

42nd ANNUAL CONFERENCE
of
NEW ENGLAND GOVERNORS &
EASTERN CANADIAN PREMIERS

42^e CONFÉRENCE ANNUELLE
des
GOUVERNEURS DE LA NOUVELLE-ANGLETERRE ET
PREMIERS MINISTRES DE L'EST DU CANADA

Press Conference

Conférence de presse

Stowe, Vermont
13 August 2018

Stowe (Vermont)
le 13 août 2018

Stowe, Vermont / Stowe (Vermont)

--- 13 August 2018 at 1602 / le 13 août 2018 à 1602

Hon. Phil Scott, Co-Chair, Governor of Vermont: Well, thank you very much and welcome. I would like to begin the press conference by again thanking the governors and premiers for travelling to Vermont this week to attend the 42nd Annual Conference of the New England Governors and Eastern Canadian Premiers.

For over four decades our states and provinces have come together each year to strengthen our region through cooperation. Regardless of who is sitting governor or premier, whichever political party is in power or what international debate is unfolding, we come together to listen and talk about what we can do better as a region. We leave our borders, political parties and differences behind when we attend the NEG/ECP Conference and enter the sacred tradition of fostering coalitions, building relationships and promoting civility. As our national leaders debate trade and other issues on the international stage it's really important that we stay committed to bipartisanship and have civil discussions in order to achieve prosperity for all of us in the New England the Eastern Canadian region.

Now, I would like to turn it over and welcome my fellow governors and premiers to say a few words, starting with our Co-Chair, Premier Gallant of New Brunswick.

Hon. Brian Gallant, Co-Chair, Premier of New Brunswick:

Thank you very much, Governor Scott. I'm very pleased to be here and I enjoyed our conversations with my colleagues, but I certainly want to make it clear that all New Brunswickers are still thinking of the community of Fredericton, the Fredericton Police Force and the families of the victims of the shooting that happened just a few days ago. On behalf of all New Brunswickers, I want to thank my colleagues here at this table, the governors, the premiers and representatives for their thoughts and their condolences.

We had a great meeting today. We discussed how it is important for us to collaborate on many issues, whether it be on energy, climate change and on the very important issue that is certainly top of mind for us, trade. We very much enjoyed the leadership of Governor Scott. Not only did he do a great job in hosting us here and making sure we had productive conversations but he also did a great job of demonstrating how we can work together to the benefit of the people we represent and it's great to have a governor like him that is focused on making sure there is regional cooperation so we can grow the economy for the people of Vermont and we can work together to improve the quality of life of all the people in New England and in the Eastern Canadian provinces.

With that said, I will say just a quick few words in French if anybody wants to try to grab the translation.

Merci beaucoup au gouverneur Scott pour le beau travail qu'il a fait à guider nos discussions aujourd'hui. Nous avons eu une belle conversation concernant des sujets très importants pour les Canadiens, Canadiennes, Américains et Américaines. Nous avons discuté, entre autres, du commerce international, du commerce spécifiquement entre nos deux pays, et nous avons, bien sûr, discuté de sujets très importants comme l'énergie et les changements climatiques et comment nous pouvons travailler ensemble pour combattre les changements climatiques et aussi sur des possibilités dans le secteur de l'énergie.

Alors, encore une fois, je remercie le gouverneur pour son leadership et tous les organisateurs et organisatrices pour le beau travail qu'ils ont fait pour nous accueillir ici, et on a bien hâte de vous accueillir en 2019 au Nouveau-Brunswick.

Moderator: Thank you. We will now hear from Premier MacLauchlan.

Hon. Wade MacLauchlan, Premier of Prince Edward Island:

Good afternoon. First, I want to thank Governor Scott and his team and the people of Vermont for the hospitality over the past two days and for a fine substantive program around the themes of energy, environment and trade, to acknowledge Vermont as the jurisdiction that hosted the initial conference in 1973 of New England Governors and Eastern Canadian Premiers that this organization is gathering continues to be an important annual and in-between meetings occasion to build substantive responses and collaboration among our eleven jurisdictions and I believe it's evident in our discussions today that it's more important than ever that there be effective regional and subnational collaboration on important issues that matter to our citizens and to our continued prosperity and indeed to respond to the important issues of environment and energy that we continue to deal with together. Thank you.

