



VIRGINIA & CANADA

Partners in security & prosperity



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.



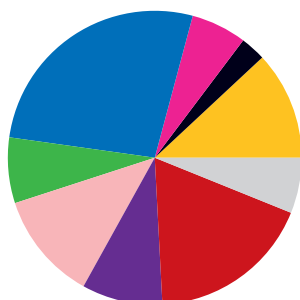
226 Canadian-owned companies employ 20,700 workers in Virginia



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

Virginia

exports \$2.9 billion
in goods to Canada annually



Goods exports by industry

■ Agriculture	(12%)
■ Apparel & textiles	(3%)
■ Chemicals	(6%)
■ Equipment & machinery	(27%)
■ Forest products	(7%)
■ Minerals & metals	(12%)
■ Plastics & rubbers	(9%)
■ Transportation	(18%)
■ Other	(6%)

Virginia exports \$2.4 billion in services to Canada, including

Business services.....	\$760 million
Travel (including for education).....	\$585 million
Charges for the use of intellectual property...	\$520 million
Financial services.....	\$228 million
Telecommunications, computer & IT services..	\$163 million

Top Virginia goods exports to Canada

■ Tractors.....	\$354 million
■ Plastics & plastic articles.....	\$252 million
■ Paper & paperboard.....	\$160 million
■ Paper & printing machinery.....	\$145 million
■ Aluminum & aluminum articles.....	\$116 million
■ Heating, cooling & refrigeration equipment.....	\$67 million
■ Electric motors & generators.....	\$64 million
■ Rope, twine, yarn & felt.....	\$61 million
■ Optical, medical & precision instruments.....	\$57 million
■ Animal meats.....	\$57 million



Optii team members inside their Virginia Beach/Hampton Roads office with Director of Mid-Atlantic Tech Bridge Gerrold Walker. Photo: Optii

Optii brings Canadian innovation to Hampton Roads

The City of Virginia Beach Development Authority has approved Ottawa-based **Optii Corporation** as the newest tenant at the **Virginia Beach International Incubator**, a key initiative to attract and support advanced technology companies.

Optii, an emerging leader in photonics, is advancing electromagnetic-immune technologies that enable secure radio frequency communications and enhanced border monitoring — capabilities that are increasingly critical in modern defense environments.

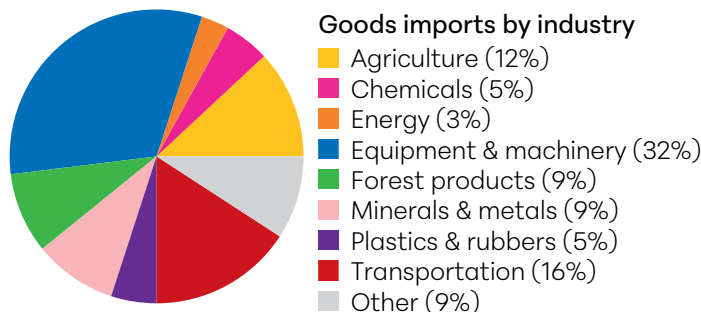
At the core of its innovation are lightweight, passive radio-frequency detection sensors designed for integration into fiber-optic drone platforms. These sensors can identify emissions without revealing their own presence, offering a potential step-change in surveillance, situational awareness, and operational security.

Optii's pathway to Virginia Beach began at CANSEC 2025, where representatives from the Hampton Roads Alliance connected with the company during a networking event. What started as a casual conversation quickly evolved into more focused discussions. Virginia Beach Economic Development organized a customized visit to Hampton Roads, showing Optii the region's capabilities. During the visit, company representatives met with stakeholders across higher education, defense-focused accelerators, and private industry, including engagements with NASA's Langley Research Center and leading regional defense firms.

As Optii establishes its presence in Virginia Beach, the partnership signals more than a single company's success. It reflects a growing cross-border innovation corridor, where Canadian ingenuity and American defense infrastructure intersect — creating new opportunities for collaboration, growth, and technological advancement.

Virginia

imports \$3.3 billion
in goods from Canada annually



Top Virginia goods imports from Canada

Aircraft & parts.....	\$357 million
Paper & paperboard.....	\$164 million
Heating, cooling & refrigeration equipment...	\$156 million
Plastics & plastic articles.....	\$154 million
Engines & turbines.....	\$143 million
Aluminum & aluminum articles.....	\$104 million
Optical, medical & precision instruments.....	\$100 million
Furniture & bedding.....	\$99 million
Electric motors & generators.....	\$89 million
Pasta, breads & cereal preparations.....	\$76 million

May 2026

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2025 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2026 release). **Trade Partnership Worldwide:** 2024 services exports (2/2026 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (2/2026 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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