

# NEW ENGLAND - CANADA CONNECTIONS

The Newsletter of the  
New England-Canada  
Business Council



NEW ENGLAND-CANADA  
BUSINESS COUNCIL

Spring 2018

## NAFTA Key Focus of Recent NECBC Events

The renegotiation of the North American Free Trade Agreement (NAFTA) among the U.S., Canada and Mexico has been the leading focus of the NECBC agenda in 2018.



In January, the NECBC Board of Directors sent a letter to White House officials and the New England Congressional Delegation, expressing support for modernizing but also maintaining NAFTA. The letter, signed by NECBC President Jon Sorenson, states: "We urge the Administration and the U.S. Congress to consider the overall U.S. economy by sustaining and maintaining NAFTA. The economy and security of North America will benefit from such a modernization. The dissolution of NAFTA, however, in our view would adversely impact all three countries, weaken our international position, and be particularly challenging to a trade-focused region like New England. The NAFTA agreement increased opportunities for New England businesses to expand trade, to the benefit of our citizens and businesses. It has done so in the past, and we firmly believe will continue to do so in the future."

Canada and the United States share one of the largest trading relationships in the world. Bilateral trade in goods and services between the two countries was valued at more than \$918 billion in 2017, and Canada is the largest secure supplier of energy to the U.S.

This spring, the NECBC presented several NAFTA-related programs. In March, the NECBC and the Canadian Consulate Boston held a luncheon meeting on trade in Boston with a panel including Canadian Minister Laurence MacAulay and the three Maritimes Premiers: Brian Gallant, Wade MacLauchlan and Stephen McNeil. In April, the NECBC co-sponsored NAFTA events in Boston and Manchester. And on May 24, the NECBC co-presented an event on "NAFTA & the New England Economy" with the New England Council.

Look for further details on the various programs inside this issue.



*In Boston, Prime Minister Trudeau took part in a roundtable discussion with members of the Canadian Technology Accelerator Boston-Cambridge, where research and innovation were at the forefront of discussions. The Prime Minister participated in the annual Solve at MIT meeting, and visited the MIT Media Lab and Innovation Exhibition in Cambridge. (Photo: Office of the Prime Minister)*

## Prime Minister Trudeau's Trip to NYC and Boston Highlights Trade, Technology Innovations

Canada's Prime Minister, Justin Trudeau, visited the United States, which included stops in New York City and Boston, from May 16 to 18. During his visit, the Prime Minister met with several business leaders to underscore the importance of the Canada-U.S. partnership, promote Canada as one of the best places to invest, and create more jobs for Canada's middle class.

In Boston, the Prime Minister took part in a roundtable discussion with members of the Canadian Technology Accelerator Boston-Cambridge, where research and innovation were at the forefront of discussions.

On the last day of his visit, the Prime Minister participated in the annual Solve at MIT meeting, an event that brings together hundreds of leaders and innovators from various fields, to explore groundbreaking solutions to global challenges. He then visited the MIT Media Lab and Innovation Exhibition for a first-hand account of the innovative research and technological advances that are defining the future.

A total of 680,900 jobs in New York and 211,000 jobs in Massachusetts depend on Canada-U.S. trade and investment.

New England-Canada Business Council's 18th Annual U.S.-Canada Energy Conference  
**Envisioning Our Cross-Border  
Energy Future**  
November 1-2, 2018  
Seaport Hotel • Boston, MA

**SAVE THE DATES!**  
**November 1-2, 2018**  
**Boston, MA**

# NECBC EVENTS

## Premier McNeil of Nova Scotia Addresses NECBC, and Marks Centennial of Boston Support for Halifax at Tree Lighting on Boston Common

Premier Stephen McNeil of Nova Scotia addressed the NECBC on November 29 at a luncheon at the Hampshire House in Boston, on the topic of “Working Together Toward a Modern NAFTA.” The Premier discussed trade and the strength and depth of the Nova Scotia/New England relationship.

On November 30, Premier McNeil and Boston Mayor Marty Walsh participated in a ceremony on the Boston Common to unveil a permanent structure to mark the place of the Nova Scotia Tree for Boston. This is the 46th year that Nova Scotia has given a tree to the people of Boston as thanks for relief efforts following the December 6, 1917, explosion of a munitions ship in Halifax Harbor. Within 24 hours of the disaster a train loaded with supplies and emergency personnel was making its way from Boston to Nova Scotia.

On the evening of November 30, Premier McNeil took part in the annual Christmas tree lighting ceremony on the Boston Common, along with Boston Mayor Marty Walsh, Halifax Mayor Mike Savage, and other dignitaries.



