

**November 28, 2014 | Robin Silvester, President and CEO | Annual Address,
Vancouver Board of Trade**

Port Metro Vancouver: Managing its triple-bottom line mandate

Thank you, Kellee, for your introduction, and thank you ladies and gentlemen for your warm welcome.

First, I would of course like to acknowledge that we are gathered in the traditional territory of the Coast Salish Peoples.

It is a tremendous honour to be here with you today.

This is the sixth time I have addressed the Vancouver Board of Trade.

And let me say, it's always an experience I enjoy.

The people who make up the Board of Trade represent what is best about this extraordinary province.

Diverse, entrepreneurial, forward-looking, all of you in this room are creating wealth, driving innovation, and building a strong BC.

And all of us at the port owe you a huge debt of gratitude for the support you have always shown us. Your commitment to open trade and for your unwavering support for the Gateway infrastructure we need to be a leader in the global economy.

Thank you.

Like last year, I am going to do my best to keep my prepared remarks short today – don't laugh – so we have time for a longer question and answer session.

Because I think a dialogue is always better than a lecture.

So let me start with a few quick facts to set the context.

Port Metro Vancouver is Canada's largest and most diversified port.

We manage hundreds of kilometres of shoreline, bordering 16 municipalities, and several First Nations.

\$184 billion in goods – or \$500 million a day – in goods travel through the port. That's 20 per cent of all of Canada's trade in goods.

100,000 jobs in the supply chain, \$6.1 billion in wages, and nearly \$10 billion in GDP across Canada.

But that's not all.

The global economic recovery is creating new demand for Canadian products which means big increases in volume at the port.

Last year, we handled a record-breaking 135 million tonnes of cargo confirming us as the fourth largest tonnage port in Northern America and the largest export port on the continent. Fully a nine per cent increase over 2012, or, if the growth had all been grain, the equivalent of two terminals the size of our largest current grain terminal. Outstanding.

Simply put, we are at the centre of one of North America's most important economic corridors – a gateway to the Pacific and to the world.

But as proud as we are of our collective success, we are just as proud of the values we bring to our role. Because in today's world, growth must be joined with respect for the environment and for the communities where we do business.

And nowhere is that more true than here in the Lower Mainland.

These values are built right into our mandate.

Our job is to facilitate trade and competitiveness, and do so with input of users, local communities, First Nations and while meeting the highest standards for safety and environment protection.

Our three-legged stool, if you will. Our triple bottom line mandate.

At the port, this mandate drives everything we do, guiding our strategy for growth today and into the future.

The Port 2050 vision – developed in collaboration with terminals and other port stakeholders – calls on us to ask that question every day and to measure our actions against the core values British Columbians expect of us:

- A commitment to jobs, to growth and to international trade.
- A deep respect for the environment, and sustainable economic practices; and
- A shared obligation to work with communities to improve our quality of life...

I'm not saying that finding the balance between the values isn't challenging at times. It is. It takes hard work, patience and determination.

But in working to achieve them, we are setting a course towards the sustainable prosperity to which British Columbians and Canadians aspire.

So how do we do that?

Well, we begin by listening.

For Port Metro Vancouver, this is a first principle.

Yes, it takes time. Yes, it takes energy. And yes, it takes an investment of resources.

But for us, listening to our customers, stakeholders and to the community is always the right thing to do.

It's why we bring people together from all walks of life to our community liaison groups.

It's why we have invested in new ways of reaching people through online tools like PortTalk.

And it's why, every year, Port Metro Vancouver sponsors and supports hundreds of community events attended by hundreds of thousands of British Columbians.

Because listening to British Columbians and acting on their priorities leads to better decisions that can stand the test of time.

Let me give you just one important and very tangible example of the benefits of our approach.

For the last three years, Port Metro Vancouver has been out in the community talking to British Columbians about land use.

In a fast-growing region like the Lower Mainland, bounded by water and mountains, land use is one of the biggest economic and social challenges we all face.

And with more than one million more people expected to live here in just the next 25 years, the challenge is only going to get more severe.

Unless, that is, we take action to organize our approach to land use in a more systematic, thoughtful and organized way than we have in the past.

So today, it gives me great pleasure to officially release Port Metro Vancouver's Land Use Plan.

This plan is the product of three years of hard work and the input of hundreds of organizations and thousands of individuals with diverse and sometimes differing views of the port's future.

The new plan helps us to determine how port land and waters will be used over the next 15 to 20 years.

It provides all stakeholders in the port a roadmap for our priorities to use land efficiently, wisely and sustainably.

And it tackles some of the biggest and most difficult land use issues we face, at the port, and for our entire economy.

The plan is now available on our website, and I'd like to encourage all of you to visit www.portmetrovanancouver.com/landuseplan to read it in further detail.

If you heard my address to this audience last year... or the year before that... you will know that, for the port, chief among those issues is the need to protect industrial land. Industrial land enables trade, creates jobs and provides tax revenues to municipalities.

