

Political Developments and Collaboration Opportunities in Eastern/Atlantic Canada 2010-2015



Benjamin Kissin

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Table of Contents

- Introduction 3
- Overview by Province 4
 - Prince Edward Island..... 5
 - Economic Profile: 5
 - Political Overview: 6
 - Opportunities for Collaboration: 7
 - Nova Scotia 8
 - Economic Profile: 8
 - Political Overview: 8
 - Opportunities for Collaboration: 10
 - Quebec..... 11
 - Political Overview: 11
 - Opportunities for Collaboration: 12
 - Newfoundland and Labrador 13
 - Economic Profile: 13
 - Political Overview: 14
 - Opportunities for Collaboration: 14
 - New Brunswick 15
 - Economic Profile: 15
 - Political Overview: 17
 - Opportunities for Collaboration: 19
- Regional Organizations 20
- Opportunities:..... 22
 - Education: 22
 - Energy: 22
 - Aerospace and Defense: 22
 - International Relations: 22
 - Infrastructure:..... 23
 - Biotechnology/Bioscience:..... 23
- Appendix 1: Economic Statistics 24
- Appendix 2: Trade Information..... 25
- Appendix 3: Maine-Nova Scotia Ferry Service 30



Introduction

Since the last gubernatorial election in Maine in 2010, there have been several striking developments in the Canadian political scene, both federally and, more specifically, in the provinces around Maine. There have been changes of government in Nova Scotia, Quebec, and most recently New Brunswick. The remaining two Atlantic Canadian provinces, Prince Edward Island and Newfoundland and Labrador, are due to have elections in 2015. Currently, the center-left Liberal Party forms the government in an uninterrupted chain of provinces from Nova Scotia to Quebec. Opinion polls in Newfoundland and Labrador, the only province on Canada's east coast with a Progressive Conservative government, show the Liberal Party there set to gain power in the provincial elections in 2015. Additionally, many of the provinces surrounding Maine are struggling with the same economic issues as the state, such as an aging population, young people leaving the state for job opportunities elsewhere, an economy still based heavily in natural resources, and similar rates of unemployment. Maine also shares demographic, cultural, and historical ties with Eastern Canada. With these political developments in provinces surrounding Maine, opportunities and areas of collaboration exist between Maine and Eastern and Atlantic Canada to grow economically. This report explores possible areas where Maine can work with its Canadian neighbors to help both economies grow.

Economic Development in Maine

Much has been written about the economic climate in Maine. Local organizations like the Maine Development Foundation and national think-tanks like the Brookings Institution have written histories, studies, and reports on economic development within the state. Key reports on the subject include *In Search of Silver Buckshot: Thirty Years of Economic Development in Maine* by Laurie Lachance, and *The Maine Economy: Yesterday, Today, and Tomorrow* by Dr. Charles Colgan. These two pieces, which served as background papers for a Brookings Institution report on Maine's economic future, offer great insight into the policies and history of Maine's economy.

Charles Colgan's papers tell a story of boom-and-bust, showing how a focus on industries like pulp and paper, shoes and textiles led to a slow death of Maine's classical economic sectors, as other areas were able to more competitively produce the same products, and the market for such products from Maine dramatically shrunk. "In 1980, manufacturing accounted for 24 percent of employment and 24 percent of gross state product. By 2004, manufacturing was down to less than 10 percent of employment and only 12 percent of gross state product".¹

In Lachance's paper, it is mentioned that while successive state governments come in with bold, visionary ideas on how to bring Maine's economy into the 21st Century, these governments have failed to not only articulate a long-term vision for these ideas, but end up underfunding the drivers of their agenda.² Additionally, Lachance mentions that each successive state administration commissions a report to study the reasons why Maine's economy continues to stagnate, when the reasons have been documented many times over.³

However, this is not to say that Maine's economy has not attempted to move away from its resource-based past. The state has made great strides in a variety of different economic sectors. The state has a growing aerospace industry, anchored by Pratt and Whitney in North Berwick and various other small and medium sized firms. The biotechnology sector, including firms like the Jackson Laboratory in Bar Harbor and EnviroLogix in Portland, represent a successful area in Maine's economy as well. Even within Maine's classical industries of wood and seafood products innovation has occurred, including development of wood-fiber products, and composite materials, as well as research into ways to use more of the ocean's resources. Organizations like the Maine Ocean Cluster and the Gulf of Maine Research Institute are two of the fore-runners in this field.

Additionally, Maine has built-in opportunities for growth. The University of Maine's flagship campus in Orono is well-known for its engineering programs. A focus on STEM students (Science, Technology, Engineering and Mathematics) and attracting Ph.D. students can help Maine's economy transition into a more specialized knowledge-based economy.

¹ http://growsmartmaine.org/pdfs/maine_economy.pdf

² <http://www.brookings.edu/~media/research/files/reports/2006/10/cities/development.pdf>

³ Ibid, 31

Overview by Province

Prince Edward Island



Prince Edward Island, at slightly over 140,000 people, is Canada's smallest province, both in area and in population. It is also known as the "Birthplace of Confederation", as leaders met in the capital city of Charlottetown in 1867 to sign the British North America Act, creating modern Canada.

Economic Profile:

The economy of Prince Edward Island is based on industries similar to Maine. PEI is known for its agricultural and aquacultural industries; in particular, its potatoes and mussels. 2012 statistics by the Canadian Ministry of Agriculture and Agri-Food showed that PEI was responsible for nearly a quarter of the country's potatoes.⁴ A 2012 economic impact study by BDO accounting and Canmac Economics suggested that potatoes are worth more than \$1 billion of P.E.I.'s total yearly economic output. The study says the sector creates more than \$245 million in household income and employs about 8,283 full-time equivalent jobs annually, both directly and through spinoff effects.⁵ PEI is also known for its mussels. The Prince Edward Island mussel industry is Canada's top producer and exporter of rope cultured blue mussels. PEI has earned its reputation for high quality standards based on the diligence and pride of Island growers, processors, and industry stakeholders.



Mussel Industry Snapshot

- There are approximately 130 mussel growers on PEI who farm 11,000 surface acres.
- More than 41 million pounds (18,597 metric tons) of mussels were produced last year.

