

# Final Report

Premier Klein's Investment Mission to New York

December 7-10, 2002



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## Overview:

Investment in Alberta's energy sector was the primary focus of Premier Klein's mission to New York City. Coming as it did at the time of the Canadian federal government's decision to ratify the Kyoto Protocol, the mission was a crucial opportunity to deliver the message that Alberta would not allow development of its energy resources to be jeopardized. Highlights of the mission included meetings with top-level U.S. energy and financial leaders, a luncheon hosted by the Canadian Society in New York, and the Premier's meeting with the Canadian Consul General in New York.

The mission was successful in meeting its objectives as outlined below.

## Mission Objectives:

1. Build on current investment community awareness of Alberta as a secure and reliable energy provider, particularly in light of Middle East uncertainty.
2. Reassure customers of Alberta natural gas (U.S. east coast purchases 25% of Alberta's gas exports) that the province remains a secure supplier.
3. Outline Alberta's approach to climate change and gauge whether the Kyoto issue is impacting decisions to invest in Alberta.
4. Update American business leaders and American and Canadian media on Alberta's dynamic economy, business prospects and energy security.
5. Meet multinational companies with existing investments in Alberta to address retention and expansion opportunities.

## Results:

### December 8

The Premier met with representatives of four U.S. companies which have investments or interests in Alberta as part of a meeting arranged by the Canadian Consul General in New York, Pamela Wallin. Premier Klein updated the business representatives about Alberta's strong economic performance despite the world economic slowdown, and he emphasized the opportunities available in the

province for investors. He highlighted Alberta's vast energy reserves, the role the province plays as a reliable and secure source of energy for the United States, and the potential for that role to expand. He also outlined the Alberta government's fiscal track record, low taxes, and debt repayment plan. In turn, the business representatives provided the delegation with information about their investment plans in Alberta.

## December 9

Near the site of the World Trade Center tragedy, the Premier met with Brookfield Development Corporation, a major real estate management and development firm with significant investment interests in Alberta as well as in Toronto, Boston and New York City. The company briefed the delegation about redevelopment plans for the Ground Zero site.

Brookfield officials emphasized that Calgary has been an excellent market for the company. In 1996 Brookfield's investments in Calgary consisted largely of five small office properties and a third-party management business with fewer than 50 employees. Today Brookfield is the dominant owner of property in the city, with investment of 7.3 million square feet and a staff of 180 people. The Alberta delegation discussed with Brookfield officials the company's long-term interests in the province and prospects for further investment.

***"...we've invested over \$375 million in Calgary and have not been disappointed. Calgary remains our most consistent and best performing market."***

Ric Clark, President & CEO of  
Brookfield Properties

Premier Klein was the keynote speaker at a luncheon hosted by the Canadian Society of New York. More than 100 people attended the event, many of whom were key New York-based business leaders and investors involved or interested in Alberta. In his speech, the Premier explained Alberta's vast energy reserves contained in the oil sands and the pivotal role that the province can play as a reliable and nearby source of energy for the United States. He also outlined the province's approach to climate change and assured investors that Alberta will not allow Canada's ratification of the Kyoto Protocol to harm its energy sector and strong economy. The Premier delivered the message that Albertans value the province's close and mutually-beneficial economic relationship with the U.S.

The Premier and Ministers met the New York-based staff and investment clients of a Canadian bank's investment brokerage. Those in attendance learned about Alberta's vibrant economy, fiscal plan, low taxes, and competitive business environment. The Premier reinforced the vast energy potential contained in the

province's oil sands and the opportunity for further investment in Alberta's energy sector.

The Premier and Ministers were questioned extensively about Alberta's position on Kyoto and its perceived impact on the province. The Premier reiterated Alberta's approach to climate change and emphasized that the province would not allow Canada's ratification of the Kyoto Protocol to negatively impact the Alberta economy. The Premier and Ministers also had questions for investment analysts about the current U.S. investment environment, and they discussed world investment trends and future opportunities for foreign investment in Alberta.

***"If, as expected, Kyoto is ratified, Alberta will protect its economic and environmental interests. We will not allow our economic potential to be compromised by any action taken to combat climate change."***

Premier Klein  
Speech to the  
Canadian Society in New York

### December 10

The Premier met with a U.S.-based multinational advanced-technology firm with substantial operations in Alberta. He was given information about the company's plans and he provided the company with details about Alberta's burgeoning economy, strong fiscal performance, quality infrastructure, and abundant investment opportunities. The company looked at the strong investment climate in Alberta and discussed the possibility of increased investment in Alberta.

Representatives of a major New-York based investment bank also met with the Premier. They reviewed Alberta's vibrant economy, fiscal plan, low taxes, and competitive business environment. The bank official was briefed by the Premier and Ministers on the vast energy potential of the province's oil sands and the opportunity for further investment in Alberta's energy sector.

The Premier repeated Alberta's approach to climate change and the Kyoto Protocol. They also discussed world investment trends and future opportunities for foreign investment in Alberta.

### **Official Delegation:**

- Ralph Klein, Premier of Alberta
- Mrs. Colleen Klein
- Murray Smith, Minister of Energy
- Mark Norris, Minister of Economic Development

- Gordon Olsen, Executive Director, Southern Alberta Office of the Premier
- Gordon Turtle, Director of Communications, Office of the Premier

**Expenses:**

The official delegation incurred the following expenses (Cdn \$):

Accommodation / meals:	\$13,692
Airfare:	\$9,400
Other <sup>1</sup> :	\$3,715
Total:	<u>\$26,807</u>

1. Includes telephone charges, taxis, vehicle rental, and sundries.