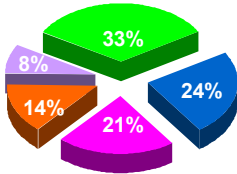




Engineer Engineering Services

Engineering Service Revenues

(% share by Province)



U.S. PRESENCE

- ▶ Canadian engineers regularly form alliances with small and medium sized U.S. firms to respond to operational challenges.
- ▶ U.S. licensed engineers interested in having their accreditation recognized in Canada should contact the Canadian Council of Professional Engineers Association.

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.

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!

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 engineering services sector generates approximately US\$8.9 billion in gross revenues, of which about 60% is directly related to construction/design services.
- ▶ Approximately 77,000 people are employed by this sector, of which three out of four belong to the professional category.
- ▶ The business sector accounts for 45% of architectural revenues, followed by government clients (43%); 9% from individuals and 3% from foreign clients.

COMPETITORS

- ▶ The primary source of revenue for Canadian engineering firms is dominated by oil/gas and building projects.
- ▶ Most Canadian firms are small, privately held and Canadian-owned.
- ▶ The top 20 firms, which are dominated by international players, earn approximately 30% of total revenues generated by this industry.
- ▶ The nature of projects undertaken by Canadian architects varies by geographic region and size of firm.

PRINCIPAL SUB-SECTORS BY PROVINCE

- ▶ **Ontario's** strength lies in structural, mechanical, and electrical building services and in environmental services.
- ▶ **Quebec's** strength lies in power generation projects, mining and metallurgy industries.
- ▶ In the provinces of **Alberta, Saskatchewan, and Manitoba** the strongest field of specialization for engineering firms is in the oil, petroleum, and natural gas sectors.
- ▶ **British Columbia** generates approximately 14% of total revenues for this industry primarily from the pulp and paper, mining, metallurgy and primary metals industries.

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 Canadian Council of Professional Engineers www.ccpe.ca
- ▶ National Society of Professional Engineers www.nspe.org