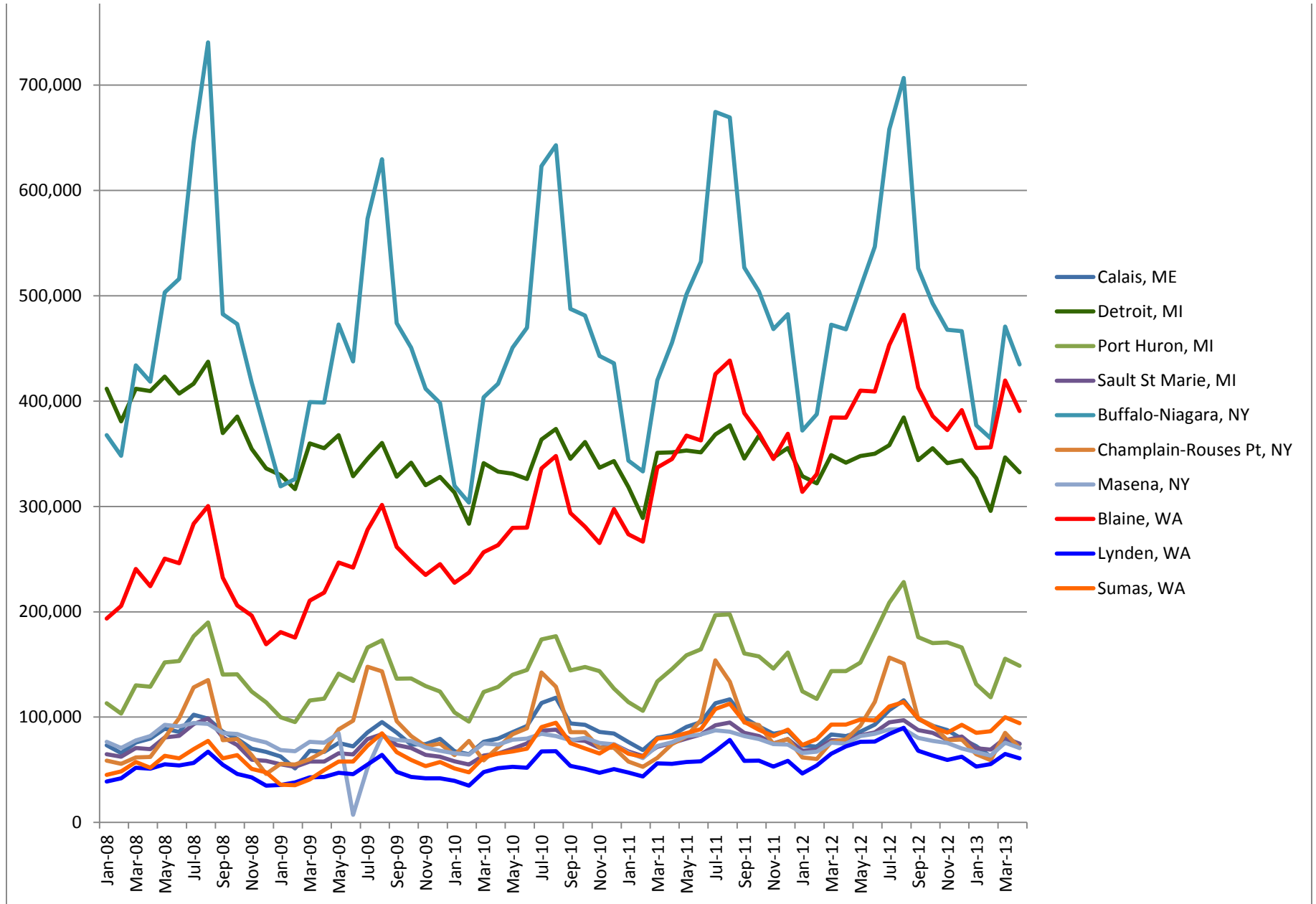


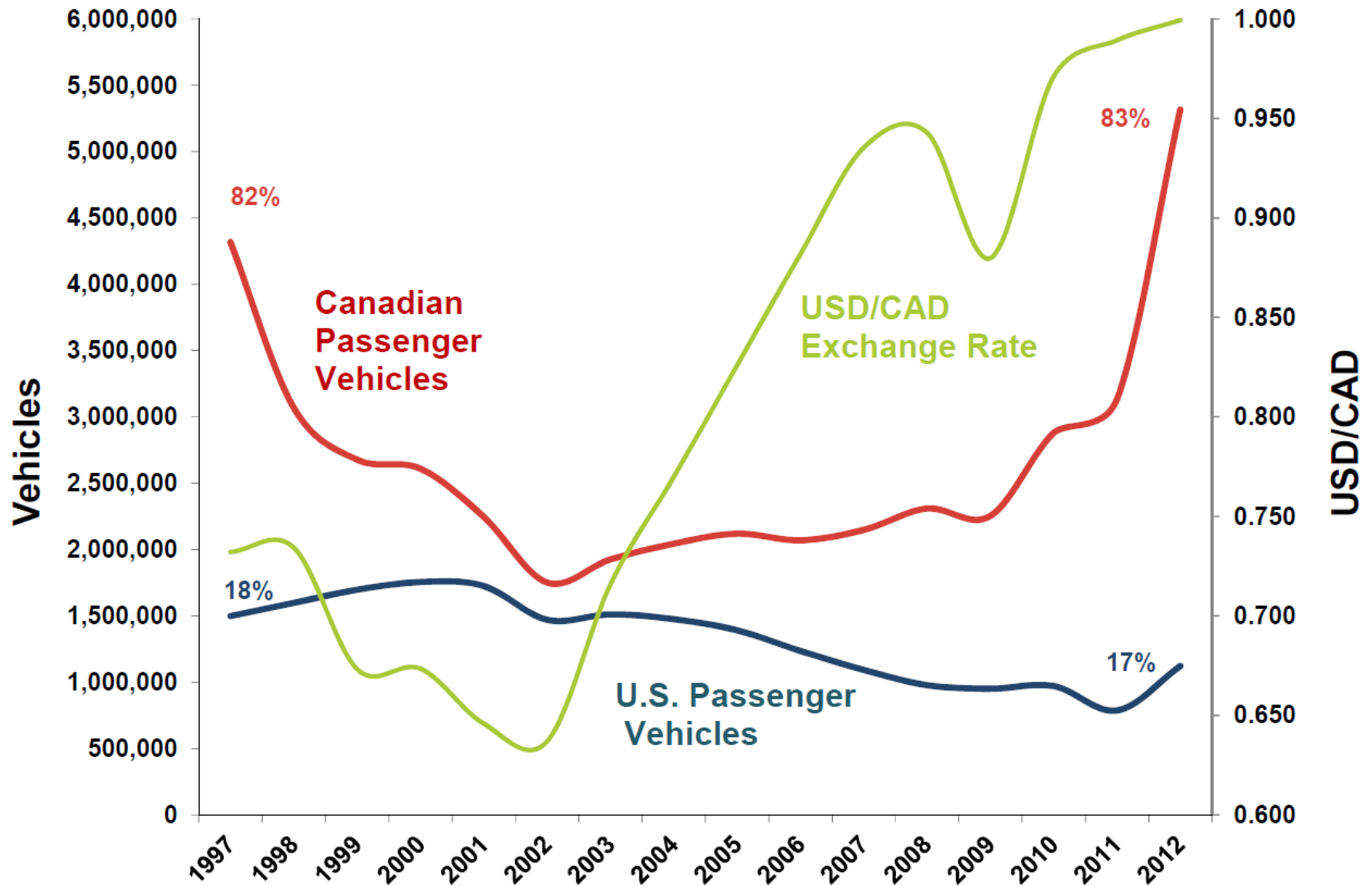
West Coast Trade, Traffic and Logistics Trends



Top 10 N. Border POEs, Passenger Vehicles, 2008 – Apr 2013



Cascade Gateway Passenger Vehicles by US-Can Residence, with Exchange Rate, 1997-2012