Moderator: Next will be Governor Baker.

Hon. Charlie Baker, Governor of Massachusetts: Thank you very much. I will just echo the previous speakers' appreciation for the work and the hospitality that was demonstrated by Governor Scott and his team as part of this conference. I would just say that I have gone to four of these now and hosted one of them and I really appreciate the quality of the dialogue between and among both the governors and our colleagues to the north on so many issues that we share common interests in, and whether you're talking about what we talked about today, which was storage and electric vehicles and trade and a variety of other conversations or you're talking about a whole bunch of other things that we've discussed over the past four years, I always

learn something at these events. I always learn something that I can take back and share with my own team and I consider it to be both a learning experience but also a chance to continue to build on relationships that have served all of us very well for a very long period of time and served the people that we seek to represent every day as well. So this for me is always a worthwhile endeavour and I'm pleased to have had a chance to participate and learn yet again.

Moderator: Premier Couillard.

Mr. Philippe Couillard, Premier of Québec: First, I would like to thank Governor Scott. Phil, thanks to you and your staff for your wonderful hospitality and organization.

Je vais faire la suite de mes remarques en français, bien sûr.

Cette conférence est importante pour le Québec. On regroupe les premiers ministres de l'Est du Canada et les gouverneurs de la Nouvelle-Angleterre, qui ensemble forment un groupe économique très fort et dont la cohésion est essentielle, particulièrement dans ces moments de tension sur le plan des échanges commerciaux.

Rapidement, trois éléments de la réunion restent à mon esprit.

D'abord, les discussions sur l'énergie. L'énergie du Québec, l'énergie propre du Québec, l'hydroélectricité demeure cruciale non seulement pour nous mais pour tous nos voisins, et on a augmenté, il faut le savoir, environ 35 pour cent d'exportation d'électricité depuis 2014 et un autre succès récent, bien sûr, avec le Massachusetts.

La transition énergétique et les véhicules électriques. Le Québec, ayant adopté une loi zéro émission, le seul état d'Amérique du Nord à l'avoir fait avec la Californie, distribue ses bornes électriques de plus en plus rapidement. Et il faut dire que les corridors de recharge -- like the ones we have with Vermont, the corridors of charging stations -- c'est venu de conférences comme celle-ci, de réunions, de discussions, et ça va s'étendre, je crois, avec d'autres états de Nouvelle-Angleterre.

Et enfin, sur le libre-échange, je veux saluer la présence de Raymond Bachand avec nous, qui a participé au panel. Je veux juste attirer l'attention de mes compatriotes québécois sur deux éléments sur lesquels nous insistons tout le temps toujours. D'abord, bien sûr, l'agriculture a une défense ferme et sans compromis de la gestion de l'offre au Québec pour nos producteurs laitiers, ce qui a été encore le cas aujourd'hui, et l'exception culturelle qui, pour le Québec, prend une teinte tout à fait particulière et essentielle.

So, on these words, thanks for this very successful conference. We have again achieved a lot of things that will

matter to the citizens that we represent and I look forward to our next conference. Merci.

Moderator: Governor Malloy.

Hon. Dannel Malloy, Governor of Connecticut: It's great to be with all of you and I want to thank Governor Scott and Premier Gallant for the great work that you've done in putting this meeting together. I have to say that, you know, this is my eighth and final conference as a sitting governor and I have always looked forward to this event as a celebration of how close we are, how much we agree on and how closely we can continue to work together, regardless of any political movement present in any one of our countries at any given time. Today's discussion on energy, electric vehicles, NAFTA and trade, as well as the work that we have done, or I should say our staffs have done prior to getting here, on resolutions is very, very important to celebrate this event on an ongoing basis to make sure that our little part of the world, the Eastern provinces and New England continue to work together and, quite frankly, lead internationally and in our own home countries. Thank you.

Moderator: Premier Ball.

