

MONEY MATTERS

FINANCIAL SUPPORT FOR EXPORT DEVELOPMENT

Without financial backing, many small and medium-sized businesses aren't able to market their goods internationally. A range of funding support services are in place to help — from repayable loans to financial support for market exploration and development, and risk-management services.

With both financial and management services under one roof, the **Business Development Bank of Canada (BDC)** offers "one-stop shopping" for all your business needs. In particular, BDC aims to meet the needs of small and medium-sized exporters — whether your company is preparing a first-time foray into foreign markets or is already active in the export field.

Contact: Tel.: 1-888-INFO-BDC (463-6232)
Internet: <http://www.bdc.ca>

The **Canadian Commercial Corporation (CCC)** can help your company do business in foreign markets, assist in contract negotiations and complete sales on better terms with fewer risks. By participating as the prime contractor in an export sale, CCC provides a foreign buyer with a commitment, backed by the Canadian government, that you will meet the conditions of the contract, as signed.

Contact: Tel.: (613) 996-0034; Fax: (613) 947-3903
e-mail: info@ccc.ca
Internet: <http://www.ccc.ca>

The **Export Development Corporation (EDC)** can help you to compete safely in world markets by providing a range of risk management services. Almost 85 percent of EDC customers are small and medium-sized enterprises. EDC also has a dedicated team of specialists to serve exporters with annual export sales of up to \$1 million. Exporters can reach the team by calling **1-800-850-9626**.

Contact: Tel.: (613) 598-2500; Fax: (613) 237-2690
e-mail: export@edc4.edc.ca
Internet: <http://www.edc.ca>