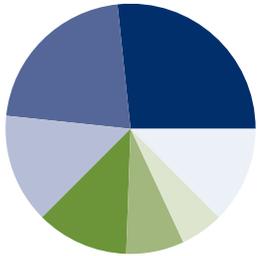


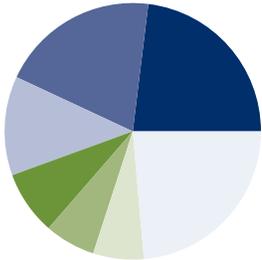
Florida exports \$4.5 billion to Canada



Exports by industry

- Equipment & machinery (27%)
- Agriculture (21%)
- Chemicals (14%)
- Transportation (12%)
- Minerals & metals (7%)
- Energy (6%)
- Other (12%)

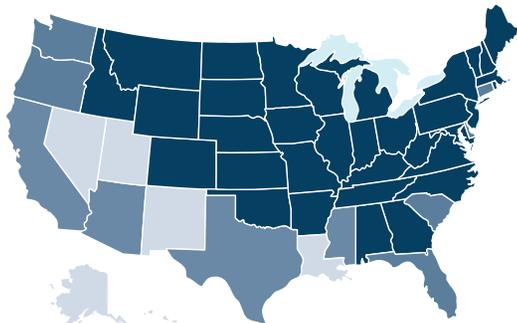
Florida imports \$4.2 billion from Canada



Imports by industry

- Energy (23%)
- Equipment & machinery (20%)
- Agriculture (12%)
- Transportation (8%)
- Forest products (6%)
- Chemicals (6%)
- Other (23%)

Canada is the #1 customer for 34 states



- Canada is the state's #1 export market
- Canada is the state's #2 export market

U.S.–Canada: working together

- More than 8 million U.S. jobs depend on trade and investment with Canada
- Canada is the #1 customer for 34 states
- Canada–U.S. goods and services trade: \$734 billion
- Canada is the United States' largest and most secure supplier of oil, natural gas, electricity and a leading supplier of uranium
- 400,000 people cross the Canada–U.S. border daily

For more information on Florida's trade relationship with Canada, please contact:

Consulate General of Canada
200 South Biscayne Blvd., Suite 1600
Miami, FL 33131
Phone: (305) 579-1600
Fax: (305) 374-6774
www.miami.gc.ca

FLORIDA

- 535,600 Florida jobs depend on trade with Canada
- 27,600 Floridians are employed by Canadian-owned businesses
- Total Canada–Florida goods trade: \$8.7 billion
- Nearly 200 Canadian companies employ Floridians in the state



(photo: ARA/NRC)

Biofuels partnership takes off

In October 2012, the world's first civilian jet powered entirely by biofuel flew over the skies of Montreal and Ottawa, marking a triumphant success for this innovative, six-year public-private partnership project between Florida's **Applied Research Associates** in Panama City, Canada's **Agrisoma Biosciences** and the Canadian National Research Council. *Popular Science* called the flight one of the year's most important science events, and *Biofuels Digest* presented its 2012 Best New Fuel award to this initiative.

Stewardship in the oil sands

DeTect Inc., based in Panama City, manufactures bird radar systems for airports and military facilities, NASA, Canadian oil sands firms, wind farms and researchers. The Canadian Association of Petroleum Producers (CAPP) in

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April 2014

Unless otherwise mentioned, all trade figures are based on 2013 data in U.S. dollars (US\$1.00=C\$0.9996). **Statistics Canada:** tourism, based on combined same-day and overnight travel (5/2013 release). **U.S. Census Bureau:** trade, Canada's export ranking (2/2014 release). **U.S. Bureau of Economic Analysis:** goods and services trade (3/2014 release). Services trade data not available at a sub-national level. Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

