

Crossing the line

The challenge of maintaining the bridge across the border

Crossing the line: something taken for granted by Americans and Canadians going back and forth across the 49th parallel, until 9-11-2001. Since then, necessary security concerns would have made it increasingly more complex for the "children of a common mother" to get together, were it not for a research initiative which may now be in jeopardy.

Don Alper is the Director of the Center for Canadian-American Studies, the Border Policy Research Institute, and a Professor of Political Science at Western Washington University in Bellingham, Washington. David Davidson is the Associate Director of the Border Policy Research Institute. They spoke about their efforts, which have had, and continue to have a critical and far-reaching impact in defining, living with, and doing business across that line.

The Center for Canadian-American Studies began 40 years ago when a group of faculty members, many of them Canadians and community leaders, believed that they should be teaching "Canada," particularly in Washington, a place so close to the border.

That led to an academic program; the Center for Canadian American Studies, which comprises;

Curriculum, including an interdisciplinary major and minor in Canadian American Studies;

Outreach, to produce curricula and help train K-12 teachers across America, so they can teach about Canada and Canada-US relations.

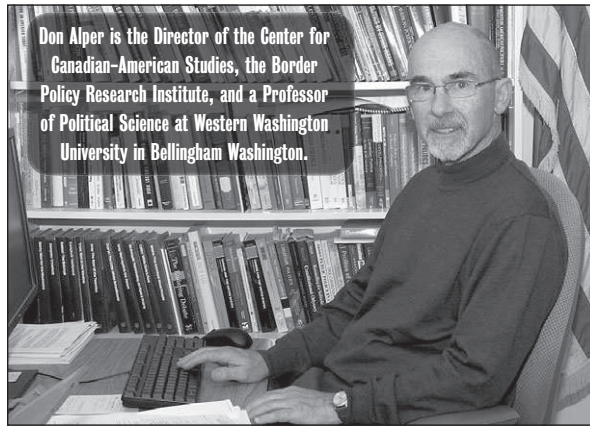
Business relations; having expert staff who can speak authoritatively about Canada-US trade issues and facilitating specific research on Canada-US trade relations. The establishment of the Ross Distinguished Professorship in Canada-US Business and Economic Relations in 1988 reflects the fact that it was important to have that kind of expertise on this campus.

"Because 9-11 raised such a huge interest in and about the Canada-US border, there was an interest that the university create some kind of focused institute concerned with issues related to transportation, border infrastructure, security and trade, in this specific NW corner of the state," recalls Alper. "So we created the Border Policy Research Institute, launched with a grant from the U.S. Department of Transportation. The Institute is very closely related to the Center for Canadian-American Studies, but officially separate."

Why should a business person in lower mainland BC, be concerned?

"Obviously Canada and the US are each other's largest trading partners," says Alper. "Trade relationships are enormously dynamic and will only increase, particularly with the Pacific Rim opportunities for both the state and the province."

"The border is really a potential choke point for the massive amount of goods and services and tourism. If the border isn't functioning well, there are enormous delays for cargo, and many people won't travel north or south because they don't want to deal with hassles and long line-ups at the border. These problems all have severe



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economic consequences for both BC and Washington State."

"Although it's not an advocacy organization, we're clearly interested in making the border work more efficiently. Certainly for business people in Vancouver, the lower mainland, and Washington State, there is a strong interest in having an institute like ours available to do the kind of research we do. I don't think any other entity is focusing on producing good evidence-based research on border issues and problems related to trade and mobility, to the same level."

That research provides the knowledge base necessary to deal with these issues at local, state and province, and the federal levels of governments for both countries as well as the private sector right up to the Canadian and US Chambers of Commerce.

David Davidson also added an additional perspective to the impetus for the work being done here.

"We can't neglect the social interaction and the fabric of the cross border culture that has grown up in this region. People choose for pleasure purposes to cross the border in one direction or the other for church,

clubs, for shopping. Close to 90% of the traffic across our border is discretionary." This means that without an efficient border interaction of this kind is likely to decrease.

"Now, with respect to the research we publish, it's applicable across the length of the border. We can't forget that 90% of Canada's population are borderlands-residents and about 60% of people crossing the border are Canadians."

"From the get-go," said Davidson, "our Institute emphasized applied research, directed toward the policy groups which actually manage and make a difference at the border. Our target is federal, provincial, state and local officials.. Our research focus has been trying to feed them the data they need to make decisions about how to best manage the border."

