



Government  
of Canada

Gouvernement  
du Canada

Canada



# Canada-U.S. Relations: Friends, Partners, Allies

**Kansas Department of Commerce**  
*“Doing Business in Canada”*

Sylvain Fabi

Consul General of Canada in Denver

September 2021

# PURPOSE

To demonstrate:

- COVID-19 and the U.S.-Canada border
- Our strong trading relationship
- Industry & Opportunity: areas of cooperation
- Trade and Tariffs: USMCA and what's next

CAN



# COVID-19: CRISIS AND RECOVERY



US

# BORDER MEASURES

Due to the coronavirus pandemic, Canada and the U.S. took the extraordinary measure of closing the shared border to all non-essential travel in March 2020.

During the shutdown, there was an unprecedented level of cooperation between the two countries to ensure essential goods and services were able to pass through seamlessly.

In August 2021, non-essential travel resumed for vaccinated Americans wishing to visit Canada.



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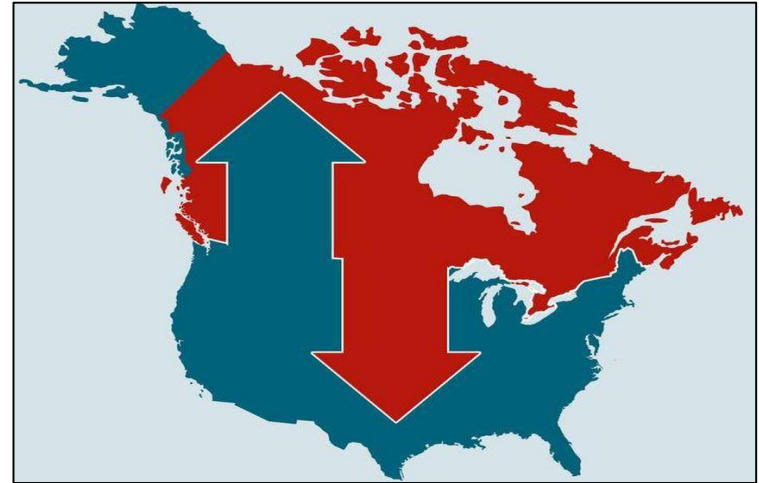
# OUR BILATERAL PARTNERSHIP



US

# CANADA: FRIEND, PARTNER, ALLY

- Population of over **37 million** and the **top purchaser of U.S. exports**, with **US\$526 billion** in total, two-way *goods* trade in 2020.
- **Integrated economy** across energy, defence, infrastructure, and even sports!
- **Staunch ally** in **NORAD**, NATO and beyond, to protect shared interests at home and globally.

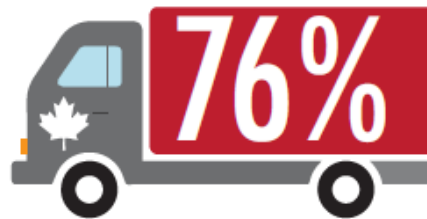


# CANADA-U.S. TRADE

Canada & the U.S. trade  
an average of **\$1.4 MILLION**  
in bilateral goods & services  
**EVERY MINUTE OF EVERY DAY**



Over 76% of U.S. imports  
from Canada are goods that  
are used in the production  
of other goods



Canada is the  
**#1 CUSTOMER**  
for most states



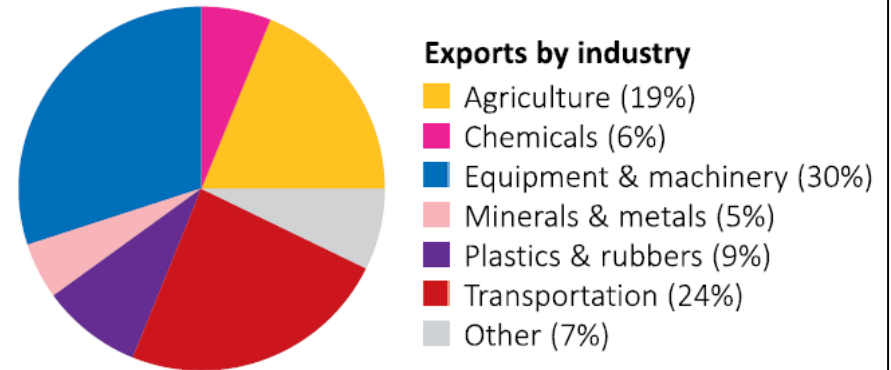
Canada is the  
United States'  
**#1 EXPORT MARKET**

