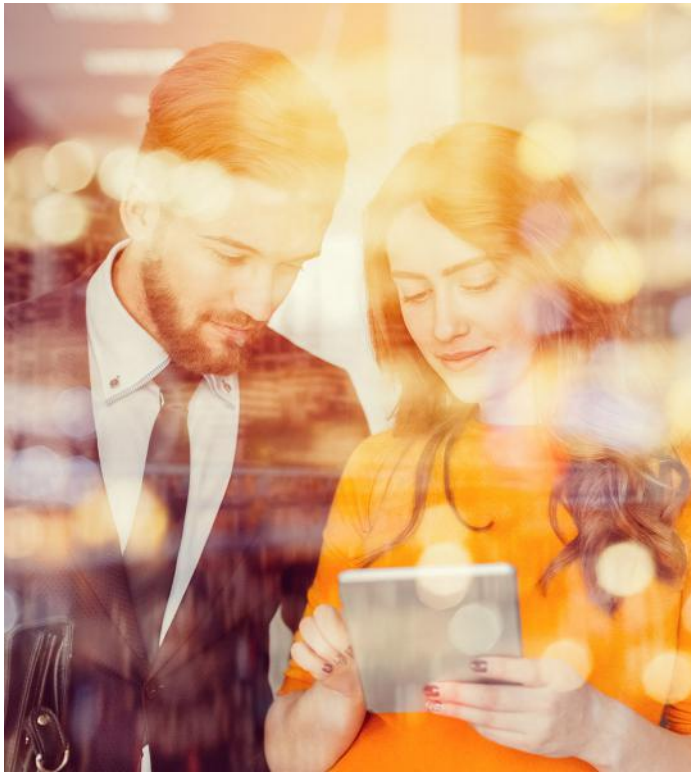


VIRGINIA & CANADA

An integrated economy



Connected to the Commonwealth

Canadian-owned **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.



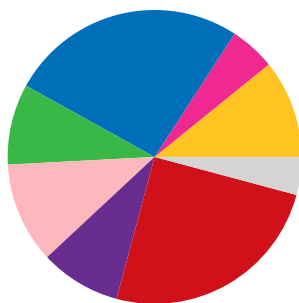
230 Canadian-owned companies employ **15,500 workers** in Virginia



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

Virginia

exports \$3.6 billion in goods to Canada annually



Goods exports by industry

- Agriculture (11%)
- Chemicals (5%)
- Equipment & machinery (26%)
- Forest products (9%)
- Minerals & metals (11%)
- Plastics & rubbers (9%)
- Transportation (25%)
- Other (4%)

Virginia exports \$1.9 billion in services to Canada, including

Business services.....	\$665 million
Charges for the use of intellectual property....	\$450 million
Travel (including for education).....	\$346 million
Financial services.....	\$182 million
Telecommunications & information services...	\$101 million

Top Virginia goods exports to Canada

■ Tractors.....	\$476 million
■ Plastics & plastic articles.....	\$302 million
■ Paper & paperboard.....	\$207 million
■ Paper & printing machinery.....	\$204 million
■ Motor vehicle parts.....	\$128 million
■ Heating, cooling & refrigeration equipment.....	\$104 million
■ Aluminum & aluminum articles.....	\$92 million
■ Furniture & bedding.....	\$74 million
■ Iron & steel alloys & semi-finished products...	\$67 million
■ Optical, medical & precision instruments.....	\$64 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.



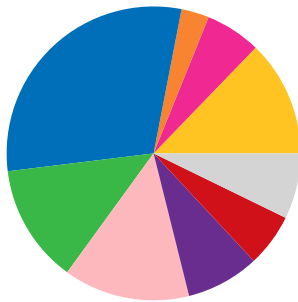
Canada invests in Virginia

Trade with Canada supports **212,100 employees in Virginia** in addition to the **15,500 employees** at Canadian-owned businesses across the commonwealth. In addition, Virginia exports \$5.5 billion in goods and services to Canada.

Canadian-owned companies, including **AltaGas, CAE, Corix Group of Companies, Furniture and Décor, High-Liner Foods, Info-Tech Research Group, Nature's Touch, Nutrien AG Solutions, Polycap LLC, Stantec** and **Unilock**, 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 \$2.7 billion
in goods from Canada annually



- Agriculture (13%)
- Chemicals (6%)
- Energy (3%)
- Equipment & machinery (30%)
- Forest products (13%)
- Minerals & metals (14%)
- Plastics & rubbers (8%)
- Transportation (6%)
- Other (7%)

Top Virginia goods imports from Canada

Paper & paperboard.....	\$170 million
Plastics & plastic articles.....	\$169 million
Heating, cooling & refrigeration equipment.....	\$158 million
Aluminum & aluminum articles.....	\$147 million
Furniture & bedding.....	\$95 million
Wood & semi-finished wood products.....	\$84 million
Optical, medical & precision instruments.....	\$62 million
Electric motors & generators.....	\$59 million
Petroleum coke & bitumen.....	\$56 million
Telephones & AV recording equipment.....	\$55 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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