Cascade Gateway

Passenger Vehicle Summer Trip Purpose

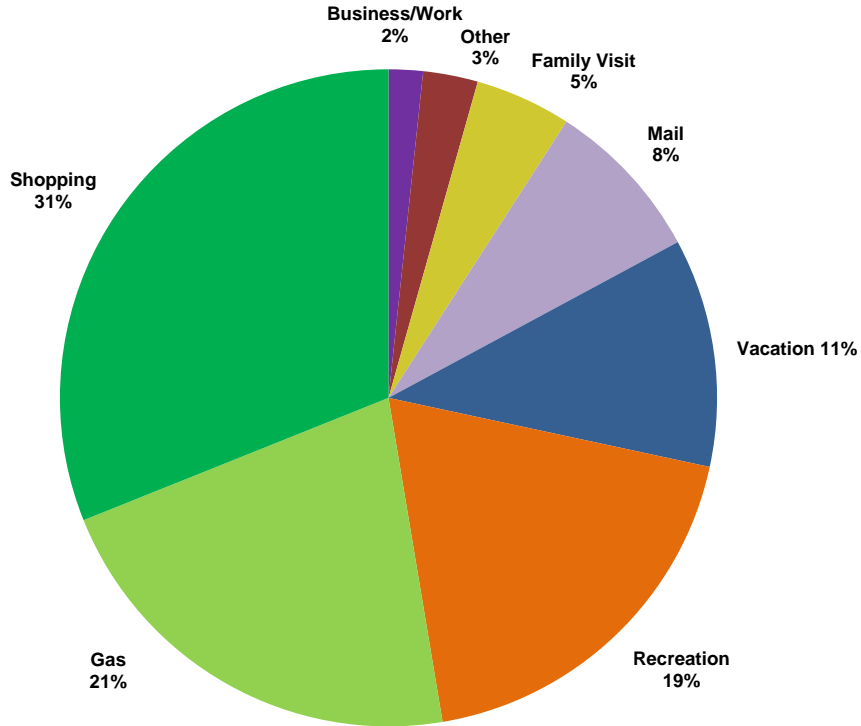
2000, 2007, 2013

Purpose	2000	2007	2013	'07-'13 Change
Vacation	24%	31%	15%	-16%
Recreation	46%	22%	20%	-2%
Family Visit		11%	7%	-5%
Shopping	15%	19%	27%	25%
Gas			18%	
Business or work related	6%	6%	3%	-2%
Work commute	3%	4%	1%	-3%
Airport	4%	3%	1%	-1%
Mail		2%	7%	5%
Church		1%	0%	-1%
Doctor/dentist/healthcare		1%	0%	0%
School		0%	0%	0%