# CANADA-KANSAS TRADE

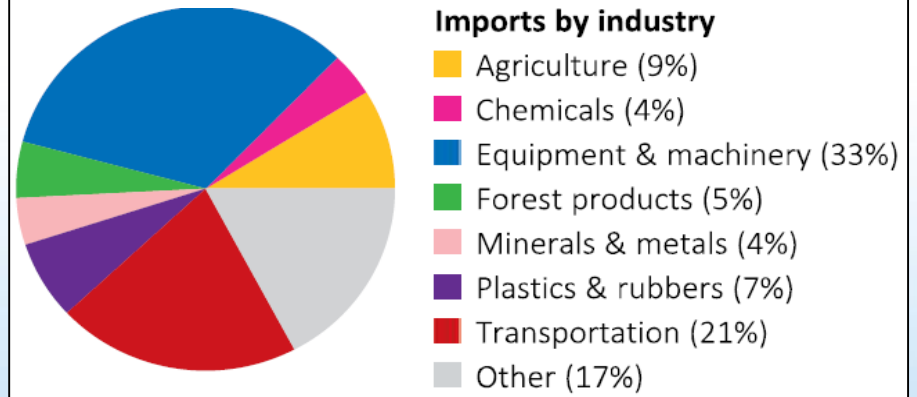


**77 Canadian-owned  
businesses directly  
employ 9,500 Kansas  
workers!**

Kansas **EXPORTS \$1.6 BILLION** in goods



Kansas **IMPORTS \$1.5 BILLION** in goods



**More than 18,700 Kansas jobs depend on trade with Canada!**





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# INDUSTRY & OPPORTUNITY



US

# WHY INVEST IN CANADA?

Global market access. Unparalleled talent. Low costs. Reduced risk.

**37.4M**  
people

— Source: Statistics Canada, 2019

**2.8M**  
STEM graduates  
(Science, technology, engineering, math)

— Source: Statistics Canada, 2016

**70%**  
FDI increase in 2018

— Source: Statistics Canada, 2019

**10<sup>th</sup>**  
largest economy

— Source: World Bank Group, 2018

**Canada – your friendly neighbour to the north – is the best country for American investment.**

- **Safe for operations**, proprietary knowledge and people
  - **Rich with talent** and highly-educated workforce
    - **Similar business climate** to the U.S.

# AEROSPACE

Aerospace is one of the most dynamic aspects of the Canada-Kansas trading relationship

- Bombardier US\$465 million U.S. Air Force contract
- Textron Aviation expanding in Canada



***We soar together with hundreds of millions invested in aerospace trade.***

# ENERGY

**CANADA** IS THE UNITED STATES' LARGEST AND MOST RELIABLE SUPPLIER OF ENERGY

**This is the largest and most energy interconnected relationship in the world. Canadian energy is critical to U.S. competitiveness and long-term energy independence.**

# CLEAN TECHNOLOGY

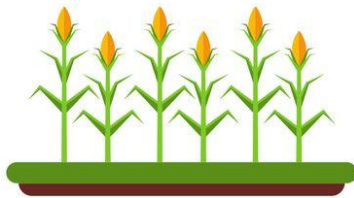
- Global market for clean technology worth almost US\$2 trillion per year
- Canada is a global leader in clean technologies
- Opportunities in wind energy
  - Wind energy accounted for 43% of Kansas's electricity net generation in 2020
  - Over 300 wind farms across Canada
  - Potential in R&D collaboration, supply chains





# AGRICULTURE

- USMCA has enabled U.S. farmers and ranchers – many of whom are here in Kansas – to expand their export markets to Canada and Mexico



Nearly **one in every ten acres** on American farms is planted for exports to Canada and Mexico.



Ag trade between Canada and the United States in 2020 was valued at **US\$47 billion**.



Canada purchased **US\$158 million** in animal meats and feeds alone from Kansas in 2020.

