Support for Alaskan Fishing

Salmon fishing accounts for 60% of all jobs in Alaska’s fishing and seafood industry, and the state produces 60% of all American seafood.

Alaska General Seafoods, owned by Vancouver’s Jim Pattison Group and the Canadian Fishing Company, operates two salmon processing plants in Ketchikan and Naknek and a fish camp in Egegik.

At peak salmon season the company employs over 900 people. Alaska General Seafoods produces canned salmon, frozen salmon fillets, frozen dressed salmon, Salmon roe and frozen roe for distribution in North America, Europe and Asia.
Arctic Partners

The United States is Canada’s premier Arctic partner and an Arctic nation because of Alaska. Canada and the United States fight forest fires for each other, perform search and rescue, and together staff NORAD’s Elmendorf-Richardson base in Anchorage. Canada is working closely with Alaska and the United States in the Arctic Council on important issues such as sustainable economic and social development and adapting to climate change. Both Canada and the United States are committed to ensuring Northerners have opportunities to participate in decisions that will affect their future.

Investing in Alaska

There are over 60 Canadian-owned companies operating in the state of Alaska. These companies account for nearly 5,000 jobs throughout the state and contribute $287 million in salaries. These Canadian companies and their employees are major contributors to Alaska’s economy.
Investing in Arizona

Arizona’s business-friendly climate is reflected in the range of Canadian companies operating in the state, from well-known retailers like lululemon athletica and Aldo, to professional and personalized services providers like Stantec and Rescare, to leaders in telecommunications like Mitel and Inter Tel Technologies. More than 235 Canadian-owned businesses operating across the state employ over 19,500 Arizonans. Canada is the largest foreign direct investor and employer in the Grand Canyon State, and its businesses do $3.4 billion worth of trade annually.

Canada is the #1 CUSTOMER for most states.

Connect with Our Team

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  canada.ca/canada-in-los-angeles

Phoenix, AZ

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  honconwilliamson@gmail.com

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  @Connect2Canada
  /connect2canada
  canada.ca/canada-in-washington
  canadienembassv.org/statetrade

May 2019

**Snowbirds Flock to Arizona**
A million Canadian visitors spend upwards of $1 billion in Arizona each year. Along with the 'snowbirds' who make Arizona their home during the winter, Canadians generate a total of $2.4 billion per year in local economic activity. As the largest group of foreign homeowners in the state — 97 percent of all internationally-owned residences in Greater Phoenix alone — Canadians are truly part of the community fabric. Canada powers Arizona's real estate industry another way, too: it's the source of $168 million worth of softwood lumber critical to affordable home construction.

Major airlines **WestJet** and **Air Canada** have regular operations from Arizona's international airports and bring in over 250,000 passengers a year to the Phoenix area alone — up 17% in 2018. And the low-cost Canadian carrier **Flair Air** recently launched service between Mesa, Edmonton and Winnipeg.

**Canada in Flight**
With in-state operations dating back to 1976, Canada's **Bombardier** employs over 1,000 Arizonans across two sites in Tucson and Phoenix. With more than 1 million sq. ft. of hangared space, its Tucson facility is Bombardier’s largest aircraft service center. The company works closely with Pima Community College’s Aviation Technology program to recruit FAA certified mechanics. Bombardier also built the automated people mover system at Phoenix Sky Harbor International Airport. A renowned aviation training provider, **CAE**’s Phoenix facility is equipped with over 60 aircraft and delivers simulator-based training. **Magellan Aerospace**, a Glendale-based manufacturer of aerospace systems and components, is another top Canadian-owned employer of Arizonans.

**Arizona**
**EXPOSES $2.1 BILLION**
in goods to Canada annually

<table>
<thead>
<tr>
<th>TOP ARIZONA GOODS EXPORTS TO CANADA</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vegetables</td>
<td>$280 million</td>
</tr>
<tr>
<td>Aircraft</td>
<td>$171 million</td>
</tr>
<tr>
<td>Engines &amp; turbines</td>
<td>$149 million</td>
</tr>
<tr>
<td>Trucks</td>
<td>$104 million</td>
</tr>
<tr>
<td>Telephones &amp; AV recording equipment</td>
<td>$101 million</td>
</tr>
<tr>
<td>Optical, medical &amp; precision instruments</td>
<td>$99 million</td>
</tr>
<tr>
<td>Fruits &amp; nuts</td>
<td>$98 million</td>
</tr>
<tr>
<td>Computers</td>
<td>$44 million</td>
</tr>
<tr>
<td>Plastics &amp; plastic articles</td>
<td>$39 million</td>
</tr>
<tr>
<td>Automobiles</td>
<td>$31 million</td>
</tr>
<tr>
<td>Electric motors &amp; generators</td>
<td>$31 million</td>
</tr>
<tr>
<td>Iron &amp; steel tubes, pipes &amp; sheets</td>
<td>$23 million</td>
</tr>
<tr>
<td>Compressors &amp; pumps</td>
<td>$22 million</td>
</tr>
<tr>
<td>Motor vehicle parts</td>
<td>$22 million</td>
</tr>
<tr>
<td>Telecommunications parts</td>
<td>$21 million</td>
</tr>
</tbody>
</table>

**Exports by industry**
- Agriculture (20%)
- Equipment & machinery (51%)
- Minerals & metals (5%)
- Transportation (16%)
- Other (8%)

**TOP ARIZONA GOODS IMPORTS FROM CANADA**

<table>
<thead>
<tr>
<th>TOP ARIZONA GOODS IMPORTS FROM CANADA</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Softwood lumber</td>
<td>$168 million</td>
</tr>
<tr>
<td>Plastics &amp; plastic articles</td>
<td>$85 million</td>
</tr>
<tr>
<td>Optical, medical &amp; precision instruments</td>
<td>$77 million</td>
</tr>
<tr>
<td>Furniture &amp; bedding</td>
<td>$61 million</td>
</tr>
<tr>
<td>Aircraft</td>
<td>$59 million</td>
</tr>
<tr>
<td>Wood &amp; semi-finished wood products</td>
<td>$43 million</td>
</tr>
<tr>
<td>Pasta, breads &amp; cereal preparations</td>
<td>$41 million</td>
</tr>
<tr>
<td>Trucks</td>
<td>$35 million</td>
</tr>
<tr>
<td>Engines &amp; turbines</td>
<td>$33 million</td>
</tr>
<tr>
<td>Motor vehicle parts</td>
<td>$30 million</td>
</tr>
<tr>
<td>Aircraft parts</td>
<td>$29 million</td>
</tr>
<tr>
<td>Aluminum &amp; aluminum articles</td>
<td>$29 million</td>
</tr>
<tr>
<td>Hoists, derricks &amp; lifting equipment</td>
<td>$28 million</td>
</tr>
<tr>
<td>Natural gas &amp; other gases</td>
<td>$28 million</td>
</tr>
<tr>
<td>Iron &amp; steel tubes, pipes &amp; sheets</td>
<td>$23 million</td>
</tr>
</tbody>
</table>

**Imports by industry**
- Agriculture (8%)
- Chemicals (3%)
- Energy (3%)
- Equipment & machinery (24%)
- Forest products (16%)
- Minerals & metals (6%)
- Plastics & rubbers (6%)
- Transportation (12%)
- Other (22%)

**Arizona**
**IMPORTS $1.5 BILLION**
in goods from Canada annually

**Arizona**
**EXPORTS $1.0 BILLION**
in services to Canada annually

**TOP ARIZONA SERVICES EXPORTS TO CANADA**

<table>
<thead>
<tr>
<th>TOP ARIZONA SERVICES EXPORTS TO CANADA</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Travel</td>
<td>$386 million</td>
</tr>
<tr>
<td>Transportation services</td>
<td>$175 million</td>
</tr>
<tr>
<td>Business, professional &amp; technical services</td>
<td>$141 million</td>
</tr>
<tr>
<td>Royalties</td>
<td>$87 million</td>
</tr>
<tr>
<td>Financial services</td>
<td>$85 million</td>
</tr>
</tbody>
</table>

