

industry sector strategies will also play a direct role in allocating government resources — ensuring that government strategies and initiatives reflect the real needs of Canadian industry.

◦ *Team Canada Agreements*

To date, formal federal-provincial Team Canada agreements have been signed with Ontario, Alberta, Saskatchewan and Manitoba. Letters of agreement have been signed with British Columbia, New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland. Negotiations with the Northwest Territories and the Yukon are also under way. These agreements focus on ways to eliminate overlap and duplication among service providers while ensuring better service for clients. The ultimate aim is to provide end users with “seamless delivery” of all government international business-related programs and services.

◦ *National Sector Teams*

National Sector Teams (NSTs) are being established to strengthen links among all public and private stakeholders within a given industry sector. These teams pool expertise from the federal and provincial governments, industry associations and private sector companies to provide a co-

operative approach to international business challenges. Apart from international trade development issues, they will focus on technology, investment and other issues that reflect industry's international business priorities.

Sector teams will play a lead role in developing the individual industry sector strategies that make up CIBS. They will also play an important role in identifying high-growth sectors for enhanced service domestically and abroad, and in matching Canadian firms with foreign market opportunities. A total of some 23 sector teams are expected to be established in the coming months.

◦ *Regional Trade Networks*

Business has repeatedly told government that it needs effective, efficient service from all levels of government to take advantage of rapidly changing global opportunities. Strong partnerships, or Regional Trade Networks, are being established among federal and provincial departments and agencies in every province of Canada.

Combining the resources of all partners will provide companies with quick access to the products and services of particular interest to them. To this end, Regional Trade Networks will provide a range of government information, counselling and financial services relevant to enhancing the export capabilities of SMEs.

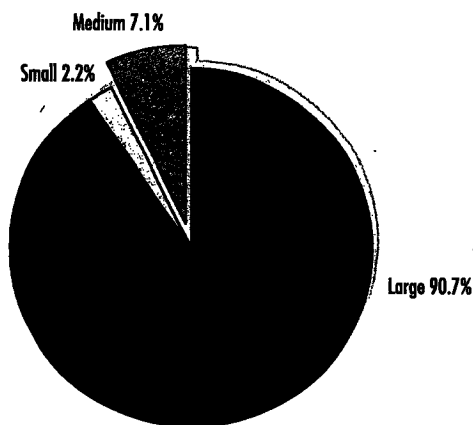
◦ *Mechanisms for Active Industry Consultation and Participation*

Government will continue to expand industry involvement in setting international business development priorities. This will be achieved, primarily, through direct and active industry involvement in the new National Sector Teams. Opportunities to enhance the effectiveness of the existing International Trade Advisory Committee (ITAC) and Sectoral Advisory Groups on International Trade (SAGIT), both of which include senior representatives of the private sector, will also be explored.

◦ *Deputy Ministerial Committee on International Business Development*

A new Deputy Ministerial Committee on international business development has been established to bring strong strategic management to the whole range of government international business development initiatives and to provide a forum to review and establish priorities on an ongoing basis. The Committee is made up of the deputy ministers of all federal departments (or presidents, in the case of government agencies)

Figure 3
Export Participation Rate
Canada, by Firm Size, 1992



Size defined by value of goods/services exported:
Small = < \$500 000;
Medium = \$500 000 to \$5 million;
Large = over \$5 million

Source: Estimates prepared by Entrepreneurship and Small Business Office, Industry Canada, based on data provided by Statistics Canada.