



London
CANADA

OFFICE
OF MAYOR
MATT BROWN

February 20, 2018

Chair and Members
Corporate Services Committee

Re: Mayors report back on Federation of Canadian Municipalities
Delegation to Washington, DC, January 23-26, 2018

GLOSSARY OF ORGANIZATIONS

United States Conference of Mayors:

The United States Conference of Mayors (USCM) is the American equivalent to the Federation of Canadian Municipalities (FCM). The United States Conference of Mayors represents the 1,408 cities in the United States with populations of 30,000 or more. Each city is represented in the Conference by the mayor as the chief elected official.

The Conference holds its Winter Meeting each January in Washington, D.C., which brings together over 250 mayors from the United States and abroad. Conference members contribute to joint advocacy efforts and programs to advance municipal priorities. Mayors contribute to the development of national urban policy by serving on one or more of the conference's standing committees.

United States Conference of Mayors' policies and programs are developed by an Executive Committee and Advisory Board, as well as standing committees and task forces which are formed to address specific issues.

The Wilson Center's Canada Institute:

The Woodrow Wilson International Center for Scholars ("the Wilson Center"), located in Washington, D.C., is a highly regarded think tank which was founded as a Presidential Memorial as part of the Smithsonian Institution in 1968. The Wilson Center ranks in the top 10 most influential policy think tanks in the world.

The Wilson Center's Canada Institute was founded in 2001 to increase awareness and knowledge about Canada and Canada-U.S. relations among U.S. policymakers and opinion leaders. The Canada Institute works to strengthen the Canada-U.S. relationship by advancing dialogue and the free flow of ideas on key bilateral issues in three principle areas: border security, trade, and energy and the environment.

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Strong Cities Network:

Launched at the United Nations in September 2015, the Strong Cities Network (SCN) is the first ever global network of mayors, municipal-level policy makers and practitioners united in building social cohesion and community resilience to counter violent extremism in all its forms.

Led by the Institute of Strategic Dialogue and comprised of more than 120 cities, the Strong Cities Network builds collaboration between mayors, political actors and frontline teams to tackle polarisation, hate and violence in communities across the globe. The network advances community-centric approaches to counter violent extremism through peer learning and expert training.

OVERVIEW

The Federation of Canadian Municipalities arranged a delegation of Canadian mayors to travel to Washington, DC, with support from four key groups interested in having Canadian mayors attend:

The United Nations' Strong Cities Network organized a series of public-private roundtable discussions and workshops on countering violent extremism to coincide with the United States Conference of Mayors meeting. The American Ambassador to Canada, Kelly Craft, invited Canadian mayors to participate in the Strong Cities Network sessions, and the US Embassy paid travel expenses for the delegation to attend.

The Canadian Embassy in D.C. co-hosted the United States Conference of Mayors this year, and reached out to the Federation of Canadian Municipalities to ensure a strong showing of Canadian mayors at the conference.

The Wilson Center's Canada Institute worked with the Federation of Canadian Municipalities to arrange a luncheon and panel discussion, bringing Canadian mayors together to speak to American mayors, academics, and policy and decision makers on international trade and Canada-US relations.

Global Affairs Canada provided resources to the delegation as part of the federal government's outreach strategy supporting ongoing NAFTA negotiations. The delegation coincided with the sixth round of negotiations, which took place in Montreal, QC from January 23-28. The federal government has been active in engaging municipal and provincial partners to approach American counterparts on the importance of NAFTA to the economies of both countries.

The Federation of Canadian Municipalities' delegation was comprised of seven Canadian mayors: Matt Brown (London, ON); Don Iveson (Edmonton, AB); Charlie Clark (Saskatoon, SK); Drew Dilkens (Windsor, ON); Régis Labeaume (Quebec, QC); Maxime Pedneaud-Jobin (Gatineau, QC); and Jim Watson (Ottawa, ON); as well as police services representatives from Surrey, BC and Victoria, BC.

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PURPOSE

The City of London's participation in the delegation was focused on two principle outcomes:

1. Communicating the critical importance of free trade to the regional economy on both sides of the border.
2. Participating in international conversations regarding safe and inclusive communities;
3. Foster relationships with key US Cities regarding trade and major employers.

KEY ENGAGEMENTS

United States Conference of Mayors Winter Meeting

The United States Conference of Mayors presented an opportunity to connect, formally and informally, with mayors and senior staff from across the United States. To support the Mayor reached out proactively to arrange meetings with a small number of key US cities which are home to the US headquarters of major local employers.