Hon. Dwight Ball, Premier of Newfoundland and Labrador: Thank you and thank you to Governor Scott. As has been mentioned already by every speaker, we want to thank you for the work that you have done and your organizers on what has been in my belief a very successful round of meetings again this year. And to Premier Gallant, a friend of mine and someone that I get a chance to meet more often, certainly our thoughts and prayers are with you and the people of New Brunswick as you deal with the current situation. Next year we look forward to being in New Brunswick, in Saint-John, with this event as you will host -- as you have co-hosted this year, next year you will host the event. Forty-two years is a long time and this being the 42nd Conference of New England Governors and East Coast Premiers, I think really what it speaks to is the success that we should never take for granted because it's a relationship. This is my third one and I see many familiar faces and I look forward to coming back next year because it is a relationship that is important for all of us. As Governor Malloy just said, I think many people, no matter where you go, can be taught a lesson from the relationship that you see at this table, that regardless of political stripe, regardless of your state or your province, we find a way at this table to set an example in leadership that others could follow. It's been my third year and now I've had the opportunity in each of those years to find myself sitting at a table with Governor Malloy. I know I will miss his experience and I wish him all the best in the future. So if it's climate change, if it's the environment, if it's about energy, if it's about important

discussions on free trade, we come out of this stronger because we find a way and we take the time to sit at meetings and network with people like you in this room, those of us at this table. So it is my privilege to be here representing the Province of Newfoundland and Labrador, a province that has had a strong history and a strong partnership with Americans and we look forward to growing those partnerships and relationships and should never take those relationships for granted. They're important to us and they're important lessons and messages that we can send to others in the world. So thank you very much for this opportunity.

Moderator: Now we have Minister MacLellan representing Nova Scotia.

Hon. Geoff MacLellan, Minister of Business, Nova Scotia:

Thank you. Good afternoon, everyone. First and foremost, to Phil and Brian, I want to say thanks as well for your hospitality. Phil, in your home state you did a remarkable job showcasing all that your home has to offer so well. We certainly appreciate that. And for Brian, given the circumstances and the tough emotions you've been dealing with on behalf of your citizens in New Brunswick, it's tremendous that you're here to share your time with us, so we appreciate having you here.

For me, I'm very proud to be representing my home province of Nova Scotia and Premier Stephen McNeil. This is an opportunity for me to share in this particular conference and understand how we move forward together and how the bones of that are actually structured. I know that the Premier is a very strong advocate of this group, this table and the partnerships that we have. The Atlantic provinces, quite frankly, and the New England states are stronger together. So what we have learned today around trade, energy, environmental issues and many things -- we talked about that at one part of the formal program -- is that we have shared interests. You think of energy and how our shared cooperation is important for our economic prosperity and for the security of our citizens, and that's just one example of many. We have challenges and opportunities that we deal with together and although the negotiations at NAFTA, as an example, are nation to nation, it's good to know that from a regional perspective we're on the same page and I think that what this reaffirms, the NEG/ECP reaffirms that the relationships are strong, that the interests are common and that anything we do we can move together collectively with a shared voice and that's critical. And I think that outside of the policy formation and the support we give each other as governments and states and provinces, it's about people, and when you network and connect with people the way that we do both at the staff and the representative level, it's critical moving forward. So knowing

that we're cohesive, we're a unit is important given particularly times now surrounding things like trade. So I'm happy to be here on behalf of the Premier of Nova Scotia and I really appreciate the last couple of days. Thanks.

Moderator: Now we have Commissioner Caswell representing New Hampshire.

Commissioner Taylor Caswell, Department of Business and Economic Affairs, New Hampshire: Thank you. And again, I would like to thank Governor Scott for his hospitality here in the last couple of days. It's been an honour for me to be here on behalf of Governor Sununu representing the State of New Hampshire and getting an opportunity for a series of very, very successful meetings and opportunities for new and expanding relationships in the face of what is really a long history that is literally burned into the landscape of our states and our provinces. I'm often reminded of the story that -- in New Hampshire we say, you can't get there from here and that's because all the roads run north and south and there's a good long reason for that that I think we've had an opportunity to demonstrate today about the relationship between my state and other New England states and our friends in the Eastern provinces. So thank you.

