

opportunities and recommend action to be taken. He may also help to implement these recommendations.

In the allotment of CASE resources, priority will be given to Canadian-controlled businesses.

**Development of Management Courses Program** is designed to help non-profit professional, industry, business or management associations develop management retraining or upgrading courses of high quality. Assistance is in the form of government grants that may cover up to 100% but usually not more than 75% of the cost of developing new course material or revising the material for existing courses.

### 17.3.2 Provincial assistance

Assistance given by the respective provincial governments to manufacturing within their own territories is outlined in the following paragraphs.

**Newfoundland.** The Newfoundland government, through its Department of Industrial Development, offers advice and assistance to prospective industry in determining desirable plant locations in the province and in the preparation of feasibility studies. Information can be made available on the source and availability of raw materials, transportation costs, labour costs and a variety of other economic data. The government will transport industrialists anywhere in the province so that they may obtain a first-hand look at potential plant sites. The Department of Industrial Development also provides liaison with the public and private sectors.

Financial assistance may be provided by the Newfoundland and Labrador Development Corporation. This assistance may take the form of loans against the securities offered by the prospective enterprise, or the acquisition and holding of shares or other securities of any company wherever incorporated, with the right of the enterprise to buy back these shares. This Corporation will also be providing a complete range of management advisory services.

The government may provide direct financial assistance based on cost-benefit analyses. Buildings, where they exist, and land may be provided on very attractive terms. Industrial training facilities are available throughout the province for specialized courses to meet the requirements of incoming industry.

**Prince Edward Island.** Provincial assistance to manufacturing is generally funnelled through Industrial Enterprises Incorporated (IEI), a Crown corporation of the provincial government. It is prepared to offer assistance to prospective Island industries by way of long-term financing at attractive rates of interest. IEI assists industries by acting as a clearing house for information regarding alternate sources of credit in financing through other lending institutions or outright grants that may be available from government sources. IEI is also equipped to provide research and management services to existing Island industries or to groups contemplating new projects on the Island.

The Act incorporating IEI is particularly flexible in the terms of reference describing the manner in which IEI may participate financially in assisting industry in the province. Participation is generally by way of a first mortgage on facilities but could well be in the form of an equity position. The ratio of IEI's participation to that contributed by the investors has been very generous in the past and, necessarily, will be negotiated on an individual project basis in the future.

**Nova Scotia.** The province offers two programs of direct financial assistance to new or expanding manufacturers.

Industrial Estates Limited (IEL), a provincial Crown corporation formed in 1957, may finance 100% of the cost of land and buildings and up to 60% of the installed cost of machinery and equipment of new or expanding Nova Scotia manufacturers. The terms and conditions of financing are negotiable. IEL has made special arrangements with most Nova Scotia municipalities to limit local taxes paid by its clients to 1% of the building cost for a period of ten years. Additionally, IEL's Small Business Financing Division will assist manufacturing or processing industries having annual sales under \$750,000 through loans, loan guarantees and minority equity positions.

The Nova Scotia Resources Development Board, affiliated with the Department of Development, is an amalgamation of already existing boards including the Industrial Loan