CAN



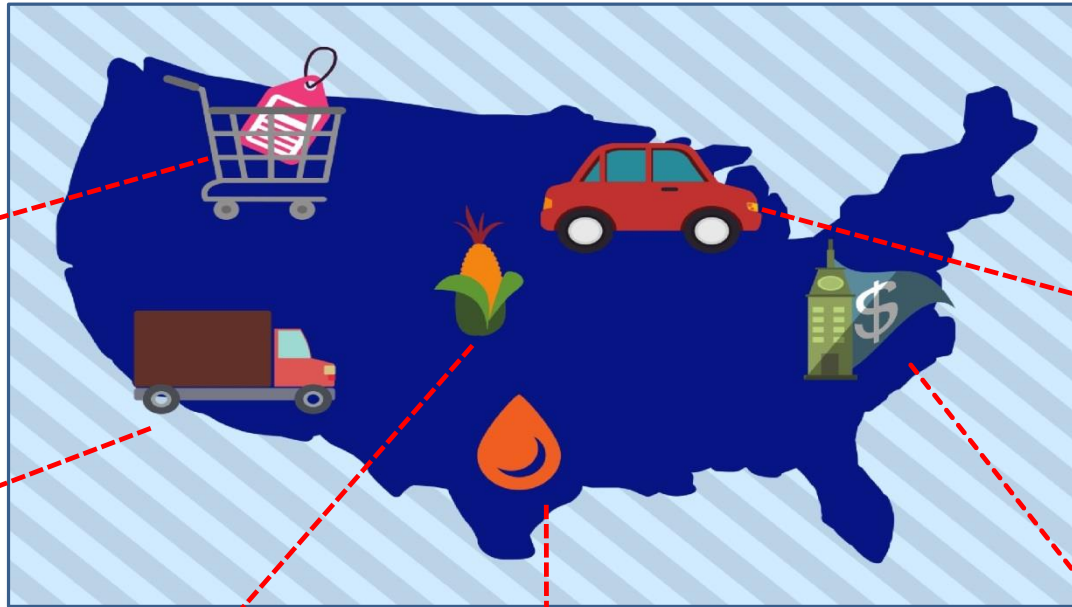
# TRADE: AGREEMENTS & DISPUTES



US

# WHY USMCA MATTERS

LOWER PRICES  
AND INCREASE  
OPTIONS



SUPPORT  
INTEGRATED  
PRODUCTION  
PLATFORMS

KEEP EXPORT  
MARKETS OPEN

BOOST  
ECONOMIC  
OUTPUT

REDUCE  
ENERGY  
DEPENDENCY

INCREASE  
FOREIGN  
INVESTMENT

U.S. trade with Canada and Mexico supports MILLIONS of jobs.