Moderator: We will now take questions from the press. We're asking you to line up behind one of these two microphones and please state your publication.

Véronique Prince (Radio-Canada/CBC) : Véronique Prince from Radio-Canada/CBC. My first question is for Monsieur Couillard. Je voudrais savoir, est-ce que vous êtes parvenu à un accord ou est-ce que vous avez eu des discussions à savoir ce que vous pourriez faire si, finalement, le libre-échange... l'ALÉNA n'est pas renouvelé? Y a-t-il d'autres options?

Philippe Couillard (Québec) : En fait, l'essentiel des discussions montre que personne n'a rencontré un gouverneur aux États-Unis qui n'est pas favorable à la reconduction de l'Accord de libre-échange nord-américain, c'est évident. Neuf millions d'Américains ont besoin de cet accord du commerce libre pour prospérer, avoir de bons emplois. Même chose de notre côté. Non, je pense que tout le monde est sur la direction d'un renouvellement, d'une modernisation nécessaire. Souvenez-vous que lorsque l'entente a été signée la première fois, il n'était pas question de commerce électronique. C'est une exemple parmi d'autres. Il y des éléments que j'ai indiqué tantôt auxquels le Québec particulièrement tient beaucoup, mais je pense que tout le monde aujourd'hui travaille dans l'optique d'une réussite d'un renouvellement de l'entente.

Véronique Prince (Radio-Canada/CBC) : (Indiscernable).

Philippe Couillard (Québec) : Bien là, le meilleur plan c'est de retrouver l'entente. On ne peut pas faire reculer le

continent. C'est extraordinaire pour tout le monde, cette entente.

Véronique Prince (Radio-Canada/CBC) : Could you repeat that in English, please?

Philippe Couillard (Québec) : We are working on a scenario of renewal of that of course, not failure. Failure is not an option to use a very famous cliché. There are too many people whose lifeline depends on this to let it go. We will never let it go. It's reassuring that we still have to meet one governor or important figure in different states that does not support the renewal of NAFTA, but it needs to be modernized of course. When it was signed for the first time there was no such thing as ecommerce. That's one example among others. But we are working on a success scenario, not on a failure scenario.

Véronique Prince (Radio-Canada/CBC) : Can I ask another question to Governors Baker and Scott, please?

Moderator: Yes.

Véronique Prince (Radio-Canada/CBC) : If you could both answer the question.

Phil Scott (Vermont) : Yes.

Véronique Prince (Radio-Canada/CBC) : Yes, of course, in English, it's okay. Is Donald Trump putting a decade-long relationship with your neighbours at risk?

Charlie Baker (Massachusetts) : I think Canada is probably, if not our largest trading partner, one of our two largest trading partners and has been for a very long time and that covers a wide variety of industries. And there's also a big relationship that exists in research and in plant technology and pharmacy and a whole bunch of other spaces, and education as well. I'm with my colleague to my left here, which is I do believe that after 25 years plus or minus it probably does make sense to renew the relationship between Canada, the U.S. and Mexico, and based on a lot of the conversations we had with our colleagues both from the U.S. and from Canada over the course of the past two days, I feel pretty positive that that renewal will in fact take place. But it's very important to us, yes.

Phil Scott (Vermont) : Yes, NAFTA is very important to us. Canada is our largest trading partner. We don't just sell, we don't just visit each other, we actually build things together and that's really important. And we have a great relationship. It's a cultural tie as well with the border that we share. Having said that, we believe that calmer heads will prevail, that we will have an agreement. There are too many states that count on Canadian trade. NAFTA is important not just to us in the Northeast but across the country. I would say that the majority of states benefit from trade with Canada in particular. So this

is too important to all of us, we need each other and I'm sure that we will come to agreement.

Wade MacLauchlan (Prince Edward Island): Phil, do you mind if I add to that and thank Governor Scott for continuing this year a program that we initiated last year in Prince Edward Island, a business-to-business platform in parallel to our meetings and that was taken up very well by businesses on both sides of the border last year and again this year, I'd like to say the first time an experiment, the second time a tradition. So we now have a tradition that's attached to these meetings, a very important one and one that demonstrates the enthusiasm of the parties that took part, that participated from all of our jurisdictions, that we have over a period of time built a story of prosperity together, and that continues.

