

Market development funding

You may be able to get financial help to support your entry into a market. There are various programs and agencies that provide such services.

Regional development agencies

Agencies such as the Atlantic Canada Opportunities Agency, Western Economic Diversification, CED-Q in Quebec, or Fednor in northern Ontario (part of Industry Canada) may be able to assist you. For a list of these agencies, refer to the “Federal Members” section on page 23.

Provincial/territorial governments

Some provincial and territorial government departments responsible for exporting also provide market development funding. Refer to the “Provincial/Territorial Partners” section on page 24 for a full list of contacts.

Obtaining working capital

What do you do if you’ve landed a large export order but need more capacity to fill it? This often means obtaining additional working capital. Two institutions may be able to help you.

Business Development Bank of Canada (BDC)

BDC provides flexible financing for the development of international markets, R&D, product modifications, new production equipment or technology. Call 1 877 232-2269 or go to www.bdc.ca/exporting.

Export Development Canada (EDC)

Providing working capital solutions to exporters is one of EDC’s major activities. Exporters requiring working capital may use Pre-Shipment Finance or Pre-Shipment Guarantees or the Master Accounts Receivable Guarantee (MARG). Contact EDC at 1 866 260-4446 or go to www.edc.ca/financing.