



*Pacific NorthWest
Economic Region*

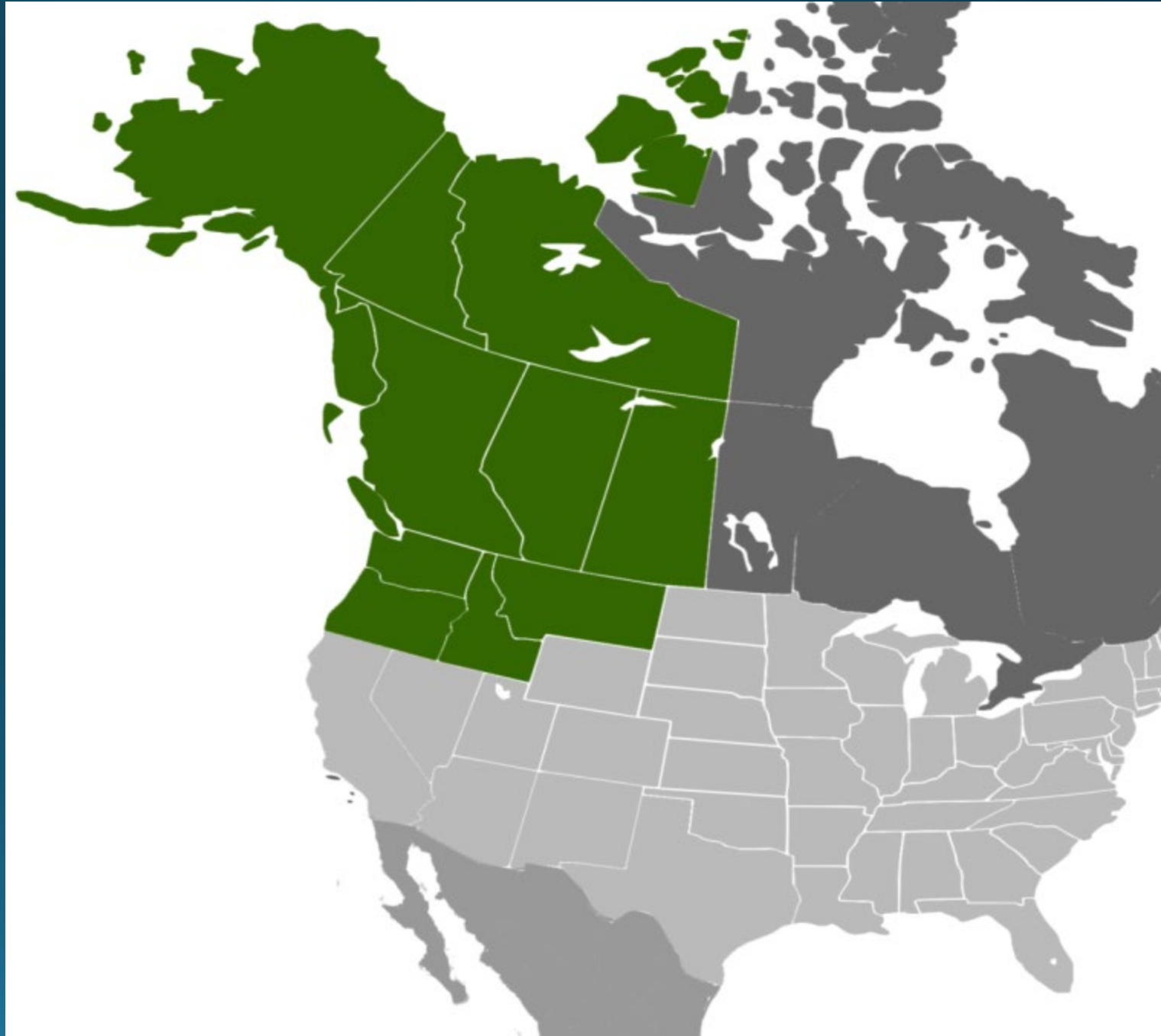
Oregon House Committee on
Economic Development



Pacific NorthWest Economic Region

PNWER is a statutory, public-private partnership chartered in 1991 by the U.S. States of Alaska, Washington, Idaho, Montana, Oregon and the Canadian Provinces of British Columbia, Alberta, Saskatchewan and the Yukon and Northwest Territories.