"For example, In 2007, we fielded a team of 15 students, to go to the four border crossings separating Whatcom County and the Lower Mainland and interview 15,000 drivers, going each direction, over a span of a few weeks

See Border, on page 18

Upcoming Events

February

TUESDAY, FEBRUARY 8

Luncheon with Premier Gordon Campbell
At Sheraton Vancouver Airport Hotel, 7551 Westminster Hwy. 11:30 am
Registration: 12 pm Luncheon.
Tickets: \$40+HST
No Cancellations after Feb. 4.

WEDNESDAY, FEBRUARY 9

Strictly Networking Breakfast 2011
Richmond Country Club
9100 Steveston Hwy.
Registration & Breakfast 7 - 7:30 am.
Networking 7:30 - 9 am
Tickets: Members \$15+HST
Non-Members \$25+HST

FRIDAY, FEBRUARY 18

Post Budget 2011 Breakfast
With the Hon. Colin Hansen, Minister of Finance and Minister Responsible for Small Business and Deputy Premier.
7:30 am Registration: Breakfast 8:00 am Sharp! 8:30 am Post Budget Address and Q&A. Sheraton Vancouver Airport Hotel, 7551 Westminster Hwy. Tickets: Members \$35+HST
Non-Members \$45+HST
Reservations are required.

THURSDAY, FEBRUARY 24

Business After 5
Join us for a great "Members Only" Networking experience with our hosts at Richmond Addiction Services, 200 - 7900 Alderbridge Way 5 - 6:45 pm Reservations required.

March

WEDNESDAY, MARCH 9

Strictly Networking Breakfast 2011
Richmond Country Club, 9100 Steveston Hwy.
Registration & Breakfast 7am - 7:30 am & Networking 7:30 - 9am
Tickets: Members \$15+HST.
Non-Members \$25+HST.



The Richmond Chamber Of Commerce • Published Monthly

The Richmond Chamber of Commerce has been "Proudly serving our community for since 1925" in partnership with the *Richmond Review* the Chamber produces *Business Report* once per month. The statements and views expressed in this monthly publication are not necessarily those of the publisher. This publication's intent is to keep Chamber members and prospective members informed on important information, events and educational items. The Richmond Chamber of Commerce is located at Suite 101 - South Tower - 5811 Cooney, Road, Richmond, BC, V6X 3M1.

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Chambers of Commerce: Community Leaders in Action

Feb. 21 marks the beginning of Chamber of Commerce Week, an opportunity for Chambers of Commerce across the province to demonstrate the outstanding value they provide to their communities.

This value comes in the form of benefits and services to stimulate local economies, direct community promotion and support, and engaging in an important multi-level advocacy role which benefits the entire province.

Advocacy efforts of Chambers of Commerce in BC represent some of their most important work. Chambers raise issues that concern both their members and the community at large with Local, Provincial and Federal governments. The network of over 120 Chambers of Commerce across BC is a unique business organization, and gives issues a voice beyond the local level. This provides much needed input to public policy, which benefits local economic and social well-being.

Direct support for businesses and the community constitute another central area of Chamber focus. Chambers of Commerce provide benefit, service and educational programs to their membership, supporting businesses and

Chambers of Commerce provide benefit, service and educational programs to their membership, supporting businesses and helping them achieve success.

helping them achieve success. Chambers of Commerce also work diligently to promote and assist their communities. This support for both local businesses and the areas in which they operate directly stimulates local economies and creates vibrant communities around the province.

Chambers of Commerce are community leaders in action. Chamber of Commerce Week recognizes and applauds this important contribution, and brings further awareness about the Chamber Network's influence and importance to members of the public and Chamber members alike.

Border, from page 17

to find out about their residence, Canadian/American, destination, what they were travelling for, how frequently they crossed the border, are they a Nexus member or not, were they in a Nexus lane or not."

This on-going project has produced a big database that's called 'border circulation analysis', to determine if there are changes needed for the road network near the border to minimize delay. It's used by both the BC Ministry of Transportation and Infrastructure and the Washington State Department of Transportation to understand how people are using the road network and identify deficiencies.

"Aside from the road network, this information helps TransLink and the Whatcom County Transportation Authority think about the market for cross border transit services, and even for determining the market for the Cascades Amtrak service. It's a strong resource for Nexus development, which enjoys very high use in the region. This same study also showed a great big pool of regular cross border travelers that could benefit from being in Nexus, particularly in the Surrey and the Bellingham regions, and identified an area for greater focus for promoting the program."

