

Support Programs For Exporting

**SUPPORT PROGRAMS FOR EXPORTING**

Diversify your business in foreign markets. Learn more about export opportunities below.

CanadExport www.canadexport.gc.ca
Contact: 1.800.267.8376

Canada's official source of news and advice on trade, export and investment opportunities around the world, for entrepreneurs who want to compete, partner and prosper in the global marketplace. Provides useful links to programs and services for Canadian businesses that require information about exporting internationally.

International Trade Centres www.canadabusiness.ca
Contact: 1.888.576.4444

DFAIT and Industry Canada have established the International Trade Centre as a "one-stop" trade service to Canadian firms that are export ready or currently involved in international business.

- Access to public sector export databases
- Ability to consult numerous public sites simultaneously
- Information presented from a business point of view

Trade Commissioner Service www.infoexport.gc.ca
Contact: 1.800.267.8376

The Trade commissioner service helps Canadian firms identify and explore international market opportunities. Trade officers in DFAIT's geographic branches provide advice and information about doing business in a particular country or region in the world. Working "on-site" in more than 125 cities around the world, trade commissioners can:

- Offer valuable market intelligence
- Help companies prepare for visits to potential markets and trade fairs
- Provide professional and customized advice and counseling; and,
- Assist in partnering and matchmaking

Ministry of Economic Development & Trade, International Trade Branch
www.ontarioexports.com
Contact: 1.800.819.8701

The International Trade Branch assists Ontario suppliers of goods and services in developing their export strategies for international markets by providing the following core export services:

- New Exporters to Border States (NEBS)
- Seminars and Workshops
- Capital projects
- One-on-One Export Consultation and Guidance
- Market Information
- Product Promotion and Market Contacts
- Community Export Development



Support Programs For Exporting



SUPPORT PROGRAMS FOR EXPORTING (cont'd)

Export Development Corporation (EDC) www.edc.ca
Contact: 1.866.283.2957

EDC is a Crown Corporation that operates as a commercial financial institution. The EDC provides a full range of trade services to help exporters and investors do business abroad, including:

- Insurance
- Financing
- Bonding
- Customer/Credit Information
- Claims and recoveries

Canadian Commercial Corporation (CCC) www.ccc.ca
Contact: 613.996.0034

A Crown Corporation with a mandate to facilitate International trade. CCC specializes in International procurement markets for Canadian exporters and provides services to help them win export sales, particularly small and medium sized enterprises. The CCC:

- Assists Canadian businesses selling to other countries
- Acts as an international trade facilitator
- Acts as a prime contractor
- Offers a wide variety of contracting services

Canada Ontario Business Service Centre www.cobsc.org
Contact: 1.800.567.2345

Canada Business Centres were established to provide small businesses with a single access point for information on federal and provincial government programs, services and regulations.

The Centre provides a telephone and information and referral service, and the Business Information System - a comprehensive database on government programs and services.

Export Market Access Funding: A Global Expansion Program
www.exportaccess.ca
Contact: 416.482.5222

Export Market Access: A Global Expansion Program (EMA) is designed to assist small to medium size organizations (SMEs) to access and expand their growth in new foreign markets that are beyond the U.S.





FINANCE AND FUNDING FOR BUSINESS

Access an array of financial support and tap into funding programs that are available to you. Below you will find the information needed to get started.

Business Development Bank of Canada (BDC) www.bdc.ca
Contact: 905.725.3366

The BDC is a Crown Corporation whose mission is to help create and develop Canadian small and medium-sized businesses. Types of loans that BDC offers:

- Long term
- Working capital
- Refinancing
- Change of ownership
- Patent capital
- Venture capital

Canadian Small Business Financing (CSBF) Program <http://strategis.ic.gc.ca>
Contact: 1.800.328.6189

The CSBF Program under the Canada Small Business Financing Act, can assist in obtaining term loans of up to \$250,000 to help finance fixed asset needs. The loans are made directly by approved lenders to all businesses and professional enterprises operating for gain or profit. CSBF loans are not available for the purpose of financing working capital requirements or existing debt.

Export Market Access Program
Ontario Chamber of Commerce www.exportaccess.ca
Contact: 416.482.5222

The Export Market Access Program helps Small and Medium Enterprises (SMEs) recover as much as 50% or \$30,000 of their eligible expenses for export efforts.

SMART Program
Canadian Manufacturers Exporters www.cme-smart.ca
Contact: 1.877.913.4263

The Smart Program helps SMEs recover up to 50% or \$50,000 of their eligible expenses to implement initiatives that improve productivity and competitiveness.

