

# ILLINOIS & CANADA

## An integrated economy



Lion-8 electric school bus. Photo: Lion Electric

### Boosting Illinois' clean energy goals

In 2022, Canada-based zero-emission vehicle manufacturer **Lion Electric Company** built its first U.S. plant in Joliet, bringing more clean energy options to the state. In November 2022, this facility produced its first zero-emission LionC school bus. Lion's new plant will produce 20,000 electric buses and medium- and heavy-duty trucks annually in the \$70 million, 900,000-square foot site. This investment will bring 1,400 jobs to the state by 2027. There are more than 700 of the company's electric school buses already on the road, and **Amazon** has committed to buy up to 2,500 more trucks from Lion by 2025, indicating a growing demand from school districts and companies for electric transportation options. Lion became the first manufacturer in the school bus industry to deliver vehicles for the U.S. Environmental Protection Agency's Clean School Bus Program in 2022.

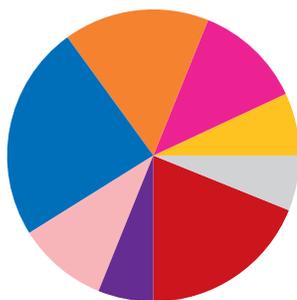


475 Canadian-owned companies employ **44,050 workers** in Illinois



**Illinois sells more goods to Canada** than to its next three largest foreign markets combined – Mexico, Australia & Germany

Illinois  
**exports \$23.8 billion**  
in goods to Canada annually



**Goods exports by industry**

- Agriculture (7%)
- Chemicals (12%)
- Energy (16%)
- Equipment & machinery (24%)
- Minerals & metals (10%)
- Plastics & rubbers (6%)
- Transportation (19%)
- Other (6%)

### Top Illinois services exports to Canada

Business services.....	\$1.2 billion
Financial services.....	\$596 million
Charges for the use of intellectual property....	\$236 million
Telecom, computer & info services.....	\$233 million
Transport.....	\$185 million

### Top Illinois goods exports to Canada

Fuel oil.....	\$3.6 billion
Automobiles.....	\$2.9 billion
Plastics & plastic articles.....	\$1.1 billion
Agricultural machinery.....	\$791 million
Pharmaceutical products.....	\$658 million
Optical, medical & precision instruments.....	\$631 million
Iron & steel tubes, pipes & sheets.....	\$620 million
Pearls, gems, precious metals & jewelry.....	\$600 million
Motor vehicle parts.....	\$547 million
Fertilizers.....	\$444 million



Photo: BMO Harris

## Manufacturing critical supplies

Illinois-based **Medline**, a healthcare manufacturer, distributor and solutions provider, works with some of the largest healthcare systems and independent facilities in the U.S. and Canada. From the onset of COVID-19, Medline employees worked around the clock to meet the surging and evolving supply chain needs of its healthcare partners. When personal protective equipment was in short supply, the company invested in air freight, created new manufacturing partnerships and repurposed its U.S. manufacturing lines to produce such high-demand products as face masks and hand sanitizer.

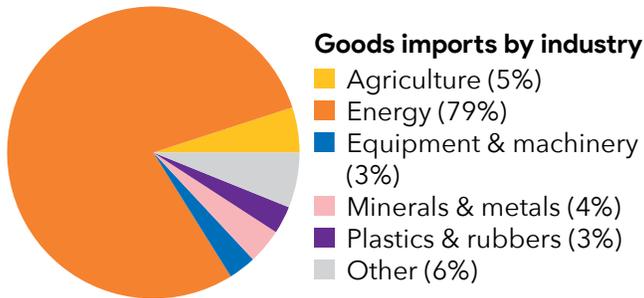
Medline's logistical and manufacturing solutions helped strengthen the healthcare supply chain in North America during the pandemic, and the company continues to help customers on both side of the border maintain stock levels of critical supplies.

## Banking on a better future

Serving customers for 200 years and counting, **BMO**, headquartered in Toronto, is a highly-diversified financial services provider – the eighth largest bank, by assets, in North America. The bank provides a broad range of personal and commercial banking, wealth management and investment banking products and services to more than 12 million customers. In the U.S., BMO employs over 12,000 employees; its retail bank boasts over 500 branches and provides clients access to over 40,000 ATMs nationwide. It is Chicago's second largest bank in deposit share and ranks 12<sup>th</sup> in U.S. commercial lending. As part of its commitment to "Growing the Good in Business and Life," BMO is mobilizing over \$300 billion for sustainable finance by 2025 and has committed \$5 billion over five years to address key barriers faced by U.S. minority-owned businesses, communities and families.

## Illinois

**imports \$68.3 billion**  
in goods from Canada annually



## Top Illinois goods imports from Canada

Crude petroleum.....	\$50.5 billion
Natural gas & other gases.....	\$3.4 billion
Plastics & plastic articles.....	\$1.3 billion
Pearls, gems, precious metals & jewelry.....	\$831 million
Pasta, breads & cereal preparations.....	\$768 million
Iron & steel alloys & semi-finished products.....	\$662 million
Paper & paperboard.....	\$562 million
Rubber & rubber articles.....	\$455 million
Fertilizers.....	\$424 million
Motor vehicle parts.....	\$397 million

April 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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