Florida Chamber Global Florida Webinar
International Business Council

Dan Tapia
Manager, Global Outreach, Florida Chamber of Commerce
Agenda

Global Florida: Trade Topics and Trends

I. Welcome | Dan Tapia, Manager, Global Outreach, Florida Chamber of Commerce

II. Guest Speakers:

- Matthew Waldron, Trade Commissioner, Canada
- Dr. Jerry Parrish, Chief Economist and Director of Research, Florida Chamber Foundation
- Gillian Hatton, Director, Enterprise Florida Canada
- Glenn Cooper, President, Quebec Florida Chamber of Commerce

III. International Business Council updates | Dan Tapia, Manager, Global Outreach, Florida Chamber of Commerce

IV. Audience comments

V. Adjourn
Launching Opportunities • Créons des opportunités • Creando oportunidades

MATTHEW WALDRON, TRADE COMMISSIONER
CONSULATE GENERAL OF CANADA
MARCH 2017

CANADA
The Consulate General of Canada in Miami

• Responsible for Florida, Puerto Rico and U.S. Virgin islands.

• Services include Consular and Passport, Public Affairs, and Trade & Investment Promotion.

• The Canadian Trade Commissioner Service
  • Network in over 160 cities around the world to help you connect with Canada.
    • Introductions for sourcing high quality products, services or technologies.
    • Strategic intelligence and contacts to expand your business in Canada.
  • Connections with R&D partners in Canada.
  • Guidance on top research facilities and academic institutions for study in Canada.
Imagine CANADA
CANADIAN Strengths
Agenda

- Canada – U.S. Trade
- Canada – Florida Trade
- Why Canada?
  - Excellent Economic Fundamentals
  - Highly Competitive Business Environment
  - Dynamic Workforce
  - Easy Access to Markets
  - Innovative Industries
- Export Development Canada
We trade almost **USD $700 billion** per year.

With investment added, this rises to **USD $1.4 trillion**.
Canada is the largest market for U.S. goods and services, representing 20% of global U.S. exports.

Canada & the U.S. trade an average of $1.3 million in bilateral goods & services every minute of every day.
Canada- U.S. Trade

**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

**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
Canada- U.S. Trade

70% of U.S. states count Canada as their #1 customer.
Canada- U.S. Trade

Launching Opportunities • Créons des opportunités • Creando oportunidades
“We not only sell to each other… we make things together.”
Canada – Florida Trade

- We export more than snowbirds, and import more than oranges.

- Over 4.5 million annual visits to Florida by Canadians = $5.5 billion dollars vacation spending.

- Canada is the #1 foreign purchaser of residential real estate in Florida – over 500,000 Canadians own property in Florida.

- Two-way trade of over $8 billion dollars.

- 620,200 jobs in Florida depend on trade and investment with Canada.

**ECONOMIC IMPACT**

<table>
<thead>
<tr>
<th>KEY INDICATORS</th>
<th>US$ bill</th>
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<tbody>
<tr>
<td>Canadian Exports to Florida</td>
<td>$4.2</td>
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<tr>
<td>Floridian Exports to Canada</td>
<td>$3.9</td>
</tr>
<tr>
<td>Canadian Tourist Spending in Florida</td>
<td>$4.4</td>
</tr>
<tr>
<td>Canadian Company Affiliate Assets in Florida</td>
<td>$3.4</td>
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<tr>
<td>Canadian Residential Real Estate Purchases in Florida</td>
<td>$1.9</td>
</tr>
</tbody>
</table>
Florida imported $4.2 billion from Canada

Top Canadian exports to Florida in 2015:

- Fuel oil: $789 million
- Machinery, Boilers and turbines: $587 million
- Electrical machinery: $285 million
- Furniture: $260 million
- Aircraft, spacecraft & parts: $191 million
- Wood & wooden articles: $178 million
- Vehicles: $144 million
- Optical, Photo, Surgical & medical equip.: $143 million
- Plastics: $122 million
Canadian Imports from Florida

Florida exported $3.9 billion to Canada

Top Florida merchandise exports to Canada in 2015:

