

EXPORT DEVELOPMENT

Canada Ontario Business Service Centre (COBSC)

Tel: 1-800-567-2345 Web: www.cobsc.org

The COBSC provides information related to government services, programs and regulations relevant to existing and potential small business entrepreneurs. The Centre also provides information related to grants and financing, taxes, regulations, licenses and permits etc. COBSC offers limited business research as a free service including: business associations, Canadian demographics, company data, consumer spending, industry news and trends, international trade data, sample business plans and suppliers, manufacturers and distributors.

Canadian Commercial Corporation (CCC)

Tel: 1-800-748-8191 Web: www.ccc.ca

The CCC is a federal program responsible for promoting and facilitating international trade and acts as Canada's international contracting and procurement agency for foreign government buyers. While the CCC does not provide financial backing for international business transactions, it does provide:

- Facilitation of back-to-back contracts; and
- Signing contracts between a Canadian exporter and a foreign government buyer allowing the foreign buyer the benefit of dealing directly with the Government of Canada, while allowing Canadian exporting companies to access contracts they would not meet

CanadExport

Tel: 1-800-267-8376 Web: www.canadexport.gc.ca

CanadExport is a bi-weekly online publication providing trade news and events, advice and opportunities around the globe for businesses interested in conducting trade internationally.

Export Development Canada (EDC)

Tel: 1-866-283-2957 Web: www.edc.ca

[Exporting 101](#)

EDC offers financing, insurance and risk management services to Canadian exporters and investors across 200 worldwide markets. Assistance includes:

- Insurance Solutions for Canadian Companies – Accounts Receivables Insurance, Single Buyer Insurance and EXPORTProtect which covers single export transactions for up to USD\$250,000.

- Financing Solutions for Canadian Companies - EXPORT Express Credit providing unsecured loans to help small businesses grow their export business, Export Guarantee Program providing financing needed for export-related activities or foreign investments, and a Financial Security Guarantee (Offshore) used as collateral usually required when required securing operating lines of credit with a foreign bank.
- Financing for foreign companies is available in the form of loans, guarantees and lines of credit.

Export Market Access (EMA) Funding: A Global Expansion Program

Tel: 416-482-5222 Website: www.exportaccess.com

EMA is designed to help small to medium-sized businesses with five or more employees and annual sales of \$500,000 to expand their growth to foreign markets (beyond the U.S). The global expansion program is available for activities including market research, marketing tools, direct contacts and foreign bidding projects.

Foreign Affairs & International Trade Canada: Step-by-Step Guide to Exporting 2011

Tel: 1-888-306-999 Website: www.tradecommissioner.gc.ca

The [Step-by-Step Guide to Exporting](#) is intended to help you learn about the world marketplace and how your company can do business there. It concentrates on the overall principles of exporting and describes the processes that businesses commonly use to develop export strategies tailored to their needs. Among other things, the guide will help you:

- Assess your company's export readiness
- Build an export plan
- Research and select your target market
- Create an export marketing plan
- Determine the best methods of delivering your product or service to your target market
- Develop a sound financial plan
- Understand the key legal aspects of international trade

Getting ready to do business outside Canada is a complex undertaking. But the basic principles of exporting are quite straightforward and thousands of Canadian firms of all sizes and in all sectors have learned to use them successfully. With careful planning and a solid commitment to becoming an exporter, your company can join them in the global marketplace.

Ministry of Economic Development & Trade (MEDT) International Trade Branch

Tel: 1-877-468-7233 Website: www.ontarioexports.com

The Ontario MEDT's International Trade Branch team assists companies interested in exporting products/services internationally. A number of programs are offered by the

branch to assist companies in the development of export strategies for international markets. The team specifically provides the following export services:

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

The Canadian Trade Commissioner Service

Tel: 1-800-267-8376 Website: www.infoexport.gc.ca

The Canadian Trade Commissioner Service is a network comprising 1000+ trade professionals working in various government agencies across 150 international cities and 18 regional offices in Canada. Canadian-based trade commissioners provide advice and consultation on marketing strategies and current market & sector trends to assist Canadian businesses in conducting business abroad. The Canadian Trade Commissioner provides four key services to businesses interested in growing globally, including:

- Preparing for international markets
- Assessing market potential
- Finding qualified contacts
- Resolving problems