



## PROFILE

**Capital:** Washington D.C.

**Population:** 311.84 million (2011 estimate)

**Language:** English

**Government:** Federal Republic

**Head of State & Government:** President Barack Obama (D)

**Currency:** U.S. Dollar (USD)

\$1 CDN = \$0.9842 USD  
(December 2011)

**Gross Domestic Product (GDP):**  
US\$14.658 trillion (2010 est.)

**Per Capita Income:** US\$39,945 (2010)

**GDP growth rate:** 3.1% (2010)

**Inflation:** 3.9% (September 2011)

**Unemployment:** 9.0% (October 2011)

## RELATIONSHIP OVERVIEW

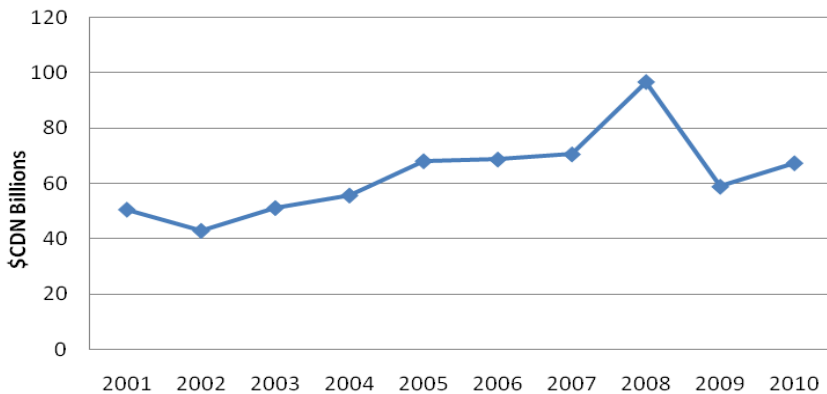
- The U.S. is Alberta's largest trading partner. Alberta's annual merchandise exports to the U.S. have averaged approximately \$72.4 billion over the past 5 years.
- The U.S. provides 2/3 of foreign investment and 60% of foreign tourists to Alberta.
- Alberta has had close ties historically with the U.S. West, from where many early pioneers emigrated to southern Alberta in the early 20th century.
- The U.S. oil industry has been an important source of investment and technology for the Alberta oil patch since the 1940s.
- Growth of Alberta's energy sector, energy trade liberalization under NAFTA, and rapid development of the oil sands have made Alberta vital to Canadian and U.S. energy security.

- Alberta's relationship with the U.S. seeks secure and enhanced market access, and cooperation to address common problems and avoid disputes.
- Alberta was the first province to promote free trade with the U.S. and has benefited greatly. Alberta exports to the U.S. have increased dramatically under free trade.

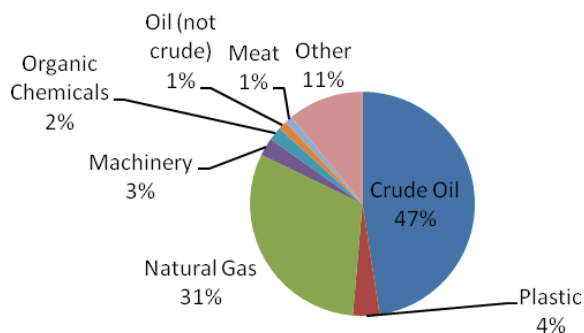
## TRADE AND INVESTMENT

- The U.S. is Alberta's largest investment partner.
- Canadian Association of Petroleum Producers (CAPP) has identified 906 U.S. based businesses and suppliers for oil sands and pipeline projects in Canada from 2008-2010.
- Significant investments have recently been made in Alberta by Johns Manville (Denver), Center Partners (Fort Collins), Sysco (Houston) and Argon Capital (Redwood City).

