

# AT WORK IN RUSSIA...

Canadian government and private organizations are working hard to support trade and investment relations between Canada and Russia. Following are just a few examples of the many international business development initiatives currently taking place in Russia.

## Canadian International Development Agency (CIDA)

Canada's Program of Technical Co-operation to Russia, announced at the London G-7 Economic Summit in July 1991, was established to promote and support democratic development and the transition to market-based economies, and to increase trade and investment with Russia.

Administered by CIDA, the \$23-million program (1995-96) draws on the expertise of Canada's private sector, non-governmental organizations, professional and labour associations, educational institutions, and all levels of government to build partnerships with Russian counterparts.

Private-sector development is one of CIDA's priorities in Russia, and the program is actively supporting Russia's integration into the global economy by providing management training and financial services, as well as fostering links between Canadian and Russian entrepreneurs.

Other CIDA initiatives in Russia include:

- providing legal services to assist Russia's accession to the General Agreement on Tariffs and Trade/World Trade Organization (GATT/WTO);
- assisting in developing a

financial plan for the privatization, modernization and construction of the Samara regional airport; and

- linking Canadian and Russian industry and researchers.

### Canada-Russia Intergovernmental Economic Commission (IEC)

The Canada-Russia Intergovernmental Economic Commission (IEC) is a private-sector-led mechanism working to facilitate trade and economic relations between the two countries.

The IEC, which first met in October 1995 during the visit to Canada of Prime Minister Victor Chernomyrdyn, is forming sectoral working groups in agriculture, natural resources, and advanced technologies. Within the framework of the Commission, Canadian private- and public-sector representatives work with their Russian counterparts to identify business opportunities and to help resolve issues that restrict the efforts of individual firms.

The next meeting will take place in Moscow in the fall of 1996.

## Renaissance Eastern Europe

Since 1990, the Renaissance Eastern Europe program (REE) has been helping Canadian companies position themselves in Central and Eastern Europe and the former Soviet Union.

REE supports Canadian-Russian joint ventures by investing in feasibility studies, personnel training, and bilateral business councils. To date, it has supported some 115 projects in Russia, many of which have led to considerable increases in Canadian exports. For example:

- Société Désourdy, a construction company from Saint-Hubert, Quebec, established a joint ven-

ture with the city of Samara to develop its infrastructure and is now involved in a major construction project;

- Pratt & Whitney is working with P&W Klimov to test and service PK6 engines;

• DMR Group and Sidus Computer Systems are preparing a study to establish a personal computer manufacturing plant;

- HDM Digital Concepts Inc. is working with a Russian counterpart on Internet content development and computer technology services in the Vladivostok area.