

# Alabama Business Development & Trade Mission

## CANADA

MAY 31 – JUNE 7, 2017



### WHAT

Montreal, Quebec  
Toronto, Ontario

Official mission schedule will include participation in the Southeast U.S. - Canadian Provinces Conference 2017.

### WHY

This trade mission offers timely and cost-effective means for Alabama firms to engage in business networking with companies in key Canadian industry sectors.

### WHEN

Montreal  
Wednesday, May 31 –  
Saturday, June 3

Toronto  
Saturday, June 3 –  
Wednesday, June 7



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## Participation Details

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### Application

All potential participants must complete a candidate application. This application will be reviewed by our Canadian counterparts to evaluate your potential market success. The application will not be shared outside of that organization and the Export Alabama Alliance.

Be as detailed as possible. Each company's individual meeting schedule will be based on the details, goals and interests provided in your candidate application, thus it is extremely important that you indicate areas of interest and objectives. All approved applicants will be reviewed by the Export Alabama Alliance and letters of invitation will be sent thereafter.

### In-Country Program

This mission is expected to connect Alabama companies with key business contacts in Montreal and Toronto. The mission will provide critical market information and help participants establish business and government relationships through focused business-to-business sessions. Participants will benefit from in-country briefings and seminars, networking opportunities, and the programming of the Southeast U.S. – Canadian Provinces (SEUS-CP) conference, which highlights the special relationship between the U.S. and Canada.

### Passport & Visa Requirements

A valid passport is required for travel to Canada. There are no vaccine requirements, but you must convince the immigration officer that you have ties that will take you back to your home country, and that you possess enough money for your stay.

**Delegates are welcome to attend either or both mission stops as their schedules permit.**

**The Alabama Business Development & Trade Mission  
to Canada is presented in partnership with:**



Alabama Department of Commerce



**Export  
Alabama  
Alliance**



TORONTO, ONTARIO 2017  
**10TH ANNUAL  
SEUS-CP CONFERENCE**  
TRADE PARTNERSHIPS AT WORK



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### Costs at a Glance

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#### Fees:

##### Montreal Matchmaking Fee

The cost of the U.S. Embassy / U.S. Commercial Service program fee for Montreal is \$700.00. This fee will cover the initial market research based on your stated needs / goals and business-to-business appointments with pre-qualified interested partners, buyers, distributors, etc.

##### Toronto Matchmaking Fee

A \$450.00\* registration fee is to be paid to our partners in Toronto. The fee will be used to coordinate business-to-business meetings and will also include attendance at the SEUS-CP conference.

##### Participation Fee

A nonrefundable \$350.00 participation fee is to be paid to the Alabama Department of Commerce prior to the mission to secure your company's participation, as space is limited.

#### Hotel

The standard room rate in Toronto will be approximately \$190.00 USD per night. Hotel contracts are still being negotiated in Montreal but the cost will be similar. Your safety is of the utmost importance. We are only negotiating with hotels that have been vetted by the U.S. State Department.

#### Airfare

Current flight schedules are approximately \$700.00 USD. You are responsible for the booking and payment of your airline reservations. Group ground transportation to and from the airport will be provided following the "official" mission flight schedule at a fee of \$350.00. Details of this schedule will be released soon.

#### For more information, please contact:

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\*to be confirmed

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### Preliminary Mission Schedule

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This schedule will continue to develop as the mission approaches and is subject to change.

## MONTREAL, QUEBEC

### Wednesday, May 31

Travel to Montreal  
Time to Acclimate  
Delegation Dinner

### Thursday, June 1

Embassy Briefing  
U.S. Commercial Service Program  
Ambassador's Reception

### Friday, June 2

U.S. Commercial Service Program

### Saturday, June 3

Depart for Toronto

## TORONTO, ONTARIO

### Saturday, June 3

Arrive Toronto  
Time to Acclimate

### Sunday, June 4

SEUS-CP Conference  
Business Matchmaking

### Monday, June 5

SEUS-CP Conference  
Business Matchmaking

### Tuesday, June 6

SEUS-CP Conference  
Business Matchmaking

### Wednesday, June 7

Optional SEUS-CP Industry Tours  
Depart for USA



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### **Mission Stop: Montreal**

The delegation will first visit Montreal, the largest city in the province of Quebec and the second most populous city in Canada. An economic powerhouse second only to Toronto, Montreal is a center of aerospace, life sciences and pharmaceutical industry in Canada. The Port of Montreal, the largest inland port in the world, handles twenty-six million tons of cargo annually, including the transshipment of grain, sugar, petroleum products, machinery and consumer goods. The city was responsible for \$193B CDN of Quebec's \$370B CDN GDP in 2015.

### **Mission Stop: Toronto**

The delegation will then proceed to Toronto, the provincial capital of Ontario and the most populous city in Canada. Toronto is the anchor city of the Golden Horseshoe, a geographic region in southeastern Ontario that is home to over 26% of the Canadian population. Toronto is home to national broadcasting networks, cultural institutions and the Toronto Stock Exchange, with its economic strengths including technology, education and tourism. Additionally, the metropolitan area of Greater Toronto produces more than half of Canada's manufactured products.

### **Top Industry Sectors:**

#### **Montreal:**

- Aerospace
- Clean technology
- Cybersecurity
- Defense
- Life sciences
- Medical devices

#### **Toronto:**

- Aerospace
- Automotive
- Clean technology
- Education services
- Food and beverage
- Gaming and digital media

### **Southeast U.S. – Canadian Provinces Conference**

#### **What is the Southeastern U.S. - Canadian Provinces Alliance?**

The Southeastern United States - Canadian Provinces Alliance (SEUS-CP) is a strategic partnership between six states in the southeastern United States and six member provinces from Canada, which was established in November 2007. Alliance members meet annually at a conference that is designed to foster business-to-business interactions between business and industry leaders from a wide variety of sectors. The 10th annual conference, Trade Partnerships at Work, will be hosted by Ontario in Toronto.

#### **What happens at the conference?**

Trade Partnerships at Work will focus on three industry sectors: **automotive, clean technology** and **ICT**, and feature B2B meetings with pre-selected business prospects; sessions about industry insights and best practices; and networking events. The business-to-business matchmaking program is designed to offer conference delegates a unique opportunity to meet on-site with vetted firms to identify and realize new business, and network with peers from other southeastern U.S. states and Canadian provinces.

