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Florida Market &

Clean Tech Overview

Chambre de Commerce Québec-Floride

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- Canada – U.S. / Florida Highlights
- Florida as a Gateway
- The Canadian Trade Commissioner Service
- Market Overview – Clean Tech



Launching Opportunities - Créons des opportunités - Creando oportunidades

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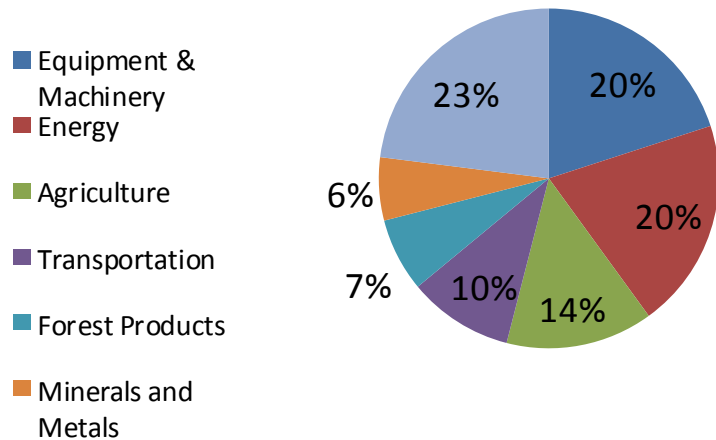
Canada-Florida Trade

Canadian Exports to Florida



Florida imported \$4.2 billion from Canada

Top Canadian exports to Florida in 2015:



Fuel oil	\$789 million
Machinery, Boilers and turbines	\$587 million
Electrical machinery	\$285 million
Furniture	\$260 million
Aircraft, spacecraft & parts	\$191 million
Wood & wooden articles	\$178 million
Vehicles	\$144 million
Optical, Photo, Surgical & medical equip.	\$143 million
Plastics	\$122 million

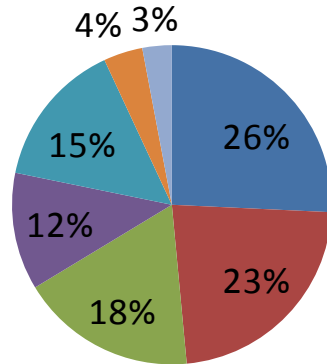
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Canada-Florida Trade

Canadian imports from FL



Florida exported \$3.9 billion to Canada



Top Florida merchandise exports to Canada in 2015:

Fertilizers	\$371 million
Machinery & Mechanical Parts	\$368 million
Electrical Machinery & Equip	\$273 million
Optical, Photo & medical equip	\$269 million
Pharmaceuticals	\$267 million
Fruit Juices	\$218 million
Edible Vegetables	\$159 million
Edible Fruits	\$114 million
Plastics	\$100 million

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Canadian Investments in Florida



BMO 
Harris Bank


CAE

 Stantec



 **TD Bank**

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Canadian Business in Florida

- Canadian companies have major investments in financial services, information and communication technologies, aerospace and defense, agriculture and chemicals, and in the construction industry.
- Top Canadian employers include TD Bank, CAE, Circle K Stores, ResCare, White Springs Chemical and Stantec. In 2015 there were over 315 Canadian owned companies in Florida.
- In 2010*, Canada FDI in Florida amounted to \$3.3 billion, 10% of all FDI to Florida.
- Cited reasons for Canadian companies to establish facilities in South Florida:
 - ✓ Access to Latin American markets
 - ✓ Access to the 26,000 Canadians residing in South Florida

*2010 was the last year FDI numbers for the State of Florida were available

Florida Investments in Canada



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Florida as a Gateway



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South Florida as a Gateway

- “Miami is the best place to do business in Latin America”
- More than 600 MNCs have Latin American headquarters in South Florida.
- 1, 200,000 Latin Americans call Miami home, more than 50% of the city’s population.
- Miami has the greatest number of flights to LAC and flies directly to more cities than any other regional airport. MIA is the largest cargo airport in the U.S.
- Business friendly, low cost environment with tax incentives for investors and no state income tax.

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The Canadian Trade
Commissioner Service /
Le Service des délégués
commerciaux du Canada



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The Trade Commissioner Service (TCS):

Four Key Services

- Preparation for International Markets
- Market Potential Assessment
- Qualified Contacts
- Problem Solving

Priority Sectors

- Aerospace & Defense
- Clean Tech
- Information & Comm. Technology (ICT)
- Infrastructure
- Life Sciences

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Market Overview – Clean Tech



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Clean Tech in Florida

Energy

Florida is home to industry leading producers of power generation systems, a variety of solar technology companies, biofuel producers, and battery and fuel cell manufacturers.

Efficiency

Florida through its companies is working to improve the energy efficiency of all types of products – from buildings to lighting to electronics.

Water Air & Environment

The industry is at the forefront of the latest water testing, desalination and remediation technologies. The environmental monitoring, compliance and remediation sector is also strongly represented in Florida.

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Florida Clean Tech Potential

- JOBS - Florida ranks 4th for clean tech employment with more than 92,000 jobs.
- 1,200 miles of coastline and proximity to the Gulf Stream support all types of ocean energy R&D and deployment.
- United Technologies Corp. – Constructing the 224,000-sq.-ft. “Center for Intelligent Buildings” in Palm Beach Gardens as a showcase for the latest developments in energy-efficient building technologies; 380 jobs expected.
- Florida offers one of the nation's largest markets for clean technologies to serve emerging markets.





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Florida Clean Tech Opportunities

- Municipalities - Road Show focused on Water & Waste Water, Waste and Recycling and Energy (Smart Grid and Smart City)
- Utilities - Florida Power & Light, Duke Energy, TECO
- CityAge (February 2017 - Fort Lauderdale)
- WEFTEC 2017 (September - Chicago)
- PowerGen 2017 (December - Orlando)
- GLOBE 2018 (March - Vancouver)



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Infrastructure

Public Private Partnerships (PPP)

Florida passed new legislation in 2013 to facilitate the use of PPP mechanisms for the development of infrastructure at the sub-state level.

Transportation

Florida governor Rick Scott is to prioritize an investment of more than \$25billion in the state's roadways and wider infrastructure over the next decade.

Water & Sewer

Over the next 10 years, Florida will work to invest \$1billion to restore springs and help develop water supplies.

Commercial & Residential Construction

500,000 housing starts during the next 4 years with an 8.8% job growth in construction during the same period. 30,000 new condos in Miami alone.

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