Canada in the Global Economy

A strategy to harness the strengths of provinces and territories and help Canada better compete in the global economy
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Premiers are working to build on Canada’s strong relative position coming out of the global recession. Provinces and territories are an integral part of Canada’s presence, activities and public image on the global stage, and Premiers are committed to advancing Canada’s trade and global interests through their international activities.

Provinces and territories bring numerous strengths to the table. Premiers, Ministers, officials, businesses, and citizens from all provinces and territories are plugged into extensive global networks of decision-makers, business leaders, and innovators. These connections are crucial to developing partnerships for the future. Provinces and territories work closely with their business communities to help them compete effectively in global markets and build partnerships abroad through trade assistance and development programs, international offices, and international business missions. Provinces and territories also have a strong record of working bilaterally and multilaterally with sub-national governments, national governments, and international organizations around the world.

This strategy is the latest example of the active role Premiers are taking through the Council of the Federation to promote Canada on the world stage. The Council of the Federation has consistently advocated free and fair global market access and improved trade opportunities in key markets for Canadian goods and services. Premiers have also worked to develop partnerships with the National Governors’ Association, the Council for the Australian Federation and through trade missions such as the Council of the Federation mission to China in 2008.

Ongoing collaboration between provinces, territories, and the federal government on a shared strategic approach to the global economy is critical, and provinces and territories have numerous international strengths that can facilitate development of international trade and investment linkages. Provinces and territories are also taking on a more direct role with the federal government in negotiating international agreements, including a prominent position in the ongoing Canada-European Union negotiations towards a Comprehensive Economic and Trade Agreement (Canada-EU CETA) and in helping Canada conclude a Canada-United States Procurement Agreement. These developments are positive and strengthen Canada’s global economic competitiveness.
Canada’s Premiers intend to build on this positive development by modernizing the intergovernmental cooperation process and establishing mechanisms that will strengthen the voice of the Canadian federation on the international scene. Premiers have committed to develop a framework agreement with the federal government concerning the role of provinces and territories in the negotiation of international trade agreements that concern matters under their jurisdiction. This framework would describe the opportunities for full provincial and territorial participation and include provisions concerning their involvement in the negotiation, implementation and governance of international trade agreements, as well as the conditions related to provincial and territorial commitment to support those agreements prior to their signing.

Provinces and territories are willing to continue to do their part to create an environment that facilitates further development of trade and investment linkages around the world.

With a large proportion of Canada’s gross domestic product linked to trade, international trade and investment are critical to the continued growth and success of the Canadian economy. Canada is fortunate to have strong connections and relationships throughout the world on which to build:

- The United States and Canada share one of the most extensive bilateral relationships in the world and have successfully negotiated and implemented comprehensive trade and intergovernmental agreements to facilitate the movement of goods, services, investment, and people. Canada and the US have a number of highly integrated sectors and move over $1.3 billion worth of goods across the border daily.

Canada’s exports to the US are equivalent to approximately one-quarter of Canadian GDP and the US receives roughly 75% of our exports and supplies more than 50% of our imports. It is estimated that one in seven Canadian jobs is related to trade with the US1. Direct investment flows between Canada and the US are also extensive. However, trade and direct investment figures do not fully capture the integrated nature of supply chains between Canada and the United States.

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States as it is estimated that over one half of manufactured products imported from Canada by the US are intermediate inputs used by US companies to produce other goods and provide services. Canada also has long-established and growing relationship with Mexico and with emerging economies throughout the Americas.

Canadians have deep historical connections with Europe, and the ongoing federal, provincial and territorial work to develop a Canada-EU CETA paves the way to an expanded relationship in the future. A successful agreement would be the first of its kind, as it encompasses more sectors than a traditional free trade accord, and could greatly enhance the relationship.

The EU is currently the largest single market in the world, with just over 500 million consumers. It is also the second largest source of foreign direct investment (FDI) in Canada, with the stock of FDI from the EU amounting to $164 billion at the end of 2009. In 2009, the stock of Canada’s direct investment in the EU totalled $149 billion. The EU is the destination of 25% of Canadian direct investment abroad. A joint Canada-EU study estimates that by 2014 there will be a $12 billion positive economic impact for Canada and $18 billion for the EU.

