



Why corridors?



THE NEW ECONOMIC REALITY

- NO MORE NATION TO NATION TRADE
 - ⊗ NOW BLOC TO BLOC
- INTERNAL ECONOMIC REALIGNMENT
 - ⊗ CORRIDORS
 - ⊗ EVOLVING INTO NEW BI-NATIONAL ECONOMIC REGIONS



North America's Most Exciting Bi-National Region!

- ➔ **132 MILLION PEOPLE WITHIN ONE DAY'S SHIPPING TIME. This is 50% OF COMBINED POPULATION OF THE U.S. AND CANADA.**
- ➔ This population represents **OVER \$1.7 TRILLION (U.S.)** in personal income.
- ➔ Home to **56%** of all skilled workers; over **50%** of all retail sales and wholesale receipts; **54%** of all manufactured goods shipped within the U.S. and Canada.
- ➔ Home to the **#1** and **#2** trans-Atlantic seaports in North America-**Montreal** and **New York**.
- ➔ A recognized global leader in all of the emerging sectors of the 21st century – combining the power of **Quebec** and **New York's Tech Valley**.



**A UNIQUELY INTEGRATED BI-NATIONAL ECONOMIC REGION
POSSESSING THE WORLD'S RICHEST MARKETPLACE!**

Plattsburgh, New York

“Montreal’s U.S. suburb!”

Annual economic impact of Canada on Clinton
County, New York:

1994: \$784 million (U.S.)

2004: \$1.53 billion (U.S.)



PLATTSBURGH
NORTH COUNTRY
CHAMBER OF COMMERCE



CORE BELIEFS

#1 – WHERE THINGS MOVE IS WHERE PROSPERITY OCCURS.

#2 – REGION, REGION, REGION !!!

#3 – SUCCESS COMES FROM IDENTIFYING THOSE THINGS BIGGER THAN YOU THAT YOU CAN BECOME A “CONBRIBUTING” PART OF.



Quebec-New York Corridor

✍️ QUEBEC-NEW YORK CORRIDOR AGREEMENT:

December 2001.

- PLATTSBURGH-NORTH COUNTRY CHAMBER OF COMMERCE
- FEDERATION OF QUEBEC CHAMBERS OF COMMERCE

✍️ QUEBEC-NEW YORK ECONOMIC SUMMIT 2002, Plattsburgh

- NEW YORK STATE AND QUEBEC GOVERNMENTS BECOME PARTNERS

✍️ QUEBEC-NEW YORK ECONOMIC SUMMITS: 2004, Montreal; 2005, Albany

✍️ FUNDAMENTAL APPROACH:

- IDENTIFY AND REMOVE IMPEDIMENTS
- IDENTIFY AND PURSUE OPPORTUNITIES REQUIRING ENCOURAGEMENT AND FACILITATION.



CHAMPLAIN/LACOLLE PORT OF EXCELLENCE

VISION: We seek a gateway which is nothing less than the most modern, most effective, most efficient, most secure, and most customer friendly on the entire U.S. – Canadian border, in all respects including:

- Facilities
- Technology
- Innovation
- Staff
- Cooperation & partnership
- Customer service