- Fertilizers: $371 million
- Machinery & Mechanical Parts: $368 million
- Electrical Machinery & Equip: $273 million
- Optical, Photo & medical equip: $269 million
- Pharmaceuticals: $267 million
- Fruit Juices: $218 million
- Edible Vegetables: $159 million
- Edible Fruits: $114 million
- Plastics: $100 million
Canadian Presence in the Region

300+ Canadian companies directly employ 42,700 jobs in Florida
Florida Investments in Canada
Canada is Florida’s most important economic partner
Why Canada – Excellent Economic Fundamentals

- Leads G7 countries in long-term GDP growth.
- Strong employment growth.
- Track record of fiscal responsibility.
- Declining federal debt.
- Low inflation and interest rates.

According to the *Legatum Prosperity Index*, Canada ranks first in the G7, first in the G20 and fifth among 149 countries in terms of overall prosperity, based on material wealth and personal wellbeing.
Why Canada? – Highly Competitive Business Environment

Establishing a business in Canada involves relatively few steps and takes relatively less time.

Number of Procedures*

<table>
<thead>
<tr>
<th>Country</th>
<th>2</th>
<th>4</th>
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<th>6</th>
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Time Required to Start a Business

Days

<table>
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<th>3.5</th>
<th>4.0</th>
<th>4.5</th>
<th>6.5</th>
<th>8.2</th>
<th>10.5</th>
<th>11.5</th>
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<td>Canada</td>
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<td>U.S.</td>
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<td>Italy</td>
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<td>Germany</td>
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<td>Japan</td>
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<td>11.5</td>
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</tbody>
</table>

Canada MIAMI CONSULATE GENERAL CONSULAT GÉNÉRAL

Launching Opportunities • Créons des opportunités • Creando oportunidades
Why Canada? – Dynamic Workforce

Canada has one of the world’s best business climates for entrepreneurs.

Global Entrepreneurship Index*
G7 Ranking

<table>
<thead>
<tr>
<th>Country</th>
<th>Index</th>
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</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>83.4</td>
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<tr>
<td>Canada</td>
<td>75.6</td>
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<tr>
<td>U.K.</td>
<td>71.3</td>
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<tr>
<td>Germany</td>
<td>64.9</td>
</tr>
<tr>
<td>France</td>
<td>64.1</td>
</tr>
<tr>
<td>Japan</td>
<td>51.7</td>
</tr>
<tr>
<td>Italy</td>
<td>37.0</td>
</tr>
</tbody>
</table>

- Direct access to NAFTA market.
- 16 of Canada’s 20 largest cities are within a 1.5-hour drive of the U.S.
- Efficient transport linkages tying North America to Asia and Europe.
Why Canada? – Innovative Industries
Aerospace

Over 700 firms makes Canada the 5th largest aerospace market in the world and 3rd in terms of global civil aircraft production activity.

WESTERN PROVINCES
- Aerostructures, composites, airframe MRO, helicopter MRO, engine MRO, space systems, earth observation, engines, cold weather engine testing

Leading companies:
Asco Aerospace Canada Ltd., Avcorp, Boeing Canada, Cascade Aerospace (Airbus Group), Vector Aerospace (Airbus Group), Magellan Aerospace, MDA, Pratt & Whitney Canada, StandardAero, Viking Air Ltd

ONTARIO
- Rotorcraft manufacturer, commercial and business aircraft, satellite payload subsystems, landing gear, engine parts, MRO, space robotics, aerostructures, engines

Leading companies:
Airbus Helicopters Canada, Bombardier, UTC Aerospace Systems, Honeywell Canada, Magellan Aerospace, MDA, Messier-Bugatti-Dowty, L-3 Electronic Systems Services, MHI Canada Aerospace, Pratt & Whitney Canada

QUEBEC
- Aerostructures, civil helicopters, commercial and business aircraft, training and simulation, avionics, engine components, landing gear, engines, engine MRO

Leading companies:
Aerolia, Bell Helicopter, Bombardier, CAE, GE Canada, Héroux-Devtek, Mechatronix, Pratt & Whitney Canada, Rolls-Royce Canada, Thales Canada, Turbomeca Canada

EASTERN PROVINCES
- Precision machining and complex assemblies, composites, gas turbine MRO, design and manufacturing, engines

Leading companies:
APEX Industries, Composites Atlantic (SOGERMA-Airbus Group), Vector Aerospace (Airbus Group), IMP Group, Pratt & Whitney Canada, Slemon Park
Why Canada? – Innovative Industries
Clean Technology

• A $10.6 billion R&D industry.