**Imports by industry**
- Agriculture (6%)
- Other (94%)

**Arizona**
**IMPORTS $2.6 BILLION**
in services from Canada annually

**Canada**
Canada is the largest foreign direct investor in the Grand Canyon State

**Canada Week in Arizona** occurs the 2nd week in February every year

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**Export and Import Statistics**
- **Exports to Canada**
  - **Top Goods**
    - Vegetables
    - Aircraft
    - Engines & turbines
    - Trucks
    - Telephones & AV recording equipment
    - Optical, medical & precision instruments
    - Fruits & nuts
    - Computers
    - Plastics & plastic articles
    - Automobiles
    - Electric motors & generators
    - Iron & steel tubes, pipes & sheets
    - Compressors & pumps
    - Motor vehicle parts
    - Telecommunications parts
  - **Exports by Industry**
    - Agriculture: 20%
    - Equipment & machinery: 51%
    - Minerals & metals: 5%
    - Transportation: 16%
    - Other: 8%

- **Imports from Canada**
  - **Top Goods**
    - Softwood lumber
    - Plastics & plastic articles
    - Optical, medical & precision instruments
    - Furniture & bedding
    - Aircraft
    - Wood & semi-finished wood products
    - Pasta, breads & cereal preparations
    - Trucks
    - Engines & turbines
    - Motor vehicle parts
    - Aircraft parts
    - Aluminum & aluminum articles
    - Hoists, derricks & lifting equipment
    - Natural gas & other gases
    - Iron & steel tubes, pipes & sheets
  - **Imports by Industry**
    - Agriculture: 8%
    - Chemicals: 3%
    - Energy: 3%
    - Equipment & machinery: 24%
    - Forest products: 16%
    - Minerals & metals: 6%
    - Plastics & rubbers: 6%
    - Transportation: 12%
    - Other: 22%

---

**Export and Import Industries**
- **Exports to Canada**
  - **Top Industries**
    - Machinery: 51%
    - Transportation: 16%
    - Minerals & metals: 6%
    - Forest products: 16%
    - Other: 8%
- **Imports from Canada**
  - **Top Industries**
    - Machinery: 24%
    - Other: 22%
    - Transportation: 12%
    - Minerals & metals: 6%
    - Forest products: 16%
    - Equipment & machinery: 24%
    - Chemicals: 3%
    - Energy: 3%
    - Agriculture: 6%
Canada is the #1 CUSTOMER for most states

CarbonCure is a Canadian company that is reducing the global carbon footprint by using recycled CO₂ in the manufacturing of concrete. Its initial foray into the United States began with a partnership by a concrete masonry supplier in San Francisco in 2012. Today, the CarbonCure Technology is installed in over 100 concrete plants across the United States. The technology has been used on over 2 million cubic yards of concrete to reduce the carbon footprint of thousands of building developments across the U.S., with notable projects in the San Francisco Bay area including the University of California Hastings campus. CarbonCure is a proud portfolio member of Breakthrough Energy Ventures, whose illustrious group of investors include many ties to the Bay region.

May 2019

Unless otherwise mentioned, all figures are based on 2018 data in U.S. dollars.
U.S. Census Bureau: goods trade, Canada’s export ranking (3/2019 release).

iStock Photo: Investing in Northern California. Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.
**Investing in Northern California**

There are 390 Canadian-owned companies operating in Northern California. These companies account for 23,300 jobs throughout the state and contribute $1.3 billion in salaries. These Canadian companies and their employees are major contributors to Northern California’s economy.

**California**

EXPORTS $17.8 BILLION in goods to Canada annually

**TOP CALIFORNIA GOODS EXPORTS TO CANADA**

- Telephones & AV recording equipment: $2.1 billion
- Computers: $1.6 billion
- Fruits & nuts: $1.5 billion
- Optical, medical & precision instruments: $1.0 billion
- Vegetables: $932 million
- Automobiles: $593 million
- Beverages & alcohol: $497 million
- Paper & printing machinery: $442 million
- Televisions & parts: $401 million
- Fuel oil: $372 million
- Prepared vegetables: $365 million
- Aircraft: $362 million
- Furniture & bedding: $331 million
- Plastics & plastic articles: $289 million
- Toys, games, sporting & recreation equipment: $275 million

**Exports by industry**

- Agriculture (24%)
- Chemicals (5%)
- Equipment & machinery (45%)
- Minerals & metals (4%)
- Transportation (9%)
- Other (13%)

**California**

IMPORTS $27.1 BILLION in goods from Canada annually

**TOP CALIFORNIA GOODS IMPORTS FROM CANADA**

- Automobiles: $15.9 billion
- Crude petroleum: $807 million
- Plastics & plastic articles: $624 million
- Animal meats: $565 million
- Wood & semi-finished wood products: $511 million
- Animal feed & food industry residues: $386 million
- Furniture & bedding: $355 million
- Pasta, breads & cereal preparations: $353 million
- Fish & crustaceans: $346 million
- Optical, medical & precision instruments: $292 million
- Paper & paperboard: $289 million
- Electricity: $277 million
- Aluminum & aluminium articles: $242 million
- Motor vehicle parts: $232 million
- Animal or vegetable fats, oils & waxes: $182 million

**Imports by industry**

- Agriculture (10%)
- Chemicals (3%)
- Energy (5%)
- Equipment & machinery (6%)
- Forest products (4%)
- Minerals & metals (4%)
- Plastics & rubbers (3%)
- Transportation (61%)
- Other (4%)

**California**

EXPORTS $10.4 BILLION in services to Canada annually

**TOP CALIFORNIA SERVICES EXPORTS TO CANADA**

- Travel: $2.8 billion
- Royalties: $2.6 billion
- Business, professional & technical services: $2.0 billion
- Telecommunications: $1.2 billion
- Transportation services: $906 million

**California**

#1 export market

Canada sells more to California than it sells to China
Canada is the United States’ #1 EXPORT MARKET

Canada is the #2 SOURCE of foreign direct investment in the U.S.

Canadian travelers SPEND $20 BILLION in the U.S. annually

MILLIONS OF U.S. JOBS depend on trade & investment with Canada

Canada & the U.S. trade an average of $1.4 MILLION in bilateral goods & services EVERY MINUTE OF EVERY DAY

May 2019

Innovation & Entertainment
As long as there has been a Hollywood, Canadians have played a major role in it — and it’s as true as ever, whether in trailblazing women like Sandra Oh or the creative minds and producers of The Handmaid’s Tale. But Canadian companies are key players on the business side of LA’s marquee industry, too. eOne, whose CEO keeps offices in both Toronto and Beverly Hills, finances and produces films and TV with the biggest names in the business. IMAX is hugely important to the major studios, as it is expanding globally even while other theatrical attendance is dropping. Bron’s founders are recognized as among the elite producers able to get independent films made. And in Paw Patrol, PJ Masks and Peppa Pig, Canada is responsible for the top three pre-school entertainment properties in the world.

Clean & Sustainable Growth
In Southern California, Canadian companies are hard at work on projects protecting the environment and combatting climate change — because a clean environment and a strong economy go hand in hand. Québec’s H2O Innovation is world-renowned for its water and wastewater treatment systems. Its presence in So Cal is felt through the jobs created at its 22,000 sq. ft. manufacturing and warehousing plant in Vista, as well as through its technology to purify millions of gallons of wastewater each day at the Orange County Reclamation Plant. AltaGas has a combined 1,124 megawatts of natural gas-fired power generation capacity in California. Its Pomona Energy Storage Facility is among the largest battery storage facilities in the world, it provides enough electricity to power about 15,000 homes in Los Angeles County.