Canada and Asia also have strong and growing connections to build upon. These include expanding economic connections reflected by trade and investment flows and vibrant and diversified gateway infrastructure building out from world-class airports, ports and transportation networks with the capacity to move people and goods to and from Asian markets. Canada has strong “people connections” through Canada’s extensive student, skilled-worker and immigration flows from Asia and through its diverse, globally-connected population, including up to a half million Canadians living, studying and working in Asia.

For a trade- and investment-dependent country like Canada, Asia represents an enormous opportunity to enhance its future prosperity. There is a significant shift in the global economic “centre of gravity.” China has now surpassed Japan as the second-largest economy in the world. The International Monetary Fund has projected that within five years China may overtake the US in real purchasing power. Underlying this economic shift are changing trends in population growth. Europe and North America had 17% of the world’s population in 2000, but are projected to have only 13% in 2050 due to slower population growth.

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and aging populations. The largest population increase is projected to occur in Asia, particularly in China, India and Southeast Asia, accounting for about 60% and more of the world’s population by 2050³.

Canada’s exports to Asia reached $32 billion (or 10% of the total) in 2010, increasing 141% from 20 years earlier. The growth is primarily in exports to China which grew from $1.6 billion in 1990 to $13 billion in 2010, overtaking Japan as the biggest market for Canadian exports in Asia.

Strengthening Canada’s trade and investment linkages with the global economy will mean addressing challenges and taking advantage of new opportunities. It will mean leveraging our gateways and land-based borders, plentiful natural resources, value-added manufactured goods, and our broad services sector to strengthen our relationships with global markets. It will also mean bringing the international capacity of all Canadian governments, businesses and citizens to bear on these challenges. To further these efforts, Premiers have developed a four-point strategy to harness the common and individual strengths of provinces and territories and help position Canada strongly in the global economy:

Canada’s Merchandise Exports, select destinations
($ millions & share of total)

<table>
<thead>
<tr>
<th></th>
<th>1990</th>
<th>2000</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>$105,453</td>
<td>$334,146</td>
<td>$279,504</td>
</tr>
<tr>
<td>EU</td>
<td>$12,427</td>
<td>$18,762</td>
<td>$32,399</td>
</tr>
<tr>
<td>Asia</td>
<td>$14,992</td>
<td>$20,264</td>
<td>$36,136</td>
</tr>
<tr>
<td>Others</td>
<td>$8,850</td>
<td>$12,507</td>
<td>$26,186</td>
</tr>
<tr>
<td>TOTAL all countries</td>
<td>$141,721</td>
<td>$385,679</td>
<td>$374,225</td>
</tr>
</tbody>
</table>

Source: Statistics Canada

1. A Robust And Forward-Thinking Trade And Investment Agenda

Ensure a robust and forward-thinking Canadian trade and investment agenda is in place with appropriate attention to markets including the US, the EU, Asia and other emerging markets.

Up until now, Canada’s international trade and investment has been supported by two pillars:

- a strong commitment to the World Trade Organization (WTO) agreements; and
- the North American Free Trade Agreement among Canada, Mexico, and the United States. During the first 15 years since NAFTA was implemented, total two-way merchandise trade between the US and Canada nearly tripled reflecting the value that a strong and comprehensive rules-based agreement can provide for trading nations.

Premiers agree that these continue to be critical elements of Canada’s international trade and investment strategy; however, a more aggressive approach to seeking improved market access through more bilateral and multilateral agreements is necessary if Canada is to remain competitive.

Canada has made some progress in this area:

- Canada and the US are working to remove barriers to trade within North America. The Canada-U.S. Declaration on a Shared Vision for Perimeter Security and Economic Competitiveness, announced by Prime Minister Harper and U.S. President Obama on February 4, 2011, is a promising development. Provinces and territories play an important role in the Canada-US relationship and in the economic and regulatory regimes that affect it, and Premiers are committed to working in full partnership with the federal government to develop the recommendations of the Beyond the Border Working Group and the Regulatory Cooperation Council so they can be fully implemented.

- The Canada-EU CETA negotiations, if successful, would add a third pillar to Canada’s global trade and investment framework and signal a new approach for Canada’s trade negotiations. The CETA, as envisioned, will be a new generation agreement addressing matters under exclusive or shared provincial and territorial jurisdiction.
Despite these developments, Canada does not yet have any formal bilateral free trade agreements with Asian countries. Other western countries, especially the United States, Australia and New Zealand, have already begun and concluded negotiations to open new trade opportunities in Asia. Like most of the world, Asian countries are increasingly reaching out to establish and improve formal and informal trade and investment relationships, with the intent to improve standards of living.

