



DEREK EARL, VICE-PRESIDENT | FEBRUARY 24, 2021

What does the Biden Government Mean for MB Business?

RECONCILIATION

The World Trade Centre Winnipeg is committed to pursuing the ongoing process of reconciliation in Canada through mutually respectful partnerships.

Truth and Reconciliation Commission
Call to Action #92



WORLD TRADE CENTRE WINNIPEG

WHO WE ARE

- > Manitoba-based, not-for-profit
- > Private sector leadership (Board of Directors)
- > Fully bilingual services (English/French)
- > Strategic partner for trade for the Province of Manitoba
- > Member of the World Trade Centers Association

WORLD TRADE CENTERS ASSOCIATION (300+)





SOME THINGS WE'RE WATCHING...



Global Pandemic

Climate Change

**Economic
Recession**

GLOBAL MEGATRENDS

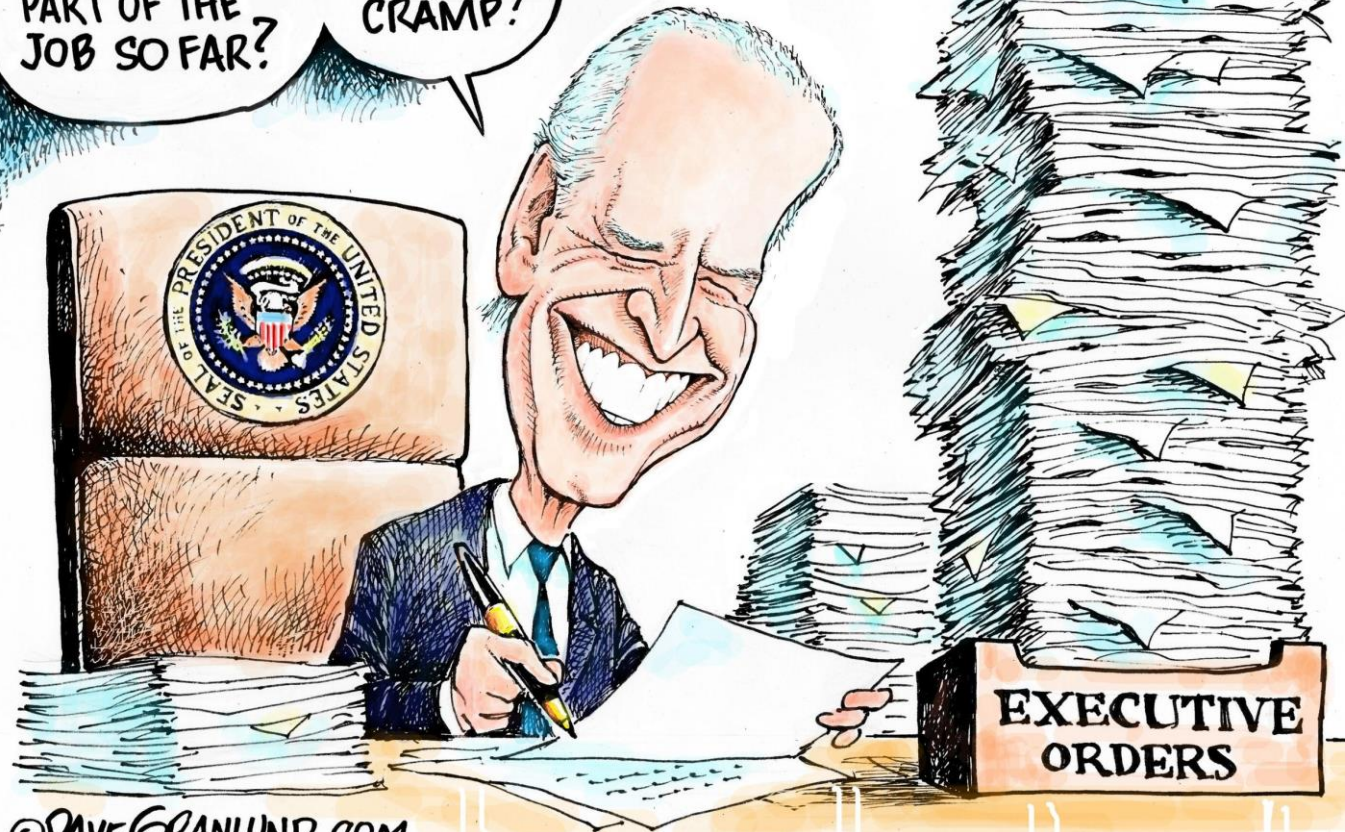
Protectionism

**Challenges to
Democracy**

Inequality

THE MOST
CHALLENGING
PART OF THE
JOB SO FAR?