California
EXPORTS $17.8 BILLION
in goods to Canada annually

Imports by industry
- Agriculture (24%)
- Chemicals (5%)
- Equipment & machinery (45%)
- Minerals & metals (4%)
- Transportation (9%)
- Other (13%)

TOP CALIFORNIA GOODS EXPORTS TO CANADA
- Telephones & AV recording equipment...$2.1 billion
- Computers.............................................$1.6 billion
- Fruits & nuts......................................$1.5 billion
- Optical, medical & precision instruments...$1.0 billion
- Vegetables..........................................$932 million
- Automobiles......................................$593 million
- Beverages & alcohol.........................$497 million
- Paper & printing machinery....................$442 million
- Televisions & parts................................$401 million
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California
EXPORTS $10.4 BILLION
in services to Canada annually

TOP CALIFORNIA SERVICES EXPORTS TO CANADA
- Travel.........................................................$2.8 billion
- Royalties..................................................$2.6 billion
- Business, professional & technical services...$2.0 billion
- Telecommunications..............................$1.2 billion
- Transportation services..........................$906 million

Over 525 companies across Southern California are Canadian-owned

The two most famous Ryans — Gosling & Reynolds — in Hollywood are both Canadian

JOBS

IMPORTS $27.1 BILLION
in goods from Canada annually

Imports by industry
- Agriculture (10%)
- Chemicals (3%)
- Energy (5%)
- Equipment & machinery (6%)
- Forest products (4%)
- Minerals & metals (4%)
- Plastics & rubbers (3%)
- Transportation (61%)
- Other (4%)

TOP CALIFORNIA GOODS IMPORTS FROM CANADA
- Automobiles......................................$15.9 billion
- Crude petroleum..................................$807 million
- Plastics & plastic articles....................$624 million
- Animal meats......................................$565 million
- Wood & semi-finished wood products......$511 million
- Animal feed & food industry residues...$386 million
- Furniture & bedding.........................$355 million
- Pasta, breads & cereal preparations.......$353 million
- Fish & crustaceans...............................$346 million
- Optical, medical & precision instruments...$292 million
- Paper & paperboard.........................$289 million
- Electricity............................................$277 million
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Canada is the United States’ #1 EXPORT MARKET

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Connect with Our Team

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- /connect2canada
- canada.ca/canada-in-washington
canadianembassy.org/statetrade

COLORADO

Canada is Colorado’s #1 CUSTOMER

Canada is the #1 CUSTOMER for most states

A Bright Future for Growth

Manufacturers of high-quality sports and recovery drink powders that are designed for athletes, Tailwind Nutrition in Durango, CO is a rapidly growing star in the sports nutrition market space. Due to strong word-of-mouth and consumer brand loyalty, Tailwind has caught the attention of athletes far wide, including in Canada.

In 2018, Tailwind sought out the Consulate of Canada in Denver’s assistance to help with the exporting process to their Canadian customers, establishing a strong relationship between the two. Now, the company is quickly expanding its retail footprint and estimates that the Canadian market will reach about 10% of their customer base, with a bright future for growth on the horizon.

May 2019

Exporting Cheer

Every holiday season, families across the United States and Canada are delighted to experience THE POLAR EXPRESS™, a concept inspired by the beloved children’s book and Academy Award®-nominated animated film of the same name. Behind that magic is Durango, Colorado-based Rail Events, Inc. (REI) which is part of American Heritage Railroad family that also owns the world-famous Durango & Silverton Narrow Gauge Railroad. REI specializes in the licensing, administration and quality assurance of THE POLAR EXPRESS™ Train Ride. Working with several railroads in Canada, including Alberta Prairie Railroad and Waterloob Railroad, the company’s THE POLAR EXPRESS™ Train Ride events have proven to be strong economic generators that create jobs and new business for Canada’s rail operators.

A Deeper Dive into Trade

Canada and Colorado have great energy, literally-speaking. A whopping 57% of the Centennial State’s imports from Canada in 2017 were energy-related, translating to approximately $2.1 billion in economic value. The bulk of that was in crude petroleum, which is sent to Colorado’s only refinery: the Suncor facility in Commerce City. Thanks to the refinery, Canadian-based Suncor employs more than 100 local workers and is major supplier of gasoline and diesel fuel for Colorado and provides the jet fuel used at Denver International Airport as well as asphalt for Colorado’s roads. Other major Canadian traditional energy firms operating in Colorado include Encana (400+ Colorado employees) and Calfrac Well Services Corp (200+ employees.)

Colorado

**EXPORTS $1.4 BILLION**
in goods to Canada annually

**TOP COLORADO GOODS EXPORTS TO CANADA**

- Animal meats ........................................................................... $303 million
- Optical, medical & precision instruments ................................ $181 million
- Iron & steel tubes, pipes & sheets ........................................ $72 million
- Beverages & alcohol ............................................................... $61 million
- Plastics & plastic articles ....................................................... $38 million
- Telephones & AV recording equipment ............................... $27 million
- Aircraft .................................................................................... $27 million
- Furniture & bedding ............................................................... $23 million
- Trucks ....................................................................................... $22 million
- Heating, cooling & refrigeration equipment ........................ $22 million
- Engines & turbines ................................................................. $20 million
- Compressors & pumps ........................................................... $19 million
- Medicine, in dosage ............................................................... $19 million
- Pasta, breads & cereal preparations ..................................... $18 million
- Aluminum & aluminum articles .......................................... $17 million

**Exports by industry**

- Agriculture (32%)
- Chemicals (6%)
- Equipment & machinery (34%)
- Minerals & metals (10%)
- Plastics & rubbers (3%)
- Transportation (6%)
- Other (9%)

**TOP COLORADO SERVICES EXPORTS TO CANADA**

- Travel ...................................................................................... $376 million
- Business, professional & technical services ....................... $235 million
- Transportation services ......................................................... $176 million
- Royalties ............................................................................... $153 million
- Telecommunications ............................................................ $115 million

**Canada sells more to Colorado than it sells to Germany**

Canada is Colorado’s

#1 export market

Colorado

**IMPORTS $3.9 BILLION**
in goods from Canada annually

**TOP COLORADO GOODS IMPORTS FROM CANADA**

- Crude petroleum ..................................................................... $2.2 billion
- Wood & semi-finished wood products .................................. $134 million
- Iron & steel tubes, pipes & sheets ........................................ $92 million
- Softwood lumber ..................................................................... $90 million
- Furniture & bedding ............................................................... $89 million
- Compressors & pumps ........................................................... $70 million
- Live animals .......................................................................... $62 million
- Plastics & plastic articles ....................................................... $58 million
- Optical, medical & precision instruments ........................... $57 million
- Explosives & pyrotechnics ..................................................... $56 million
- Pasta, breads & cereal preparations ..................................... $46 million
- Aluminum & aluminum articles .......................................... $36 million
- Fertilizers .............................................................................. $35 million
- Animal meats ........................................................................ $29 million
- Heating, cooling & refrigeration equipment ....................... $26 million

**Imports by industry**

- Agriculture (6%)
- Chemicals (4%)
- Energy (57%)
- Equipment & machinery (11%)
- Forest products (6%)
- Minerals & metals (5%)
- Transportation (3%)
- Other (8%)
Aloha Canada

Hawaii and Canada share a very special tourism relationship. In fact, the state of Hawaii has a travel page on their tourism website dedicated entirely to Canadians, and rightly so.

