

Canada

The Business of Cross-Border Business

MAG Economic Development
Committee
March 1, 2011

Rick Stephenson, Consul & Senior
Trade Commissioner
Canadian Consulate Phoenix





Seen a Few Canadians Lately?

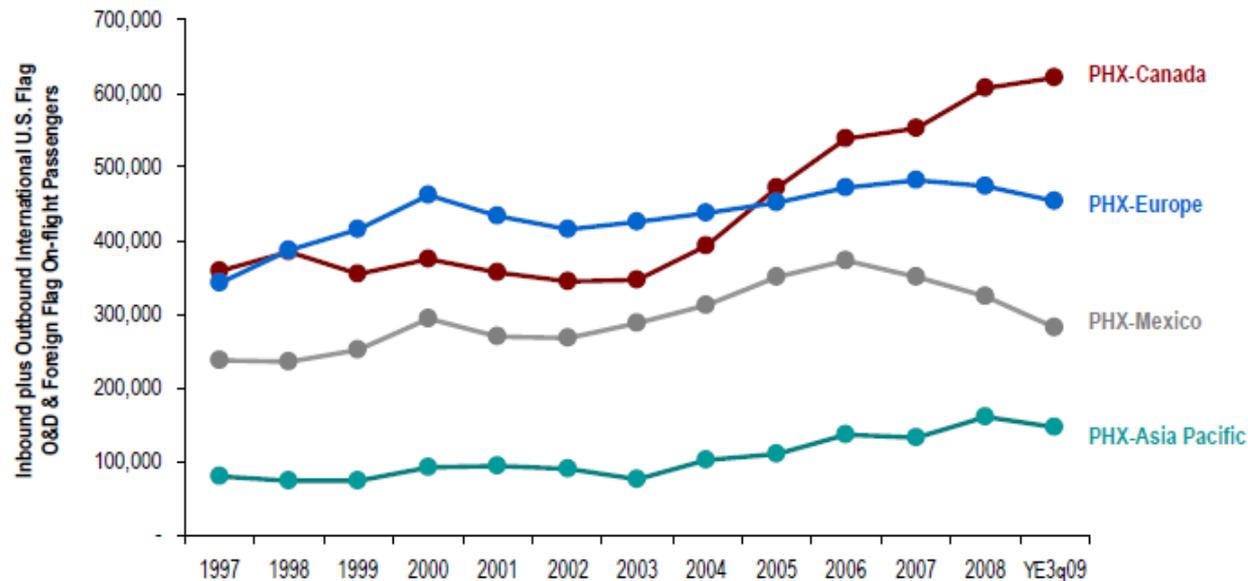


- 557,000 Canadian visitors to Arizona
 - >9M bed nights
 - Phoenix - 80 flights/wk
 - 90,000 Canadian full-time residents in Arizona
-



Did you know?

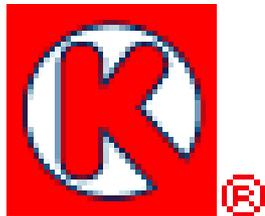
Canada Is the Largest and Fastest Growing Component of Phoenix International Travel





The Canada/Arizona Connection

- \$2.32 B annually – value of bilateral trade with AZ
- 150,000 jobs supported by Canada trade in AZ
- 130 Canadian companies in AZ



