

Canadian International Development Agency (CIDA)

CIDA's Industrial Cooperation Program (INC) has been active in China since 1982, encouraging the Canadian private sector to establish long-term business relationships with developing country partners. If you are considering investing in China through a joint venture arrangement or as sole owner of a new firm, INC can share in the costs at the feasibility study stage and contribute to the costs of the developmental components of the project at the implementation stage, in such areas as training and environmental/social impact enhancement.

INC reduces the risks to Canadian firms by sharing the costs of their projects. Sectors that have had the largest interest from Canadian firms are energy, water and sanitation, agriculture, transport and communications.

To find out whether INC is right for you, contact an INC program manager at **819-953-5444** or fax **819-953-5024** or e-mail info@acdi-cida.gc.ca. You may also want to have a look at CIDA's website www.acdi-cida.gc.ca.

CIDA administers most of Canada's international development assistance programs, many of which rely on support from Canadian businesses through consultants, contractors and suppliers. You can also contact the CIDA Contracting Management Division at **819-997-7778** or fax **819-994-5395**.

Business Development Bank of Canada (BDC)

With both financing and management services under one roof, BDC offers a number of services tailored specifically to helping SMEs take advantage of opportunities in the global marketplace.

BDC can provide training and counseling to SMEs who lack the export knowledge and experience necessary to proceed with confidence. BDC can help you assess your export potential; improve your business performance; and prepare your export strategy. Whether you are new to exporting or not, BDC can help SMEs get ready to export to China. For more information call **1-888-INFO-BDC**. BDC's website is www.bdc.ca.

Canadian Commercial Corporation

The Canadian Commercial Corporation (CCC) is a crown corporation established in 1946 to assist Canadians selling to other countries. CCC acts as an international trade facilitator and prime contractor, and offers a wide range of contracting services. CCC can help your company do business by assisting in contract negotiations to complete sales on better terms with fewer risks. By participating as a prime contractor in an export sale, CCC provides a foreign buyer with a commitment, backed by the Canadian government, that you will meet