

IN THE NEWS

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CANADA WEST FOUNDATION MEDIA REPORT 7 JANUARY 1 TO MARCH 31, 2018

OP-EDS

Q1 2018

7

total

254K

readership

Opinion: It's good business to prepare for possible end of NAFTA



Why Canada must move quickly on the new Asian trade pact

CARLO DADE

CONTRIBUTOR TO THE GLOBE AND MAIL

PUBLISHED MARCH 19, 2018

Carlo Dade is the director of the Trade & Investment Centre at the Canada West Foundation.

Now that International Trade Minister François-Philippe Champagne has put Canada's signature on the Comprehensive and Progressive Trans-Pacific Partnership (CPTPP) agreement, the doors to the Asia-Pacific are about to crack open for Canadian businesses. But first, the federal government must get the agreement to Parliament for ratification – and, for Canadian business to get the most out of the deal, it needs to do so immediately.

The CPTPP will start once as of the 11 signatories get their parliaments and congresses to approve the agreement.

And some of our soon-to-be new trade partners have already started, ahead of signing the agreement, to prepare for this. Their urgency is an indication of how important they view the opportunities.

But apparently not Canada. When asked in Parliament whether the government would move immediately to bring the agreement to vote (first reading), Mr. Champagne demurred, suggesting that the government could wait until fall. If so, ratification in Canada would be delayed potentially until next year.

So, what is the benefit of getting to work on the CPTPP right away?

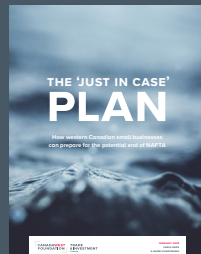
First, the faster we move, the better our chances to take greater advantage of those hard-fought gains, especially as other CPTPP countries are moving quickly to get established in these markets. There are important first-mover advantages here.

Economic modelling by the Canada West Foundation and the federal government

RESEARCH REPORT
Releases

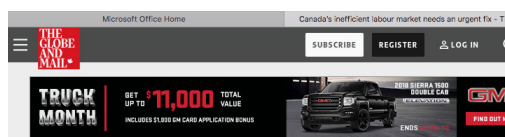
The 'Just in Case' Plan

How western Canadian small businesses can prepare for the potential end of NAFTA



As the North American Free Trade Agreement (NAFTA) renegotiations lurch from forced optimism to apprehension, small businesses in Canada need to face the possibility that the trade deal might collapse.

But, now is not the time to panic – it is the time to prepare.



OPINION

Canada's inefficient labour market needs an urgent fix

JANET LANE
CONTRIBUTOR TO THE GLOBE AND MAIL
PUBLISHED MARCH 19, 2018

Janet Lane is director of the Human Capital Centre at the Canada West Foundation.

Bank of Canada Governor Stephen Poloz hit the nail on the head last week, when he told his audience at Queen's University that there are 470,000 unfilled jobs in this country, while employers complain they can't find people with the right skills.

He had stated earlier in his speech that Canada could realize an economic boost of 1.5 per cent of gross domestic product by increasing the participation rates of women, new immigrants, youth, Indigenous people and persons with disabilities. As many as 500,000 people could join the labour force. But, unfortunately, they would just join the 1.144 million people who are unemployed in

"Canada's labour market is inefficient. There are jobs without people and people without jobs and part of the problem is that no one really knows which skills are in demand and which skills people can supply."

Janet Lane, Globe and Mail, March 19, 2018

MEDIA MENTIONS

Q1 2018

271

Print/online

236

Broadcast

IN THE NEWS



As government negotiators wrangle over the details of the North American Free Trade Agreement (NAFTA) renegotiations, small businesses are caught up in the uncertainty over the deal's future. In early 2018, we released a guide for small and medium businesses on possible NAFTA scenarios (NAFTA continues; NAFTA dies and the Canada-U.S. Trade Agreement is resurrected; NAFTA dies and we move to WTO tariffs) and how to prepare. We shared the guide widely with chambers of commerce, MLAs, trade representatives and other outlets; Trade & Investment Centre Director Carlo Dade has spoken extensively with business audiences. The guide was so well-received that we are doing a similar project on how western Canadian firms can take advantage of the newly signed Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).

