

- Ontario International Corporation (International Projects Fund/Business Development Counselling/ Consortia Assistance Program)
- Special Trade Missions

III. PROVINCIAL - OTHER

Western Economic Diversification (QAAP and IMI)

Corporate Survey Implications

We found fewer companies than we had anticipated who were using or were directly aware of government programs that could be helpful in facilitating their investment activities abroad. The most significant finding of the study is that the private sector firms surveyed claim not perceive a great need for government programs or for government to involve itself in CDIA. In addition:

- *The majority of companies interviewed stated that they were not familiar with nor did they use any government programs to facilitate their foreign investment.*
- *It was not uncommon for interviewees, when queried about their use of Canadian Government programs to respond that no government programs have been used "because we're not familiar with any".*
- *When companies were asked whether, in their opinion, the Canadian government provided useful analysis of market conditions in their target markets abroad most responses were negative. A minority believed the Canadian government provided some useful analysis.*
- *A significant number did visit the Canadian Embassy or Consulate in the course of their investment activities.*
- *Survey respondents were in contact with Foreign Governments at a slightly higher rate.*
- *Local political and business contacts were clearly more important to survey respondents. The majority felt that local political and business contacts were either very important or moderately important in their investment activities. This was predominantly the case among medium and small companies.*

Current Use of Government Programs

Round 1 of the corporate interviews indicated that at least 4 government programs were either used directly, or were considered to be important by the Canadian companies interviewed in their foreign investment activities. These programs were:

- CIDA - Canadian International Development Agency