

profits, approved companies may deduct up to 30%, 50% or 100% of their investment depending on the region in which the investment is made.

A manufacturing or processing plant selling and delivering part of its Quebec production outside the province may receive exemption from provincial sales tax on goods purchased for its use or consumption in the proportion that its out-of-province sales bears to its total sales for the year. Under the same program, a business may be exempt from provincial sales tax on gas or electricity used directly for processing.

Through its support of the Quebec Industrial Research Institute, the province makes technical information and assistance available to industry throughout the province (see Chapter 9, Section 9.3.3).

**Ontario.** The Ontario Development Corporation and the Northern Ontario Development Corporation are agencies of the Crown established by the government of Ontario to provide financial and advisory services to business in order to stimulate industrial growth, economic development and employment opportunities in the province. They report to the Ontario legislature through the Minister of Industry and Tourism. The corporations' activities are governed by boards of directors composed of representatives from the business and financial communities and labour.

Loan programs administered by the ODC and the NODC include interest-free performance loans which may be forgiven over six years and term loans with repayment fitted to meet the individual circumstances of each borrower. Performance loans are available to Canadian-owned secondary manufacturing industries for new or expanded facilities in designated areas. Major tourist attractions may also qualify.

Term loan programs include: Small Business Loans to Canadian-owned companies in all parts of the province to expand their operations in fields of manufacturing or services closely allied to manufacturing; Venture Capital Loans to Canadian-owned companies for the introduction of new technology; Pollution Control Equipment Loans to companies which must install approved pollution control equipment and are unable to finance it from their own resources; Tourist Industry Loans for tourist resort operators to upgrade their facilities; Export Support Loans to finance the production and warehousing of goods for export against specific orders; and Industrial Mortgages and Lease-backs to assist with the establishment of new manufacturing facilities.

The ODC administers Northam Industrial Park in Cobourg and Huron Industrial Park in Centralia with industrial space and housing available on a rental basis. It also manages the sale and leasing of property in Sheridan Park near Toronto to companies engaged in industrial research and development.

The Business Development Division of the Ministry of Industry and Tourism provides advisory services on financial and marketing matters through three branches. The Industrial Development Branch provides advice on location and expansion of manufacturing facilities, sets up manufacturing arrangements for Ontario companies and provides technological research and advice to improve and promote products. Seminars and product development clinics keep businessmen informed of market situations and advances in technology. The Trade Development Branch can help potential or existing exporters to participate in sales and trade missions, and trade exhibitions; bring foreign buyers to Ontario and arrange interviews for manufacturers. The Tourism and Service Industries Development Branch provides information on location and expansion of tourist operations, economic studies and other pertinent material; it advises tourist and service industry operators on ways to increase and improve their operations.

The International Division operates a trade, industry and tourist incentive program in 16 world markets: New York, Chicago, Los Angeles, Boston, Atlanta, Cleveland, Minneapolis/St. Paul, London, Frankfurt, Milan, Stockholm, Vienna, Brussels, Tokyo, Sao Paulo and Mexico City. The Ministry of Industry and Tourism opened a Trade and Travel Centre in Toronto in 1972. This Centre offers display space to manufacturers, interview rooms for discussions on potential licensing arrangements, joint ventures and exporting agreements, and houses a theatre for the showing of films and slide presentations.

The Sheridan Park Corporation has established the Sheridan Park Research Community at Mississauga, which has research laboratories and facilities that offer an interchange of ideas and techniques and help participating companies to stay competitive in world markets.