Cascade Gateway Summer 2013

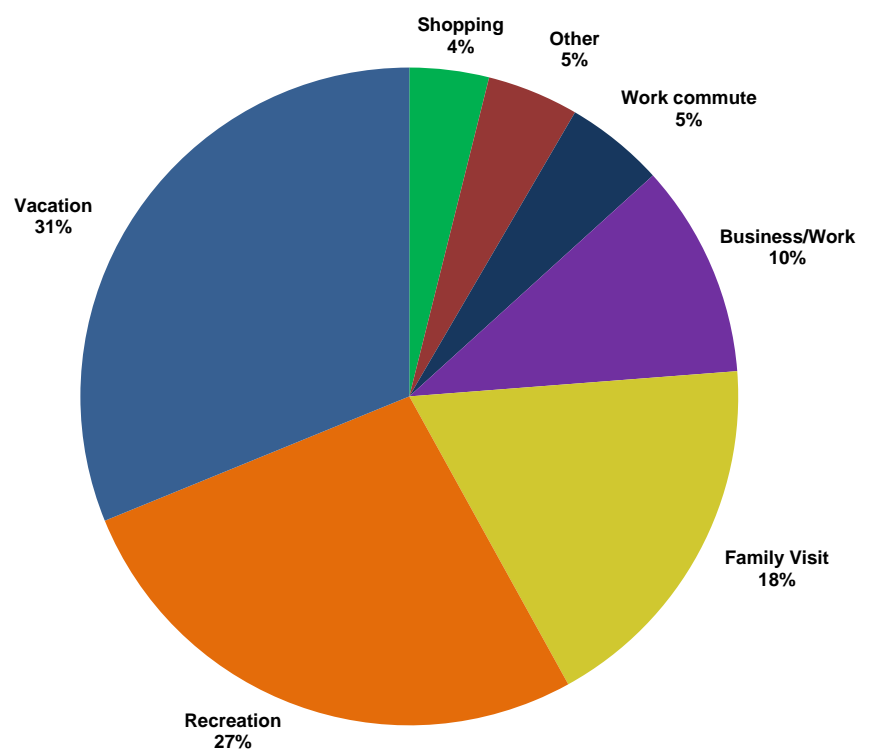
U.S. vs. Canadian Trip Purpose

Canadian Trip Purpose



althcare, Null, School, and Work Commute

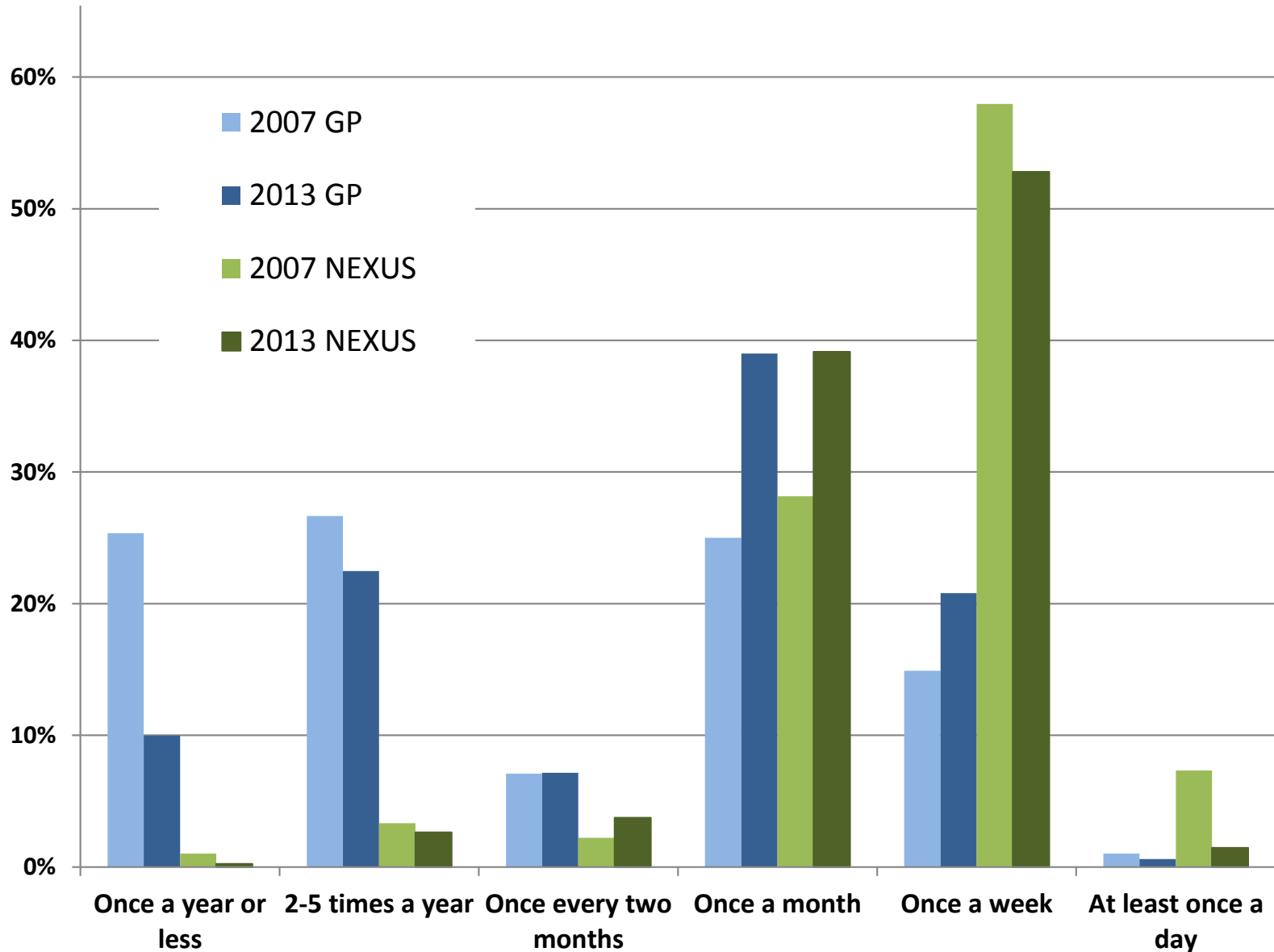
