

## ECONOMIC TIES BETWEEN INDIANA & CANADA

- » Indiana is home to more than 70 Canadian businesses, including global companies like Dorel Juvenile Group, KIK Custom Products, CN Railway and Magna Powertrain.
- » These businesses employ more than 15,600 Indiana residents.
- » Many Indiana-based businesses also have operations in Canada, including Eli Lilly, Berry Global, Cook Medical, Hillenbrand and KAR Auction Services.

### RECENT HIGHLIGHTS

Since 2012, the IEDC has secured 19 commitments from Canada-based businesses to locate or expand in Indiana. Together, these companies plan to invest more than \$480 million in their Indiana operations and create up to 1,764 new Hoosier jobs.

- **Multimatic Inc.** 2017 - Announced plans to expand its Indiana operations, opening a new facility in New Haven and creating up to 180 new jobs.
- **Weston Foods** 2016 - Announced plans to locate its new U.S. headquarters in Brownsburg, creating up to 15 new jobs. In 2014, the company announced plans to expand the manufacturing operations of its subsidiary, Maplehurst Bakeries, in Lebanon, creating 219 new jobs.
- **Indiana Coatings** 2015 - Which is affiliated with a similar company in Ontario, announced plans to establish operations in Berne, creating up to 120 new jobs.
- **ShaLee Oils** 2015 - Announced plans to expand its operations to Hartford City, investing \$1.2 million and creating seven new jobs.
- **Techo-Bloc** 2017 - Announced plans to locate its first Indiana facility in Waterloo, investing \$34 million and creating up to 85 new jobs.

Sources— U.S. Census Bureau; Bureau of Economic Analysis, 2015; International Trade Administration;



## TRADE BETWEEN INDIANA & CANADA

- » More than 182,200 Indiana jobs depend on trade and investment with Canada.
- » Canada is Indiana's largest trading partner.
  - In 2017, Indiana exported \$13 billion worth of Hoosier-made products to Canada, accounting for nearly 35 percent of the state's exports.
  - Indiana sells more goods to Canada than to the state's next five largest foreign markets combined.
  - Last year, the state imported \$7.9 billion of Canadian goods, including automotive parts, metals and aluminum, and pharmaceuticals.

### PORTS OF INDIANA

- » Indiana is home to three international ports and 400 miles of navigable waterways, providing ocean access on two coasts.
- » In 2017, the Ports of Indiana handled 11.8 million tons – a 5 percent increase from 2016 and its fourth consecutive year of handling more than 10 million tons of cargo.
  - Major cargo increases in 2017 included minerals (+28%), limestone (+26%), fertilizer (+14%), ethanol (+14%), steel (+14%) and coal (+9%).
  - Shipments of heavy lift and project cargoes, such as wind turbines, laboratory equipment and mega storage tanks, also grew by 27 percent.
- » The Ports of Indiana is exploring opportunities to expand its three-port system by adding a new port in southeast Indiana, inside the Cincinnati metropolitan area, and will be conducting due diligence on the site throughout 2018.

### PORT OF INDIANA-BURNS HARBOR

- » Located on Lake Michigan, the Port of Indiana-Burns Harbor provides access to two major waterways – the Great Lakes/St. Lawrence Seaway and the Inland Waterway System.
- » The Port of Indiana-Burns Harbor has nearly 600 acres of land and 30 port companies, including 15 steel-related companies and three steel mills.
- » Burns Harbor is planning a \$20 million expansion, supported by the U.S. Department of Transportation, to construct to new rail yards, a shipping berth, a truck marshalling yard, expanded cargo dock, and a new cargo terminal with multimodal connections for handling cargo transfers.

### INTERNATIONAL CONNECTIONS

- » Maritime transportation accounts for approximately \$34 billion in annual economic returns and more than 225,000 jobs in the Great Lakes-St. Lawrence region.
  - Indiana and Quebec serve as critical gateways at either end of the Great Lakes.
  - Combined, the two territories account for more than 40 percent of the total business revenue generated by shipping in the region.
- » In 2015, Quebec launched a significant Maritime Strategy with plans to invest \$9 billion over 15 years into its ports and related infrastructure, creating 10,000 jobs within five years and up to 30,000 by 2030.
- » Later that year, Quebec and Indiana officials announced a new maritime partnership to intensify collaboration in shipping and maritime economic development on the Great Lakes-St. Lawrence system.
- » Increased investment in Quebec's various ports (including Montreal, Trois-Rivieres, Quebec City, etc.) will increase shipping opportunities for Indiana businesses and the Port of Indiana-Burns Harbor because Quebec is a critical exchange point between Great Lakes ships and larger ocean vessels that cannot enter the Great Lakes.

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Sources—Ports of Indiana