

IN THE NEWS

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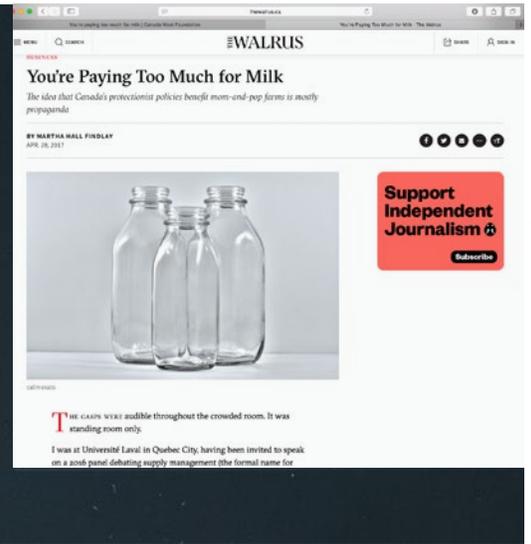
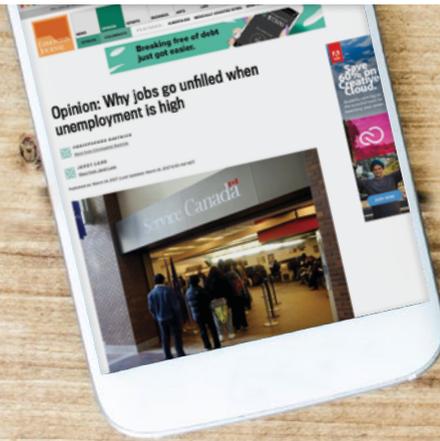
CANADA WEST FOUNDATION MEDIA REPORT ↗ APRIL 1 TO JUNE 30, 2017

OP-EDS

Q2 2017

18
total

1.0M
readership



screen shots: thewalrus.ca, edmontonjournal.com

RESEARCH REPORT

Releases

The Art of the Trade Deal:
Quantifying the benefits of a TPP without the United States

Seniorpreneurship:
Don't retire – rewire

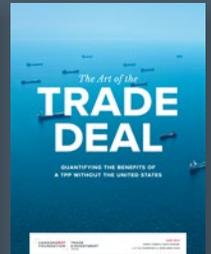
Supply Management:
A win-win opportunity for reform

La gestion de l'offre : Une opportunité de réforme qui ne ferait que des gagnants

The Skill Advantage:
The 21st century challenge for Canada's unions

Beyond the Rules: Moving from compliance to competency

Up Front: Modernizing the National Energy Board



Our governments and farm lobby should act now. With the confluence of NAFTA renegotiation, free-trade negotiations with China, and exploding demand for agricultural products worldwide, the stars could not be better aligned for Canada to compete – and win – in dairy, poultry and egg markets.

— Martha Hall Findlay and Eric Dalke
Globe and Mail, May 1, 2017

MEDIA MENTIONS

Online & Print

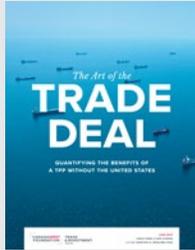
262
total

8.7M
readership

IN THE NEWS



Colleen Collins
June 2017



Carlo Dade and Dan Ciuriak
with Ali Dadkhah and
Jingliang Xiao
June 2017



Martha Hall Findlay
with Eric Dalke
June 2017



Janet Lane and
Jeff Griffiths
May 2017



Janet Lane
May 2017



Trevor McLeod
April 2017

It's not everyday that the White House emails requesting a copy of a report. That is the request that came in when the office of U.S. Secretary of Commerce Wilbur Ross reached out for a copy of Carlo Dade's report *The Art of the Trade Deal: Quantifying the benefits of a TPP without the United States*. The June report drew intense interest and was widely disseminated, including to all Trans-Pacific Partnership signatories. Media coverage appeared in Politico, iPolitics and more. It was also tweeted at an international scale, mentioned by the Canada-ASEAN Business Council and the Trade Commissioner of Chile. With life returning to the TPP deal, the Foundation continues to have an impact on decision-makers who are weighing the future of Asia-Pacific trade.

