International Economic Development, Trade and Business Moving Forward

Greater Miami Chamber of Commerce
Thursday, May 21st, 2020

Presented by:
Susan Harper, Consul General
Consulate General of Canada in Miami

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.

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

Source: 2018 – Enterprise Florida; Dun & Bradstreet
Florida’s Top Global Partners

**ORIGIN EXPORTS***
- Brazil
- Canada
- Mexico
- Colombia
- Chile

**SERVICES EXPORTS**
- United Kingdom
- Canada
- Mexico
- China
- Japan

**IMPORTS***
- China
- Canada
- Mexico
- Brazil
- Germany

**VISITORS**
- Canada
- United Kingdom
- Brazil
- Argentina
- Colombia

**INVESTMENT***
- United Kingdom
- Canada
- Germany
- Spain
- France

Source: U.S. Census & The Trade Partnership
* Through September 2019
**VISIT FLORIDA Research (2017)
***SelectUSA 2017 Data
Canada - U.S. Defence Relationship is Long Standing and Well Entrenched
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.”

PRODUCTION

On average, Canadian goods sold to the U.S. contain 25% American content.
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
“...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, 24th 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?
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