⁴ http://www.peipotato.org/sites/default/files/Potato_Market_Info_Review_2012-2013.pdf

⁵ <http://www.theguardian.pe.ca/News/Local/2012-02-26/article-2907927/Potatoes%3A-A-billion-dollar-industry-for-P.E.I./1>

- PEI accounts for 80 per cent of Canadian mussel production.
- PEI's aquaculture industry contributes over \$60 million to the Island economy, with more than \$11 million paid in salaries annually.⁶

Apart from agricultural and aquacultural industries, the main driver for PEI is tourism. Tourists from East Asia, especially Japan, flock to the Island every year to see the setting of the popular novel *Anne of Green Gables*. Additionally, many Canadians from other provinces spend summers at beach houses on PEI, swelling the island's population. The Tourism Industry Association of PEI (TIAPEI) wrote that "Tourism is a vital industry in Prince Edward Island that provides over 7,000 full-time equivalent jobs for Islanders. It accounts for approximately \$380 million in economic activity each year and seven percent of GDP, the highest percentage of any Canadian province".⁷



In an attempt to move away from classical economic sectors like agriculture and tourism, the government of Prince Edward Island developed a government agency called Invest PEI. This organization has focused on four major sectors which they feel should be a focus of economic development: aerospace and defense, biosciences, information technology, and renewable energy. Currently eleven aerospace companies now employ over 900 people in Prince Edward Island and generate sales in excess of \$380 million annually.⁸ According to the Liberal Party of PEI's 2011 election platform, Non-traditional sectors, including bio-sciences, aerospace, financial services, and IT have truly emerged as the Island's fourth economic pillar - and now employ nearly 4650 Islanders in high-paying positions. This is an increase of 30 per cent since 2007".⁹

Political Overview:

Canada's smallest province is also the province that has had the longest currently-serving Liberal government. The Liberal Party of PEI under Robert Ghiz (pronounced Giz) came to power in 2007, taking 23 of the legislature's 27 seats. The party was re-elected in 2011, and the party continues to dominate provincial politics. Ghiz announced his resignation as Premier in November 2014, once a successor is chosen. Rumors arose that he might attempt a run for national political office with the federal Liberal Party. Despite Ghiz's resignation, the party remains extremely popular on the Island.

In its 2011 election platform, the party made promises for the traditional sectors of its economy, promising an investment of \$1.5 million to help farmers buy new agricultural technology, as well as \$1 million for tourism and the creation of a marketing board for fishery products. They also focused on entrepreneurship and education, promising the creation of a six-month on the job training program for graduates of provincial universities and a \$75,000 loan program for small businesses.

⁶ http://www.aquaculturepei.com/pei_cultured_mussels.php

⁷ <http://www.tiapei.pe.ca/twpeinews.cfm?n=888>

⁸ <http://www.innovationpei.com/strategicsectors>

⁹ <http://www.movingforwardpei.ca/uploads/pdfs/Lib-Backgrounder-JobsEconomy.pdf>

In the 2013 Speech from the Throne (akin to a State of the Union/State of the State address), the government highlighted four areas in which they felt they have succeeded since taking power in 2007:

- Through enhanced access to education and training – and support for a stronger private sector – we will build opportunities for Islanders to choose from a wider range and greater number of jobs.
- We will ensure that fiscal balance is achieved in a manner that treats Islanders fairly – and does not imperil economic growth and confidence.
- We will continue to build an education system that focuses on students first
- And we will bring our investments and progress in health care to bear on the goal of faster, better, safer services and care for all Islanders.¹⁰

Opportunities for Collaboration:



Maine and Prince Edward Island are both focused on developing two growing economic fields, particularly bioscience and aerospace. Shared research, development, and networking would help firms in both areas prosper. After the 1989 closure of CFB Summerside, a Canadian Air Force Base on Prince Edward Island, the government and key partners developed a commercial aerospace cluster on the site, renaming the base Slemon Park.¹¹ Today, Slemon Park is the center of PEI's aerospace development and is a major employer for the region, with companies like Honeywell Aftermarket Services, Testori Corporation, and TronosJet Maintenance among the companies based in the park.¹² In partnering with companies at Slemon Park or studying the policies the government put forward to spur economic growth, perhaps Maine will be able to rejuvenate former military sites in Brunswick and Limestone.¹³

¹⁰ http://www.gov.pe.ca/photos/original/eco_sftfall12en.pdf

¹¹ <http://www.slemonpark.com/about/history.php>

¹² <http://www.slemonpark.com/commercial/tenants.php>

¹³

http://bigpossibilities.ca/system/resources/BAhbBIsHOgZmSSlzMjAxMS8xMS8xMC8wOF8yMI81MI82NjFQWVyb3NwYWNI81X0Jyb2NodXJlLnBkZgY6BkVU/Aerospace_Brochure.pdf

Nova Scotia

Maine and Nova Scotia have deep connections. In the early 1600s, King James VI of Scotland granted the area between New England and Newfoundland to be turned into New Scotland, or Nova Scotia in Latin. This area took up “what we now know as the Maritime Provinces, with the Gaspe Peninsula [of Quebec] and much of eastern Maine”.¹⁴

Economic Profile:

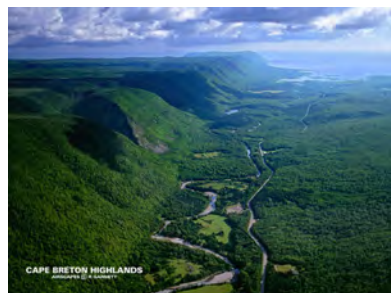
Different sources have given different verdicts on the state of Nova Scotia’s economy. The *National Post*, a large Canadian newspaper, has suggested that the economy is stagnating and is headed toward disaster.¹⁵ The Conference Board of Canada, a Canadian public policy think tank, suggested that Nova Scotia was on the rise, leading the Atlantic Provinces in economic growth and putting it in competition with economies in Western Canada, like Alberta and British Columbia.¹⁶ This is due in part to natural gas production and shipbuilding; however a report by the *Financial Times* highlighted Nova Scotia in 2012 for leading the country in foreign direct investment. Nova Scotia attracted more FDI projects per capita in 2012 than any other state or province. It noted that three of the four largest job-creating FDI projects across Canada went to Nova Scotia in 2012 with major investments by IBM, Admiral Insurance, and Stream.¹⁷



Today the government of Nova Scotia is focused on a variety of different programs for economic development. One part of this strategy involves the creation of Invest Nova Scotia, an arms-length agency tasked with attracting Foreign Direct Investment into Nova Scotia.

Political Overview:

From 2009-2013, the left-wing New Democratic Party of Nova Scotia formed the government in the province. Due in part to a substantial increase in the sales tax, as well as a corruption scandal early in its term, the party was voted out of office in the 2013 election, replaced by the Nova Scotia Liberal Party, led by Stephen McNeil. The Nova Scotia Liberals’ campaign was relatively low-key, as the pundits suggested the party tried not to make promises they



¹⁴ <http://newscotland1398.ca/hist/nshistory01.html>

¹⁵ <http://news.nationalpost.com/2014/04/04/nova-scotias-future-looks-grim-as-its-economy-slowly-dies-but-for-optimistic-residents-it-remains-the-time-of-our-lives/>

¹⁶ http://www.conferenceboard.ca/press/newsrelease/14-06-17/change_is_in_the_air_among_provincial_economies.aspx

¹⁷ <http://novascotia.ca/news/release/?id=20130723004>

ultimately couldn't keep. They wanted to steer away from the NDP's policy of the "government picking winners and losers" and investing massive amounts of money into "dubious mega-projects, layoffs and fading industries" for big business and corporate interests.¹⁸ Instead, the Liberals suggested:

"Government cannot solve this alone, but it can lead the way forward with: a new vision; economic innovation; harnessing research; maximizing comparative advantages; eliminating barriers to competitiveness; and finally, getting government out of the way of business.

