

APPENDIX A
BUSINESS SURVEYS

This information is being collected for the Detroit River International Crossing Environmental Assessment, to be used in the assessment of route and crossing alternatives. Be assured that all information and results will be kept strictly confidential as outlined in the *Freedom of Information and Protection of Privacy Act*.

**DETROIT RIVER INTERNATIONAL CROSSING
ENVIRONMENTAL ASSESSMENT
ECONOMIC IMPACT ANALYSIS QUESTIONNAIRE
WEST WINDSOR BUSINESS COMMUNITY**

PART A: IDENTIFICATION

Company Name: _____

Address: _____

Contact Person: _____

Phone #: _____ Fax # _____ Email: _____

Website: _____

PART B: NATURE OF YOUR BUSINESS

1. First, would you briefly describe the nature of your business. Specifically, what types of goods and services do you provide?

2. How long has the business been operating?

Under present owner _____ years.

Under previous owner _____ years.

3. Including yourself, how many people do you employ?

Full-time: _____ Part-time: _____ Seasonal: _____

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4. Have you recently made any physical improvements or expanded your business? If **YES**, please describe.

5. What, if any, plans do you have for changing or expanding your business over the next five years or so?

6. What changes have you noticed in your business over the last 5 to 10 years? (in terms of: type of customers, volume of business, national/international trends, etc.)

PART C: PROFILE OF YOUR CUSTOMERS & SUPPLIERS

7. Please describe the characteristics of your customers and suppliers (e.g. location, type of business, etc)

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8. What share of your business revenues are from:

Local Customers (Greater Windsor Area) _____ %
Regional Customers (Southwest Ontario) _____ %
Rest of Ontario & Canada _____ %
United States _____ %
Other International _____ %

9. What is the primary mode of transportation for customers and suppliers to access your business?

Customers

Suppliers

Automobile	_____ %	Automobile	_____ %
Transport truck	_____ %	Transport truck	_____ %
Small Truck or Van	_____ %	Small Truck or Van	_____ %
Rail	_____ %	Rail	_____ %

10. Approximately how much of your business comes from the United States?
_____ %

11. Of your U. S. customers or suppliers, approximately what share is from Michigan?
_____ %

12. Briefly describe the primary transportation route for your customers and suppliers to access your business (please list the names of all roads and highways)

PART D: ROLE OF LOCAL ROAD AND HIGHWAY SYSTEM

13. How important is it for your business to have direct access to a local road or highway?

Very _____
Somewhat _____
Not important _____

Please explain:

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14. Do you have any dependence on drive-by traffic on the local road or highway system

Yes _____
No _____
Not Sure _____

15. What share of your total annual gross revenue depends on drive-by traffic using the local road or highway network _____ %

Please explain:

16. How important is it for your business to have access to, or be near, a border crossing to the U.S.

Very _____
Somewhat _____
Not important _____

17. What effect, if any, does your location near an existing or future border crossing have on your business?

18. What were the approximate gross revenues of your business last year? _____.
Please remember that the results of this survey are kept in the strictest of confidence.

19. What changes to your business, if any, would you make, assuming a major access road to a new international crossing is constructed in the West Windsor area?

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20. Do you have any further comments that would assist us in evaluating the economic impact of a new international border crossing with the highway connection to the existing Highway 401?

Thank you for taking the time to complete this questionnaire. It is greatly appreciated.

If you have any questions or concerns regarding this survey please call Andrew Sjogren, collect, at Hemson Consulting Ltd. (416) 593-5090.

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**DETROIT RIVER INTERNATIONAL CROSSING
ENVIRONMENTAL ASSESSMENT
ECONOMIC IMPACT ANALYSIS QUESTIONNAIRE
HURON CHURCH/TALBOT BUSINESS COMMUNITY**

PART A: IDENTIFICATION

Company Name: _____

Address: _____

Contact Person: _____

Phone #: _____ Fax # _____ Email: _____

Website: _____

Ownership: Lease: _____ Own: _____

PART B: NATURE OF YOUR BUSINESS

1. First, would you briefly describe the nature of your business. Specifically, what types of goods and services do you sell?

2. How long has the business been operating?

At present location _____ years
Under present owner _____ years.
Under previous owner _____ years.

3. Including yourself, how many people do you employ?

Full-time: _____ Part-time: _____ Seasonal: _____ Total: _____

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4. Have you made physical improvements or expanded your business in the past five or so years? If **YES**, please describe.