*(l-r) Thomas Kent, Tekla Funds; Marylee Hanley, Enbridge; The Honourable Stephen McNeil; Jon Sorenson, JFS Energy Advisors; David Alward, Consulate General of Canada; Anthony Cicerone, Bridgewater State University*

## NECBC Holiday Event Held

The NECBC held its annual holiday cocktail reception on December 13, 2017 at the UMass Club in downtown Boston. It was a festive occasion with a great view of the Boston Common and the city lights.



*(l-r) Ellen Morrissey, Catholic Charities; James Brett, New England Council; Heidi Garcia, Catholic Charities*



*(l-r) James Brett, New England Council; Margaret Cohen, Skadden, Arps, Slate, Meagher & Flom LLP; Anthony Cicerone, Bridgewater State University*



*(l-r) Doreen Wrick, Marylee Hanley, Enbridge; Suzanne Storms, NECBC; Urszula Wojciechowska, BABCNE*



# NECBC EVENTS

## Importance of Canada-U.S. Trade Highlighted at NECBC Event with Canadian Federal Minister and Three Maritime Premiers

The NECBC was pleased to hold a discussion on Atlantic Canada-New England trade on March 12, 2018 at the Hampshire House in Boston. The discussants were the Hon. Lawrence MacAulay, Canada's Minister of Agriculture and Agri-Food; the Hon. Brian Gallant, Premier, Province of New Brunswick; the Hon. Stephen McNeil, Premier of Nova Scotia; and the Hon. Wade MacLauchlan, Premier, Province of Prince Edward Island. The Hon. David Alward, Canada's Consul General to Boston, moderated the discussion.



(l to r) Max Bergeron, Enbridge; Lana Bluege, Coalition of Northeastern Governors; Carolyn O'Connor, HQ-US

Minister MacAulay noted that since NAFTA began, Canada-US agriculture and food trade has quadrupled. "It is important that we work together to preserve this powerful economic relationship."

"Our trade relationship with Massachusetts and the New England states is vital to strengthening New Brunswick's economy," said Premier Gallant. Among the issues he noted were resolving the softwood lumber issue, the continuing NAFTA negotiations and the shared challenges presented by climate change.



Attending the NECBC trade discussion in Boston on March 12th were (l to r) David Alward, Canadian Consul General to New England; the Hon. Lawrence MacAulay, Canada's Minister of Agriculture and Agri-Food; the Hon. Brian Gallant, Premier of New Brunswick; the Hon. Stephen McNeil, Premier of Nova Scotia; the Hon. Wade MacLauchlan, Premier of Prince Edward Island; and Jon Sorenson, NECBC President.

Premier McNeil noted that while Nova Scotia and the other Canadian provinces are expanding trade ties with Europe and Asia, the key trading partner remains the U.S. and regions such as New England. The provinces are advancing their economies through traditional industries like natural resources, but also through bio-sciences and other

[ continued on page 5 ]

## U.S./Canada Economic Outlook Presented at NECBC Event

On March 23, the NECBC hosted an economic outlook discussion at the UMass Club in downtown Boston. Perspectives were offered by **Michael Dolega**, Director and Senior Economist of TD Economics, and **Alan Clayton-Matthews**, associate professor in the School of Policy Studies and Urban Affairs and the Department of Economics at Northeastern University.

Mr. Clayton-Matthews opened with a review of the Massachusetts and U.S. economies. The unemployment rate is low and the economy continues to perform well at both the state and national levels. Business and consumer confidence remains high. Housing markets are back to normal. However, labor supply constraints may already be affecting growth in the Commonwealth, which has a well-educated but



(l to r) Marshall Sugarman, TD Bank; Jon Sorenson, NECBC; Alan-Clayton Matthews, Northeastern University; Michael Dolega, TD Economics; David Alward, Consulate General of Canada



aging workforce. Immigration, he noted, is key to the state's future labor force growth. Also, changes in the labor market and the composition of jobs may lead to even more inequality.

Mr. Dolega noted that growth in Canada is expected to decelerate from its recent strong growth rates, but the medium-term outlook remains healthy. The labor market is solid. The recent U.S. tax cut legislation does represent a potential mitigating factor for Canadian businesses. Moderately higher commodity prices, especially for oil, are helping producer economies like Alberta's. The Atlantic provinces continue to face demographic and growth challenges.

The question and answer period covered such issues as sub-regional economic growth disparities, U.S. tariff proposals, and possible responses in Canada to the recent U.S. tax changes, particularly at the provincial level.

The event was co-sponsored by TD and the Canadian Consulate in Boston. Thanks to both for enabling an informative and timely discussion.

