



Impacts, Options & Opportunities Goods and Services

Changing Borders Conference

Washington County Community College, Calais, ME

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U.S./Canada Border Overview

Economy

Trade

- \$1.7 billion U.S./Canada trade/daily
- Supports 5.2 million jobs



Travel/Tourism

- 2005: 32 million trips Americans to Canada
- 2005: 38 million trips Canadians to U.S.
- 2005: Canadians spent \$10.3 billion in U.S., excluding travel costs (\$7.9 billion for dining, gifts, hotels, etc.)
- Canadian spending up 39% over 10 years—U.S. travel surplus



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U.S./Canada Border Overview

Economy



Maine Trade

- \$3.1 billion in trade with Canada
- Canadians bought \$419 million worth of Forest Products from the Pine Tree State
- \$155 Seafood Sales to Canada from Maine
- 32,250 jobs in Maine were supported by trade with Canada.
- Canada is Maine's #1 Trading Partner



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U.S./Canada Border Overview

Economy

Three Busiest U.S./Canada Border Crossings

Total Value of Trade (2006)

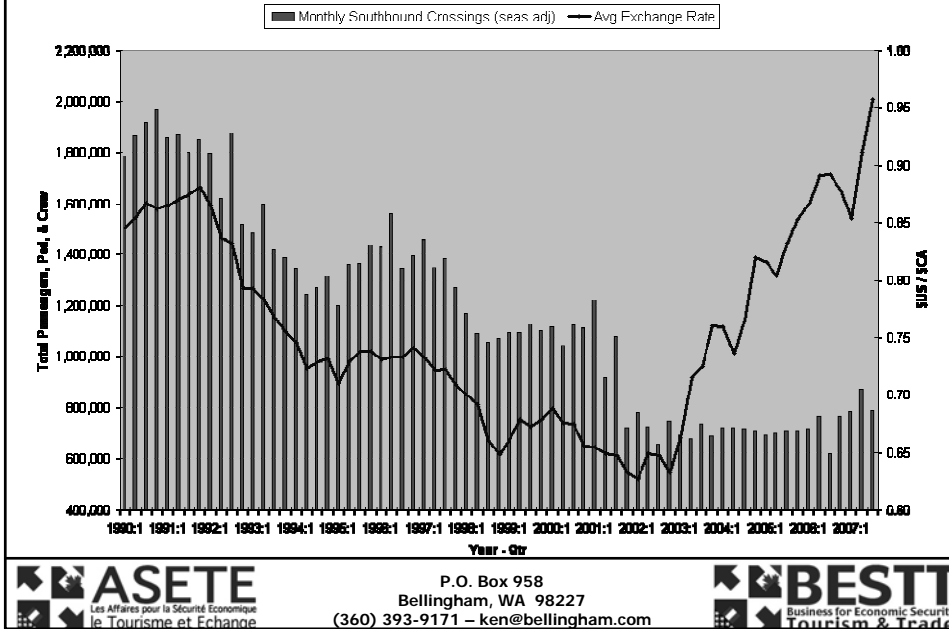
- Detroit/Port Huron (~\$403 million per day, #1 nationally & worldwide)
- Buffalo (~\$148 million per day, #3 nationally)
- Blaine/Surrey (~\$33 million per day, #9 nationally)
- Calais #15 nationally, ahead of all other New England Ports (Derby Line, Houlton, Jackman, etc.)



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Crossings vs. Exchange Rate



Issues

Goods Problems

- CT-PAT and FAST have many problems.
 - Manifests are not checked in time allotted
 - 12% of FAST checks receive secondary screenings
- APHIS Fee – GM now largest agricultural importer.
- Infrastructure, especially at water crossings.

Issues

Goods Solutions

- Treat trusted travelers, and cargo, as such
 - Make FAST and CT-PAT “fly through” programs
- No additional APHIS Fees
- Address infrastructure needs at Detroit and Buffalo, as well as other crossings where truck and vehicle traffic are not separated

Issues

Service/Labor Problems

- No easy way to move non-resident employees.
 - Border community problems – all labor categories
 - Professionals – can be turned away at border
- Border communities tagged with service delays and/or higher costs.
- Special Needs areas – Law enforcement, fire protection, ambulance service

Issues

Service/Labor Solutions

- Create new Visa category for non-resident workers
 - Good for extended period
 - Able to obtain at border crossing, and in major Canadian and US Cities (Consulates?)
- Increase ease of obtaining TN Visa, and allow more than single trip issuance.

Issues

Service/Labor Solutions

- Create trade zones along the border.
 - Trades people from each side allowed to conduct business within 50 miles of the border.
- Ensure in WHTI role out that public safety trumps security.

More Information

www.BESTTCoalition.com



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