

offers marketing and advisory services to Ontario engineers, consultants, architects, contractors, management consultants and other ministries and agencies.

The ministry's small business service sector and capital projects division provides services such as entrepreneurial development, employer's skill search and consulting services regarding plant locations, industrial parks and marketing.

The ministry acts as a catalyst in creating joint ventures, licensing agreements between foreign manufacturers and Ontario companies and attracting new investment.

The ministry has 18 field offices in Ontario and international offices in Chicago, Dallas, Atlanta, New York, Los Angeles, Boston, Hong Kong, Paris, Tokyo, Frankfurt, London, England, Singapore and Seoul.

Manitoba. The Manitoba Department of Business Development and Tourism, through the maintenance of a close working relationship between public and private sectors, acts as a catalyst in increasing Manitoba's level of entrepreneurial activity and self reliance in business. Through consultation with private sector organizations representing both business and tourism interests, the department provides leadership and support in shaping the future development of Manitoba's economy.

The Department of Business Development and Tourism is comprised of two divisions, business development and tourism. The business development division focuses its activity through three major program areas; business development, regional and community development and entrepreneurial development. The tourism division's program efforts are designed to accelerate growth in the job intensive tourism industry and improve and expand Manitoba's vacation and recreation opportunities. The new Canada-Manitoba Subsidiary Agreement for Tourism Development, designed in consultation with the tourism industry, will stimulate major tourism development over the next three years. This accord between the federal and provincial governments involves the investment of \$15 million each over a five-year period. The program, which focuses on further development of tourism facilities and market development, expires March 31, 1990.

Saskatchewan. The Saskatchewan Economic Development and Trade Department is the primary agency responsible for economic development policy. The department works to foster industrial development and attract investment, increase the sale of Saskatchewan's products

and services domestically and abroad, and increase benefits to Saskatchewan from major project development. To promote industrial development and attract investment to Saskatchewan, the department provides investment information and consultation to Saskatchewan companies wishing to expand and to outside companies wishing to develop in the province.

The Industrial Incentive Program (IIP), introduced in 1984, is one of the department's most successful programs. The goal of the IIP is to stimulate investment and permanent employment in Saskatchewan while helping to expand and diversify the province's manufacturing and processing sectors. This program provides \$7,500 for each job created to a maximum of 25% of their capital investment to companies investing at least \$30,000 in expansion and creating at least one permanent full-time job.

The department's cost-shared market study program helps investors find business opportunities in manufacturing and processing. The department will pay up to 50% of the cost of a study to a maximum of \$25,000.

The business immigration program encourages entrepreneurs from other countries to establish, acquire or make a substantial investment in the ownership of a business or commercial venture in Saskatchewan. Upon acceptance of their business proposal, immigrants are required to complete immigration formalities to obtain a visa.

Trade is essential to Saskatchewan's economy. Almost half of the province's products are exported and 25% of all jobs are trade-related. The department assists Saskatchewan exporters and companies with the potential to export goods or services by: providing information on markets and trends, offering consulting services, advertising, participating in trade shows, sponsoring incoming and outgoing trade missions, and administering assistance programs.

An aid to trade program is one of the department's most popular programs for exporters. It helps Saskatchewan manufacturers promote their products, enter new markets and make distribution arrangements in other countries. Aid to trade will cover up to 50% of the cost of market research, advertising, incoming buyers' missions, and shipping product samples to potential buyers.

The market development fund assists the exploration, development and expansion of markets for agricultural and food products produced or capable of being produced in Saskatchewan.