# **Carsey Policy Hour** Timothy Egan - Vice President New England Canada Business Council

May 14, 2025



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 inperson 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

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State of Connecticut

Governor Ned Lamont Governor Kathy Hochul State of New York

State of Rhode Island

State of Vermo

## **Existing Relationships**

- NEW ENGLAND CANADA BUSINESS COUNCIL (NECBC) energy, finance & tech.
- CANADIAN ENTREPRENEURS IN NEW ENGLAND (CENE) thought leadership.
- NH DEPT OF BUSINESS AND ECONOMIC AFFAIRS (BEA) Benoit Lamontagne, business recruitment.
- NEW HAMPSHIRE CANADIAN TRADE COUNCIL (NHCTC) Founded 1991, initiated by statue Sect. State & 2018 coord with BEA.
- FRANCO-AMERICAN CENTRE (FAC)

Founded 1981 with focus on trade & tourism. Expanded with specified programs on

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

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

## **Regional Perspectives**

### **1. SMALL BUSINESSES IMPACTED**

- Canada #1 Trading Partner for NE states)
- First term USMCA Series Before \ During NH & After ME
- 2020 Letter from NE Govs on 201 Aluminum Tariff

### 2. POLICY, NOT POLITICS

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

(32	PHILIP B. SCOTT GOVERNOR State of Vermont OFFICE OF THE GOVERNOR
	September 8, 2020 The Honorable Donald J. Trump The White House
	1600 Pennsylvania Avenue NW Washington, DC 20500
/	RE: Opposition to re-imposition of 10% Canadian Aluminum Tariffs Dear Mr. President:
/   ,	We are writing this with deep concern and in opposition to the re-imposition of a ten-percent ad valorem tariff on imports of non-alloyed unwrought aluminum from Canada enacted and taking effect on August 16, 2020. These tariffs are unnecessary and inappropriate to which there will be negative consequences, one of which is the artificial inflation of costs to aluminum goods to consumers and suppliers. New England depends on bi-lateral trade with Canada. We were pleased when the USMCA trade agreement was ratified this summer because our states rely on the uninterrupted transactional business for many of our business and high growth sectors. The trade relations and subsequent economic benefits are sorely needed in these trying times.
8	Additionally, the impact of the tariffs will reduce competitiveness of aluminum-consuming industries and ripple throughout New England supply chains of manufacturing and technical production. New England and Canada build things together. About half of all trade with Canada takes place between our related companies. Businesses, big and small, have built complex, integrated supply chains in aerospace, information technology, construction materials, food systems and more. As a result, the rising costs will add to the challenges already facing most business sectors during these challenging times caused by the COVID-19 pandemic. We strongly believe that this stance regarding Canadian aluminum will only hurt American manufacturers. The tariffs will make products from a F-35 jet to a washing machine to a can of beer more expensive, thus making the value chain weaker and negatively impacting our economy. It is time to look at solutions to elevate commerce on both sides of the border and not penalize key industries.
	Canada and New England share more than just a border, we are allies, business partners, colleagues, and family. The important trade that we have shared throughout our history has formed co-dependent and mutually beneficial bonds that need to stay intact for us to all succeed in this partnership. For both sides to encourage the removal of any proposed tariffs on Canadian aluminum products in order for both sides to focus and collaborate on recovery efforts. We appreciate the strong consideration of reversing the enactment
	of this detrimental tariff and implore you to keep the free trade flowing across our borders. Sincerely, Philip B. Scott Governor, Vermont Christopher T. Sununu Governor, New Hampshire Governor, Maine
	In 2020, Gov. Sununu joined Govs. Scott and
	Mills in a letter to President Trump to
al costs	"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**

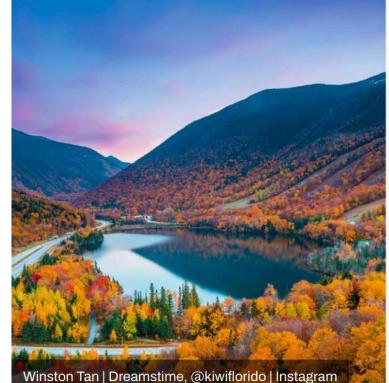
### **3. BUSINESS CORRIDORS HARMED**

- 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









Kianni Revnolds-Lewis Sponsored Content Contributing Writer

Published Sep 08, 2022, 12:23 PM

## **New Hampshire's Balancing Act**



CONCORD A 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."



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-andforth 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 subnational 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.)



### 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

### FUTURE PRIORITIES:

Energy Investment Understanding