Ike Bendavid (WCAX): Ike Bendavid, WCAX. Everyone, like you said, here is coming out stronger and working together, but is there a way to measure that progress in the long term after this meeting (indiscernible)?

Charlie Baker (Massachusetts): I can take a crack at that.

First of all, if you just look at the traffic between -- and I'm talking now about the commercial traffic between Canada and Massachusetts, it basically ticks up and I don't mean just as a result of this, I mean it's a relationship that has continued to grow, as Governor Scott said, in both directions.

The other thing I would point out is we have been pursuing a series of initiatives to reduce our carbon footprint in Massachusetts and at the same time ensure that our residents have a competitively priced energy set of solutions for them and that our businesses do as well, and some of the earliest conversations associated with that direction we have been pursuing started at one of these meetings in 2015. We worked with our colleagues in our State Legislature to develop a pretty comprehensive approach to a series of initiatives around this, put out competitive procurements on it and one of the winners of that particular procurement was in fact a bid that we got from Agro Québec and it involves a pretty solid relationship with the State of Maine as well and will help the region deal with a number of issues associated with climate change and environmental policy and energy policy and do so in a way that enhances our state and I would argue our region's economic competitiveness. So yes, I do think there's real work that comes out of these.

Phil Scott (Vermont): I can answer as well.

I think it is measurable when you have a million jobs in New England that are attributed to this Canadian trade. So that can be measured. We do keep track of how much we sell, we keep track of how much tourism we have into the state, and certainly when you combine New England and the Eastern Canadian provinces

together, we're the 14th largest economy in the world, just behind South Korea, just ahead of Australia. So that makes us a powerhouse in some respects. So it's measurable. I believe that we can build upon that and we will become even more prosperous as a result.

Brian Gallant (New Brunswick): If I may just add. I think that if we ever needed organizations like the NEG/ECP it's now. We certainly hear rhetoric when it comes to trade on both sides of our border and to have governors and premiers sitting at the same table talking about how robust trade between Canada and the U.S., between New England and the Eastern Canadian provinces is helping create jobs for people on both sides of the border, it's helping workers, it's keeping costs lower for families and it's helping our economies, I think that goes a long way. And obviously there's a track record of success when you look at the traffic, as Governor Baker said, in terms of the economic ties between our two regions. But when we have some of the rhetoric that's happening, I think it's all that much more important for organizations like this one to get together, to stand side by side, or in this case I suppose sit side by side at this table and talk about the benefits of trade between our two countries.

And I just want to sort of hint to the last question as well that I think it's important for us to say, for me to say anyway that the protectionist policies and some of the unfair and unwarranted tariffs such as the tariffs on the softwood lumber coming from New Brunswick are hurting workers, families and the economies on both sides of the border. Now, modernizing NAFTA is something that many have made the point can be a good thing. We had great panels today talk about some of the challenges and maybe opportunities moving forward, but I think one thing that's clear, everybody at this table recognizes how we are all benefiting and all those citizens that we represent are benefiting from the fact that we have robust trade in our region and not only when it comes to trade are we collaborating and cooperating, when it comes to climate change, when it comes to energy and many other important factors. So I feel like these meetings are always productive but all that much more important nowadays with some of the rhetoric that we're hearing.

Dannel Malloy (Connecticut): Let me just join in for one moment. I think it's important to note that real damage is being done with the tariffs that are currently in place and I don't think we should dance around that. We had an American manufacturer meet with us today in open session and tell the plight of the effects of the tariff on steel on his business on an international basis and making his business substantially less competitive, raising costs substantially, and although I think there was an anticipation that this would go on for a little

while, it's going on longer than anyone might have reasonably predicted a dispute between two good friends would last. And so I think that it was a stark reminder, at least on the American side, that we are tied together, our economies are in many ways interchangeable. Cars are built on both sides and parts go back and forth. The same thing is true in my own state with respect to jet engines and other aerospace equipment. We are the third most concentrated state in the United States and this is having a real impact and the sooner it's over, the better for all of us. And it is measurable. It was measurable today in fact, the telling of a story of having to buy alternative -- or get alternatively sourced steel from another country and how much more expensive it's getting as a result of the dispute that we're having on our border. It makes no sense, this needs to be solved rapidly, and I don't know a governor who doesn't believe that, at least a governor that is close to the Canadian border or for that matter the Mexican border.