Canadians are consistently the second largest group of international tourists (second only to Japan) to visit Hawaii, and account for as much as 10 percent of state visitors in any given year. In 2018, Canadians contributed over $1 billion to Hawaii’s economy, an 8.1% increase over the previous year.

May 2019

Unless otherwise mentioned, all figures are based on 2018 data in U.S. dollars.


iStock Photo: Aloha Canada, Investing in Hawaii. Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.
Air Canada

Air Canada, the only four-star international network carrier in North America, is Canada’s largest airline and the largest provider of scheduled passenger services in the Canada–U.S. transborder market, and in the international market to and from Canada.

Air Canada and its predecessor carriers have proudly served Hawaii for decades. Hawaii is an important part of Air Canada’s international leisure network, and today, Air Canada operates flights to Honolulu and Maui year-round, and to Kona on a seasonal basis. Canadians are the second largest foreign tourist group that travels to Hawaii with over 800,000 annual visitors, spending $1.6 billion in Hawaii every year.

Investing in Hawaii

There are nearly 30 Canadian-owned companies operating in the state of Hawaii. These companies account for over 600 jobs throughout the state and contribute $32 million in salaries. These Canadian companies and their employees are major contributors to Hawaii’s economy.

Furthermore, the state’s two congressional districts each exported goods and services in excess of $200 million to Canada in 2017 (latest year available). The Canada–Hawaii trade and investment relationship supports jobs and contributes to economic prosperity.
Midas Gold Idaho, based in Donnelly, Idaho, has located a world-class deposit of gold and antimony in an area in need of serious environmental repair. Reopening mining in the historic Stibnite Mining District will bring significant economic growth to Idaho and finance the environmental restoration of the site.

Since 2009, Midas Gold has spent over $180 million in the U.S. and currently has 30+ employees in Idaho. The company will invest more than $1 billion in Idaho and directly employ 500 individuals over the project’s 20-year lifespan. Once permitted, the project will be the only domestic mined supply of antimony in the United States. Antimony plays a critical role in the military and energy sectors. Midas Gold Idaho looks forward to continuing to be a partner in growing the state’s economy. The project’s parent company, Midas Gold Corp, is based in Vancouver, British Columbia.
Idaho
**EXPORTS $926 MILLION**
in goods to Canada annually

**TOP IDAHO GOODS EXPORTS TO CANADA**
- Fertilizers: $94 million
- Railway trains & rolling stock: $76 million
- Wood & semi-finished wood products: $46 million
- Ores, slag & ash: $45 million
- Prepared vegetables: $38 million
- Inorganic chemicals: $35 million
- Live animals: $35 million
- Vegetables: $35 million
- Agricultural machinery: $26 million
- Oil seeds: $25 million
- Pasta, breads & cereal preparations: $23 million
- Perfumes, essential oils & toiletries: $21 million
- Dairy products, eggs & honey: $21 million
- Adhesives, glues, gelatins & enzymes: $20 million
- Plastics, plastic articles: $17 million

**Exports by industry**
- Agriculture (24%)
- Chemicals (23%)
- Equipment & machinery (14%)
- Forest products (7%)
- Minerals & metals (13%)
- Transportation (14%)
- Other (5%)

Idaho
**IMPORTS $1.1 BILLION**
in goods from Canada annually

**TOP IDAHO GOODS IMPORTS FROM CANADA**
- Fuel oil: $155 million
- Wood & semi-finished wood products: $125 million
- Animal feed & food industry residues: $81 million
- Softwood lumber: $57 million
- Wood pulp: $45 million
- Plastics & plastic articles: $39 million
- Fertilizers: $38 million
- Salt, sulfur, earth & stone, lime & cement: $29 million
- Animal or vegetable fats, oils & waxes: $29 million
- Inorganic chemicals: $27 million
- Oil seeds: $27 million
- Engines & turbines: $26 million
- Natural gas & other gases: $21 million
- Paper & paperboard: $20 million
- Ores, slag & ash: $20 million

Idaho
**EXPORTS $121 MILLION**
in services to Canada annually

**TOP IDAHO SERVICES EXPORTS TO CANADA**
- Travel: $54 million
- Royalties: $17 million
- Business, professional & technical services: $17 million
- Transportation services: $16 million
- Equipment installation, maintenance & repair: $7 million

Canada sells more to Idaho than it sells to Turkey

**Canada is Idaho’s #1 export market**

**TOP IDAHO GOODS IMPORTS FROM CANADA**
- Fuel oil: $155 million
- Wood & semi-finished wood products: $125 million
- Animal feed & food industry residues: $81 million
- Softwood lumber: $57 million
- Wood pulp: $45 million
- Plastics & plastic articles: $39 million
- Fertilizers: $38 million
- Salt, sulfur, earth & stone, lime & cement: $29 million
- Animal or vegetable fats, oils & waxes: $29 million
- Inorganic chemicals: $27 million
- Oil seeds: $27 million
- Engines & turbines: $26 million
- Natural gas & other gases: $21 million
- Paper & paperboard: $20 million
- Ores, slag & ash: $20 million

Vancouver’s eCobalt Solutions, a mineral exploration and mine development company, plans to open the United States’ only cobalt mine near Salmon, Idaho. Cobalt is an essential element in the rapidly growing rechargeable battery sector utilized in electric and hybrid/electric vehicles and stationary energy storage units. Cobalt is also a critical component of jet turbine engines. eCobalt has worked closely with local, state, and federal stakeholders to design a mine and production facility that minimizes environmental impact and will create an estimated 200 jobs under the best possible corporate social responsibility practices. The United States is the world’s largest consumer of cobalt, and yet has limited domestic supply. eCobalt’s investment in Idaho will help secure a domestic source of cobalt for the rapidly expanding U.S. market.

**Investing in Idaho**

There are over 55 Canadian-owned companies operating in the state of Idaho. These companies account for over 3,000 jobs throughout the state and contribute $130 million in salaries. These Canadian companies and their employees are major contributors to Idaho’s economy. The Canada–Idaho trade and investment relationship supports jobs and contributes to economic prosperity.

**TOP IDAHO SERVICES EXPORTS TO CANADA**
- Travel: $54 million
- Royalties: $17 million
- Business, professional & technical services: $17 million
- Transportation services: $16 million
- Equipment installation, maintenance & repair: $7 million

**TOP IDAHO GOODS IMPORTS FROM CANADA**
- Fuel oil: $155 million
- Wood & semi-finished wood products: $125 million
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- Inorganic chemicals: $27 million
- Oil seeds: $27 million
- Engines & turbines: $26 million
- Natural gas & other gases: $21 million
- Paper & paperboard: $20 million
- Ores, slag & ash: $20 million

**Canada is Idaho’s #1 export market**
Canada is the #1 CUSTOMER for most states.

Canada is Montana’s #1 CUSTOMER.

