



### U.S. PRESENCE

Canadian owned firms account for approximately 94% of the industry. Only a handful of foreign-controlled contractors operate in Canada. For the most part, these are subsidiaries of large multinational firms, such as Bechtel Canada Inc., Fluor Daniel Canada Inc., who initially entered the Canadian market to construct major projects requiring unique capabilities.

### THINK CANADA FIRST!

Architectural, Construction and Engineering services in Canada are essential contributors to Canada's economy. The industry is expected to show continued growth and increased profitability for the next five years. The growth is attributed to an increase in residential construction, large capital projects and a commitment to implement infrastructure projects by all levels of government. Contact the U.S. Commercial Service in Canada and explore the export opportunities in this market today.

### MAJOR UPCOMING PROJECTS

Project opportunities vary within each province or territory and may be driven by funding provided by all Canadian government levels for specific infrastructure development or by major opportunities like the 2010 Olympic and Paralympic Games in Vancouver, British Columbia. Total construction projects directly associated with the 2010 Games are estimated at approximately US\$1.6 billion. In addition, the Games are acting as a catalyst for economic activity in British Columbia, providing additional opportunities valued at approximately US\$7 billion.

For more information on upcoming major projects contact Rita Patlan.

**We hope that you find this information useful. If you would like further information, please contact [Rita.Patlan@mail.doc.gov](mailto:Rita.Patlan@mail.doc.gov), the CS Canada National Construction, Architecture and Engineering Services Sector Specialist. Visit our website [www.buyusa.gov/Canada](http://www.buyusa.gov/Canada) to discover other commercial opportunities in Canada. (08/05)**

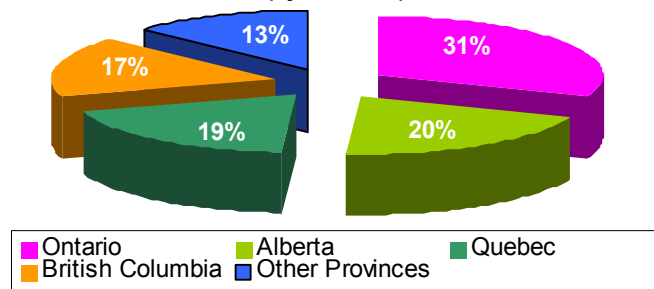
### MARKET OVERVIEW

- ▶ The Canadian construction services sector generates approximately US\$26 billion in operating revenues.
- ▶ There are approximately 800,000 people employed by this sector, of which approximately 20,000 are general contractors and 110,000 are trade contractors.
- ▶ The construction services sector accounts for approximately 65% of the total construction GDP, which is estimated at US\$58 billion in 2005.

### COMPETITORS

- ▶ The Canadian contracting construction industry is composed of approximately 200,000 firms.
- ▶ Canadian contracting firms are primarily small in terms of number of employees and generally are specialized in a sub-trade.
- ▶ The top 100 Canadian construction contractors accounting for approximately one-third of total Canadian construction contracting industry figures.

Percentage of Construction Expenditures  
(by Province)



### OTHER RESOURCES

- ▶ U.S. Department of Commerce ACE Team Leader, [Raj.Dheer@mail.doc.gov](mailto:Raj.Dheer@mail.doc.gov)
- ▶ A Practical Guide for Architectural, Construction and Engineering Service Companies Working in Canada. For a free copy, contact Rita Patlan, Commercial Specialist at (416) 595-5412, ext. 223 or e-mail your request [Rita.Patlan@mail.doc.gov](mailto:Rita.Patlan@mail.doc.gov)
- ▶ The Canadian Construction Association: [www.cca-acc.com](http://www.cca-acc.com)
- ▶ Construction Home Builders Association [www.chba.ca](http://www.chba.ca)