
If you are a Florida company interested in exporting to the Canadian market, please click [here](#).

Canada and Florida: A Strong and Growing Economic Partnership

Canada and Florida are natural partners, perfectly complementing each other in so many ways. For decades, resource-rich Canada has been supplying Florida's booming economy and population with the prerequisites to sustain this strong growth, as well as with cutting-edge technologies and financial capital. And as both a hotbed of innovation and North America's gateway to Latin America and the Caribbean, subtropical Florida has for the longest time been a favorite destination for Canadians eager to capitalize on Florida's opportunities – for business, leisure, or both! From energy to building materials to food to telecoms equipment, Canadian firms have built a strong presence in Florida across a wide variety of industries.

As global leaders in developing the technologies of tomorrow, both Canada and Florida have been eagerly nurturing their bilateral links, which has resulted in some stellar examples of collaboration across a wide variety of fields. Private-sector businesses, universities, regional and local governments, and non-profit organizations have all been working steadfastly towards developing networks of partnerships that will bring ever closer the already intertwined economies of Canada and Florida.

Beyond just their commercial links, Canada and Florida share long-standing ties in culture, language (Quebec has North America's largest francophone community, Florida the second largest), tourism (including Canadian "snowbirds" who reside in Florida part of the year), sports, and a variety of other areas. All of these linkages reinforce each other, contributing to a deeper mutual familiarity and understanding between Canadians and Floridians, while also facilitating the conduct of business.

Florida-Canada Bilateral Merchandise Trade (\$1.5 Billion in 2019)

[USMCA](#) partners Canada and the United States have seen a boom in cross-border trade over the past decade and a half. With the two nations' economies becoming ever-more-closely integrated, some of this trade is conducted among affiliates of the same company on different sides of the international border. As the third most populous U.S. state and a major hub for global commerce, Florida has provided a significant contribution to this trading relationship.

Total two-way direct merchandise trade between Canada and Florida amounts to over \$1.5 billion a year. The lion's share of this merchandise trade (about three quarters) is transported overland by truck, with another 15% shipped by rail. The remaining tenth of bilateral trade is transported either by air (e.g. advanced products requiring just-in-time delivery, such as electronic components), or by sea (e.g. bulk cargoes such as raw materials). In addition to well-developed overland and maritime connections, there are also numerous direct daily flights between Canadian cities and those in Florida.

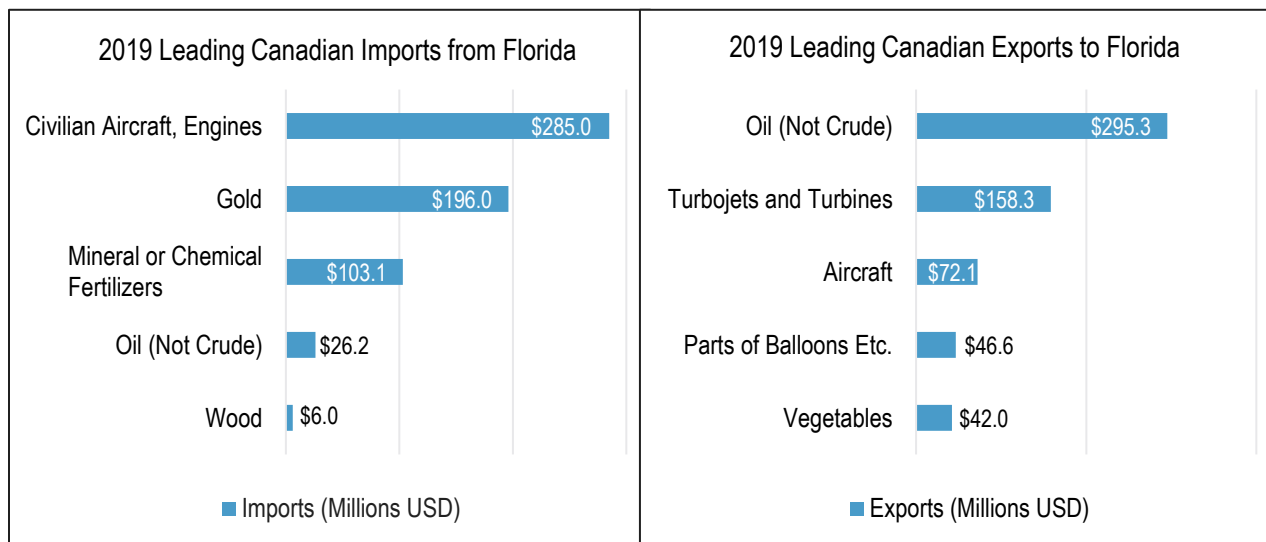
Florida-Canada Linkages



Florida also serves as a major transshipment point for goods destined to and from Latin American and Caribbean (LAC) countries. Like their counterparts elsewhere throughout North America, Canadian firms often ship goods to and from the LAC region through Florida, capitalizing on the state's unrivalled connections to that region of the world.

Total merchandise trade between Florida and Canada was \$1.5 billion in 2019, making it Florida's 26th largest bilateral merchandise trading partner. In the last five years *bilateral trade grown by 11.8%, and by 53.5%* in the past 10 years.

