

# 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.



171 Canadian-owned companies employ **8,900 workers** in Maryland

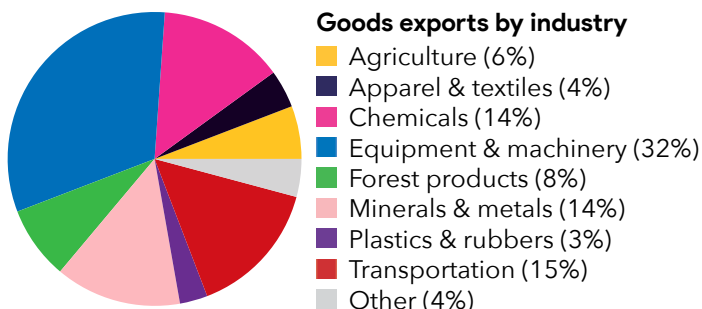


Canada is the **#1 export market** for Maryland

Maryland **exports \$2.4 billion** in goods to Canada annually

### Maryland exports \$1.0 billion in services to Canada, including

Business services.....	\$376 million
Charges for the use of intellectual property....	\$276 million
Travel (including for education).....	\$232 million
Financial services.....	\$76 million
Insurance services.....	\$34 million



Top Maryland goods exports to Canada		
<span style="color: red;">■</span>	Tractors.....	\$296 million
<span style="color: pink;">■</span>	Perfumes, essential oils & toiletries.....	\$102 million
<span style="color: green;">■</span>	Books & printed material.....	\$97 million
<span style="color: blue;">■</span>	Hoists, derricks & lifting equipment.....	\$90 million
<span style="color: lightpink;">■</span>	Pearls, gems, precious metals & jewelry.....	\$89 million
<span style="color: grey;">■</span>	Furniture & bedding.....	\$77 million
<span style="color: blue;">■</span>	Agricultural machinery.....	\$72 million
<span style="color: purple;">■</span>	Plastics & plastic articles.....	\$66 million
<span style="color: pink;">■</span>	Paints, pigments, varnishes, dyestuffs & inks..	\$65 million
<span style="color: blue;">■</span>	Optical, medical & precision instruments.....	\$65 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.



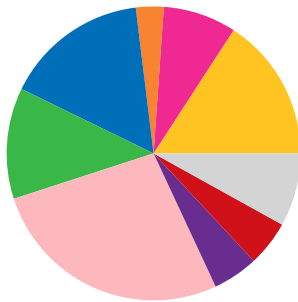
## Canada invests in Maryland

Trade with Canada supports **153,100 employees in Maryland** in addition to the **8,900 employees** at Canadian-owned businesses across the state. In addition, Maryland exports \$3.4 billion in goods and services to Canada.

Canadian-owned companies, including **AltaGas, American Hotel Income Properties, Aurinia Pharmaceuticals, Corix Group of Companies, Descartes Systems, Element Fleet Corporation, Immediate Response Technologies** and **TForce Freight**, 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 \$3.0 billion**  
in goods from Canada annually



### Goods imports by industry

- Agriculture (16%)
- Chemicals (8%)
- Energy (3%)
- Equipment & machinery (16%)
- Forest products (12%)
- Minerals & metals (27%)
- Plastics & rubbers (5%)
- Transportation (5%)
- Other (8%)

## Top Maryland goods imports from Canada

- Aluminum & aluminum articles.....\$472 million
- Wood & semi-finished wood products.....\$132 million
- Nickel & nickel articles.....\$128 million
- Furniture & bedding.....\$127 million
- Softwood lumber.....\$125 million
- Pasta, breads & cereal preparations.....\$123 million
- Plastics & plastic articles.....\$112 million
- Petroleum coke & bitumen.....\$83 million
- Telephones & AV recording equipment.....\$77 million
- Vegetables.....\$72 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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