Canada

2012 presented a Responsible Canadian Energy Award to CNRL for use of DeTect's technology based on its proven record of successfully protecting birds at oil sands facilities in northern Alberta. CAPP noted that the MERLIN system installed has been over 97.5% effective in deterring birds approaching oil-contaminated tailings ponds with zero bird mortality in 2010 and 2011. DeTect also purchases major components from Canadian suppliers — antennas from Sinclair Technologies Inc. of Aurora, ON and radars from Rutter Inc. of St. Johns, NL. Sinclair's antennas will be used in NASA's new DeTect mesospheric wind profiler that will be installed in 2014 and provide critical space vehicle launch support. In April 2013, Governor Scott of Florida presented DeTect's President Ron Merritt a Governor's Business Ambassador Award in recognition of DeTect's contribution to the US export economy. Over 65% of DeTect's US manufactured radar systems are exported with

over 200 systems delivered to Canada, the United Kingdom, Europe, the Middle East, Africa and Asia since 2003.

Technology markets disruptors

Rokk3r Labs — founded by innovative thinkers and doers from Canada and Colombia — has created a grass-roots entrepreneurial movement to grow the startup ecosystem in Miami. From five partners to a team of over 30, and 27 companies in its portfolio, Rokk3r Labs works with entrepreneurs to design, build, fund, grow, launch, manage and support their companies. Rokk3r Labs matches its ability to launch innovative companies with a commitment to nurturing the next generation of innovators through co-op programs with top universities, including Harvard, FIU, MIT and University of Waterloo.

Cross border trade sustains our global competitiveness



The United States and Canada benefit from the world's largest trading relationship. Deeply integrated supply chains connect trade partners on either side of the border in industries such as automotive manufacturing, aerospace and construction machinery. These supply chains support hundreds of thousands of jobs and strengthen local communities throughout our two countries. With \$27.8 billion in two-way trade, motor vehicle parts is the largest U.S.–Canada supply chain network, supporting jobs in multiple states across the country.

About 30% of total U.S.–Canada trade by truck — more than \$100 billion worth — crosses the Windsor–Detroit international trade corridor. In April 2013, the U.S. State Department issued a Presidential Permit for the construction of a new bridge linking Detroit and Windsor. The New International Trade Crossing will facilitate the movement of people and goods, reduce delays and the significant costs associated with them. It will create thousands of construction jobs and long-term employment opportunities on both sides of the border. This new bridge will promote efficiencies in the just-in-time inventory systems of automotive and other supply chains operating across the border. These integrated supply chains enhance productivity and increase our global competitiveness.

Florida facts (2013 trade data, 2012 tourism data)

Foreign export markets

% foreign-bound goods sold to Canada.....7%

Goods trade

Florida exports to Canada.....\$4.5 billion
 Florida imports from Canada.....\$4.2 billion
 Bilateral trade.....\$8.7 billion

Top exports to Canada

Fertilizers.....\$351 million
 Optical, medical & precision instruments.....\$265 million
 Fruits & nuts.....\$260 million
 Aircraft.....\$254 million
 Vegetables.....\$241 million
 Crude petroleum.....\$219 million
 Iron & steel tubes, pipes & sheets.....\$196 million
 Electric motors & generators.....\$160 million
 Fish & crustaceans.....\$135 million
 Medicine, in dosage.....\$123 million
 Engines & turbines.....\$110 million
 Plastics & plastic articles.....\$97 million
 Automobiles.....\$96 million

Jobs*

jobs that depend on trade with Canada.....535,600
 # employed by Canadian-owned businesses.....27,600
 * Job numbers are from a 2012 study commissioned by the Government of Canada, based on 2010 data

Tourism

Florida visits by Canadians.....3,908,300
\$4.4 billion spent
 Florida visits to Canada.....460,800
\$302 million spent

Top imports from Canada

Fuel oil.....\$1.0 billion
 Engines & turbines.....\$191 million
 Furniture & bedding.....\$173 million
 Optical, medical & precision instruments.....\$167 million
 Softwood lumber.....\$118 million
 Aircraft parts.....\$110 million
 Plastics & plastic articles.....\$110 million
 Pasta, breads & cereal preparations.....\$98 million
 Aircraft.....\$94 million
 Paper & paperboard.....\$89 million
 Fertilizers.....\$84 million
 Medicine, in dosage.....\$78 million
 Fish & crustaceans.....\$68 million