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# INVEST ATLANTIC



Canada 

A photograph of an offshore oil rig structure, likely a derrick or platform, extending over the ocean. The structure is made of metal and has a complex, industrial appearance. The ocean below is a deep blue with white-capped waves. The sky is a pale, hazy blue. The text "SEEKING BUSINESS OPPORTUNITIES ?" is overlaid in a bold, orange-red font at the top of the image.

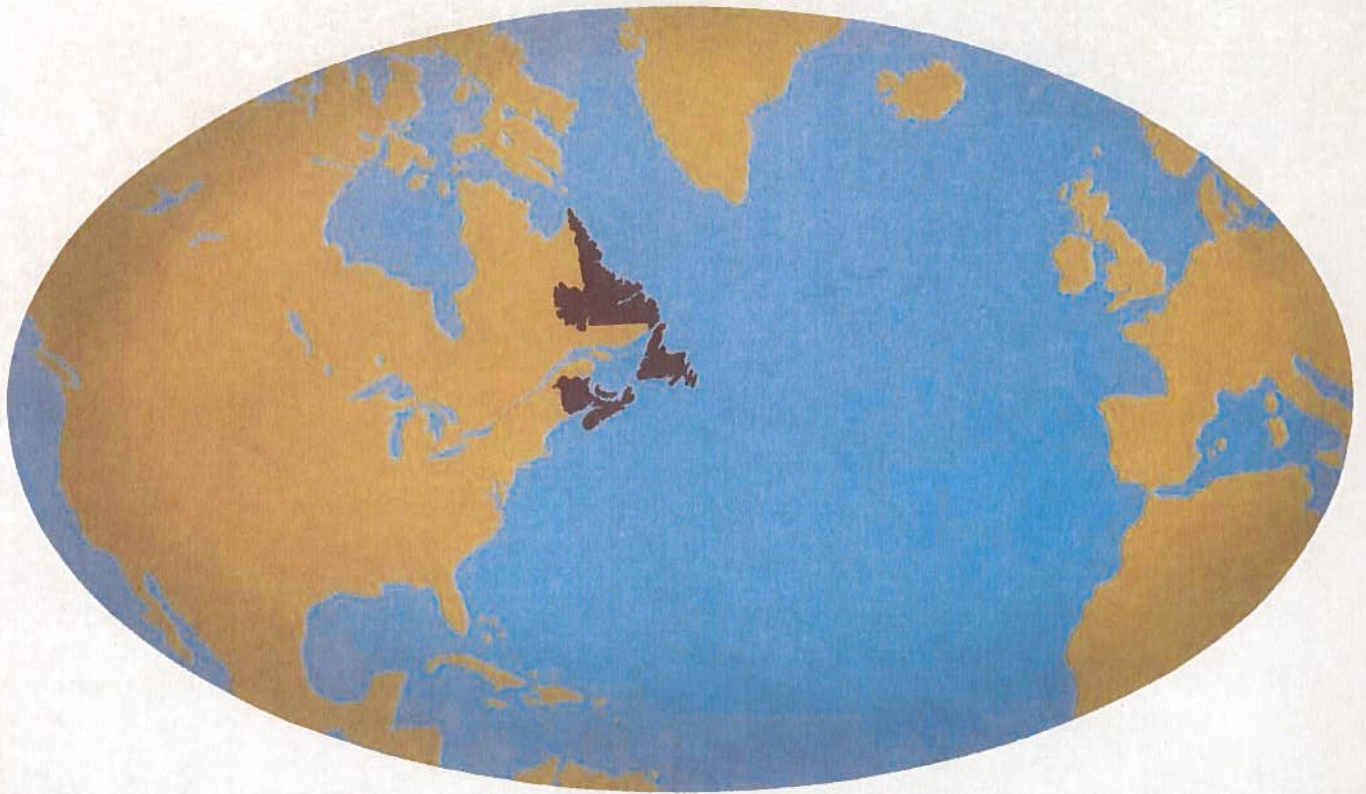
**SEEKING  
BUSINESS  
OPPORTUNITIES  
?**

**THEN CONSIDER**

# **ATLANTIC CANADA**

- It's at the centre of the Western World;
- Strategically located on the Atlantic rim;
- Gateway to rich North American markets;
- Has excellent year-round ports;
- Offers an exceptionally fine environment;
- Has a reliable labour force;
- Extends a tangible welcome in the form of financial incentives.