Agreements to liberalize trade and investment access with Asia constitute a critical and missing fourth pillar in Canada’s trade and investment framework. To address this gap, the federal government, provinces and territories need to set a new, ambitious trade and investment liberalization agenda to change that and guide Canada’s engagement with Asian countries.

### Trade Agreements with Asia

<table>
<thead>
<tr>
<th>Country</th>
<th>Concluded</th>
<th>Under Negotiation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>0</td>
<td>3 India, Korea, Singapore (+ Japan – joint study stage)</td>
</tr>
<tr>
<td>Australia</td>
<td>4</td>
<td>ASEAN/New Zealand, Singapore, Thailand, New Zealand</td>
</tr>
<tr>
<td></td>
<td></td>
<td>China, Gulf Cooperation Council, Indonesia, Japan, Korea, Malaysia, Pacific Islands, Trans-Pacific Partnership</td>
</tr>
<tr>
<td>New Zealand</td>
<td>8</td>
<td>ASEAN/Australia, Australia, Thailand, Singapore, Trans-Pacific Partnership, Malaysia, China, Hong Kong</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>Gulf Cooperation Council, Korea, India, Russia/Belarus (+ Japan – working group stage)</td>
</tr>
<tr>
<td>EU</td>
<td>1</td>
<td>Korea</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>ASEAN, Gulf Cooperation Council, India, Singapore</td>
</tr>
<tr>
<td>US</td>
<td>4</td>
<td>Australia, Bahrain, Oman, Singapore</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>Trans-Pacific Partnership, Korea signed but not yet ratified</td>
</tr>
</tbody>
</table>
The joint commitment to explore benefits of a Canada-Japan Economic Partnership Agreement is promising and reflects the countries’ recognition of the importance of the relationship reaching its full potential. Japan is the world’s third-largest economy and Canada’s largest source of investment from Asia. It is also Canada’s fourth-largest merchandise export market, with exports totalling over $9 billion in 2010—an increase of more than 10 percent over 2009.

Any trade and investment strategy for Asia would not be complete without an approach to China. Building on the work of the Canada-China Joint Economic and Trade Committee, Canada must develop an ambitious trade and investment strategy for China, identifying strategic opportunities and challenges.

The federal government has begun or is in the process of negotiating agreements with several Asian countries:

- The nascent Canada-India Comprehensive Economic Partnership Agreement negotiations provide a unique opportunity for both countries. India has one of the fastest-growing economies on the planet, and is projected to have the world’s third-largest economy by 2050. India’s need to feed and educate a growing population and its rapidly expanding industrialization, rising per capita income levels, high-technology and services sectors, and the associated requirements for infrastructure, energy and mineral resources, make it a tremendous market of opportunity for Canadian companies.

- Canada has conducted negotiations with both Singapore and Korea, but these processes have unfortunately stalled. Finalizing these negotiations, in a fair and balanced manner, is especially important since the United States and other countries have already negotiated agreements with these markets.

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4 "Joint Study on the Possibility of a Canada-Japan Economic Partnership Agreement", Foreign Affairs and International Trade Canada
The federal government must also pursue opportunities to participate in multilateral Asia-Pacific free trade initiatives. For example, negotiations for a Trans-Pacific Partnership (TPP) agreement include Brunei, Chile, New Zealand and Singapore as members, and the US, Australia, Malaysia, Peru and Vietnam are all in talks to join. Japan is also interested. Eventually, the TPP could become the path to a vast and powerful trans-Pacific free trade area.

While the strong economies of Asia, the United States and the European Union make these regions a key focus of provinces and territories’ interests in global trade, there are several other regions of the globe where Premiers and their governments are actively promoting Canadian interests.

Among those are regions where free trade agreements could be pursued such as the C-4 nations of Central America (Honduras, El Salvador, Guatemala and Nicaragua) and Mercosur, South America’s largest free trade bloc.