Lean Training Program
Excellence in Manufacturing Consortia www.emccanada.org
Contact: 1.866.323.4362

The Lean Training Program helps manufacturers increase competitiveness and become more efficient, through the training that helps businesses deploy productivity-related skills.

Yves Landry Foundation www.yveslandryfoundation.com
Contact: 1.866.232.4411

The Yves Landry Foundation provides the opportunity for business, education, and government to collectively be part of the solution to advance technological education and skills training in order to resolve the skilled labour shortages facing Canadian industries.





HUMAN RESOURCES

Employees are one of the most important assets of any business, from training to wage information to employment opportunities. You will find useful information below to help you make the right decision.

Service Canada

Targeted Wage Subsidies www.servicecanada.gc.ca

Contact: 1.800.277.9914

The targeted wage subsidy program provides a subsidy to employers to hire an individual who has difficulty accessing employment due to special barriers and who would require on-the-job experience to become fully productive. Certain eligibility criteria must be met for both the employer and the employee. While negotiated on an individual basis, the duration of the wage subsidy typically lasts from six to eight months.

Local Wage Rates: Local Market Information www.labourmarketinformation.ca

Contact: 1.800.282.1376

A team of professionals from all parts of Canada provides the information available in this site. They work mostly in local Service Canada / Human Resources and Skills Development Canada (HRSDC) offices in all parts of the country, to answer questions you might have about the labour markets in Canadian communities.

Government of Ontario, Ministry of Education www.edu.gov.on.ca

Contact: 1.800.387.5514

The Ontario government recognizes that many businesses contribute to developing our workforce. To support and encourage investment, the Ministry of Training, Colleges and Universities offers training programs, employment programs, as well as resources to help with human resources planning, recruiting, employee assessment and workplace safety.

Canada Revenue Training

Apprenticeship Training Tax Credit www.cra-arc.gc.ca

Contact: 1.800.959.5525

The Apprenticeship Training Tax Credit (ATTC) is a refundable tax credit for corporations and unincorporated businesses employing apprentices in certain skilled trades during the first 36 months of an apprenticeship program.

Job Seekers

Tradeability <http://www.tradeability.ca>

Contact: 1.800.483.4845

Point of access for information on the skilled trades. And if you're not from Durham Region – we welcome you also! Much of this information will be valuable for you too, as the skilled trades are exceptional careers that are viable all throughout Canada.

Brock Employment Resource Centre <http://www.brockcerc.com>

Contact: 705.426.1587

Help guide you through your journey in search of a career. Our knowledgeable, supportive staff are here to assist you at any time. Feel free to call, email or drop by to see what we can offer you! First time visitors, no appointment necessary.





HUMAN RESOURCES (cont'd)

Career Essentials <http://www.career-essentials.com>
Contact: 1.866.836.4033

Career Essentials specializes in the upgrading of unemployed adults' skills to effectively facilitate their timely reintegration into the workforce. By offering individualized and extensive services covering assessment, training, job search and co-op, we can effectively bridge the gap from unemployment to employment in the shortest amount of time possible.

Durham Region Employment Network <http://www.dren.org>
Contact: 905.720.1777

The Durham Region Employment Network has around 70 organizations that help people find jobs and offer community support if needed.

Durham Region Unemployed Help Centre <http://www.unemployedhelp.on.ca>
Contact: 905.579.1821

Whether you're looking for a job, or looking to hire, the Durham Region Unemployed Help Centre can help. For job seekers, we offer a Resource Centre, job postings, résumé and job search workshops, one-on-one counseling, and hundreds of employment postings categorized to make your search easier.

Northern Lights <http://www.northernlightsosh.com>
Contact: 1.866.613.9675

At Northern Lights, we believe in Real Work for Real People, and we want to help you meet your employment goal. This might mean getting you back to work quickly. It might mean guiding you toward a new career. Or it might be as simple as showing you a few tools to make your task easier.

Job Connect www.jobconnectontario.org
Contact: 1.800.387.5656

Employers who are looking to hire staff can advertise job openings through the Information and Resource service. Job Connect staff can provide employers with screening and recruiting services to meet their business needs. Through the Job Development and Placement Support employers may be eligible for training incentives to offset some of the costs of providing on-the job training/ work experience to a Job Connect participant.

Human Resources and Skills Development Canada www.hrsdc.gc.ca
Contact: 1.800.622.6232

HRSDC's mission is to build a stronger and more competitive Canada, to support Canadians in making choices that help them live productive and rewarding lives, and to improve Canadians' quality of life.

Durham College www.durhamcollege.ca
Contact: 905.721.2000

At Durham College works hard to find out what matters to their students and ensure it all comes together. That's probably why more students than ever chose to make Durham College their home away from home.





