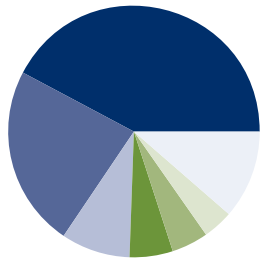


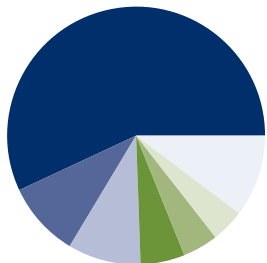
California exports \$18.8 billion to Canada



Exports by industry

- Equipment & machinery (42%)
- Agriculture (23%)
- Transportation (9%)
- Minerals & metals (6%)
- Energy (4%)
- Chemicals (4%)
- Other (11%)

California imports \$26.3 billion from Canada

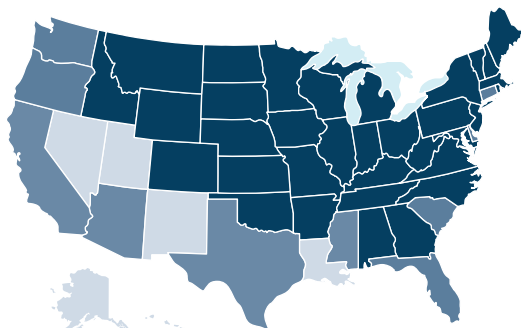


Imports by industry

- Transportation (57%)
- Energy (9%)
- Agriculture (9%)
- Equipment & machinery (6%)
- Chemicals (4%)
- Minerals & metals (4%)
- Other (10%)

* This excludes a multi-billion dollar trade in natural gas

34 states are Canada's #1 customer



■ 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
- ✦ 34 states are Canada's #1 customer
- ✦ Canada–U.S. goods trade: \$632 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

550 South Hope Street, 9th Floor
Los Angeles, CA 90071
Phone: (213) 346-2719
Fax: (213) 346-2767
Ingls-td@international.gc.ca
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SOUTHERN CALIFORNIA

- ✦ 1,121,300 California jobs depend on trade with Canada
- ✦ 41,200 Californians are employed by Canadian-owned businesses
- ✦ Total Canada–California goods trade: \$45.2 billion



Canadian technology upgrades LAX

Montreal's **Moment Factory**, a rapidly-growing multimedia firm, was commissioned to design and executive produce video content as well as multiple interactive capsules for seven media installations at LAX's Tom Bradley International Terminal. Moment Factory created four hours of immersive original video content focusing on iconic LA imagery, the passenger experience, and updated flight information for what is now the largest immersive multimedia system of any airport in the Americas. The installations will help welcome and inform the up to 4,500 travelers passing through the new Bradley Terminal each hour and raise its prestige amongst international air terminals.

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February 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). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

Canada

QuickPlay moves south

to San Diego

QuickPlay Media, based in Toronto, is a leading provider of managed service solutions for the distribution of premium video content to IP-connected devices. Used by the world's largest communications and media companies, its flagship OpenVideo platform provides a scalable solution to deliver live and on-demand content to any mobile device. The company has expanded to the U.S., UK and Asia, recently acquiring a 30,000 square-foot data and network operations center in San Diego to support its growing operations. The company's client base includes leading service providers such as AT&T, Bell, Blackberry, Rogers Communications, Samsung, SIRIUS XM Radio, TVB and Verizon.

Bringing advanced

California facts (2013 trade data, 2012 tourism data)

Foreign export markets

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

Goods trade

California exports to Canada..... \$18.8 billion
 California imports from Canada..... \$26.3 billion
 Bilateral trade..... \$45.2 billion

Top exports to Canada

Computers..... \$1.8 billion
 Fruits & nuts..... \$1.7 billion
 Telephones & AV recording equipment..... \$1.5 billion
 Aircraft..... \$1.1 billion
 Optical, medical & precision instruments..... \$1.0 billion
 Vegetables..... \$917 million
 Fuel oil..... \$786 million
 Paper & printing machinery..... \$573 million
 Beverages & alcohol..... \$525 million
 Televisions & parts..... \$409 million
 Prepared vegetables..... \$318 million
 Clothing..... \$317 million
 Plastics & plastic articles..... \$308 million

Jobs*

jobs that depend on trade with Canada..... 1,121,300
 # employed by Canadian-owned businesses..... 41,200
** Job numbers are from a 2012 study commissioned by the Government of Canada, based on 2010 data*

Tourism

California visits by Canadians..... 1,842,100
 \$1.5 billion spent
 California visits to Canada..... 955,900
 \$603 million spent

Top imports from Canada

Automobiles..... \$14.7 billion
 Crude petroleum..... \$1.5 billion
 Fuel oil..... \$584 million
 Plastics & plastic articles..... \$566 million
 Medicine, in dosage..... \$547 million
 Animal feed & food industry residues..... \$467 million
 Wood & semi-finished wood products..... \$382 million
 Paper & paperboard..... \$362 million
 Animal meats..... \$321 million
 Pasta, breads & cereal preparations..... \$281 million
 Furniture & bedding..... \$279 million
 Optical, medical & precision instruments..... \$272 million
 Fish & crustaceans..... \$267 million

manufacturing jobs to SoCal

Since locating its research and production facility in Southern California 20 years ago, expanding from its Calgary headquarters, precision component manufacturer **Omni-Lite Industries Canada** has invested approximately \$30 million in equipment and infrastructure. With 50 full-time employees and approximately 100 vendors, Omni-Lite's Cerritos operation has invested an additional \$20 million in the local economy to develop new products for the aerospace, specialty automotive and sports and recreational industries, servicing Fortune 500 firms such as Boeing, Airbus, Alcoa, Ford, Caterpillar, Borg Warner, Bosch, Nike and Adidas. Over this period, the company completed \$65 million in sales, with 30% being exports to Asia.

Where do you get all that energy?



- Canada is the United States' largest and most secure supplier of oil, natural gas, electricity and a leading supplier of uranium
- In 2009, Canada and the U.S. established the *Clean Energy Dialogue* to strengthen bilateral collaboration on clean energy technologies and seeks solutions for reducing greenhouse gas emissions
- 90% of Canada's energy exports go to the U.S.

Petroleum

- Canadian oil exports to the U.S. totaled \$72.5 billion
- Canada supplies nearly 23% of all U.S. crude oil imports

Electricity

- The U.S. and Canada share an integrated electricity grid and supply almost all of each other's electricity
- Canada exported almost \$2 billion worth of electricity to the U.S.
- Canada supplies approximately 1/4 of the uranium used in U.S. nuclear power plants, which provides over 5% of the total U.S. supply of electricity

Natural gas

- Canada supplies 12% of the natural gas consumed in the U.S.
- Canada exported \$10 billion in natural gas to the U.S.
- U.S.–Canada natural gas trade totaled \$13.4 billion



Sources: *Canada and the United States Energy Relations* (www.can-am.gc.ca/relations/energy-energie). Industry Canada. Statistics Canada, U.S. Census Bureau. U.S. Energy Information Administration, *Canada–U.S. Energy Relations* (January 2012)