

CALIFORNIA

- ✱ 931,900 jobs in the Golden State depend on the Canada-California trade relationship, which is valued at \$28.3 billion
- ✱ More than 8 million U.S. jobs depend on Canada-U.S. trade
- ✱ Total Canada-U.S. merchandise trade: \$392 billion
- ✱ Canada is the top export destination for 34 states
- ✱ 301 Canadian-owned companies employ 37,269 people in 1,469 locations in California

A close relationship

By some estimates, close to 1 million Canadians make their home in the Golden State. Canada is also a significant source of foreign investment in California, with 293 Canadian companies employing over 9,000 people in 1,427 locations across the state. Canada is California's second largest export market behind Mexico and ahead of China and India. The \$28.3 billion in bilateral trade supports more than 931,000 jobs in California. Canada is also California's largest source of tourism. In 2009, Canadians made more than 1,232,000 visits to California, spending \$1 billion.



Recently, the CCSIP announced bilateral projects, including implementing clean energy solutions.

in excess of \$50 million. Celestica has two branches in San Jose and Fontana, California employing 450 staff providing services in semiconductor and related devices, and electrical equipment and supplies business.

Celestica's global network connects Canada and California

Toronto-based multinational Celestica Inc., offers electronics manufacturing services and solutions to original equipment manufacturers across many industries. Its products are found in smart phones; networking, wireless and telecommunications equipment; storage devices; healthcare products; aerospace and defense electronics, such as in-flight entertainment and guidance systems; audiovisual equipment, printers and related supplies; peripherals; gaming products, and a range of industrial and green technology electronic equipment to name just a few.

With over 38,000 employees around the world California is a key location in Celestica's global manufacturing and supply chain network, generating sales

Partners in innovation

The power of innovation is harnessed by the Canada-California Strategic Innovation Partnership (CCSIP), a catalyst for collaborative research and development between California, one of the most dynamic innovation engines in the world, and Canada, a leader in university research and investment. CCSIP brings together 23 Canadian universities, eight campuses of the University of California, and more than 49 companies, labs and agencies. Canada and California recently announced 15 projects supported by over \$1 million in new seed funding for commercially relevant research.

November 2010

California-Canada facts

Foreign export markets

% foreign-bound goods
sold to Canada..... 12%

Jobs

931,900 jobs in California
depend on trade with Canada

Top Canadian-owned businesses in California

Crop Production
Services Inc..... 2,415 employees
American Medical
Response..... 1,752 employees
Circle K Stores..... 1,476 employees
World Color LLC..... 917 employees
Stantec Consulting Inc..... 667 employees

Merchandise trade

CA exports to Canada..... \$10.4 billion
CA imports from Canada..... \$17.9 billion
Bilateral trade..... \$28.3 billion

Top exports

Computers..... \$856 million
Aircraft parts, except engines.... \$282 million
Trucks..... \$242 million
Medical, ophthalmic &
orthopaedic supplies..... \$242 million
Motor vehicle parts,
except engines..... \$227 million
Medical & related equipment.... \$190 million
Automobiles..... \$184 million
Fresh grapes..... \$165 million
Nuts, except oil nuts..... \$164 million
Medicine, in dosage..... \$146 million

Top imports

Automobiles..... \$7.6 billion
Medicine, in dosage..... \$2.7 billion
Crude petroleum..... \$701 million
Organic chemicals..... \$347 million
Meat..... \$251 million
Office machines & equipment... \$221 million
Containers..... \$200 million
Cereals..... \$184 million
Synthetic rubber & plastics..... \$184 million
Petroleum & coal products..... \$182 million

Tourism account

Canadian visits to California..... 1,232,500
\$ spent..... \$1 billion
Californian visits to Canada..... 762,500
\$ spent..... \$475 million

United States–Canada: working together to create jobs

The United States and Canada share a deep and unique relationship, which supports our mutual prosperity and millions of jobs in both countries. Building on our strong economic partnership, we continue to find new and innovative ways to stimulate our highly integrated economies, thereby ensuring the long-term competitiveness of our respective and shared supply chains.

