



## Chair's Letter

Since its inception, the Council of Great Lakes Governors has sought new and creative ways to boost our regional economy. As Chair, I have prioritized these initiatives and am delighted to announce several exciting events taking place in coming months.



Wisconsin Governor  
Jim Doyle

Recruitment is underway for the Council's mission to South Africa to be held from February 19-23, 2007. This mission builds on the tremendously successful 2006 mission to Australia and will provide an opportunity for small

and medium-sized companies to identify export opportunities into this growing market.

Total U.S. exports to South Africa in 2005 were \$3.9 billion. Nearly half of these exports came from the Council's member States. The Council's Southern Africa Trade Office sees strong growth trends and the 2007 mission will help our region's companies capitalize on the growing trading relationship with South Africa.

Closer to home, the Council's tourism initiative, the Great Lakes of North America, will host media from the United Kingdom and Germany in coming months. Journalists from the BBC, the UK Travel Channel and other media will travel around our region and explore its offerings. These tours result in radio, television and print stories that are a huge boost to our States' marketing efforts. Through initiatives such as this, tourism contributes billions each year to our region's economy.

Of course, the Council will continue to protect our Great Lakes so that North America's "water belt" can power our economy into the future. We welcome your partnership in all of our shared efforts.

—Jim Doyle

*Chair, Council of Great Lakes Governors  
Governor, State of Wisconsin*



*North Manitou Island, Sleeping Bear Dunes National Lakeshore.*

## Great Lakes Compact Moves Forward

Since the Great Lakes Governors endorsed the Great Lakes-St. Lawrence River Basin Water Resources Compact last December, great strides have been made towards its implementation.

Upon the introduction of Compact legislation in New York, Governor George Pataki said, "I am pleased that we have been able to forge collaborative agreements with the other Great Lakes States and Canadian Provinces to protect these waters and ensure that they will remain a vital part of our livelihood now and into the future."

The first legislative chamber to pass the Compact was the New York State Assembly, which passed Compact legislation on June 23. The legislation is still under consideration in the New York Senate. The Illinois and Ohio legislatures have also introduced legislation this session to implement the Compact.

Separately, at its annual meeting in Chicago on August 23, the Midwest Legislative Conference passed a resolution endorsing and recommending the adoption of the Compact by the eight Great Lakes States.

*(Continued on page four.)*

# Australia Trade Mission Generates Sales

The Council's recent trade mission to Australia resulted in important business leads for participants. Several companies from Pennsylvania, Ohio and Wisconsin are in the process of signing agreements with Australian distributors and agents to export their products and services as a direct result of the mission.

**JF Magic** from Bethlehem, **Pennsylvania** uses fiber optic technologies in animations applied to advertising display boards, banners and general promotional products.

Miko Green, JF Magic CEO, said the mission was a success. She said, "We could not have made the cold calls to get the meetings with the same level of people we met, had we tried to set up meetings on our own."

JF Magic has completed project requests from five companies in Australia resulting from the meetings coordinated by the Council's office in Sydney, and the company also made a sale to Papermoon Pty Ltd in Sydney as a result of the mission.

**BOC Water Hydraulics Inc.** from Salem, **Ohio** signed a distributor agreement with Kempe Engineering Services in Victoria to represent their products across Australia after BOC's Todd Olson participated in the mission. BOC designs, manufactures and supports a full line of premier water hydraulic components. The company is known for its high-pressure water applications within the primary metals industry. Their products range from cartridge-type valves to highly durable steel-on-steel cylinders.

**KDH Technologies** of Johnstown, **Pennsylvania** is currently in the final stages of contract negotiations with Marine Equipment International (MEI) of Sydney. KDH manufactures ports security sonar systems and personal body armor. Following their meeting in Sydney, MEI expressed strong interest in acting as KDH's distributor in Australia and an

agreement is expected in the near future. MEI has already identified initial interest in KDH's body armor from Australia's Defense Material Organization, whose mission is to acquire and sustain equipment for the Australian Defense Force. MEI also plans to showcase KDH's equipment at the Land Warfare Conference in Australia in October.

Angela Foley, the Council's Australia Trade Office Director, sees great potential for KDH's range of products.

She said, "Given the international focus on defense and homeland security, the Australian Defense Force and private sector organizations are searching for new equipment to ensure that Australia is using world-class technology. As part of Australia's 2006 - 2016 *Defense Capability Plan*, the Australian Defense Force will procure an array of new defense equipment over the next 10 years including combat systems, weapons

systems, helicopters and general security solutions. Given Australia's close alliance with the U.S. under the terms of the ANZUS treaty and the U.S.-Australian Free Trade Agreement, which eliminated tariffs on 99 percent of U.S. manufactured exports to Australia, the timing is perfect for Great Lakes exporters like KDH Technologies to win business in this region."

