

Export Loan Guarantee Program (ELGP) provides loan guarantees to Alberta export manufacturers of up to \$5 million for specific export orders and contracts.

Export Services Support Program (ESSP) provides financing to Alberta businesses for extraordinary costs involved in preparing feasibility and other studies for tenders, including demonstration projects. The ESSP funds up to 50% of the cost to a maximum of \$200,000 for each project, with a \$500,000 ceiling for any one applicant. Demonstration projects are limited to \$100,000 per applicant per year.

These Alberta programs are under review and are subject to change.

Contact: Alberta Economic Development and Trade
Business Finance Development
7th Floor Sterling Place
9940 - 106 Street
Edmonton, Alberta
T5K 2P6
Tel (403) 427-3300
Telex 037-42815
FAX (403) 422-9319

Saskatchewan

Export Marketing Assistance Program (EMAP) provides funding for trade missions, trade fairs, incoming buyers, sample shipments, promotional materials, packaging design, licencing, and the registration of patents.

Strategic Marketing Initiatives Program (SMIP) provides funding for market development proposals for up to 50% of the total cost, with an annual ceiling of \$50,000 for any one project.

Contact: Export Marketing Assistance Program,
Trade Promotion Branch,
Saskatchewan Trade and Investment,
1919 Saskatchewan Dr.,
Regina, Saskatchewan
S4P 3V7.
Tel (306) 787-2232.
FAX (306) 787-2198.

Manitoba

Department of Industry, Trade and Tourism

Officers from the Department's Trade Branch provide extensive consulting assistance to Manitoba firms. The Trade Branch also sponsors seminars to highlight market opportunities or to upgrade export skills. The Department's library has a large international trade section that is open to the export community. Manitoba has representative offices in Hong Kong and Rotterdam.

Trade Assistance Program provides cost-sharing support for individual companies to participate in trade shows outside Manitoba. It organizes and manages group participation by Manitoba firms in selected trade shows. It also supports sales missions to identified export markets and for visits by foreign buyers to Manitoba.

Marketing Plan Program provides up to 50% of the cost for an outside consultant to advise on product market analysis, export package design, labelling and sales promotion material.

Contact: Trade Branch, Department of Industry
Trade and Tourism
4th Floor - 155 Carlton Street
Winnipeg Manitoba
R3C 3H8
Tel. (204) 945-2466
Telex 07-58733
FAX (204) 957-1793

Ontario

Innovation Ontario (IOC) invests up to \$250,000 in "start-up" companies or existing companies which are introducing new products and need additional investment capital.

Contact: Innovation Ontario Corporation
56 Wellesley Street
Toronto, Ontario
M7A 2E7
Tel (416) 963-5717

Ontario Development Corporation (ODC) provides incentive loans, guarantees, leasing, and working capital for exports to new or existing Ontario manufacturing and tourist businesses, especially those in northern or eastern Ontario.