A Liberal government will end the practice of picking winners and losers and will focus on sector development. Instead of writing blank cheques to large corporations, we will refocus attention on small businesses, offering supports and incentives to help them grow their operations. Nova Scotians have pride in their businesses — it's time government did as well."¹⁹

In order to keep students in the state, the Liberals promised to:

- Expand apprenticeship opportunities in the province by allowing more apprentices to work under a single journeyperson.
- Modernize the apprenticeship system and increase flexibility so apprentices can earn hours out of province and access block training more easily.
- Ensure all Nova Scotians have access to a portable private pension plan.²⁰

The Liberals also promised to break the utility monopoly held by the state-owned Nova Scotia Power by "creating a heavily regulated, competitive market" with the hopes that this would lower utility rates in the province.²¹

One of the crowning achievements of the partnership between Maine and Nova Scotia has been the ferry service between Portland/Bar Harbor and Yarmouth, Nova Scotia. At its peak, 320,000 passengers arrived through the port of Yarmouth in 2002, representing a large portion of the Nova Scotia tourist market.²² However, this service has faced serious financial shortfalls in the past decade. In several instances, the ferry service was discontinued as companies shut down and reformed, or the government cut subsidies for the service.²³ To Maine's credit, it is not passenger loads from Maine that stand in the way of the economic success of the ferry link, it is the Canadian side of the link where the ferry runs into trouble.²⁴ Because of ineffective road infrastructure and high prices to take the ferry, many people from

¹⁸ http://www.poltext.org/sites/poltext.org/files/plateformes/2013liberalplatformen_26092013_52826.pdf

¹⁹ Ibid, 6

²⁰ Ibid, 7

²¹ Ibid, 12

²² <http://www.nsusaferry.com/images/Yarmouth-Maine%20Ferry%20Analysis%20Gardner%20Pinfold.pdf>

²³ Ibid, 1

²⁴ Ibid, 6

Halifax and surrounding regions would rather drive the 9 hours from Halifax to Portland than take the ferry.²⁵

Opportunities for Collaboration:

Increasing infrastructure between Maine and Canada is an important aspect of the economic development of both regions. The creation of an East-West road link or increasing development on Route 9 and Route 201 not only helps tourism, but helps with interstate commerce as well. On the Canadian side, infrastructure development on Nova Scotia's South and West Shore may entice Canadian travelers to take the Nova Star ferry to Portland, saving them time and keeping the ferry link in business.

With private enterprise, there are opportunities for Maine companies to increase their market by working with agencies like Invest Nova Scotia or directly with Nova Scotian companies to develop connections. The shipbuilding industry in Atlantic Canada, especially in Halifax, is due to receive a boost in the coming years due to a Canadian government contract for new warships. Some Maine companies are already working on the Canadian government's shipbuilding contract, but it is a slightly complicated process. The Canadian procurement process for contracts favors Canadian companies, so companies will try and find qualified Canadian companies to do the work. If this is not available as an option (for example if no qualified Canadian workers exist for a specialized position) then companies are allowed to hire non-Canadian firms as subcontractors, provided that they also invest an equal amount in a comparable Canadian business.²⁶

²⁵ Details in Appendix 2

²⁶ For more information, see http://www.blg.com/en/NewsAndPublications/Documents/publication_1799.pdf

Quebec

Quebec is the second-largest province in Canada, both in terms of area and population. It is also the only officially French-speaking province in Canada. Beginning life as New France in the 1600s, it was incorporated as part of the British Empire in the 1750s. During this time, the elites of French society returned to France, while poor peasant farmers were left under the rule of the British and their local Catholic parish. This, coupled with a lack of economic opportunities,



led to a large-scale immigration from Quebec to the United States. Between 1840-1940, 900,000 Quebecers moved to the United States, moving to towns all over New England. Their influence can still be felt today, in the Franco-American heritage of cities like Lewiston, Biddeford, Waterville, and Skowhegan and with surnames like Gagnon, Levesque, Belanger, and LePage.

Political Overview:

The political situation in Quebec has wavered over the past few years. In 2012, the government of Premier Jean Charest was defeated by the separatist Parti Québécois (PQ). However, this government only had a minority of the seats in the Quebec National Assembly, making their grip on power tenuous at best. The PQ focused more on identity issues rather than economic development, putting forward bills aimed at increasing the use of French in Quebec society and the establishment of a Charter of



Quebec Values, which aimed to ban religious symbols from public life. Such bills alienated and angered the English-speaking and religious minorities in the province. When the PQ tried to run its 2014 campaign on the same issues, as well as a desire to re-open the issue of an independence referendum, the party faced a massive defeat by the Quebec Liberal Party of Philippe Couillard. Couillard focused on economic management and development for his campaign, which gained him votes in areas of Quebec that were tired of rehashing the independence issue.

In their 2014 election platform for English-speaking Quebecers, Couillard focused on a few specific priorities. The crux of this platform was their plan to create 250,000 jobs over the course of the next five years.

Additionally, the platform suggested that within its first 100 days, a Liberal Government would:

- Re-establish the budgets of the Quebec infrastructure plan
- Introduce a tax credit for home renovations;
- Present a budget that provides encouragement to foreign investors and Quebec and Canadian companies by establishing the predictability and stability that creates a favorable investment climate in Quebec.

During its first mandate, a Liberal government would:

- Re-launch the Plan Nord (an ambitious development plan for Northern Quebec first created under Premier Jean Charest)
- Deploy the first Maritime Strategy in our history;
- Put in place an aggressive export strategy to take advantage of Free Trade Agreements with the European Union and the United States;
- Adopt measures to stimulate investments and innovation and re-launch the manufacturing sector;
- Favor the active growth of the population and technological and professional development so that Quebecers will have the skills and qualifications demanded by today's job markets.

Opportunities for Collaboration:

An aggressive export strategy and attempts to stabilize Quebec's investment climate yield both advantages and disadvantages for Maine businesses. The disadvantage is that a strategy of exports by Quebec negatively affects our own export market into Quebec, as well as floods the American domestic market with more goods made in Quebec. A weak Canadian dollar compounds these issues, as it makes exports cheaper for international customers, especially those in the United States and the European Union. It also has the possibility to lead to a decrease in tourism revenue, as the Canadian dollar's weakness against the American dollar may lead to cost-conscious Canadians forgoing a trip to the United States.

