

the cost of engaging consulting firms. The program operates from offices in Montreal and Winnipeg.

Through the CASE program, the managers of small companies can discuss their particular problems with experienced businessmen, explore new ideas to help their businesses grow and examine new methods for improving productivity. A CASE counsellor will visit the applicant's place of business, make a detailed analysis of the company's problems and opportunities and recommend action to be taken. He may also help to implement these recommendations.

In the allotment of CASE resources, priority will be given to Canadian-controlled businesses.

The Development of Management Courses Program is designed to help non-profit professional, industry, business or management associations develop management retraining or upgrading courses of high quality. Assistance in the form of government grants may cover up to 100% but usually not more than 75% of the cost of developing new course material or revising the material for existing courses.

17.3.2 Provincial assistance

Assistance given by the respective provincial governments to manufacturing within their own territories is outlined in the following paragraphs.

Newfoundland. The Newfoundland government, through its Department of Industrial Development, offers advice and assistance to prospective industry in determining desirable plant locations in the province and in preparing feasibility studies. Information can be made available on the source and availability of raw materials, transportation costs, labour costs and a variety of other economic data. The government will transport industrialists anywhere in the province to obtain a first-hand look at potential plant sites. The Department of Industrial Development also provides liaison with the public and private sectors.

Financial assistance may be provided by the Newfoundland and Labrador Development Corporation in the form of loans against the securities offered by the prospective enterprise, or the acquisition and holding of shares or other securities of any company wherever incorporated, with the right of the enterprise to buy back these shares. The Corporation will also be providing a complete range of management advisory services.

The government may provide direct financial assistance based on cost-benefit analyses. Buildings, where they exist, and land may be provided on very attractive terms. Industrial training facilities are available throughout the province for specialized courses to meet the requirements of incoming industry.

Prince Edward Island. Provincial assistance to manufacturers and processors is provided through Industrial Enterprises Incorporated (IEI), an autonomous Crown corporation administered by an independent board of directors composed of businessmen. IEI provides financial assistance to new and existing manufacturing industries. It identifies specific industrial opportunities, establishes their feasibility and also provides management assistance in industrial engineering, marketing and finance.

The corporation makes loan capital, working capital and equity capital available. It constructs and rents completely serviced factory buildings, provides equipment leasing, maintains industrial property and operates industrial parks. Long-term financing is provided at attractive rates of interest.

IEI establishes contacts with venture capital groups throughout Canada and in other countries who show an interest in Prince Edward Island projects. It maintains an internal consulting group to provide management assistance to PEI companies.

The Corporation has established a Small Business Financing Program to assist manufacturers and processors whose annual sales volume is not more than \$250,000. The program can finance 100% of the cost of buildings, 75% of capital cost of machinery, guarantee 50% of working capital and provide 25% of required equity; the maximum assistance is \$50,000.

Nova Scotia. Industrial Estates Limited (IEL), a provincial Crown corporation formed in 1957, provides up to 100% mortgage financing on the cost of land and buildings and up to 60% of the installed cost of machinery of new or expanding Nova Scotia manufacturers or processors. Repayment schedules are negotiable and may be accelerated without penalty. Existing tax agreements with all municipalities except Halifax limit local taxes on IEL-assisted industries to