

MINNESOTA

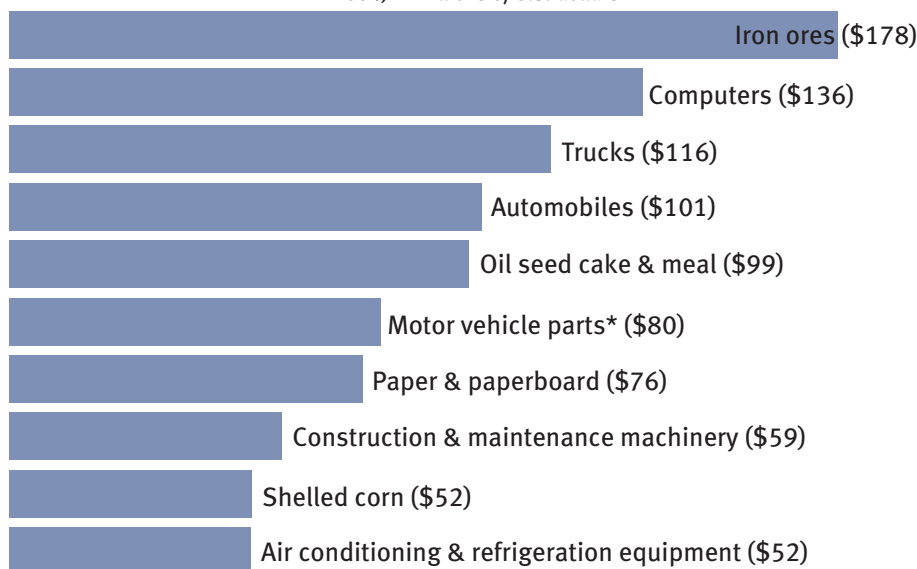
➤➤ 103,000 Minnesota jobs are supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- One-quarter of all Minnesotan exports went to Canada in 2004
- Minnesota purchased \$4.9 billion worth of energy from Canada



Minnesota's Leading Exports to Canada

2004, in millions of U.S. dollars

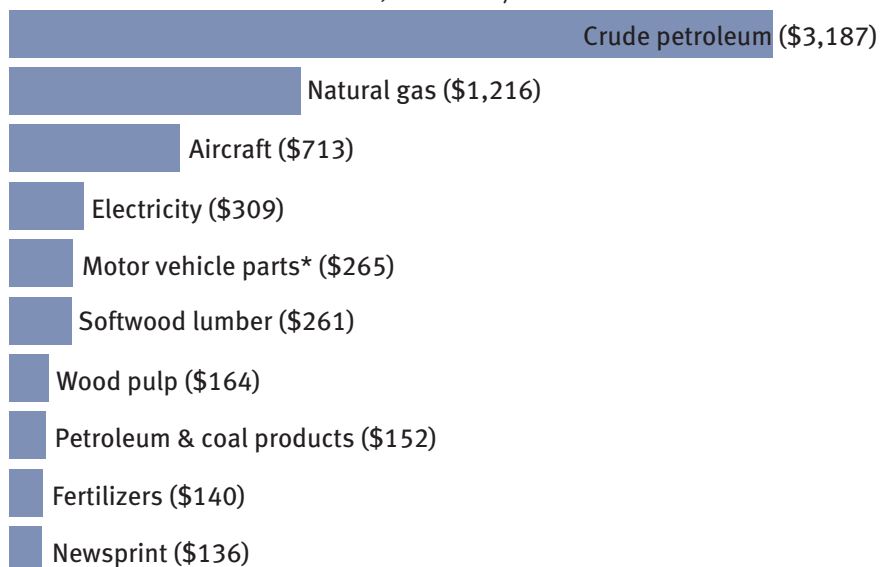


*not including engines

Total Minnesota exports to Canada: \$3.1 billion

Minnesota's Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Minnesota imports from Canada: \$8.6 billion

Proximity and profit...

The shared border between Canada and Minnesota helped to establish an essential trading partnership in 2004. Over one-quarter of all Minnesotan exports were sold to Canada, making it the state's top export destination. In fact, Minnesota exported more goods to Canada than to its next three export markets (Ireland, Japan, and the Netherlands) combined.

The power to get there...

Transportation goods dominated bilateral trade, representing Minnesota's largest export sector to Canada and its second largest import sector from Canada. Minnesotans provided their northern partner with motor vehicles and trucks, while Canadians mostly sold aircraft and motor vehicle parts back to their southern neighbor. The state imported \$1.1 billion worth of transportation goods in 2004, pumping 41% more money into the Canadian economy than it did in 2003.

