

MONTANA & CANADA

An integrated economy



Photo: Mystery Ranch

Built for the mission

Mystery Ranch is a Bozeman, Montana-based backpack manufacturer, specializing in high-quality equipment for military, hunting, wild outdoors and mountaineering customers. Originally specializing in outdoor recreation, an approach by the U.S. Navy SEALs in 2004 significantly changed Mystery Ranch's business model and established a long-term vertical serving military customers.

Today, Mystery Ranch also supplies customized backpacks to Canadian Special Forces, ensuring that pack equipment is easy to use, adaptable and durable for any environment or mission.

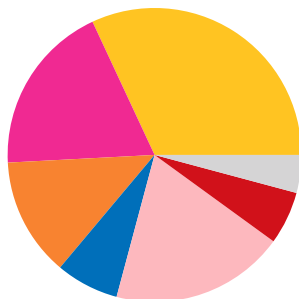


57 Canadian-owned companies employ **1,450 workers** in Montana



Montana sells more goods to Canada (its #1 export market) than to its next 20 largest foreign markets combined

Montana
exports \$1.0 billion
 in goods to Canada annually



Goods exports by industry

- Agriculture (32%)
- Chemicals (19%)
- Energy (13%)
- Equipment & machinery (7%)
- Minerals & metals (19%)
- Transportation (6%)
- Other (4%)

Montana exports \$217 million in services to Canada, including

Transport.....	\$107 million
Travel (including for education).....	\$49 million
Business services.....	\$23 million
Financial services.....	\$19 million
Charges for the use of intellectual property.....	\$13 million

Top Montana goods exports to Canada

Ores, slag & ash.....	\$138 million
Live animals.....	\$115 million
Electricity.....	\$113 million
Vegetables.....	\$108 million
Salt, sulfur, earth & stone, lime & cement.....	\$31 million
Animal feed & food industry residues.....	\$30 million
Oil seeds.....	\$27 million
Cereals.....	\$20 million
Inorganic chemicals.....	\$19 million
Agricultural machinery.....	\$15 million



St. Mary & Milk Rivers

As deep as the waters flow

Since the early 20th century, the **St. Mary and Milk Rivers** have shared both infrastructure and resource management under the 1909 Boundary Waters Treaty. The rivers, straddling Alberta and Montana, supply drinking water for local residents and irrigation for farmers. In May of 2020, part of the infrastructure failed, diverting water flows from their needed routes. All levels of government, from both sides of the border, helped to ensure reconstruction, despite being in the middle of a worldwide pandemic. Construction materials were able to be delivered to the site through a specialized border crossing, and thankfully water began flowing again after just five months. Owing to existing partnerships and a commitment to solving problems, this project is just one of many successful, long-standing collaborations between Canada and the U.S.



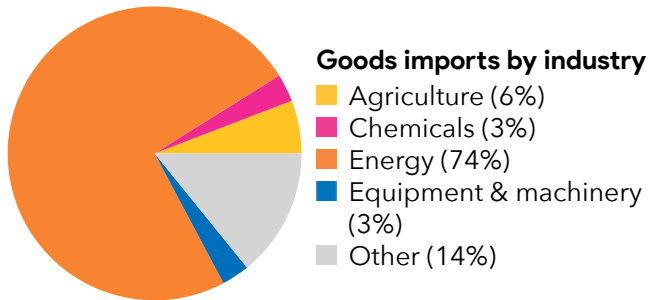
Canada invests in Montana

Trade with Canada supports **25,700 employees in Montana** in addition to the **1,450 employees** at Canadian-owned businesses across the state. In addition, Montana exports \$1.2 billion in goods and services to Canada.

Canadian-owned companies, including **Nutrien Ag Solutions, ADF Group Inc** and **Monette Farms** are major contributors to Montana's economy. They employ residents in every sector and contribute to the local economy with salary dollars, paying local taxes, and the purchase of goods and services in their supply chain.

Montana

imports \$6.8 billion
in goods from Canada annually



Top Montana goods imports from Canada

Crude petroleum.....	\$4.9 billion
Animal or vegetable fats, oils & waxes.....	\$238 million
Natural gas & other gases.....	\$161 million
Fertilizers.....	\$146 million
Softwood lumber.....	\$91 million
Cereals.....	\$74 million
Wood & semi-finished wood products.....	\$72 million
Agricultural machinery.....	\$62 million
Iron & steel tubes, pipes & sheets.....	\$62 million
Aircraft & parts.....	\$53 million

March 2024

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2023 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2024 release). **Trade Partnership:** 2022 services trade (2/2024 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (12/2023 release). **Business Roundtable:** state jobs from Canada-U.S. trade (2018, 10/2020 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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Canada