The Region has a GDP of over \$1Trillion, with a population of 24.4 Million people, making it the 13th Largest Economy in the world



PNWER Innovation Working Group

PNWER Innovation Co-chairs



MLA Rick Glumac, *Parliamentary Secretary for Technology, BC*



Senator Mia Costello, *Alaska State Legislature*



Nirav Desai, *Senior Partner, Moonbeam (Washington)*



PNWER has long worked with our partners to establish Harbour to Harbor floatplane service between Seattle and Vancouver, BC to advance the Cascadia Innovation Corridor. (*Consul General Brandon Lee and Microsoft COO Brad Smith pictured above took part in the announcement of the new service*)



Cascadia Innovation Corridor

Led by Challenge Seattle and Business Council of British Columbia, the Cascadia Innovation Corridor Partnership will:

- Facilitate cross-border knowledge exchange.
- Jointly advance and integrate our common infrastructure needs.
- Support strategies that accelerate the Pacific Northwest economy.
- Create an innovative ecosystem that attracts capital and the world's top talent.
- Build a network of connected people, companies, capital, universities, colleges, and researchers.

Steering Committee Members at Large:

- Marilyn Strickland, CEO, Seattle Metropolitan Chamber of Commerce
- Bill Tam, Co-Founder and VP, Business Development and Partnerships, Canada's Digital Technology Supercluster
- BC Government Rep
- Washington Government Rep

By 2021, we will position Cascadia as a global innovation hub in:

Life Sciences

🇨🇦 Lesley Esford, P/CEO, Lifesciences BC

🇺🇸 Steve Davis, CEO, PATH

Transformative Technologies

🇨🇦 Edo De Martin, Dir., Microsoft Vancouver

🇺🇸 Michael Schutzler, WA Technology Industry Assoc.

Retail Innovations

🇨🇦 David Labistour, P/CEO, MEC

🇺🇸 Debbi Hartley-Triesch, SVP NW Reg Mgr Nordstrom

Sustainable Agriculture

🇨🇦 Linda Delli Santi, Exec. Dir., BC Greenhouse Growers Assoc.

🇺🇸 Chad Kruger, Director, Western Washington, CSANR, WSU

We will develop world-class infrastructure that supports a strong cross-border economy:

Transportation, Housing, and Connectivity

🇨🇦 Kevin Desmond, P/CEO, Translink

🇺🇸 Paula Hammond, former WA Sec. Transportation

Best and Diverse Talent

🇨🇦 Kathy Kinloch, Pres., BCIT (Tom Roemer, sub.)

🇺🇸 Dr. Amy Goings, Pres, WA Institute of Technology

Higher Education Research Excellence

🇨🇦 Dr. Gail Murphy, Vice President, Research & Innovation, UBC

🇺🇸 Vikram Jandyala, VP Innovation Strategy, UW

Efficient People/Goods Movement Across Border

🇨🇦 Matt Morrison, CEO, PNWER

🇺🇸 Dr. Laurie Trautman, Director, Cross-Border Institute, WWU



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C:3: Capitols Competing for Capital

C3: Capitols Competing for Capital

- Inaugural C3 Program: June 2018 in San Francisco, CA
- Both legislators and the private sector encouraged PNWER to develop a program for the telecom industry focused on 5G networks.
- 22 legislators & policymakers



Goals

- Understanding new communication technologies coming to constituencies over the next decade. What will they look like, what will they provide in service, and what digital divides might exist?
- What will the world market look like for these technologies?
- How do we as a region compare vs. others for investment by communication service providers? The first class included key legislative leadership from both parties, and the participants rated the course very highly. Many expressed that the learning will help them in their upcoming legislative sessions.



*Pacific NorthWest
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*Legislative Energy
Horizon Institute*

Legislative Energy Horizon Institute



INSTITUTE PARTNERS:
Pacific NorthWest Economic Region
University of Idaho
U.S. Department of Energy
Pacific Northwest National Laboratory
National Conference of State Legislatures
Government of Canada

July 6-9, 2019 in Richland, WA
October 24-26, 2019 in Washington, DC

An executive certificate program in energy policy designed specifically for state and provincial legislators to provide intensive exposure to the North American energy system.

