

accessible to business firms throughout the province, branch representatives will be located at six centres outside Regina.

The Trade Development Branch is primarily involved in the promotion of trade in Saskatchewan products in regional, national and international markets, particularly in the US, Europe and the Pacific Rim. The prime contact points for this program are the office of the Agent-General in London, England, and a soon-to-be-established trade office in the Pacific Rim area.

The Tourist Development Branch undertakes activities to assist the Saskatchewan tourist industry to further its development. These activities include: carrying out a marketing program to motivate travel to and within Saskatchewan; providing advice and information, both printed and oral, to persons wishing to travel in the province; and assisting, through counselling, advice and grants, in the development of tourist plant and tourist attractions.

The new Research and Development Branch has as its main responsibility the collection and dissemination of statistical data, and the preparation of, or contracting for, economic feasibility studies, in order to uncover what imports and new products might be produced in Saskatchewan, and what primary products can be further refined or processed in the province.

Operation Recycle is a special project initiated to administer the collection of abandoned or scrap vehicles for shredding into acceptable steel furnace feed. It is estimated that approximately 100,000 vehicles will be collected over a three-year period and other recycling projects are under active consideration.

The Industry Incentives Act encourages the establishment, expansion and modernization of industry in certain areas of the province. The program provides assistance in the form of forgivable loans to new or expanding manufacturing establishments. These loans are interest-free and are made for a period of six years over which the amount of the loan is forgiven. The Industry and Commerce Development Act authorizes the Department to: make grants to local governments or civic groups for the construction of major tourist facilities or for the promotion of major events and attractions; undertake, either for its own use or on a shared-cost basis with business enterprises, feasibility studies and research to identify new business opportunities; provide, either through department representatives or outside consultants, counselling and advice on all forms of business problems; and make available financial assistance to a community-based group to continue the operation of a business establishment threatened by closure which would seriously disrupt the community in which it is located.

The province also provides financial assistance to business enterprises through the Saskatchewan Economic Development Corporation (SEDCO), a Crown corporation. SEDCO was originally established in 1963 to provide loans for the establishment or expansion of manufacturing enterprises. Since August 1972, its terms of reference have been significantly broadened to permit the provision of financial assistance to virtually all types of businesses. In addition to industrial enterprises, SEDCO loans may now be made to retail, wholesale and service businesses. SEDCO assistance can take many forms, the most common of which is a first mortgage loan over a medium term. Security for such loans consists of specific pledges of land, buildings and/or equipment, and the support of the individuals involved in the business is normally pledged as well. Repayment terms for such loans are designed to suit the income pattern of the enterprise, and may include such features as step-payments, seasonal payments or similar arrangements.

Loans can be granted for terms varying from a few months to 20 years and in amounts from a few thousand to many millions of dollars. The term is determined by the estimated life of security pledged and by the earnings of the business. Equipment based loans would be for five to eight years, while building and equipment loans might be eight to 12 years, and real estate alone as security would warrant a loan of up to 20 years. Working capital loans would range from one month to two years.

In all cases, the Corporation expects that the owners of the borrowing company will have a reasonable equity contribution in the enterprise. In certain instances, the Corporation may consider taking an equity investment in its own right if required to maintain a reasonable balance between debt and equity. The Corporation also has industrial sites and buildings which it is prepared to make available to eligible enterprises. Lease, lease-purchase or outright sale of such properties can be considered and, in certain circumstances, the Corporation will consider constructing a facility for the subsequent sale or lease to a prospective client.