

Export Development Corporation

The Export Development Corporation (EDC) is a federal crown corporation reporting to the Minister for International Trade. It provides a full range of financing, insurance and guarantee services to Canadian exporters of any size through its offices across the country.

EDC has export insurance programs to:

- protect Canadian exporters (and their domestic suppliers) against non-payment by foreign buyers
- protect Canadian companies' foreign investments overseas
- protect members of a Canadian export consortium against a loss caused by the non-performance of a partner.

With export financing, EDC enables foreign buyers to purchase Canadian products, and pays the Canadian exporter directly in cash. Also, the Corporation makes it easier for exporters to get private sector financial backing by providing loan, performance and bid bond guarantees to the financial institution providing the direct support.

Contact: Export Development Corporation
151 O'Connor Street
Ottawa, Ontario K1P 5T9
Telephone: (613) 598-2500

or call the EDC regional office nearest you:

Halifax (902) 429-0426
Montreal: (514) 878-1881
Toronto: (416) 364-0315
London: (519) 645-5828
Winnipeg: 1-800-665-7871 (Manitoba and Saskatchewan only)
Calgary: (403) 294-0928
Vancouver: (604) 688-8658

Canadian Commercial Corporation

The Canadian Commercial Corporation (CCC) is a crown corporation reporting to the Minister for International Trade. It acts as the prime contractor when foreign governments and international

agencies wish to purchase goods and services from Canadian sources on a government to government basis.

In responding to such requests, CCC identifies Canadian sources, obtains bid opportunities for suppliers, and certifies their capability to perform. In addition to participating in negotiations, the Corporation follows through on contract management, inspection, acceptance, shipping, payment to suppliers and collection from customs. Its participation helps to reduce the complexity of export sales for Canadian firms and often encourages foreign customers to purchase from smaller or less well-known suppliers, since buyers have the comfort of dealing on a government-to-government basis through CCC.

Contact: Canadian Commercial Corporation
50 O'Connor Street, 11th floor
Ottawa, Ontario K1A 0S6
Telephone: (613) 996-0034
Fax: (613) 995-2121

PROVINCIAL PROGRAMS

British Columbia

Export Loan Guarantee Program provides loan guarantees for working capital needed in export development. Available to any registered BC company that produces goods or services with a high BC content. Guarantees cover up to 85% of a loan to a maximum of \$2.5 million. Loans can cover up to 100% of the eligible costs or up to 85% of the sale proceeds of a sales contract.

Contact: BC Trade Development Corporation,
Vancouver
(604) 660-4568, or
toll free 1-800-972-2255

Alberta

Market Development and Assistance Program (MDAP) shares with Alberta businesses the financial risk of entering new export markets for goods and services if the costs are commensurate with the benefits to Alberta. MDAP provides cost-sharing for market identification, sales trips, out-of-province trade fair exhibitions and visits by incoming buyers. The total value of MDAP grants for each applicant per year is \$10,000 against eligible expenses.