RESEARCH AND DEVELOPMENT

All business should invest in R&D in order to maintain their competitive edge. Below you'll find programs and resources to help you strategize your next R&D investment.

Scientific Research and Experimental Development (SR&ED) Program

<http://www.cra-arc.gc.ca/sred/>

Contact: 416.973.1717

The SR&ED program is a federal tax incentive program to encourage Canadian businesses of all sizes and sectors to conduct research and development in Canada that will lead to new and improved or technologically improved processes and products. It is the largest single source of federal government support for industrial R&D. Tax credits for expenditures such as wages, materials, machinery, equipment and overhead are available to qualified businesses. Free public information sessions are available.

The National Research Council-Industrial Research Assistance Program (NRC-IRAP)

<http://irap-pari.nrc-cnrc.gc.ca>

Contact: 1.877.994-.727

As Canada's premier innovation assistance program for SMEs, the NRC Industrial Research Assistance Program (NRC-IRAP) provides a range of both technical and business oriented advisory services along with potential financial support to growth-oriented Canadian small- and medium-sized enterprises.

Four main components:

1. Technology Expertise and Advisory Services
2. Financial Assistance for R&D activities
 - a. Research and Technology Development Activities
 - b. Youth Employment Strategy Programs
3. IRAP's Internship program with Innovative SME's and Collaborative Research Internships
4. Networking & Partnerships

Ontario Centre of Excellence www.oce-ontario.org

Contact: 1.866.759.6014

Ontario Centres of Excellence is an independent, non-profit corporation to encourage, fund and promote commercial innovation in support of high-value jobs, healthy communities, a clean environment and economic prosperity with Ontario and Canada.

University of Ontario Institute of Technology www.uoit.ca

Contact: 905.721.8668

Teaching and research have long been considered the two pillars of the university endeavour. UOIT is equally committed to research intensiveness and excellence in teaching when it opened in 2003, forging a reputation as one of Canada's newest research-intensive institutions.



General Business Information

**GENERAL BUSINESS INFORMATION**

Whether you're looking to start or grow your business, the different levels of government offer a wide range of resources to assist you. Below is the information to help you get started.

Industry Canada Strategis www.strategis.gc.ca
Contact: 1.800.328.6189

Strategis is produced by Industry Canada. Its mission is to work with Canadians to build a growing competitive, knowledge-based economy. This information-packed site provides a wide array of useful business and consumer information about the Canadian business place.

Canada Business <http://canadabusiness.gc.ca>
Contact: 1.888.576.4444

Canada Business is a government information service for businesses and start-up entrepreneurs in Canada. This website reduces the complexity and burden of dealing with various levels of government by serving as a single point of access for federal and provincial/territorial government services, programs and regulatory requirements for business.

Business Advisory Centre Durham <http://www.bacd.ca>
Contact: 1.866.632.5151

The Centre is approximately 2,000 square feet, centrally located in Durham at McLaughlin Square, Oshawa and is easily accessible from main arterial routes. We provide walk-in clients with up-to-date and relevant business information according to their stage of development.



General Business Information



GENERAL BUSINESS INFORMATION (cont'd)

Your Economic Development Offices Across Durham Region

Durham Region

605 Rossland Road East
Whitby ON L1N 6A2
Tel: 905-668-7711
Toll Free: 1.800.706.9857
www.durhambusiness.ca

City of Pickering

One The Esplanade
Pickering ON L1V 6K7
Tel: 905.420.2222
Toll Free: 1.866.683.2760
www.cityofpickering.com

Town of Ajax

65 Harwood Avenue South
Ajax ON L1S 2H9
Tel: 905.683.4550
www.townofajax.com

Township of Scugog

181 Perry Street Box 780
Port Perry ON L9L 1A7
Tel: 905.985.7346
www.scugog.ca

Town of Whitby

575 Rossland Road East
Whitby ON L1N 2M8
Tel: 905.668.5803
www.whitby.ca

Township of Brock

1 Cameron Street East P.O. Box 10
Cannington ON L0E 1E0
Tel: 705.432.2355
www.townshipofbrock.ca

Township of Uxbridge

51 Toronto Street South
Uxbridge ON L9P 1T1
Tel: 905.852.9181
www.town.uxbridge.on.ca

Clarington Board of Trade

181 Liberty Street South, P.O. Box 434
Bowmanville L1C 3Z2
Tel: 905.623.3106
www.cbota.ca

Ministry of Small Business and Consumer Services

590 Rossland Road E.
Whitby ON L1N 9G5
Tel: 905.665.4040
www.sbc.gov.on.ca

City of Oshawa

50 Centre Street South
Oshawa ON L1H 3Z7
Tel: 905.725.7351
Toll Free: 1.800.667.4292
www.oshawa.ca