BOMBARDIER



Stantec



FOUR SEASONS
Hotels and Resorts



Fairmont
HOTELS & RESORTS

The AZ-Western Canada Opportunity

B.C. exports to AZ = \$140 M

saw mill equip, wood, power generation equip

B.C. imports from AZ = \$122 M

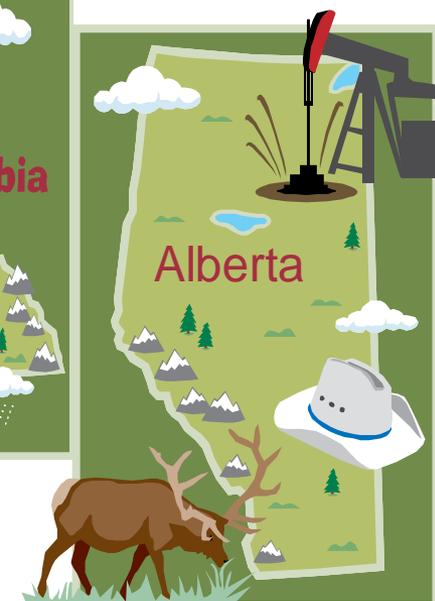
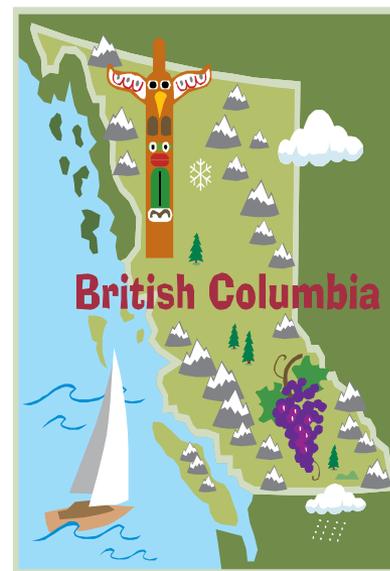
vegetables, vehicles, aerospace parts

Alberta exports to AZ = \$84 M

meats, pulp, petroleum, frozen foods, resin/rubber

Alberta imports from AZ = \$142 M

vegetables, vehicles, construction, mining and oil & gas equip





Vancouver, British Columbia

Port of Vancouver:

- Largest port in Canada
- 28 marine cargo terminals
- 3 Class-1 railroad services
- 149 trucking companies
- Cargo traded with 160 world economies annually





Vancouver, British Columbia

Vancouver's Port 2010:

- 118 M tons of cargo in 2010 (up 16% from 2009, 102 M tons)
- 2.5 million containers
- Volumes rising
- Annual average 850,000 cruise passengers

Country	2010 Cargo Metric Tons/Yr (in & outbound)
China	24,192,761
Japan	16,995,609
S. Korea	12,164,338
USA	7,855,526
Mexico	2,281,055
Brazil	2,247,395
India	2,120,261
Taiwan	2,047,248

Prince Rupert Port, British Columbia

- Shortest Land-Sea Route to Asia – 436 miles/36 hrs sailing time closer than Vancouver
- 16.4 M metric tons cargo in 2010 / up 35% from 2009
- Efficient rail access
- Deepest / safest / ice-free
- Closest to open waters.





About the Canadian Consulate in Phoenix

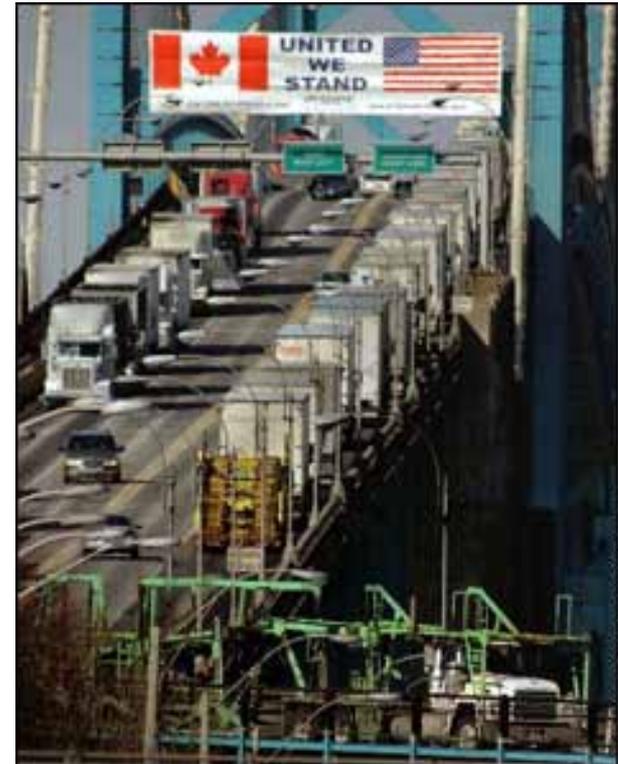
- Opened in 2004 to promote trade development, investment and research collaboration.
- Focus on high technology linkages in Arizona and New Mexico.
- Connecting businesses & research institutes with common interests.





How We Can Help Arizona's Growth?

- Partner with entrepreneurs, economic developers, universities and investors
- Trade missions to and from Canada
- Networking events to build brand/relationships



Conclusion

- Economic opportunity is proven / largely untapped
- Western Canada potential
- I-11 Corridor viable, timely