5. What, if any, plans do you have changing or expanding your business over the next five years or so?

6. What trends or changes have you noticed in your business over the last 5 to 10 years? (in terms of: car and truck traffic, boarder crossings, local vs. non-local customers.)

PART C: PROFILE OF YOUR CUSTOMERS

7. Please describe the main character of your customers (e.g. local residents, commuters on the way to work, local trades people/renovators, etc.).

Local Residents: _____ Commuters: _____ Cdn. Industry: _____
Tourists: _____ US Residents: _____ US Businesses: _____
Truck Operators: _____ Other: _____

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16. What changes to your business, if any, would you make, assuming a Huron Church/Talbot Road becomes Highway 401, serving as a major access road to a new international crossing in the west Windsor area?

17. Do you have any further comments that would assist us in evaluating the economic impact of a new international border crossing with the highway connection to the existing Highway 401?

Thank you for taking the time to complete this questionnaire. It is greatly appreciated.

If you have any questions or concerns regarding this survey please call Andrew Sjogren, collect, at Hemson Consulting Ltd. (416) 593-5090 (extension 25)

APPENDIX B
MINISTRY OF TRANSPORTATION
ECONOMIC AND FINANCIAL ANALYSIS FOR
THE WINDSOR GATEWAY INITIATIVE

Ministry of Transportation

Windsor Border Initiatives Implementation
Group (Windsor BIIG)

Director's Office

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Groupe de mise en oeuvre des
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**SUBJECT: ECONOMIC AND FINANCIAL ANALYSIS FOR THE
WINDSOR GATEWAY INITIATIVE**

The purpose of this memo is to provide an overview of the economic and financial analysis conducted for the Windsor Gateway Initiative. In consultation with the Ministry of Finance (MOF) and the Ministry of Economic Development and Trade (MEDT), the Windsor Border Implementation Group (Windsor BIIG) utilized economic impact models to evaluate and develop employment projections and Gross Domestic Product (GDP) impacts. The models used by MOF and MEDT are consistent with methodology followed for recent Ontario announcements.

The analysis was conducted with the following assumptions provided by Windsor BIIG:

- Cost estimate for Parkway 2008 of \$1.6B (2011 dollars);
- Project timeline from 2008 to 2013; and,
- 90% of spending for highway construction and 10% for engineering and consulting.

The MOF analysis examined direct and indirect impacts for Ontario using the Ontario Finance Input – Output (IO) Model which is based on detailed Statistics Canada IO tables for Ontario. The IO model results represent an average Ontario highway road construction project, given the production structure existing in 2004. Hence, all cost estimates were deflated to 2004. Based on their analysis, MOF concluded that the project will support an estimated total of 12,000 person years of full-time equivalent jobs (FTE) across Ontario during the construction phase. The direct and indirect GDP impacts in Ontario amount to approximately \$800 million.

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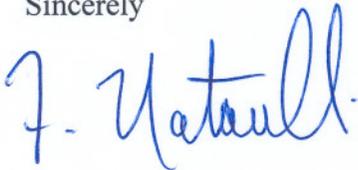
The MEDT analysis examined the impacts for Ontario and Windsor using the Regional Model developed by the Centre of Spatial Economics. MEDT concluded that two thirds of jobs created by the project would be within the Windsor region.

The job impact represents the individuals who directly work on the project and those who work in producing materials, equipment and services that are purchased for these projects (known as indirect spending). It does not count the jobs created when people spend the income earned in these activities (known as induced spending). A “job” is defined as the equivalent of one person working full time for a year. However, in practice, it could consist of two people working half a year. The jobs created by these investments are expected to last for the duration of the project.

Finally, as the project details and cost estimates for the Windsor Gateway Initiative are further developed, Windsor BIIG will continue to seek advice from its colleagues from MOF and MEDT to further refine these employment projections and GDP impacts.

If you have any questions regarding the analysis conducted, please contact Enzo Sorgente, Senior Transportation Planner, Policy and Coordination Office, Windsor BIIG at enzo.sorgente@ontario.ca or 416-326-7055.

Sincerely

A handwritten signature in blue ink that reads "F. Natarelli". The signature is written in a cursive style with a large initial "F" and a long, sweeping underline.

Fausto Natarelli
Director

cc: Enzo Sorgente
Roger Ward