

**Halifax Club Leaders' Series Luncheon
Halifax Gateway Council Presentation
Speech – Joyce Carter**

Thank you very much, David.

Thank you everyone for being here today.

And thank you to the Halifax Club (Jodi) for the invitation to provide you with a strategic update on the Halifax Gateway.

I'm sure you are all somewhat familiar with the Port of Halifax, CN, Armour Transport, and Halifax Stanfield International Airport, but how familiar are you with the Halifax Gateway?

And how familiar are you with the work of the Halifax Gateway Council?

Today, my goal is to increase your awareness, and share with you our Vision.

By way of background, the Halifax Gateway Council was created in 2004, and is comprised of private sector stakeholders and government.

We work collaboratively to market the Halifax Gateway and improve competitiveness in the region.

The Vision of the Halifax Gateway is to be the preferred eastern gateway for North America, for the economic and social benefit of Canada.

Our members are from the four modes of transportation: rail, road, air & sea, and are from 3 of the 4 provinces in Atlantic Canada.

Also included are all levels of government: municipal, provincial and federal.

Board members with us here today include John Hamblin (Clarke), Paul Kent (GHP), Pat Lyall (Destination Halifax), Tom Ruth (HSIA), and Jane Fraser (NSTIR).

Also with us today is Nancy Phillips, our full-time Executive Director of the Halifax Gateway Council.

I would also like to acknowledge Stephen Dempsey, past Chair of the Halifax Gateway Council Board of Directors.

The total direct and indirect economic output of the Halifax Gateway to the Province of Nova Scotia is 3.7 billion dollars annually.

Over 23 thousand full time equivalent jobs.

And 1 billion dollars in annual salaries and wages.

The Halifax Gateway has 5 areas of focus.

We will focus on the transportation system such that we can improve the supply chain.

We will look to infrastructure improvements and seek government support for priority projects.

We will analyze and address policy and regulatory impediments in the system, and influence streamlining of procedures and policies in hopes of improving costs and effectiveness.

We brand ourselves by common and consistent marketing collaterals, to promote the Gateway and its brand.

And our last area of focus is that we support development and implementation of the provincial and regional gateway strategies.

And my final point on the Halifax Gateway Council is that we have very active committees who are engaged in growing the movement of people and goods.

For example, for air, we have an Air Gateway Committee which has developed an air gateway strategic plan focused on creating a regional strategy for both passengers and cargo.

And on the land side, we have the Logistics Park Committee, which is currently working on a development strategy for the Halifax Logistics Park.

More on that in a few moments.

So, what makes up the Halifax gateway?

First, we have a diverse port whose lines of business include: cargo, bulk, break-bulk, container, and roll-on/roll-off.

We have a well established and expanding cruise business – cruise lines which use Halifax as its port of call, and in some cases its homeport.

And we have real estate development in support of our other activities.

The Halifax Gateway has two container terminals.

The Fairview Cove Container Terminal is operated by Cerescorp.

It consists of 70 acres of land, 6 cranes, 3 of which are super-post-Panamax ready, and 2 berths.

It has an annual throughput capacity of 700 thousand TEUs (twenty-foot equivalent units) per annum.

It has on-dock, double-stack rail via CN, and 500 reefer plugs.

The South End Container Terminal is operated by Halterm Container Terminal Limited.

It consists of 72 acres of land, 6 cranes, 2 of which are super-post-Panamax ready, and 3 berths.

It also has an annual throughput capacity of 700 thousand TEUs per annum, on-dock, double-stack rail via CN, and 500 reefer plugs.

The Halifax Port Authority has invested significantly over the past five years in infrastructure.

Our Port has modern infrastructure, using the latest technology, and world-class security.

Over the last five years, the private sector has invested over 250 million dollars in port-related infrastructure. The Halifax Port Authority has invested over 100 million dollars.

Currently the Halifax Port Authority and the Federal Government have jointly invested in two major infrastructure projects at the Port of Halifax.