Pat Bradley (WAMC Northeast Public Radio): Good afternoon. I'm Pat Bradley with WAMC Northeast Public Radio. This kind of flows in with what you were just talking about with the NAFTA and particularly with the tariffs. Have you been working, whether it's at this conference or outside of this conference, to try to come up with any strategies to work around the tariffs, whether it's the state and provincial governments or with businesses, to work around them or is there any way to do that?

Dannel Malloy (Connecticut): I think collectively we've raised our voice -- and not just here, we've been doing this for some period of time -- and if there's any movement, and the President has recently indicated that perhaps there's movement with respect to Mexico and that perhaps there's a deadline or desire to get something done, I have to believe that that is in part America's governors stepping forward and saying that this is not making sense. You know, when you look at the price of certain commodities in the United States and the impact on manufacturing, how that's playing out, or if you look at what's happening in various parts of the agricultural industry, including products that we both make in our countries that are being impacted on an international price basis because of the fears, that this is important work and I think we've done that and I think every governor has pledged to do what they can and I think every premier has pledged to do what they can to help resolve this issue, which I think is more about understanding the cross-border implications than anything else. But no, I'm not going to sneak anything in.

Philippe Couillard (Québec): Maybe I'd like to add something here. We are now facing a situation where we're dealing with tariffs and counter-tariffs. It's to nobody's

advantage. You know who is going to lose at the end, everybody. And if the situation gets prolonged, what we are seeing now on our side of the border is people talking about reorganizing supply lines, supply chains east-west instead or north-south, which is not going to be good as well for both sides of the border. So there's another reason why we should aim for a rapid settlement on these tariffs.

Marie-Michèle Sioui (Le Devoir) : Bonjour. Marie-Michèle Sioui du Devoir. I heard today Prime Minister Trudeau and Premier Couillard reiterate their support for supply management. I also heard a plea for Canada to start negotiating (indiscernible). Where can Canada compromise in your opinion?

Philippe Couillard (Québec) : I'll start because this is one of my favourite subjects, as we all know. We have to recognize that both countries support their agriculture in different ways but they do support their agriculture. It's not going to change. One way that we used to do this is to have a supply management system for roughly 40 percent of Québec's agriculture. The U.S., on the other side, does it through farm bills, subsidies of various kinds. So it's simply not true that the U.S. agriculture is a free market situation. It's simply not true. Both countries have a right and should have the capacity to orient their agriculture the way they want, the way their citizens want it to be too. For us in Québec it's important to keep agriculture in the family, make sure that the children can take over and continue the farm, that it doesn't become a huge industrial installation, that it remains at the human scale in communities. I think it's a valid choice. Some may not agree with it but that's our choice. So we will continue to use supply management and I will personally defend supply management everywhere -- everywhere. It is extremely important to the lives of our farming families.

Wade MacLauchlan (Prince Edward Island) : If I may follow on that. Trade discussions are not a solution to overproduction and that's exactly what is the situation in the United States and in other parts of the world when it comes to dairy. In Canada we have supply management which ensures that we consume what we produce. The actual facts are that the United States sells about five and a half times as much dairy product into Canada as we export to the United States, so there's no trade -- well, there is a trade imbalance but it's certainly not one that warrants the kind of solutions that some may think, which would be to challenge the approach that we have in Canada. Ultimately, farmers have to make a living and that is a big challenge. Farmers work hard, they make investments, they are innovative when it comes to their products and we're proud of our dairy

farmers in my province and in Canada do in that regard in a way that's competitive internationally.