# NECBC EVENTS

## NECBC's 2017 Energy Trade & Technology Conference Highlighted Clean Energy and Tech Innovation

The NECBC's 25<sup>th</sup> annual Energy Trade & Technology Conference was held November 8-9 at the Seaport Hotel in Boston, MA. Over 200 people registered. The theme of the conference was: "Energy Partners Yesterday...Today...Tomorrow."

The keynote speaker was the Hon. Bardish Chagger, Canada's Minister of Small Business and Tourism, and Leader of the Government in the House of Commons. During her remarks, the Minister emphasized the government's commitment to fighting climate change and underscored the importance of expanding the Canada-New England energy relationship through the adoption of new, innovative clean technologies.

The Minister noted: "As we look to the future, it is important that we continue to work together to support growth and innovation – especially in the area of clean technology, which will be critical in the fight against climate change. I want to thank the people of Boston and Massachusetts for the warm welcome they showed me. We have much to be proud of, and as we continue our work together, I am certain there will be many great opportunities for our businesses to better collaborate, driving growth and creating well-paying middle-class jobs on both sides of the border."

The conference also included sessions addressing:

- Updates on regional energy market developments, including the Massachusetts "clean energy RFP";

- Industry leader perspectives on infrastructure and investment opportunities and challenges;
- Clean energy technology innovations and new market entries;
- A look back on what has worked – and what hasn't – in energy markets over the last 25 years; and
- A tribute to the founder of this event, Fred Nemergut, as we marked the conference's 25<sup>th</sup> anniversary.

The NECBC appreciates the support of so many sponsors. We want to recognize in particular National Grid, the 25<sup>th</sup> anniversary sponsor; Avangrid, the luncheon sponsor; Transmission Developers, Inc., the reception sponsor; the platinum sponsors: Emera, Enbridge/Maritimes & Northeast Pipeline, Eversource, Gaz Métro, Hydro-Québec, Nalcor; and all the other sponsors as well. Their support makes the conference and the work of the Council possible.

The conference proved a great success. Thanks to all the speakers, attendees and sponsors!

*We hope to see you at our next annual conference on November 1-2, 2018.*



*(l to r) David Alward, Consulate General of Canada; Hon. Bardish Chagger, Canada's Minister of Small Business and Tourism, and Leader of the Government in the House of Commons; Hon. Sergio Marchi, Canadian Electricity Association.*



# NECBC EVENTS

## 2017 Energy Trade & Technology Conference A Success



**VIEW ADDITIONAL  
2017 CONFERENCE PHOTOS  
AT  
<http://necbc.org/energy-trade>**

### Importance of Canada-U.S. Trade Highlighted at NECBC Event ... *continued from page 3*

innovative research areas. He noted the Atlantic Growth Strategy initiative now underway in a partnership between the federal government and the four Atlantic provinces of Canada.

Premier MacLauchlan said that the traditional ties between the Maritime provinces and New England states remain strong, and that trade offers opportunities for balancing each region's comparative advantages. A big factor in the success of PEI, he said, is "the sales and leadership team behind our firms in the seafood and food processing sector."

Consul General Alward introduced for discussion the new federal initiative in "Oceans Supercluster," which is focused on "building upon Canada's world-class ocean-related business activity, research capacity, and proven technology expertise."

The Premiers also noted the value of ongoing relationships in the region, including their participation in the Conference of New England Governors and Eastern Canadian Premiers.

The meeting took place in the midst of the Boston International Seafood Show Expo – with the fisheries another example of cross-border trade and investment.

The NECBC expresses thanks to the Canadian Consulate in Boston for its support of its event, as well as to the Maritimes Provinces.



## REGIONAL NEWS

# NECBC Pleased to Announce Establishment of “NECBC Frederick J. Nemergut Scholarship Fund” within the Bridgewater State University Foundation

The NECBC is pleased to announce that an account, known as the *NECBC Frederick J. Nemergut Scholarship Fund* (the “Fund”), has been established within the Bridgewater State University Foundation.

The purpose is to recognize and memorialize the contributions of Fred Nemergut to the New England-Canada Business Council (NECBC) and the region; and to support education and students in the region interested in international economics, Canadian studies and political science.



Fred was a past president of the NECBC and the founder of the NECBC’s annual energy conference, which marked its 25<sup>th</sup> anniversary in fall 2017. Fred was a noted energy consultant who worked at state and regional government agencies before a distinguished career in the private sector consulting world. He was a great friend to Canada, and a wonderful colleague, friend, husband and father. This scholarship in his memory is a fitting testimonial and an opportunity to recognize young women and men in college preparing for a career.

Contributions may be made to this Fund at any time by all interested individuals or organizations.

The earnings from the Fund, as designated by the Foundation, will be used to benefit one or more undergraduate students with financial need, with a preference for students studying international business relations, economics, or Canadian studies.

