

For more information on these loans, contact any of the regional offices of the Ministry of Trade and Technology or:

*Ontario International Corporation
7th floor
56 Wellesley Street East
Queen's Park
Toronto, Ontario
M6A 2E7
Tel.: (416) 965-3060*

Revolving lines of credit for up to \$1 million are also available to Ontario exporters from the Ontario Development Corporation and the Eastern Ontario Development Corporation to finance up to 90 per cent of foreign accounts receivable on a short-term basis. This assistance is supplemental to conventional financing and is geared towards entrepreneurs and small businesses with strong export capabilities. EDC insurance or other satisfactory credit insurance is normally required.

For more information, interested exporters should consult the Ontario Development Corporation at any of the 15 regional offices or at their head office at:

*56 Wellesley Street West
Toronto, Ontario
M7A 2E7
Tel.: (416) 965-4622*

7. Manitoba

The Trade Branch of the Department of Industry, Trade and Technology administers the Trade Assistance Program, which assists provincial companies in developing new markets or introducing new products into existing export markets. Preference is given to small and medium-sized manufacturers.

In the case of solo participation at trade fairs, cost-sharing assistance is provided, subject to specified ceilings. Eligible costs include rental of display space, furniture, and other equipment, return economy airfare for one representative, display freight costs, and display construction and dismantling costs.

When groups of companies participate in a trade fair the amount of assistance available to each participant will vary depending on the project. Normally, eligible costs will include rental of display space and equipment, display construction and dismantling. Participating firms are responsible for all transportation, freight and accommodation expenses.

Cost sharing assistance is available for transportation costs for one representative of each company to support companies participating in a trade mission. Assistance is subject to specified ceilings and is limited to two applications per company per year.

The Department also supports visits of foreign buyers, agents and distributors and travel for meetings with incoming missions at out-of-province locations.

For more information, contact:

*Trade Branch
Department of Industry, Trade and Technology
Government of Manitoba
4th Floor, 155 Carlton Street,
Winnipeg (Manitoba)
R3C 3H8
Tel.: (204) 945-2466*

8. Saskatchewan

The Saskatchewan Department of Trade and Investment administers the Trade Opportunities Program

which is intended to encourage exports activities and the training of exports' specialists.

The program covers 50 percent of the salary of a graduate employee hired to promote exports and the travel expenses of that employee. Those costs are reimbursed to a maximum of \$13000 and \$5000 per year respectively for a period of two years.

For more information contact:

*Department of Trade and Investment
Trade Programs Branch
3rd Floor, Bank of Montreal Building
2103 - 11th Avenue
Regina (Saskatchewan)
S4P 3V7
Tel.: (306) 787-2237
Telex: 071-2675*

9. Alberta

The Market Development Assistance Program provides assistance to Alberta businesses by sharing eligible expenses incurred in entering new export markets. To be eligible, projects must be specific, involve geographic areas that are new to the applicant, include substantial Alberta content, and be unlikely to take place without grant assistance.

The following activities are eligible for cost-sharing:

- Market identification trips;
- Trade fairs and exhibitions;
- Incoming buyers' visits; and
- Outgoing sales trips.

A per diem allowance is available for up to five days in any one country and for up to 14 days overall for any one project. Costs related to participation in a trade fair will normally be shared at a rate of 50 per cent. Transportation costs, including travel costs for incoming buyers, will also be shared at a rate of 50 per cent for return economy airfare. A per diem allowance is also available for up to five days for incoming buyers. The total grants allowed per applicant within any one fiscal year are subject to specified ceilings.

The Department of Economic Development, which administers this program, also offers support under the Export Services Support Program which can be considered for Alberta companies to assist in paying the costs of contract bidding or of preparing prefeasibility and feasibility studies. This Department also operates a working capital loan guarantee facility to assist eligible exporters.

For more information contact:

*Alberta Economic Development
Business Finance Development Branch
12th Floor, Sterling Place
9940-106 Street
Edmonton, Alberta
T5K 2P6
Tel.: (403) 427-3300
Telex: 037-42815*

10. British Columbia

The Ministry of Economic Development offers four export programs that provide reimbursement for eligible market development expenses incurred by a resident exporter. Normally none of these programs can be used by one company more than once per government fiscal year, except where export consortia are involved.

The Trade Mission Program sponsors a number of trade missions each year. Transportation costs, official reception costs and the costs of providing interpreters for participating companies are normally paid by the