But frankly, to come to your question, where is the area where we can achieve the most, I would say most people familiar with the negotiations would say to keep working on the auto aspect in a trilateral way and continue to build on the shared prosperity among our three countries.

Dannel Malloy (Connecticut): I'll put it a different way. What we're doing in agriculture in these trade disputes is the rough equivalent of saying we're going to shoot our dog if you don't do what we want you to do. It doesn't make any sense. It's tremendously dangerous. And I will say on the dairy side I can assure you that American policy is not working for Connecticut dairies of today and hasn't for a very long time, and quite frankly my compliments to our Canadian counterparts for the protection of family farms.

Renee Wunderlich (NBC5): Bonjour. I'm Renee Wunderlick from Channel 5 News out of Burlington, Vermont. This might sound a bit repetitive but, gentlemen, regarding tariffs, if there is one takeaway that you will come from this conference, what would you share with Prime Minister Trudeau or President Trump about the tariffs? What do you want these gentlemen to know from what you gentlemen have learned today?

Charlie Baker (Massachusetts): So my one takeaway would be that the Mexican/U.S./Canadian trading bloc that's a participant on the global stage, where there are many other issues that people would like to engage in a trade discussion about, is far more influential and powerful together than it is apart and I would hope that people would recognize and understand that renewing the current agreement among these three players will make them all better among themselves but also make them a much more significant and important player in global trade discussions and I don't think that should be lost.

Phil Scott (Vermont): I don't believe trade wars work. I think it leads to isolation amongst our countries and especially the way it's being done right now. Retaliation on both sides obviously leads to relationship damage and that's nothing you can fix in a matter of a couple of years, it takes a long time. Relationships are difficult. You can't just say you want to have a good relationship, you have to work at it and we have to work at this one. So when someone has to lose in some negotiation, then it leads to a compromise with the relationship in general. So I don't believe this works.

Brian Gallant (New Brunswick): I'll just simply add -- I think you stole my words there -- at the end really that they have an approach where it's a win-win-win and that they're not looking for somebody to lose, and that's how we built it over the

last few decades, that's why it's such a success. There sure are some opportunities for tweaks and some modernization, but ultimately it has been a win-win-win and I think having that attitude is crucial for us to continue the prosperity that we're creating together.

Spencer Conlin (ABC/FOX affiliate): Spencer Conlin, the local ABC and FOX affiliate. We had some folks outside demonstrating who believe that the leaders of this region are not doing enough for climate change. What are your thoughts on that belief and what is being done in this region?

Wade MacLauchlan (Prince Edward Island): Let me take that first. I'll take the first crack at that. This group, the New England Governors and Eastern Canadian Premiers, was actually one of the first collectivities, certainly one of the first international collectivities in the world to make commitments on greenhouse gas reduction, going back to the year 2000, and we have had since 2015 a commitment to reduce our emissions by 35-45 percent of our 1990 base by 2030. Now, that is actually a superior commitment to the Paris Accord. And each time we get together and between times we collaborate, work for renewable solutions, work for greater and efficient integration of our power production, usage and transmission, and I don't think you will find very many places in the world where you have that kind of multijurisdictional cross-border collaboration and where everyone for starters is looking for a solution, and frankly, I would say each of our jurisdictions is making real headway and of course we realize there's more to do and there's more that can be done together.

Dannel Malloy (Connecticut): I just simply say we're not doing enough, we're just doing more than anyone else.

Spencer Conlin (ABC/FOX affiliate): Very good. Thank you.

Moderator: (Off microphone) from Canada. He's in the next room.

Giuseppe Valiante (The Canadian Press Newswire): Good afternoon. Giuseppe Valiante, The Canadian Press Newswire. This question is for Governor Baker. Today and yesterday I've heard from your colleagues, some of them, and other people at the conference talk about President Trump's negotiation approach, his negotiation style, whether it's in Tweets or his tone, the messages that he's sending to Canada and (indiscernible) but mostly to Canada because we're talking about NAFTA. My question is, what do you think of President Trump's approach, his negotiation style, his approach to these negotiations?

