

RPTD1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 INVESTMENT PROMOTION PROFILE

Mission: WASHINGTON

Country: UNITED STATES OF AMERICA

IDP Partners and related activities cont d:

US DEPT OF COMMERCE DISTRICT OFFICE
(RICHMOND, BALTIMORE, PHILA)
- EVENT CO-SPONSORSHIP

LOCAL STATE/MUNICIPAL GOVTS
(VA, MD, PA, DE)
- EVENT CO-SPONSORSHIP

EXTERNAL AFFAIRS/UTE
- PROJECT FUNDING SUPPORT

INDUSTRY ASSNS IN TERRITORY (EG. MONTGOMERY COUNTY HIGH-TECH
COUNCIL)
- CO-SPONSORSHIP OF EVENTS

SELECTED PRIVATE SECTOR LAW FIRMS IN TERRITORY
- CO-SPONSORSHIP OF EVENTS

Compared to major competitive destinations, Canada is perceived to have
the following advantages:

- CORPORATE LINKS ALREADY ESTABLISHED THROUGH LONG STANDING
EXPORTING ACTIVITY OR VIA PREVIOUS COMPANY INVESTMENT IN CDA
- ECONOMIC/POLITICAL STABILITY/PREDICTABILITY
- PROXIMITY TO RAW/INTERMEDIATE GOOD INPUTS
- QUALITY OF AVAILABLE LABOUR FORCE
- QUALITY OF LIFE FACTORS

the following constraints:

- LACK OF AWARENESS OF CDA AS INVESTMENT LOCATION (AMONG SME
COMPANIES); FAILURE TO UNDERSTAND/APPRECIATE CHAPTER 16 OF THE
FTA

The mission indicates the following potential for various types
of investment from within its territory/country:

Type of Investment	Potential
Portfolio	MEDIUM
Acquisition	HIGH
Greenfield	MEDIUM
Joint Venture	HIGH
Strategic Partnering	HIGH
Technology Licensing	HIGH