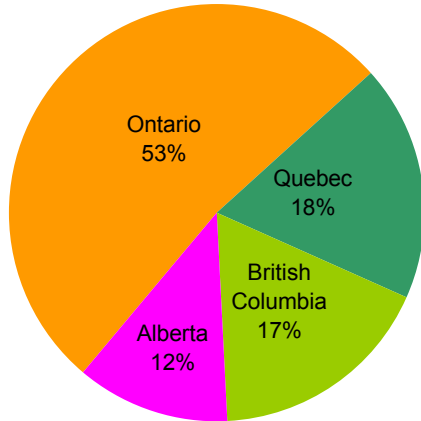


Architectural Service Revenues (% share by Province)



U.S. PRESENCE

- ▶ Canadian architects regularly form alliances with small and medium sized U.S. firms to respond to operational challenges.
- ▶ To date, forty-five U.S. States and all ten Canadian provinces have agreed on a framework to grant reciprocal privileges in licensing their respective architects.

THINK CANADA FIRST!

Architectural, Construction and Engineering services in Canada are essential contributors to Canada's economy. The industry is expected to show continued growth and increased profitability for the next five years. The growth is attributed to an increase in residential construction, large capital projects and a commitment to implement infrastructure projects by all levels of government. Contact the U.S. Commercial Service in Canada and explore the export opportunities in this market today.

When you think of exporting, Think Canada First!

MAJOR UPCOMING PROJECTS

Project opportunities vary within each province or territory and may be driven by funding provided by all Canadian government levels for specific infrastructure development or by major opportunities like the 2010 Olympic and Paralympic Games in Vancouver, British Columbia. Total construction projects directly associated with the 2010 Games are estimated at approximately US\$1.6 billion. In addition, the Games are acting as a catalyst for economic activity in British Columbia, providing additional opportunities valued at approximately US\$7 billion.

For more information on upcoming major projects contact Rita Patlan.

We hope that you find this information useful. If you would like further information, please contact Rita.Patlan@mail.doc.gov, the CS Canada National Construction, Architecture and Engineering Services Sector Specialist. Visit our website www.buyusa.gov/Canada to discover other commercial opportunities in Canada. (08/05)

MARKET OVERVIEW

- ▶ The Canadian architectural services sector generated operating revenues of US\$1.5 billion in 2003, an increase of 2.7% from the previous year.
- ▶ According to the Royal Architectural Institute of Canada, there are approximately 14,300 people employed by this sector, of which more than 7,000 are registered/licensed architects.
- ▶ The business sector accounts for 45% of architectural revenues, followed by government clients (43%); 9% from individuals and 3% from foreign clients.

COMPETITORS

- ▶ More than 4,600 architectural establishments dominate the Canadian architectural market operating primarily on a local basis. Most of these have 1-3 employees and there are only 10-15 large firms with 50-100 employees. Numerous Canadian firms are also active abroad.
- ▶ Ontario has the largest representation of Canadian architectural firms and is also home to the largest.
- ▶ The nature of projects undertaken by Canadian architects varies by geographic region and size of firm.

PRINCIPAL SUB-SECTORS



- ▶ Business Sector
- ▶ Government & Public Institutions
- ▶ Individuals
- ▶ Foreign Accounts

OTHER RESOURCES

- ▶ U.S. Department of Commerce ACE Team Leader, Raj.Dheer@mail.doc.gov
- ▶ A Practical Guide for Architectural, Construction and Engineering Service Companies Working in Canada. For a free copy, contact Rita Patlan, Commercial Specialist at (416) 595-5412, ext. 223 or e-mail your request Rita.Patlan@mail.doc.gov
- ▶ The Royal Architectural Institute of Canada: www.raic.org
- ▶ The Canadian Construction Association: www.cca-acc.com
- ▶ Construction Specifications Canada: www.csc-dcc.ca