



Government  
of Canada

Gouvernement  
du Canada

# International Economic Development, Trade and Business Moving Forward

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**Greater Miami Chamber of Commerce**

Thursday, May 21<sup>st</sup>, 2020

*Presented by:*

***Susan Harper, Consul General***

***Consulate General of Canada in Miami***

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***Canada: Your Friend, Partner, Ally***

***Canada: Votre Ami, Partenaire, Allié***

# America's # 1 Customer

Canada buys more from the U.S. than China or **the entire European Union.**

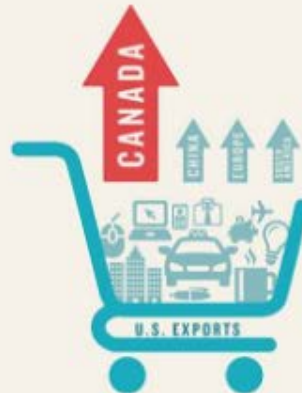
## AGRICULTURE

- Canada buys **\$8 BILLION** in vegetable, fruits, and nuts
- We trade **MORE BEEF AND PORK** with each other than anyone else

## SERVICES

- Bilateral trade in services totaled **\$88 BILLION** in 2015
- Travel-related services trade: **\$25 BILLION**
- Bilateral services trade has grown by **85%** in the last 10 years

**“CANADA BUYS MORE FROM THE UNITED STATES THAN DOES ANY OTHER NATION”**



## MANUFACTURING

- The U.S. sells over **\$80 BILLION** in equipment and machinery to Canada
- The U.S. has a **SURPLUS OF \$50 BILLION** in this sector

## ENERGY

- Canada is the **MOST SECURE SUPPLIER OF ENERGY** to the U.S.
- Canadian **CLEAN HYDROELECTRICITY** provides power to one million American homes
- Canada supplies the U.S. with over 40% of its **CRUDE OIL IMPORTS**

Canadian companies operating in the U.S. directly employ **500,000 Americans**

# Canada-US Two-Way Trade

We trade over **USD \$720 billion** per year.



