

The small Business Development Corporation offers term loans, up to \$250,000, to small businesses wishing to start up, expand or modernize. Loans can be used for the purchase of land, buildings, equipment and other fixed assets. Loans are not available for refinancing of receivables or inventories. The general eligibility criteria include: firms with less than \$3 million in annual sales; and fewer than 50 employees. Priority is given to those enterprises which create new jobs.

New Brunswick. The Commerce and Technology Department is responsible for developing manufacturing and processing and for selected service sectors. Its aims are to continue to build a strong industrial base through the development of local entrepreneurs and local firms in all areas; to diversify the industrial base through the promotion of new investment from outside the province and the introduction of new technology and products; and to provide the necessary infrastructure required for economic development.

A financial programs branch makes recommendations on applications for funds to industries to establish in the province or to expand; administers the regional economic development program; and is responsible for capital expenditures in provincial industrial parks. An industrial development branch is responsible for attracting new industries to New Brunswick; the provision of management, technical and marketing services to industry; the development of new or expanded markets; and the development of the maximum local processing of provincial resources. A science and technology secretariat is responsible for provincial co-ordination, stimulation and policy establishment in science and technology as well as departmental policy, planning and federal-provincial activities. A departmental resources and administrative services division is responsible for the budget and for accounting, human resources, information, communications and research. It also administers department-owned properties and assets. An innovation centre helps New Brunswick's entrepreneurs, innovators and inventors commercialize new technologies.

Three agencies report to the commerce and technology minister. A New Brunswick industrial development board recommends financial assistance to manufacturers or processors, normally through a direct loan or loan guarantee. Terms and conditions are subject to individual negotiation but specifically require the applicant to provide reasonable equity and security. Provincial Holdings Ltd., a Crown corporation, administers the province's equity position in

various companies. This agency is prepared to take an equity position in manufacturing industries wishing to locate in New Brunswick. A Research and Productivity Council (RPC) provides technical support services for New Brunswick industry. RPC carries out research and problem-solving on a cost-recovery basis for clients in Canada and abroad. An industrial engineering service and free technical information are made available to NB (and PEI) companies by RPC in co-operation with the National Research Council.

Quebec. The government of Quebec offers a wide range of programs and services designed to promote business growth in the province. The Société de développement industriel (SDI) provides financial assistance, in the form of an unsecured loan of up to 35% of the total investment, to investors wishing to set up a new business. However, as a premium to offset the risk incurred, the SDI requires an option to purchase part of the company's stock. Established businesses may also qualify for SDI assistance to expand or diversify production, initiate research and development projects or find new markets.

Two other Quebec government agencies, the Centre de recherche industrielle du Québec (CRIQ) and the Agence québécoise de valorisation industrielle de la recherche (AQVIR), encourage businesses to adopt innovative development strategies. Businesses pursuing this goal can also take advantage of the scientific employment support program operated by the Ministry of Industry, Trade and Technology (MITT) to expand their scientific and technical staff. Hydro-Québec also has a program promoting conversion from fossil fuels to electricity in applications where the latter is more energy efficient.

In addition, the Ministry of International Affairs (MIA) offers a number of programs and services to promote foreign trade, supplementing the efforts of the SDI in this area. It provides assistance in assessing export opportunities, identifying potential markets and developing strategies for penetrating export markets. In certain cases, appropriate financial assistance is also provided. The MIA co-ordinates participation by Quebec businesses at international exhibitions and conducts group missions to promote product sales and facilitate the negotiation of distribution and industrial agreements. In addition, the MIA provides assistance for hosting foreign buyers visiting Quebec to sign commercial agreements. In their efforts to penetrate foreign markets, exporters can count on the support of a qualified team of economic advisors posted in 17 cities on four continents.