

Carsey Policy Hour

Timothy Egan - Vice President
New England Canada Business Council

May 14, 2025



NEW ENGLAND – CANADA BUSINESS COUNCIL

NECBC Webinar: What
Canada's elections mean for
U.S.-Canada trade and the
binational relationship -
5/6/25

*“The situation is being framed as with the
U.S. as a whole, instead with the White
House – and as ‘the end of relations as we
know it.’ This framing strains relationships
with ALL jurisdictions, when in fact there are
subnational opportunities to mitigate
harm.”*

*Monica Gattinger -
Dir of Institute for Science, Society & Policy
University of Ottawa*

May 5, 2025 - Letter to Canadian Premiers

“As Governors of the Northeast, we want to keep open lines of communication and cooperation and identify avenues to overcome the hardship of these uninvited tariffs and help our economies endure. To that end, we invite you to join for an in-person convening in Boston, Massachusetts, to be held in the coming weeks.”

- Gov. Healey, Massachusetts
- Gov. Mills, Maine
- Gov. Lamont, Connecticut
- Gov. Hochul, New York
- Gov. McKee, Rhode Island
- Gov. Scott, Vermont



Monday, May 5, 2025

Dear colleagues,

While the international uproar over tariffs threatens to upend the economies of our respective communities, we write to reaffirm our friendship and unique interdependence. Ours is a cherished relationship that is founded not only on mutual financial advantages but also on centuries-old familial and cultural bonds that supersede politics.

We are keenly aware of the effects these tariffs have on citizens on both sides of the border. Businesses small and large that employ citizens in the US and Canada are already facing severe consequences from the trade war as the tariffs make life increasingly more expensive for our people and our businesses.

As Governors of the Northeast, we want to keep open lines of communication and cooperation and identify avenues to overcome the hardship of these uninvited tariffs and help our economies endure. As we continue to navigate this period of great uncertainty, we are committed to preserving cross border travel, encouraging tourism in our respective jurisdictions, and promoting each other's advantages and amenities.

To that end, we invite you to join us for an in-person convening in Boston, Massachusetts, to be held in the coming weeks. We will be in touch to discuss your availability for this meeting. We look forward to hearing from you as we continue to work towards our shared priorities.

Sincerely,

Governor Maura T. Healey
Commonwealth of Massachusetts

Governor Janet Mills
State of Maine

Governor Ned Lamont
State of Connecticut

Governor Kathy Hochul
State of New York

Governor Dan McKee
State of Rhode Island

Governor Phil Scott
State of Vermont

Existing Relationships

- **NEW ENGLAND CANADA BUSINESS COUNCIL (NECBC)**

Founded 1981 with focus on trade & tourism. Expanded with specified programs on energy, finance & tech.

- **CANADIAN ENTREPRENEURS IN NEW ENGLAND (CENE)**

Founded 2013 as expat-based business incubator for mentoring, market expertise & thought leadership.

- **NH DEPT OF BUSINESS AND ECONOMIC AFFAIRS (BEA)**

Benoit Lamontagne, business recruitment.

- **NEW HAMPSHIRE CANADIAN TRADE COUNCIL (NHCTC)**

Founded 1991, initiated by statute Sect. State & 2018 coord with BEA.

- **FRANCO-AMERICAN CENTRE (FAC)**

Celebrating French language, culture & heritage since 1990. Based in Manchester, NH.

Regional Perspectives

1. SMALL BUSINESSES IMPACTED

- Canada #1 Trading Partner for NE (32 states)
- First term USMCA Series Before VT, During NH & After ME
- 2020 Letter from NE Govs on 2018 Aluminum Tariff

2. POLICY, NOT POLITICS

- Steel & Aluminum raise operational costs
- Softwoods raise building costs
- Food costs up due cost of fertilizer costs



In 2020, Gov. Sununu joined Govs. Scott and Mills in a letter to President Trump to “strongly encourage the removal of any proposed tariffs on Canadian aluminum products in order for both sides to focus and collaborate on recovery efforts.”