Perhaps you have been thinking of relocating or expanding your business. The federal Department of Regional Economic Expansion and other federal departments, along with provincial agencies, want to encourage such thinking. The encouragement can take the form of substantial and extensive assistance. You'll find details inside the back cover.

However, we know that a chain of factors must link an idea such as relocation to the final decision to relocate. We trust that the insights contained herein will put some of these factors in a positive perspective.

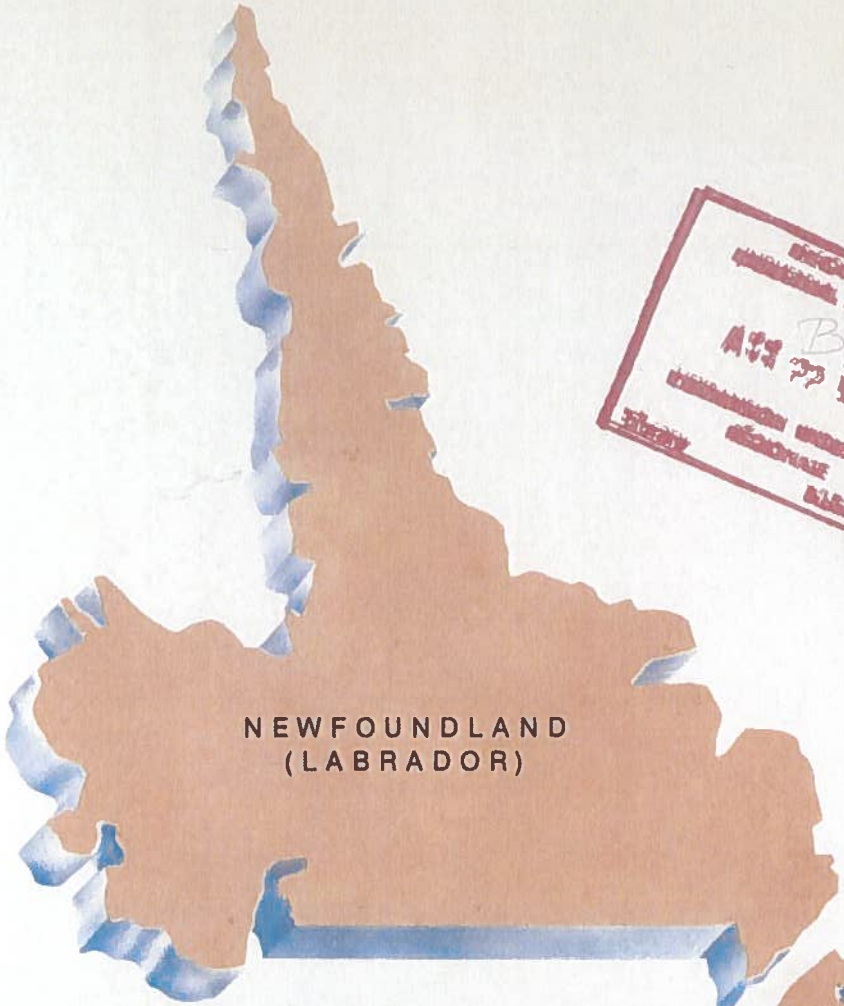
Then we invite you to write to us for more specific information on opportunities in Atlantic Canada. You'll find a card inside. Meanwhile, we hope you enjoy

this visit to that part of Canada nearest to Europe.

As you can see, Atlantic Canada is literally at the centre of much of the Western World. It reaches towards Europe, its ports hundreds of kilometers closer than other North American ports. Strategically located on the Atlantic rim, the region offers excellent year-round container ports and access to markets in the United States, the Caribbean, South America and the Orient.

The flow of shipping from all parts of the world which glides past the window of the businessman in Halifax, Saint John or St. John's is a reminder that his markets are as diverse as the flags entering the harbour. These ships of many nations provide Atlantic manufacturers with access to world markets.