However, the strategy of the Government of Quebec has some advantages for Maine business as well. The weak Canadian dollar and a more export-friendly Quebec help importers, who can get Quebec-made products and raw materials for a lower cost. Additionally, a focus on foreign trade allows Quebec-based companies to make connections with international firms. This provides an opportunity for Maine companies, whether they are in the timber industry, the marine industries, science and technology, or aerospace. Bombardier, a manufacturing conglomerate based in Montreal known for its advances in the aerospace and rail industries, could partner with aerospace companies in Maine for supply or development. This strategy is further helped by a memorandum of understanding that was signed between the Governor of Maine and the Premier of Quebec in 2013, which touched on three major components of the Quebec-Maine trade relationship:²⁷

- Encourages Maine and Quebec to coordinate with their business communities to set up partnerships and implement economic development initiatives;
- Encourages an exchange of cross border solutions for clean energy initiatives; and
- Established that a Quebec-Maine Joint Committee will be responsible for implementing the MOU.

²⁷ Meeting of the Citizens Trade Policy Commission, April 26, 2013
<http://maine.gov/legis/opla/CTPCMeetingSummary4-26-13.pdf>

Newfoundland and Labrador

Newfoundland and Labrador is Canada's youngest province, joining the country in 1949 in a referendum.²⁸ Before that, it was a British dominion, meaning that like Canada, it had its own self-



governing parliament, but was part of the British Empire. This history helps create the fierce independent spirit that Newfoundlanders and Labradorians share with people from Maine. Today, Newfoundland has a population of a little over 500,000. Half of the population lives in and around the capital city of St. John's, a geographic area known as the Avalon Peninsula.

Economic Profile:

Long considered one of the more economically disadvantaged of Canada's provinces, parts of Newfoundland were devastated by the collapse of the cod fishery and the subsequent government moratorium on cod fishing. Today, many towns outside of St. John's (and the Avalon Peninsula) have unemployment rates of over 50%. The provincial unemployment rate stands at nearly 13%. However, things are beginning to look up for "the Rock" (as locals call it). The discovery of offshore oil and natural gas reserves has spurred development off Newfoundland's East Coast, and the development of the Lower Churchill hydroelectric project, coupled with resource extraction activities, has helped development in Labrador.



As of May 2014, the offshore oil sector in Newfoundland produced 7.2 million barrels of oil. Between 1997 and 2007, the offshore sector produced 867 million barrels of crude oil, worth about \$46 billion, directly employed about 2,851 workers, and accounted for the construction of 119 homes in 2004 and \$370 million in retail sales, which provided employment for architects, construction workers, salespeople, and many other workers. An associated rise in income, property, and sales taxes also added to federal, provincial, and municipal revenues.²⁹

The Lower Churchill Hydroelectric project, which is due to create an 824 megawatt hydroelectric generating facility in Labrador, is a project that has been in the works for a long time. The current economic estimates suggest that this development will generate \$1.9 billion in income to labor and business, with approximately \$500 million of this to be earned by Labradorians and Labrador-based businesses. The provincial economy will also benefit from employment associated with building the Muskrat Falls hydroelectric generating facility and the transmission links, with 9,100 person-years of direct employment, including 5,800 person-years in Labrador.³⁰

²⁸ Nunavut became its own territory in 1997, but does not have the status of a province.

²⁹ http://www.heritage.nf.ca/society/oil_economy.html

³⁰ <http://www.economics.gov.nl.ca/E2014/LowerChurchillProject.pdf>

The economic outlook looks good for Newfoundland and Labrador, with continued growth expected through the next year due to these ongoing major capital projects.

Political Overview:

In 2010, Newfoundland was experiencing the end of the reign of the legendary Danny Williams. Williams, a self-made millionaire in the cable industry, became Premier in 2003 and embarked on a set of specific policies and plans to help the province. He donated his legislative salary to charity, poked fun at himself on TV, and was an outspoken supporter of the province against the federal government. His style made him a folk hero to many in the province. After accomplishing an agreement to sell power generated in Labrador to Nova Scotia, Williams retired, suggesting that he had accomplished all that he had set out to do. He was replaced by Kathy Dunderdale, the first female premier of the province. While Dunderdale was able to lead the Newfoundland Progressive Conservatives to victory in 2011, she did not have the same charisma as her predecessor, and so many opinion polls are suggesting that the Newfoundland Liberal Party, led by Dwight Ball, could form the government in the upcoming 2015 elections. Dunderdale resigned as premier in January 2014, due to low polling numbers and internal dissent. The race to replace her did not help the Progressive Conservatives regain their lead in the polls, as the front runner of the race dropped out mere days before being declared the winner, and a new leadership race had to be started.

While the election platforms have not yet come out for the 2015 election, there are a few policies on either side of the political aisle that could be useful for Maine policymakers. For example, the Newfoundland Liberals have suggested developing a legacy fund, similar to the one developed by Norway, to save 10% of oil revenues for investment in the future. In the 2013 Speech from the Throne, the Progressive Conservatives called for a focus on innovation and collaboration, highlighting gains in marine technology and calling for less reliance on revenue from offshore oil resources.

Opportunities for Collaboration:

Due to the amount of major capital projects in Newfoundland and Labrador, Maine companies should put themselves in for consideration for procurement opportunities as these projects come underway. As mentioned previously in the Nova Scotia section, Maine companies have the opportunity to enter these projects as subcontractors. Harnessing its expertise in engineering, Maine companies should be able to have a competitive edge over other regions. Additionally, Maine's educational experience (specifically at the University of Maine Orono) in engineering may allow the state to attract or exchange students with universities and technical schools in Newfoundland and Labrador.

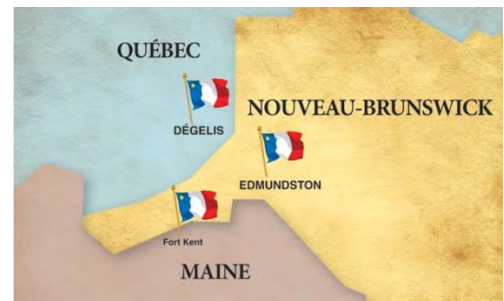
New Brunswick



New Brunswick, with over 750,000 people is small, but similar to that of Maine. New Brunswick is the only bilingual province in Canada, with all government services being offered in both French and English.³¹ This is due to the large minority of French-speakers in New Brunswick, which make up about a third of the population.

Moncton, today the largest city in New Brunswick and long considered the geographic center of the Maritime Provinces, has a population almost exactly the same size as Portland. There are about 69,000 people in the city itself, with about 125,000 living in the metropolitan area.