To ensure a robust and forward-thinking Canadian trade and investment agenda is in place, Premiers agreed to:

- Build upon the established trade and economic relationship with the US through continued advocacy and trade promotion activities;
- Continue to work with the federal government to conclude an ambitious Canada-European Union Comprehensive and Economic Trade Agreement by 2012 that would strengthen further the close ties that Canada enjoys with Europe;
• Address a critical missing pillar in Canada’s trade and investment framework by continuing to build new connections with expanding Asian markets including

• Urging the federal government to develop an ambitious trade and economic strategy for China as part of a comprehensive trade and investment liberalization agenda for Asia

• Calling on the federal government to enhance access for Canadian goods, services, and citizens to priority markets, including:
  – Ambitiously advance Comprehensive Economic Partnership Agreement negotiations with India and conclude an agreement by 2013;
  – Achieve Canada’s first trade agreements in Asia by satisfactorily concluding trade negotiations already begun with Korea and Singapore;
  – Commence Economic Partnership Agreement negotiations with Japan once the joint study currently underway is completed; and
  – Develop strategies for strengthening ties with other priority Asian markets including the Trans-Pacific Partnership and the member nations of ASEAN;

• Enhance relationships with emerging markets with a view to strengthening value-added supply-chains and promoting research and innovation; and

• Urge the federal government to conclude a free trade agreement with the C-4 nations of Central America and to develop strategies to improve trade relations with Mercosur.
2. Infrastructure And Gateway Policy:

Maintain and expand Canada’s physical infrastructure and gateway policy to accommodate and encourage the flow of people, services and goods.

Action is needed to ensure Canada’s transportation networks are the most competitive option for both domestic and foreign customers. Premiers call on the federal government to partner with provinces and territories to maintain and expand Canada’s critical gateway and corridor infrastructure.

Timely development of strategic physical infrastructure and policies necessary to facilitate trade are crucial if Canada is to compete successfully in Asian and other international markets. This includes supporting and encouraging the development of infrastructure and transportation initiatives focusing on our competitive advantages, such as agriculture, natural resources, high-value manufacturing, and education.

Long-term funding relationships with provinces and territories to improve the movement of goods and people through key gateways and corridors are essential to the smooth functioning of global supply chains and to investment and jobs in Canada. Premiers agree that working with the federal government to establish a long-term funding plan for strategic infrastructure to succeed the Building Canada Plan is an important first step.

Premiers also look forward to working with the federal government on its commitment to examine existing foreign trade zone-like (FTZ) programs and policies. Premiers call on the federal government to work cooperatively with the provinces and territories to examine opportunities that foreign trade zones present to enhance Canada’s competitiveness.

Air Services

Air services are an important economic generator globally and for Canada. However, federal policies on international air access, aviation fees and taxes, as well as airport rents, have contributed to creating a competitive disadvantage for Canadian gateways with negative implications for Canada’s economy.
Canada currently has Open Skies agreements with, at most, 12 countries, including the US. In comparison, the US has Open Skies agreements with over 100 countries. And while the 2009 Open Skies agreement with South Korea was a welcome development, it remains Canada’s only Open Skies agreement in Asia. This puts our airports at a competitive disadvantage in becoming Asian gateways and increases the cost of travel for Canadians.

According to a Globe and Mail analysis\(^5\), a record 2.3 million Canadians crossed the border to fly to or from US airports in 2009. High Canadian airfares contribute to the leakage of passengers to US airports and undermine the competitive position of Canada’s air gateways, costing this country at least $1 billion a year in economic output.

This issue goes beyond the business of Canada’s airlines. It is about Canada’s broader economic interests and our reputation as a trading country. Simply put, the federal government needs to rethink its international air policy. It needs to work with provinces and territories to facilitate new air services through Canadian gateways by negotiating liberalized air service agreements with priority countries, expand the frequency limits on existing routes and destinations that cannot be served under existing agreements, and rationalize the direct and indirect federal levies that drive up the cost of air transportation in Canada relative to its competitors.

**Canada-US Border**

Important measures to enhance security require travelers and exporters to provide additional information and documentation, and to undergo more extensive inspections. These measures decrease the efficiency of cross-border trade and travel in both directions.

There have been successful initiatives to facilitate the movement of people across the Canada-US border. The highly successful pre-clearance regime for US-bound air travelers has been in place for more than fifty years and the introduction of the NEXUS program can streamline crossings for frequent travelers. Enhanced Drivers’ Licenses/Enhanced Identification Cards (EDL/EIC), where available, also give travelers an additional option for secure identification at the land and water crossings.