Fueling a strong economy...

While Minnesotan manufacturers supplied Canadian buyers with a variety of products, the state focused its purchases on Canadian energy. With \$3.2 billion sold, Canadian crude petroleum was by far the largest import to the North Star State in 2004, accounting for 65% of all the state's energy imports. The second largest import was natural gas, at \$1.2 billion. Other energy imports from Canada included electricity and coal. Overall, Minnesotans spent nearly \$4.9 billion purchasing energy from their northern neighbors, an increase of more than \$1 billion over 2003.

Cash crops...

Agriculture was Minnesota's second largest export sector in 2004. Oil seed cake and meal, cereals, shelled corn, and dairy products were in high demand by Canadians, who bought \$545 million worth of these agricultural goods from the state.

The north star of industry...

Revenue generated from the sale of machinery and metals to Canada last year increased by 14% and 45%, respectively. Exports of construction and maintenance machinery contributed \$59 million to the state in 2004. Canadians were even more interested in Minnesota's iron ores, purchasing \$178 million worth and making iron ores the state's leading export to its northern neighbor.

Hail! Minnesota...

The Land of 10,000 Lakes attracted many northern guests in 2004: Canadians visited Minnesota over 600,000 times, spending an average of 17% more than they did in 2003. Similarly, Canada lured 530,000 Minnesotan visitors who spent \$218 million on tourism in 2004.

June 2005

Minnesota–Canada Facts at a Glance:



Top Three Canadian Employers

- ★ Royal Bank of Canada
 - ★ RBC Capital Market
- ★ Canadian National Railway Company
 - ★ Duluth Missabe & Iron Range Railway
- ★ Extencicare Inc.
 - ★ Extencicare Facilities Inc.

State jobs supported by Canada–U.S. trade: 103,000

Minnesota Trade

Exports to Canada: \$3.1 billion
Imports from Canada: \$8.6 billion
Bilateral trade: \$11.7 billion
Largest export market: Canada

Minnesota Tourism

Visits by Canadians: 606,900
\$ spent: \$116 million
Visits to Canada: 530,600
\$ spent: \$218 million

For more information on Canada's trade with Minnesota, please contact:

Consulate General of Canada

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Minneapolis, MN 55415-1899
Phone: (612) 332-7486 • Fax: (612) 332-4061
www.minneapolis.gc.ca

Canadian Embassy / Ambassade du Canada

501 Pennsylvania Avenue, NW • Washington, DC 20001
www.canadianembassy.org

Sources: Merchandise trade and tourism figures are from *Statistics Canada*, converted at the rate of US\$1.00=C\$1.3015. Job numbers are based on 2001 data from a 2003 study by *Trade Partnership Worldwide* commissioned by the Canadian Embassy. Canada's export ranking is from the *World Institute for Strategic Economic Research (WISER)*. All figures are in U.S. dollars. Figures may not add up due to rounding.

Minnesota's Merchandise Exports to Canada

2004, in millions of U.S. dollars

Transportation	\$585
Agriculture	\$545
Machinery	\$360
Metals	\$360
Equipment	\$317
Telecommunications	\$219
Household Goods	\$202
Chemicals	\$160
Forest Products	\$121
Other	\$224

Minnesota's Merchandise Imports from Canada

2004, in millions of U.S. dollars

Energy	\$4,868
Transportation	\$1,146
Forest Products	\$823
Chemicals	\$349
Agriculture	\$340
Equipment	\$288
Metals	\$221
Machinery	\$188
Household Goods	\$109
Other	\$266

Canada–Minnesota Success Stories

In June 2004, Minnesota Governor Tim Pawlenty and Manitoba Premier Gary Doer signed a Memorandum of Understanding (MOU) for biosciences and life sciences collaboration. Acknowledging each other's expertise in these fields and the state-of-the-art facilities in both the state and the province, the intention of the MOU is that Minnesota and Manitoba will promote and facilitate bilateral exchanges in research, development activities and business relationships; enhance the success of technology commercialization in biosciences and life sciences through shared entrepreneurial activity and incubation of innovative technologies; and promote the general well-being of the ongoing bilateral relationship. This MOU follows others signed by the two jurisdictions in the past which have promoted other trade and technology exchanges, as well as cultural and educational exchanges.