Connect with Our Team

CONSULATE GENERAL OF CANADA  
Denver, CO

Stéphane Lessard,  
Consul General

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/Connect2Canada

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canadianembassy.org/statetrade

The Milky Whey
Missoula’s The Milky Whey, Inc. and TMW International is a global dairy provider of dairy ingredients and past recipient of Montana’s Small Business Administration’s “Exporter of the Year” Award. The Milky Whey, Inc., was founded in 1993 and serves the dairy ingredient needs of the domestic United States and Canada while TMW International, Inc. is focused on the global dairy trade. Their customers span the spectrum of food, industrial, and feed manufacturers throughout North America and across several other continents. The Milky Whey & TMW International’s products range from dairy commodities such as non-fat dry milk, buttermilk powder, whole milk powder, whey powder, whey protein concentrate, cheese, butter, but also include specialty blends. They also offer certified organic products and as well as goat milk products which have been used in new launches for the Canadian market.
Montana
EXPORTS $680 MILLION in goods to Canada annually

Exports by industry
- Agriculture (58%)
- Chemicals (4%)
- Energy (9%)
- Equipment & machinery (7%)
- Forest products (4%)
- Minerals & metals (10%)
- Transportation (4%)
- Other (4%)

TOP MONTANA GOODS EXPORTS TO CANADA
- Tobacco products $285 million
- Salt, sulfur, earth & stone, lime & cement $55 million
- Fuel oil $49 million
- Live animals $43 million
- Cereals $31 million
- Wood & semi-finished wood products $27 million
- Inorganic chemicals $16 million
- Vegetables $11 million
- Agricultural machinery $10 million
- Animal feed & food industry residues $10 million
- Oil seeds $8 million
- Plastics & plastic articles $7 million
- Petroleum coke & bitumen $6 million
- Motor vehicle parts $6 million
- Optical, medical & precision instruments $5 million

Montana
IMPORTS $4.0 BILLION in goods from Canada annually

Imports by industry
- Chemicals (4%)
- Energy (78%)
- Equipment & machinery (3%)
- Forest products (3%)
- Minerals & metals (4%)
- Other (8%)

TOP MONTANA GOODS IMPORTS FROM CANADA
- Crude petroleum $3.0 billion
- Fertilizers $101 million
- Natural gas & other gases $82 million
- Softwood lumber $79 million
- Wood & semi-finished wood products $54 million
- Iron & steel tubes, pipes & sheets $47 million
- Fuel oil $39 million
- Agricultural machinery $36 million
- Organic chemicals $25 million
- Cereals $19 million
- Inorganic chemicals $16 million
- Furniture & bedding $16 million
- Plastics & plastic articles $16 million
- Oil seeds $16 million
- Electric motors & generators $12 million

Montana
EXPORTS $96 MILLION in services to Canada annually

TOP MONTANA SERVICES EXPORTS TO CANADA
- Travel $51 million
- Transportation services $16 million
- Business, professional & technical services $11 million
- Royalties $5 million
- Financial services $5 million

A Deeper Dive into Trade
Canada is more than just Montana's top international trading partner... Indeed, Canada buys more from Montana than the state's next nine international trading partners combined. Goods and services that cross the shared border daily are critical to the Montana economy, but so is another (sometimes overlooked) revenue stream: tourism. Thanks to binational treasures such as Waterton Glacier International Peace Park — as well as other tourist attractions in the Big Sky State — Montanans enjoy visits from hundreds of thousands of Canadians each year, the most from any international destination. Canadian spending in Montana is a boon for the state, with border and near-border towns such as Kalispell often relying on that mutual commerce to help keep local economies going strong.
Cesaroni Technology Incorporated in Gormley, Ontario, is a co-owner of the new Space Propulsion Center (SPC), a state-of-the-art solid rocket motor manufacturing and test facility at Spaceport America, New Mexico. A leader in the design and manufacture of propulsion systems for use in sub-orbital launch vehicle applications, Cesaroni is partnering with U.S.-based UP Aerospace Incorporated in the development of the UP Aerospace Spyder orbital launch vehicle. The Spyder rocket, under development in collaboration with NASA, is yet another example of how New Mexico, the U.S., and Canada are pushing the boundaries of space exploration.
New Mexico

**EXPORTS $116 MILLION in goods to Canada annually**

**Exports by industry**
- Agriculture (14%)
- Chemicals (16%)
- Equipment & machinery (40%)
- Minerals & metals (6%)
- Plastics & rubbers (7%)
- Transportation (3%)
- Other (14%)

**TOP NEW MEXICO GOODS EXPORTS TO CANADA**
- Fertilizers .......................................................... $13 million
- Furniture & bedding ........................................ $11 million
- Plastics & plastic articles ................................. $8 million
- Telephones & AV recording equipment ............ $8 million
- Optical, medical & precision instruments ........ $7 million
- Vegetables ...................................................... $4 million
- Iron & steel tubes, pipes & sheets ................... $3 million
- Pasta, breads & cereal preparations ............... $3 million
- Fruits & nuts .................................................. $3 million
- Aircraft ......................................................... $2 million
- Works of art, collectibles & antiques ............... $2 million
- Oil seeds ....................................................... $2 million
- Inorganic chemicals ....................................... $2 million
- Coffee, tea, & spices ..................................... $2 million
- Telecommunications parts .............................. $2 million

New Mexico

**IMPORTS $319 MILLION in goods from Canada annually**

**Imports by industry**
- Agriculture (11%)
- Energy (3%)
- Equipment & machinery (40%)
- Forest products (6%)
- Minerals & metals (15%)
- Plastics & rubbers (4%)
- Transportation (7%)
- Other (14%)

**TOP NEW MEXICO GOODS IMPORTS FROM CANADA**
- Optical, medical & precision instruments ........... $37 million
- Iron & steel tubes, pipes & sheets ................... $29 million
- Hoists, derricks & lifting equipment ............... $27 million
- Animal feed & food industry residues ............. $27 million
- Softwood lumber ............................................. $11 million
- Nickel & nickel articles ................................ $11 million
- Plastics & plastic articles ............................... $11 million
- Furniture & bedding ...................................... $10 million
- Compressors & pumps ................................... $7 million
- Automobiles ................................................... $6 million
- Natural gas & other gases ............................... $5 million
- Office machines & parts ................................. $5 million
- Pasta, breads & cereal preparations ............... $5 million
- Heating, cooling & refrigeration equipment ...... $4 million
- Wood & semi-finished wood products ............. $3 million

New Mexico & Canada traded $51 million in agricultural goods in 2018

EPCOR USA Provides Water Resources to New Mexico Communities

Water management is a vital issue in Canada and New Mexico. Canada’s expertise is showcased by **EPCOR USA**, a subsidiary of the Edmonton, Alberta, municipal utility. EPCOR provides water and wastewater treatment services to 37 communities and counties across New Mexico, Texas, and Arizona. Serving nearly 19,000 New Mexicans and employing more than 30 local residents, EPCOR owns and operates water treatment facilities and infrastructure in Clovis, as well as the greater Edgewood area near Albuquerque. EPCOR also provides wastewater service for the Town of Edgewood.

New Mexico

**EXPORTS $193 MILLION in services to Canada annually**

**TOP NEW MEXICO SERVICES EXPORTS TO CANADA**
- Travel .............................................................. $90 million
- Royalties .......................................................... $48 million
- Business, professional & technical services ....... $21 million
- Transportation services ................................. $20 million
- Equipment installation, maintenance & repair ....... $7 million

Solar Wings in New Mexico Skies

**Silent Falcon** in Albuquerque, New Mexico, and **MicroPilot** in Stony Mountain, Manitoba, are working together to advance the safety of unmanned aircraft systems. With Silent Falcon manufacturing a solar-electric, carbon-fiber aircraft and MicroPilot providing cutting-edge autopilot systems, they successfully conducted a series of demonstration flights as part of NASA’s Unmanned Aircraft System Traffic Management program. Their collaboration will support new technologies that ensure safety in the skies as the full potential of unmanned aircraft systems becomes realized. **Silent Falcon is Transport Canada-approved as a Compliant Unmanned Aerial Vehicle, a distinction which further opens the door to Silent Falcon and MicroPilot working together across the skies of North America.**

New Mexico sells more to Canada than it sells to Germany
Investing in Nevada

Nevada’s business-friendly climate is reflected in the range of Canadian companies operating in the state, from leading food brands like SunOpta and Coldstone Creamery to personalized and professional service providers like TELUS International, Mitel, DS Services of America and MWH Americas. More than 150 Canadian-owned businesses operating across the state employ over 9,100 Nevadans. Canada is the largest foreign direct investor and employer in the Silver State, and is a partner in $2.1 billion worth of bilateral trade. Nevada’s 2nd U.S. Congressional District, is a top exporter to Canada, with over $850 million worth of its goods and services shipped up north.

