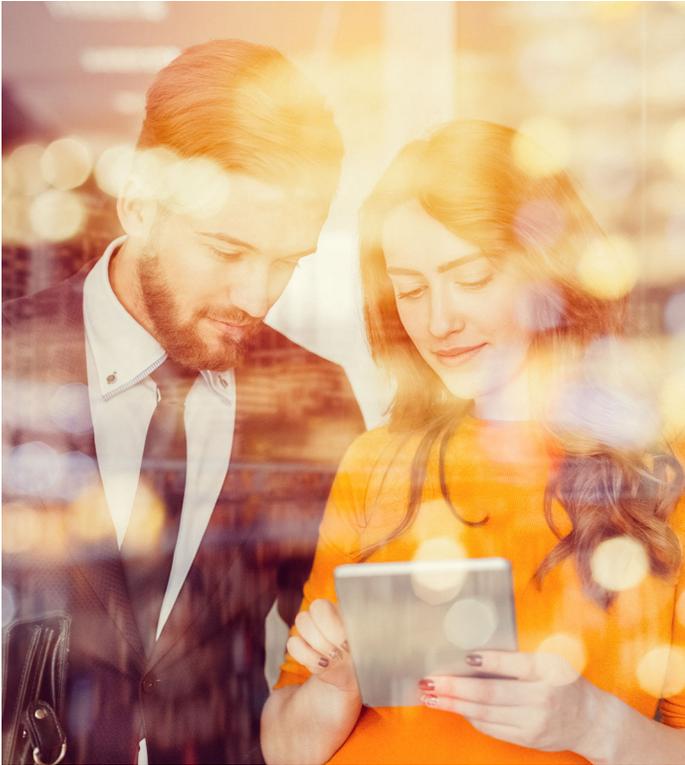


VIRGINIA & CANADA

An integrated economy



Connected to the Commonwealth

Montréal-based **CGI**, with its U.S. headquarters in Fairfax, is among the largest IT and business consulting services firms in the world with operations in hundreds of locations across the globe. In communities across the U.S., CGI innovators pursue bold new solutions. By harnessing emerging technologies, agile methodologies and embedded teams, CGI takes on the toughest challenges to help their clients emerge transformed. CGI's Southwest Virginia Information Technology Center of Excellence employs nearly 400 CGI professionals in a state-of-the-art facility. Drawing skilled local talent from a feeder system of more than 8 colleges and universities, this location serves clients in the communications, financial services, government, health, manufacturing, retail and consumer services and energy sectors.

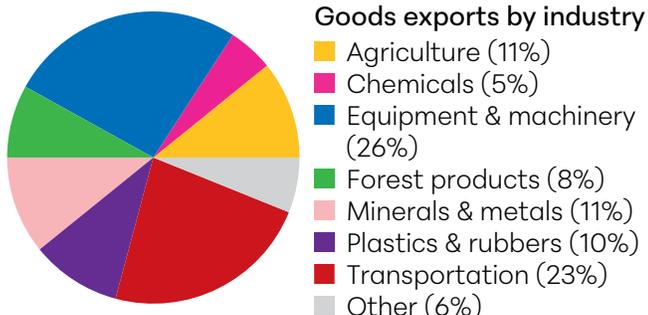


455 Canadian-owned companies employ 15,400 workers in Virginia



Virginia sells more goods to Canada (its #1 export market) than to its next two largest foreign markets combined — China & India

Virginia exports **\$3.4 billion** in goods to Canada annually



Virginia exports \$2.2 billion in services to Canada, including

Business services	\$724 million
Travel (including for education)	\$586 million
Telecommunications & information services	\$449 million
Financial services	\$199 million
Charges for the use of intellectual property	\$122 million

Top Virginia goods exports to Canada

Tractors	\$485 million
Plastics & plastic articles	\$301 million
Paper & paperboard	\$183 million
Paper & printing machinery	\$160 million
Heating, cooling & refrigeration equipment	\$102 million
Electric motors & generators	\$95 million
Aluminum & aluminum articles	\$95 million
Motor vehicle parts	\$72 million
Furniture & bedding	\$71 million
Aircraft & parts	\$71 million



Bear Island facility. Photo: Cascades

Cascades in Ashland

In May 2023, **Cascades** produced its first roll of containerboard at its Bear Island, Virginia mill. The new machine produces high-quality, lightweight, 100% recycled linerboard and medium (fluting paper) for the North American market. The new line of Cascades XP linerboard manufactured in Bear Island will provide a full range of lighter weight grades to complement Cascades' current line of regular and heavyweight grades. Made from 100% recycled fiber, these new containerboard grades will provide the same consistency and reliability for high-speed quality converting.

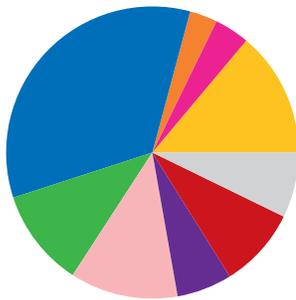


Canada invests in Virginia

Trade with Canada supports **212,100 employees in Virginia** in addition to the **15,400 employees** at Canadian-owned businesses across the commonwealth. In addition, Virginia exports \$5.6 billion in goods and services to Canada.

Canadian-owned companies, including **CGI Federal, CGI, Oberon Associates** and **Electro-Mechanical Corporation**, are major contributors to Virginia'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.

Virginia imports \$3.2 billion in goods from Canada annually



- Agriculture (14%)
- Chemicals (4%)
- Energy (3%)
- Equipment & machinery (34%)
- Forest products (11%)
- Minerals & metals (12%)
- Plastics & rubbers (6%)
- Transportation (9%)
- Other (7%)

Top Virginia goods imports from Canada

- Heating, cooling & refrigeration equipment...\$220 million
- Paper & paperboard.....\$170 million
- Plastics & plastic articles.....\$167 million
- Electric motors & generators.....\$155 million
- Optical, medical & precision instruments.....\$121 million
- Aircraft & parts.....\$113 million
- Aluminum & aluminum articles.....\$105 million
- Furniture & bedding.....\$98 million
- Wood & semi-finished wood products.....\$83 million
- Pasta, breads & cereal preparations.....\$79 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.

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