# NAFTA to USMCA

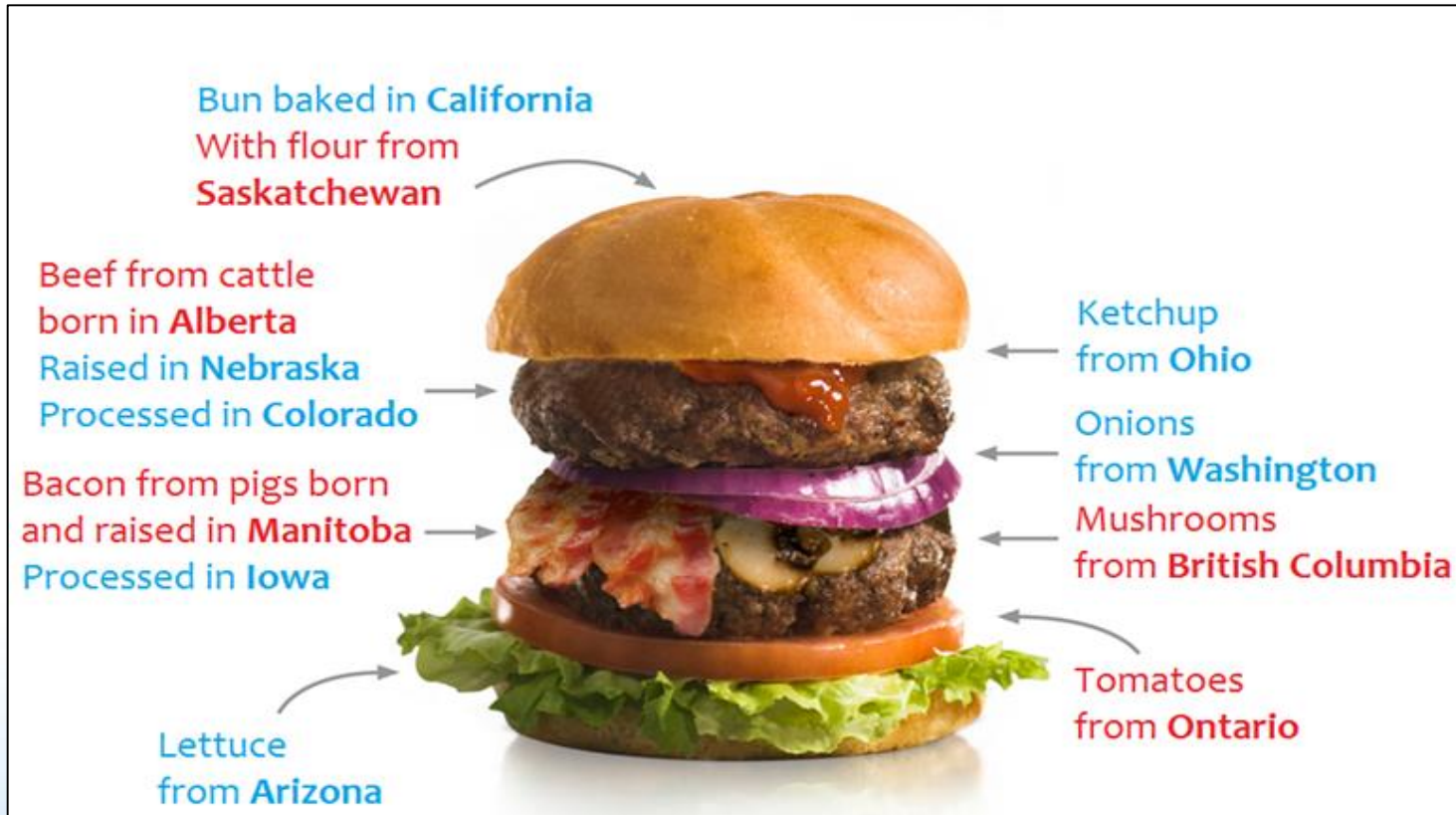
## *What changed?*

Keeping what worked in NAFTA and introducing important updates:

- Cuts red-tape, allows electronic filing and **simplifies the export process** for businesses large and small;
- Incentivizes building and sourcing from the U.S. and Canada with **new rules of origin**;
- **Nine new chapters**, including on digital trade, labour standards, environmental standards, regulatory practices, currency and competitiveness.

# INTEGRATED SUPPLY CHAINS

## *The Great North American Hamburger*



**Supply chains** keep our North American economy operating. We build things *together*.

The background of the slide is a photograph of an industrial construction site, likely a power plant or refinery, during sunset. The sky is a warm, orange-gold color. In the foreground and middle ground, there are dark silhouettes of complex metal structures, including tall chimneys, scaffolding, and large cranes. The overall scene is one of active industrial development.

# **BUY AMERICA**

**Canada is a secure and reliable supplier of materials, metals, and critical minerals. Domestic content requirements against Canada threaten our mutual supply chain.**

**We build this continent better together!**

# ROADMAP FOR A RENEWED U.S.-CANADA PARTNERSHIP

- Combating COVID-19
- Building Back Better
- Building Global Alliances
- Advancing Diversity and Inclusion
- Bolstering Security and Defence
- Accelerating Climate Ambitions





# FINAL TAKEAWAY

*“Geography has made us neighbors. History has made us friends. Economics has made us partners, and necessity has made us allies.”*

- John F. Kennedy, May 17, 1961



*“Let the 5,000 mile border between Canada and the United States stand as a symbol for the future. Let it forever be not a point of division but a meeting place between our great and true friends.”*

- Ronald Reagan, September 28, 1988



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# THANK YOU

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#FriendsPartnersAllies