



# COMPASS

A Report from the Council of Great Lakes Governors

March 2015

## Chair's Letter

“How can we better connect with one another in our region, and how can our region better connect with the world?” These are the key questions driving the recent work of the Council of Great Lakes Governors. “Connecting Across Borders” is also the theme of our 2015 leadership summit in Québec City.



Michigan Governor  
Rick Snyder

To foster global connections, the Council is leading three trade missions in the coming months. In March, about two dozen Great Lakes companies

will travel to Mexico to meet with potential distributors and customers. The Council will lead similar missions to Tanzania and Kenya in May, and to Québec in June. Through these missions, our region's small and medium sized companies connect with global opportunities, helping to drive sales, growth and jobs.

We are always looking for new opportunities to “Connect Across Borders.” In June, Québec Premier Philippe Couillard will host our leadership summit in Québec City. We have developed an ambitious program. We'll hear from international experts about how we can grow economic clusters, attract capital through public-private partnerships and reinvest in our infrastructure, people and environment.

While our work pushes in new directions, I am delighted to welcome Governor Rauner and Governor Wolf to the Council's leadership team. Both took office in January and I am eager to work with them on our shared agenda.

—Rick Snyder  
Co-Chair, Council of Great Lakes Governors  
Governor, State of Michigan

## Governors and Premiers to Hold Leadership Summit in Québec City



Québec City  
Photo courtesy of Luc-Antoine Couturier

The Great Lakes and St. Lawrence Governors and Premiers will convene a Leadership Summit on June 12-14, 2015 in Québec City. Québec Premier Philippe Couillard will be hosting this Summit at the historic Le Château Frontenac. The theme of this invitation-only summit will be “Connecting Across Borders” and focus areas will include commerce, transportation and the environment.

The Governors and Premiers are eager to continue advancing the bold regional agenda set at successful meetings on Mackinac Island, Michigan in 2013 and in Chicago in 2014. The Summit will include high-level speakers from government, industry and nongovernmental organizations, including Canadian Ambassador to the United States Gary Doer and BMO Capital Markets Vice Chair David Jacobson.

## Council Leads Trade Mission to Mexico

The Council led a successful multi-State trade mission to Mexico from March 1-7. The delegation included 20 people representing 16 Great Lakes region companies, as well as State economic development agencies from Minnesota, New York and Ohio.

The Council's Mexico Trade Office, working in conjunction with Ohio's Mexico trade representative, organized meetings with potential distributors and end users in the key cities of Mexico City, Monterrey and Guadalajara.

Mission delegates included: Balancing Life's Issues; Chime Master; Empire State Development; EZ Ride; Fecon Inc.; Hill Electrical Supply Corp.; Industrial Door; Johnson Brothers Lumber Co.; MiJet; Minnesota Trade Office; Pepin Manufacturing, Inc.; Ribbon Technology Corporation; Signature Services; and the State of Ohio.

"The research was right on target for our products,

and the complicated logistics for many companies with diverse products and services were handled extremely well, even when last minute adjustments were needed for travelling to three large cities," said Diana Petranek of MiJet, based in Brockport, New York. "I can't describe how impressed I was with everyone who worked on making this trip such a positive experience for helping our company meet potential business partners in Mexico. My thanks go out to all of you for a job well done!"



State economic development officials meet with COMCE (Mexican Business Council for Trade, Investment and Technology) in Mexico City.

## Council Recruiting Companies for Québec Trade Mission

The Council invites small to medium sized companies from the Great Lakes region to participate in a multi-sector trade mission to Montreal, Québec from June 14-17, 2015. The trade mission is being held in conjunction with the Governors' and Premiers' Leadership Summit that will be held in Québec City from June 12-14.

The Council's Canada Trade Office will work with each mission participant in the weeks leading up to the trade mission to create a one-on-one appointment schedule designed to meet the company's individual needs in the market. Mission delegates will gain market

intelligence from a Québec business briefing, receive assistance with logistics, and participate in networking events.

Many of the Council's member States have grant funding available for qualified companies to offset participation costs. **The mission recruitment deadline is April 9, 2015.**

Further information on the Québec trade mission can be found at <http://www.cglg.org/projects/international-trade/trade-missions/québec-trade-mission-2015/>



Québec City at night

Photo courtesy of Office du tourisme de Québec

### Export Opportunities in Québec:

- In 2014, the Great Lakes States exported \$23 billion worth of goods to Québec.
- Québec, Canada's second most populous province with 8.2 million people, generates 20% of Canada's GDP.
- Notable industry sectors include: aerospace parts, life sciences/pharmaceuticals, gaming, environmental services and mining.



# States and Provinces Unite to Fight AIS

The Great Lakes-St. Lawrence Governors and Premiers continue to bolster regional protections against aquatic invaders. Their Mutual Aid Agreement (MAA) empowers the States and Provinces to work together to address serious regional threats from aquatic invasive species (AIS). Québec Premier Philippe Couillard signed the MAA in November, bringing the number of signatories to nine.

The States and Provinces are working to implement the MAA, and will continue to look for ways to strengthen the region's defenses against aquatic invaders, especially the 16 "least wanted" AIS identified by the Governors and Premiers. More information on the Council's AIS work can be found at: <http://cglg.org/projects/aquatic-invasive-species/>.



Killer shrimp (*Dikerogammarus villosus*) and Brazilian elodea (*Egeria densa*), two of the Governors' and Premiers' "least wanted" AIS.

## TOURISM

# GLUSA Presents at Illinois Conference on Travel & Tourism

The Illinois Governor's Conference on Travel & Tourism took place from February 2-4 in Chicago. Great Lakes USA Executive Director Toby McCarrick and Illinois Office of Tourism Deputy Director Jan Kemmerling gave a presentation on international tourism.

Great Lakes USA promotes tourism to the Great Lakes region from the United Kingdom and Germany. More information can be found at: [www.greatlakesusa.co.uk](http://www.greatlakesusa.co.uk) and [www.greatlakess.de](http://www.greatlakess.de).



Great Lakes USA representatives promote the region.



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