WRITER'S
CRAMP!



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SOME MAJOR ISSUES TO DEAL WITH

1. Pandemic
2. Economic recovery
3. Climate change
4. Tensions with China
5. Rebuilding ties with allies
6. A highly divided nation
7. High levels of inequality
8. Racial reckoning



Credit: Reuters/BBC

Roadmap for a Renewed U.S.-Canada Partnership

- Combatting COVID-19
- Building Back Better
- Accelerating Climate Ambitions
- Advancing Diversity and Inclusion
- Bolstering Security and Defence
- Building Global Alliances

CLIMATE POLICY & TRADE



BUY AMERICA



FISCAL STIMULUS / ECONOMIC RECOVERY





NEW FLYER®

xcelcior CHARGE H2™

Xcelcior CHARGE H2™ is a battery-electric vehicle that uses compressed hydrogen as an energy source. Fuel cell-electric technology is a unique and innovative way to obtain extended-range operation similar to existing transit vehicles with a fully zero-emission solution.

CLEAN ELECTRICITY OPPORTUNITY?



SOME THINGS NEVER CHANGE...

"Living next to you is in some ways like sleeping with an elephant.

No matter how friendly and even-tempered is the beast, if I can call it that, one is affected by every twitch and grunt."

Pierre Elliott Trudeau, 1969

CANADA'S APPROACH?

Strategic or *Transactional* ?



FOR THE MANITOBA EXPORTER...

DOING BUSINESS IN THE U.S.A.



KEY SERVICES



**BUSINESS AND
TRADE SERVICES**



**TRAINING AND
EDUCATION**



**NETWORK
CONNECTIONS**



Export checklist

- > Have an Export Plan?
- > Understand cross-border business
- > Leveraging CUSMA
- > Customs and Border
- > Trade finance
- > Logistics
- > Corporate structure and taxes



Next Session begins: March 9, 2021

wtcwinnipeg.com/tap

LOCATIONS IN NORTH AMERICA

USA

Anchorage

Arkansas

Atlanta

Baltimore

Birmingham

Boston

Buffalo Niagara

Charleston

Chicago

Delaware

Denver

Detroit/Windsor

Dulles Airport

Fort Lauderdale

Harrisburg

Houston

Indianapolis

Kansas City

Kentucky

Las Vegas

Long Beach

Los Angeles

McAllen

Miami

Montana

New Orleans

New York

Norfolk

Northern California -

Sacramento

Orlando

Oxnard

Palm Beach

Philadelphia

Pittsburgh

Portland

Providence

San Diego

San Francisco

Savannah

Seattle

St. Louis

Tacoma

Tampa Bay

Utah

Washington, D.C.



SOME THINGS WE'RE DOING...

MANITOBA TRADE ACTION PLAN

Where is MB most competitive globally?

Process

1. Cluster mapping and stakeholder engagement
2. Identification and prioritizing
3. Develop Trade Action Plans
4. Activate Trade Action Plans

Priority Clusters

1. Digital & Precision Agriculture
2. Proteins
3. Next Generation Buses
4. Aerospace
5. Transportation & Logistics
6. Urban Economy



1st United States-Mexico-Canada (USMCA) Small Business Development Center/Small and Medium Enterprise (SME) Counseling Network Pilot Program

Inaugural Virtual Meeting

Agenda

Thursday, January 14, 2021, 2:00-4:00 p.m. (EST)

2:00 - 2:05 Welcome

- **United States** – *Christina Sevilla, Deputy Assistant U.S. Trade Representative for Small Business*
- **Canada** - *Arun Alexander, Director General, North America Trade Policy Bureau, Global Affairs Canada*
- **Mexico** - *Ana Bárbara Mungaray - Head of the Productive Development Unit, Secretaría de Economía, Mexico*

OF INTEREST

Information Session: **Ukraine-Canada Opportunities** | March 3, 2021

Information Session on **CUSMA** | On demand

Canada West Foundation **Trade Ahead Series** | March 2021

March 4 Beyond Brexit

March 11 Moving goods, will this little piggy get to market?

March 18 The Other NAFTA Partner

MORE INFORMATION: [WTCWINNIPEG.COM](https://www.wtcwinipeg.com)



FINAL THOUGHT...

So where is the US economy going...?

QUESTIONS?

WTCWINNIPEG.COM

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