

NORFOLK COUNTY, MA & CANADA

4,000 people are employed at the 69 Canadian-owned businesses operating in Norfolk County, and an additional 2,400 jobs depend on goods and services exports to Canada

Norfolk County exports \$195 million in goods to Canada annually

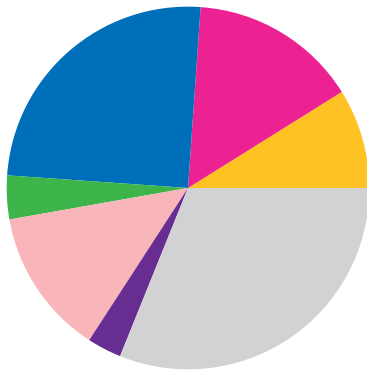
Top Norfolk County goods exports to Canada

| | |
|-------------------------------------|--------------|
| ■ Medical Equipment & Supplies..... | \$37 million |
| ■ Pharmaceuticals & Medicines..... | \$17 million |
| ■ Computer Equipment..... | \$14 million |
| ■ Scrap Products..... | \$10 million |
| ■ Electrical Equipment..... | \$9 million |

Norfolk County exports \$281 million in services to Canada annually

Top Norfolk County services exports to Canada

| | |
|--|--------------|
| Business services..... | \$95 million |
| Travel (including for education)..... | \$64 million |
| Financial services..... | \$53 million |
| Charges for the use of intellectual property.. | \$44 million |
| Insurance services..... | \$18 million |



Norfolk County goods exports to Canada by industry

| | | |
|------------------------------|----------|--------------|
| ■ Agriculture..... | 9%..... | \$17 million |
| ■ Chemicals..... | 15%..... | \$30 million |
| ■ Equipment & machinery..... | 25%..... | \$49 million |
| ■ Forest products..... | 4%..... | \$9 million |
| ■ Minerals & metals..... | 13%..... | \$25 million |
| ■ Plastics & rubbers..... | 3%..... | \$7 million |
| ■ Other..... | 31%..... | \$60 million |

Norfolk County exports to Canada

| | |
|-----------|---------------|
| 2024..... | \$195 million |
| 2023..... | \$502 million |
| 2023..... | \$502 million |
| 2021..... | \$459 million |
| 2020..... | \$366 million |
| 2019..... | \$428 million |
| 2018..... | \$436 million |
| 2017..... | \$414 million |

Top Canadian-owned businesses operating in Norfolk County

- Cogeco
- Sun Life
- Independence Life & Annuity Co
- Excel Switching Corporation
- Dorel
- Cantata Technology
- DentaQuest
- BMO Harris Bank
- TD Bank NA
- Intrion

March 2025

Sources: **Trade Partnership Worldwide**: Goods exports (2024 data, 2/2025 release), services exports (2023 data, 12/2024 release) and jobs, calculated figures, based on U.S. Census Bureau and U.S. Bureau of Economic Analysis data at state and national levels. **Dun & Bradstreet**: Canadian-owned businesses (2/2025 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.