Canada is the #1 CUSTOMER for most states

Canada sells $2.1 BILLION in goods and services to Canada

May 2019

Unless otherwise mentioned, all figures are based on 2018 data in U.S. dollars.
U.S. Census Bureau: goods trade, Canada’s export ranking (3/2019 release).

iStock Photo: Innovation & Investment. Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.
Innovation & Investment
Among Nevada's public and private utility providers, Canadian clean growth innovations are found in the tech solutions for water and energy conservation. For example, the Southern Nevada Water Authority's "The Springs" facility was established with support from the RBC Blue Water Project and features acoustic signal technology by Echologics that detects leaks when they first form. Canadian investment in Nevada is also visible in the dozens of Canadian mining operations in Nevada that collectively employ about 5,000 Nevadans and counting. Barrick Gold North America has based its operations in the state for over 30 years and has become a sector leader in mitigating potential impacts of mining on the environment. Barrick has initiated an environmental stewardship policy that meets the highest standards.

What Happens in Vegas...
Did you know that more than half of all international visitors to the Nevada are Canadian? 2 million Canadian tourists come here every year, and in the process spend over $1 billion. Major carriers such as Air Canada and WestJet help bring Canadians to town, and, thanks to the weather, affordable housing, and growing economy, many stay on as seasonal snowbirds or full-time residents. Of course, Canadians are also fixtures of Nevada's entertainment and tourism industries, from icons like Cirque du Soleil, Shania Twain, and Céline Dion to the hockey stars who made the inaugural season of the Vegas Golden Knights one for the history books.

Canada is Nevada’s top market for agriculture exports
Over 60% of the Vegas Golden Knights’ hockey team is made up of Canadian players.

Nevada
EXPORTS $1.2 BILLION in goods to Canada annually

TOP NEVADA GOODS EXPORTS TO CANADA
- Toys, games, sporting & recreation equipment...$290 million
- Telephones & AV recording equipment......$59 million
- Plastics & plastic articles.....................$43 million
- Ores, slag & ash.....................................$43 million
- Pasta, breads & cereal preparations......$34 million
- Paints, pigments, varnishes, dyestuffs & inks...$32 million
- Copper & copper articles......................$31 million
- Inorganic chemicals.............................$29 million
- Optical, medical & precision instruments...$24 million
- Iron & steel tubes, pipes & sheets...........$23 million
- Precious metals....................................$17 million
- Aircraft.................................................$16 million
- Furniture & bedding.........................$15 million
- Electric motors & generators..............$15 million
- Computers..............................................$14 million

Exports by industry
- Agriculture (5%)
- Chemicals (6%)
- Equipment & machinery (38%)
- Minerals & metals (15%)
- Plastics & rubbers (4%)
- Transportation (3%)
- Other (29%)

Nevada
IMPORTS $928 MILLION in goods from Canada annually

TOP NEVADA GOODS IMPORTS FROM CANADA
- Toys, games, sporting & recreation equipment...$90 million
- Telephones & AV recording equipment......$48 million
- Plastics & plastic articles.....................$35 million
- Ores, slag & ash.....................................$26 million
- Pasta, breads & cereal preparations......$21 million
- Paints, pigments, varnishes, dyestuffs & inks...$20 million
- Copper & copper articles......................$18 million
- Inorganic chemicals.............................$18 million
- Optical, medical & precision instruments...$17 million
- Iron & steel tubes, pipes & sheets...........$16 million
- Precious metals....................................$15 million
- Aircraft.................................................$13 million
- Furniture & bedding.........................$13 million
- Electric motors & generators..............$13 million
- Computers..............................................$13 million

Imports by industry
- Agriculture (8%)
- Chemicals (7%)
- Energy (4%)
- Equipment & machinery (17%)
- Forest products (12%)
- Minerals & metals (22%)
- Plastics & rubbers (12%)
- Transportation (5%)
- Other (13%)

Nevada
EXPORTS $906 MILLION in services to Canada annually

TOP NEVADA SERVICES EXPORTS TO CANADA
Travel.........................................................$630 million
Transportation services............................$120 million
Business, professional & technical services........$66 million
Royalties...................................................$34 million
Financial services.....................................$33 million

Travel $630 million
Transportation services $120 million
Business, professional & technical services $66 million
Royalties $34 million
Financial services $33 million
Stantec Inc. is a global design and delivery firm headquartered in Edmonton, Alberta. Stantec’s offices in Portland have supported the community for more than a century. Today, local team members work on wind and solar farms; design dam and hydropower projects; collaborate on important buildings projects; provide water, wastewater and wet infrastructure planning, design, and construction; and support local community efforts to prepare sites for reuse. Stantec recently expanded its footprint in the Pacific Northwest by consolidating Portland-area employees from three area offices into one landmark location.
Stantec was also recently awarded a contract to serve as Owner Representative to assist the City of Grants Pass, Oregon in delivering high-quality drinking water. Stantec will assist the City over the next four to five years in determining the capacity, technology, location, and delivery method for a new water treatment plant to serve the community’s 38,000 plus people.

Investing in Oregon

There are over 130 Canadian-owned companies operating in Oregon. These companies account for nearly 6,000 jobs throughout the state and contribute $303 million in salaries. These Canadian companies and their employees are major contributors to Oregon’s economy. The Canada–Oregon trade and investment relationship supports jobs and contributes to economic prosperity.

Oregon

**EXPORTS $3.2 BILLION**
in goods to Canada annually

**TOP OREGON GOODS EXPORTS TO CANADA**
- Tractors .............................................. $666 million
- Trucks................................................... $283 million
- Wood & semi-finished wood products ... $175 million
- Iron & steel alloys & semi-finished products .... $118 million
- Optical, medical & precision instruments .... $102 million
- Plastics & plastic articles ..................... $89 million
- Fuel oil................................................ $72 million
- Stone & cement products, abrasives ...... $70 million
- Paper & paperboard ......................... $62 million
- Computers........................................... $60 million
- Glass & glassware .............................. $57 million
- Aircraft.............................................. $56 million
- Medicine, in dosage ............................ $56 million
- Rubber & rubber articles .................... $54 million
- Prepared vegetables ............................ $52 million

**Exports by industry**
- Agriculture (12%)
- Chemicals (4%)
- Equipment & machinery (16%)
- Forest products (9%)
- Minerals & metals (13%)
- Plastics & rubbers (4%)
- Transportation (36%)
- Other (6%)

**TOP OREGON GOODS IMPORTS FROM CANADA**
- Fertilizers ............................................ $759 million
- Wood & semi-finished wood products .... $367 million
- Plastics & plastic articles .................... $110 million
- Softwood lumber ................................ $95 million
- Crude petroleum .................................. $79 million
- Pasta, breads & cereal preparations ....... $74 million
- Aircraft ............................................... $63 million
- Fuel oil ............................................... $57 million
- Iron & steel alloys & semi-finished products .... $52 million
- Agricultural machinery ..................... $51 million
- Animal or vegetable fats, oils & waxes ... $50 million
- Cereals ............................................. $49 million
- Electricity ......................................... $45 million
- Vegetables ....................................... $45 million
- Paper & paperboard ......................... $44 million

**Imports by industry**
- Agriculture (14%)
- Chemicals (28%)
- Energy (8%)
- Equipment & machinery (10%)
- Forest products (18%)
- Minerals & metals (6%)
- Plastics & rubbers (4%)
- Transportation (7%)
- Other (5%)

Oregon

**EXPORTS $575 MILLION**
in services to Canada annually

**TOP OREGON SERVICES EXPORTS TO CANADA**
- Travel .................................................. $195 million
- Royalties ............................................ $167 million
- Business, professional & technical services .................. $91 million
- Transportation services.............................. $65 million
- Equipment installation, maintenance & repair ...... $23 million

Canada’s JELD-WEN, a window & door manufacturer, employs 1,679 Oregonians

Canada sells more to Oregon than it sells to India
In the integrated North American marketplace, businesses have unique advantages when it comes to opening new doors across the border. Thanks to streamlined trade relations and border cooperation between Canada and the U.S., companies looking to expand and entrepreneurs that wish to franchise are able to make those dreams possible with less red tape and time. One such success story is YESCO, a Utah-based company specializing in custom sign design, manufacturing, installation and repair. Already having conquered the United States from Times Square to the Las Vegas Strip, YESCO is actively expanding into Canada, with six locations open now and a bright future ahead.

