

Massachusetts contributes to the world's
MOST SUCCESSFUL TRADING PARTNERSHIP

Canada & the U.S. trade an average of



PRODUCTION



On average,
Canadian goods
sold to the U.S.

CONTAIN 25% AMERICAN CONTENT

JOBS

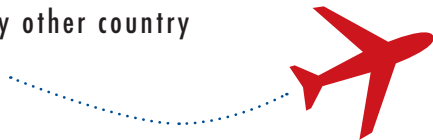


Nearly
9 MILLION
U.S. JOBS

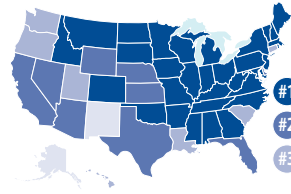
depend on trade & investment with Canada

TOURISM

The U.S. welcomes **MORE TOURISTS FROM CANADA**
than from any other country






Canada is a
TOP CUSTOMER
for **48 STATES**








CONNECT TO OUR TEAM

CONSULATE GENERAL OF CANADA
Boston, MA

-  David Nathan Alward,
Consul General
-  (617) 247-5100
-  bostn@international.gc.ca
-  @CanCGBoston
-  /CanadainBoston
-  www.boston.gc.ca
www.canadianembassy.org/ma



EMBASSY OF CANADA
Washington, DC

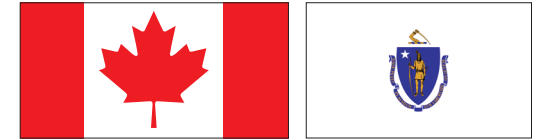
-  (202) 682-1740
-  webmaster@canadianembassy.org
-  @Connect2Canada
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March 2017

Unless otherwise mentioned, all figures are based on 2016 data in U.S. dollars. Job numbers are from a study commissioned by the Government of Canada (11/2014 release, 2013 data). **Statistics Canada:** 2014 tourism, based on combined same-day and overnight travel (8/2016 release, US\$1.00=C\$1.1045). **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2017 release). **U.S. Bureau of Economic Analysis:** goods and services trade (3/2016 release). **Trade Partnership:** 2015 services exports (1/2017 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.

CANADA  UNITED STATES
FRIENDS | PARTNERS | ALLIES

MASSACHUSETTS



CANADA IS MASSACHUSETTS'
#1 CUSTOMER

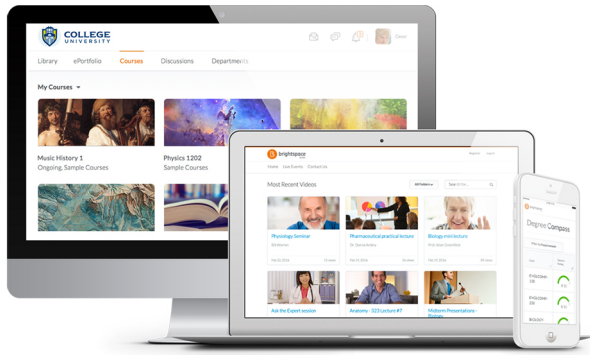
211,000 JOBS IN MASSACHUSETTS
DEPEND ON TRADE & INVESTMENT WITH CANADA



Canadian Innovation in the Hub

In 2013, the Consulate General of Canada launched its Canadian Technology Accelerator in Boston program: **CTA@Boston**. It connects selected Canadian entrepreneurs to the vibrant entrepreneurial ecosystem, U.S. clients, strategic partners, and investors through a four-month immersion program. Clients reside at the Cambridge Innovation Center (CIC). CTA@Boston contributes to the local economy through its residence at the CIC, and participating companies bring new ideas, energy, expertise that further enrich Massachusetts' thriving technology community. Awarded the Accelerator Program of the Year Award from the International Business Innovation Association, the CTA@Boston managed more than 70 Canadian companies who have since reported over \$54 million in raised capital.

