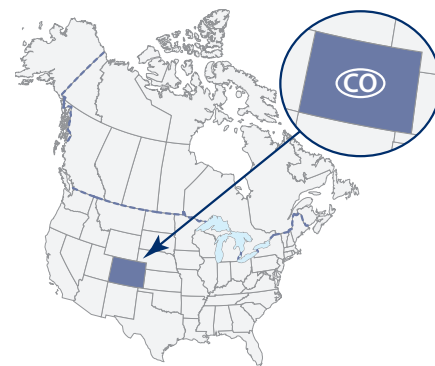


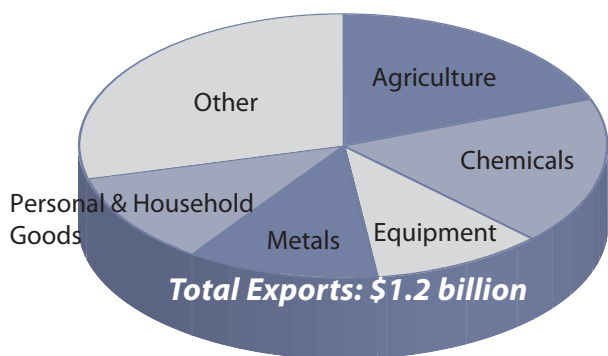
COLORADO



- ✦ Canada–U.S. trade supported 7.1 million U.S. jobs
- ✦ Total Canada–U.S. merchandise trade: \$535 billion
- ✦ 123,750 Colorado jobs are supported by Canada–U.S. trade
- ✦ Canada is Colorado’s largest foreign export market
- ✦ Canadians made more than 133,000 visits to Colorado, spending \$88 million
- ✦ Colorado residents made 162,300 visits to Canada, spending \$110 million

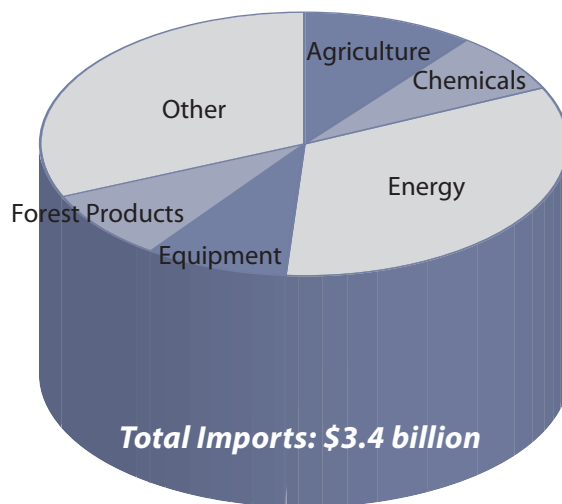
Colorado’s Exports to Canada

2007, in millions of U.S. dollars



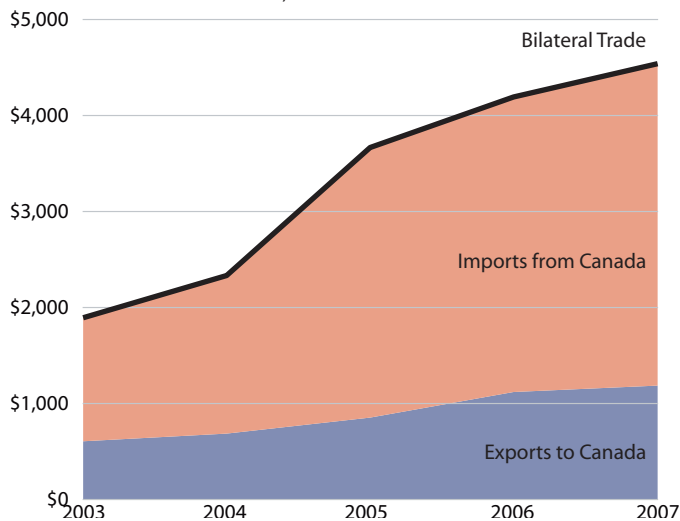
Colorado’s Imports from Canada

2007, in millions of U.S. dollars



Colorado–Canada Bilateral Trade

2003–2007, in millions of U.S. dollars



A Close Relationship

In 2007, Canada was Colorado’s most important international trading partner, purchasing almost one-quarter of the state’s worldwide exports or more goods than the state’s next two foreign markets — Mexico and China — combined. Bilateral trade flows climbed to \$4.6 billion, as the state sent \$1.2 billion in merchandise north of the 49th Parallel and purchased \$3.4 billion worth. In fact, the partners exchanged more than \$12.5 million in tangible goods on a typical day.

