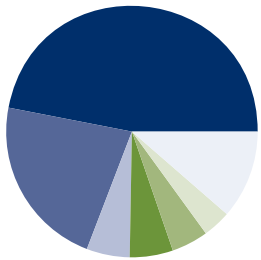
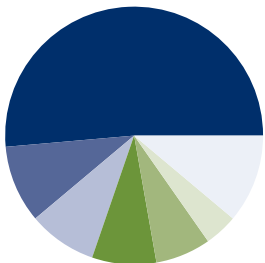


California exports \$17.2 billion to Canada



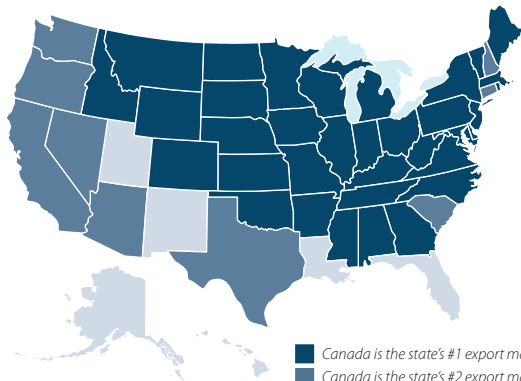
- Equipment & machinery (47%)
- Agriculture (22%)
- Transportation (6%)
- Minerals & metals (6%)
- Energy (5%)
- Chemicals (4%)
- Other (11%)

California imports \$20.5 billion from Canada



- Transportation (52%)
 - Agriculture (10%)
 - Energy (9%)
 - Equipment & machinery (8%)
 - Chemicals (7%)
 - Forest products (4%)
 - Other (11%)
- * This excludes a multi-billion dollar trade in natural gas

Canada is the top export destination for 35 states



U.S.–Canada: working together

- More than 8 million U.S. jobs depend on trade and investment with Canada
- Canada is the top export destination for 35 states
- Canada–U.S. goods and services trade: \$689 billion
 - Canada–U.S. goods trade: \$597 billion
- Canada is the United States' largest and most secure supplier of energy: oil, natural gas, electricity and nuclear fuel
- 400,000 people cross the Canada–U.S. border daily

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

Consulate General of Canada

580 California Street, 14th Floor
San Francisco, CA 94104
Phone: (415) 834-3180
Fax: (415) 834-3189
sfran-td@international.gc.ca
www.sanfrancisco.gc.ca

Consulate of Canada

245 Lytton Avenue, 3rd Floor
Palo Alto, CA 94301
Phone: (650) 543-8800
Fax: (650) 543-8844
palto@international.gc.ca

NORTHERN CALIFORNIA

- 1,121,300 California jobs depend on trade with Canada
- 37,300 Californians are employed by Canadian-owned businesses
- Total Canada–California goods trade: \$37.7 billion



At the official ribbon cutting ceremony to mark the opening of Life Sciences CTA at UCSF in February 2012: Dr. Regis Kelly, Director of QB3; Consul General Cassie Doyle; Ambassador Gary Doer; and San Francisco Mayor Ed Lee

The Canadian Technology Accelerator Program is a win-win for Canada and the Bay Area

With a vibrant entrepreneurial culture, the San Francisco Bay Area is one of the best places in the world to start a new company. The Consulate General of Canada, San Francisco | Silicon Valley has sought to leverage the economic engine of California to help build the companies of tomorrow and create cross-border jobs and economic growth by establishing the **Canadian Technology Accelerator** (CTA) program to assist promising technology companies to access the unique market hub and grow their business globally. The CTA has four locations around the Bay Area co-located in existing business incubators with a focus on ICT, digital and social media and gaming, cleantech, and life sciences.

A number of CTA companies have established a presence in the Bay Area and are actively hiring local talents to help grow their businesses: **Top Hat Monocle** from Toronto has developed an

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August 2012

Unless otherwise mentioned, all figures are based on 2011 data in U.S. dollars (US\$1.00=C\$0.9891). **Statistics Canada:** tourism, based on combined same-day and overnight travel (5/2012 release); goods & services trade (2/2012 release). **World Institute for Strategic Economic Research (WISER):** Canada's export ranking (2/2012 release). **U.S. Census Bureau:** trade (2/2012 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 

education software for mobile devices to measurably improve student attendance and comprehension; **Achievers** is a social, employee-recognition software company from Toronto, and **Kinek** is a New Brunswick-based package delivery networking service where customers can have packages delivered securely, including in the Bay Area. These and other CTA companies are prime examples of how cross-border cooperation and innovation can produce winning outcomes for both Canada and the Bay Area.

