partnerships with other levels of government and the private sector to optimize the transportation system.

- This collaboration is pivotal to streamlining regulations and instituting policy measures to enhance reliability, efficiency, competitiveness, safety and security of Canada's gateways and trade corridors.



While the global economic downturn has necessitated immediate actions, long-term competitiveness strategies are now more important than ever. Canada's gateway and corridor strategies are forward-looking and are based on empirical analysis.

- Now working with partners to identify best-practices in operations and enhance reliability and performance.

Deepening international partnerships and marketing continues to be keystone of engaging Canada's trading partners in North America, Europe and the Asia-Pacific.

- Increase trade by deepening trade logistics cooperation and business exchanges.