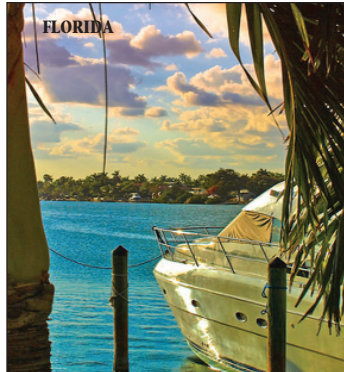
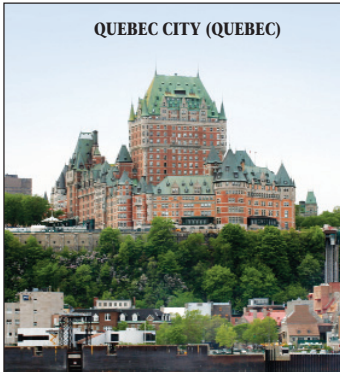
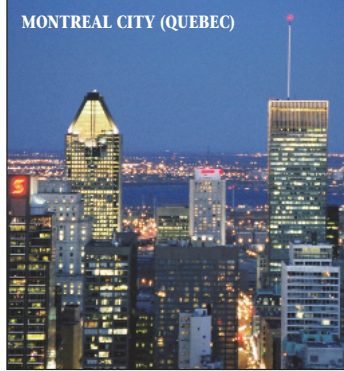


les affaires



QUEBEC-FLORIDA

SUMMARY:

Every winter, thousands of Quebecers leave the province to spend some time in warm, sunny Florida. But the state attracts more than just snowbirds: a growing number of Quebec entrepreneurs are establishing businesses there. This feature covers trade between Quebec and Florida, which currently totals more than \$2 billion, and has been growing by more than 10% a year over the last five years. This is partly due to the agreement signed by the state and provincial governments in 2004 and intended to promote economic, scientific and technological cooperation.

Special attention will be paid to business opportunities in the technology industry. Florida is a leader among US states when it comes to research and commercializing biomedical technologies. The state also plays a prominent role in the life sciences, information technology, aviation and defence, all of which are significant in the Quebec economy. In addition, we'll look at Quebecers' love affair with real estate in Florida, where dropping home and land prices have sparked renewed interest by investors, entrepreneurs and individuals.

COVERAGE IS LIKELY TO INCLUDE THE FOLLOWING:

- Thanks to information and communications technology, business people can continue to run their companies even when they spend several months a year in Florida.
- Florida is an increasingly important port of entry for companies with an eye on Latin American markets.
- Legal and tax considerations when establishing a business in Florida.
- Profiles of Quebec companies operating in Florida.

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DID YOU KNOW?

Quebec exported more than a billion dollars worth of goods and services to Florida in 2008, while imports from Florida totalled C\$596.1 million, or 0.9% of all Canadian imports that cleared customs in Quebec.

Source: Industry Canada

An estimated 700,000 Quebecers visit Florida every year, and 150,000 of them have permanent resident status.

Source: Quebec-Florida Chamber of Commerce

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Sources: PMB Spring 2009, ABC June 2008

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