• Export intensive - 82% of sustainable technologies companies are exporting.

• The Canadian clean technology industry has 774 technology companies, mostly considered small to medium-sized enterprises (SMEs), which directly employ 55,600 people.

• To put this into context, in terms of employment, the clean tech industry exceeds the size of the aerospace, forestry and logging, and petroleum and coal products industries.
Why Canada? – Innovative Industries
ICT

• Canada has a strong history of working in Florida (e.g. Blackberry, OpenText) to utilize its skills and technologies, and selling to and partnering with companies like Citrix, Brightstar, Terramark and Web.com.

• Florida is a hub for sourcing technology for not only the U.S., but also the Latin American & Caribbean region.

• Florida’s creative and tech industries team up in the Digital Media field to develop some of the best video games, animation, movies, television, online content and mobile applications.

• There are some 4,200 industry companies in Florida, employing nearly 11,000 people.

• Key Events in Florida: Cybersecurity Conferences, eMerge Americas, KidScreen and FETC.
Why Canada? – Innovative Industries
Life Sciences

• Florida has the second largest medical device manufacturing industry, the third largest pharma manufacturing industry and the seventh largest biotech R&D industry in the U.S.

• The state has been extremely keen on attracting life sciences companies to the state by providing a number of generous business incentives to move or expand into Florida.

• Canadian capabilities and opportunities in Florida are in digital health, including chronic disease management, data analytics / predictive analytics and patient engagement.

• Opportunities also exist for manufacturers of assistive devices for the long-term care facility / nursing home industry given the high number of seniors in Florida.

• Key Events in Florida: BIO Florida, South Florida Hospital & Healthcare Association, South Florida Healthcare Information & Management Systems Society.
Key Initiatives in Florida

Clean Technologies & Infrastructure
• Water-Energy Nexus Road Show (August 2017 – Miami, Orlando, Tampa)
• Caribbean Renewable Energy Forum (October 2017 - Miami)
• International Builders Show (January 2018 – Orlando)

Defence & Security
• Special Ops Forces Industry Conference (May 2017 – Tampa)
• Florida Defense Contractor Association Defense Expo (September 2017 – Orlando)
• Florida Simulation Summit 2017 (September 2017 - TBC)
• I/ITSEC - Training, Simulation and Education Conference (December 2017 – Orlando)

Information & Communications Technologies (ICT)
• eMerge Americas (June 2017 - Miami)
• FETC (Education Technology) (January 2018 – Orlando)
• KidScreen (February 2018 – Miami)

Life Sciences
• BIO Florida Annual Conference (October 2017 – Tampa)
Key Initiatives in Canada

Clean Technologies
• GLOBE 2018 (March 2018 – Vancouver, Canada)

Defence & Security
• Interservice/Industry Training, Simulation and Education Conference (I/ITSEC) (December 2017 – Orlando)

Information & Communications Technologies (ICT)
• KidScreen (February 2018 – Miami)

Infrastructure
• Canadian Public Private Partnership Conference (November 2017 – Toronto)

Life Sciences
• BIO Florida Annual Conference (October 2017 – Tampa)
EDC’s Financing for Foreign companies:

- Bilateral Facilities
- Merger and Acquisition Facilities
- Bridge or Term Loans
- Syndicated Facilities
- Highly Structured / Project Finance Facilities
- Corporate Revolvers

With every transaction, EDC must demonstrate financing provides sufficient Canadian benefits.