With six report releases, Q2 was a busy quarter for the Foundation overall. The controversial issue of Canada's supply management of dairy, eggs and poultry erupted when President Trump lashed out over the issue. Martha Hall Findlay and Eric Dalke did a marathon of interviews across Canada, their op-ed on the subject was published in the Globe and Mail. Within weeks, their supply management paper, *Supply Management: A win-win opportunity for reform*, was published – in both English and French. The report calls for a win-win reform of the supply management system.

Separating political and regulatory decisions on big energy projects can help restore trust in the National Energy

Board. Trevor McLeod made the case in his report *Up Front: Modernizing the National Energy Board*, which was also submitted to the NEB's modernization panel. When the NEB released its report, the Foundation was pleased to see that the panel adopted almost all of our recommendations. Trevor did interviews with the Canadian Press and Financial Post on why it's essential that political decisions about energy projects be made up front. There is no doubt that we will continue to challenge the government to make sure the regulatory system strikes a balance between efficiency and inclusiveness that works for Canada.

In the second quarter, Janet Lane had back-to-back reports on how a competency approach can help transform workplace safety. She had the opportunity to take *Beyond the Rules: Moving safety from compliance to competence* to the Construction Owners of Alberta Conference, and did several interviews. A companion paper, *The Skill Advantage: The 21st century challenge for Canada's unions*, looked at how Canada can benefit if unions ensure that their members have the skill advantage that comes from being truly competent. Also in the quarter, Colleen Collins' *Seniorpreneurship: Don't retire – rewire* paper generated buzz in its call for engaging seniors in startups. A flareup in the softwood war when the U.S. imposed duties led to multiple media requests for Naomi Christensen, including an appearance on CBC's Power & Politics, on the ramifications for Canada's softwood industry.

COMMENTARY

Highlighted Opinion Articles in Major Newspapers



WHY IT'S TIME TO RETHINK PIPELINE PROTESTS

By Trevor McLeod and Jordan Flagel
Maclean's
June 1, 2017

It was 2011.

In the late-autumn sun, several thousand demonstrators linked arms and formed a human chain around the White House. Others hoisted a giant inflatable black tube over their shoulders.

Protesters had shown up in full force on the White House lawn, pushing back against the Keystone XL project, a planned 1,200-mile extension of the Keystone pipeline that would carry oil sands crude from Alberta's vast reserves through the U.S. heartland to refineries in Texas. Women and men, young and old, celebrities and farmers, all climate warriors united in fierce opposition. This was the start of a trend—protesting pipelines as a proxy for climate action. The idea was simple: If you could stop oil—particularly oil sands—from getting to market then the transition to a low carbon energy future would be hastened....



YOU'RE PAYING TOO MUCH FOR MILK

By Martha Hall Findlay
The Walrus
April 28, 2017

The gasps were audible throughout the crowded room. It was standing room only.

I was at Université Laval in Quebec City, having been invited to speak on a 2016 panel debating supply management (the formal name for Canada's system of support and trade protection in the area of dairy, poultry, and egg production). Two speakers were in favour of supply management, two against. I was one of the latter.

And I had just compared the Canadian dairy lobby to the National Rifle Association in the US.

That a Quebec venue was hosting panellists who questioned the merits of supply management was unusual enough. The province is home to almost two thirds of Canada's dairy producers (although they represent less than half of national production), as well as the most vocal and militant supporters of protectionist dairy policies. Supply management is, pun intended, a sacred cow in Quebec. Politically untouchable. A true "third rail."...



DON'T POISON THE REGULATORY WELL

By Nicholas Martin
Hill Times
May 3, 2017

You can't live without water, but drink too much and you'll get water poisoning. It's the same with the regulatory decision-making process, where efficiency and inclusiveness must be balanced. Both are vital, but too much of either at the expense of the other, and the whole thing falls apart.