American Trip Purpose



y, Gas, Healthcare, Mail, Null and School

Cascade Gateway 2103 Passenger Vehicle Survey

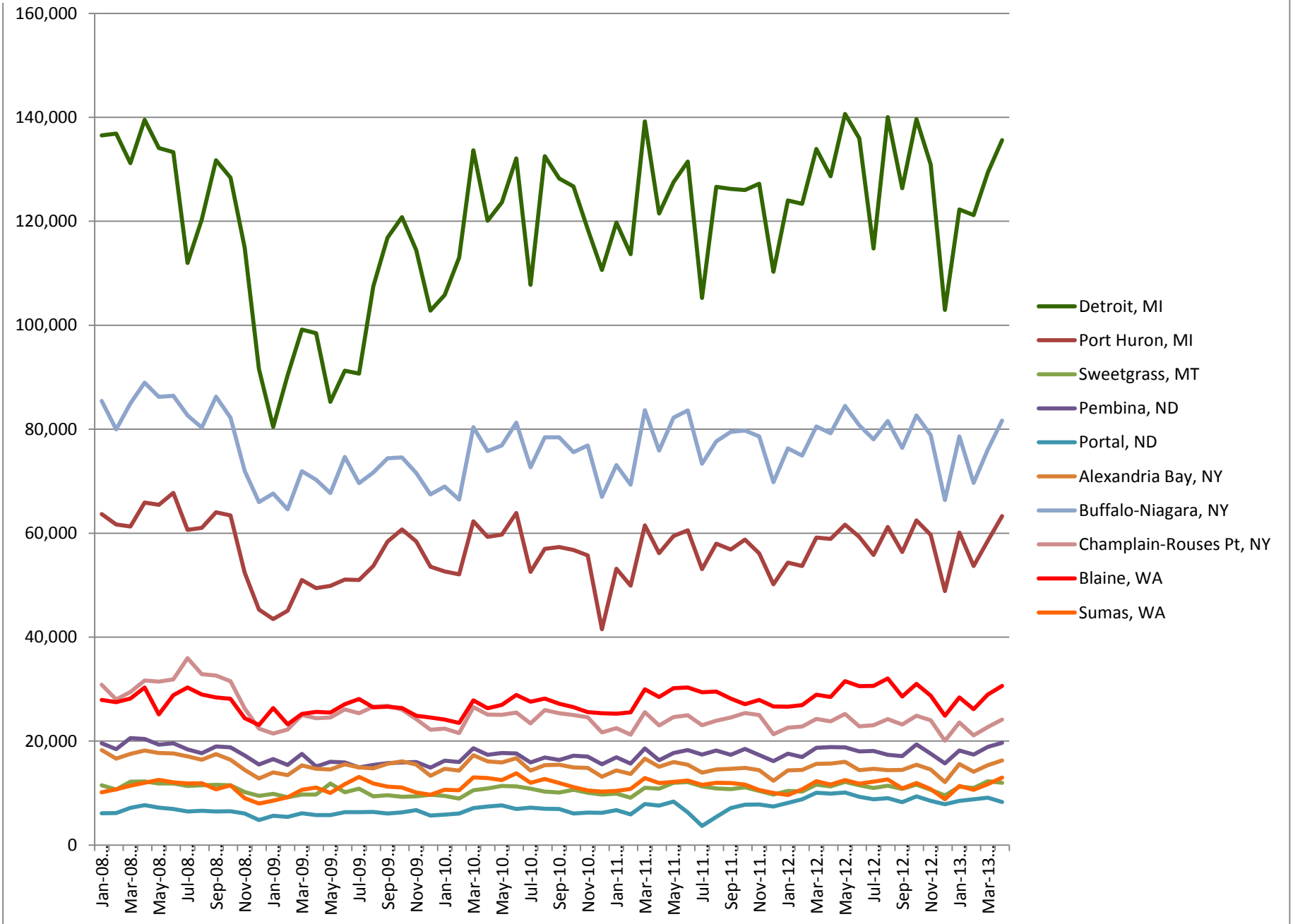
Travelers' Cross-border Trip Frequency, Summer, 2007 – 2013