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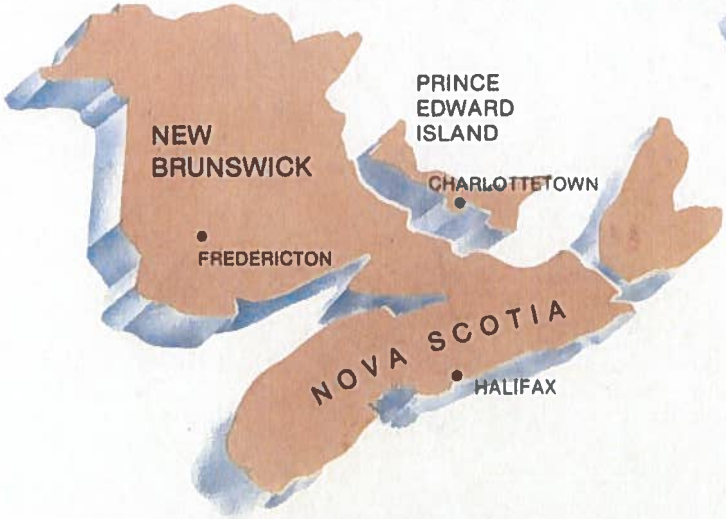


NEWFOUNDLAND  
(LABRADOR)



NEWFOUNDLAND

ST. JOHN



NEW  
BRUNSWICK

FREDERICTON

PRINCE  
EDWARD  
ISLAND

CHARLOTTETOWN

NOVA SCOTIA

HALIFAX



# THE REGION DEFINED

Canada has three systems of government: federal, provincial and municipal. What is referred to as the Atlantic region of Canada is a region only in the geographic sense. It consists of four provinces with a land mass

of 539,000 square kilometers and a population of 2.2 million. It sits on the eastern seaboard of North America, north and to the east of the United States.

The provinces are: New Brunswick, Nova Scotia, Prince

Edward Island and Newfoundland. The latter includes the island portion of Newfoundland and a section of the mainland to the north, Labrador, extending over 292,000 square kilometers.

