

## FOREWORD

The Export Services for Small- and Medium-Sized Enterprises Division of the Department of Foreign Affairs and International Trade (DFAIT) is pleased to present the first detailed survey of bilateral business associations in Canada.

The survey, designed to be used by the associations and by employees of DFAIT, provides a collective view of associations' activities, modes of operation and vision of their future. The recommendations in the report are supported by a quantitative analysis of the associations, a summary of the constraints faced by associations, a description of the research methodology including a copy of the research tools and a list of issues of common interest that DFAIT could discuss with the associations.

This survey reflects the Department's interest in the work being accomplished by Canada's bilateral business associations. The Department trusts that this document will provide a reference tool for the development of export opportunities for Canadian firms.

