

# NORTH DAKOTA & CANADA

## An integrated economy



### Canadian investment expands U.S. plant-based food production

Based in Regina, Saskatchewan, **AGT Foods** is a global leader in plant-based proteins and value-added processing of pulses, grains, staple foods and ingredients for export and domestic markets. In the United States, AGT Foods USA operates facilities in Minot and Williston, North Dakota, processing pulses into products such as gluten-free pasta and innovative plant-based products. The company recently opened a multi-million-dollar Extrusion Center of Excellence in Minot, ND, that can process more than 9 million pounds of gluten free pasta, with the ability to expand to more than 40 million pounds - making it one of the largest facilities of its kind in the world. AGT Foods buys pulses, grains, oilseeds, and specialty crops from farmers near its facilities in the United States and Canada, including the North Dakota and the Canadian prairie provinces. This draws on high-quality grains from the region, while also ensuring farmers benefit from a strong local market, lower transportation costs, and greater value for their crops.

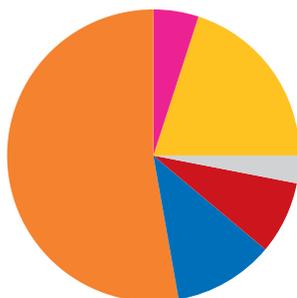


130 Canadian-owned companies employ 3,100 workers in North Dakota



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

North Dakota exports **\$3.9 billion** in goods to Canada annually



**Goods exports by industry**

- Agriculture (20%)
- Chemicals (5%)
- Energy (53%)
- Equipment & machinery (11%)
- Transportation (8%)
- Other (3%)

### North Dakota exports \$307 million in services to Canada, including

Transport	\$239 million
Financial services	\$19 million
Travel (including for education)	\$18 million
Business services	\$18 million
Charges for the use of intellectual property	\$7 million

### Top North Dakota goods exports to Canada

Fuel oil	\$1.6 billion
Crude petroleum	\$337 million
Cereals	\$268 million
Tractors	\$221 million
Beverages & alcohol	\$189 million
Agricultural machinery	\$126 million
Oil seeds	\$101 million
Animal feed & food industry residues	\$76 million
Vegetables	\$59 million
Natural gas & other gases	\$53 million



Photo: General Mills

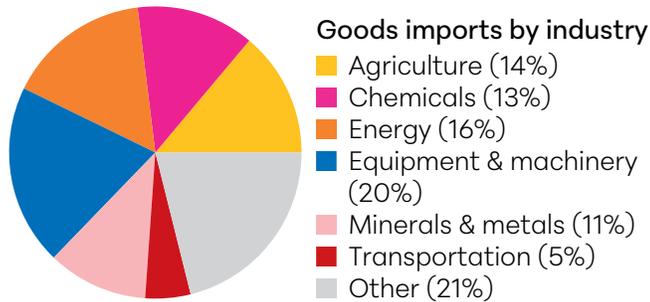
## Regenerative agriculture, Cheerios & Canadian oats

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.

## 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. North Dakota's thriving agriculture innovation ecosystem is anchored by Grand Farm, an initiative by the organization **Emerging Prairie** 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.

## North Dakota imports \$2.8 billion in goods from Canada annually



### Top North Dakota goods imports from Canada

Crude petroleum	\$255 million
Oil seeds	\$172 million
Fertilizers	\$170 million
Iron & steel tubes, pipes & sheets	\$168 million
Agricultural machinery	\$150 million
Compressors & pumps	\$112 million
Inorganic chemicals	\$100 million
Fuel oil	\$90 million
Cereals	\$67 million
Prepared vegetables	\$60 million

March 2025

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2024 data. **U.S. Census Bureau**: goods trade, Canada's export ranking (2/2025 release). **Trade Partnership**: 2023 services trade (12/2024 release). **Dun & Bradstreet**: Canadian-owned businesses operating in the U.S. (2/2025 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

# CONTACT

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