

APPENDIX I

SOURCES OF ASSISTANCE

For sources of information regarding international capital project development and export promotion, the attached brochure, entitled International Financing Data: A Business Guide to Export Finance and Other Financial Assistance (7th Revision 1989), is a comprehensive and popular source of guidance. The fact that such marketing tools can play a major role in stimulating exports is reflected by the DRIE study referred to earlier (Appendix III). It demonstrates that, of the exports by Canadian consulting engineering firms which required financing, more than a third were supported by either CIDA or EDC. In addition, 20 percent were financed by IFIs. Topics covered by this document include the role of, and services provided by:

- ° Canadian Chartered Banks
- ° The Export Development Corporation (EDC)
- ° The Canadian International Development Agency (CIDA)
- ° Multilateral Financial Institutions
- ° Provincial Export Funding Programs
- ° Federal Government Program for Export Market Development (PEMD)
- ° Info Export
- ° Canadian Commercial Corporation
- ° Department of External Affairs