URBAN 54%

RURAL 46%

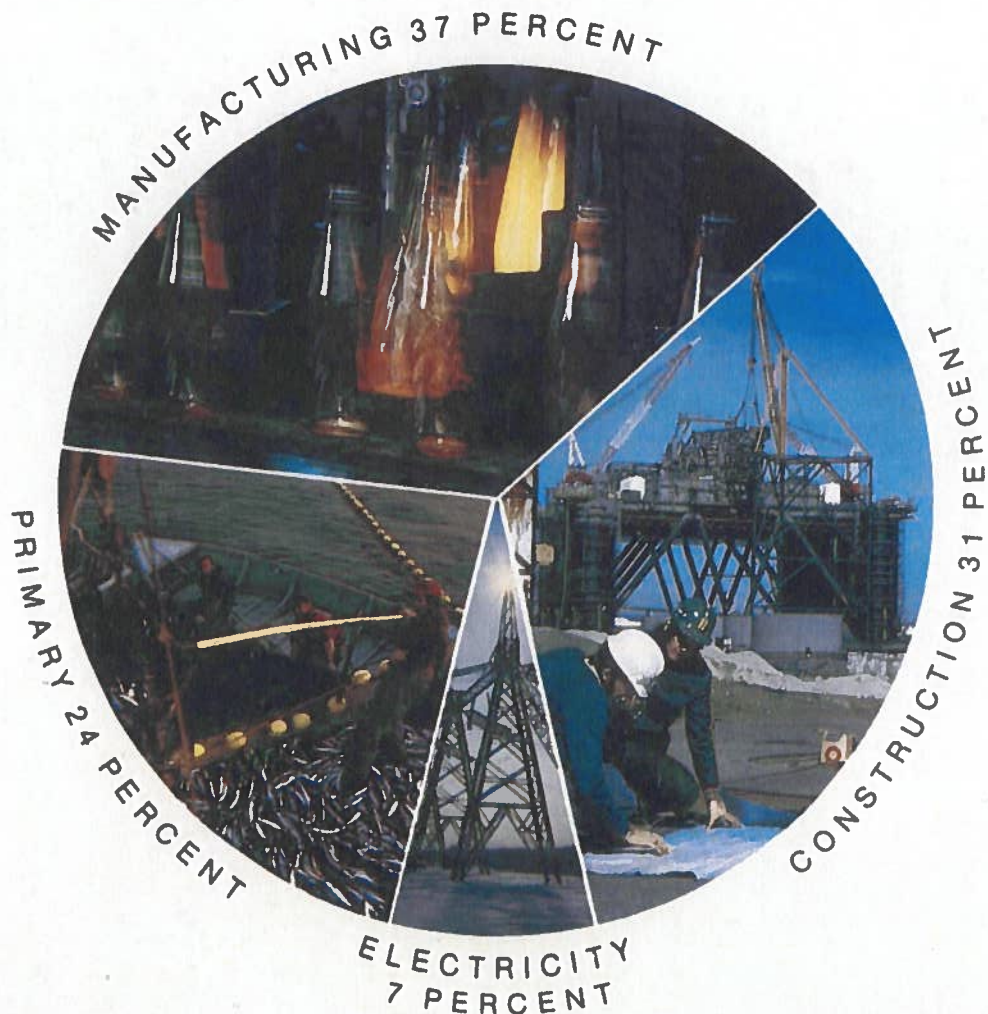


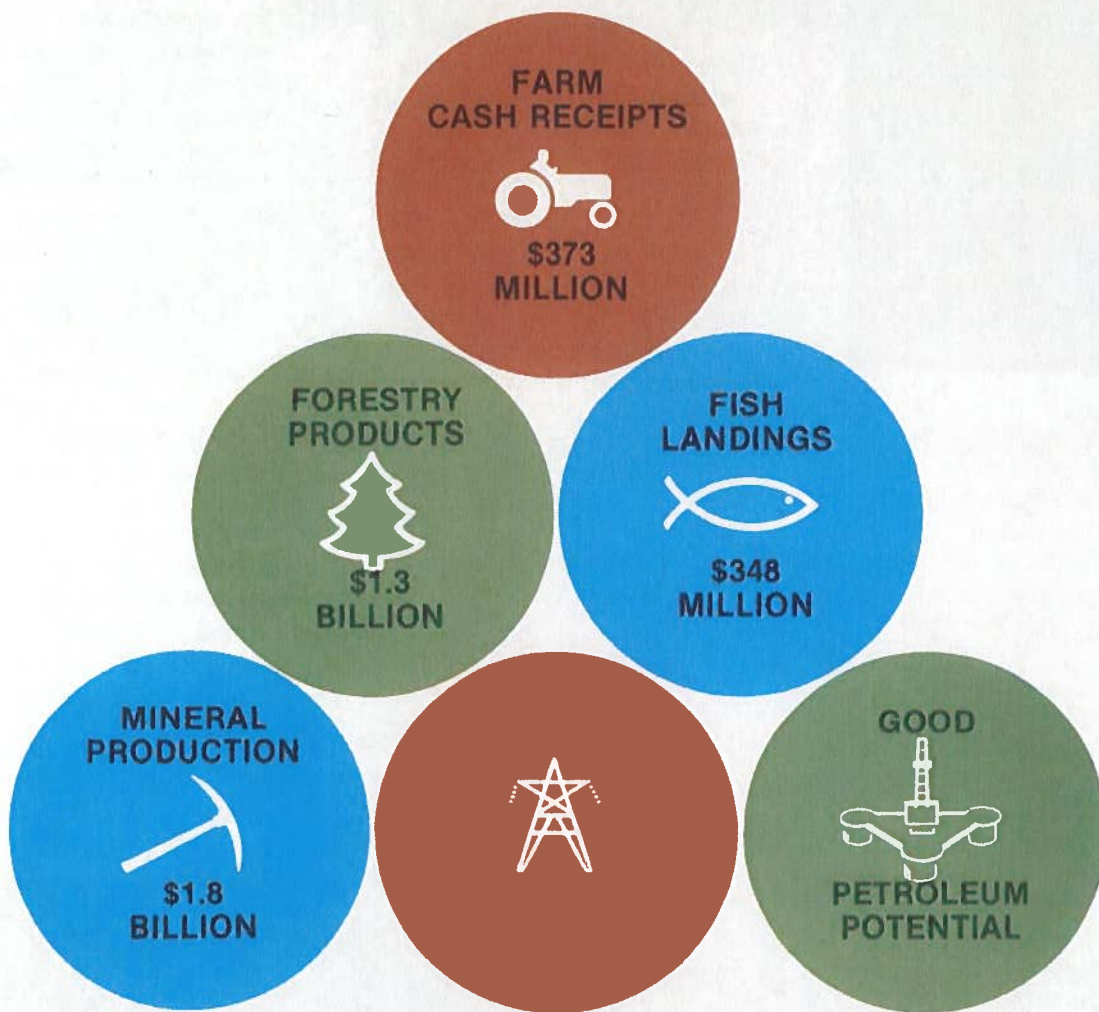
POPULATION  
2.2  
MILLION



WORK FORCE  
892,000

## VALUE ADDED BY GOODS PRODUCING INDUSTRIES





## RESOURCES

### AGRICULTURE

There are about 5.7 million hectares of general arable land in the region, of which 607 thousand hectares are suitable for prime agricultural use. In mixed farming and livestock production, the potential for growth is such that farmers hope to triple cash receipts to \$1 billion by 1990.