"In 2009", said Davidson, "we

did the same kind of applied research for the FAST program for trucks, the commercial equivalent of Nexus, at crossings in Lynden and Sumas. We've discovered that despite the huge investment in infrastructure by BC and Washington, use of the program in our region is low. Washington State is concerned that they spent \$52M building a lane at Pacific Highway for trucks to use going to Canada, which currently carries 2% of the traffic. It's become a high level topic of discussion between the Premier and the Governor with investigations about what can be done.. That's where we come in to do the research to show the policy people who's crossing the border, what they're carrying, where they're going to and coming from."

"Those are examples of what we do. We attend meetings regionally to determine what the issues are that people are wrestling with in border management, and then we figure out from those issues what research we can do to provide the data stream and analytical capability to help support resolution of those policy issues. That's what we're all about."

But cuts are impacting educational facilities in Washington and WWU and will impact the program

"If the cuts continue the way they look right now, it could mean that one or the other of these programs would

have to shut down', says Alper. "I think that would be a disaster, because we are unique in providing a solid educational and research outlet for Canada-US studies right here in a critical cross border region, and we're geographically and academically positioned to be really good at it. I believe the Border Policy Research Institute offers the only research capability in the region right now to actually look at the kind of topics that David was talking about. No other university has this kind of research capacity, So that could be lost and I think that would be a huge loss to the regional business community that depends so heavily on cross border business and trade."

"We've suffered severe cuts this year, so now it's a question of what will happen next year and the year after that. The university is still trying to figure it all out. The whole budget equation for the State of Washington is really in flux right now, so we're always looking at external dollars to ensure these programs continue."

"We're well known and have a certain amount of influence in the places where policy is getting made and changed," said Alper. "That's important and it's something that the region's small and medium sized businesses ought to care about. It's in their interest that this kind of capability continues to exist."



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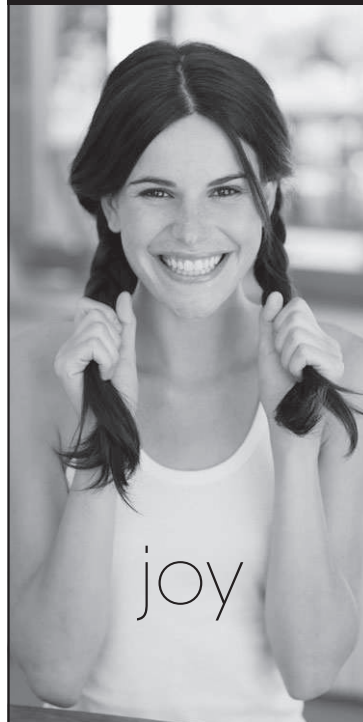


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■ Since November 2008.

Why this business?

■ I started Safe Harbours with the vision to provide the very best IT service possible for Small companies with about 5 to 75 Employees. To have local offices in all the main business centers in the lower mainland so we can use remote support technology to reduce response times and be able to roll a vehicle to come on site to greet and meet with our valued customers on a regular basis.

What did you do before starting this business?

I have been in the industry since 1996 and have seen IT services grow from a reactive on call basis to a fully outsourced remote and help desk setups and I found both types of service models have their pros and cons.



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How do you try to stand out from the competition?

Survey says; our tradition of answering the phone when a customer calls continues to be the number 1 client satisfaction activity we engage in! Apart from that I think we excel above our competition right from understanding their request to delivering a resolution.

What activity consumes your day?

■ I spend most of my time on communications! I love how technology has completely converged to the point where my office and mobile phone operate as one and all my Email, Voicemail, and business apps are easily

accessible via my Mobile Phone.

Have you received any awards?

■ No but been nominated for the 2010 BC Aboriginal Business Awards which is a great honor.

Are you or your business on Facebook?

■ Yes I have a personal Facebook Page that I share with my Family and Friends. Professionally I use LinkedIn – Please look me up Dan Stratton.

What do you do to de-stress?

■ Swim!

What is your favourite Community Event?

■ The Steveston Salmon Festival.

iPhone or Blackberry?

■ Blackberry for security and manageability.

What is your favourite part of Richmond?

■ Steveston.

If you could attend one event (i.e. Superbowl, Fashion Week) what would you choose?

■ Stanley Cup.



