

MARYLAND & CANADA

An integrated economy



Global EIM leader in Gaithersburg

OpenText delivers cloud-based information management and AI advanced technologies to power smart businesses, helping to ensure data and knowledge is accurate, accessible, and secure to drive organizations forward. OpenText— Canada's largest software company and one of the most successful software and services companies in the world — employs nearly 25,000 employees globally, including over 7,000 employees in the U.S. and 300 Marylanders in or around Gaithersburg. Gaithersburg is the hub for the OpenText U.S. Public Sector Group, as well as their cloud services hub, who help manage 125,000 customers worldwide, including 98 of the top 100 global companies, along with 1 million connected trading partners and 11 million public cloud users.

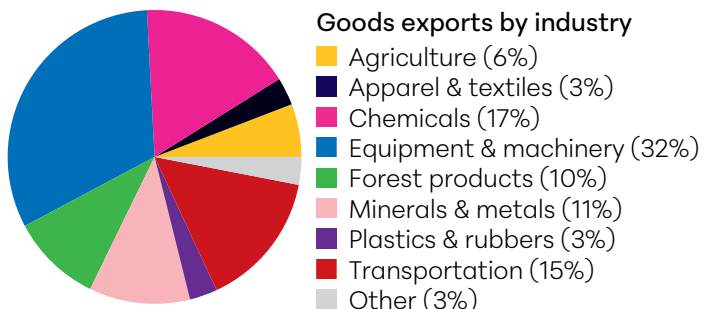


263 Canadian-owned companies employ 6,850 workers in Maryland



Canada is the #1 export market for Maryland

Maryland exports \$2.2 billion in goods to Canada annually



Maryland exports \$1.3 billion in services to Canada, including

| | |
|--|---------------|
| Business services..... | \$403 million |
| Travel (including for education)..... | \$379 million |
| Telecommunications & information services.... | \$176 million |
| Charges for the use of intellectual property.... | \$138 million |
| Financial services..... | \$80 million |

Top Maryland goods exports to Canada

| | |
|---|---------------|
| Tractors..... | \$246 million |
| Pharmaceutical products..... | \$112 million |
| Books & printed material..... | \$103 million |
| Optical, medical & precision instruments..... | \$84 million |
| Perfumes, essential oils & toiletries..... | \$75 million |
| Hoists, derricks & lifting equipment..... | \$72 million |
| Agricultural machinery..... | \$68 million |
| Furniture & bedding..... | \$61 million |
| Pearls, gems, precious metals & jewelry..... | \$61 million |
| Paper & paperboard..... | \$59 million |



Ribbon cutting ceremony for the new IKO facility in Hagerstown. Photo: Mike Lewis, Herald-Mail

IKO expands in Western Maryland

IKO, a Toronto-based global roofing and building materials manufacturer, held the grand opening of its new, state-of-the-art production facility in Hagerstown in May 2022. The 500,000-square-foot facility is a combination manufacturing site and warehouse and is the company's first Thermoplastic Polyolefin (TPO) manufacturing facility anywhere in North America, and its first new facility in the northeastern United States since IKO expanded to the U.S. in 1981. (IKO is also active in Texas, Washington, Illinois and Alabama.) IKO cited Maryland's strategic location and proven workforce in the decision.

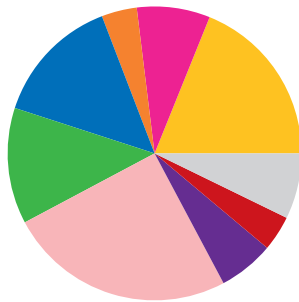


Canada invests in Maryland

Trade with Canada supports **153,100 employees in Maryland** in addition to the **6,850 employees** at Canadian-owned businesses across the state. In addition, Maryland exports \$3.5 billion in goods and services to Canada.

Canadian-owned companies, including **American Hotel Income Properties, Airboss of America, Carrols Corporation** and **Washington Gas Light Company**, are major contributors to Maryland's economy. They employ residents in every sector and contribute to the local economy with salary dollars, paying local taxes, and the purchase of goods and services in their supply chain.

Maryland imports \$2.9 billion in goods from Canada annually



Goods imports by industry

- Agriculture (19%)
- Chemicals (8%)
- Energy (4%)
- Equipment & machinery (14%)
- Forest products (13%)
- Minerals & metals (25%)
- Plastics & rubbers (6%)
- Transportation (4%)
- Other (7%)

Top Maryland goods imports from Canada

| | |
|--|---------------|
| ■ Aluminum & aluminum articles..... | \$402 million |
| ■ Wood & semi-finished wood products..... | \$146 million |
| ■ Nickel & nickel articles..... | \$134 million |
| ■ Pasta, breads & cereal preparations..... | \$128 million |
| ■ Furniture & bedding..... | \$122 million |
| ■ Softwood lumber..... | \$117 million |
| ■ Plastics & plastic articles..... | \$111 million |
| ■ Petroleum coke & bitumen..... | \$86 million |
| ■ Telephones & AV recording equipment..... | \$76 million |
| ■ Vegetables..... | \$72 million |

March 2025

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2024 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2025 release). **Trade Partnership:** 2023 services trade (12/2024 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (2/2025 release). **Business Roundtable:** state jobs from Canada-U.S. trade (2018, 10/2020 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

CONTACT

THE EMBASSY OF CANADA IN WASHINGTON, DC

501 PENNSYLVANIA AVE., NW, WASHINGTON, DC 20001



Arun Alexander

Deputy Head of Mission
wshdc@international.gc.ca
(202) 682-1740



@Connect2Canada



canada.ca/canada-in-washington

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