

NORTH DAKOTA & CANADA

An integrated economy



Ultra-high pressure water jet technology Photo: Susterre

Canadian ag tech meets North Dakota's innovation ecosystem

Toronto-based ag innovation company **Susterre** is pioneering the use of ultra-high pressure water jets in row crop planting applications, enabling regenerative practices like no-till farming that lower the cost of planting and extend the farmer's planting window. Susterre was selected to participate in the 2023 US AgTech Canadian Technology Accelerator program run by Global Affairs Canada. Through this program, Susterre explored and continues to build on opportunities in North Dakota, where a thriving agriculture innovation ecosystem is anchored by Emerging Prairie's Grand Farm, an initiative that creates spaces where global stakeholders can come together to solve problems in agriculture. Working with Grand Farm, North Dakota State University, the North Dakota Soybean Council, and private farmers, Susterre is now testing its technology on corn and soybeans, two of the region's most common and resource-intensive crops.

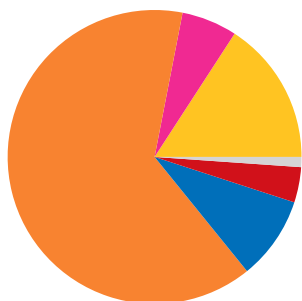


81 Canadian-owned companies employ **4,400 workers** in North Dakota



North Dakota sells more goods to Canada (its #1 export market) than to all other countries combined

North Dakota **exports \$5.9 billion** in goods to Canada annually



Goods exports by industry

- Agriculture (16%)
- Chemicals (6%)
- Energy (64%)
- Equipment & machinery (9%)
- Transportation (4%)
- Other (1%)

North Dakota exports \$304 million in services to Canada, including

| | |
|---|---------------|
| Transport..... | \$245 million |
| Financial services..... | \$18 million |
| Business services..... | \$16 million |
| Travel (including for education)..... | \$12 million |
| Charges for the use of intellectual property..... | \$7 million |

Top North Dakota goods exports to Canada

| | |
|--------------------------------|---------------|
| Fuel oil..... | \$3.0 billion |
| Crude petroleum..... | \$570 million |
| Cereals..... | \$297 million |
| Beverages & alcohol..... | \$243 million |
| Natural gas & other gases..... | \$159 million |
| Agricultural machinery..... | \$148 million |
| Tractors..... | \$143 million |
| Oil seeds..... | \$111 million |
| Organic chemicals..... | \$96 million |
| Vegetables..... | \$79 million |



Photo: General Mills

Regenerative agriculture, Cheerios & Canadian oats

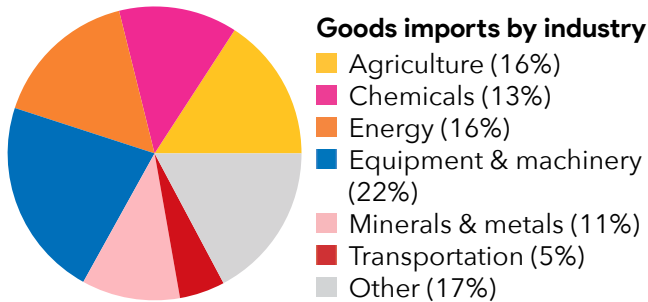
As part of a commitment to advance regenerative agriculture practices on one million acres of North American farmland by 2030, Minnesota-based **General Mills**, one of the world's largest food companies, is providing support to dozens of oat farmers across Saskatchewan, Manitoba, and North Dakota. The farmers participate in a regenerative agriculture oat pilot project, which includes individualized coaching and other tools. This region of North America provides the oats for Cheerios and other leading General Mills brands.

Living Laboratories in North Dakota and Manitoba

The **Living Laboratories Initiative** is a new approach to agricultural innovation in Canada that brings together farmers, scientists, and other collaborators to co-develop and test innovative, sustainable practices and technologies. As part of this initiative, Agriculture and Agri-Food Canada (AAFC) is partnering with the United States Department of Agriculture (USDA) Long Term Agroecosystem Research Network to research the resilience of agroecosystems and the benefits of implementing new agricultural innovations. This collaboration is taking place across the United States and Canada, including between the USDA's Northern Great Plains Research Laboratory in North Dakota and AAFC's research centres in Manitoba. Researchers from North Dakota and Manitoba have established a formal joint task force to collaborate and explore opportunities to strengthen agroecosystem research partnerships with local Indigenous groups in both countries.

North Dakota

imports \$3.0 billion
in goods from Canada annually



Top North Dakota goods imports from Canada

| | |
|---|---------------|
| Crude petroleum..... | \$275 million |
| Fertilizers..... | \$208 million |
| Iron & steel tubes, pipes & sheets..... | \$203 million |
| Oil seeds..... | \$178 million |
| Agricultural machinery..... | \$162 million |
| Compressors & pumps..... | \$158 million |
| Inorganic chemicals..... | \$117 million |
| Fuel oil..... | \$95 million |
| Cereals..... | \$85 million |
| Vegetables..... | \$76 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). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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