In other words, we  
trade an average of

**\$1.3 MILLION**

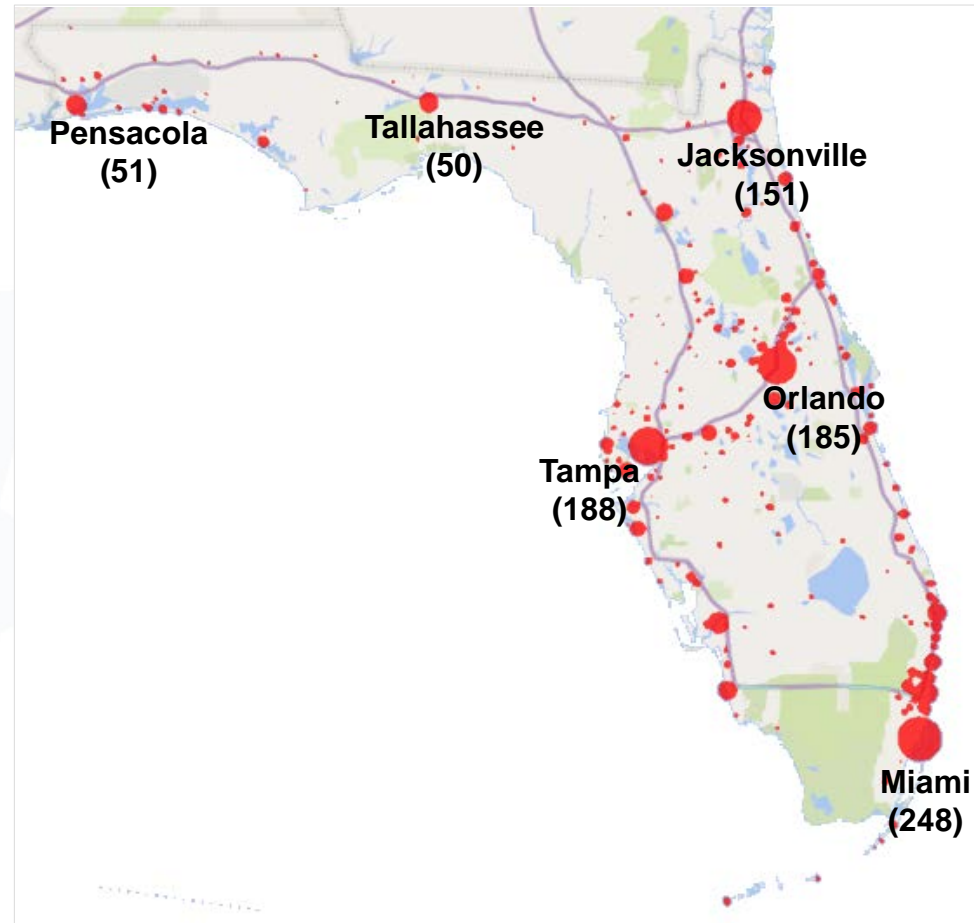
every minute of every day

# Highlights: **Canada's Impact on Florida**

- Florida **Exports \$7.7 Billion** to Canada (goods & services)
- Florida **Imports \$4.7 Billion** from Canada (goods only)
- Canadians Purchase **\$6 Billion** in **Real Estate** (2014-2018)
- Canadian **Businesses** in Florida **500 Companies / 2,600 Locations**
- **3.5 million** annual visits to Florida by Canadians

# Business Investment In Florida

## 500 Companies 2,600 Locations

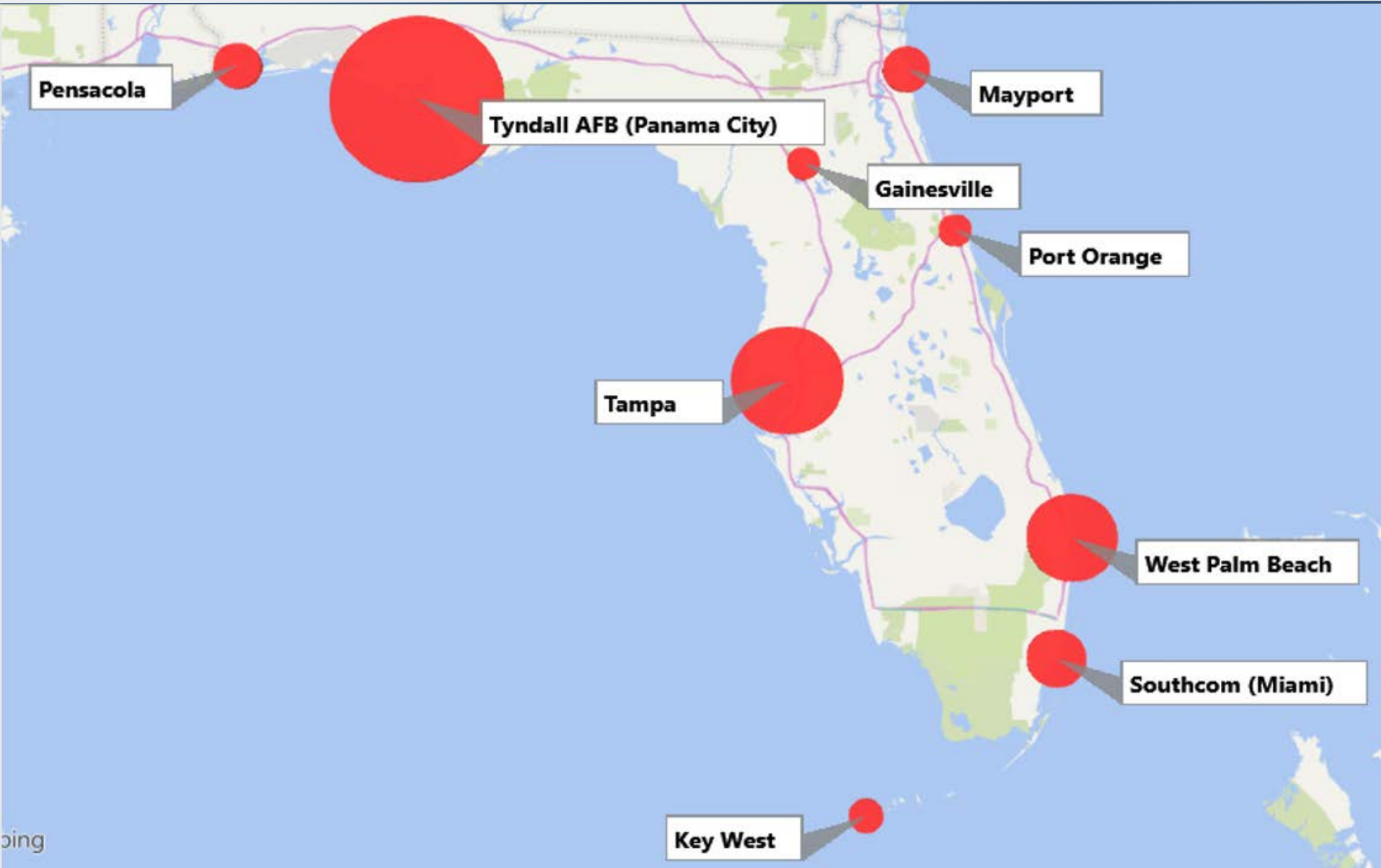


Locations Of Canadian Companies

# Florida's Top Global Partners



# Canada - U.S. Defence Relationship is Long Standing and Well Entrenched



# Cooperation at the Border (1/2)

The U.S. and Canada share a long history of cooperation in combating threats and ensuring the legitimate flow of people and goods across our shared border

