PRESS RELEASE

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AERO MONTREAL AND NORTH COUNTRY CHAMBER SIGN AGREEMENT
FOR QUEBEC-NEW YORK AEROSPACE COOPERATION

Montreal, April 4, 2017 - Aero Montreal, Quebec's aerospace cluster, signed an agreement of cooperation today with the North American Center of Excellence for Transportation Equipment, a division of the North Country Chamber of Commerce based in Plattsburgh, New York during the Aero Montreal Global Supply Chain Summit 2017 at the Palais des congres in Montreal.

Created in 2006, Aero Montreal is a strategic think tank that groups all of the major decision makers in Quebec's aerospace sector, including companies, educational and research institutions, associations and unions. Aero Montreal's mission is to mobilize Quebec's aerospace cluster to support its growth and its influence on the global stage. Its vision is to become the worldwide reference in aerospace, based on the values of excellence, commitment, collaboration, integrity, agility and daring.

The North American Center of Excellence for Transportation Equipment (NAmTrans) is a special initiative of the North Country Chamber of Commerce, linking more than 34 companies comprising the growing transportation equipment and aerospace cluster in northern New York, as well as educational and research institutions and regional, state and federal government leaders. It also plays a leading role statewide, including coordinating New York State's presence at events such as the Paris and Farnborough International Air Shows. Supporting the Chamber in the continuing development of NAmTrans have been the Development Corporation of Clinton County and CITEC as well as the North Country Regional Economic Development Council.

"We are very pleased to partner with NAmTrans as part of this Memorandum of Cooperation. Our members at Aero Montreal will be able to take advantage of joint opportunities for exchanges, activities and trade missions in the Quebec-New York Corridor. NAmTrans and Aero Montreal share common goals of expanding our aerospace companies in global supply chains. We believe that the collaboration between our two organizations will have a concrete impact on the business development of our members," said Suzanne M. Benoit, President of Aero Montreal.

"The North Country region of New York has clearly become an emerging new center for 21st century aerospace and transportation equipment production, much of it already enjoying strong links with Quebec. There are real opportunities for shared advancement of both clusters through cooperation and partnership, and this agreement provides a framework of commitment to identify and jointly pursue those opportunities," states Garry F. Douglas, President of the North Country Chamber of Commerce and NAmTrans.

Douglas notes that the aerospace agreement follows a similar Partnership Agreement signed in 2015 with the Pole d'excellence quebeccoise transport terrestre (Quebec Ground Transportation Cluster), and is the result of a discussion that began with Aero Montreal two years ago during a delegation visit co-led by Congresswoman Elise Stefanik and State Senator Betty Little. The North Country Chamber also enjoys long standing Partnership Agreements with the Chamber of Commerce of Metropolitan Montreal, the Federation of Chambers of Commerce of Quebec, and the Quebec Government.
"Building our relationship with our Canadian neighbors is critical to growing our local economy, and I applaud the North Country Chamber of Commerce and Aero Montreal on this significant agreement," said Congresswoman Stefanik. "This agreement will help bring expanded commerce with our Canadian neighbors to our region and will help local businesses explore growing possibilities among members of both sides. I was pleased to visit with Suzanne Benoit, President & CEO of Aero Montreal in the delegation visit to Montreal I led in 2015 and will continue to work in Congress and in our district to grow opportunities between our two nations."

"In 2015 NAmTrans was formed to provide a framework for the strategic development of our region's transportation equipment and aerospace cluster," states Paul Grasso, President of the Development Corp. "Formalizing our partnership today with Aero Montreal underscores the respect our two regions have for each other's manufacturing prowess, and for the power we continue to see in a bi-national approach to competing in today's global transportation marketplace."

Attachment: Memorandum of Cooperation
Memorandum of Cooperation

Between parties:

North American Center of Excellence for Transportation Equipment (NAmTrans)
A Division of the North Country Chamber of Commerce

and

Aero Montreal

WHEREAS:

- NAmTrans is a collaboration among more than thirty Transportation Equipment and Aerospace companies, several universities, colleges and training providers, and a number of New York State, U.S. and regional leaders, created and administered as a division of the North Country Chamber of Commerce which plays a lead role in New York State in facilitating and sustaining collaborations between New York and Quebec;
- AERO MONTREAL, the aerospace cluster of Quebec, is an industry-led non-profit organization that brings together the entire aerospace sector of Quebec, Canada (industry, associations, unions, educational and research institutions) around shared objectives;

Both organizations have similar objectives for their members and share a strong belief in business and supply chain expansion potential when actively connecting members of both organizations.

THE PARTIES THEREFORE DECLARE THEIR INTENT TO COLLABORATE ON ISSUES AND ACTIVITIES AS FOLLOWS:

- to exchange information which is supportive of the needs of their members;
- to explore and consider possibilities for participation in local and international projects and programs;
- to exchange information about training, conferences, seminars and other events and activities;
- to invite each other to their respective events (for instance the International Aerospace Week);
- to explore and pursue opportunities for joint economic missions or broker meetings for members of both clusters;
- to explore and define possibilities for research collaborations among members of both clusters;
- to cooperate in the field of qualification and training of aerospace personnel through collaboration among education centers and specialized companies;
- to support reciprocally each other's projects in any reasonable and appropriate manner;
- to jointly develop, promote and support a successful and growing bi-national cluster in Quebec and New York;
- to reference this Memorandum of Cooperation in publications and websites of the respective Parties.

It is understood that the Parties will be responsible for their own costs as incurred in operating under this Memorandum of Cooperation. It is further agreed that the signing of this memorandum of Cooperation does not preclude either of the Parties from signing a similar document with any other party or parties.

This Memorandum of Cooperation may be amended with attachments describing the agreed joint activities by the Parties.

Aero Montreal

Suzanne M. Benoit
President

Date

North Country Chamber of Commerce

Garry F. Douglas
President

Date