About EDC

- Canada’s International Financial Institution
- Financially self sustaining
  - Facilitated over $102B in exports and investments
  - AAA /Aaa rated by S&P and Moody’s
  - Total Assets $61B CAD, Net Income $925M
  - Premier Issuer of securities in global capital markets
- Enable growth of Canadian business into foreign markets through financing, insurance, and market intelligence
UNITED STATES BUSINESS VOLUMES

**Business Volumes by Sector**

- Extractive: 22%
- Information and Communication Technologies: 3%
- Infrastructure & Environment: 27%
-Transportation: 15%
-Light Manufacturing: 17%
-Resources: 16%

**FINANCIAL HIGHLIGHTS (2016)**

- $41.2 BILLION IN TOTAL VOLUME
- $5.4 BILLION IN FINANCING
- 3,558 CUSTOMERS SERVED
- 2,596 SMEs SERVED
Questions?
<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
<th>Change</th>
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</thead>
<tbody>
<tr>
<td>Unemployment Rate</td>
<td>4.9% (Unchanged)</td>
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<tr>
<td>Consumer Sentiment</td>
<td>94.0 (Declining)</td>
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<tr>
<td>State of Florida Visitors</td>
<td>$89.1 Billion Visitor Spending</td>
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<tr>
<td>State Housing Starts &amp; Sales</td>
<td>5,245 Starts (Declining)</td>
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<tr>
<td>Sales Tax Revenue</td>
<td>$2.688 Billion per Month (Improving)</td>
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<td>Income Migration</td>
<td>$879K Per Hour (Better)</td>
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<tr>
<td>Poverty Rate</td>
<td>15.8% (Better)</td>
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<tr>
<td>High School Graduation Rate</td>
<td>80.7% (Improving)</td>
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<tr>
<td>Voter Participation</td>
<td>74% (Improving)</td>
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<tr>
<td>Right/Wrong Direction</td>
<td>52%/27%</td>
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<tr>
<td>Land in Conservation</td>
<td>28%</td>
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<tr>
<td>Population</td>
<td>20.61 Million</td>
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</table>
State of Florida Metrics

Innovation & Economic Development

Click any metric to get more information!

- **Patents Granted**: 4,243 (Improving)
- **Gross Domestic Product**: $911.02 Billion (Improving)
- **Venture Capital**: $1,118.50 Million (Improving)
- **State of Florida Visitors**: 112.8 Million Visitors
- **Imports & Exports**: $52.0 Billion Exports (Declining), $73.7 Billion Imports (Improving)
- **Top 6 Importers**: 29.7% Market Share (Declining)
- **Industry Diversification**: 24th
- **Florida Exchange Rate**: 81.91
## Top Global Partners

<table>
<thead>
<tr>
<th>IMPORTS</th>
<th>EXPORTS</th>
<th>VISITORS</th>
<th>INVESTMENT</th>
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<tbody>
<tr>
<td>China</td>
<td>Brazil</td>
<td>Canada</td>
<td>United Kingdom</td>
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<tr>
<td>Mexico</td>
<td>Canada</td>
<td>United Kingdom</td>
<td>Canada</td>
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<tr>
<td>Canada</td>
<td>Mexico</td>
<td>Brazil</td>
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<tr>
<td>Germany</td>
<td>Colombia</td>
<td>Argentina</td>
<td>Spain</td>
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<tr>
<td>Japan</td>
<td>Germany</td>
<td>Colombia</td>
<td>France</td>
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<tr>
<td>IMPORTS &amp; EXPORTS</td>
<td>TOP 6 IMPORTERS</td>
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<tr>
<td>$52.0 Billion Exports (Declining)</td>
<td>29.7% Market Share (Declining)</td>
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<tr>
<td>$73.7 Billion Imports (Improving)</td>
<td>$15.44 Billion (Declining)</td>
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<tr>
<td>Country</td>
<td>2015 Visitors</td>
<td>% of Total Overseas</td>
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<tr>
<td>Canada</td>
<td>3.8 million</td>
<td>25%</td>
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<tr>
<td>United Kingdom</td>
<td>1.7 million</td>
<td>11%</td>
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<tr>
<td>Brazil</td>
<td>1.5 million</td>
<td>10%</td>
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<tr>
<td>Argentina</td>
<td>722,000</td>
<td>5%</td>
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<td><strong>Total International</strong></td>
<td><strong>15.3 million</strong></td>
<td><strong>100%</strong></td>
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## Florida-Origin Exports