Meeting the demands of  
**just-in-time delivery**



Safely facilitating the **daily flow of 400,000 people** and **over USD \$2 billion** in goods and services



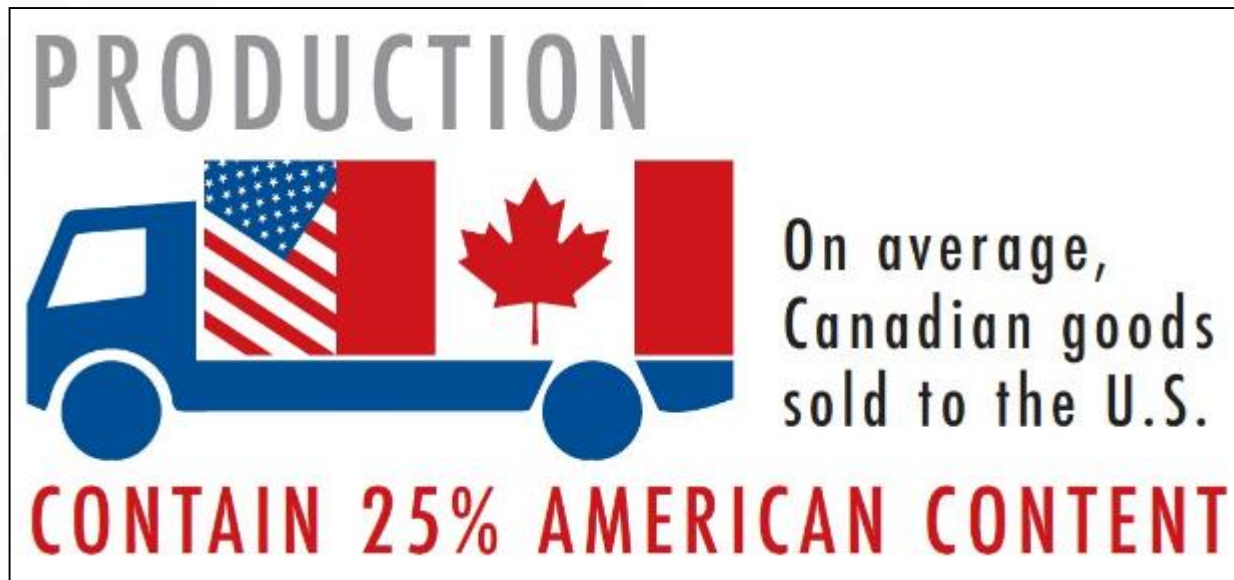


# Cooperation at the Border (2/2)

- Temporary restriction in effect until June 21, 2020
- Healthy people who need to cross the border to go to work or for other essential purposes can do so
- Importance of continued collaboration at the border between our countries
- Canada Border Services Agency is actively working to ensure safety of Canadians and implementation of travel restrictions

# Cross-Border Supply Chains

*“We not only sell to each other...  
we make things together.”*



# Supply Chain During COVID-19 (1/2)

## HEALTH SECTOR

- Shifting production (in Canada and in the US)
- Complex, integrated and reciprocal bilateral relationship on medical supplies
- Canada exempt from US PPE export ban
- Extensive supply chain interdependencies
- Examples:
  - Canadian medical furniture for field hospital in Miami Beach
  - Canadian biopharma supplying FL with equipment to develop a COVID-19 vaccine

# Supply Chain During COVID-19 (2/2)



## THE CANADA-FLORIDA BURGER

# USMCA: The new NAFTA (1/3)

*“...the **COVID-19** pandemic demonstrates that now, more than ever, the U.S. should strive to increase manufacturing capacity and investment in North America. The **USMCA’s** entry into force is a landmark achievement in that effort.”*

*U.S. Trade Representative R. Lighthizer, 24<sup>th</sup> April 2020*



# USMCA: The new NAFTA (2/3)

1. Preserves access for exporters
2. Increases agriculture market access
3. Protects intellectual property
4. Updates auto rules of origin
5. Preserves dispute settlement for trade remedies



# USMCA: The new NAFTA (3/3)

6. Includes state of the art chapters for new and emerging industries
7. Puts SMEs front and center, including under-represented groups
8. Reduces red tape
9. Defends labour
10. Keeps the playing field fair



# Questions? Contact Us



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