Following their May visit, **Bionix Development Corporation** from Toledo, **Ohio** signed an agreement with Aurora BioScience in Sydney establishing them as Bionix's exclusive distributor within Australia (except Western Australia), New Zealand, and the South Pacific Islands. Bionix was established in 1984 and develops and markets innovative medical products and medical technologies, including single-use medical devices, radiation therapy and prosthetic solutions.



Top: Miko Green, JF Magic; Leon Plank, Plank Enterprises; Richard Martens, Weinbrenner Shoe Co. and Darrell Domokos, Safway Services.

Bottom: Sue Smith, Executive Officer, Australian Industry Defense Network and David Herbener, President, KDH Technologies.

# Great Lakes-St. Lawrence River Basin Water Resources Regional Body Takes Shape

On June 6, the Great Lakes-St. Lawrence River Basin Water Resources Regional Body held its first meeting in Chicago, Illinois. The Regional Body elected Ohio Governor Bob Taft as Chair and Ontario Premier Dalton McGuinty as Vice Chair.

Governor Taft remarked, "The Great Lakes Governors and Premiers have come together to protect the long-term health of the Great Lakes-St. Lawrence River Basin and the sustainability of our waters in the future. I am honored to serve as Chair of the Regional Body."

Premier McGuinty said, "This marks a special day in Great Lakes history and for the States and Provinces that share this invaluable resource. As Regional Body Vice Chair, I look forward to working with my Great Lakes colleagues to protect and promote the health of the Great Lakes-St. Lawrence River Basin."

The Regional Body again met on August 17 and designated the Council of Great Lakes Governors to serve as its Secretariat.

The Regional Body was created with the signing

of the Great Lakes-St. Lawrence River Sustainable Water Resources Agreement in December 2005 and comprises the Great Lakes Governors and Premiers or their designees. Its role is to oversee Agreement implementation including developing regional water conservation and efficiency goals and objectives; developing a science strategy; and, serving as a forum for consultation and coordination.

Additional information on the Regional Body and its meetings can be found at <http://cglg.org/projects/water/GLSLRWRRB.asp>

Separately, the Council recently launched the Great Lakes Water Conservation and Efficiency Initiative to develop draft regional water conservation and efficiency goals and objectives for the Regional Body's consideration. In coming months, a Conservation Committee consisting of State and Provincial staff will be developing the goals and objectives in consultation with Great Lakes Tribes and First Nations as well as regional stakeholders.

Additional information can be found at <http://www.cglg.org/>

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## GLNA Showcases Region's Treasures for Media

Summer and fall are busy times for the Great Lakes of North America as media representatives from the United Kingdom and Germany visit our region. Recently, a group of journalists from the United Kingdom (see photo at right) took a tour themed around the majestic "Tall Ships," our very own original skyscrapers.

During the tour, the group first experienced the exciting urban life of Chicago and northern Illinois before making their way through Wisconsin to Milwaukee, home of the spectacular Calatrava-designed Milwaukee Art Museum. The journalists then took a ferry boat over to Michigan where they experienced the finest Great Lakes harbor towns as they made their way back to Chicago.

One of the writers had never traveled to the United States before. After the tour she said, "...of



everything I have heard about the U.S. including of course New York and Las Vegas and Disney, I can't imagine there being a better place to have had my first experience than right here in the Great Lakes region!"

(Continued from page one.) The Midwest Legislative Conference is supported by the Council of State Government's Midwest office and works on behalf of the 1,550 State legislators located in 11 Midwestern States.

The status of Compact legislation in each of the Great Lakes States can be found on the Council's website at <http://www.cglg.org/projects/water/CompactImplementation.asp>.

Could your small or medium-sized company benefit from an export trade mission to South Africa?

For information, please contact Zoë Munro at 312-407-0177.



## Biomass Program Helps Fuel Cost-Effective Ethanol Production

The Great Lakes Biomass State and Regional Partnership (GLBSRP) has joined with the Western Governors Association, the Sun Grant Initiative, the U.S. Department of Energy (USDOE) and the U.S. Department of Agriculture (USDA) to establish the North Central Regional Biomass Feedstock Partnership. The Partnership was formed in response to President Bush's call for the cost-effective production of ethanol from biomass by 2012.

The Partnership will also address the USDA/USDOE study which determined the United States has the potential to sustainably generate at least 1.3 billion tons of biomass feedstock for energy production annually. The Partnership will determine the amount of biomass available in each region and work toward deploying 1.3 billion tons annually.

Stakeholders from a variety of

organizations will be engaged, including feedstock producers, biomass conversion experts, academic researchers, industry representatives, policy groups and federal biomass experts. A stakeholder workshop was recently held as a first step toward developing a regional plan and a roadmap for feedstock development and deployment.



Harvesting corn. Photo courtesy National Renewable Energy Laboratory.

During the workshop, working groups met to identify goals and barriers within specific areas including forestry resources, starch and oilseed commodities, sustainable residues, woody crop development and feedstock economics.

Additionally, three cross-cutting teams addressed policy development, environmental interactions and communications. The GLBSRP will continue to actively participate in the planning and development of the North Central Regional Biomass Feedstock Partnership.

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