- Canadian Imports from Florida were \$656.8 million in 2019, making it the state's 25th largest export market.
- Canadian Exports to Florida were \$870.3 million in 2019, making it Florida's 25th largest source for merchandise imports.



Canadian Exports to Florida

Canada's total merchandise exports to the Florida market have grown by about one-half over the past three years and are now valued at about \$1.5 billion annually. Goods made in Canada are purchased both by Florida businesses, and by the private households of Florida's 22 million consumers. In addition to consumer goods, many Canadian products shipped to Florida are intermediate production inputs (such as components and accessories) for Florida's leading industries such as aerospace, information technology, and medical device manufacturers.

Top Canadian exports to Florida include oil from petrol and bituminous minerals, turbojets, turbopropellers and other turbines, aircraft, spacecraft and launch vehicles, vegetables, and newsprint, in rolls or sheets.

Canadian Imports from Florida

Canadian imports from Florida have grown by over 50% over the past decade, and today Canada ranks second, only behind Brazil as the world's largest market for goods "Made in Florida". Canadian businesses and consumers imported \$4.3 billion worth of Florida-origin goods in 2019, across a wide variety of industries.

The top Canadian imports of “Made in Florida” goods include civilian aircraft, engines, and parts, mineral or chemical fertilizers, gold, vegetables, fruit, yachts & other vessels, electric apparatus for telephone lines, and medical, surgical, dental and veterinary instruments.

Canadian Investment in Florida

Given the vast size of Florida’s local market and the ease of access it offers companies wishing to businesses throughout the Americas, it is not surprising that many Canadian firms have found it beneficial to locate in the state. In fact, Canada is Florida’s fourth largest international investor, accounting for almost a tenth of Florida’s total worldwide inward stock of foreign direct investment.

There are currently over 500 Canadian companies with a presence in Florida, operating throughout the state and in virtually every sector of Florida’s economy. In fact, some Canadian firms have become such household names in Florida that most Floridians would not even think of them as being “foreign” (a distinction in any case diminishing in importance in the ever-more-integrated global economy of the 21st century).

The largest Canadian investment was in the following Florida industries: manufacturing; construction; real estate rental and leasing; the information sector; finance and insurance; professional, scientific and technical services; and transportation and warehousing.

Canadian-owned firms employed 53,500 Floridians in 2018 – the second highest number after the United Kingdom. Of all the foreign direct investment jobs in Florida, Canada represents nearly 15 percent of all employment. In addition to manufacturing, Canadian majority-owned firms employed significant numbers of Floridians in the fields of transportation, construction, health care, financial services, and retail trade

- According to our database of Foreign Owned Affiliates in Florida, there are 518 Canadian companies with 2,285 branch locations in Florida.
- Canadian affiliates in Florida are estimated to have had total holdings of USD \$13.6 billion in 2018, employing 53,500 Floridians, second only to the United Kingdom.
- Based on the most current statistics from the U.S. Bureau of Economic Analysis, Canada is the **second largest foreign investor** in Florida as ranked by employment (53,500).

Select Canadian Owned Companies with Operations in Florida

Canadian Parent Company	Florida Subsidiary Company
Alimentation Couche-Tard (Retail)	Circle K Stores Inc. Florida Div.
BMO Financial Corporation (Financial Services)	BMO Harris Private Banking
Bombardier Inc. (Aviation/ Aviation)	Bombardier Transit Corporation
CGI Group (Information Technology)	CGI Group Inc.
Hudson's Bay Company (Retail)	Lord & Taylor
GARDA World Security (Security)	GardaWorld Cash Services.
Russel Metals Inc. (Manufacturing)	Sunbelt Group
Scotiabank - The Bank of Nova Scotia (Financial Services)	Scotiabank

Florida Companies in Canada

Florida-headquartered companies in a variety of industry sectors have operations in Canada, including these well-known corporations:

- Brightstar Corporation (Services)
- Collins Aerospace, Inc. (Aerospace)
- CSX Corporation (Logistics)
- Darden Restaurants, Inc. (Food Services)
- Fresh Del Monte Produce, Inc. (Produce)
- Hard Rock Café International (Leisure)
- Harris Corporation (Technology)
- Hertz Global Inc. (Car/Equipment Rental)
- NextEra Energy, Inc. (Services)
- Jabil Inc. (Electronics)
- NextEra Energy, Inc. (Services)
- Office Depot, Inc. (Retail)
- Tech Data Corporation (IT Distribution)

Canadian Government & Business Associations in Florida

- [Canada Consul General – Miami](#)
- [Canadian Trade Commissioner Service – Senior Trade Commissioner & Consul – Miami](#)
- Canada-Florida Chamber of Commerce – Plantation
- Canadian American Chamber of Commerce of South Florida

Cultural Linkages

- Lakeland - Sister City partnership with Richmond Hill, Canada
- Miami Beach - Sister City partnership with Brampton, Canada
- Sarasota - Sister City partnership with Hamilton, Canada

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