Canada 



D2L Joins Boston Ed-Tech Community

Canada's **D2L**, an innovative educational technology company, launched its U.S. expansion with the opening of an office in Boston. D2L is the leading choice for more than 1,100 K-12, higher education, healthcare, government and business clients. From the Massachusetts General Hospital to Boston Institute of Finance and educational institutions, D2L's growth reaffirms Boston as the center of America's EdTech boom.

Canadian-Owned Companies Support Massachusetts Jobs

In 2016, 241 Canadian-owned companies operated in the Commonwealth of Massachusetts. These companies created over 26,800 jobs in Massachusetts, while state exports to Canada topped \$3 billion. According to the Bureau of Labor Statistics data, the average salary in the Massachusetts is \$59,010. This means that Canadian-owned businesses are directly responsible for over \$1.6 billion in salary dollars.

Canadian-owned companies, including **John Hancock**, **SunLife**, **TD Bank** and **MFS** are clearly major contributors to Massachusetts' economy employing MA residents in every sector of the economy, paying taxes locally and contributing to the local economy through these salary dollars.

OUR NUMBERS

Canada is Massachusetts' #1 customer

MASSACHUSETTS JOBS

211,000 Massachusetts jobs depend on trade and investment with Canada

MASSACHUSETTS-CANADA TRADE

MA goods exports to Canada.....\$3.0 billion
 MA goods imports from Canada.....\$7.3 billion

MA services exports to Canada..... \$2.0 billion

MASSACHUSETTS-CANADA TOURISM

MA visits by Canadians..... 867,300
 MA vacation spending by Canadians.....\$373 million

MASSACHUSETTS' TOP GOODS EXPORTS TO CANADA

Optical, medical & precision instruments..... \$428 million
 Plastics & plastic articles.....\$237 million
 Computers.....\$233 million
 Aircraft.....\$231 million
 Paper & paperboard.....\$121 million

MASSACHUSETTS' TOP GOODS IMPORTS FROM CANADA

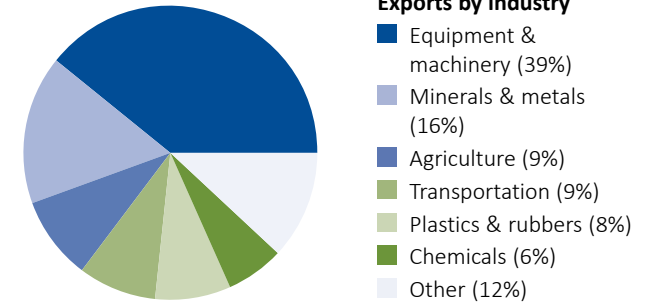
Fish & crustaceans.....\$1.2 billion
 Precious metals.....\$843 million
 Fuel oil.....\$380 million
 Natural gas & other gases.....\$352 million
 Meat, fish & seafood preparations.....\$321 million

MASSACHUSETTS' TOP SERVICES EXPORTS TO CANADA

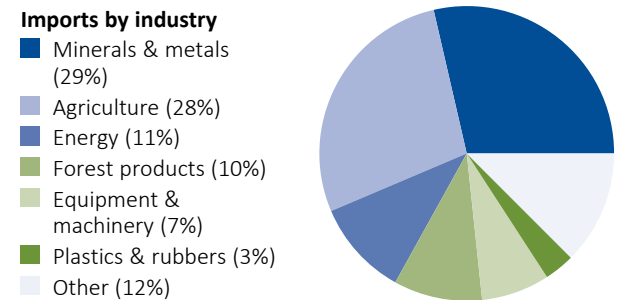
Royalties.....\$409 million
 Business, professional & technical services..... \$400 million
 Financial services.....\$374 million
 Insurance.....\$76 million
 Telecommunications.....\$3 million

Massachusetts-Canada bilateral goods trade:
\$10.3 BILLION

Massachusetts
EXPORTS \$3.0 BILLION
 in goods to Canada annually



Massachusetts
IMPORTS \$7.3 BILLION
 in goods from Canada annually



Canada is Massachusetts'
#1 CUSTOMER