## ENERGY

By the end of 1978, the region had an in-service generating capacity of about 10,000 Megawatts. It has an additional committed capacity of about 1,500 Megawatts. The capacity of the region could be more than doubled in the next 20 years.

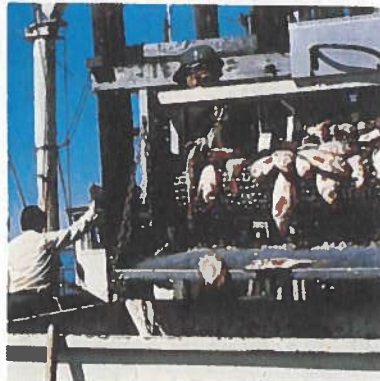
Two major developments are being considered in Labrador, which would add 2,300 m.w. capacity, and there is an additional potential of 2,500 m.w. in Labrador.

Tidal power from the Bay of Fundy, south of New Brunswick, could add an additional 6,435 m.w., but the viability of this project has not yet been fully determined. The generation of nuclear energy in New Brunswick offers further opportunity for expansion.



## FISHING

The advent of the 200-mile limit means that Canada now manages and develops one of the world's richest marine harvests. Fish landings are expected to double in the next five years. Current landings are valued at about \$348 million a year. Heavy demands are anticipated for ship-building and servicing, marine hardware, processing plants and trans-shipment facilities.



## FORESTRY

The forest industry in Atlantic Canada employs directly and indirectly about 26,500 people. Pulpwood production alone is valued at over \$1 billion. Current emphasis is on forest management, reforestation and development of disease-resistant stocks in order that regional forest products remain competitive.

exploration and development of coal mining in Nova Scotia. Reserves are estimated at 2.7 billion metric tons. In New Brunswick, two major potash discoveries have substantially broadened that province's mineral base.

## OIL AND GAS

Exploration off the coast of Nova Scotia and Newfoundland has produced encouraging discoveries of gas and oil. While no production has yet taken place, one oil well off the Newfoundland coast reports a flow rate of 2.8 million litres a day and reserves are expected to be substantial. A gas well off Nova Scotia has tested a flow of between 289 and 640 thousand cubic metres per day.



## MINERALS

The value of mineral production has increased ten-fold in Newfoundland, New Brunswick and Nova Scotia in the past 17 years to almost \$2 billion a year. The industry employs 14,000 persons. Labrador iron reserves are estimated at 6.4 billion metric tons.