A chemical bond

Colorado found an active market for its chemicals in Canada, selling \$214 million worth in 2007. The state sent \$165 million in organic chemicals to its northern partner, an increase of 22% from the previous year. Canadian manufacturers reciprocated with chemical shipments valued at \$250 million. Significant sales included fertilizers (\$108 million) and basic plastic shapes and forms (\$42 million).

Tourism

Visits to Colorado by Canadians: 133,000
 \$ spent: \$88 million
 Colorado visits to Canada: 162,300
 \$ spent: \$110 million

Jobs

Colorado jobs supported by
 Canada–U.S. trade 123,750

Merchandise Trade

Exports to Canada: \$1.2 billion
 Imports from Canada: \$3.4 billion
 Bilateral trade: \$4.6 billion
 Largest export market: Canada

Colorado's Leading Exports to Canada

2007, in millions of U.S. dollars

Agriculture (19% of total exports)	\$227
Meat	\$184
Other foods & materials for food	\$12
Other fodder & feed	\$7
Chemicals (18% of total exports)	\$214
Organic chemicals	\$165
Other chemical products	\$18
Inorganic chemicals	\$13
Metals (12% of total exports)	\$139
Other iron, steel & alloys	\$48
Other metals in ores, conc. & scrap	\$33
Aluminum, including alloys	\$26

Colorado's Leading Imports from Canada

2007, in millions of U.S. dollars

Energy (33% of total imports)	\$1,111
Crude petroleum	\$1,101
Petroleum & coal products	\$10
Agriculture (11% of total imports)	\$354
Live animals	\$246
Meat	\$23
Other beverages	\$17
Equipment (9% of total imports)	\$294
Other equipment & tools	\$104
Other measur. cont. lab. med. & opt. eqp.	\$92
Office machines & equipment	\$39

It's all about meat

Colorado and Canada benefitted from an integrated market in agricultural products, as bilateral sales climbed to \$581 million in 2007, an increase of 58% from the past year. Canada (primarily Alberta, Saskatchewan and Manitoba) shipped \$246 million in live animals and \$23 million in meat to the state. Colorado processed the live animals and found a market — \$184 million in meat products — north of the border.

An energy partnership

In 2007, Colorado looked north to Canada to meet energy consumption needs, buying \$1.1 billion worth. State imports of crude petroleum, which accounted for almost the entire amount — came primarily from the western province of Alberta.

A colorful escape

Colorado is a sports fans' ideal destination — with six professional sports teams and magnificent mountains — that would appeal to any enthusiast. Canadians made 133,000 visits to the state, spending \$88 million at sport matches, skiing and the like. In return, residents of Colorado made 162,300 visits to Canada and spent \$110 million.

from new licensing agreements related to e-learning software applications.

Colorado Governor Bill Ritter and a delegation of 23 economic development and life sciences sector representatives were accompanied to Toronto by the Denver's Consul General, Senior Trade Commissioner and Life Sciences Trade Commissioner on November 12–15, 2007. The Governor's two days in Toronto were the beginning of a four day trade and investment mission in Canada. The emphasis in Toronto was on potential partnerships and collaborations in the life sciences sector.

The **Saskatchewan Interactive Media Association** is partnering with the **University of Denver** in developing a cross border curriculum in video gaming development. This joint project came as a result of a gaming summit held in Saskatoon, SK, in February 2008. Plans are now in the works between the Universities of Denver and Saskatchewan to establish a joint research forum where game developers from both universities can come together to produce video games that can be commercialized and strengthen the schools of computer science and engineering on both sides of the border.

June 2008

Canada–Colorado Success Stories

Baytex Energy Trust, of Calgary, Alberta established an office in Denver in November 2007 to conduct oil and gas exploration and development activities. Baytex identified the Rocky Mountain region as an area, which offers product and geographic diversification and is both geologically and fiscally prospective. The investment was made public during the Colorado Governor's trade mission to Alberta in November 2007.

Five Manitoba-based information and communications technology (ICT) companies participated in a trade mission to Denver in March 2008 that resulted in 25 one-on-one meetings with senior level executives from Colorado's technology industry. The meetings led to \$500,000 in new revenue coming

For more information on Canada's trade with Colorado, please contact:

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Merchandise trade and tourism figures are from **Statistics Canada**, converted at the rate of US\$1.00=C\$1.0749. Merchandise trade is based on total exports and imports for the year 2007. Job numbers are based on 2005 data from a 2006 study commissioned by the Canadian Embassy. Canada's export ranking is from the **World Institute for Strategic Economic Research (WISER)**. All figures are in U.S. dollars. Figures may not add up due to rounding.