Cascade Gateway Summer O-D Matrices, 2013

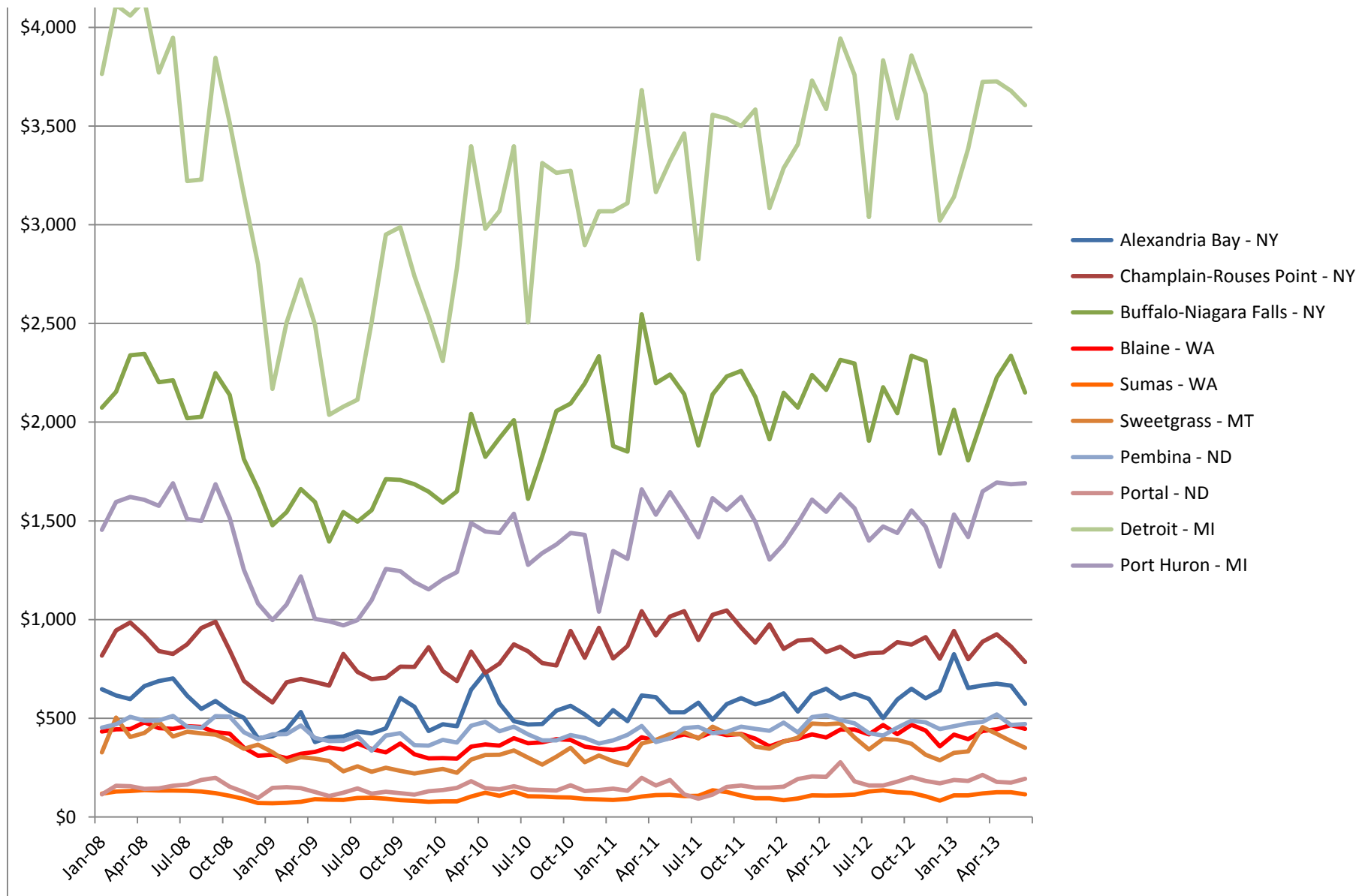
	Destination													total
	Alaska	Alberta	E. Lower Mainland	E. WA	Point Roberts	Puget Sound	Rest of BC	Rest of USA	Western Canada	W. Lower Mainland	Western USA	W. WA	Whatcom County	
Origin-RESIDENCE	Alaska	0.01%												0.01%
Alberta						0.13%		0.01%			0.02%	0.05%	0.15%	0.37%
Eastern Canada						0.06%					0.00%		0.08%	0.14%
E. Lower Mainland		0.01%	0.41%	0.15%	0.01%	2.52%		0.14%		0.05%	0.17%	0.14%	17.59%	21.19%
E. WA	0.01%		0.07%	0.03%			0.15%			0.25%				0.50%
Point Roberts					0.01%								0.01%	0.02%
Puget Sound	0.02%	0.02%	0.51%		0.01%		1.26%	0.02%		5.16%				6.99%
Rest of BC				0.04%		0.71%		0.06%			0.17%	0.05%	0.75%	1.77%
Rest of USA			0.05%				0.21%	0.03%		0.78%			0.01%	1.08%
Western Canada						0.03%		0.01%				0.01%	0.03%	0.07%
W. Lower Mainland			0.01%	0.30%		10.80%		0.39%		0.05%	1.60%	0.68%	45.60%	59.42%
Western USA	0.04%		0.05%		0.02%		0.39%	0.01%	0.02%	1.12%				1.65%
W.WA	0.00%	0.01%	0.04%				0.34%		0.01%	0.56%				0.97%
Whatcom County		0.03%	1.63%		0.21%	0.01%	0.32%			3.57%	0.01%		0.02%	5.81%
total	0.07%	0.07%	2.76%	0.52%	0.26%	14.26%	2.68%	0.67%	0.04%	11.53%	1.97%	0.93%	64.23%	100.00%