May 2019

### Building for the Long Term

**IBI Group** is a globally integrated architecture, planning, engineering, and technology firm headquartered in Toronto with more than 2,600 employees and 75 offices worldwide. The company is proud to host offices in both Park City and Salt Lake City, where the company is known for its work on a downtown transit hub, which serves as a busy exchange depot for commuter rail, light rail transit, bus rapid transit, taxis, and pedestrians. IBI also notably served as the lead architect for one of the region's premier resort hotels—the 11-story, five-star St. Regis Deer Valley.

### A Deeper Dive into Trade

A microcosm of the broader United States-Canada relationship, Canada and Utah "build things together" thanks to a dynamic trading relationship in metals, cement and other infrastructure products. Exports to Canada such as copper ($66 million), iron and steel ($82 million), and cement and concrete ($12.5 million) are balanced by the $480+ million in aluminum products and precious metals imported back to the Beehive State. Canadian firms with operations in Utah—such as Rocky Mountain Fabrication (300 Utah employees) and construction firm Stantec (65 employees)—rely upon this reciprocal trade to stimulate local growth and keep the Utah economy strong.

### Utah

#### EXPORTS $1.8 BILLION in goods to Canada annually

<table>
<thead>
<tr>
<th>TOP UTAH GOODS EXPORTS TO CANADA</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Precious metals</td>
<td>$433 million</td>
</tr>
<tr>
<td>Copper &amp; copper articles</td>
<td>$119 million</td>
</tr>
<tr>
<td>Perfumes, essential oils &amp; toiletries</td>
<td>$89 million</td>
</tr>
<tr>
<td>Motor vehicle parts</td>
<td>$79 million</td>
</tr>
<tr>
<td>Optical, medical &amp; precision instruments</td>
<td>$62 million</td>
</tr>
<tr>
<td>Furniture &amp; bedding</td>
<td>$52 million</td>
</tr>
<tr>
<td>Plastics &amp; plastic articles</td>
<td>$51 million</td>
</tr>
<tr>
<td>Explosives &amp; pyrotechnics</td>
<td>$51 million</td>
</tr>
<tr>
<td>Iron &amp; steel tubes, pipes &amp; sheets</td>
<td>$47 million</td>
</tr>
<tr>
<td>Iron &amp; steel alloys &amp; semi-finished products</td>
<td>$39 million</td>
</tr>
<tr>
<td>Aircraft</td>
<td>$27 million</td>
</tr>
<tr>
<td>Fertilizers</td>
<td>$27 million</td>
</tr>
<tr>
<td>Base metal tools &amp; cutlery</td>
<td>$23 million</td>
</tr>
<tr>
<td>Salt, sulfur, earth &amp; stone, lime &amp; cement</td>
<td>$22 million</td>
</tr>
<tr>
<td>Telephones &amp; AV recording equipment</td>
<td>$22 million</td>
</tr>
</tbody>
</table>

#### Utah

#### IMPORTS $1.9 BILLION in goods from Canada annually

<table>
<thead>
<tr>
<th>TOP UTAH GOODS IMPORTS FROM CANADA</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aircraft</td>
<td>$131 million</td>
</tr>
<tr>
<td>Wood &amp; semi-finished wood products</td>
<td>$115 million</td>
</tr>
<tr>
<td>Live animals</td>
<td>$95 million</td>
</tr>
<tr>
<td>Plastics &amp; plastic articles</td>
<td>$86 million</td>
</tr>
<tr>
<td>Organic chemicals</td>
<td>$78 million</td>
</tr>
<tr>
<td>Softwood lumber</td>
<td>$46 million</td>
</tr>
<tr>
<td>Furniture &amp; bedding</td>
<td>$45 million</td>
</tr>
<tr>
<td>Pasta, breads &amp; cereal preparations</td>
<td>$39 million</td>
</tr>
<tr>
<td>Meat, fish &amp; seafood preparations</td>
<td>$37 million</td>
</tr>
<tr>
<td>Optical, medical &amp; precision instruments</td>
<td>$35 million</td>
</tr>
<tr>
<td>Cocoa &amp; chocolate</td>
<td>$31 million</td>
</tr>
<tr>
<td>Iron &amp; steel tubes, pipes &amp; sheets</td>
<td>$30 million</td>
</tr>
<tr>
<td>Perfumes, essential oils &amp; toiletries</td>
<td>$28 million</td>
</tr>
<tr>
<td>Aluminum &amp; aluminum articles</td>
<td>$27 million</td>
</tr>
<tr>
<td>Sugars</td>
<td>$26 million</td>
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</tbody>
</table>

### TOP UTAH SERVICES EXPORTS TO CANADA

<table>
<thead>
<tr>
<th>TOP UTAH SERVICES EXPORTS TO CANADA</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Travel</td>
<td>$126 million</td>
</tr>
<tr>
<td>Transportation services</td>
<td>$92 million</td>
</tr>
<tr>
<td>Financial services</td>
<td>$80 million</td>
</tr>
<tr>
<td>Royalties</td>
<td>$79 million</td>
</tr>
<tr>
<td>Business, professional &amp; technical services</td>
<td>$71 million</td>
</tr>
</tbody>
</table>

### Canada is the United States’ #1 export market

Canada sells more to Utah than it sells to Norway.
In late 2017, 47 organizations in the Pacific Northwest convened in Seattle to sign a cross-border innovation MOU establishing the Cascadia Venture Acceleration Network (CVAN), a partnership of incubators, accelerators, universities, investors and industry associations that have pledged to work collaboratively in support of entrepreneurs and researchers across the Cascadia Innovation Corridor (British Columbia, Washington State and Oregon). CVAN will initially focus on the Life Sciences, Information Technology, and CleanTech industries, then expand to other sectors.

May 2019

Unless otherwise mentioned, all figures are based on 2018 data in U.S. dollars.
U.S. Census Bureau: goods trade, Canada’s export ranking (3/2019 release).

iStock Photo: Investing in Washington. Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.
There are 19 Washington-based CVAN members, which include organizations such as the CleanTech Alliance, Voyager Capital, University of Washington (Co-Motion Labs), Allen Institute for Artificial Intelligence, SURF Incubator, and the Washington Technology Industry Associations. Startups and researchers looking to commercialize their technologies now have access to a wider pool of resources within the Cascadia Region.

**Investing in Washington**

There are over 400 Canadian-owned companies operating in the state of Washington. These companies account for over 26,000 jobs throughout the state and contribute $1.5 billion in salaries. These Canadian companies and their employees are major contributors to Washington’s economy. The Canada–Washington trade and investment relationship supports jobs and contributes to economic prosperity.