Metro Vancouver currently has a supply of industrial land that is sufficient to meet demand for at best as long as 15 years. If we don't act now, we will face a serious and imminent shortage with significant consequences.

We will hit an economic brick wall.

It's easy to overlook the importance of a secure industrial land base.

But it's absolutely critical to growing our economy, creating jobs and – this is important – protecting land for other uses like agriculture and green space.

Without a sustainable region-wide land use plan that protects space for industrial use, all our region's land is in jeopardy from the perils of disjointed land-use planning.

So how can we achieve this protection?

You have heard me say this before too: the answer, I believe, is an *Industrial Land Reserve*.

Land that is set aside, on a provincial basis, for industrial use.

Land that keeps the broader public and economic interest in mind.

Land that will protect BC industry and BC jobs.

We have seen such a plan in action here in BC with our successful Agricultural Land Reserve. An Industrial Land Reserve would not only protect the industrial land we have, but help incentivize the creation of new land, with clear rules for everyone to follow.

The response to the concept of an Industrial Land Reserve has been very positive.

Business people, this very Board of Trade, First Nations, and environmental organizations understand that we need to secure industrial land, so that jobs and the environment are not in conflict.

And I want to thank all of those here today who have provided me and my team with feedback and support.

Securing industrial land is an issue not only for the port, but for every business in

British Columbia that depends on the efficient movement of goods.

And the movement of goods is at the heart of our business; indeed, the business of many of you in the room this afternoon.

To secure our future, we have spent the past decade enhancing critical connections to overseas markets for export products, improving rail, port and trucking operations, and, in turn, easing congestion in our communities.

To sum it up: delivering modern infrastructure.

I firmly believe that tomorrow's global economic leaders will be those countries that invest *today* in modern infrastructure.

There can be no doubt about this.

Infrastructure is the life-blood of national economies and the global economy.

And starting with the leadership of the federal and provincial governments, working together with Port Metro Vancouver and our supply-chain partners and customers, the last ten years has been a time of extraordinary progress for British Columbia's Gateway, progress that is dramatically improving the efficiency and reliability of trade and energizing our provincial and national economy.

Over \$9 billion dollars has been invested in the Asia-Pacific Gateway in projects ranging from upgrades at Roberts Bank to the Deltaport Terminal Road and Rail Improvement project to road and rail improvements all over the Lower Mainland. Let me quote Canada's Prime Minister who summed it up recently saying in Beijing that Pacific Gateway infrastructure has created a new *Silk Road* to Asia through Canada's West Coast.

I simply don't have the time to list all the projects that have been undertaken over the last decade, but in 2014 alone, we collectively completed nine infrastructure projects worth almost \$450-million dollars.

And we aren't stopping there. More projects are scheduled for completion in 2015, and we are working with gateway stakeholders to plan for the future and take advantage of the opportunities presented by the New Build Canada Fund.

To meet long-term trade demands and address anticipated container capacity constraints, we are also proposing an additional container terminal at Roberts Bank. It would be built adjacent to the existing Westshore Coal Terminal and would provide approximately 2.4 million TEUs of additional container capacity.

Over the course of 2014, we have been working to develop an Environmental Impact Statement. This document summarizes the results of several years of work identifying and assessing the potential effects of the construction and operation of the proposed project on the environment, adjacent communities, and the economy. Following its submission to regulators early next year, the Environmental Impact Statement will be the subject of a review by an independent review panel.

This is just one more area where our deep respect for the environment, and sustainable economic practices comes to the fore. We have invested in world class science to properly understand the Roberts Bank ecosystem, and to ensure we can deliver the Terminal 2 project and properly mitigate any related impacts on the environment.

But while we all like to look ahead, to plan for the future, I think it's important that we remember how far we've come in such a short time.

BC is a small open economy. But we are emerging as a global economic player. That can be easy to forget, particularly in British Columbia where often the loudest voices get the most attention.

But despite what we sometimes read in the paper or hear on television about the debate between jobs on the one hand....and the environment on the other...British Columbians take a much more reasonable and pragmatic approach to these issues than is often portrayed.

I know that first hand from talking to people in every corner of the province and from every walk of life.

We all want good jobs and economic growth that comes from extraordinary natural advantages.

That's how this province was built. It's in BC's DNA.

But more than ever, we understand our unique responsibility to protect those advantages for our children and our grandchildren.

At Port Metro Vancouver, we take that responsibility very seriously and I believe are showing that the balance can be struck, that it's not one or the other, not a zero sum game.

That a commitment to community, a commitment to the environment, and a commitment to open trade in a growing global economy can – must – go hand in hand.

Yes, there are sometimes bumps in the road.

But by staying true to our vision, the road ahead is looking brighter than ever. The success of the port is a collaboration of many players. I would like to take a moment to thank our terminal operators, workers, shippers, all levels of government and our other partners – many of you here this afternoon – for your continued investments, commitment, collaboration and support as we work together to grow Canada's Pacific Gateway.

And thank *you*, ladies and gentlemen. I look forward to your questions.