### HOW TO CONTRIBUTE:

If you wish to make a contribution to the *NECBC Frederick J. Nemergut Scholarship Fund* at Bridgewater State University, please consider these convenient options for giving:

#### BY CHECK

Please make your check payable to the “BSU Foundation” and mail it directly to the following address:

Bridgewater State University Foundation, Inc.  
P.O. Box 42  
Bridgewater, MA 02324

In the memo section of the check, please indicate that the gift is for the “NECBC Frederick J. Nemergut Scholarship Fund”.

#### ONLINE

Visit [give.bridgew.edu](http://give.bridgew.edu) to make a convenient one-time gift or multi-year pledge by credit card. Please include a comment in the “additional gift instructions” field that indicates the gift is for the “NECBC Frederick J. Nemergut Scholarship Fund.”



# REGIONAL NEWS

## “Renegotiating NAFTA” Events Held in Boston and Manchester

On April 17, the NECBC and the Federation of Quebec’s Chambers of Commerce (FCCQ) were pleased to co-present two forums entitled “Renegotiating NAFTA: Partners for a Prosperous Economy.”

A breakfast event was held that morning in Boston at the offices of Foley & Lardner, while a luncheon event was held in Manchester, NH at the offices of Sheehan Phinney Bass + Green. Opening remarks at both events were provided by NECBC President Jon Sorenson and FCCQ President & CEO, Stephane Forget.

Panelists were Jean Séguin, Assistant Deputy Minister, Quebec Ministry of Economy, Science and Innovation; André Denis, President of Intergrim; Jim Rooney, President & CEO of the Greater Boston Chamber of Commerce; Taylor Caswell, Commissioner, NH Dept. of Business & Economic Affairs; Robert Bouchard, CEO of Rotobec; and Glenn Welch, President of Welch Manufacturing Technologies, Inc.

The panelists noted the importance and mutually beneficial trade between the U.S. and Canada, and between provinces like Quebec and states such as Massachusetts and New Hampshire. Each day, approximately \$2 billion in goods crosses the Canada/U.S. border. Modernizing but maintaining NAFTA was a common theme by the speakers.

Our thanks to our many sponsors, including the Canadian Consulate in Boston, the Quebec Government Office in Boston, the Greater Boston Chamber of Commerce, the NH Business & Industry Association, and others.



(l-r) Stéphan Forget, FCCQ; Jean Séguin, MESI, Québec Government; Marie-Claude Francoeur, Québec Government Office; James Rooney, The Greater Boston Chamber of Commerce; Jon Sorenson, NECBC/JFS Energy Advisors; André Denis, Intergrim; David Alward, Consulate General of Canada; Mike Nikitas, Nikitas Communications



(l-r) Mike Nikitas, Nikitas Communications; David Alward, Consulate General of Canada; Glenn Welch, Welch Manufacturing Technologies, LTD; Taylor Caswell, NH Dept. of Business & Economic Affairs; Stéphan Forget, FCCQ; Marie-Claude Francoeur, Québec Government Office; Jean Séguin, MESI, Québec Government; Robert Bouchard, Rotobec; Jon Sorenson, NECBC/JFS Energy Advisors

## NECBC and New England Council Convene NAFTA Forum in May

On May 24, the NECBC and the New England Council held a discussion of the NAFTA trade agreement and its importance to the New England economy. The event was held at the offices of McDermott Will & Emery in Boston, MA.

The program featured opening remarks from David Alward, Consul General of Canada in New England, and Dr. Emilio Rabasa, Consul General of Mexico in New England. Both Consuls noted the interconnectedness of the North American economy and the value of preserving and modernizing NAFTA.



(l-r) Mike Nikitas, Nikitas Communications; Thomas Samoluk, John Hancock Financial Services; Matt Reisman, Microsoft; Marie-Claude Francoeur, Québec Government Office in Boston; David Alward, Consulate General of Canada in New England; Matthew Bock, Middleton & Shrull; Dr. Emilio Rabasa, Consulate General of Mexico in New England; Jon Sorenson, New England-Canada Business Council; Robert Cordy, McDermott Will & Emery



The event also featured a panel discussion moderated by Mike Nikitas. The panelists were:

- Matthew Bock, Middleton & Shrull
- Marie-Claude Francoeur, Québec Government Office in Boston
- Matt Reisman, Microsoft
- Thomas Samoluk, John Hancock Financial Services

It was an informative and timely event given the ongoing status of NAFTA renegotiation discussions.

# NECBC Board of Directors 2017 - 2018

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The Council would like to welcome its newest members. They are as follows:

- Trevor Bloom, RVP, Commercial Banking, Merrimack Valley, TD Bank, Burlington, MA
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