

NEW JERSEY & CANADA

An integrated economy



CGI expands in New Jersey

Headquartered in Montreal, **CGI** is among the largest independent IT and business consulting services companies in the world. In 2022, CGI expanded its presence in New Jersey to over 250 employees through the establishment of a new regional head office in Middlesex County. “CGI is pleased to establish a location in New Brunswick and join a community that has a rich history in technology innovation and education,” said Mike Reagan, Senior VP at CGI. The new office includes collaborative space to foster CGI’s mentorship programs, including its work with the New Brunswick PTECH High School program, a STEM-based, public-private partnership intended to establish a clear pathway from high school to college and then to a career.



304 Canadian-owned companies employ **26,150 workers** in New Jersey



New Jersey sells more goods to Canada (its #1 export market) than to its next three largest foreign markets combined – Mexico, Japan &

New Jersey **exports \$8.8 billion** in goods to Canada annually

New Jersey exports \$1.9 billion in services to Canada, including

Business services.....	\$844 million
Charges for the use of intellectual property....	\$374 million
Travel (including for education).....	\$261 million
Financial services.....	\$102 million
Telecommunications & information services.....	\$88 million



Goods exports by industry

- Agriculture (15%)
- Chemicals (24%)
- Energy (5%)
- Equipment & machinery (17%)
- Minerals & metals (21%)
- Plastics & rubbers (8%)
- Other (10%)

Top New Jersey goods exports to Canada

Pearls, gems, precious metals & jewelry.....	\$1.2 billion
Plastics & plastic articles.....	\$664 million
Perfumes, essential oils & toiletries.....	\$529 million
Fuel oil.....	\$476 million
Pharmaceutical products.....	\$461 million
Organic chemicals.....	\$285 million
Computers.....	\$270 million
Optical, medical & precision instruments.....	\$263 million
Fruits & nuts.....	\$254 million
Prepared vegetables.....	\$211 million



Driven to transform

PamTen Software Solutions, headquartered in Princeton, is an award-winning IT solutions and staffing company that is committed to transforming the face of technology by bringing more women into the industry. With more than a decade of experience, PamTen recently expanded its operations to Montreal, a key Artificial Intelligence/Machine Learning (AI/ML) hub that will allow it to continue to grow.

As Chaya Pamula, Co-Founder, President & CEO, puts it: "PamTen's expansion into Montreal is going to add more strength to our service offerings in AI/ML, Data Analytics and Cybersecurity, enabling us to develop a strong resource base that will serve our current and future clients in Canada and USA, particularly our headquarters in New Jersey."



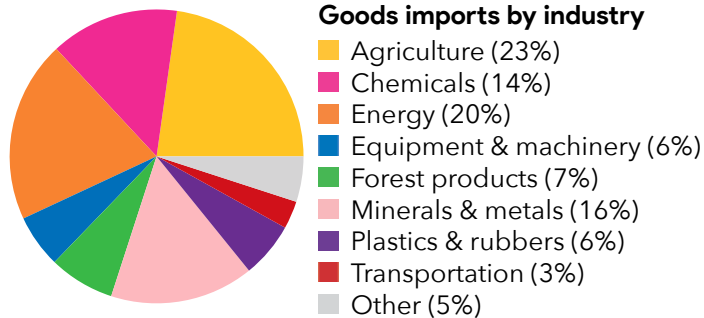
Canada invests in New Jersey

Trade with Canada supports **226,900 employees in New Jersey** in addition to the **26,150 employees** at Canadian-owned businesses across the state. In addition, New Jersey exports \$10.7 billion in goods and services to Canada.

Canadian-owned companies, including **TD Bank NA, Ritchie Bros Auctioneers, Hudson United Bank** and **Crum & Forster**, are major contributors to New Jersey'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.

New Jersey

imports \$8.9 billion
in goods from Canada annually



Top New Jersey goods imports from Canada

Crude petroleum.....	\$1.0 billion
Copper & copper articles.....	\$682 million
Fuel oil.....	\$598 million
Perfumes, essential oils & toiletries.....	\$506 million
Plastics & plastic articles.....	\$482 million
Paper & paperboard.....	\$396 million
Animal or vegetable fats, oils & waxes.....	\$321 million
Pharmaceutical products.....	\$300 million
Pasta, breads & cereal preparations.....	\$271 million
Furniture & bedding.....	\$264 million

March 2024

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2023 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2024 release). **Trade Partnership:** 2022 services trade (2/2024 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (12/2023 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.

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