



Canada-Vermont Trade



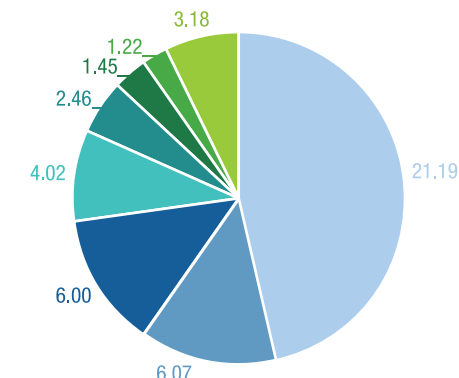
- Total trade between Vermont and Canada was \$4 billion in 2006. Within this total, \$284.7 million was accounted for by agriculture and agri-food goods. A large majority of Canada's bilateral trade with Vermont consists of various electronics and machinery. However, agriculture remains a staple to the economies of Canada, the U.S. as a whole, and the state of Vermont.
- While Vermont's top agricultural commodities for export are dairy products, sugars, fish and seafood, and live animals, the single most important aspect of Canada-Vermont trade in agriculture is in chocolate and cocoa products.
- Chocolate has become a lucrative boutique industry in Vermont, where local shops specialize in truffles, fudge and candy grams. For these small businesses, the Internet has made international shipping easy. In 2006, over 46 percent of Canadian imports from Vermont were chocolate-related food products. In the same year, Canada purchased over \$21 million in chocolate-based foods from Vermont. That year, Canada was also a destination for Vermont's sugar confectionary, eggs, baby foods, animal feed, and other prepared foods.
- Canada's chocolate product sales to Vermont were in excess of \$120 million in 2006 with 99 percent of the mostly intermediate chocolate goods coming from Québec – Vermont's neighbor to the north. Along with the sale of bulk chocolate blocks used in the production of small candies and confectionary, Canada also sold over \$6.2 million in cocoa beans, cocoa powder, and cocoa pastes to Vermont.
- Other Canadian exports to Vermont in 2006 included maple syrup, corn, canola meal and baked goods.

HOW IMPORTANT IS AGRICULTURE?

In the U.S., the agriculture and agri-food industry represents roughly 5% of GDP, and is responsible for roughly 24 million jobs when you consider everything from growing the food to selling it at the local supermarket. In Canada, the agriculture and agri-food industry generates 8% of the GDP. It also employs nearly 2.1 million people, or approximately one out of every eight Canadians. Agriculture remains a central component of Canada's economy.

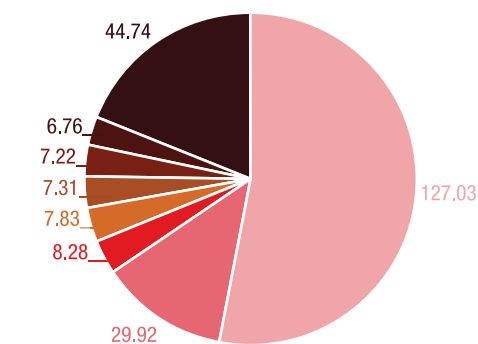
TRADE SUPPORTS VERMONT'S FAMILIES

Canada's population is slightly less than the population of the state of California, but the face of agriculture remains the same for both Canada and the United States. Both in Canada and the United States, 98 percent of farms are family operations. Out of the 6,570 farms in Vermont, 87 percent are family operations. Throughout North America, trade in farm and farm-related products is a family affair – even if the link is not always evident.



Exports to Canada \$45.64 million

- Cocoa
- Sugars
- Dairy, Eggs, Honey
- Food Preparation
- Baking Related
- Bovine
- Fish and Seafood
- Other



Imports from Canada \$239.07 million

- Cocoa
- Sugars
- Animal Food Preparation
- Other Solid Residue
- Food Preparation
- Cereals
- Baking Related
- Other

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Pie Chart Data Source: World Trade Atlas (WTA), product group: Agri-food and Seafood, retrieved July 2007. Canada-US state trade data sourced from WTA, product group: Agri-food and Seafood, retrieved Oct. 2007. Additional sources include: USDA.

**Variations in pie chart data and general trade information may occur due to dates when data was retrieved.

