

NEW MEXICO & CANADA

An integrated economy



Permian Basin oil rig. Photo: Earthstone Energy

Katch Kan sustainably supports energy security

The Rig Safety System™, Zero Spill System™ and other **Katch Kan™ Systems** bring environmental and safety processes successfully developed and implemented in Canada to the energy fields of the Permian Basin in Texas and New Mexico. Through a unique monitoring and spill-capture system, oil-based fluids are captured for re-use. In addition, the increased efficiencies reduce environmental emissions by 10-20%, helping American energy companies meet their climate protection goals. When deployed on land or off-shore rigs, the Katch Kan systems support the simultaneous goals of energy mining profitability, worker safety, North American energy security, and environmental responsibility.



67 Canadian-owned companies employ **2,500 workers** in New Mexico

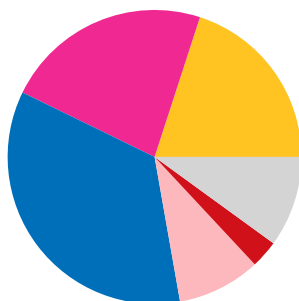


Canada is the **#4 export market** for New Mexico

New Mexico **exports \$186 million** in goods to Canada annually

New Mexico exports \$203 million in services to Canada, including

Travel (including for education).....	\$84 million
Charges for the use of intellectual property.....	\$58 million
Business services.....	\$40 million
Maintenance & repair services.....	\$7 million
Insurance services.....	\$6 million



Goods exports by industry

- Agriculture (20%)
- Chemicals (23%)
- Equipment & machinery (35%)
- Minerals & metals (9%)
- Transportation (3%)
- Other (10%)

Top New Mexico goods exports to Canada

■ Fertilizers.....	\$38 million
■ Furniture & bedding.....	\$12 million
■ Optical, medical & precision instruments.....	\$10 million
■ Pasta, breads & cereal preparations.....	\$10 million
■ Vegetables.....	\$9 million
■ Telephones & AV recording equipment.....	\$9 million
■ Oil seeds.....	\$6 million
■ Drilling machinery.....	\$6 million
■ Ores, slag & ash.....	\$5 million
■ Iron & steel tubes, pipes & sheets.....	\$5 million



Boralex acquires interest in New Mexico wind farms

In December 2022, Montréal-based **Boralex Inc.**, a leader in renewable energy, acquired **EDF Renewables North America's** interest in five operating wind farms located in Texas and New Mexico. EDF Renewables' interest represents 447 MW of installed capacity.

"Located in one of the United States' most robust wind resources areas, these wind farms will grow and diversify our presence in the United States. This acquisition represents Boralex's entry into the ERCOT (Electric Reliability Council of Texas) and SPP (Southwest Power Pool) markets," said Patrick Decostre, President and Chief Executive Officer of Boralex.



Canada invests in New Mexico

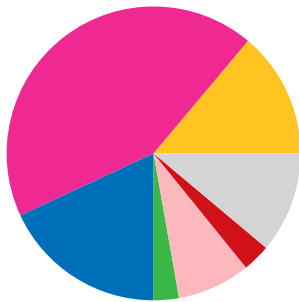
Trade with Canada supports **40,400 employees in New Mexico** in addition to the **2,500 employees** at Canadian-owned businesses across the state. In addition, New Mexico exports \$389 million in goods and services to Canada.

Canadian-owned companies, including **Circle K, Guardsmark, Calfrac Well Services and BMO Harris Bank**, are major contributors to New Mexico's 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.

New Mexico

imports \$568 million

in goods from Canada annually



Goods imports by industry

- Agriculture (14%)
- Chemicals (43%)
- Equipment & machinery (18%)
- Forest products (3%)
- Minerals & metals (8%)
- Transportation (3%)
- Other (11%)

Top New Mexico goods imports from Canada

Inorganic chemicals.....	\$243 million
Optical, medical & precision instruments.....	\$27 million
Animal or vegetable fats, oils & waxes.....	\$22 million
Animal feed & food industry residues.....	\$21 million
Iron & steel tubes, pipes & sheets.....	\$16 million
Furniture & bedding.....	\$15 million
Pasta, breads & cereal preparations.....	\$15 million
Nickel & nickel articles.....	\$15 million
Plastics & plastic articles.....	\$13 million
Softwood lumber.....	\$9 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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