

The ministry's small business service sector and capital projects division provides services which support the start-up and growth of Ontario small businesses, develops policies and programs to enhance the service sector, undertakes business development initiatives on an industry sector basis and reviews potential financial support for larger-scale industrial development projects.

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 19 field offices in Ontario and international offices in Chicago, Dallas, Atlanta, New York, Los Angeles, Boston, Hong Kong, Paris, Tokyo, Frankfurt, London, England, Singapore, Seoul, New Delhi and Jiangsu, China.

Manitoba. The Manitoba Department of Industry, Trade and Tourism is the lead agent for economic development planning and co-ordination of economic development activities with other agencies.

The department is composed of four divisions: industry, trade, technology and tourism. The industry and trade division promotes capital investment in Manitoba industry; provides financial support; negotiates with federal authorities; and promotes the export of Manitoba goods and services. The technology division consists of industrial, aerospace and information technology programs, as well as the Manitoba research council, which provides product testing and development facilities, and advises the government on new technological developments. The tourism division promotes Manitoba as a travel destination, provides tourism information and operates information centres around the province. It markets Manitoba's events and attractions, facilitates the development, expansion and modernization of attractions and facilities, and manages the Canada/Manitoba Tourism Development Agreement, designed to encourage internationally competitive tourism facilities, events and attractions. The agreement is cost-shared equally between the two governments.

The department also provides services and assistance through regional economic development initiatives, business consultation services and financial programs.

Saskatchewan. The Department of Trade and Investment facilitates: the maintenance and expansion of exports from Saskatchewan to other provinces of Canada and to international markets; the diversification, by market and product, of Saskatchewan exports; increased inflows of investment from outside the province, either

through direct foreign investment, portfolio investment in Saskatchewan-controlled businesses, or through joint ventures between Saskatchewan-controlled firms and firms based outside the province; and the development of investment projects that will increase the export base of the province.

Saskatchewan exporters and companies with the potential to export goods or services are assisted by the department with export consulting services and market development programs, including fairs, missions, incoming buyers, seminars and market research. Strategically placed international offices in Hong Kong, New York and London complement these activities and enhance the department's ability to deliver timely and accurate information to its Saskatchewan clients.

In addition, the department undertakes research to identify markets for Saskatchewan products.

The department represents the province on all trade-related matters, including bilateral and multilateral trade negotiations such as the General Agreement on Tariffs and Trade (GATT) and the Canada-United States Free Trade Agreement. It also represents the province and defends Saskatchewan interests in trade disputes which may have implications for Saskatchewan businesses.

The Trade Opportunities Program gives Saskatchewan exporters financial assistance to hire college marketing graduates to assist in developing new foreign markets for their products and services. The program provides 50% of the new employee's salary and export travel expenses, to a maximum of \$13,000 and \$5,000 a year, respectively, for a period of two years.

The department identifies investment opportunities and attempts to find sources of equity investment, with the goal of bringing together projects and investors. The department also contributes to the provincial government's investment policy.

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; candidates approved under the program receive priority immigration processing. The department co-ordinates Saskatchewan's participation in this federal government program by providing information to prospective immigrants and evaluating their business proposals.

Alberta. The Alberta Opportunity Co. (AOC), a Crown agency, promotes economic growth by stimulating new businesses and aiding existing