These projects are part of the Halifax Port Authority's long-term strategy for maintaining the port's competitiveness with their core business which is cargo.

Two Gateway projects were announced in 2009, the South End Container Terminal and the Richmond Multipurpose Terminals.

As mentioned earlier, the Port of Halifax is ready to take the big ships – including vessels that are too big to fit through the Panama Canal.

The Port of Halifax has the ability to accommodate ships of any size, with the deepest container berths on the east coast of North America.

The top 5 container imports include Consumer Products; Clothing/Textiles; Beverages (alcohol); Rubber; and Automobile Parts.

The top 5 container exports include Wood pulp; Consumer Products; Newsprint & Paper; Seafood; and Metal Products.

Many of the world's top container lines call the Port of Halifax.

Multiple direct weekly calls serving over 150 countries worldwide.

For a total of 16 container lines.

The Port of Halifax was the first Port in Canada to sign a level of service agreement with CN and the Ports' two terminal operators.

Port service providers now share key operating performance indicators to ensure reliability and predictability for the efficient movement of cargo through the Port.

Now to talk a bit about another component of a successful Gateway, that being a vibrant Airport.

Halifax Stanfield is the 7th busiest airport in Canada and serves about 55 percent of the air passengers in Atlantic Canada.

Halifax Stanfield is also the 7th busiest airport in Canada in terms of air cargo, and handles over 50 percent of the air cargo in the region.

It is the only airport in Atlantic Canada to offer US customs preclearance, and Canada Customs 24/7.

Halifax Stanfield is one of Atlantic Canada's most critical pieces of transportation infrastructure.

Some facts you may not know on the real estate side.

Halifax Stanfield has over 40 land leases, 33 air terminal building leases, and 26 retail concession leases.

I am sure you do know this however.....Halifax Stanfield is proud to be internationally recognized as a leader in customer service delivery.

The airport was recently inducted into the Airport Council International's Roll of Excellence.

It has been rated the best airport in the world in its class for seven of the last eight years and has received 28 awards over the past 9 years.

Credit for these achievements rests squarely with the women and men who work at Halifax Stanfield.

They feel a great deal of pride in the many awards the airport has earned.

Halifax Stanfield provides summer, winter, and year-round service. At peak, it offers 850 weekly flights to 44 destinations.

We currently have 30 carriers serving Halifax, including 18 passenger airlines operating from the Air Terminal Building, 8 non-terminal passenger carriers and 4 cargo-only carriers.

2011 was a record passenger year at the airport.

Of the almost 3.6 million passengers that were served, roughly 80 percent were domestic, 9 percent were international, and 11 percent were transborder, being passengers to/from the United States.

In 2011, Halifax Stanfield processed almost 30 thousand metric tonnes of cargo, an increase over the previous year of approximately 3 percent.

When it comes to moving air cargo.....

Halifax Stanfield is well supported; it has available ramp and warehouse space adequate for current demand, and land available for development.

It is well placed; it is the closest major continental North American link to the European Union (EU).

It is well priced and has competitive rates with multiple service providers.

And finally it is well connected with excellent intermodal connections.

I would be remiss if I didn't mention the runway extension which is well underway at Halifax Stanfield.

The main runway is being extended from 88 hundred to 10,500 feet, to accommodate wide-body, cargo freighters and large passenger aircraft.

This initiative, which will give the region a strategic advantage, is being funded 50 percent by the airport authority and 50 percent by the federal and provincial governments.

Project delivery is scheduled for 2013.

Now to turn to some successes of the Halifax Gateway.

As previously mentioned, infrastructure funding for strategic Gateway projects at both the Halifax Port and Stanfield Airport have been secured.

A multi-tenant air cargo facility opened at Halifax Stanfield in 2009, with Fed Ex as its anchor tenant.

This facility contains the largest on-airport temperature-controlled air cargo space east of Montreal, and north of Miami.

