



Office of the President and  
Chief Executive Officer

Cabinet du président  
et chef de la direction

### **Attention: Joint Review Panel - Enbridge Northern Gateway Project**

To whom it may concern,

I am writing to express the strong support of the Canadian Chamber of Commerce for Enbridge's Northern Gateway Project currently before the Joint Review Panel.

The Canadian Chamber of Commerce is Canada's largest business and most influential business association. It helps shape public policy and decision-making to the benefit of businesses, communities and families across Canada with a network of over 420 chambers of commerce and boards of trade, representing 192,000 businesses of all sizes in all sectors of the economy and in all regions.



The Northern Gateway Pipeline will link Canada's vast energy reserves with the global markets. With the potential to generate thousands of construction jobs and a \$270 billion increase to Canada's Gross Domestic Product over 30 years the benefits from Northern Gateway can benefit all Canadians.

For the Canadian job market this means about 1,150 long-term job opportunities, including 104 permanent operating positions created with Northern Gateway and 113 positions with the associated marine services. Total local, provincial and federal government tax revenues during 30 years of operations will be approximately \$2.6 billion; this includes about \$36 million per year estimated to be paid by Northern Gateway as local property taxes.

The project is not without its critics, including those who would simply ban tanker traffic off Canada's west coast. However, sea transportation of the world's petroleum products has long been accepted as a means of serving world markets. In fact, tankers and vessels have safely transported oil in BC waters for decades. There is a voluntary agreement that tanker traffic from Alaska to the lower 48 U.S. states should avoid inshore routes, but there is no 'tanker ban' or legislated moratorium – as is often claimed by opponents of Canadian oil exports. We cannot send the signal to the world that Canada's ports are closed to energy trade.

Canada is one of the world's few oil-producing countries that is able to increase production to meet increasing global demand, and at the same time offer political stability, the rule of law, and a demonstrated commitment to improving environmental standards.

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The Asia-Pacific region is the largest crude oil consumer and the third largest natural gas user in the world. In 2010, the region is estimated to have used 23,788,900 barrels of oil a day. As one of the world's largest energy producers, Canada can achieve enormous economic benefits by serving the Pacific Rim. A December 2011, University of Calgary School of Public Policy paper examined the nature and structure of the Canadian oil export market in the context of world prices for heavy crude oil and the potential price differential available to Canadian producers gaining access to new overseas markets. The paper found that, "On the Pacific Coast, the world market is represented by growing capacity for heavy crude products in emerging Asian markets including Japan, Korea and China and existing heavy crude facilities in California and the west coast." By capitalizing on higher prices for Canadian crude, the paper concludes that: "with better access and new pipeline capacity, oil producers will see more efficient access to international markets which can add up to \$131 billion to Canada's GDP between 2016 and 2030 in the reference scenario. This amounts to over \$27 billion in federal, provincial and municipal tax receipts, along with an estimated 649,000 person-years of employment."

The benefits to Canada are real and significant.

The potential benefits for BC communities are vast. As Canada's Building Trades Unions note, "If this project goes ahead, it represents a significant opportunity for skilled trades in Canada." The project proposes significant benefits for Aboriginal Canadians along the right of way, with a ten percent equity ownership in the venture, as well as hundreds of millions of dollars in procurement and jobs. Northern BC is in desperate need of new investments and new opportunities for its residents to earn a living. Northern Gateway will help bring economic security and hope to the region. BC alone seeks to benefit from about 3000 jobs during construction and about 560 long term jobs. Projected BC tax revenue from the Project is \$1.2 billion which can go to support education, health care and training. In terms of local goods and services alone, the BC Coast would benefit from about \$318 million in local goods and services, the central coast would benefit from \$400 million and North East BC would benefit from about \$112 million.

In the publicly released Ipsos Reid survey from December 2011, Northern Gateway public support is now well ahead of opposition in British Columbia. Nearly half (48%, 14% strongly) of British Columbians say they support the project, compared to one-third (32%, 13% strongly) in opposition.

Rejecting Northern Gateway would mean denying opportunity for First Nations, unions, small businesses and workers and communities in need of jobs and economic

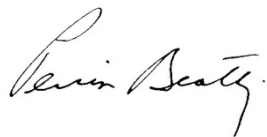
activity. It would also be a loss of \$2.6 billion in revenues to governments that could be used to pay for important public investments like hospitals, roads, schools and social programs.

Protecting Canada's incredible natural heritage must be a national priority, and as Parks Canada celebrates its 100<sup>th</sup> birthday, we are reminded of the importance of safeguarding that heritage for future generations. But we need not choose between our natural inheritance and a decent standard of living for our citizens. If we plan properly and responsibly, we can have both.

All human activity creates environmental impacts that must be addressed and managed rigorously. Northern Gateway has already outlined some of the safety measures that it will ensure are present, including new navigational aids, radar system improvements and an enhanced emergency response that will significantly improve safety, not just for the project, but for all shipping on BC's north coast. There is plenty of room to discuss how to ensure that we meet the highest possible standards of environmental protection, but the starting point can't be a flat refusal to talk to one another. The current exercise before this Panel is designed to thoroughly test all aspects of the project – in detail and in public. It enables everyone to have their questions answered and concerns addressed. But it is also our hope that the Joint Review Panel will move ahead with a timely decision.

It is time for an open and frank discussion. All Canadians – and particularly British Columbians - will benefit if we work together to both protect our heritage and create a more prosperous future for our families.

Northern Gateway will bring opportunity to British Columbia and will strategically position our country for decades to come. We believe that the benefits that will flow to Western Canada and to all Canadians from bringing our vast energy resources to market strongly justify a positive decision in favour of the Northern Gateway application.



Sincerely,  
Perrin Beatty  
President and CEO of the Canadian Chamber of Commerce