**Washington EXports $9.1 Billion in goods to Canada annually**

**TOP Washington Goods Exports to Canada**

- Aircraft.................................$2.1 billion
- Fuel oil....................................$870 million
- Fruits & nuts............................$396 million
- Paper & paperboard..................$331 million
- Toys, games, sporting & recreation equipment...$291 million
- Plastics & plastic articles...........$247 million
- Aluminum & aluminum articles.....$240 million
- Telephones & AV recording equipment...$216 million
- Fish & crustaceans...................$201 million
- Wood & semi-finished wood products...$170 million
- Computers..............................$168 million
- Furniture & bedding...................$150 million
- Optical, medical & precision instruments...$144 million
- Vegetables.............................$140 million
- Tractors.................................$139 million

**Exports by industry**

- Agriculture (15%)
- Chemicals (3%)
- Energy (10%)
- Equipment & machinery (18%)
- Forest products (7%)
- Minerals & metals (9%)
- Plastics & rubbers (3%)
- Transportation (28%)
- Other (7%)

**Washington Imports $13.6 Billion in goods from Canada annually**

**TOP Washington Goods Imports from Canada**

- Crude petroleum..........................$3.6 billion
- Natural gas & other gases..............$2.5 billion
- Wood & semi-finished wood products...$482 million
- Softwood lumber..........................$463 million
- Aircraft parts.............................$391 million
- Live animals............................$320 million
- Animal or vegetable fats, oils & waxes...$278 million
- Fuel oil...................................$245 million
- Aluminum & aluminum articles.......$242 million
- Plastics & plastic articles.............$242 million
- Iron & steel alloys & semi-finished products...$185 million
- Optical, medical & precision instruments...$154 million
- Iron & steel tubes, pipes & sheets.....$148 million
- Furniture & bedding.....................$144 million
- Vegetables.............................$140 million

**Exports by industry**

- Agriculture (12%)
- Chemicals (3%)
- Energy (48%)
- Equipment & machinery (5%)
- Forest products (8%)
- Minerals & metals (7%)
- Plastics & rubbers (3%)
- Transportation (4%)
- Other (13%)

**Washington EXports $1.7 Billion in services to Canada annually**

**TOP Washington Services Exports to Canada**

- Royalties.........................$640 million
- Travel......................$431 million
- Transportation services...$225 million
- Business, professional & technical services...$183 million
- Telecommunications...........$154 million

**Canada’s Waste Connections employs 15,000 Washingtonians**

Canada sells more to Washington than it sells to the U.K.
Inspiring Innovation

The Integrated Test Center, a cutting-edge carbon research facility in Gillette, WY is now serving as one of two final testing locations for the NRG COSIA Carbon XPRIZE — a $20 million global competition to address CO₂ emissions from fossil fuels. Co-sponsored by NRG and Canada’s Oil Sands Innovation Alliance (COSIA), the Carbon XPRIZE challenges teams from to develop technology that converts CO₂ emissions from power plants and industrial facilities into valuable products like building materials, alternative fuels and other everyday items.

May 2019

Unless otherwise mentioned, all figures are based on 2018 data in U.S. dollars.
Power & Presence

Calgary-based TransAlta Renewables, Canada’s largest wind operator, has wholly-owned Wyoming Wind since 2013. Located in the gusty southwestern part of the state, the 144MW facility is TransAlta’s first wind project in the U.S, though the company has had a presence in the United States for nearly 20 years. TransAlta owns five U.S. plants — with a sixth opening in 2019 — that can produce more than 1,500 MW of reliable energy from coal, hydro, solar and wind.

A Deeper Dive into Trade

Canada and Wyoming trade in sectors as wide ranging as chemicals to live animals, but nothing may be more important than the knowledge exchange “trade” happening every day. In addition to the important carbon capture research happening at the Integrated Test Center, Wyoming and Canada lean on one another for the free flow of ideas and expertise. The Southern Alberta Institute of Technology and the University of Wyoming operate a joint engineering degree program to train the next generation of energy leaders. These areas of partnership hold the potential to generate billions in the future as the research produces new technologies and develops human talent that will benefit the world.

Wyoming EXPORTS $234 MILLION in goods to Canada annually

Exports by industry
- Chemicals (34%)
- Equipment & machinery (21%)
- Minerals & metals (22%)
- Transportation (17%)
- Other (6%)

TOP WYOMING GOODS EXPORTS TO CANADA
- Inorganic chemicals ........................................... $53 million
- Motor vehicle parts ........................................... $35 million
- Salt, sulfur, earth & stone, lime & cement ........ $27 million
- Fertilizers ......................................................... $21 million
- Stone & cement products, abrasives ................ $15 million
- Hoists, derricks & lifting equipment ................. $10 million
- Iron & steel tubes, pipes & sheets ...................... $8 million
- Engines & turbines ........................................... $5 million
- Plastics & plastic articles .................................. $2 million
- Optical, medical & precision instruments .......... $2 million
- Compressors & pumps ...................................... $2 million
- Vegetables ....................................................... $2 million
- Electric motors & generators ............................ $1 million
- Fuel oil .............................................................. $1 million
- Firearms & ammunition ................................... $1 million

Wyoming IMPORTS $731 MILLION in goods from Canada annually

Imports by industry
- Chemicals (10%)
- Energy (60%)
- Equipment & machinery (13%)
- Minerals & metals (5%)
- Other (12%)

TOP WYOMING GOODS IMPORTS FROM CANADA
- Crude petroleum ............................................. $413 million
- Organic chemicals .......................................... $32 million
- Inorganic chemicals ......................................... $22 million
- Iron & steel tubes, pipes & sheets ...................... $21 million
- Compressors & pumps .................................... $19 million
- Fuel oil ......................................................... $17 million
- Fertilizers ....................................................... $13 million
- Natural gas & other gases ............................... $8 million
- Plastics & plastic articles ................................. $7 million
- Pasta, breads & cereal preparations .................. $6 million
- Engines & turbines ......................................... $6 million
- Salt, sulfur, earth & stone, lime & cement ...... $6 million
- Optical, medical & precision instruments ......... $5 million
- Iron & steel alloys & semi-finished products ...... $5 million
- Furniture & bedding ....................................... $5 million

A student at the University of Wyoming’s Energy Land & Water Management program

Canada is Wyoming’s #1 export market

Canada sells more to Wyoming than it sells to Finland

Wyoming EXPORTS $63 MILLION in services to Canada annually

TOP WYOMING SERVICES EXPORTS TO CANADA
- Travel ............................................................. $30 million
- Transportation services .................................. $17 million
- Business, professional & technical services ....... $7 million
- Equipment installation, maintenance & repair ... $5 million
- Royalties ......................................................... $3 million

TOP WYOMING GOODS IMPORTS FROM CANADA
- Furniture & bedding ....................................... $5 million
- Iron & steel alloys & semi-finished products ...... $5 million
- Optical, medical & precision instruments ......... $5 million
- Salt, sulfur, earth & stone, lime & cement ...... $6 million
- Engines & turbines ......................................... $6 million
- Pasta, breads & cereal preparations .................. $6 million
- Natural gas & other gases ............................... $8 million
- Plastics & plastic articles ................................. $7 million
- Optical, medical & precision instruments ......... $5 million
- Iron & steel alloys & semi-finished products ...... $5 million
- Fuel oil ......................................................... $17 million
- Fertilizers ....................................................... $13 million
- Natural gas & other gases ............................... $8 million
- Plastics & plastic articles ................................. $7 million
- Pasta, breads & cereal preparations .................. $6 million
- Engines & turbines ......................................... $6 million
- Salt, sulfur, earth & stone, lime & cement ...... $6 million
- Optical, medical & precision instruments ......... $5 million
- Iron & steel alloys & semi-finished products ...... $5 million
- Furniture & bedding ....................................... $5 million

Canada sells more to Wyoming than it sells to Finland