Because of our shared border, the histories of Maine and New Brunswick are inextricably linked. The southern border of the colony of Acadie (Acadia) was the Kennebec River. During Le Grand Dérangement (The 1755 Expulsion of the Acadians), many were settled in Maine. A short war was waged between Maine and New Brunswick that later developed the northern borders of Maine. Today, Acadians live across the Maritimes, but the largest populations exist around New Brunswick and Maine.³² This has led to a lot of cultural exchange between Maine and New Brunswick. Most recently, the 2014 World Acadian Congress was held in Madawaska as well as Edmundston, New Brunswick and Témiscouata-sur-le-Lac, Quebec, joining the populations of all three areas in a large celebration.



Economic Profile:

As Maine's closest neighbor to the East, New Brunswick and Maine have a shared history, shared populations, and unfortunately, share the same economic issues. With the slow decline of the pulp, paper and timber industries in the province, several Premiers have attempted ambitious projects to rejuvenate New Brunswick's economy. In the 1970s and 80s, Premier Richard Hatfield tried to make New Brunswick a manufacturing province, by having the Bricklin SV1 automobile produced in the province. Unfortunately, the Bricklin was a commercial failure, and the plant closed down after only a few cars were sold. Premier Frank McKenna was instrumental in enticing business to the province, but is

³¹ Language policy in Canada is tricky. All federal services are offered in both English and French, but provincial services (healthcare, education, etc.) are provincial jurisdiction. Quebec has French as its official language, the remaining provinces have English as their official language, New Brunswick is the only one that is bilingual.

³² There is also a large population of Acadians in Louisiana (Cajuns)

best known economically for developing New Brunswick's service sector, primarily in relation to call centers. According to a 2002 article in the journal *Canadian Women's Studies*, about 4000 jobs in New Brunswick have been created by the call center 'industry'.

The economy performance of New Brunswick, ranked last in terms of Canadian provinces, has caused the provincial government to take a multifaceted approach to the problem. First is the creation of an export strategy. New Brunswick, already the largest exporter in Atlantic Canada (and 6th overall in Canada), developed three goals in its 2013 report *Growing Global Markets: Ten Actions to Create a Wealthier New Brunswick Through Exports*.³³

1. Encourage more firms to enter export markets
2. Focus on growth opportunities through value-added exports
3. Diversify New Brunswick's export markets

The government of New Brunswick has also decided to focus on developing specific sectors, including sectors that have been historically strong within the province, like the wood, pulp, and paper industry and the food industry.

The government wants to develop the aerospace and defense industry, which still lags behind similar industries in Nova Scotia and PEI. Because Canadian Forces Base (CFB) Gaagetown, Canada's largest military training base is located in New Brunswick, there is a large local talent pool to help spur development.³⁴ Additionally, New Brunswick's rich history of shipbuilding, coupled with an order for new warships by the Canadian government, allows for companies in and around the shipbuilding sector to develop and apply for specific procurement contracts.³⁵



The forestry sector and the food sector in New Brunswick account for 31,600 jobs in New Brunswick, and therefore constitute an important part of the provincial economy. However, with the instability and weakness of the current market, innovation is required to keep these large economic sectors

competitive and growing. Within the forestry sector, this involves the ability to utilize and extract value from the entire tree. For example, using forestry by-products to develop wood fiber, as well as bio-fuels, bio-chemicals and other "green" products would be adding value to otherwise useless byproducts.

Within the food industry, there is also a desire to move toward a value-added viewpoint, as a richer and more urban population is looking for seafood and agricultural products that fit their demand.

³³ <http://www2.gnb.ca/content/dam/gnb/Departments/ed-de/PDF/9212TradeStrategyEnglishWeb.pdf>

³⁴ <http://www2.gnb.ca/content/dam/gnb/Corporate/pdf/EcDevEc/Aerospace.pdf>

³⁵ <http://www.acoa-apeca.gc.ca/eng/Pages/Atlantic-Shipbuilding-Action-Plan.aspx>

Much like Maine, New Brunswick has a growing industry in both bioscience and information technology. Between research and development activities regarding seafood byproducts and agricultural products, and more advanced research in the health sciences, the biotech sector in New Brunswick is growing, has stimulated a lot of both public and private investment. In the IT sector, which employs approximately 8,000 people and generated close to \$875 million in Gross Domestic Product in 2002 alone, is another growing industry in New Brunswick, growing at a rate of 1.3-2% a year. This industry, which they believe appeals to younger populations, shows growth opportunities in the fields of software development as well as content development for government and military sources.

Political Overview:

Politically, the government has shifted a couple times in the past four years. In 2010, the Liberal government of Shawn Graham was swept out of power due to their controversial plan to sell NB Power (the government power company) to Hydro-Quebec. Graham was replaced by David Alward and the Progressive Conservative Party, but they too ran into problems with the voting public, on issues regarding hydraulic fracturing (“fracking”) and economic stagnation.

Brian Gallant was chosen as leader of the New Brunswick Liberals in 2012. Gallant, a youthful and charismatic candidate, breathed life into a faltering party and, aided by the popularity of Justin Trudeau and the federal Liberal Party, was able to defeat Alward and the Progressive Conservatives in October 2014. Some relevant planks of their platform included a focus on building a skilled workforce with measures like:

- Implementing a comprehensive literacy strategy that involves the public education system, employers and community agencies. Begin by restoring funding to adult literacy cut by the current government.
- Helping our province’s youth develop skills and find jobs through a new Youth Employment Fund to give unemployed 18-29 year-olds training and work experience here in New Brunswick rather than see them go out west.
- Providing a training tax credit to small businesses that pay for continuous learning opportunities for their employees.
- Developing a nine-month accelerated course to close the gaps between workforce skills and the needs of the information-communication technology (ICT) industry. Work in partnership with industry and the New Brunswick Community College to develop the curriculum and require ICT companies to guarantee jobs for all of the seats opened in this program.
- Identifying workforce skills shortages and pairing companies with students in targeted programs through education contracts, with the company offsetting tuition costs in exchange for the students going to work for the company.
- Improving the recognition of professional credentials from other provinces and countries to allow us to attract and retain skilled workers.

- Working with the other Atlantic provinces and the federal government to develop an Atlantic Canadian Immigration Strategy that provides more provincial control and targets the common needs of Atlantic provinces in growing our populations and workforces. Ensure the New Brunswick implementation of this strategy respects the linguistic makeup of the province.

