



May 9th, 2017

Dear Friends & Partners,

On behalf of the Government of Canada, it gives me great pleasure to recognize the **Canada Arizona Business Council** for its dedication to increasing trade and investment on both sides of our border. The CABC continues to build upon the cherished and mutually beneficial relationship between Arizona and Canada promoting our shared values and increasing prosperity.

Today 387 Canadian companies have operations in Arizona while 150 from Arizona have expanded into Canada. These firms which include the flagship companies from both jurisdictions benefit from cross-border commerce by tapping into new markets which sustain growth at home. More than 18,000 Arizonans work for Canadian-owned companies. And 146,000 jobs in Arizona depend on trade with Canada.

This valuable relationship is built on people. Arizona recently attracted more than 1 million visitors from Canada for the first time. Many of these tourists end up making a home in Arizona. Canadians own more than 25,000 homes across the state which represents 94 percent of all foreign-owned real estate. This in turn provides long-term and year-round economic contribution to the local economy.

The CABC under the entrepreneurial leadership of Glenn Williamson has established itself as a critically important convener of Arizona's executives and government leaders to sustain and expand this shared prosperity. By extension, the CABC is supporting the wider U.S.-Canada relationship which is the largest and closest of any two countries in the world. One built on balanced trade and the shared values of our people.

I thank the CABC for being a stalwart ally of the Consulate General's own work in facilitating cross-border trade and look forward to continuing our work together.

Sincerely,

A handwritten signature in dark ink, appearing to read "James Villeneuve".

James Villeneuve
Consul General of Canada- Los Angeles