Trade remains a major issue heading into 2018 and we continue to speak out on issues affecting Canada's West, including interviews and commentary in the Globe and Mail, CBC, Postmedia and Business in Vancouver. As one of the first and most vocal supporters of the CPTPP, we welcomed the news in January that Canada signed on to the deal. In February, the federal government released its economic assessment of the benefits for the country, and noted that its "results are consistent with estimates by the Canada West Foundation." We continue to press for ratification. The faster we ratify the deal, the sooner our businesses can get started to take advantage of our hard-fought gains.

On the natural resources front, as controversy flares over the Trans Mountain Pipeline Expansion Project, we have taken a strong stand that the federally approved project must indeed be built, and have done multiple interviews. Martha Hall Findlay also published several op-eds on the enormous implications for the country and how the project's

failure would send a disastrous message about Canada's investment competitiveness. The issue speaks to our work on getting energy infrastructure built responsibly. We are also a visible presence as Ottawa overhauls the federal regulatory system – our recommendations on the sprawling Bill C-69 are set to be released publicly in early Q2. Vice-president Colleen Collins spoke to one of our major points – that political decisions must be made up front, not at the end of the regulatory process – in an appearance before the federal environment committee.

Human Capital Centre Director Janet Lane's project on how to find new, different work for laid off oil and gas workers by looking at how to better match people with jobs, and jobs with people, is well underway. With our project partners, the Foundation is recruiting up to 100 unemployed or underemployed workers for the project which focusses on transferable competencies. Meanwhile, we reached a milestone for our project on telling success stories of Indigenous-resource partnerships as we completed an interim report, set for public release in Q2. As our work on trade opportunities for western Canada in China gets underway, we also launched the China Brief – a twice monthly newsletter on China's relationship with Canada's West.

Finally, we released our annual report with a clear message: Canada does better when we pull together. In 2017, We had one of our best years in terms of profile, presence and influence and we continue to make a difference on issues like catching up to our competitors in Asia-Pacific trade, telling success stories about Indigenous resource partnerships, on competitive climate policy, on how to build a better workforce and more. Amid trade dust-ups and pipeline disputes, our work to speak out for the interests of the West as a whole, as part of a stronger Canada, is unwavering.

COMMENTARY

Highlighted Opinion Articles in Major Newspapers



CANADA'S INEFFICIENT LABOUR MARKET NEEDS AN URGENT FIX

By Janet Lane
Globe and Mail
March 20, 2018

Bank of Canada Governor Stephen Poloz hit the nail on the head last week, when he told his audience at Queen's University that there are 470,000 unfilled jobs in this country, while employers complain they can't find people with the right skills.

He had stated earlier in his speech that Canada could realize an economic boost of 1.5 per cent of gross domestic product by increasing the participation rates of women, new immigrants, youth, Indigenous people and persons with disabilities. As many as 500,000 people could join the labour force. But, perhaps they would just join the 1,144,000 people who are unemployed in this country.

Unless the people who enter the labour market have the skills employers need – and those that are going to be needed as the economy continues to shift – they are going to be no better off than they were when they were out of the labour market. Canada's labour market is inefficient. There are jobs without people and people without jobs and part of the problem is that no one really knows which skills are in demand and which skills people can supply.

While this is not a new problem, the need to fix it is getting more and more urgent. One solution, a competency-based approach to work-force development and deployment, would make it easier to match people with jobs.



IT'S GOOD BUSINESS TO PREPARE FOR POSSIBLE END OF NAFTA

By Carlo Dade
Edmonton Journal and the Province
February 23, 2018

Business needs to prepare for a potential U.S. withdrawal from the North American Trade Agreement (NAFTA) – that much is obvious. But just what individual businesses should do hasn't always been clear, particularly for smaller or family-owned companies that don't have the resources to find their best "Plan B" for trade.

Recently, Prime Minister Justin Trudeau announced that though he was optimistic about NAFTA's future, the government still has its own "Plan C, D, E and F" ready should the U.S. withdraw. Months earlier, Alberta Trade Minister Deron Bilous said Alberta had a strategy "so we're not caught flat-footed" should the mercurial President Donald Trump suddenly pull the plug on the trilateral trade deal.