Additionally, the party had specific policies related to small business, including:

- Giving our small businesses a competitive advantage by lowering the small business corporate income tax rate to 2.5%, the lowest rate east of Manitoba.
- Enabling small businesses to get better access to needed capital investments by increasing the Small Business Investor Tax Credit to 50% from 30%.
- Giving New Brunswick companies a better chance to win government contracts by introducing industrial and regional benefits to procurement scoring. Companies bidding on government work would have to identify how much and where they will spend their money within New Brunswick. Proponents who will spend more of New Brunswick taxpayers' money in New Brunswick would be favoured over those who do not.
- Providing small businesses with predictability in their costs by freezing fees paid by small businesses for four years.
- Identifying and eliminating red tape that is most problematic for small and medium-sized businesses and simplifying the process of creating a new business.
- Making New Brunswick more start-up friendly by directing the New Brunswick Innovation Foundation to identify the necessary expertise and pool of specialists needed to assist our entrepreneurs in high-tech industries, and develop a strategy to create more start-ups.
- Creating jobs in the construction industry through government support for home renovations to improve energy efficiency or accessibility for seniors.
- Recognizing the economic benefits and potential growth opportunities in our tourism sector by working with the Tourism Industry Association of New Brunswick and other stakeholders to support our operators and enhance this vibrant sector of our economy.

Both Alward and Gallant support the Energy East Pipeline, a planned pipeline from the Athabasca Oil Sands in Alberta to oil refineries in Atlantic Canada, specifically in Saint John, New Brunswick.

Cynics will tell you that there is not much difference between the two major parties, as both rely on the support of the two largest companies in New Brunswick; McCain Foods and the Irving Family of Companies. While this is a concern, as a political system should not be run by private enterprise, both Irving and McCain are key job creators in Maine, with Irving being the largest private landowner in the state. Thus, their opinions are still important to keep in mind.

Opportunities for Collaboration:

Because of their multi-faceted strategy for economic growth, there are several ways in which Maine can respond to this strategy. The Energy Sector in New Brunswick provides an opportunity to collaborate on research and development as well as construction of existing projects. Research into tidal power in the Bay of Fundy is happening on both sides of the border, so pooling resources for research and development could make the region a renewable energy powerhouse. On the non-renewable end of the energy spectrum, the possibility of the Energy East Pipeline being built and increased refinery capacity in Saint John could be a boon for Maine's economy, as the oil could pass through Maine either on its way to New Brunswick, or arrive from New Brunswick for use in the American energy market.

Much like the opportunities in Nova Scotia and Prince Edward Island, working with the defense and aerospace industry in New Brunswick, especially around CFB Gagetown, creates opportunities for collaboration and research sharing, which benefits both sides of the border.

The IT sector could be strengthened in both countries by more educational outreach, as well as increased networking and opportunities for startups to form.

Regional Organizations

The Atlantic Canada Opportunities Agency, or ACOA, is an agency developed by the Canadian government to stimulate economic growth in Atlantic Canada. ACOA create opportunities for economic growth in Atlantic Canada by helping businesses become more competitive, innovative and productive, by working with diverse communities to develop and diversify local economies, and by championing the strengths of Atlantic Canada.

Atlantic Canada Opportunities Agency

Blue Cross Centre
644 Main Street
P.O. Box 6051
Moncton, New Brunswick
Canada
E1C 9J8
information@acoa-apeca.gc.ca
<http://www.acoa-apeca.gc.ca/Eng/Pages/Home.aspx>

The Government of Canada maintains a Consulate in Boston, which covers all the New England States. The current Consulate General for our region is former PEI Premier Patrick (Pat) Binns, who was Robert Ghiz's predecessor and leader of the Progressive Conservative Party of PEI.

Consulate General of Canada

3 Copley Place,
Suite 400
Boston, MA 02116
bostn@international.gc.ca
<http://www.can-am.gc.ca/boston/index.aspx?lang=eng>

The Premiers of the four Atlantic Canadian provinces all sit on the Council of Atlantic Premiers, an organization founded in 2000 to promote collaboration among the four Atlantic provinces by enhancing trade opportunities, supporting research and development, investment in renewable energy initiatives, and economic and social cooperation.³⁶ Since then, the governments have coordinated around four major areas: Energy and the Environment, Innovation and Economic Progress, Population and Immigration, and Trade and Procurement. It has also led to the development of several regional agencies, including the Council of Atlantic Ministers of Education and Training, the Maritime Provinces Higher Education Commission, the Maritime Provinces Harness Racing Commission, and the Atlantic Provinces Community College Consortium.

Additionally, the Eastern Canadian Premiers have been meeting with the New England Governors for almost a decade now in an annual conference that aims to increase cooperation between the two

³⁶ <http://www.cap-cpma.ca/default.asp?mn=1.98>

regions.³⁷ This year's conference, held in Bretton Woods, NH, passed resolutions on the subjects of regional energy markets, sustainable transportation systems, and regional economic development opportunities. The last resolution is perhaps most appealing for this report. The resolution directs a "coordinating committee to establish and oversee a process for identifying shared opportunities, challenges and barriers associated with economic development and trade in the region and assessing potential collaborative actions that could enhance the region's economic competitiveness".³⁸ However, progress is slow on this process, with an interim report due to be submitted at the 2015 conference and a final report detailing findings and proposed actions due the year after.

³⁷ <http://www.cap-cpma.ca/default.asp?mn=1.98.3.26>

³⁸ <http://www.cap-cpma.ca/images/Newsroom/Photo%20Gallery/NEG/Res38-3EconDevel.pdf>

Opportunities:

Maine and the Maritime provinces are facing a similar demographic crisis, with young people moving out of state/province for better job opportunities. Each province has faced this crisis in different ways.

Education:

One way in which all the provinces have attempted to address this issue is through education, specifically investment in higher education. Provinces like Prince Edward Island have partnered with the private sector to give graduates on-the-job training for jobs. This could be a way for Maine companies to attract college-educated talent, partially subsidized by the provincial government. Conversely, the University of Maine System and the Maine Community College System could adopt a similar Public-Private Partnership approach to job training for graduates, allowing Maine students to work at Maine-based or Canadian-based companies to develop job experience.

Additionally, if the Maine Community College System partners with the Atlantic Provinces Community College Consortium or the CEGEPs in Quebec, it opens both Maine students and Canadian students to a larger array of study options, and increases the connections between the Maine and these particular regions. Studies in French in particular would give Maine students an extra edge in the international market in comparison to their counterparts in the rest of the United States, as well as allows many Maine students from Franco-American families to reconnect with their heritage.

On Maine's side, a focus on opportunities for Maine's engineering students can help not only create opportunities at home, but can help contribute to projects all over the region.

Energy:

Within the energy industry, calls for the creation of a competitive utility market in provinces like Nova Scotia and New Brunswick provide opportunities for Maine to partner with utility providers in the Maritimes and Quebec to provide energy for the Eastern Seaboard. Steps in this direction have been talked about at meetings of the Eastern Canadian Premiers and New England Governors, but have not moved past the paper they are printed on. Some Canadian companies are already investing in Maine's energy industry, with Nova Scotia-based Emera owning the operations of Bangor Hydro and the Toronto-based Brookfield Renewable Power controlling several hydroelectric plants in Maine.