CHALLENGE

- High turnover in legislatures decreases institutional knowledge of complex energy issues.

SOLUTION

- 60-hour certificate program in energy policy planning awarded through PNWER's Energy Horizon Institute and the University of Idaho.

CURRICULUM

- Operating energy systems and infrastructure.
- Building and financing energy infrastructure.
- Regulation and market impacts.

Curriculum

COURSE TOPICS INCLUDE:

- Global Energy Picture
- U.S. and Canadian Energy Situation
- Electric Power Generation, Transmission and Distribution
- Natural Gas Production, Transmission, and Delivery
- Petroleum 101
- The Future of Coal
- Nuclear Energy Today and Tomorrow
- Renewable Energy Development
- Integrated Resource Planning
- Energy Storage
- Alternative Fuels for Transportation
- Financial Energy Projects
- Public Policy Impacts on Business Decisions
- Developing Outcome Based, Technology Neutral Energy Policy
- Role of the Federal Energy Regulatory Commission
- North America's Aging Infrastructure and Pipeline Safety
- Industry Practices in Fracturing
- Future of the Grid



Accomplishments Since 2010 Inception

- ✓ With the 2018 class, over 267 policymakers have participated in 16,380 combined hours of their time learning how our basic energy infrastructure works and intersects with public policy.
- ✓ Since 2010, 197 out of 235 are currently still serving in State Legislatures.
- ✓ 32 out of 100 US State energy jurisdictional committee chairs have graduated from the Institute.
- ✓ Other legislative groups are using LEHI as model and best practice of what works for certificate programs and the Center for New Energy starting a similar academy



Legislative Energy Horizon Institute

2019 Institute

- July 6-9, Pacific Northwest National Laboratory, Richland, WA
- October 24-26, Washington, D.C.

2020 Institute

- July 11-14, Pacific Northwest National Laboratory, Richland, WA
- TBD, Washington, D.C.

Email matt.morrison@pnwer.org
if you are interested in applying
for the 2019 or 2020 Cohort.



PNWER Trade & Economic Development Related Working Groups

PNWER Border & Trade Co-chairs



Dr. Laurie Trautman, Border Policy Research Institute, WWU



Senator Mike Cuffe, Montana

PNWER Economic Development Co-chairs



Rep. Rick Youngblood, Idaho



Steve Allan, Chair, Board of Directors, Calgary Economic Development

2018 Focus on Modernizing NAFTA



PNWER presented testimony based on stakeholder perspectives and our NAFTA Taskforce at the International Trade Committee in Ottawa.



PNWER testified at the United States Trade Representative (USTR) hearing on our recommendations for NAFTA Modernization in Washington DC

US-Canada Bi-National Economy

OREGON

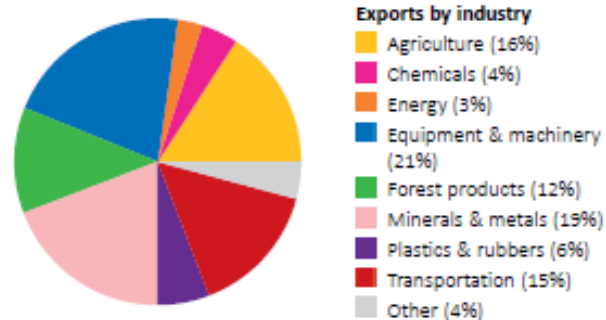


Oregon sells **\$2.8 BILLION**
in goods and services to Canada
98,100 JOBS in Oregon depend
on trade & investment with Canada

Canada & the U.S. trade
an average of **\$1.3 MILLION**
in bilateral goods & services
EVERY MINUTE OF EVERY DAY



