



# THE BEACON



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- **Part One: Separate trading blocks within Canada is for blockheads: AIMS on the need for TILMA to go national.**
- **Part Two: Give a Plum for a Peach, AIMS first paper in its new labour series attracts attention of Ottawa.**
- **Part Three: Business with India: The advantages that Atlantica offers.**
- **Part Four: The more things change... AIMS acting president Charles Cirtwill explains the path to prosperity and why Nova Scotia is off track.**
- **Part Five: Powering Atlantica – Gordon Weil makes the case for single electricity market between Maine and New Brunswick.**
- **Part Six: If wishes were horses, then beggars would ride.**
- **Part Seven: AIMS analysts coast to coast speaking engagements.**

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## **Part One: Separate trading blocks within Canada is for blockheads: AIMS on the need for TILMA to go national.**

Good ideas have universal appeal as proven in this op/ed by AIMS Director of Research Ian Munro examining the folly of inter-provincial trade barriers in Canada. He says BC and Alberta have the right idea with the "TILMA" and the Atlantic region should sign on. Munro notes that the smaller economies of Atlantic Canada should be leading the charge to trade liberalization as they stand to gain the most. However, he points out that a 'TILMA-style' agreement for just Atlantic Canada is not a good idea, the country needs a single TILMA.

The article was printed in newspapers across Canada from Halifax NS to Nelson, BC. It gives the example of a beer tariff spat between New Brunswick and Nova Scotia, in contrast to the Trade Investment and Labour Mobility Agreement (TILMA) signed between Alberta and British Columbia, as a guide of what not to do in terms of provincial economic development.

To read this article, [click here](#).

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## **Part Two: Give a Plum for a Peach, AIMS first paper in its new labour series attracts attention of Ottawa.**

Within hours of the publication of the first paper in AIMS labour series, immigration officials in Ottawa were asking for a meeting with the author. *Give a Plum for a Peach: Chinese Business Immigration to Atlantic Canada* points out Atlantic Canada's need to offer a better deal to immigrants if it wants immigrants to make a larger contribution.

Author John Huang takes a specific look at what needs to be done to encourage business immigration from China. He says the region needs to let more people in, let them in faster, and let them do more things when they get here. The region also needs to do a better job of promoting itself to immigrants from all walks of life and in as many regions as possible.

The paper explains that Atlantic Canada needs to promote itself more if it wants to attract immigrants. It also needs to adopt more flexible immigration policies and be more welcoming to new immigrants. Students, for example, should not only be encouraged to come here to study, but to come here to live, work, build a family and a future.

"This paper specifically addresses Chinese business immigration to Atlantic Canada," says AIMS acting President Charles Cirtwill, "but its findings are applicable to pretty well anyone who wants to immigrate here from anywhere."

To read the complete paper, [click here](#).



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## **Part Three: Business with India: The advantages that Atlantica offers.**

Atlantica has the closest North American ports to India, a nation that is quickly becoming a trade behemoth and represents a substantial opportunity as manufactured goods start to fly out of Indian factories.

India is about agriculture, automobiles, textiles, gems/jewellery, chemicals, steel, transportation equipment, cement, mining, petroleum, and pharmaceuticals. In fact, Indian industrial growth last quarter came in at a torrid 14.4% annual rate.

This front page article from the Telegraph Journal business section calls on AIMS acting President Charles Cirtwill for fresh ideas on boosting trade between Atlantic Canada and India. He points out that Atlantic Canada is the natural entry point for goods arriving from the Asian economic powerhouse because of its relative proximity and variety of quality infrastructure.

To read more, [click here](#).



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## **Part Four: The more things change... - AIMS acting president Charles Cirtwill explains the path to prosperity and why Nova Scotia is off track.**

In this op/ed AIMS Acting President Charles Cirtwill gives Nova Scotians some big ideas to think about. He explains that looking to Ottawa for more cash is not the way to the New Nova Scotia promised in the last election.

Cirtwill discusses education giving concrete examples of policies that not only improve the quality of education delivered within the system but also provide equal opportunity regardless of financial situation.

He also shows innovative ways the government could make real progress in eliminating poverty in the province pointing out that effective pilot programs have been launched for specific sectors and should be extended.

Axing the corporate taxes and attracting more immigrants are also areas where the province could make real progress.

Finally Cirtwill underlines the fact that so long as Nova Scotia continues to spend windfall revenue by increasing spending rather than paying down its astronomical debt and cutting taxes there will be tough years ahead.

To read the article [click here](#).

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### **Part Five: Powering Atlantica – Gordon Weil makes the case for single electricity market between Maine and New Brunswick.**

The recent signing of a Memorandum of Understanding (MOU) between Maine and New Brunswick to design a plan for a single electricity market is a very positive step for Atlantica.

This article by Maine based energy consultant Gordon Weil discusses the MOU, how it came to be and its potential for developing a single, cross-border electricity market. He says that the ability to overcome the traditional mindset and foster growth of a closer relationship is of historical significance.

There are challenges and the partners will have to work closely to manage their mutual interests across an international border but the gain in establishing a functional market between the US northeast and Atlantic Canada is worth the effort.

To read this article, [click here](#).

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### **Part Six: If wishes were horses, then beggars would ride.**

In this new column in the Halifax Chronicle-Herald, AIMS acting president Charles Cirtwill examines the latest equalization formula offered by the federal government.

He draws on AIMS extensive work in this area to explain that the debate over which equalization formula to use, actually diverts attention from what should be the focus – moving off equalization.

To read the complete column, [click here](#).

Meanwhile, in the Globe and Mail, columnist Neil Reynolds also took a look at the latest formula from Ottawa. He too drew heavily from AIMS work to point out the inequality of equalization. Using the AIMS Special Commentary Series, Reynolds points out that equalization receiving

provinces actually spend more on public services than non-receiving provinces.

To read Neil Reynolds' column, [click here](#).

To read more of AIMS Special Commentary Series on Equalization, [click here](#).

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### **Part Seven: AIMS analysts coast to coast speaking engagements.**

The AIMS team, with long experience in business, government, universities and the media, is poised for busy month of April with speaking engagements lined up to ensure that government action will contribute to a safer, stronger, freer and more prosperous region and country.

In the coming month AIMS analysts will be speaking at events from New Brunswick to British Columbia on topics that vary from health care to regulatory harmonization.

[Click here](#) for more information on our upcoming events.

[Click here](#) for additional information on having an AIMS analyst speak at your next event.

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