Regional Perspectives

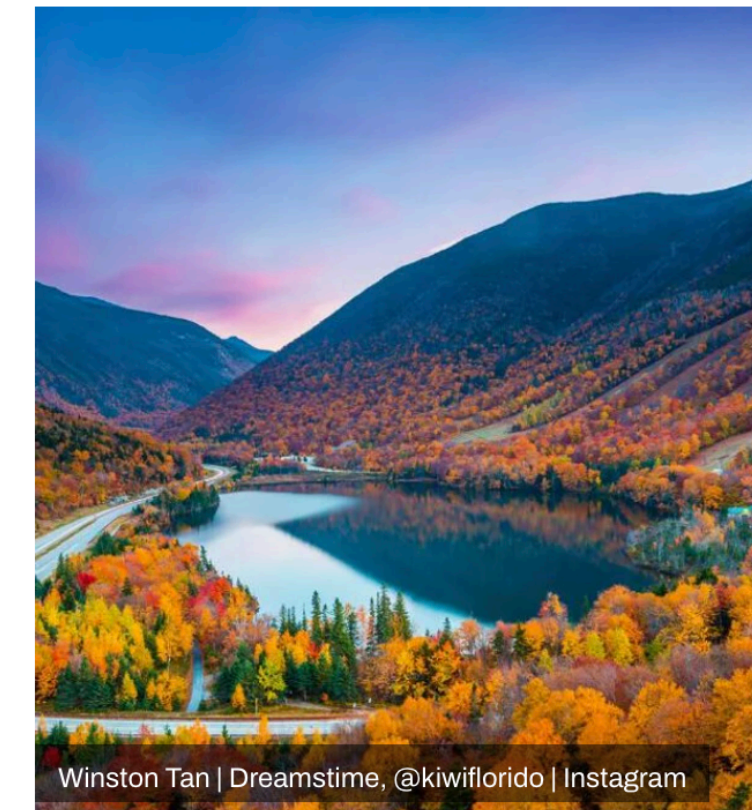
3. BUSINESS CORRIDORS HARMED

- New Hampshire Liquor Commission - \$165m net profit in jeopardy (after state adjusted liquor ml)
- Hampton Chamber & White Mountain Attractions: 36% Canadians cancelled trips
- Life Sciences (U de Sherbrooke:) Canadians 59% less likely to visit NH

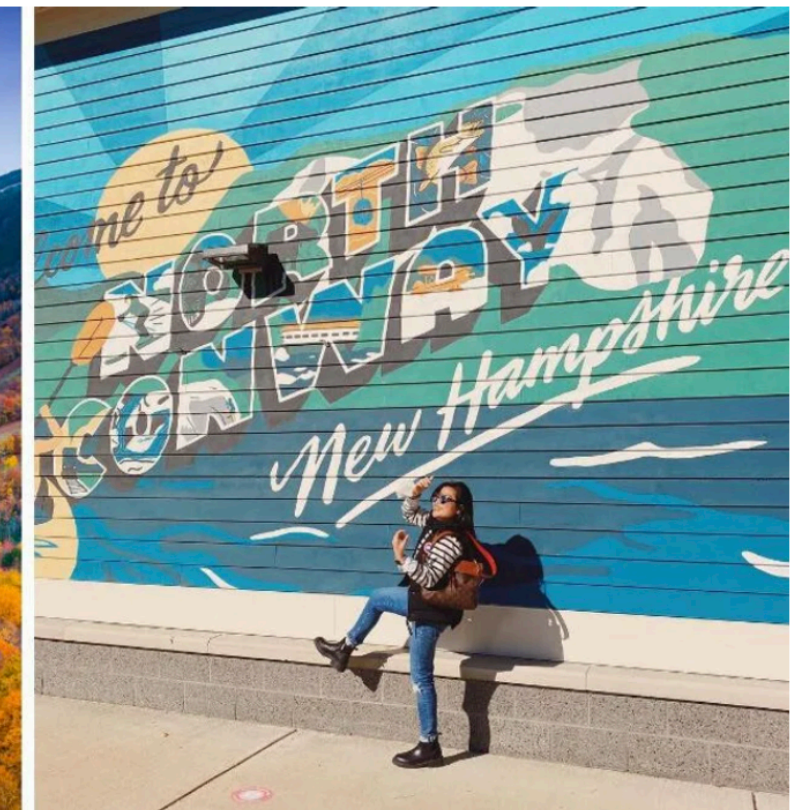
NARCITY

7 Reasons Why New Hampshire Is The Perfect Road-Trip Getaway From Canada

Flannel, cider and cozy autumn eats.



Winston Tan | Dreamstime, @kiwiflorido | Instagram



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Kianni Reynolds-Lewis

Sponsored Content
Contributing Writer

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New Hampshire's Balancing Act



CONCORD MONITOR

2/5/25 - “I did not want anything to go forward that would impact our competitiveness here in New Hampshire,” Ayotte said. “Canada is a very strong trading partner with New Hampshire and one of our top trading partners, but I also appreciate the concerns that President Trump has expressed in getting the fentanyl off our street and making sure that our northern border is secure.”

The Pulse of NH

4/10/25 - NH Governor Kelly Ayotte said she is urging the Trump administration to resolve the tariff situation with Canada. Noting that Canada is New Hampshire's number-two trading partner, the governor said there's a lot of back-and-forth business. Ayotte said President Trump's tariffs are not helping, including impacting travel and tourism. She said she's “hopeful” the two sides can quickly resolve the issue.

Partners to Leverage Going Forward



NEG-ECP Conference in Boston, 9/25/24

- *Increased communication at the sub-national level!*
- Govs and Premiers Meetings, incl. the New England Governors and Eastern Canadian Premiers (NEG-ECP) Annual Conference.
- Invest In Quebec (TD Economic Forum)
- Opportunities New Brunswick (NECBC U.S.-Canada Executive Energy Conf.)
- Invest Nova Scotia (Acadian Conf.)



NEW ENGLAND – CANADA BUSINESS COUNCIL

<https://necbc.org/>

FUTURE PRIORITIES:

**Energy
Investment
Understanding**

REFERENCES

- <https://www.boston.com/news/politics/2020/09/09/new-england-governors-trump-canada-aluminum-tariff/>
- <https://www.bostonglobe.com/2025/03/04/metro/farmers-warn-nh-food-prices-higher-tariffs-canada/>
- <https://www.wmur.com/article/new-hampshire-business-segment-04-20-2025/64532910>
- <https://www.wbur.org/news/2025/05/06/maura-healey-trade-canada-premiers-boston>