<table>
<thead>
<tr>
<th>2-Digit Category</th>
<th>Leading 4-digit Category</th>
<th>2016 Florida-Origin Exports</th>
<th>2012-2016 Percent Change</th>
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</thead>
<tbody>
<tr>
<td>Power Generation Equip</td>
<td>Gas Turbine Parts</td>
<td>$462 million</td>
<td>+23.7%</td>
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<tr>
<td>Electrical Machinery</td>
<td>Integrated Circuits</td>
<td>$361 million</td>
<td>-3.8%</td>
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<tr>
<td>Fertilizer</td>
<td>Phosphates</td>
<td>$352 million</td>
<td>-6.6%</td>
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<tr>
<td>Aircraft &amp; Parts</td>
<td>Civilian Aircraft, Engines, Parts</td>
<td>$305 million</td>
<td>+24.6%</td>
</tr>
<tr>
<td>Optic &amp; Med Devices</td>
<td>Optical fibers, Med Instruments</td>
<td>$265 million</td>
<td>9.7%</td>
</tr>
<tr>
<td>Edible Vegetables</td>
<td>Chilled Vegetables, Tomatoes</td>
<td>$206 million</td>
<td>-4.8%</td>
</tr>
<tr>
<td>Edible Fruits &amp; Nuts</td>
<td>Strawberries, Blueberries, Watermelon</td>
<td>$197 million</td>
<td>-17.5%</td>
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## Imports from Canada

<table>
<thead>
<tr>
<th>2-Digit Category</th>
<th>Leading 4-digit Category</th>
<th>2016 Imports from Canada</th>
<th>2012-2016 Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power Generation Equip</td>
<td>Turbojets &amp; Turboprops</td>
<td>$509 million</td>
<td>+11.8%</td>
</tr>
<tr>
<td>Furniture, Bedding</td>
<td>Furniture</td>
<td>$260 million</td>
<td>+56.4%</td>
</tr>
<tr>
<td>Aircraft &amp; Parts</td>
<td>Airplanes</td>
<td>$246 million</td>
<td>+31.6%</td>
</tr>
<tr>
<td>Oil</td>
<td>Petrol oil (not crude)</td>
<td>$241 million</td>
<td>-64.5%</td>
</tr>
<tr>
<td>Electric Machinery</td>
<td>Phone parts, wire, circuit boards</td>
<td>$223 million</td>
<td>-14.0%</td>
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<tr>
<td>Wood and wood articles</td>
<td>Sawn and chipped wood</td>
<td>$184 million</td>
<td>61.1%</td>
</tr>
<tr>
<td>Fertilizers</td>
<td>Potassium chloride</td>
<td>$152 million</td>
<td>88.3%</td>
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</tbody>
</table>
Q&A
Florida Chamber
Global Florida Webinar
Opportunities for Florida Companies in Canada

Gillian Hatton
Director EFI Canada
March 7, 2017
AGENDA

The EFI Canada Team
Our Activities
About Canada
Canada-Florida Statistics
Trade Development Case Study Examples
Contact Information
EFI CANADA TEAM

Daniel Silverman
Director
Montreal, Quebec

Gillian Hatton
Director
Toronto, Ontario

Raidan Al-Eryani
Economic Development Manager
Montreal, Quebec
TRADE & INVESTMENT ACTIVITIES

Corporate Calls
Trade & Investment Database Development
Trade Show Participation
In-Bound/Out-Bound Delegation Visits
Business & Market Intelligence
Networking Multiplier Organizations
Export Promotion & Trade Development

Trade Development & Investment in Florida
The eleventh largest economy in the world by nominal GDP, and the fourteenth by purchasing power parity

**Population**: 36.23 million (2016)
**Breakdown**: 10 Provinces & 3 Territories
**Nominal GDP**: $2 Trillion
**Exports**: $500 billion of goods, primarily to US