If governments have begun to speak publicly on their own contingency plans, then what should business do?

First, businesses need to understand the different potential withdrawal scenarios and think through how each will impact the way they buy and sell with the U.S. and Mexico. As the Canada West Foundation explains in The 'Just in Case' Plan: How western Canadian small businesses can prepare for the potential end of NAFTA, there are four likely scenarios.



CAN WE TRUST CANADA'S NEW ENERGY PROCESS?

By Martha Hall Findlay
Globe and Mail
February 21, 2018

The federal government is putting a new face on the National Energy Board, now to be called the Canadian Energy Regulator, and the Environmental Assessment Agency is being replaced by the Impact Assessment Agency. One of the major promises being made is that these new rules will improve trust in the process and, in so doing, make it more likely to get major energy projects built, built sustainably and built in a timely way.

We commend many of the stated intentions and several of the proposed changes – some of which we had recommended. However, issues of major concern remain. One in particular is the fact that the process still allows for political veto by the minister or cabinet at the end.

If the problem in the old process is one of trust, how can politicians expect Canadians to trust this new process any more, if they don't?



MEDIA SNAPSHOT

Highlighted Articles



NENSHI WEIGHS IN FROM FAR, FAR SIDE OF THE TRANS MOUNTAIN DEBATE

Calgary Herald

February 17, 2018

As a trade war continues to simmer between Alberta and B.C. over the Trans Mountain pipeline expansion, Calgary Mayor Naheed Nenshi waded into the debate Tuesday from South Korea where he said there is a “desperate need” for Alberta crude.

...

The mayor’s statements are in line with previous reports about South Korean oil companies, said Nick Martin, a policy analyst at the Canada West Foundation.

Martin said it’s important that the federal government step in to end the dispute over Trans Mountain while keeping in mind the international audience that’s undoubtedly watching.

“This is a matter of a project that was deemed in the national interest by the federal government, it’s a project that’s under federal jurisdiction,” Martin said. “We have those laws, now we need to follow them and the federal government needs to make sure that’s clear to both people here in Canada as well as people abroad because that’s what’s needed to inspire confidence.”



‘IT’S RIDICULOUS’: B.C. WINERIES FEEL ALBERTA OIL PRODUCERS’ PAIN, LOOK TO TAP OVERSEAS MARKET

Financial Post

February 9, 2018

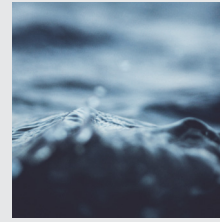
A In an ironic twist, British Columbia’s wine industry is looking to tap Asian markets for its blends after being banned in the Alberta market.

The spat began in January when B.C. proposed new environmental rules, seen by critics as a ploy to frustrate Kinder Morgan Canada Ltd.’s plans to connect Alberta’s oilsands to Asian markets by expanding the Trans Mountain pipeline.

...

Meanwhile, the value of the Trans Mountain pipeline to Alberta’s oil and gas producers runs into the billions of dollars.

“This should not be portrayed as a battle between two provinces,” Canada West Foundation president and CEO Martha Hall Findlay said, adding that the dispute “will hurt people across the country.”



WORRIED ABOUT U.S. SCRAPPING NAFTA? A CALGARY THINK TANK HAS A JUST-IN-CASE GUIDE FOR BUSINESSES

CBC News

February 1, 2018

The possibility of the North American Free Trade Agreement collapsing is on the horizon, so a Calgary-based think tank has launched a guide to help small businesses in Western Canada prepare with what it calls “The ‘Just in Case’ Plan.”

The guide — released Thursday by the Canada West Foundation — helps businesses prepare for four scenarios that could unfold should the U.S. choose to withdraw from NAFTA

...

Carlo Dade, director of the centre for trade and investment policy with the Canada West Foundation, said if the U.S. does withdraw and WTO tariff rates are applied — a situation the guide notes is the most likely scenario — the resulting confusion and chaos would make for the worst possible time for business owners to try to figure out a plan, or have a conversation with their U.S. customers or suppliers.

“The U.S. is entering uncharted constitutional and legal territory for a host of reasons that we briefly explain in the guide,” Dade said.

He said he’s hoping the guide alleviates worry for business owners.

