

VERMONT & CANADA

An integrated economy



Photo: Air Canada

Keeping the aerospace supply chain flowing

The Vermont-Québec Aerospace Corridor was created in 2013 and extended to include Ontario in 2021. It facilitates the flow of supply chain contacts and opportunities between Vermont and Canada’s aerospace industries. The \$28 billion Canadian aerospace industry is the fifth largest in the world. Most Canadian companies source over 50% of their aerospace parts from the U.S. Vermont’s aerospace manufacturing and civil aviation industry specifically supplies precision machining, maintenance, repair and overhaul, landing gear, fuel gauging, sensors, sensing systems, and electronics for aerospace and aviation applications to Canadian businesses.

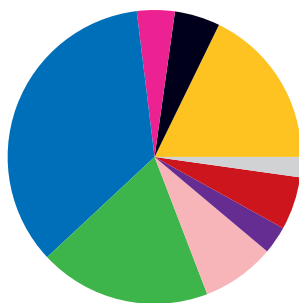


69 Canadian-owned companies employ **2,750 workers** in Vermont



Vermont sells more goods to Canada than to its next two largest foreign markets combined – Taiwan & China

Vermont exports **\$777 million** in goods to Canada annually



Goods exports by industry

- Agriculture (18%)
- Apparel & textiles (5%)
- Chemicals (4%)
- Equipment & machinery (35%)
- Forest products (19%)
- Minerals & metals (8%)
- Plastics & rubbers (3%)
- Transportation (6%)
- Other (2%)

Top Vermont services exports to Canada

Transport.....	\$53 million
Business services.....	\$19 million
Charges for the use of intellectual property.....	\$9 million
Telecom, computer & info services.....	\$9 million
Travel (including for education).....	\$8 million

Top Vermont goods exports to Canada

Paper & paperboard.....	\$90 million
Cocoa & chocolate.....	\$49 million
Wood & semi-finished wood products.....	\$35 million
Aircraft & parts.....	\$30 million
Dairy products, eggs & honey.....	\$29 million
Pearls, gems, precious metals & jewelry.....	\$27 million
Coffee, tea, & spices.....	\$25 million
Plastics & plastic articles.....	\$16 million
Softwood lumber.....	\$15 million
Clothing.....	\$14 million



Photo: iSun Energy

Harnessing solar power

In September 2021, Canada’s **iSun Energy** announced the acquisition of Vermont’s **SunCommon** to create a regional full-service solar installation leader servicing the residential, commercial, industrial and utility-scale markets including solar electric vehicle charging. The acquisition resulted in over 200 new Vermont-based employees at iSun. The 9-year-old company chose Vermont because the state promotes renewable energy and is friendly to electric vehicle policies. It is on a mission to create clean energy and mobility through the delivery of smart, connected, resilient and attractive solar power shading structures. iSun is an excellent example of the cross-border supply chain, as the company’s canopies are assembled in Canada using U.S.-made solar panels.



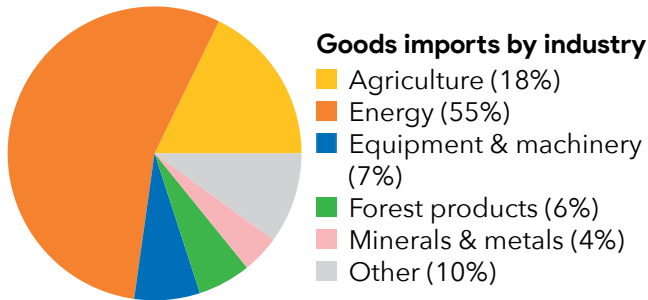
The ALIA-250 can take-off and land vertically. Photo: Beta Technologies

Facilitating organ delivery

Beta Technologies is a Burlington-based aircraft manufacturer with over 200 employees. Beta develops fully electric vertical takeoff and landing aircraft, as well as a charging network for the aircraft. Beta has partnered with **Unither Bioelectronics**, a subsidiary of **United Therapeutics** based in Québec, on the development of its autonomous airborne organ delivery system. United Therapeutics will act as an early adopter of Beta’s Alia aircraft. Simultaneously, Beta has partnered with Montréal-based **CAE**, a world leader in simulation and training technologies for aerospace, to deliver a best-in-class training program for the Alia Aircraft.

Vermont

imports \$2.8 billion in goods from Canada annually



Top Vermont goods imports from Canada

Electricity.....	\$822 million
Fuel oil.....	\$506 million
Cocoa & chocolate.....	\$257 million
Natural gas & other gases.....	\$214 million
Softwood lumber.....	\$76 million
Animal feed & food industry residues.....	\$67 million
Sugars.....	\$53 million
Wood & semi-finished wood products.....	\$49 million
Plastics & plastic articles.....	\$48 million
Cereals.....	\$39 million

May 2023

Sources: All figures are in U.S. dollars using US\$1.00=CAD\$1.328. Unless otherwise specified, all figures are based on 2022 data. **U.S. Census Bureau:** goods trade, Canada’s export ranking (2/2023 release). **U.S. Bureau of Economic Analysis:** goods and services trade (3/2022 release). **Trade Partnership:** 2021 services trade (3/2023 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (12/2022 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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