**Three largest economies by city**:

Toronto, Montreal and Vancouver

**Four largest by province**:
Alberta, Ontario, Quebec and Saskatchewan
**Unemployment Rate**: 6.8%

**Major Canadian Based Companies Include**: MAGNA, BOMBARDIER, paladin, D+H, CGI, CAE, MITEL
### Target Industry Sectors in Canada

#### Aerospace & Aviation
- +700 companies
- Montreal 3rd largest cluster
- Heroux-Devtek, Bombardier, CMC

#### Manufacturing
- +51,600 companies
- Employs +1.8m people
- 21 industrial & consumer industries

#### Information Technology
- +33,000 companies
- +155 million, +525,000 people
- Ubisoft, Blackberry, CGI, Videotron

#### Life Sciences
- 8th largest pharmaceutical market
- Employs +28,000 people
- CRO’s, Medical Device, Pharma, R&D

#### Finance & Professional Services
- 3rd largest in North America (Toronto)
- 8th largest stock exchange (TSX)
- Ambitious growth plans led by TFSA
- GE Capital, AON Hewitt, Sun Life, D+H, TD Bank

#### Logistics & Distribution
- +$134 billion in sales
- 680,000 people employed
- Transforce, Transat, CN, Air Canada

#### Defense & Homeland Security
- 2,000 firms, 100,000 employees
- $12 billion economic activity
- ABB, CAE, Bell Helicopter, L-3
KEY CANADA-FLORIDA STATISTICS

Canada is Florida’s Largest Tourist Partner
• Nearly 3 million visits and $3 billion spent per year by Canadian tourists

Real-Estate
• Canada is also the largest buyer of American residential real estate, with roughly 25% of international purchases
• Canadians own more homes in Florida than any other foreign nationality, approximately one quarter of Canadian-owned American real estate. The total value could approach $40 billion
KEY CANADA-FLORIDA STATISTICS

Investment

• Canada Represents 10% of FDI into Florida
• Over 460 Canadian-owned companies in Florida; second behind United Kingdom
• 9% of FDI jobs in Florida come from Canada
• Over 8 million US jobs depend on Canada

• Canadian subsidiaries in Florida include RBC, TD Bank, BMO, Desjardins, NatBank, RWDI, Blackberry, Bombardier, CAE, Aldo, Birks, Cirque du Soleil, Lululemon Athletica, Fruits & Passion
• CAE alone employs nearly 500 people in the Tampa area
**KEY CANADA-FLORIDA STATISTICS**

**Trade**
- 620,200 Florida jobs depend on trade and investment with Canada
- Canada is the 4th top Florida export destination, at a value of roughly $3.5 billion
- Canada is Florida's #1 destination for agricultural products - buys nearly $1 billion in products

<table>
<thead>
<tr>
<th>Florida’s top goods exports to Canada</th>
<th>Florida exports to Canada by industry</th>
<th>Florida top services exports to Canada</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fertilizers: $352 million</td>
<td>Equipment &amp; machinery (31%)</td>
<td>Business, professional &amp; technical services: $553 million</td>
</tr>
<tr>
<td>Aircraft: $304 million</td>
<td>Agriculture (21%)</td>
<td>Royalties: $184 million</td>
</tr>
<tr>
<td>Optical, medical &amp; precision</td>
<td>Chemicals (16%)</td>
<td>Financial services: $97 million</td>
</tr>
<tr>
<td>instruments: $265 million</td>
<td>Transportation (14%)</td>
<td>Insurance: $96 million</td>
</tr>
<tr>
<td>Vegetables: $206 million</td>
<td>Minerals &amp; metals (4%)</td>
<td>Telecommunications: $36 million</td>
</tr>
<tr>
<td>Fruits &amp; nuts: $197 million</td>
<td>Plastics &amp; rubbers (3%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other (10%)</td>
<td></td>
</tr>
</tbody>
</table>
CASE STUDY EXAMPLES

