

FACT SHEET

ABOUT INVEST USA CANADA

Invest USA Canada (IUC) is a public-private partnership that brings together key players in the Greater Toronto Area that jointly promote and facilitate Canadian outbound direct investment (ODI) in the United States. The IUC coordinates closely with the SelectUSA program under the U.S. Department of Commerce. The IUC is a valuable resource for Canadian investors to learn about opportunities, understand best practices, and get referrals to qualified service providers to help them maximize the chances of successful investment in the U.S.

CANADIAN FDI IN THE USA

Canada is the 4th leading source of Foreign Direct Investment (FDI) in the U.S. with an investment stock of US\$311 billion as of 2014. The U.S. is also Canada's top destination for FDI, accounting for 42% of Canada's total outbound overseas investment. The top sectors in which Canadian firms invest in the U.S. are: (1) software and IT services, (2) financial services, (3) business services, (4) metals, and (5) industrial machinery.

WHY INVEST IN THE USA?

There are many reasons why the U.S. is the #1 destination for Foreign Direct Investment worldwide. The bullets below highlight a few reasons why Canadian companies choose the U.S.

- World's largest market, platform to other markets
- Proximity and access
- Shared language and culture

- Laws – Open investment policy, IP protection
- Numerous investment incentive programs
- Access to financing – U.S. Venture Capital
- Highly educated and productive workforce
- U.S. manufacturing resurgence

HOW WE CAN HELP

The Invest USA Board Members listed on the flip side of this document are subject matter experts in various aspects of Canadian investment in the U.S. They can provide valuable insights and guidance to help investors navigate the process of successfully expanding into the U.S. market.

MORE INFORMATION

For more information about how Invest USA Canada can help both Canadian investors looking to expand their business in the United States and for U.S. state and local economic development organizations seeking to attract Canadian investment, please contact:

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BOARD MEMBER DIRECTORY

(alphabetical by company)

Jobs Ohio

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Website: www.Jobs-Ohio.com

Profile: Jobs Ohio is a private, non-profit statewide economic development corporation designed to drive job creation and new capital investment in Ohio through business attraction, retention and the expansion of existing industry. The sole source of revenue is proceeds from the sale of spirituous liquor in Ohio through an exclusive 25 year franchise that was established on February 1, 2013. Similar to a government department, there is no charge for the services provided by Jobs Ohio and its network of 5 regional groups across the state.

Amer & Associates Economic Development

Contact: Jay Amer, President
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Profile: Amer EcDev is a full service professional economic development consultancy based in Canada providing global expertise in strategy development and implementation, investment and trade, marketing, government relations, incentive programs and site selection.

Aon

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Profile: Aon is the leading global provider of risk management, insurance and reinsurance brokerage, and human resources solutions and outsourcing services. Through its more than 72,000 colleagues worldwide, Aon unites to empower results for clients in over 120 countries via innovative and effective risk and people solutions and through industry-leading global resources and technical expertise.

Barclay Damon, LLP

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Profile: With offices on both sides of the Canada-U.S. border, Barclay Damon, LLP is optimally located to guide Canadian businesses in their U.S. expansion and operations. As a full-service law firm practicing in virtually every area of U.S. law, 275 attorneys help further clients' cross-border success.

CAI Global Group

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Profile: The CAI Global Group is a specialized consulting firm offering expertise in investment projects including financial incentives, site selection, and business strategies on the retention, expansion and attraction of investment projects for multinational, national and domestic companies.

CDA Market Services

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Profile: Canadian representative for the Minneapolis Saint Paul Regional Economic Development Partnership. www.greatersp.org

Dickinson Wright, LLP

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Profile: Dickinson Wright is a preeminent cross-border law firm with offices in Canada and the US, providing seamless legal services to clients doing business on both sides of the border. With over 400 lawyers across Canada and the US, the firm has full service capability and extensive experience in providing unmatched client service and legal advice.

Export Development Canada

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Profile: Representative, U.S. Business Export Development Canada is Canada's export credit agency. Their job is to support and develop Canada's export trade by helping Canadian companies respond to international business opportunities.

Location Strategies

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Profile: Location Strategies is a boutique economic development consultancy providing specialist services to an international client base. From researching potential opportunities to developing marketing campaigns to investment attraction and trade development, Location Strategies draws on extensive international economic development expertise to create and deploy pro-active and sustainable strategies..

KPMG Canada

Contact: Ronald C. Maiorano, Partner, U.S. Corporate Tax Services
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Profile: KPMG provides Audit, Tax, and Advisory services. They work closely with their clients, helping them to mitigate risks and grasp opportunities. The firm's more than 700 partners and 5,600 employees provide crucial services to many of the public and private business, not-for profit, and public-sector organizations in Canada.

North of 41

Contact: Jeff Musson, President
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Profile: North of 41 is a place to help entrepreneurs expand their business contacts by encouraging interaction and discussion among Investors, Entrepreneurs and Customers. Their networking events are able to bring together key decision makers from across North America.

Pallett Valo LLP

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Profile: Pallett Valo LLP is the largest law firm in Peel Region and trace our roots to the establishment of Pallett & Pallett in 1948. They are a group of dynamic legal advisors, strategists and supporters of the entrepreneurial leaders and business managers of today and tomorrow.

PNC Bank Canada Branch

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Profile: For more than 160 years, PNC has navigated a steady course while growing in size, sophistication and service. Today, they are one of the largest, best-regarded and best-capitalized financial services companies in the United States.

RBC

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Profile: Royal Bank of Canada is one of North America's leading diversified financial services companies, and provide personal and commercial banking, wealth management, insurance, investor services and capital markets products and services on a global basis.

Tribal Partners

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Profile: Tribal Partners is a real estate private equity and development company with projects in Toronto, Calgary and Vancouver. They bring energy, integrity and a wealth of technical and strategic knowledge to the real estate sector.

Trowbridge Professional Corporation

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Profile: Trowbridge Professional Corporation is a Canadian accounting firm that specializes in tax services. They provide a wide range of corporate and expatriate tax services to Canadian and foreign-based corporations in a variety of industries.

U.S. Commercial Service, U.S. Consulate General Toronto

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Email: Shakir.Farsakh@trade.gov
Website: <https://ca.usembassy.gov/embassy-consulates/toronto/>
Profile: The U.S. Commercial Service in Canada offers assistance to U.S. businesses wishing to export goods and services to Canada.