

GETTING THE DOMESTIC ENVIRONMENT RIGHT

WORKING WITH BUSINESS

- Canada's Trade Commissioner Service offers a vast array of direct support and local market intelligence to new and existing Canadian exporters and investors worldwide, in person across Canada and worldwide, and on-line
- Certain programs aim to support business associations' services to new exporters, and to educate new-to-exporting firms (e.g. New Exporters to Border States)
- CIDA's Industrial Co-operation Program, Export Development Canada and the Canadian Commercial Corporation offer specialized services such as financial support for feasibility and viability studies, credit and political risk insurance, bonding support and guarantees, direct loans for buyers, as well as export contracting services.
- International trade fairs and high-level missions such as those led recently by the Prime Minister, the Minister for International Trade and his Parliamentary Secretary to China, India, Brazil and the Middle East include business and allow them to strengthen contacts and networks and clinch deals.

to expand science and technology links and international R&D teamwork, but bridging the gap between domestic innovation and international commercialization will take effort and collaboration across the government. As there is currently no regular, blue-ribbon international global technology summit, we will examine how to create and host one to attract global technology leaders to Canada.

The Government will:

- expand the tools available for equity financing and use the full range of instruments of Export Development Canada, CIDA-INC and the Canadian Commercial Corporation to support international commerce, especially for SMEs;
- develop a program to increase international science and technology collaboration by Canadian organizations, to promote Canadian R&D capacity abroad, and to accelerate the commercialization of R&D;
- examine innovative ways to attract strategic foreign investment, exploring in particular the creation of

an annual Global Technology and Innovation Summit to position Canada as the springboard to North America;

- create new links among tourism, trade and investment, and showcase Canada through major events such as the 2010 Olympic and Paralympic Winter Games in British Columbia;
- provide the Trade Commissioner Service with new tools to support Canadian businesses in their overseas activities, extending beyond export opportunities to include potential joint venturing, outward investment, and R&D partnerships;
- create a permanent office to support Canadian businesses pursuing major international infrastructure projects; and
- create a forward-looking and flexible framework for consultations and engagement to ensure that stakeholders, clients and interested citizens continue to actively contribute to Canada's international trade and commerce positions and priorities.

SMALL BUSINESSES ARE BIG

SMEs are leaders in job creation and critical engines of growth in our domestic economy. Of the almost 40,000 Canadian companies that export, 97% are SMEs (84% are considered small companies, having fewer than 100 employees).

In 2002 they exported \$70 billion worth of goods and services, representing 20% of the overall value of exports. The Canadian Federation of Independent Business estimates that 36% of Canadian small and medium-sized firms export or import directly, and another 19% participate in supply chains that are based at some stage on exporting or importing.