



Canada-US Cargo Security Project

Projet pour la Sécurité du Commerce International
Canado-Américain

A Model Partnership
“and why it works!”

Sept 14, 2006

Why Québec, the Maritimes & U.S. Northeast

- Law enforcement cooperation,
- State/Province Partnerships,
- Trade & Businesses collaboration,
- Academia & high tech companies,
- Inter-connected economies,
- Ports of Montréal & Halifax



Unique Components

- Political Leadership
- Public Sector Involvement
- Private Sector Involvement
- Flexibility
- Funding

POLITICAL LEADERSHIP



- International –
USA/CAN
- State/Provincial
- Bi-Partisan

Public Sector Participation

- Multiple Jurisdictional Focus
- Varied Mission & Scope – Leverage spheres of influence
- Transparency
- Minimize duplication & “re-creating wheel”

PRIVATE SECTOR SELECTION



- Challenging International Supply Chains,
- Clear Expectations to Importers,
- Engage Shipping Community,
- High Tech & Academic Community Participation

FLEXIBILITY

- Develop a well conceived plan,
- Transparency & inclusive,
- Ability to evolve.

Income Stream

- Leveraged Funds
 - USCG,
 - Québec, Nova Scotia,
 - ME, NH, NY, VT
 - Port Authorities
 - Private Sector
 - NI2 - CIE
- Diverse Procurement Rules