

Canada and the United States

Arizona

People-to-People Ties Make Business Possible



Each year, hundreds of thousands of Canadians visit Arizona—and 25,000 homes in the state are owned by Canadians. So, while snowbirds may come for the sun and leave with the heat, their economic contribution lasts year-round. Canada's **Mattamy Homes**, North America's largest privately owned home-builder, has already developed 11 communities across the Phoenix and Tucson areas— and it has 6 new developments in the works, which are expected to generate thousands of new jobs in the next five years.

Housing, tourist and business transactions are made easier by BMO Harris, a subsidiary of the **Bank of Montreal (BMO)** which has been doing business in Arizona since 1965. Along with BMO Private Bank, the two companies employ 500 people statewide in 51 banking centers.

A Business-Friendly Climate Powers the Relationship

Arizona's business-friendly climate is reflected in the diversity of Canadian companies operating in the state. More than 350 Canadian-owned businesses operate across 1,000 locations in Arizona, employing over 18,000 Arizonans. Canadian utility firms **EPCOR USA**, the largest private water provider in Arizona, and **Fortis Inc.**, an electricity and gas utility serve more than 350,000 and 657,000 Arizona customers respectively. In 2015 Fortis, through its Arizona subsidiary **UNS Energy Corporation (UNS)**, contributed \$47,500 to non-profit organizations to support programs that improve the health and well-being of children, families and seniors across the state.

'Manufacturing' Prosperity From the Ground Up

JV Driver Fabricators, an Alberta-based manufacturing company, has a 100,000 square-foot steel pipeline and structural fabrication facility in Phoenix, and 50 employees on site. This facility doubles the company's capacity to serve the North American construction market. **Ritchie Bros. Auctioneers**, based in British Columbia, is the world's largest industrial auctioneer, and has an auction site in Phoenix. Hosting 5 auctions per year, the company employs 25 Arizonans on a full-time basis, and 50 temporary workers for each auction. And Canada's **Bombardier** employs more than 1,000 people at two sites in Arizona— an aircraft service center for business and commercial aircraft in Tucson, and an operations and maintenance center supporting the automated people mover system at Phoenix Sky Harbor International Airport, which is Bombardier technology.

Arizona-Canada trade

Arizona exports to Canada: \$2.2 billion
Arizona imports from Canada: \$1.5 billion
Bilateral trade: \$3.7 billion
Arizona services exports to Canada: \$1.2 billion

Arizona-Canada tourism

Arizona visits by Canadians: 1,005,900
Arizona vacation spending by Canadians: \$1.1 billion

Arizona top goods exports to Canada

Vegetables: \$232 million
Engines & turbines: \$218 million
Aircraft: \$131 million
Telephones & AV recording equipment: \$89 million
Optical, medical & precision instruments: \$86 million

Arizona top goods imports from Canada

Aircraft: \$272 million
Softwood lumber: \$94 million
Plastics & plastic articles: \$88 million
Aircraft parts: \$74 million
Optical, medical & precision instruments: \$66 million

Arizona exports to Canada by industry

Equipment & machinery (51%)
Agriculture (17%)
Transportation (12%)
Minerals & metals (8%)
Chemicals (5%)
Plastics & rubbers (2%)
Other (5%)

Arizona imports from Canada by industry

Transportation (27%)
Equipment & machinery (23%)
Forest products (12%)
Plastics & rubbers (7%)
Agriculture (6%)
Minerals & metals (4%)
Other (21%)

Arizona Jobs

146,800 Arizona jobs depend on trade and investment with Canada

Arizona top services exports to Canada

Travel: \$499 million
Transportation services: \$247 million
Business, professional & technical services: \$144 million
Royalties & license fees: \$89 million
Insurance services: \$82 million

Connect to our team

For more information on Arizona's trade with Canada, please contact our team in Los Angeles.

Source information, common to all state fact sheets **April 2016**

Unless otherwise mentioned, all figures are based on 2015 data in U.S. dollars. **Statistics Canada:** 2013 tourism, based on combined same-day and overnight travel (5/2015 release, US\$1.00 = C\$1.0299). **U.S.**

Census Bureau: goods trade, Canada's export ranking (2/2016 release). **U.S. Bureau of Economic**

Analysis: goods and services trade (3/2016 release). **Trade Partnership:** 2014 services trade (11/2015 release). Job numbers are from a study commissioned by the Government of Canada (11/2014 release, 2013 data). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.