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However, there is more to be done. Many practical initiatives could be implemented quickly through the work of the Beyond the Borders Working Group and Regulatory Cooperation Council to improve the efficiency of the border and improve the flow of trade with the United States. These include:

- Promoting and enhancing trusted traveler and trusted shipper programs;
- Further investment in joint or shared border inspection facilities and mutual recognition of inspection procedures to reduce duplicative border inspections;
- Development of pre-clearance and pre-inspection programs for goods;
- Employing smarter technology solutions (e.g., Radio Frequency Identification Device (RFID) readers in all outbound lanes, standardized technology used for real-time wait measurements);
- Ensuring border crossings have sufficient staff levels, especially during peak demand periods;
- Greater harmonization and alignment, where appropriate, of product regulations and standards, including food and agriculture, where differences hamper cross-border trade;
- Fewer limits for load and size of truck shipments to reduce barriers of goods across the border;
- Eliminating charges for border inspection (e.g. permanent funding for border clearance of Amtrak daily passenger train service between Canada and the United States);
- Reducing the red tape and visa obstacles associated with the temporary flows of professionals between the two countries as regulated under NAFTA; and
- Recognition of EDLs and EICs for air travel within the Canada-US perimeter.

Many of these initiatives could also assist in increasing the flow of people and talent, the next component of the strategy.
3. Increasing Flows Of People And Talent:

Facilitate the movement of people – this includes tourists, immigrants, international students, and business people – and capitalize on the opportunities available to Canada through globally connected Canadians and the linkages they can create between Canada and the world.

Canada’s richly diverse multicultural society is a great competitive strength in the global marketplace. Provinces and territories play significant roles in immigration, settlement services, and international education, and are well-positioned to ensure that Canada makes the most of these advantages.

As noted above, improving the efficiency of the Canada-US border and facilitating the flow of trade and travel with the United States are critical to increasing the flows of people and talent.

Immigration

An effective partnership between Canada’s federal, provincial and territorial governments is needed to encourage the best outcomes for immigrants and better alignment of immigration programming with Canada’s diverse economic needs.

Provinces and territories are in the best position to assess the needs of their communities and regional economies. An effective partnership with the federal government is one that is adaptable, flexible and is responsive to regional needs, labour market and demographic pressures.

Growth in immigration levels in 2012 and beyond would help address the many constraints throughout the immigration system. Growth in levels of economic immigration is particularly essential to create flexible, responsive and effective economic immigration programs.

Joint participation in selecting and setting overall levels for skilled economic immigrants is essential to ensure the success of talented newcomers and to sustain economic growth. The Provincial Nominee Programs, the Federal Skilled Worker Class and the Canadian Experience Class are crucial to reaching this objective. Provinces and territories
Provinces and territories are also best equipped to integrate settlement and integration services with other provincial and territorial services including education, health, social services, and labour market services to help newcomers integrate into their local communities and thrive in their regional economies. All jurisdictions need a direct role in managing federally funded settlement and integration programming. A number of Premiers expressed an interest in building on the success of devolved models in Québec, British Columbia and Manitoba.

Québec is already responsible for selecting immigrants and settlement services in Québec under the Canada-Québec Accord.

International Education

International education is critical for developing the human and investment capital that Canada needs to grow its knowledge and innovation economies, as well as to address skill shortages and demographic challenges. International education is an important service export sector for Canada. Expanding Canada’s role as an international education destination also builds strong and lasting relationships between Canada and cultures around the world.

Market Share in Tertiary International Student Recruiting Market, 2007

<table>
<thead>
<tr>
<th>Country</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>19.7%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>11.6%</td>
</tr>
<tr>
<td>Germany</td>
<td>8.6%</td>
</tr>
<tr>
<td>France</td>
<td>8.2%</td>
</tr>
<tr>
<td>Australia</td>
<td>7.0%</td>
</tr>
<tr>
<td>Canada</td>
<td>4.4%</td>
</tr>
<tr>
<td>Japan</td>
<td>4.2%</td>
</tr>
<tr>
<td>New Zealand</td>
<td>2.1%</td>
</tr>
</tbody>
</table>

Designed to complement the existing activities of provinces and territories, the International Education Marketing Action Plan endorsed by Premiers will focus on additional actions they can undertake in implementing international education policies and programs that will attract and retain more international students. It will also help to ensure that young Canadians have the international knowledge and experiences they need to prosper in an interconnected global economy.