Top 10 N. Border POEs, TRUCKS, 2008 – Apr 2013



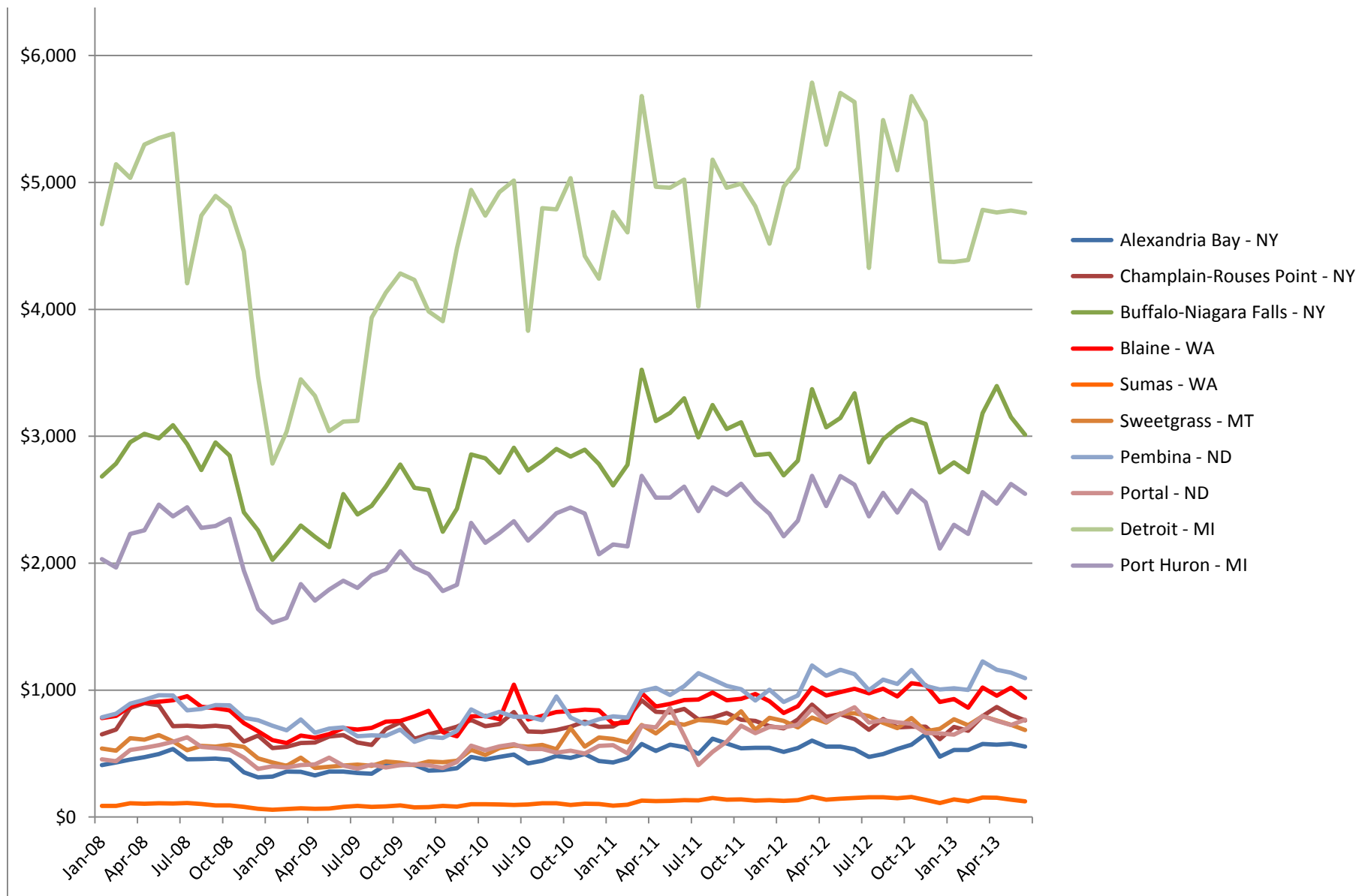
Top 10 N. Border TRUCK POEs, IMPORT Value, 2008 – Jun 2013