**Alberta's Domestic Exports to the U.S. (2001-2010)**



**Alberta's Domestic Exports to the U.S. (2006-2010 Average)**



**ENERGY**

- Alberta is strongly supportive and is actively engaged in the Clean Energy Dialogue (CED) that was announced in February 2009 during President Obama's visit to Ottawa. The CED's goal is to foster Canada-U.S. collaboration on clean energy technology development and deployment. Alberta, British Columbia and Saskatchewan are the only three Canadian provinces participating in the CED's Carbon Capture and Storage Working Group which will help to coordinate our efforts with the rest of Canada and the U.S.
- The U.S. Government has invested USD\$3.4 billion in Smart Grid Investment Grant funds (covering up to 50% of a project) for the implementation of smart grid technology into the nation's existing electric grid infrastructure with a focus on equipment manufacturing, metering infrastructure, electric distributions and transmission systems.
- Significant production growth from Alberta oil sands will bring Alberta's total oil production to over 3 million barrels per day in the next decade and create a wealth of opportunity for value-added investments.
- Canada continues to be the largest supplier of crude oil to the U.S. with Alberta providing the vast majority. As of March 2010, Alberta crude oil exports to the U.S. totaled 2.02 million barrels per day (bbl/d). After Canada, the top suppliers of crude oil imports into the U.S. are Saudi Arabia, Mexico, Venezuela, and Nigeria.
- About 60 Alberta-based companies are active in all aspects of the U.S. energy industry, including exploration and production, drilling and service, and pipelines.

**NATURAL GAS**

- Alberta is the largest supplier of natural gas to the U.S. delivering all of our exports to the U.S. with the majority going to the Midwest.
- In 2009, Alberta exported approximately 1.65 trillion cubic feet (Tcf) of natural gas to the U.S.
- The Alberta gas pipeline hub transports approximately 13.5 billion cubic feet per day (Bcf/d) of Alberta and Western Canada Sedimentary Basin (WCSB) natural gas to the North American pipeline system and is key to delivering Alaskan gas to southern markets.

**AGRICULTURE**

- In 2009, the value of Alberta agri-food exports to the U.S. totalled \$2.72 billion, a 15% decrease from 2008. The U.S. is Alberta's largest trading partner for agri-food products and received 36% of Alberta's total value of agri-food exports in 2009. In 2002, this share was 58%.
- In 2009, the value of Alberta agri-food exports to the U.S. consisted of 39% primary products and 61% value added or processed products. Alberta's top agri-food exports to the U.S. in 2009 included beef (\$710 million), live cattle (\$465 million), wheat (\$253 million avg.), processed potatoes (\$174 million), and oilseed cake and meal (\$143 million).
- The U.S. is Alberta's sole market for live cattle (excluding purebred) and remains Alberta's first market for: beef, wheat, oilseed cake and meal and refined canola/mustard oil. The U.S. is Alberta's second market for malt, crude canola oil and pork. The U.S. is Alberta's fourth market for canola seed.

- Alberta supports free trade in agriculture and will work toward a continued collaborative effort between the U.S. and Canada in increasing trade between the two countries.
- Alberta continues to be concerned over increasing border fees, inspections and other food safety measures that slow trade and increase costs.
- Alberta industry is concerned with the mandatory regulations on country of origin labeling that took effect on September 30, 2008. Canada has initiated a World Trade Organization dispute regarding the regulations.
- The Pacific Northwest region presents numerous opportunities for Alberta agri-food exporters with its 12 million consumers situated one day and a half shipping from Alberta. U.S. consumers are willing to pay more for quality products and Alberta is well positioned to meet the growing demand for private label, ready meals, meats, natural, specialty and functional foods in the region.
- While American companies provide for many of their own consumers, there are tremendous opportunities for progressive and innovative Alberta companies willing to gain a foothold in the market and develop a long-term competitive presence in the U.S.

## TRANSPORTATION

- Alberta recognizes that effective intermodal transportation links to U.S. markets are vital to provincial prosperity.
- Alberta is working with several U.S. jurisdictions to develop the Ports-to-Plains Trade Corridor Coalition which the province joined in 2009. This is in addition to previously being a member of CANAMEX – a trade and transportation corridor stretching from Alaska, through Alberta and western states to Mexico.
- A Canada-U.S. joint customs and immigration facility at the Coutts-Sweetgrass border crossing opened in August 2003.

