

- iii. Developing and encouraging joint staff training programs, including the use of staff secondment for training.

d) DELIVERY OF PROGRAMS AND SERVICES

- i. The Parties will examine options for improved coordinated domestic delivery of trade and investment promotion programs and services.
- ii. The Parties will also seek to coordinate international activities to provide efficient, effective support to Manitoba companies working abroad.
- iii. DFAIT will provide support, within existing resources, at Canadian posts abroad for companies participating in missions and trade shows sponsored by Manitoba as identified and agreed to in the CIBS and related post plans.
- iv. DFAIT through its Canadian posts abroad will, where possible and appropriate, provide liaison services for communications, marketing and media relations activities to Manitoba and will display and distribute promotional materials. Posts will provide non-classified intelligence on political and economic activities to the Parties on a regular basis. Posts will provide Manitoba with mailing lists of contacts in their respective territories or recommend mailing houses.
- v. DFAIT will arrange for regular visits by staff from Canadian posts abroad to Manitoba.
- vi. Opportunities for secondment of staff between the Parties will be examined.

4. INVESTMENT PROMOTION

The Parties will cooperate to maximize the effectiveness of international investment promotion and prospecting programs and to ensure that Manitoba's investment strengths and opportunities are brought to the attention of potential investors. To achieve this, the Parties will:

- a) Coordinate planning to address strategies for international investment development and retention programs.
- b) Look for shared solutions and partnerships to strengthen investment promotion resources in selected Canadian posts.
- c) Develop procedures and criteria to share information related to potential foreign investments in Canada.
- d) Support each other in soliciting, qualifying and responding to investment enquiries.
- e) Jointly develop, fund and deliver cooperative programs for investment promotion, including activities such as investment prospecting kits and materials, and related studies and research.
- f) Exchange information on investment trends and priorities, review planned activities and identify programs where participation will be required from Canadian posts abroad.