Aerospace and Shipbuilding:

The shipbuilding industries in New Brunswick and Nova Scotia, bolstered by a new defense contract with the Canadian government, could be an area of opportunity for Maine companies to offer their expertise, providing research on new technologies or new manufacturing processes to make the shipbuilding process more efficient. Quebec's plans to plan a specific maritime strategy provides a similar opportunity for Maine companies involved in shipbuilding trades.

International Relations:

Working more closely with the Council of Atlantic Premiers or giving more power or coordination to the meeting of Eastern Canadian Premiers and New England Governors is a good way to not only strengthen

the connections between Maine and the Eastern Canadian provinces, but allows for agreed-upon strategies to be implemented at a faster pace, which creates further integration and economic growth.

Infrastructure:

Development and modernization of infrastructure networks on both sides of the border, be they railroads, ferries, highways or pipelines, allows for an increased amount of economic activity, through tourism and international commerce.

Biotechnology/Bioscience:

Many provinces have sought to modernize their classical industries, like pulp and paper, seafood, and agriculture, by focusing on the bioscience and the development of other uses for products. This has already become a rapidly growing industry in Maine, and partnering with companies in Quebec and Atlantic Canada can only help both industries. This partnership can be done through increased collaboration on research and development, as well as incentivizing startup companies in the field or supporting those companies that have a presence in both Maine and Canada. The founding of the Maine Ocean Cluster in 2014 provides an opportunity for Maine companies to collaborate locally, while also allowing them to work with Ocean Clusters in other areas, including the Newfoundland Ocean Cluster in St. John's.

Conclusion:

In conclusion, Maine and the provinces of Eastern Canada have improvements to make in their respective nations in regard to economic development. Part of this is due to a desire to rely on traditional industries, which means attempts at change have not been viable in the long-term. Due to this shared struggle, it is in the best interest of both Maine and the Atlantic Provinces (and Quebec) to work together rather than compete against one another. Not only do Maine and Eastern Canada share a history, demographics, and language, they are also focusing on the same sectors for economic development in the future. It puts companies and governments on both sides of the border at a disadvantage to have them unaware of the opportunities that they may be able to develop across the border. By bringing light to these opportunities, perhaps Maine's economy can begin to flourish.

Appendix 1: Economic Statistics

Unemployment Rates:

State/Province	Unemployment Rate
Maine	5.5%
New Brunswick	9.4%
Quebec	7.8%
Prince Edward Island	9.5%
Nova Scotia	9.0%
Newfoundland and Labrador	12.9%

Amount Spent on Research and Development:

State/Province	Gross Domestic Expenditure on R&D	% of State/Province GDP spent on R&D
Maine	\$535,000,000	1.0%
New Brunswick	\$300,000,000	1.0%
Quebec	\$7,895,000,000	26%
Prince Edward Island	\$64,000,000	Negligible
Nova Scotia	\$515,000,000	2.0%
Newfoundland and Labrador	\$278,000,000	1.0%

Healthcare costs (as a percentage of GDP):

State/Province	% of GDP spent on healthcare
Maine	22.4%
New Brunswick	15.0%
Quebec	12.7%
Prince Edward Island	16.7%
Nova Scotia	16.1%
Newfoundland and Labrador	10.3%

Median Age of Population:

State/Province	Median Age
Maine	43.5
New Brunswick	43.4
Quebec	41.5
Prince Edward Island	42.6
Nova Scotia	43.4
Newfoundland and Labrador	44.2

Appendix 2: Trade Information

Imports from Maine to Atlantic Canada and Quebec (September 2014):

Rank	Description	ANNUAL 2011	ANNUAL 2012	ANNUAL 2013	SEP 2013 YTD	SEP 2014 YTD	%2011- 2012	%2012- 2013	%2013- 2014
	TOTAL Atlantic Canada and Quebec	864,928,869	1,083,109,420	1,067,394,278	811,162,093	838,299,757	25.23	-1.45	3.35
1	New Brunswick	459,229,537	516,715,220	635,501,805	479,618,174	512,373,388	12.52	22.99	6.83
2	Quebec	400,298,102	435,954,410	430,143,294	330,223,488	313,253,210	8.91	-1.33	-5.14
3	Prince Edward Is.	98,288	153,720	52,476	46,385	10,931,644	56.40	-65.86	23,467.20
4	Nova Scotia	512,430	46,055,914	742,716	448,203	1,540,313	8,887.75	-98.39	243.66
5	Newfoundland Labrador	4,790,512	84,230,156	953,987	825,843	201,202	1,658.27	-98.87	-75.64

Exports from Atlantic Canada and Quebec to Maine (September 2014):

Rank	Description	ANNUAL 2011	ANNUAL 2012	ANNUAL 2013	SEP 2013 YTD	SEP 2014 YTD	%2011- 2012	%2012- 2013	%2013- 2014
	TOTAL Atlantic Canada and Quebec	1,565,212,564	1,371,056,856	1,703,322,671	1,262,019,796	1,305,557,684	-12.40	24.23	3.45
1	Quebec	626,535,748	585,587,261	730,240,367	542,887,986	575,626,681	-6.54	24.70	6.03
2	New Brunswick	677,482,588	587,261,493	539,018,948	414,111,806	497,223,613	-13.32	-8.21	20.07
3	Nova Scotia	153,157,023	126,319,793	167,530,530	117,504,410	148,596,488	-17.52	32.62	26.46
4	Newfoundland Labrador	73,274,417	30,212,743	234,595,081	160,453,673	61,442,725	-58.77	676.48	-61.71
5	Prince Edward Is.	34,762,788	41,675,566	31,937,745	27,061,921	22,668,177	19.89	-23.37	-16.24

Detailed Exports (by Commodity) from Atlantic Canada and Quebec to Maine (September 2014):