In recent years Canada has focused too much on efficiency and too little on inclusiveness in how energy decisions are made. Reforms passed by the former government of Stephen Harper prioritized getting projects approved, but the results have not worked out that way. Enbridge's Northern Gateway is a prime example. The controversial pipeline received regulatory approval, but after extreme political backlash it was ultimately rejected by the federal government.

By trying to approve projects quickly and cheaply, the government has lost a great deal of the public's trust in the ability to make energy decisions in the public interest. Unresolved political questions have boiled over into drawn-out regulatory debates upending approval processes after millions of dollars have already been spent....



MEDIA SNAPSHOT

Highlighted Articles



ONCE A JOB MECCA, CANADA'S OIL PATCH NOW STRUGGLES TO RECRUIT

Bloomberg

Kevin Orland
May 24, 2017

The nature of the work itself is also keeping wage earners away from Alberta. Jobs require long hours on the road or weeks away from home in remote locations of a sparsely populated province that's bigger than France, with winter temperatures close to Siberia's.

While that lifestyle appeals to some, it discourages those who have families, said Janet Lane, director of the Human Capital Centre at the Canada West Foundation, a public policy think tank.

"It's very well-paying, but it's very hard work," Lane said. "The isolation, the lack of connection can be very hard on people."

Until those slots get filled, the oil and gas producers that hire companies like Essential Energy Services and Trican may have to pay more to secure crews. Seven Generations Energy Ltd., a gas producer operating in Alberta's Montney formation, paid about 10 percent to 15 percent more for pressure-pumping services in the first quarter, compared with the fourth....



DALLAS-FORT WORTH MAYORS STRENGTHEN CANADIAN TIES

fDi Intelligence

Erika Morphy
June 15, 2017

Dallas-Fort Worth, located about equidistant from Mexico City and Toronto, has developed a sophisticated transportation network and distribution hub, and cultivated a deep knowledge base in trade and investment-related finance and business services.

But more than ever before, Texas needs strong ties with both Canada and Mexico as US trade and investment policy becomes less certain under the Trump administration....

Fortunately for the mayors, Canada is welcoming such initiatives. "There is a lot that the US states and Canadian provinces can do to facilitate trade, even if relations between Washington, DC and Ottawa are not at their best," says Carlo Dade, director of the Center on Trade and Investment Policy at the Canada West Foundation.

Mr Dade says since Donald Trump was elected US president, there has been outreach on both sides of the Canadian-US border to ensure that trade and investment will continue to flow.

He is already seeing results if only in terms of better communication, not only between the US and Canada but also between Canada and Mexico, he says....



SOFTWOOD LUMBER DECISION TUESDAY IS TRUMP'S NEXT CHANCE TO HAMMER CANADA

CBC News

Janyce McGregor
April 24, 2017

Punishing Canada's industry too aggressively could be risky for Trump.

"A lot of the people that voted for him are going to be negatively impacted when tariffs are placed on Canadian lumber," said Naomi Christensen, a senior policy analyst with the Canada West Foundation.

Trump may champion the American dream, but research from the U.S. homebuilders association found that for every \$1,000 increase in house prices (due to higher lumber costs), 153,000 families are priced out of purchasing a home.

The same research suggests a 25 per cent lumber duty could cost 8,000 construction jobs. Other types of manufacturing could also be hurt: Canadian lumber is used for everything from pallets to mattresses (bed frames made of wood from cooler climates are, apparently, less prone to squeak.)

U.S. timber producers may have higher sales in the short-term, but over the long-term, builders may switch to cheaper materials, Christensen said, cutting everyone's demand.

"It's really all very intertwined," she said. "Unfortunately, the lumber lobby is very loud. A lot of the time the consumer voices in the U.S. aren't as vocal..."

