

Ontario Region

Assistant Vice-President, Ontario Region
Export Development Corporation
National Bank Building, Suite 810
P.O. Box 810
150 York Street
Toronto, Ontario M5H 3S5
Tel.: (416) 364-0135
Telex: 06-22166
Facsimile: (416) 862-1267

Alberta Region

Manager, Alberta Region
Export Development Corporation
Esso Plaza, East Tower
Suite 2380
Mail Box 69
425-1st Street S.W.
Calgary, Alberta T2P 3L8
Tel.: (403) 294-0928

Western Region

Assistant Vice-President, Western Region
Export Development Corporation
One Bentall Centre, Suite 1030
505 Burrard Street
Vancouver, British Columbia V7Z 1M5
Tel.: (604) 688-8658
Telex: 04-54223
Facsimile: (604) 241-1905

C. THE CANADIAN INTERNATIONAL DEVELOPMENT AGENCY (CIDA)

The Canadian International Development Agency has primary responsibility for the administration of Canada's development assistance programs which provide assistance to more than 80 developing countries in Asia, Africa, the Caribbean and Latin America. During the 1983-84 fiscal year, Canada's Official Development Assistance amounted to approximately \$1.8 billion.

CIDA disburses the bulk of its funds through its multilateral and bilateral programs. A third program of interest to Canadian exporters is the Industrial Co-operation Program.

1. Multilateral Program

Multilateral development institutions, of which the World Bank is by far the largest, represent a pooling of coordinated aid resources and skills which cannot be matched by any one country. Consequently, they are an extremely important element in the global effort to assist the developing countries to achieve social and economic development objectives. The multilateral development institutions rely primarily on about 16 developed countries to provide them with funds which they use to promote development by providing loans and grants in almost all of the developing countries of the world. For the most part, these funds are provided to the development institutions without conditions. Consequently they are free to lend these funds according to their own priorities and planning. Through these loans, borrowers obtain goods and services under international competitive bidding procedures. Potential suppliers must actively pursue such bidding opportunities at an early stage. Otherwise they run the risk of having tender specifications set that favour other competitors.

Through its multilateral program, CIDA makes significant contributions to a number of such multilateral development institutions. In particular, CIDA acts as the

"lead agency" for Canada's participation in the Inter-American Development Bank, the Caribbean Development Bank, the African Development Bank Group, the Asian Development Bank, and in United Nations agencies. The Department of Finance, on the other hand, acts as the "lead agency" for Canada in the World Bank, in consultation with CIDA on policy and program matters. Contributions to these institutions account for about 40 per cent of Canada's total Official Development Assistance.

A detailed description of the functions of each of these institutions and the way in which they disburse their funds, which will be of interest to Canadian firms, is outlined in Section II of this booklet.

2. Bilateral Program

Canada, through CIDA's bilateral program, provides development assistance to individual developing countries on a direct basis. Bilateral assistance, which accounts for about 40 per cent of CIDA's total disbursements, is focused on about 30 less developed countries. The program can take any of several forms, as outlined below.

Project Aid

Assistance can be focused on specific projects involving engineering services, technical training, and equipment supply for the construction of an integral capital facility. Project equipment and services are largely provided by Canadian firms that are chosen through a competitive process in Canada. Such projects undertaken by CIDA cover many sectors, including agriculture, energy, transportation, human resources and training, forestry, health, communications and mining.

Program Loans, Lines of Credit and Loans for On-Lending

Assistance can also be less focused, covering program loans, lines of credit and loans for on-lending. Program loans provide the government of a recipient country with funds to support a number of projects of a developmental nature. A general line of credit enables recipient countries to purchase a broad range of equipment and services, within their developmental priorities, from Canadian suppliers. CIDA also supports the financial institutions of selected developing countries by providing loans for on-lending to development finance companies. These funds are passed on to private sector borrowers, usually for medium-scale investment projects on commercial terms.

Sector-Specific Programs

Sector aid provides equipment and services in areas of Canadian expertise such as agriculture, transportation, power and communications, for the development of a specific sector identified by the recipient country as a priority.

Feasibility Studies and Detailed Engineering Work

In support of the many areas outlined above, CIDA also finances feasibility studies and detailed engineering and design work for projects of high developmental value. These studies may sometimes be funded through CIDA's Canadian Project Preparation Facility, which is discussed below.

Humanitarian Assistance

Humanitarian Assistance is intended to alleviate the immediate effects of natural or man-made disasters such as floods, earthquakes, and civil wars, through gifts of cash, commodities, medical supplies, airlift services, etc.