



A New Era in Canada/U.S. Relations

Presentation to the Binational Tourism Alliance

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About the Canadian American Business Council

The CABC is the voice of business in the world's most prosperous relationship. Established in 1987 in Washington, D.C., the Council is a non-partisan, non-profit, policy-focused business organization dedicated to elevating the private sector perspective on issues that affect our two nations.

Our members are key business leaders and stakeholders from both sides of the border. The Council's activities include high-level briefings on issues of current concern, assistance with practical trade and policy challenges, significant networking opportunities, and informative seminars.

CABC member companies include, for example: Alcan, Amgen, Bombardier, Campbell Soup Company, Canadian National Railway, Chrysler, Exxon Mobil Corporation, Ford, General Mills, Hewlett Packard, Lockheed Martin, MTS Allstream, Procter & Gamble, Shell Oil, Royal Bank of Canada, TransCanada, UPS, and Wal-Mart.



CABC 2009 policy priorities

- The Council promotes the unique relationship between Canada and the U.S.
- The Council stands for improving the efficiency of the Canada-U.S. border.
- The Council promotes free trade and opposes protectionism.
- The Council promotes a collaborative approach to energy security and climate change.



The current state of the relationship



- **President Obama's election opened up a new chapter in Canada/U.S. relations.**
- **The border is becoming increasingly difficult to traverse, whether by land, air or water. The "thickening" of the border is creating inefficiencies at various levels: binational (Canada-U.S.); regional (PNWR, Detroit and Windsor crossings); and local/municipal (across the 49th parallel).**
- **President Obama made his first foreign visit to Canada.**
- **President Obama and Prime Minister Harper have committed to collaborate on issues of importance to both countries, including but not limited to trade, energy and climate change, and defense and intelligence.**
- **On a recent trip to Washington, D.C. the Honourable Peter Van Loan, Minister of Public Safety met with Secretary Napolitano. The two officials agreed to a formal bilateral meeting at least twice a year, in order to build an ongoing relationship.**
- **Deputy Secretary of U.S. Homeland Security visited Canada earlier this month to acquaint herself with the Northern border. Ms. Holl Lutt visited the Peace Bridge and met with Canadian authorities in Ottawa on new border crossing rules, including the on-target implementation of Western Hemisphere Travel Initiative (WHTI). Beginning June 1 of this year, travelers will have to present a passport, enhanced driver's license or other secure document to enter or re-enter the United States.**
- **Certain provisions of Canadian and U.S. economic stimulus packages have been designed to support our integrated economies, including cooperative management of the auto industry's recovery efforts**

Champions of the Canada-U.S. partnership

"I love this country and I think we could not have a better friend and ally."

President Obama during his first foreign visit February 19, 2009.



Champions of the Canada-U.S. partnership

"I provided Prime Minister Harper an assurance that I want to grow trade, not contract it ... We've got very real security concerns, as does Canada, but I think that it is possible for us to balance our security concerns with an open border that continues to encourage this extraordinary trade relationship in which we have \$1.5 billion worth of trade going back and forth every single day."

President Obama during his February 2009 visit to Canada.



Champions of the Canada-U.S. partnership

April 2009 comments of Janet Napolitano, Secretary of the U.S. Department of Homeland Security (DHS):

“[W]e must continue to work closely on all of the issues pertaining to our shared border including trade, tourism and keeping both of our countries safe from harm.”

“[Canada and the U.S.] are the closest of friends, the closest of alliances, the closest of trade relationships. I know that. I respect that.”



The CABC and Secretary Napolitano

- The CABC hosted Janet Napolitano Fall 2007 on the Ottawa leg of her Canadian mission as Governor of Arizona.
- The CABC recently re-iterated to Secretary Napolitano its view that the DHS portfolio has an economic and commercial security function as well as a physical (law-enforcement) security function.





What's Next?

It's the beginning of a new era for the Canada/U.S. relationship.

It is in all of our interests to educate policy makers on both sides of the border about the benefits of collaborating with each other on a host of issues, including commerce and tourism, and extending to broader areas such as working together on global challenges like economic recovery and combating climate change.

We are in this together, as you in the travel/tourism industry know better than anyone.



Thank You

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