The universal re-appraisal of fuels has also given impetus to

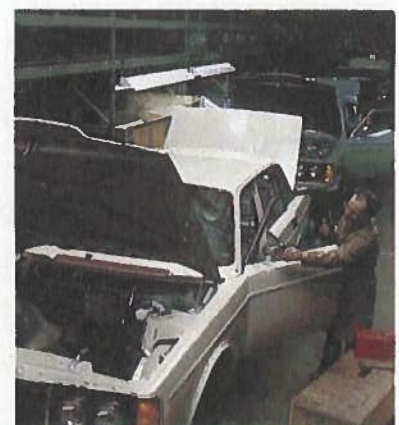
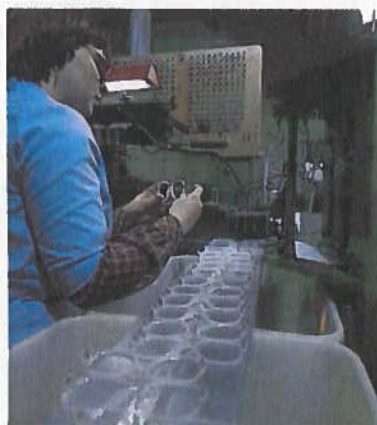
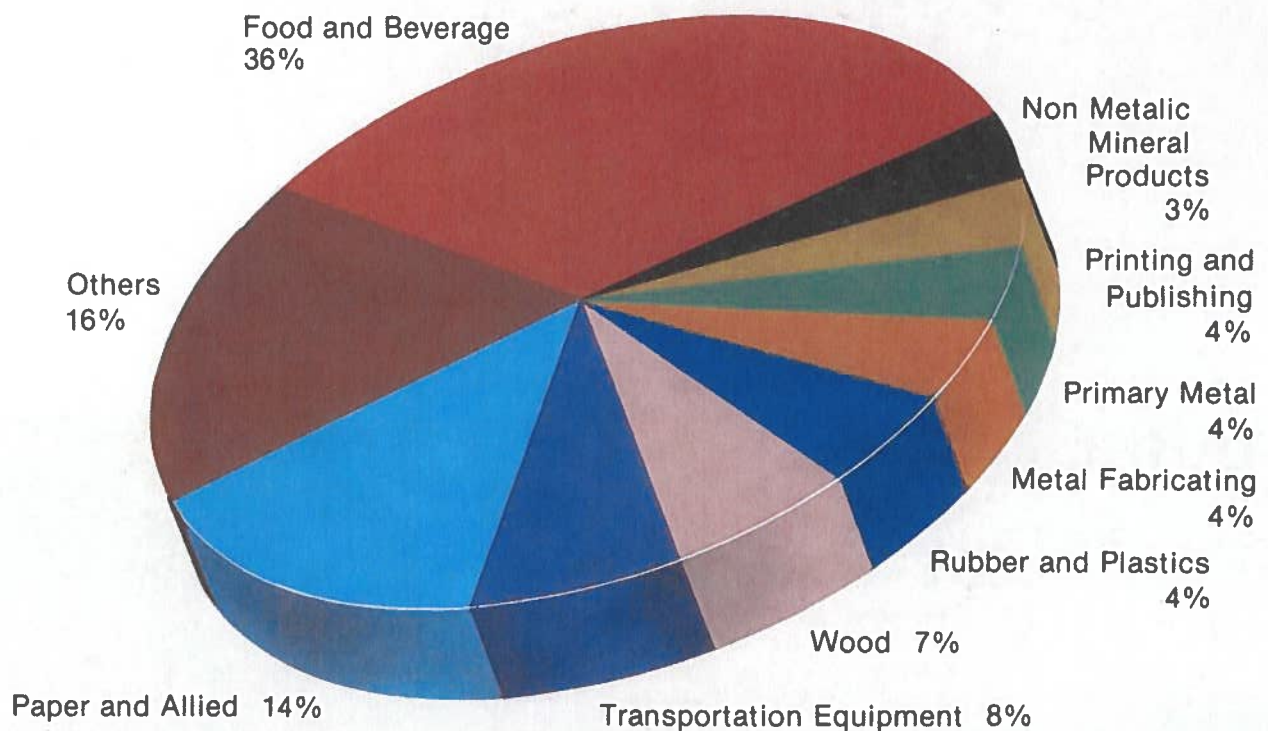
# MANUFACTURING