Oregon
EXPORTS \$2.3 BILLION
in goods to Canada annually



TOP OREGON GOODS EXPORTS TO CANADA

Wood & semi-finished wood products.....	\$164 million
Iron & steel alloys & semi-finished products.....	\$128 million
Optical, medical & precision instruments.....	\$94 million
Trucks.....	\$91 million
Tractors.....	\$86 million
Plastics & plastic articles.....	\$81 million
Fuel oil.....	\$75 million
Stone & cement products, abrasives.....	\$71 million
Paper & paperboard.....	\$63 million
Aluminum & aluminum articles.....	\$55 million

Oregon
EXPORTS \$517 MILLION
in services to Canada annually

TOP OREGON SERVICES EXPORTS TO CANADA

Travel.....	\$165 million
Royalties.....	\$158 million
Business, professional & technical services.....	\$75 million
Transportation services.....	\$55 million
Equipment installation, maintenance & repair.....	\$35 million

Canadian travelers
SPEND \$136 MILLION
in Oregon annually

OREGON-CANADA TOURISM

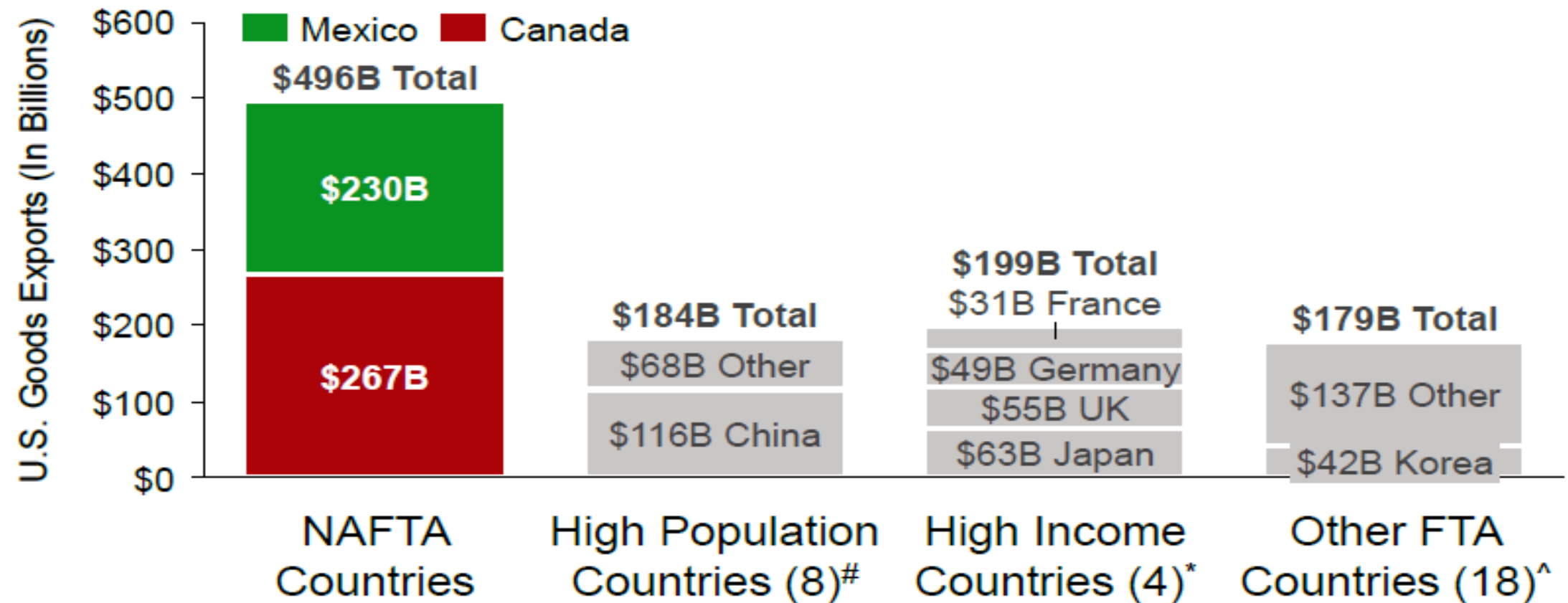
OR visits by Canadians.....	441,000
OR vacation spending by Canadians.....	\$136 million
OR visits to Canada.....	515,000
OR vacation spending in Canada.....	\$100 million