Welcome New Members

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Phone: (604) 270-9516
Contact: Richard Bushey

Flying Wedge Pizza
198 - 8120 No. 2 Road
Richmond, BC V7C 5J8
Phone: (604) 274-8080
Contact: Chatura Abeysekera

GPS Pro Security & Patrol Ltd.
10688 Williams Road
Richmond, BC V7A 1H8
Phone: (778) 708-5971
Contact: Gordie Singh

KD Technical Services
318 - 8291 Park Road
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Phone: (604) 285-0117
Contact: Ken Dennis

Mobile Music School
368 - 13988 Cambie Road
Richmond, BC V6V 2K4
Phone: (604) 781-3182
Contact: Juliet Dizon

Ocean Fisheries Ltd.
13140 Rice Mill Rd.
Richmond, BC V6W 1A1
Phone: (604) 272-2552
Contact: Dave Johnston

Phileo Development Corp.
5900 Minoru Blvd
Richmond, BC V6X 2A9
Phone: (604) 247-1911
Contact: Anthony Lo

Polysign Productions
#180-3851 Jacombs Road
Richmond, BC V6V 2H7
Phone: (604) 270-2238
Contact: Rwanda Chow

Smart Centres Management Inc.
201-11120 Horseshoe Way
Richmond, BC V7A 5H7
Phone: (604) 448-9112
Contact: Michael Gilman

Trinity Western University
7600 Glover Road
Langley, BC V2Y 1Y1
Phone: (604) 513-2121
Contact: David Coons

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Around The Chamber

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The Community Arts Council

of **Richmond** will once again host the Richmond Student Art Exhibition February 26 – March 13, 2011, at the Artisan's Galleria, in Garden City Shopping Centre, Garden City Road & Blundell Road in Richmond BC. More information: Michael Shirley – Mgr - Artisan's Galleria 604-241-2790. Exhibition Coordinator – Amanda Peters at ampeters76@gmail.com www.richmondartscouncil.org.

Service Canada - Record of Employment on the Web: Information Session for Employers January 26 and 28, 2011. Are you still submitting paper Records of Employment (ROEs)? Join us for an information session to find out how Records of Employment on the Web (ROE Web) can save you time through increased productivity and can save you money by reducing administrative costs. ROE Web is a secure, efficient, and easy-to-use tool that allows you to file ROEs electronically over the Internet. Space is limited. Call us today at 604-437-3761, ext. 288, to reserve your seat in the ROE Web information session!

Richmond Chamber of Commerce Director, **Dave McConachie** has been elected president of Variety - The Children's Charity. Congratulations Dave!

Congratulations to Richmond Chamber member **Thomas Ligocki** President and CEO, Clevest Solutions Inc. for making it into 2010's prestigious FORTY UNDER 40

DIVERSEcity Community

Resources Society present the 16th Annual Cultural DIVERSEcity Awards- Nominations open until Feb. 25. Show your support for people and companies that engage in culturally diverse business practices and positively impact the local community-nominate them (or yourself) for a Cultural DIVERSEcity Award today! Winners of this prestigious award have been acknowledged by the public, their clients and the business communities of Greater Vancouver as being leaders in corporate social responsibility and globally aware business practices. Join 300 members of the business community on Wednesday, April 13 at the Executive Airport Plaza Hotel in Richmond. Early Bird Tickets are on sale until Jan. 31: \$75 per ticket or \$700 for a table of 10. Regular Ticket Purchase Price: \$85 per ticket or \$800 for a table of 10. See www.dcrs.ca for more information.

Congratulations to Richmond Chamber of Commerce member **Digitech Renewable Printer Cartridges** which was nominated for the Small Business BC's "Successful You Awards" in the category for Best Green Business. The winners will be announced at the 8th Annual Small Business BC Successful You Award Ceremony on Tuesday, March 29th, 2011 at the Hyatt Regency Vancouver. For more information visit <http://successfulyouawards.eventbrite.com/>.

Future Shop - Correction Notice

Polk Audio 10" Powered Subwoofer 10053785. On the January 21 flyer, page 9, please be advised that this product does not come in a pair as advertised. \$149.99 is the price for ONE subwoofer only.

We sincerely apologize for any inconvenience this may have caused our valued customers.

Best Buy - Correction Notice

To our valued customers: We apologize for any inconvenience caused by an error in our flyer dated: January 14 - January 20 Product: Acer Laptop AS5742-6406. On this week's flyer, page 14, please be advised that this product does NOT have an i5 processor as advertised. It has an Intel® Core™ i3 processor. SKU: 10161869

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