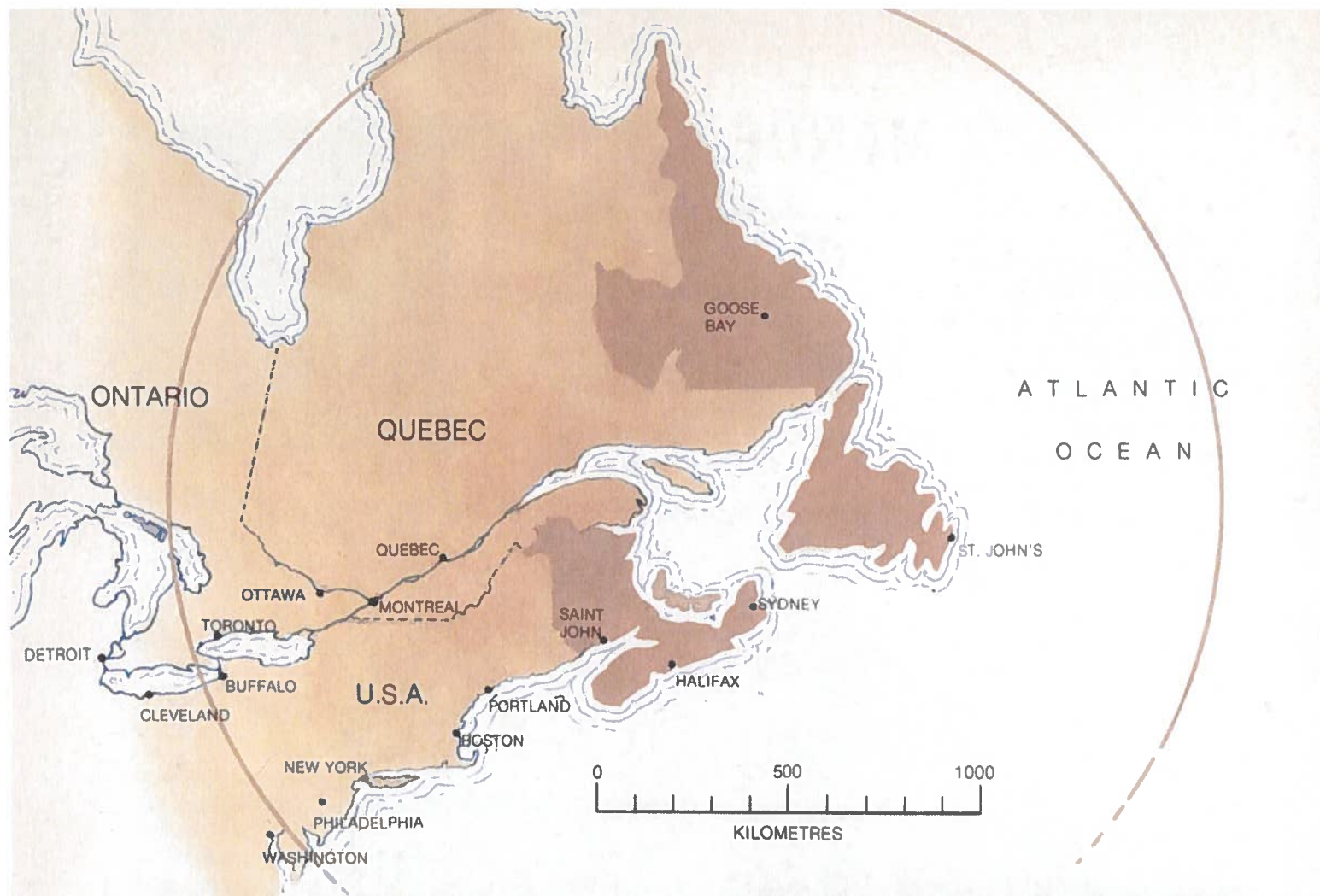
There are about 1400 manufacturing firms in the region which employ over 15 people each, for a total of 81,000 employees. An additional 30,000 are employed in smaller firms. Most firms are engaged in the processing or manufacturing of natural resources.

Manufacturers such as Volvo, Michelin and Crossley-Karastan are among the firms from other countries to successfully locate in the region. The trend towards diversification is perhaps more evident in Nova Scotia, but structural change is occurring across the region.

Over the next decade that trend will probably feature manufacturing activities which will provide greater value-added from primary products such as fish, minerals and wood. Opportunities are also anticipated in a wide range of ocean and energy related industries.

## EMPLOYMENT IN MAJOR MANUFACTURING INDUSTRIES

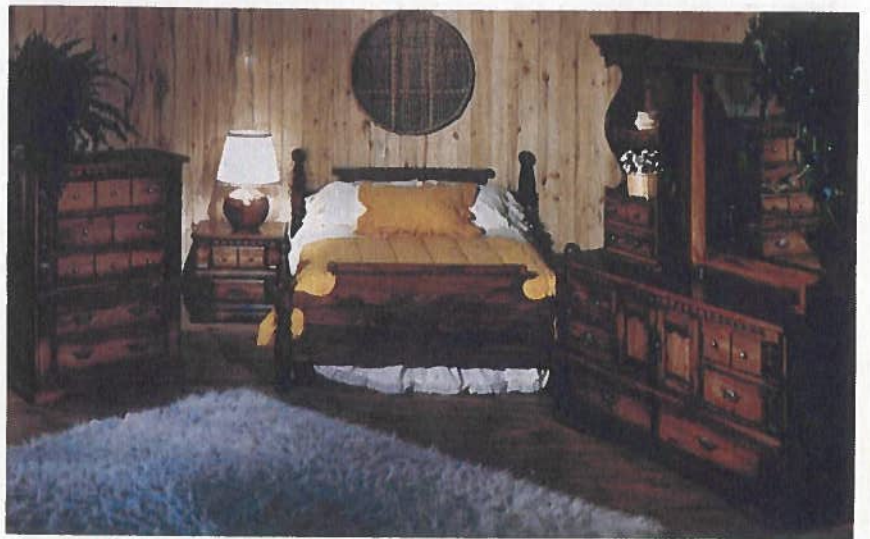




## MARKET REACH

The location and transportation facilities are such that you could realistically expect to penetrate the lucrative North American Market. Even within a radius of 1,000 kilometers, you can reach 60 million people who enjoy one of the highest standards of living in the world.





