

KANSAS & CANADA

An integrated economy



Bombardier Defense Challenger 650. Photo: Bombardier

Bombardier flying high in Wichita

An industry presence in the “Air Capital of the World” for more than 60 years, Montréal-based **Bombardier** officially reaffirmed its commitment to the Sunflower State in April 2022 by naming the city of Wichita as its U.S. headquarters. In addition to the company’s existing Flight Test Center and business jet operations, Wichita will also be the home of Bombardier Defense, an evolution of the company’s specialized aircraft division dedicated to serving the military and defense sector.

In recent years, the company has more than doubled the size of its service center’s local workforce, expanding from operating four aircraft hangars to seven. Needless to say, the long-term commitment of Bombardier to Kansas is stronger than ever.



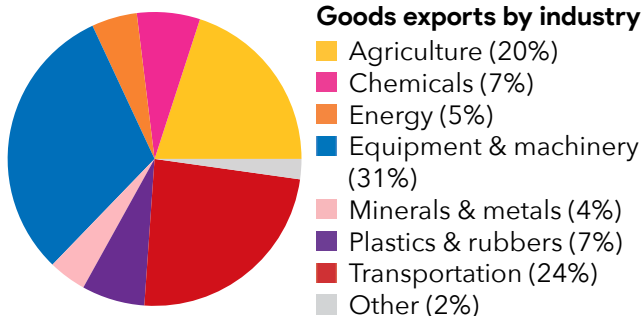
98 Canadian-owned companies employ **11,700 workers** in Kansas



Canada is the **#2 export market** for Kansas

Kansas

exports \$2.6 billion
 in goods to Canada annually



Kansas exports \$279 million in services to Canada, including

Business services.....	\$127 million
Travel (including for education).....	\$53 million
Charges for the use of intellectual property.....	\$45 million
Insurance services.....	\$22 million
Financial services.....	\$14 million

Top Kansas goods exports to Canada

Aircraft & parts.....	\$252 million
Automobiles.....	\$212 million
Agricultural machinery.....	\$144 million
Beverages & alcohol.....	\$142 million
Rubber & rubber articles.....	\$113 million
Animal feed & food industry residues.....	\$110 million
Animal meats.....	\$100 million
Natural gas & other gases.....	\$95 million
Optical, medical & precision instruments.....	\$84 million
Plastics & plastic articles.....	\$83 million



Sohaib Zahid, CEO and Derek Manuge, CTO. Photo: Railz

Kansas banks rolling on Railz

Toronto-based fintech company **Railz** has been awarded a pilot project to work directly with the Kansas Bankers Association to deploy its banking e-commerce platform into community banks located throughout the state of Kansas beginning in the first quarter of 2024. The award stems from their successful pitch at the 2023 NXTSTAGE Financial Technology Pilot Competition held in Wichita, Kansas. Railz provides a single application programming interface to all major accounting software (such as QuickBooks, Xero, and Sage) service providers and enables on-demand access to financial transactions, analytics, insights, and reports for small business customers.



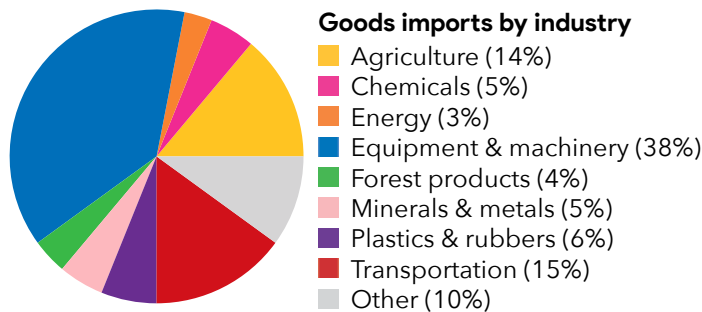
Canada invests in Kansas

Trade with Canada supports **69,500 employees in Kansas** in addition to the **11,700 employees** at Canadian-owned businesses across the state. In addition, Kansas exports \$2.9 billion in goods and services to Canada.

Canadian-owned companies, including **Great-West Financial, Bombardier and Nutrien Ag Solutions**, are major contributors to Kansas' 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.

Kansas

imports \$2.1 billion
in goods from Canada annually



Top Kansas goods imports from Canada

Engines & turbines.....	\$373 million
Aircraft & parts.....	\$227 million
Animal or vegetable fats, oils & waxes.....	\$103 million
Telephones & AV recording equipment.....	\$100 million
Plastics & plastic articles.....	\$96 million
Agricultural machinery.....	\$81 million
Optical, medical & precision instruments.....	\$46 million
Trucks.....	\$44 million
Inorganic chemicals.....	\$39 million
Pasta, breads & cereal preparations.....	\$37 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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Canada