U.S. Preclearance opened at Halifax Airport in 2006, allowing travelers to clear US Customs before leaving Canada, therefore arriving as domestic passengers in the US, increasing choices for the passengers and the carriers and making connections easier.

The Atlantic Gateway - Halifax Logistics Park, a joint initiative between HRM, the province, and Gateway stakeholders, opened in Burnside in 2008.

But from my perspective, the biggest accomplishment to date has been the collaboration and alignment of Halifax Gateway stakeholders.

So, what's next for OUR Halifax Gateway?

The Halifax Logistics Park – Phase 2, is a key priority for Halifax Gateway stakeholders.

The Logistics Park is a hub, attracting operations that facilitate the growth of inbound and outbound cargo through the Port and the Airport.

Phase 1, which I mentioned opened in 2008, consists of 140 acres of serviced land in Burnside.

Fifty acres have currently been sold with 90 acres remaining for sale.

Existing tenants in Phase 1 include Armour Transportation and Consolidated Fastfrate, amongst others.

Phase 2 will have approximately 128 acres, with the potential for 250 additional acres.

Phase 2 lands are geographically located across the street from Phase 1, and will be developed in stages based on demand.

It is important, however, that we preserve these lands for their intended long term use now.

Phase 2 has the potential to incorporate rail, which we are collaborating with CN on.

The Halifax Logistics Park is important as it provides value-added services for cargo moving in to and out of this region.

Ocean-going containers are taken to the logistics park where the cargo is removed to be put into trucks and trains for distribution to either stores or distribution centers.

This enables ocean-going containers to stay in our region, and be filled with the cargo destined for export back out of the Port.

At the airport, what`s next is the strategic development of the commercial lands located on the groundside of the airport, between the air terminal building and the 102 highway.

The airport is in the process of developing a commercial development strategy for these lands, which will incorporate the needs of existing and new aviation businesses and complementary businesses.

The development of the airport`s commercial lands will also see expanded services provided to the 55 hundred employees who work at the airport every day, to the travelling public, and the surrounding communities.

And.....what`s next for the Halifax Gateway, beyond what is happening directly at the port and the airport?

We are pleased that Metro Transit will provide transit service to the airport later this year.

This service will provide a critically important link to our air gateway.

It is just a matter of time before the airport becomes a connection point for transit services to surrounding communities including Truro and beyond to the rest of Nova Scotia.

Halifax is already Atlantic Canada's primary centre for sectors such as finance & insurance, government, education, health care, energy, retail, and tourism.

The federal government has announced that it will partner with the province and HRM to fund the construction of a new, much-needed, state-of-the-art, Convention Centre, which when built will boost the region's convention centre business around these centers of excellence.

Last year's award to Halifax Shipyards of the 25 billion dollar federal combat vessel shipbuilding contract, is expected to provide an economic boom to Nova Scotia's economy.

Our Halifax Gateway must be ready for the influx of goods and people that this contract will create.

The Lower Churchill Project, a partnership between Nalcor and Emera, is another example of a mega-project that could have tremendous potential for the Halifax Gateway.

The deal involves the construction of 11 hundred kilometers of high-voltage transmission lines, including two underwater cables.

And the last project I will mention today is Shell's recent winning bid for exploration southeast of Halifax, which promises 970 million dollars in spending over the next six years.

Shell's commitment to explore in our region will be a major boost to Nova Scotia's energy sector.

At the beginning of this presentation, I asked you how familiar you were with the Halifax Gateway.

And I indicated that I hoped to increase your familiarity, and share with you the great potential I believe this Gateway has to offer.

I hope I have achieved my objective - and sparked some interest in the vision of the Halifax Gateway and the work of the Halifax Gateway members and stakeholders.

We are excited about the future of the Halifax Gateway.

Our vision is one of GROWTH.

The timing couldn't be better, giving the many exciting projects happening in our region.

We are committed to work together, to take steps to realize our vision for the region.

Thank you.