Meetings with the mayors of multiple US cities were arranged: Washington, DC (home of Trojan Technology's parent company); Baltimore, MD (home of McCormick Co.); and Saint Paul and Maplewood, MN (major US operations for 3M) and Sterling Heights, MI (home of GDLS). City-specific backgrounders were prepared to provide some key take-away information for mayors and staff.

London was successful in meeting with the mayors of Washington, DC and Baltimore, MD. Saint Paul and Maplewood, MN and Sterling Heights, MI were arranged via teleconference upon return to London.

The conference also provided opportunities for informal conversations with mayors and staff from across the US and abroad. Mayor Brown engaged in dozens of conversations about the importance of NAFTA to both Canada and the US.

Overall, American mayors and representatives expressed similar commitments to free trade through NAFTA, recognizing the benefits to their own communities. In most cases, Americans expressed surprise at the significant trade and corporate connections between London and their cities. Trade between USA and London is \$12.95-billion annually. *(See Appendix I)* From this standpoint, sharing information specific to the economic relationships between London and American cities was a valuable awareness building opportunity.

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Meeting with Vice President of the US Chamber of Commerce, Neil Harrington

The City of London, working with the London Chamber of Commerce and the Federation of Canadian Municipalities, arranged a meeting with the US Chamber of Commerce. Mayor Brown was joined by Mayor Dilkens of Windsor and Mayor Iveson of Edmonton for a private meeting with Neil Harrington, Vice President, Americas for the US Chamber of Commerce.

This meeting allowed for valuable and frank discussions about the current state of NAFTA negotiations, as well as information sharing on local and international efforts ongoing through municipalities and Chambers of Commerce. The key takeaway from this meeting was the value and importance of the multi-pronged approach being undertaken by all levels of government in Canada.

Wilson Centre's Canada Institute

The engagement opportunity presented by the Wilson Centre included a roundtable discussion focused on the Canadian perspective on the importance of NAFTA, as well as a panel discussion highlighting cross-border supply chain integration.

During the roundtable discussion, moderated by Canada Institute Director Laura Dawson, Canadian mayors were asked to provide local examples and perspective on the benefits of NAFTA to cities on both sides of the border. The discussion was followed by an open question and answer period with the mayors. In attendance were representatives from the US State Department, private sector business leaders, and Canadian embassy representatives from Ontario, Alberta, Quebec, and Saskatchewan.

Following the roundtable, Mayor Dilkens and Mayor Iveson were joined by Mayor Juan Manuel Gastelum of Tijuana and Mayor Kevin Faulconer of San Diego for a panel discussion. The primary focus of the panel was the mutually beneficial trading relationships which have been established as a result of NAFTA, which was presented to an audience of over 100 researchers, private and public sector representatives, and policy analysts as well as being live-streamed internationally online by the Wilson Center.

Meeting with Canadian Ambassador to the US

The mayors were invited to a one hour sit-down meeting with Canada's Ambassador to the US, David MacNaughton. The ambassador was joined by policy experts from the Canadian Embassy, Ontario's representative in Washington, Monique Smith, and representatives from Quebec and Alberta.

The mayors shared local perspectives and received updates on the embassy's work to support NAFTA negotiations. Embassy representatives took the opportunity to reinforce the importance of communicating directly to cities with significant trading relationships and business connections. These conversations are recognized on both sides of the border as a highly effective means of advocating for a mutually beneficial NAFTA agreement.

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Launch of the Strong Cities Network Private-Public Partnership Task Force Against Hate

The principle session presented by the Strong Cities Network was the launch of the Private-Public Partnership Task Force Against Hate. The City of London was invited to participate in a roundtable discussion which included private sector partners (eg. Google, Airbnb), the US State Department, as well as the mayors of over 20 cities in the US, Canada, the UK, and Germany.

The discussion provided an opportunity for cities to share experiences and best practices, as well as learn about private sector initiatives in the field of Countering Violent Extremism. Lord Mayor Thomas Geisel of Düsseldorf and Mayor Jim Watson of Ottawa presented case studies of events and responses to situations in their cities. Ross LaJeunesse, Global Head of International Relations for Google spoke on the company's efforts to prevent radicalization by removing extremist content and promoting anti-extremist testimony from previously radicalized individuals.