Successful relationships always require constant attention and cooperation. It's crucial our countries work together to secure recovery from the current economic downturn. By successfully negotiating an agreement on government procurement, we will keep doors open for Americans and Canadians alike to create wealth and ensure our joint prosperity and security.

With over \$1 million worth of goods and services crossing our border every minute of every day, challenges are bound to emerge. Over the years our two countries have faced — and resolved — challenges of varying degree. Commerce remains critical to both countries, so we must continue to nurture this vital relationship for the benefit of citizens on both sides of our 5,500 mile border. Canadians are committed to working closely with our American neighbors to build on our tremendous record of cooperation — and to doing so as we've always done in the past: as partners, allies, and friends.

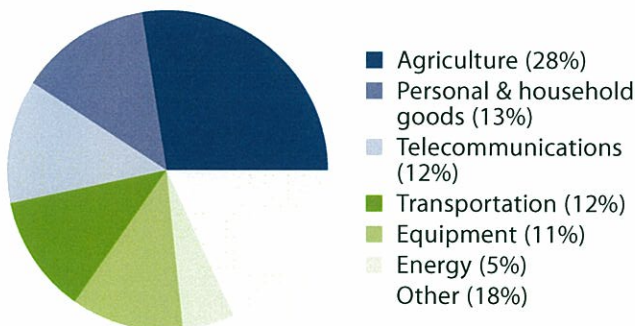
Canada is the biggest customer for 34 states; over 8 million U.S. jobs depend on trade with Canada



Our relationship is about people too

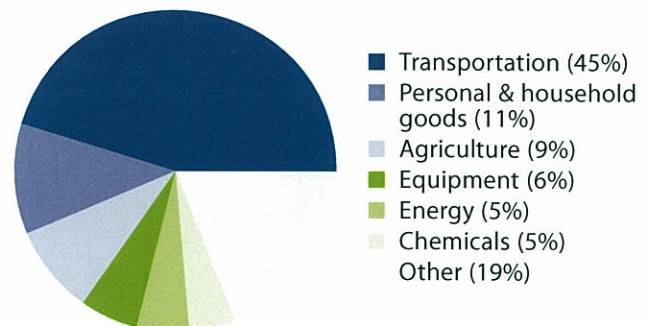
Cross-border travel is not only the key to our prosperity — it links our communities and strengthens our families. In 2009, Canadians made more than 1,232,500 visits to the Golden State, contributing over \$1 billion in tourism directly to local coffers. They come to this great state for its beauty and lifestyle, to do business and to meet Californians.

California's goods exports to Canada, 2009



Total California exports: \$10.4 billion

California's goods imports from Canada, 2009



Total California imports: \$17.9 billion

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

Consulate General of Canada
550 South Hope Street, 9th Floor
Los Angeles, CA 90071
Phone: (213) 346-2719
Fax: (213) 346-2767
lngls-td@international.gc.ca
www.losangeles.gc.ca

Consulate of Canada
402 West Broadway, Suite 400
San Diego, CA 92101
Phone: (619) 615-4286
Fax: (619) 615-4287
sndgo-td@international.gc.ca
www.sandiego.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

Consulate General of Canada
580 California Street, 14th Floor
San Francisco, CA 94104
Phone: (415) 568-4324
Fax: (415) 834-3189
sfran-td@international.gc.ca
www.sanfrancisco.gc.ca

Job numbers are based on 2008 data from a 2010 study commissioned by the Embassy of Canada. All other figures are based on 2009 data in U.S. dollars.
World Institute for Strategic Economic Research (WISER): Canada's export ranking (February 28, 2010). Statistics Canada: trade (February 2010 release), tourism (May 2010 release).
Dun & Bradstreet: Canadian-owned companies and employment (August 2010 release). Figures are converted at the rate of US\$1.00=CA\$1.1420. Figures may not add up due to rounding.
Produced by the Embassy of Canada in Washington, D.C.