Rank	Description	ANNUAL 2011	ANNUAL 2012	ANNUAL 2013	SEP 2013 YTD	SEP 2014 YTD	%2011-2012	%2012-2013	%2013-2014
	TOTAL ALL COMMODITIES	1,564,146,202	1,371,020,106	1,703,249,171	1,261,946,296	1,305,552,796	-12.35	24.23	3.46
1	Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax	468,416,756	347,675,926	613,007,538	448,877,841	394,947,491	-25.78	76.32	-12.01
2	Wood Pulp Etc; Recovd (Waste & Scrap) Ppr & Pprbd	289,428,985	212,277,248	243,766,121	181,129,334	191,532,623	-26.66	14.83	5.74
3	Fish, Crustaceans & Aquatic Invertebrates	152,759,987	140,647,405	169,144,398	116,247,539	160,197,322	-7.93	20.26	37.81
4	Paper & Paperboard & Articles (Inc Papr Pulp Artl)	118,991,820	120,723,957	109,167,948	80,134,907	95,877,210	1.46	-9.57	19.64
5	Wood And Articles Of Wood; Wood Charcoal	71,266,599	71,270,580	82,407,541	63,872,974	76,942,302	0.01	15.63	20.46
6	Inorg Chem; Prec & Rare-Earth Met & Radioact Compd	90,386,340	97,001,558	98,416,990	74,542,927	66,118,817	7.32	1.46	-11.30
7	Industrial Machinery, Including Computers	29,746,178	43,674,400	48,354,760	34,217,215	51,247,383	46.82	10.72	49.77
8	Plastics And Articles Thereof	43,888,768	52,577,662	52,574,381	40,103,810	43,745,914	19.80	-0.01	9.08
9	Edible Fruit & Nuts; Citrus Fruit Or Melon Peel	11,443,418	17,143,253	16,488,103	13,920,330	23,572,708	49.81	-3.82	69.34
10	Salt; Sulfur; Earth & Stone; Lime & Cement Plaster	28,394,199	30,885,030	27,918,115	21,414,471	19,619,250	8.77	-9.61	-8.38
11	Vehicles, Except Railway Or Tramway, And Parts Etc	20,541,194	20,624,417	22,944,047	16,777,617	16,649,746	0.41	11.25	-0.76

12	Live Trees, Plants, Bulbs Etc.; Cut Flowers Etc.	16,821,035	16,728,740	16,814,512	14,752,175	14,747,118	-0.55	0.51	-0.03
13	Fertilizers	17,262,022	17,839,763	16,591,652	16,290,084	14,498,106	3.35	-7.00	-11.00
14	Articles Of Iron Or Steel	14,317,284	14,809,197	13,345,725	10,181,785	14,138,150	3.44	-9.88	38.86
15	Prep Vegetables, Fruit, Nuts Or Other Plant Parts	39,484,049	32,820,387	17,868,966	15,065,968	13,262,036	-16.88	-45.56	-11.97

[WISERTrade](#): Canadian Data Harmonized Query

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Detailed Imports (by Commodity) from Maine to Atlantic Canada and Quebec (September 2014):

Rank	Description	ANNUAL 2011	ANNUAL 2012	ANNUAL 2013	SEP 2013 YTD	SEP 2014 YTD	%2011 - 2012	%2012 - 2013	%2013- 2014
	TOTAL ALL COMMODITIES	864,928,869	1,083,109,420	1,067,394,278	811,162,093	838,299,757	25.23	-1.45	3.35
1	Wood And Articles Of Wood; Wood Charcoal	241,306,890	261,594,068	269,502,437	201,154,594	206,574,698	8.41	3.02	2.69
2	Fish, Crustaceans & Aquatic Invertebrates	238,487,612	266,762,009	281,703,511	186,741,697	201,223,004	11.86	5.60	7.75
3	Mineral Fuel, Oil Etc.; Bitumin Subst; Mineral Wax	7,724,769	63,151,646	142,188,569	129,976,539	134,322,365	717.52	125.15	3.34
4	Paper & Paperboard & Articles (Inc Paper Pulp Artl)	156,271,543	159,384,631	148,882,787	113,728,051	105,849,626	1.99	-6.59	-6.93
5	Edible Fruit & Nuts; Citrus Fruit Or Melon Peel	30,639,185	34,806,699	30,349,630	28,846,534	32,481,318	13.60	-12.81	12.60
6	Industrial Machinery, Including Computers	25,300,786	24,559,102	28,578,231	21,022,184	27,488,391	-2.93	16.37	30.76
7	Wood Pulp Etc; Recovd (Waste & Scrap) Ppr & Pprbd	41,937,115	44,540,639	35,971,322	27,689,373	25,676,570	6.21	-19.24	-7.27
8	Vehicles, Except Railway Or Tramway, And Parts Etc	25,053,064	29,788,859	22,839,932	18,178,020	17,451,224	18.90	-23.33	-4.00
9	Plastics And Articles Thereof	11,705,815	10,152,015	11,740,855	8,021,020	11,479,349	-13.27	15.65	43.12
10	Prep Vegetables, Fruit, Nuts Or Other Plant Parts	4,632,088	5,077,890	7,525,167	5,172,428	6,713,244	9.62	48.19	29.79
11	Sugars And Sugar Confectionary	5,433,675	4,923,266	5,871,765	5,571,363	6,685,513	-9.39	19.27	20.00
12	Iron And Steel	1,921,900	1,575,263	1,307,820	670,219	6,553,385	-18.04	-16.98	877.80
13	Edible Preparations Of Meat, Fish, Crustaceans Etc	1,666,007	3,555,260	6,249,195	4,980,336	4,951,092	113.40	75.77	-0.59
14	Edible Vegetables & Certain Roots & Tubers	3,204,043	2,334,159	8,125,320	7,355,876	4,495,459	-27.15	248.10	-38.89
15	Ships, Boats And Floating	4,477,245	5,996,618	5,427,542	5,025,856	4,174,689	33.94	-9.49	-16.94

Structures									
16	Electric Machinery Etc; Sound Equip; Tv Equip; Pts	10,068,493	94,883,719	4,898,879	3,283,105	3,235,345	842.38	-94.84	-1.45
17	Articles Of Iron Or Steel	7,364,832	8,487,249	6,397,565	4,604,905	3,037,712	15.24	-24.62	-34.03
18	Cereals	3,941,231	2,960,969	3,542,373	2,859,537	2,915,663	-24.87	19.64	1.96
19	Wadding, Felt Etc; Sp Yarn; Twine, Ropes Etc.	4,260,726	3,851,528	4,099,990	3,173,215	2,828,896	-9.60	6.45	-10.85
20	Copper And Articles Thereof	1,217,687	440,207	484,633	215,368	2,780,974	-63.85	10.09	1,191.27

[WISERTrade](#): Canadian Data Harmonized Query

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Appendix 3: Maine-Nova Scotia Ferry Service

Zack Churchill, Member of the Legislative Assembly for Yarmouth, NS, was asked about the future of ferry service between Portland and Yarmouth during the period when the service was not operational. He suggested that the problem wasn't the amount of passengers on the American side of the voyage, but on the Nova Scotia side. Because of ineffective road infrastructure and high prices to take the ferry, many people from Halifax and surrounding regions would rather drive the 9 hours from Halifax to Portland than take the ferry. This sentiment was echoed by locals from Yarmouth when the NovaStar ferry began service in 2014. "You are better off taking the ferry from Digby [Nova Scotia] and going to Maine through New Brunswick" they said. They suggested that the price that NovaStar was charging was far too high for the largely lower middle-class people living in Yarmouth, many of whom do not have cars or passports either. "The ferry is useless on the Canadian side because of those reasons," they wrote "the Americans drive our tourist economy, but because we don't bother with the ferry, it will fail".