FOLLOW UP

A number of bi-lateral calls of have occurred or scheduled upon the Mayors return from Washington, DC. These calls were to connect with US cities which are home to the US headquarters of major local employers.

A call with Mayor Slawik of Maplewood, MN discussed major employer, 3M, Rapid Transit and the possibility of a formal or informal "Sister City" agreement.

A call with Mayor Taylor of Sterling Heights, MI involved discussion of major employer General Dynamics Land Systems. The defence industry represents a significant portion of both local and regional economies.

A call with Mayor Carter of St. Paul, MN to discuss major employer, 3M is scheduled for February 20th

A debriefing session with Public Affairs Officer Anne Seshadri and Cultural & Academic Affairs Claudia Valladolid from the US Consulate in Toronto occurred February 8th.

The focus of this session was to provide insight into the meetings and events attended and provide context of how the topics of combating violent extremism and NAFTA/Trade affect London directly.

Mayor's office will connect staff from US Consulate with community organizations to establish a relationship that may lead to funding arrangements.

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CONCLUSION

The United States Conference of Mayors presented a unique opportunity for London to participate in national and international conversations on topics that are of critical importance to our local economy. Through direct conversations with American representatives, the Mayor was able to build awareness of the economic ties that sustain jobs and infrastructure on both sides of the border.

London also contributed positively to joint advocacy efforts on behalf of the Federation of Canadian Municipalities, Global Affairs Canada, the Chamber of Commerce, and the Canadian Embassy in the US. Locally, media coverage on the radio, in print, and on television increased awareness of the City's efforts to ensure cross-border economic relationships are maintained and strengthened.

The City of London continues to seize on profile-building opportunities, proving time and again that we are a leader in commerce, culture, and innovation – our region's connection to the world.

Respectfully submitted by,

Mayor Matt Brown

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Appendix I. Brookings London/US Trade Fact sheet. Provided by
Federation of Canadian Municipalities via Global Affairs Canada

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Metro North America

Total Trade with United States

\$12,949 (millions USD) **TOTAL TRADE RANK: 7**

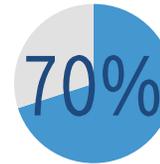
Value Per Ton **\$2,365** **TOTAL VPT RANK: 5**

Total Exports to U.S.
\$7,088
(millions USD)
TOTAL EXPORTS RANK: 7

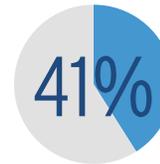
Total Imports from U.S.
\$5,861
(millions USD)
TOTAL IMPORTS RANK: 8

Advanced Industries Share of Trade with United States

THIS METRO



CANADA



■ ADVANCED INDUSTRIES ■ OTHER INDUSTRIES

Top Commodities, United States (millions USD)

TOTAL EXPORTS	\$4700
TOTAL IMPORTS	\$2075
TOTAL TRADE	\$6774

Motor Vehicles and Parts

TOTAL EXPORTS	\$505
TOTAL IMPORTS	\$995
TOTAL TRADE	\$1500

Machinery and Tools

TOTAL EXPORTS	\$678
TOTAL IMPORTS	\$407
TOTAL TRADE	\$1085

Metals

TOTAL EXPORTS	\$173
TOTAL IMPORTS	\$618
TOTAL TRADE	\$790

Electronics

TOTAL EXPORTS	\$244
TOTAL IMPORTS	\$524
TOTAL TRADE	\$769

Chemicals and Plastics

Top U.S. Metro Trading Partners

RANK	METROPOLITAN AREA	TOTAL BILATERAL TRADE (\$ MIL)
1	Detroit-Warren-Livonia	\$855
2	New York-Northern New Jersey-Long Island	\$433
3	Chicago-Naperville-Joliet	\$379
4	Kansas City	\$244
5	Los Angeles-Long Beach-Santa Ana	\$229
6	Dallas-Fort Worth-Arlington	\$217
7	Houston-Baytown-Sugar Land	\$202
8	Columbus	\$179
9	Philadelphia-Camden-Wilmington	\$170
10	Boston-Cambridge-Quincy	\$167

* Brookings analysis of Economic Development Research Group data.

* Advanced industry trade includes the following commodity groups: aircraft and parts, electronics, machinery, motor vehicles and parts, pharmaceuticals, and precision instruments.

* Ranks are for the 33 census-defined Canadian metro areas.

* Total imports plus total exports may not equal total trade due to rounding.