The Plan focuses on five key objectives:

- Increasing Canada’s competitiveness in the international marketplace through the promotion of the Education in/au Canada brand and the development of a global identity that reflects the value of educational opportunities in Canada;
- Increasing the efficiency and transparency of the processes through which international students obtain the necessary permissions to travel to and study in Canada, and to remain in Canada after graduation;
- Protecting and enhancing Canada’s reputation as a provider of high-quality educational opportunities;
- Providing the data and intelligence education providers require in order to meet the needs of clients, react to market developments, and measure success in recruiting and graduating increased numbers of international students; and
- Providing more opportunities for Canadian students to study abroad, as appropriate for each province and territory.
4. Develop Canada’s International Capacity And Knowledge:

Build and deepen productive relationships with Canada’s trading partners by becoming better educated about international cultures, economies, and global connections – and better educate the international community about Canada.

Premiers agreed to:

- Continue working with businesses and organizations in their jurisdictions to help them compete effectively in global markets and build partnerships abroad;
- Provide more opportunities for Canadian students to study abroad and give more young Canadians exposure to the rest of the world;
- Call on the federal government to expand the Working Holiday Program to new countries to give more young Canadians an opportunity to experience life and work abroad;
- Build the capacity of provincial and territorial officials to participate in international relations and to take advantage of the opportunities provided by an increasingly open and integrated world economy;
- Tap into Canada’s connections and relationships worldwide, including cooperate on network-building among Canadians abroad; and

Canada’s strong economic fundamentals, natural wealth, human capital and international connections all constitute enormous resources that can be brought to bear in making Canada a more innovative, dynamic and competitive player in the global economy. Transforming these resources into international influence and capacity requires strong and coordinated leadership from all Canadian governments and a commitment helping Canadian businesses and citizens make the most of international opportunities.
• Encourage Canadians to participate in initiatives like the Asia Pacific Foundation’s “National Conversation on Asia” that will help Canadians better understand the importance of Asia to Canada.

Canada’s most important international networks are those that have been built by Canadian businesses, new Canadians and other globally-connected citizens, and our post-secondary and research institutions. Capitalizing on these connections remains one of the most effective tools for enhancing Canadian influence and competitiveness globally, and Premiers endorse a number of ways to do this:

• Forums that bring regions together help to deepen ties. For example, the recently held Canada-EU Innovation Forum highlighted the importance of collaboration between Canadian federal, provincial and territorial governments and the European Union as a fundamental building-block of international co-operation in research and innovation.

• Engaging Canadians more fully in the development of international relationships. Premiers applaud the efforts of the Asia-Pacific Foundation to encourage Canadians to think, talk, and act on Canada-Asia issues through the “National Conversation on Asia,” and encourage the development of similar initiatives.

• Ensuring that young Canadians have the global knowledge and language skills, intercultural competencies, and international experiences they need to thrive in an interconnected world. Expanding the Working Holiday Program to new countries, and in particular Asia, would give more young Canadians an opportunity to experience life and work abroad. The Office franco-québécois pour la Jeunesse, which accounts for 4,000 stays abroad annually, for a total of 115,000 stays since 1968, also provides a helpful model for future efforts.
In addition to the thousands of Canadian students who travel and study overseas each year, there are also about 2.8 million Canadians, both foreign-born and Canadian-born, who now live abroad. Asia is home to the second-largest grouping of overseas Canadians, almost half as many expatriates as the million Canadians in the United States, notably in Hong Kong, mainland China and Taiwan.

This “Canadian diaspora” is an enormous and largely untapped resource. Premiers applaud initial efforts by the federal government to mobilize the largest population of Canadians abroad in the US, through the “Connect2Canada” initiative.

The federal government, provinces and territories have diverse and complementary networks throughout the world, and Premiers endorse efforts to fully capitalize on these strengths:

- The federal government should actively engage provinces and territories in the identification of potential government and business participants in Canadian study tour programs.
- Additional support for Canadian business delegations in specific regions would contribute to the development of Canada’s capacity and would make excellent use of the Canadian diplomatic and international trade network around the world.

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6 Asia Pacific Foundation, Canadians Abroad Project (http://www.asiapacific.ca/canadiansabroad, http://www.asiapacific.ca/sites/default/files/filefield/PP_09_5_DD_estimate_0.pdf)