USD \$Millions

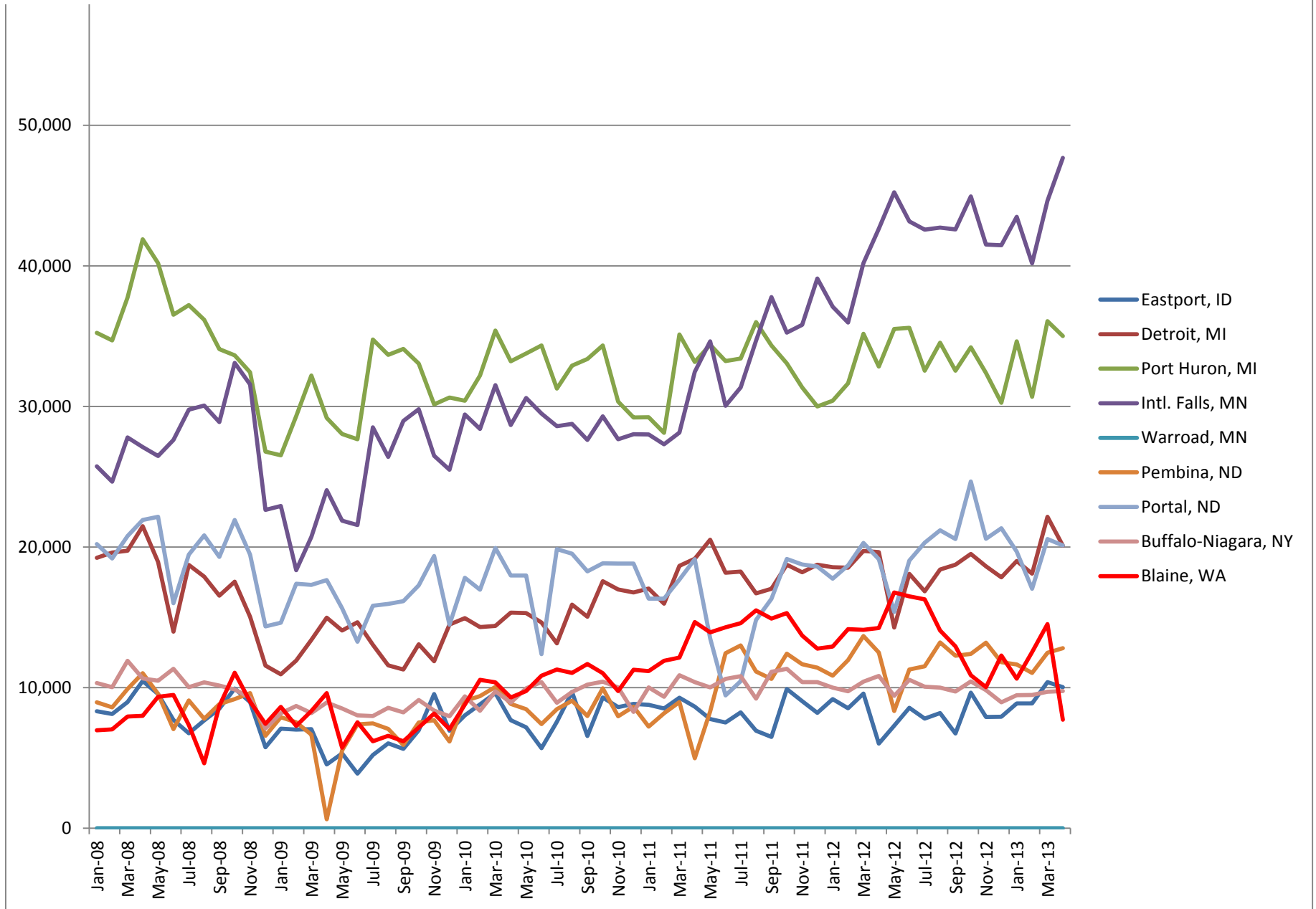


Top 10 N. Border TRUCK POEs, EXPORT Value, 2008 – Jun 2013

USD \$Millions



Top 10 N. Border POEs, Total RAIL CARS, 2008 – Apr 2013







Google

2013 Cascade Gateway Passenger Vehicle Survey

Do you use the BWT signs to choose a crossing?

Use ATIS Signs	Sumas	Lynden	Peace Arch	Pacific Highway
Yes	56%	56%	39%	64%
No	37%	33%	50%	29%
Sometimes	7%	11%	11%	6%

Do you think the BWT information is accurate?

ATIS Signs accurate?	Sumas	Lynden	Peace Arch	Pacific Highway
Yes	36%	49%	49%	39%
No	33%	21%	19%	34%
Sometimes	17%	19%	17%	14%
Not sure	13%	9%	13%	12%
What are ATIS signs?	1%	2%	2%	1%

2013 Cascade Gateway Passenger Vehicle Survey

Do you use other sources for wait-time data than the BWT signs?

Total	Method	%
No		51.2%
Yes		48.8%
	Website Any	56.4%
	Website BC	15.3%
	Website CBSA	1.8%
	Website WA	3.0%
	Website CBP	1.1%
	Mobile App Any	17.1%
	Mobile App BC	3.8%
	Mobile App WA	1.4%

2013 Cascade Gateway Passenger Vehicle Survey

How long have you been a regular cross-border traveler?

Cross border tenure		Canadian	American
1-5 years		48%	42%
6+ years		52%	58%
	6-10 years	14%	16%
	10-20 years	11%	18%
	20+ years	27%	24%

Do you travel across the border more or less than before?
(only asked if a 6+/yr traveler)

Amount	Canadian	American
More	47%	29%
Less	13%	23%
About the same	40%	48%

2013 Cascade Gateway Passenger Vehicle Survey

Enhanced Drivers License Summary

If not using NEXUS

Familiar with EDL?	
Have heard of it	8.0%
I have one	13.8%
No	24.4%
Yes	53.8%

100.0%

If answered "Yes" or "Have heard of it"

Is there a reason you haven't gotten and EDL?	
Have passport	39.4%
No reason	18.8%
Other	13.4%
Waiting for license renewal	7.7%
Plan to get one	7.6%
Price	4.5%
Hassle	4.2%
Would rather get NEXUS	2.4%
Not a citizen	1.1%
Privacy concern	0.9%

100.0%