• Identified co-packers for a Florida food company producing dairy products to help the company expand its market reach in Canada
• Provided information on key investment contacts to reach high net worth individuals and applicable pension funds for a Florida real estate fund
• Identified potential distributors and current ‘going green’ incentives to assist a materials handling company in finding niche markets
• Provided potential distributors for medical devices company and information on medical task force groups to raise awareness of their product
CONTACT INFORMATION

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Q&A
▪ **200 + members separated between Quebec and Florida**
  ▪ 1 membership covers both territories

▪ **Bilingual** services in English and French

▪ Plenty of activities to keep you busy and informed
Connect with several hundred members who are interested in business between Florida and Quebec

Essential partner for anyone looking for any information on the Sunshine State or the French province of Canada

Grow your business and increase your visibility and your exposure in the Quebec-Florida business network
ACTIVITIES

Trade Missions
- Central Florida Jan. 28-Feb. 1st
- South Florida, March 28-31
- Québec, June 5-7

Workshops
- Doing Business in Florida – March 1st, Montreal
- Doing Business in Canada – March 30th, Fort Lauderdale

Networking
- Tower Club International Events Presenting Canada, Feb. 23rd, Fort Lauderdale
- Sugar Shack Brunch, Mar. 12, Palm Beach
- 10th Trade Mission Cocktail, March 29th, Miami
For more information please contact:

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Q&A
SAVE THE DATE

Global Florida Trade Topics and Trends Webinars
Upcoming webinars will be on April 4th and May 2nd

Florida Trade and Logistics Institute | March 29, 2017
Florida Polytechnic University in Lakeland, FL
We will address educational and workforce needs for the trade and logistics industry. Roundtable discussions with higher education institutions on their programs as well as with the private sector on their challenges and needs. Meeting will include lunch.

Other meeting activities will include:
- Tour of Florida Polytechnic's Innovation, Science and Technology building. For more information about Florida Polytechnic, click here
- Presentation of SunTrax Test Track – the new, state-of-the-art transportation technology testing facility. It will be a high-tech hub for the research, development and testing of emerging transportation technologies related to tolling, intelligent transportation systems (ITS) and automated and connected vehicles.

Florida Trade and Investment Conference | May 9, 2017
Hyatt Regency Orlando Airport
9300 Jeff Fuqua Blvd, Orlando, FL

The 2017 Florida International Trade and Investment Conference will draw trade and influential business leaders to provide insight and direction for our state and your business. Discussions range from examining the supply chain, economic ties, growth strategies and investment opportunities across sectors to exploring future trends, opportunities and challenges that the global marketplace presents.

For conference information and to register, click here

www.flchamber.com/international
Certificates of Free Sale

http://www.flchamber.com/certificate-of-free-sale/

Certificate of Free Sale

Does your company need a document verifying that the products being exported are freely marketed without restriction and are approved for sale in the United States and Florida?

Certifications of Free Sale

Some foreign governments require a “Certificate of Free Sale.” These are sometimes also referred to as a “Certificate for Export” or “Certificate to Foreign Governments.” The Florida Chamber of Commerce can issue you a Certificate of Free Sale, indicating that a product was manufactured, packaged, or distributed in the State of Florida and that it is not restricted, and is approved by the regulatory authorities in the country of export (United States). Products include:

- General Manufactured Goods
- Machinery and Equipment
- Commercially Prepared Food (Ready-to-Eat)
- Cosmetics and Medical Devices

The Florida Chamber does not certify of Free Sale for raw agricultural commodities, dairy products, poultry or meat products, vitamins or animal drugs or biologicals. (Please contact the FDA for more information.)

How Do I Apply for a Certificate of Free Sale?

1. Pay Exporter Service Fee

   - Regular Processing (Up to Two Weeks)
     - Member Rate: $20 Per Certificate
     - Non-Member Rate: $60 Per Certificate
   - APOSTILLE
     - $250.00 Additional Per Certificate. Please Allow for Extra Processing Time
   - Expedited Processing (1-2 Days for Processing. Call to confirm availability)
     - Member Rate: $150
     - Non-Member Rate: $175
Join the Discussion, Be A Part of The Solution