

Over a Decade of Work and Collaboration with Québec

In 2013 the Vermont Chamber of Commerce signed a Memorandum of Understanding (MOU) with Aéro Montréal, a strategic think tank for Québec's \$17.8 billion aerospace cluster, at the 4th edition of Aéro Montréal's International Aerospace Innovation Forum in Montreal.

The vision and mission of the MOU and partnership is to create a Vermont – Québec Aerospace Corridor and facilitate the flow of supply chain contacts and opportunities between Vermont and Canada's aerospace industry. The \$28 billion Canadian aerospace industry is the fifth largest in the world and is home to renowned aerospace OEMs, including Airbus Americas, Bombardier, Bell Flight, CAE, GE Canada, Héroux-Devtek, and Pratt & Whitney Canada. As part of the Canadian aerospace industry, the Québec aerospace cluster represents more than 43,000 skilled workers, more than 220 businesses and revenues of \$17.8 billion. Most Canadian companies source over **50%** of their aerospace parts from the U.S. Canada is also a major exporter and exports **80%** of its aerospace production.



Vermont, in return, offers Canada access to the state's combined \$2 billion aerospace manufacturing and civil aviation industry and supplier base with proven chain capabilities in precision machining, maintenance, repair, and overhaul (MRO), landing gear, fuel gauging, sensors, sensing systems, and electronics for aerospace and aviation applications. Vermont's close proximity to Canada is also a competitive gateway with access to the entire North American market and large OEMs, Primes and government contractors in both the U.S. aerospace and defense industries. The worldwide aerospace industry is a \$560 billion market.



The Aerospace Trade Corridor is now extended to Connecticut aerospace, in partnership with Aerospace Components Manufacturers (ACM) and home to a workforce of 91,500 and industry aerospace OEMs, including United Technologies Corporation (UTC), Pratt & Whitney, Sikorsky and KAMAN Aerospace, and expanded to Ontario aerospace and defense in partnership with the Ontario Aerospace Council, representing a \$6 billion aerospace sector, formalized with an MOU Signing at the virtual 2021 Manufacturing Summit.

- **2022:** Vermont Chamber hosts **26** Canadian companies, including an Ontario delegation of **9** aerospace and defense suppliers at the Annual Virtual Manufacturing Summit, which featured **85** suppliers from the U.S., Canada, and Europe, **25** OEMs and Primes (**44** buyers), **300** B2B meetings, and a **93%** participation rate.
- **2022:** Vermont Chamber partners with the Vermont Agency of Commerce and Department of Economic Development to bring **7** Vermont aerospace manufacturers and Vermont Governor Phil Scott to Aéro Montréal's 2022 Aerospace Innovation Forum.

- **2021:** Vermont Chamber hosts a Québec delegation of **9** SME suppliers, partners with the Ontario Aerospace Council (OAC) and expands the Vermont – Québec Aerospace Trade Corridor to Ontario, and partners with Ontario International, and hosts a delegation of **18** Ontario aerospace and defense suppliers at the Annual Virtual Manufacturing Summit, which featured **25** OEMs and Primes and **125** suppliers from the U.S. and Canada, **400** B2B meetings, and a **93%** participation rate.
- **2020:** Vermont Chamber partners with the Vermont Agency of Commerce and Department of Economic Development to bring a delegation of **9** Vermont aerospace manufacturers to Aéro Montréal's virtual 2020 Aerospace Innovation Forum.
- **2019:** Vermont Chamber brings **25** Canadian aerospace companies to Annual Manufacturing Summit and hosts Aéro Montréal and OEMs and SMEs in support of MOU to build a Vermont – Québec Aerospace Trade Corridor, officially extended to Connecticut with MOU Signing Ceremony with Aerospace Components Manufacturers (ACM)
- **2019:** Vermont Chamber partners with the Vermont Agency of Commerce and Department of Economic Development to bring a delegation of **9** Vermont aerospace manufacturers to Aeromart Montreal.
- **2018:** Vermont Chamber brings **30** Canadian aerospace companies to Annual Manufacturing Supply Chain Trade Show and hosts Aéro Montréal and OEMs and SMEs in support of MOU to build a Vermont – Québec Aerospace Trade Corridor now extended Connecticut
- **2018:** Vermont Chamber partners with Vermont Global Trade Partnership and brings delegation of **7** Vermont aerospace manufacturers to 2018 Aéro Montréal's Aerospace Innovation Forum.
- **2017:** Vermont Chamber brings **24** Canadian aerospace companies to Annual Manufacturing Supply Chain Trade Show and hosts Aéro Montréal and OEMs and SMEs in support of MOU to build a Vermont – Québec Aerospace Trade Corridor and extend it to Connecticut
- **2017:** Vermont Chamber partners with Vermont Global Trade Partnership and brings delegation of **7** Vermont aerospace manufacturers to AeroMart Montreal.
- **2016:** Vermont Chamber brings **23** Canadian aerospace companies to annual Manufactured in Vermont Supply Chain Conference & Trade Show and hosts an **aerospace luncheon** with Aéro Montréal in support of MOU and Vermont – Québec Aerospace Trade Corridor.
- **2016:** Vermont Chamber partners with Vermont Global Trade Partnership and brings delegation of **9** Vermont aerospace manufacturers to 2016 Aéro Montréal's Aerospace Innovation Forum.
- **2015:** Vermont Chamber brings **25** Canadian aerospace companies to annual Manufactured in Vermont Supply Chain Conference & Trade Show and hosts aerospace roundtable with Aéro Montréal in support of MOU and Vermont – Québec Aerospace Trade Corridor.
- **2015:** Vermont Chamber partners with Vermont Global Trade Partnership on Vermont Manufacturing Delegation to AeroMart Montreal.
- **2014:** Vermont Chamber's Aerospace Supply Chain Summit Featuring Aerospace Corridor and the Aéro Montréal's MACH Initiative.
- **2014:** Vermont Chamber brings online, pre-scheduled B2B supply chain matchmaking to Vermont for the first time at Annual Manufactured in Vermont Supply Chain Conference & Trade Show and hosts Canadian partners.
- **2013:** Vermont Chamber signs MOU with **Aéro Montréal** to build **VT – Québec Aerospace Trade Corridor** via Vermont at Aerospace Innovation Forum, Montreal.
- **2013:** Vermont Chamber's Manufactured in Vermont Supply Chain Trade Show: Showcasing Vermont's \$2 billion aerospace and aviation industry and Canadian partners.
- **2013:** Vermont Chamber participates in Planning of Green Summit with Québec Federation of Chambers of Commerce (FCCQ) and EcoTech of Québec.
- **2013:** Vermont Chamber Brings Vermont Delegation of Manufacturers to Paris Air Show resulting in \$3.1 million in projected sales (including Canadian aerospace).
- **2012:** Vermont Chamber Hosts Premier Jean Charest of Québec, EXPO Keynote Speaker.

- **2012:** Vermont Chamber Hosts 20 businesses for a Vermont – Québec roundtable on supply chain corridor.
- **2011:** Vermont Chamber's Supply Chain Matchmaker, Supply Chain Opportunities in Canadian Aerospace.
- **2010:** Vermont Chamber participates in Vermont gubernatorial delegation to Québec with Vermont businesses.
- **2005:** Vermont Chamber Signs Cooperation Agreement with Québec Federation of Chambers of Commerce (FCCQ), The Vermont – Québec Trade Corridor.