Canada is the
United States'
#1 EXPORT MARKET



Mexico And Canada Are The United States' Largest Goods Export Markets

Destination Of U.S. Goods Exports



[#]High Population Countries: Bangladesh, Brazil, China, India, Indonesia, Nigeria, Pakistan, Russia

^{*}High Income Countries: France, Germany, Japan, United Kingdom

[^]Other FTA Countries: Australia, Bahrain, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Korea, Morocco, Nicaragua, Oman, Panama, Peru, Singapore

Source: Trade for America, Bill Lang

Modernizing NAFTA = USMCA

- Trade with Canada and Mexico supports 11 million jobs in the US and 1,695,000 jobs in the pacific northwest
- Since NAFTA was signed in 1992, exports of goods and services from the US have increased from \$169 billion in 1992 to \$645 billion in 2014
- All three countries signed the USMCA on Nov. 30, 2018
- USMCA still must be approved by congress with an up-or-down vote before it is finalized



Key provisions of USMCA

- Canadian Dairy & Wheat Policy Changes
- Dispute settlement
- Intellectual Property Rights
- Government Procurement
- Digital trade
- Labor and the Environment



Steel and Aluminum Tariffs

- March 1, 2018: US tariffs announced on steel and aluminum by 25% and 10% respectively (Canada and Mexico initially granted waivers)
- June 1, 2018: Initial waivers for Canada and Mexico removed
- July 1, 2018: Canada imposed retaliatory tariffs on U.S. products totaling \$12.8B; July 5: Mexican retaliatory tariffs on \$3B worth of U.S. products imposed.
- The steel and aluminum tariffs may cost the US and Canada over \$11 billion USD combined, and we could see losses of over 6,000 jobs*
- As a result of the steel and aluminum tariffs, retaliatory tariffs from Mexico and Canada could cause US Agriculture exports to decline by USD \$1.9 billion to these two trading partners. This would likely eliminate any Agriculture gain from the new USMCA**

PNWER Supports USMCA

- "UNWARRANTED TARIFFS ARE DISRUPTING TRADE BETWEEN THE WORLD'S CLOSEST ALLIES & LARGEST TRADING PARTNERS AND NEGATIVELY IMPACTING REGIONAL SUPPLY CHAINS" – PNWER Letter sent to U.S. Administration, November 2018

"We believe that new unilateral tariffs between the US and Canada go against the principles of free and fair trade and only harm industries in both countries. When markets are open and goods are transported freely across borders, the result is economic growth, new businesses and more and better job opportunities for individuals." - PNWER Leadership issues statement on NAFTA during 2018 Annual Summit, July 2018

FOR IMMEDIATE RELEASE: PNWER Press Release on Tariffs- June 13, 2018

PNWER Letter to President Trump requesting exemption for Canada from steel and aluminum tariffs before July 1

PNWER Letter to President Trump opposing tariffs on Canadian steel and aluminium - May 31, 2018

PNWER Letter to Commerce Secretary Wilbur Ross opposing tariffs on Canadian Newsprint - May 2, 2018

TARIFFS -THE WRONG WAY TO ACHIEVE GREATER ECONOMIC GROWTH, RESILIENCE, AND SECURITY IN NORTH AMERICA PNWER Sends Letter to President Trump and Congressional Leadership - March 7, 2018

PNWER NAFTA Resolution 2017

Call to Action

1. Important that USMCA is ratified as soon as possible.
2. Due to the amount of trade between the 3 countries, we call upon the administration to renew its original waiver on steel and aluminum tariffs for Canada and Mexico
3. Call on Canada and Mexico to eliminate retaliatory tariffs

Become Involved in PNWER

Pacific NorthWest Economic Region Annual Summit

July 21-25, 2019 - Saskatoon, SK



Pacific NorthWest Economic Region

29th Annual Summit | Saskatoon, Saskatchewan | July 21-25, 2019

The premier bi-national conference promoting regional collaboration

Delta Hotels Bessborough

www.pnwer.org/2019summit



Pacific NorthWest Economic Region

Economic Leadership Forum

Seattle, WA | November 20-23, 2019

PNWER is the premier, bi-national, non-partisan, public/private partnership in North America.

Questions:

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