

INDIANA & CANADA

An integrated economy



Ontario Premier Doug Ford and Indiana Governor Eric Holcomb

Indiana and Ontario sign a new Memorandum of Understanding

In January 2024, Eric Holcomb, Governor of Indiana, and Doug Ford, Premier of Ontario, finalized a new Memorandum of Understanding (MOU) to promote trade and attract investments.

The new MOU aims to further spur collaboration in key sectors such as infrastructure, life sciences, advanced manufacturing, automotive, aerospace, agriculture, academia, energy, ICT and sports economy.

Both signatories highlighted the extent of the trade relationship between Indiana and Ontario and identified economic development and investment, workforce development and regulatory cooperation as key areas of cooperations between the two jurisdictions.



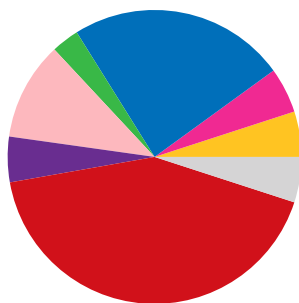
182 Canadian-owned companies employ **27,800 workers** in Indiana



Indiana sells more goods to Canada (its #1 export market) than to its next two largest foreign markets combined – Mexico & China

Indiana

exports \$14.9 billion
in goods to Canada annually



Goods exports by industry

- Agriculture (5%)
- Chemicals (5%)
- Equipment & machinery (24%)
- Forest products (3%)
- Minerals & metals (11%)
- Plastics & rubbers (5%)
- Transportation (42%)
- Other (5%)

Indiana exports \$548 million in services to Canada, including

Travel (including for education).....	\$191 million
Business services.....	\$125 million
Charges for the use of intellectual property....	\$124 million
Insurance services.....	\$67 million
Maintenance & repair services.....	\$24 million

Top Indiana goods exports to Canada

■ Motor vehicle parts.....	\$2.0 billion
■ Automobiles.....	\$1.6 billion
■ Trucks.....	\$1.3 billion
■ Plastics & plastic articles.....	\$598 million
■ Engines & turbines.....	\$510 million
■ Optical, medical & precision instruments.....	\$420 million
■ Iron & steel alloys & semi-finished products.....	\$405 million
■ Iron & steel tubes, pipes & sheets.....	\$361 million
■ Fuel oil.....	\$228 million
■ Furniture & bedding.....	\$221 million

Canada is driving sustainable solutions in Indiana

Clearline Technologies is dedicated to creating a business that benefits both humanity and the environment. Headquartered in Canada, Clearline expanded its output in 2022 with the full operation of their Clearline USA-Muncie facility, spanning 45,000 square feet and currently employing a team of 25 individuals. In the facility resides "Taz" the Cracker Mill, responsible for processing tire derived fuel to produce the crumb rubber used in their manufacturing process. Not only can Tan produce up to 40 million pounds of crumb rubber per year, but the facility also manufactures 100% recycled rubber traffic calming safety products including the reliable Curbie, Bumpie, and Humpie, ensuring the safety of both pedestrians and drivers!

Clearline continues to expand globally and address the pressing issue of tire waste. The Canadian company remains resolute in its mission to inspire change, drive sustainable practices, and lead the way towards a cleaner, more environmentally conscious world.



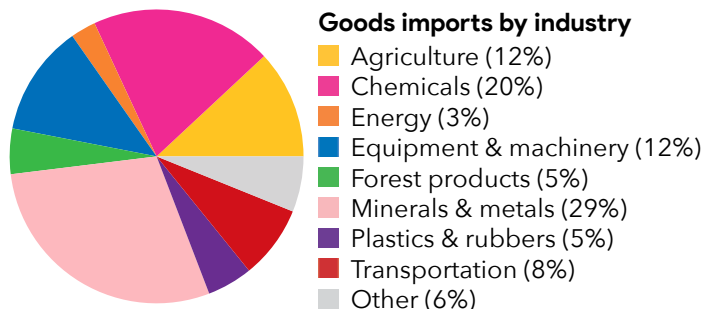
Canada invests in Indiana

Trade with Canada supports **148,500 employees in Indiana** in addition to the **27,800 employees** at Canadian-owned businesses across the state. In addition, Indiana exports \$15.4 billion in goods and services to Canada.

Canadian-owned companies, including **Couche-Tard US, Multi-Plex Div, BMO Harris Bank** and **Mac's Convenience Stores**, are major contributors to Indiana's economy. They employ residents in every sector and contribute to the local economy with salary dollars, paying local taxes, and the purchase of goods and services in their supply chain.

Indiana

imports \$11.1 billion
in goods from Canada annually



Top Indiana goods imports from Canada

Iron & steel alloys & semi-finished products...	\$1.1 billion
Pharmaceutical products.....	\$850 million
Fertilizers.....	\$837 million
Motor vehicle parts.....	\$669 million
Copper & copper articles.....	\$529 million
Plastics & plastic articles.....	\$526 million
Aluminum & aluminum articles.....	\$454 million
Pearls, gems, precious metals & jewelry.....	\$411 million
Pasta, breads & cereal preparations.....	\$387 million
Engines & turbines.....	\$314 million

March 2024

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2023 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2024 release). **Trade Partnership:** 2022 services trade (2/2024 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (12/2023 release). **Business Roundtable:** state jobs from Canada-U.S. trade (2018, 10/2020 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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