
"IN MY EXPERIENCE, WHICH HAS INCLUDED TIME IN THE U.S., AS WELL AS IN EUROPE AND THE MIDDLE EAST, I CAN HONESTLY SAY THAT I HAVE NEVER ENCOUNTERED A MORE FOCUSED ENTREPRENEURIAL GOVERNMENT AND INDUSTRY TEAM THAN IN NEW BRUNSWICK, CANADA."

DENNIS WILLIAMS, PRESIDENT,
GENERAL ELECTRIC CANADA

development programs and by providing counselling and information services, as well as incentives for research and development, training, export promotion, and other business activities.

INVESTMENT INCENTIVES AVAILABLE

The Government of Canada has a variety of programs that support business investment, offered through various departments and agencies. In addition to programs that apply across Canada, investors should be aware of the following regional programs:

Western Economic Diversification Canada (WD) encourages economic development in western Canada by acting as an advocate for western interests. WD provides repayable financial assistance projects involving new products, new markets, new technology, import replacements, and improved industry-wide technology.

The **Federal Economic Development Initiative for Northern Ontario (FEDNOR) Business Incentive Program** provides business information, advice, and financial assistance to a variety of business sectors, including manufacturing and processing, selected service and repair businesses, tourism enterprises, and small business. Assistance is available for start-up, expansion or modernization of facilities, market

research and promotion, and product innovation or development.

The **Atlantic Canada Opportunities Agency (ACOA)** provides assistance towards the establishment, development, and promotion of small and medium-sized businesses in Atlantic Canada. Sectors eligible for support include manufacturing and processing, business support services, commercial R&D activities, mining, tourism and aquaculture.

The **Canada-Quebec Subsidiary Agreement on Regional Development**, administered by the Department of Industry, provides for programs in the resource regions of northern Quebec and in the central regions. These programs assist manufacturing and processing companies in improving their competitiveness, domestically and internationally. Financial assistance is available for studies and capital investment (plant and equipment in the resource regions; new equipment only in the central regions). There are two additional programs targeted at the Montreal area (east and southwest) and at innovation projects throughout the province.

A broad range of investment incentives is also offered by provincial, regional, and local governments. When it comes to incentives, Canadian jurisdictions are competitive with others in North America.