## EDUCATION AND CULTURE

- Alberta post secondary institutions have active relationships with many U.S. institutions.
- Alberta and the U.S. co-operate in a teacher exchange program for elementary and high school teachers.
- Alberta College of Art and Design is an international affiliate of the U.S.-based Association of Independent Colleges of Art and Design.
- Mount Royal College has agreements with Texas Christian University, West Virginia University and the University of Iowa.
- The University of Lethbridge currently has a student exchange agreement with Muskingum College in New Concord, Ohio.
- Southern Alberta Institute of Technology (SAIT), through Corporate Training - North America, has partnerships and training relationships with numerous companies including BP America Inc.; Honeywell Ltd.; and Wyoming Contractors Association.
- SAIT Polytechnic has developed transfer option relationships with University of Wyoming, University of Texas (Austin), University of Houston, University of Montana, Montana State University (Havre), Northwood University, and Embry-Riddle Aeronautical University.

- SAIT Polytechnic in Calgary belongs to a network called the Global Education Network (GEN) where they have a partnership with three other institutions around the world.

## FORESTRY

- The Softwood Lumber Agreement now in force between Canada and the U.S. constrains Alberta for exports but is preferable to ongoing costly and uncertain trade litigation.

## TOURISM

- Approximately 1 million Americans visit the province every year, accounting for more than 60% of Alberta's international tourists.

## RECENT VISITS/MISSION

- December 2011: Ambassador David Jacobson and U.S. Consul General in Calgary Laura Lochman traveled to Edmonton to meet Premier Redford and discuss Alberta's energy issues.
- November 2011: Premier Redford led a delegation to Washington, D.C. and New York, NY to highlight the value of Alberta's oil sands and its critical contribution towards job creation and economic sustainability on both sides of the border.
- August 2011: IIR Minister Iris Evans attended the American Legislative Exchange Council annual meeting in New Orleans, Louisiana where she spoke about Alberta's role in North American energy security.
- July 2011: IIR Minister Iris Evans, SRD Minister Mel Knight, Energy Minister Ron Liepert, Environment Minister Rob Renner, AET Minister Greg Weadick and 9 MLA's attended the 2011 PNWER Summit in Portland.
- July 2011: Minister Evans traveled to Indianapolis, Indiana to highlight Alberta's role as a secure and responsible energy supplier at the CSG-Midwest annual conference.
- July 2011: AET Minister Weadick, Energy Minister Lipert, Environment Minister Renner, IIR Minister Evans and SRD Minister Knight represented Alberta at the PNWER 2011 Annual Summit in Portland, Oregon.
- June 2011: Premier Stelmach and AET Minister Weadick traveled to Washington, D.C. and Boston, MA for the BIO 2011 International Convention to reinforce the province's dedication to responsible energy development.

## TRANSBOUNDARY COOPERATION

The Alberta government works as a partner with American states in a wide range of forums and organizations, including:

- Council of State Governments (CSG)
- Council of State Governments Midwest (CSG-Midwest)
- Council of State Governments WEST (CSG-WEST)
- National Assn. of State Directors of Agriculture (NASDA)
- Western Assn. of State Highway & Transportation Officials (WASHTO)
- Energy Council
- Western Interstate Energy Board
- Western Legislative Forestry Task Force
- Can\Am Border Trade Alliance
- Ports-to-Plains Trade Corridor Alliance

## DIPLOMATIC REPRESENTATION

- Mr. David Jacobson is the U.S. Ambassador in Ottawa.
- The Canadian Ambassador in Washington, D.C. is Mr. Gary Doer.
- The U.S. Consul General in Calgary is Ms. Laura Lochman.
- The Alberta Representative in the Alberta-Washington Office is Mr. Dave Bronconnier.

