The Arizona International Connection

The Canada Arizona Business Council
Quarterly Member Meeting
September 18, 2015
Arizona: International Owned Business Inventory

Countries: 50
Businesses: 842
Jobs: 85,308
Locations: 3,026

Source: MAG, Dun & Bradstreet, 2015, CABC
Arizona: International Owned Business Inventory

Locations

Businesses
Maricopa: International Owned Business Inventory

Countries: 46
Businesses: 707
Jobs: 62,515
Locations: 2,215

Source: MAG, Dun & Bradstreet, 2015, CABC
Pima: International Owned Business Inventory

Countries: 31
Businesses: 169
Jobs: 12,273
Locations: 388

Top Countries by Employment

- CANADA: 1,535
- MEXICO: 1,371
- UNITED KINGDOM: 906
- JAPAN: 659
- SPAIN: 578
- GERMANY: 552
- SWITZERLAND: 539
- FRANCE: 448
- SWEDEN: 245
- AUSTRALIA: 225
- TAIWAN: 180
- CHINA: 162
- DENMARK: 147
- IRELAND: 138

Source: MAG, Dun & Bradstreet, 2015, CABC
The Canadian Connection
Arizona: Canadian Owned Business Inventory

Jobs: 22,316
Locations: 1,111

Cluster | Locations | Jobs | Businesses |
--------|-----------|------|------------|
Retail | 576       | 5,719| 20         |
Consumer Svcs | 238 | 4,959| 10         |
Business Svcs | 52 | 2,036| 35         |
Resource-dependent Activities | 44 | 1,977| 26         |
Finance, Insurance & Real Estate (FIRE) | 80 | 1,903| 19         |
High Tech Manufacturing & Development | 16 | 1,897| 13         |
All Other Clusters | 105 | 3,825| 73         |
TOTAL | 1,111 | 22,316| 196         |

TOP 5

Business | Locations | Jobs |
---------|-----------|------|
Alimention Couche-Tard Inc | 530 | 4,781 |
3G Capital | 110 | 2,816 |
Fortis Inc | 12 | 1,890 |
Kahala Brands | 101 | 1,304 |
Bombardier Inc | 2 | 1,023 |

Source: MAG, Dun & Bradstreet, 2015, CABC
Maricopa: Canadian Owned Business Inventory

Locations: 844
Businesses: 162
Jobs: 16,192

Source: MAG, Dun & Bradstreet, 2015, CABC
Pima: Canadian Owned Business Inventory

Locations: 126
Businesses: 35
Jobs: 4,141

<table>
<thead>
<tr>
<th>Cluster</th>
<th>Locations</th>
<th>Jobs</th>
<th>Businesses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Resource-dependent Activities</td>
<td>4</td>
<td>1,521</td>
<td>2</td>
</tr>
<tr>
<td>High Tech Manufacturing &amp; Development</td>
<td>1</td>
<td>850</td>
<td>1</td>
</tr>
<tr>
<td>Retail</td>
<td>79</td>
<td>717</td>
<td>7</td>
</tr>
<tr>
<td>Construction</td>
<td>4</td>
<td>309</td>
<td>4</td>
</tr>
<tr>
<td>Consumer Svcs</td>
<td>18</td>
<td>259</td>
<td>5</td>
</tr>
<tr>
<td>All Other Clusters</td>
<td>20</td>
<td>485</td>
<td>16</td>
</tr>
<tr>
<td>TOTAL</td>
<td>126</td>
<td>4,141</td>
<td>35</td>
</tr>
</tbody>
</table>

**TOP 5**

<table>
<thead>
<tr>
<th>Business</th>
<th>Locations</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fortis Inc</td>
<td>5</td>
<td>1813</td>
</tr>
<tr>
<td>Bombardier Inc</td>
<td>1</td>
<td>850</td>
</tr>
<tr>
<td>Alimentation Couche-Tard Inc</td>
<td>72</td>
<td>591</td>
</tr>
<tr>
<td>Kahala Brands</td>
<td>10</td>
<td>122</td>
</tr>
<tr>
<td>Mitel Networks Corporation</td>
<td>1</td>
<td>100</td>
</tr>
</tbody>
</table>

Source: MAG, Dun & Bradstreet, 2015, CABC
Housing Statistics: Canadian Impact

30 Percent of the 1.3 million residential properties in Maricopa County are owned as winter homes or by investors.

Of these 6.1 Percent are internationally owned.

Canadian residents account for 94 Percent of the internationally owned residential properties.
International Residential Property Ownership (Maricopa County, 2015)

Top 5 Countries

<table>
<thead>
<tr>
<th>Country</th>
<th># of Residential Properties</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>22,424</td>
</tr>
<tr>
<td>Australia</td>
<td>297</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>251</td>
</tr>
<tr>
<td>Israel</td>
<td>155</td>
</tr>
<tr>
<td>United Arab Emirates</td>
<td>137</td>
</tr>
</tbody>
</table>

Source: Maricopa Assessor, 2015
Housing Owned by Canadians: 2015

<table>
<thead>
<tr>
<th>City</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phoenix</td>
<td>4,974</td>
</tr>
<tr>
<td>Mesa</td>
<td>4,233</td>
</tr>
<tr>
<td>Scottsdale</td>
<td>3,707</td>
</tr>
<tr>
<td>Surprise</td>
<td>1,392</td>
</tr>
<tr>
<td>Goodyear</td>
<td>1,073</td>
</tr>
<tr>
<td>Gilbert</td>
<td>1,021</td>
</tr>
<tr>
<td>Chandler</td>
<td>943</td>
</tr>
<tr>
<td>Buckeye</td>
<td>675</td>
</tr>
<tr>
<td>Peoria</td>
<td>668</td>
</tr>
<tr>
<td>Glendale</td>
<td>599</td>
</tr>
</tbody>
</table>

Source: Maricopa Assessor, 2015
70 Percent Owned by Residents of Alberta and British Columbia

2014 to 2015 Changes

Ontario: 2,728 to 3,171 (16%)

Quebec: 427 to 303 (-29%)
1,106 properties with over 5,000 acres Nonresidential Properties Owned by Canadians: 2015

- Canada accounts for 83% of international owned nonresidential properties
- 76% owned by Alberta and British Columbia Residents
- Avg. assessed Value/property $478,748
- Alberta sold 1,039 properties since 2014

Source: Maricopa Assessor, 2015
Connect BIEN

Building an International Economic Network

What is BIEN?

BIEN means "Build it for International Economic Networks." It is also an acronym for "Building an International Economic Network." The purpose of this site is to create a business-to-business platform to connect individual businesses across international boundaries.

Join

Support and grow your business by connecting with other companies throughout Arizona, Mexico, and Canada. Membership is free and registration is simple. Join today and begin connecting with companies in the BIEN network.

Business Search

Search for businesses in the BIEN network. Search results can be filtered by industry, city, and distance. Filter by industry to view companies related to your industry. Membership is not required to search the BIEN network of companies.

www.connectbien.com
Online Mapping and Data

Enhanced (platform independent)
Online mapping and analysis tool

http://ims.azmag.gov/
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