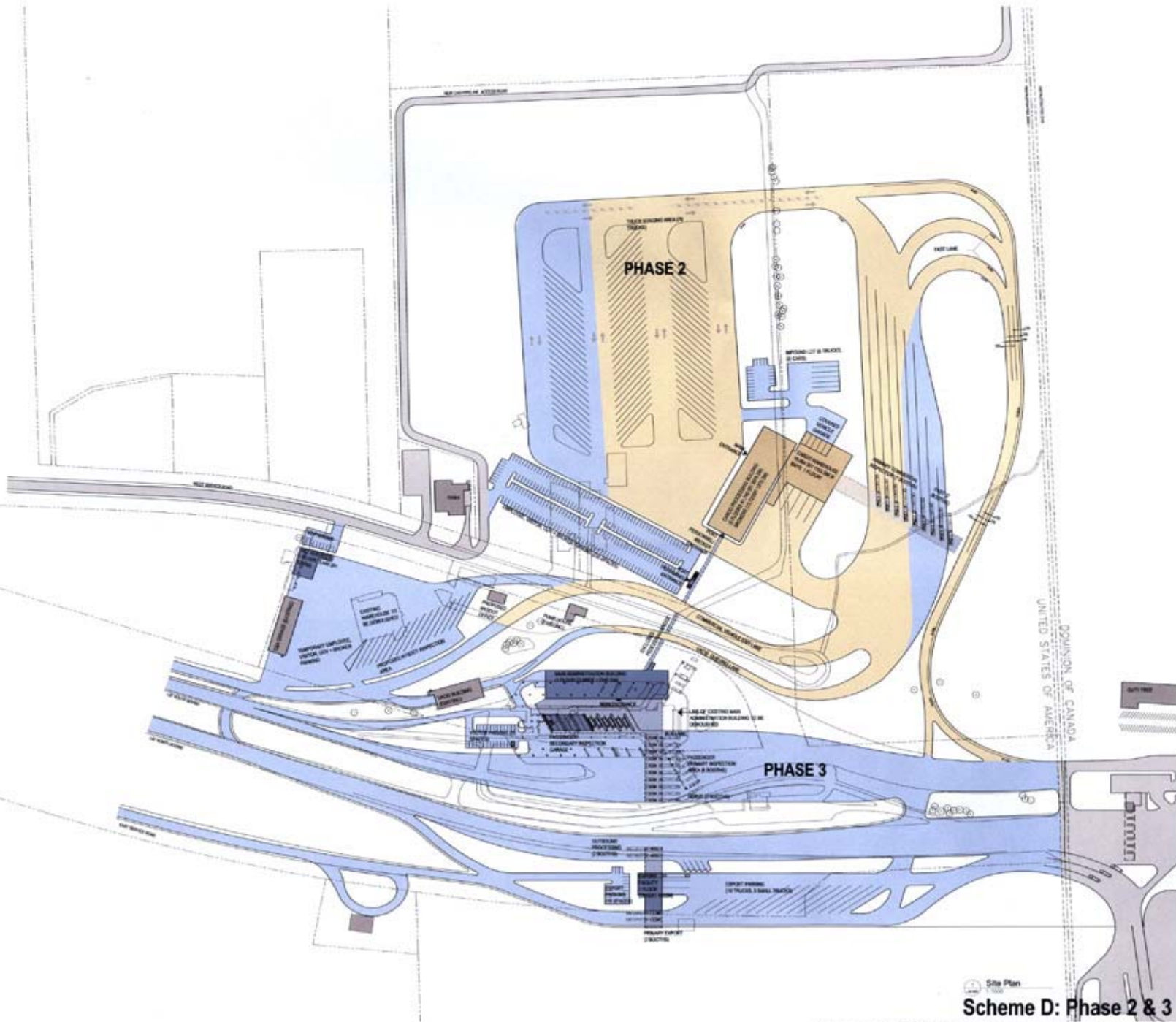


Fédération des chambres
de commerce du Québec

fccq



PLATTSBURGH
NORTH COUNTRY
CHAMBER OF COMMERCE



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GENERAL LEGEND

PHASE 2 - ROAD BUILDING

PHASE 3 - ROAD BUILDING

PHASE 2

PHASE 3

PHASE 1

DOMINION OF CANADA
 UNITED STATES OF AMERICA

Site Plan

Scheme D: Phase 2 & 3

PROJECT OF THE UNITED STATES GOVERNMENT - FOR OFFICIAL USE ONLY. Do not release this information. Property depicted is approximate and not to be used for navigation.

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TRANSPORTATION

- Quarterly Transportation Council meetings
- Corridor Multi-Modal Transportation Study

www.i87multimodalstudy.org

- Autoroute 15 Reconstruction in Quebec
- Rail – Montreal to New York City
- High Priority Corridor designation
- Completion of Highway 30 in Quebec
- Pursuit of “higher” speed rail

TECHNOLOGY

“New York’s Tech Valley Meets Quebec!”



- Nanotechnology collaboration
- Aerospace
- Homeland security
- High speed internet
- Venture capital
- Energy technologies

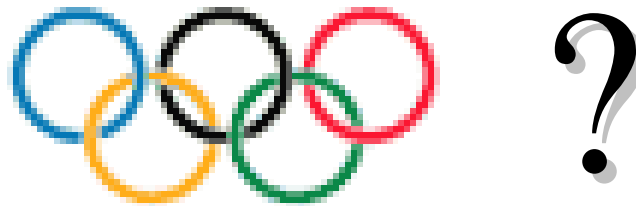
.....and more to come!



TOURISM & SPORTS

Opportunity to develop and market Quebec-New York as a unique bi-national tourism destination

Sports collaboration between Lake Placid and Montreal: two Olympic cities





BEST PRACTICES

- **AN INITIAL RALLYING POINT/DEFINING CAUSE**
- **DEFINING THE STAKES**
- **COMMITTED PARTNERS AND CHAMPIONS:**
 - ➔ **PASSION AND ENTHUSIASM**
- **PRIVATE/PUBLIC VS. PUBLIC/PRIVATE:**
 - ➔ **SUSTAINABILITY**
- **BIG PICTURE VISION WITH EARLY AND STEADY SUCCESSES**
- **COALITION BUILDING AND COMMUNICATION**
- **SAVVY POLITICAL RELATIONS**



STRENGTHS

- **WHAT WE CONNECT AND WHERE WE ARE**
- **TRANSPORTATION INFRASTRUCTURE**
- **SUSTAINABILITY VIA COMMITTED CHAMBERS**
- **MULTI-FACETED CONNECTIONS**
- **WELL PLANNED EVENTS TO SUSTAIN MOMENTUM**



WEAKNESSES

- **BASIC FUNDING SUPPORT**
- **THREAT OF DISTRACTION OR CHANGED PRIORITIES**
- **NEW YORK AN ECONOMICALLY & FRAGMENTED STATE**
- **DEPENDENCE ON BORDER**
- **THE ABSENCE OF A POSITIVE CANADA-U.S. AGENDA**
 - DISPUTES DEFINE RELATIONSHIP
 - NORTH AMERICA BEHIND THE GLOBAL CURVE



OPPORTUNITIES

- **COMPETITIVENESS IN THE NEW GLOBAL ECONOMY**
- **CRITICAL INTEGRATION OF PRODUCT & INTELLECTUAL SUPPLY CHAIN**
- **POLITICAL ACCESS & EFFECTIVENESS FOR CANADA IN U.S. AND VICE VERSA**
- **SUCCESS AND PROSPERITY**



FOR MORE INFORMATION:

www.quebecnewyorkcorridor.com