Charlie Baker (Massachusetts): I guess what I would say is that a negotiation always has ups and downs along the way. I very rarely have ever been involved in any negotiation on anything that meant anything that didn't have ups and downs and

at some point maybe even people walking away from the table and then finding a way back to it. The ultimate measure of any negotiation is the end and with respect to this one in particular, as I said earlier, 25 years of no review and renewal was probably long enough and it's my hope and my expectation that in the end cooler heads are going to prevail on this and that there will be a positive result. And I say that because I think it works for all three countries to end up with a renewed agreement on this, not just in terms of their relationships with each other but in terms of their larger relationships with the rest of the world and I think that's something that the White House and this country certainly understands and gets, and I certainly got that message from the conversation that we had with some of the folks from both sides who talked to us last night.

Giuseppe Valiante (The Canadian Press Newswire): Just a follow-up, Governor Baker. Please correct me if I'm wrong but it seems like you might be a little bit apart from your colleagues at the table. When the question was asked about tariffs, I kind of got the impression that people were against them but you kind of seemed to say, well, you know, if it comes to a better deal, then they're a good thing. Did you see yourself a little bit apart from your colleagues?

Charlie Baker (Massachusetts): No. I think I was saying something more along the lines of what the Premier here was saying, which is that everybody has a variety of ways in which they support industries in their country and that support can translate into a variety of strategies and approaches and I think in the end what people ought to seek is whatever type of deal makes it possible for the players who are involved in it to be as successful as possible. But let's face it, there are all sorts of things that countries do to promote their own interests and their own industries, depending upon the circumstances, the size of the industry and the role it plays in their local economy or their global economy, and that's not -- by the way, that's been going on for several hundred thousand years, I think. I mean that's not a new notion. I think in this particular case it's important that people recognize that we have a lot to gain globally by being smart about how we relate to each other.

Giuseppe Valiante (The Canadian Press Newswire): Can I ask another question?

Moderator: We just have time for maybe one question, so I just want to see if we have another one.

John Dillon (Vermont Public Radio): John Dillon, Vermont Public Radio. I just wanted to circle back to the question that our colleague from the CBC asked, which is, has the President threatened a relationship that has benefited both our countries

for generations economically in times of war and peace? Has he threatened that?

Philippe Couillard (Québec): I'd say from our point of view it makes it more fragile. You know, we've been allies, we've been neighbours, we've fought wars together, our kids recently were fighting against terrorism together. We didn't expect that type of relationship from our friend, ally and neighbour. Now, I make the difference between this and what I see here around the table and when I go around the states and meet with my colleague governors and mayors it's always very positive. This is something that we should underline. You know, what comes out of the White House is not the whole of the United States of America. It's a great country, we admire America and Americans, but we've always been friends and neighbours and allies and we really want it to be that way again -- or stay that way, rather.

--- Laughter / Rires

Moderator: (Off microphone) if you want to ask your follow-up.

Giuseppe Valiante (The Canadian Press Newswire): Governor, I just wanted to ask you, what do you think is the biggest obstacle to a successfully negotiated NAFTA deal?

Dannel Malloy (Connecticut): You said there was only a minute left.

--- Laughter / Rires

Dannel Malloy (Connecticut): I think that there has to be a desire to get an agreement, so I'll go back to -- I'll answer both of these questions. You know, in the absence of strengthening a relationship, you are weakening a relationship and of course our relationship has been weakened. And of course we should not speak to our counterparts as premiers of -- or the head of federal governments the way that those conversations have played themselves out by Tweet. It makes no sense at all. It is at best childish and it should stop. And I think that the danger, to answer your question, is that the things that have been said and the things that have been done pose a real threat to a longstanding and important relationship, \$730 billion of cross-border cooperation is too important to allow personalities or relatively small differences to divide us and so I think we have to be serious about who we are, what we are, what that relationship is, how important it is and make progress. And I couldn't agree more that this really does need to be a win-win. So you ask what's the biggest problem. It is that I don't think everyone believes in a win-win, and unfortunately I think that's on the American part.

Moderator: Thank you, all.

--- Applause / Applaudissements

- 16 -

--- Whereupon the press conference concluded at 1646 /
La conférence de presse se termine à 1646