Bombardier to build BART's "fleet of the future" in the U.S.

Canada-based **Bombardier** was recently selected by the Bay Area Rapid Transit District (BART) to supply 410 new metro cars for its "Fleet of the Future" project. The contract is valued at approx. \$897 million U.S. and includes options for 365 additional cars.

Reflecting the spirit of North American cooperation, Bombardier has committed to exceed the federally-mandated 60% U.S. content

requirement for this project, and will assemble the cars at its Plattsburgh, NY plant, helping to create American jobs and support local economic growth.

The cars will offer a range of new features aimed at providing BART and its passengers with rapid, reliable, comfortable, and cost-effective urban transport. Ten pilot cars are scheduled to be delivered in 2015. The delivery of the remaining production series cars is expected to follow between 2017 and 2020.

Bombardier is the world's only supplier of both trains and planes, and a global leader in rail technology. It has a history of investment and success in the U.S., and last year spent more than \$2.7 billion with suppliers across the country. Over the past five years, Bombardier has invested more than \$1.3 billion in its U.S. operations. In addition to the BART project, Bombardier's current U.S. rail orders include metro cars for Chicago and New York, commuter rail cars for Florida, Maryland, and New Jersey, and an automated people mover system for Phoenix Sky Harbor International Airport.

Perimeter Security and Economic Competitiveness



Prime Minister Stephen Harper and President Barack Obama announce action plans for perimeter security and economic competitiveness and regulatory cooperation

On December 7, 2011, Prime Minister Harper and President Obama announced two action plans designed to accelerate the legitimate flows of trade and travel, improve security in North America and align regulatory approaches between Canada and the United States.

The Action Plan for Perimeter Security and Economic Competitiveness builds on existing initiatives between the two nations to accelerate the flows of trade and people across the border. This partnership focuses on five key areas: addressing threats early, trade facilitation, economic growth and jobs, integrating cross-border law enforcement and improving critical infrastructure and cyber-security.

The Action Plan on Regulatory Cooperation is a set of 29 initiatives that will help reduce trade barriers, lower costs for consumers and businesses, as well as create economic opportunities on both sides of the border without compromising health, safety or environmental protection standards.

California-Canada facts (2011 data)

Foreign export markets

% foreign-bound goods sold to Canada..... 11%

Goods trade

California exports to Canada..... \$17.2 billion
 California imports from Canada..... \$20.5 billion
 Bilateral trade..... \$37.7 billion

Top exports

Computers..... \$1.7 billion
 Telephones & AV recording equipment..... \$1.7 billion
 Fruits & nuts..... \$1.6 billion
 Optical, medical & precision instruments..... \$1.0 billion
 Vegetables..... \$872 million
 Fuel oil..... \$742 million
 Paper & printing machinery..... \$544 million
 Televisions & parts..... \$424 million
 Beverages & alcohol..... \$417 million
 Telecommunications parts..... \$402 million
 Clothing..... \$347 million
 Aircraft..... \$333 million
 Office machines & parts..... \$299 million

Jobs*

jobs that depend on trade with Canada..... 1,121,300
 # employed by Canadian-owned businesses..... 37,300
 * Job numbers from trade (2010 data) and Canadian-owned businesses (2009 data) are from a 2012 study commissioned by the Government of Canada

Tourism

California visits by Canadians..... 1,740,300
 \$1.4 billion spent
 California visits to Canada..... 1,046,000
 \$675 million spent

Top imports

Automobiles..... \$10.3 billion
 Crude petroleum..... \$912 million
 Medicine, in dosage..... \$669 million
 Plastics & plastic articles..... \$518 million
 Fuel oil..... \$483 million
 Paper & paperboard..... \$389 million
 Organic chemicals..... \$377 million
 Animal meats..... \$357 million
 Optical, medical & precision instruments..... \$302 million
 Animal feed & food industry residues..... \$290 million
 Fish & crustaceans..... \$271 million
 Furniture & bedding..... \$269 million
 Wood & semi-finished wood products..... \$266 million