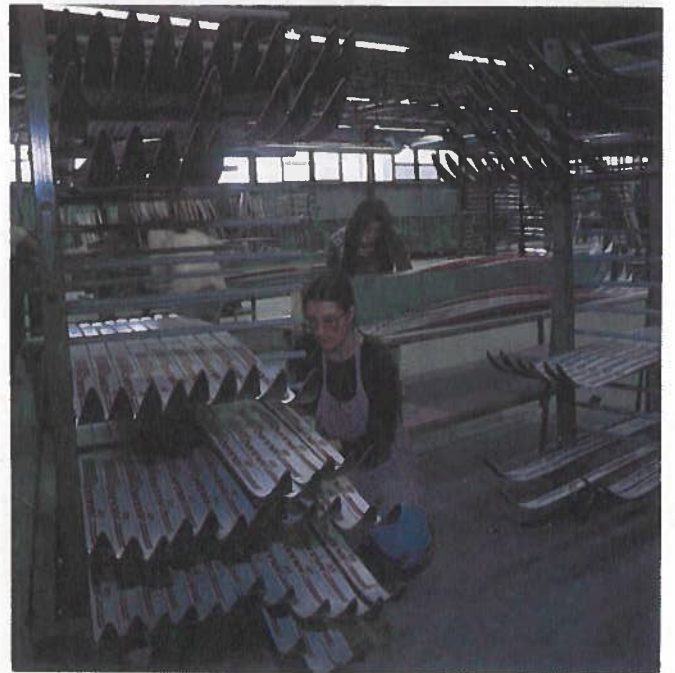


## INDUSTRIAL PARKS

Currently, there are some 70 industrial parks in the region. They present the option of serviced land, adjacent to transportation in an environment which offers a number of the ancillary services which most firms require.

Some parks, such as West Royalty in Prince Edward Island, offer on-site training courses designed to meet the specific needs of management.

The region has also seen the introduction of the incubator mall concept. A new firm is provided with space in a complex for a period of time on a rental basis. During this period of initial growth, it is better able to assess its future space requirements. Then, having firmly established its space requirements and other needs, it has the option of moving to an adjacent industrial park.





## TRANSPORTATION



The region has several ice-free ports amongst which Halifax and Saint John offer the most modern of container facilities. Super ports, such as Port Hawesbury and Saint John Deep, can accommodate ships up to 454,000 metric tons.

In terms of sailing time, the region is about two days closer to Europe than Montreal. Yet container trains from Halifax put Montreal 18 hours away; with Toronto slightly more than a day's journey from the Atlantic port.

Year-round ports provide uninterrupted access to North American cities, as well as to Europe, the Mediterranean, the Orient, Australia and New Zealand.

What this means, in addition to opportunities in the service industry, is that the container ships from many parts of the world which stop at Halifax and Saint John, offer regional producers a better opportunity to find lower cost transportation to world markets.

All major ports are linked by rail to Canadian and United States markets, while modern all-weather highways provide truck and trailer transportation to all points on the continent. Air linkages also place the traveller within hours of any place on the globe.

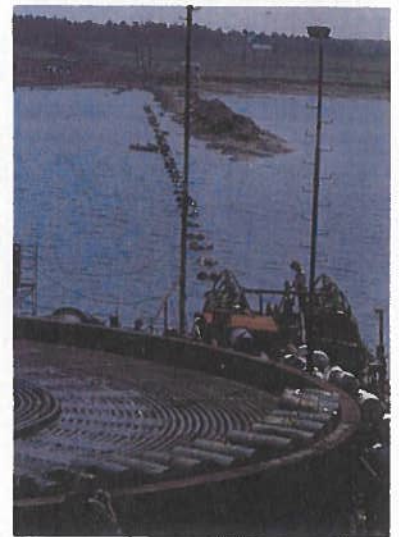
In the region, the federal Department of Regional Economic Expansion and the provincial governments operate a consultant service which specializes in helping firms design the most efficient system for the distribution, inventory and warehousing of goods.



## OCEAN INDUSTRY

The 1980's will be the decade of ocean industry in Atlantic Canada with the petroleum and the fishing industries generating a major demand for specialized equipment and services.

The regional strategy for ocean industry is currently being defined, and, certain opportunities have been identified. It is expected that expenditures in excess of \$2 billion a year will be made in the region-based petroleum industry by 1990. This compares to the \$1.9 billion investment in the United Kingdom sector on North Sea petroleum development in 1976.



In Atlantic Canada governments are co-ordinating existing assistance programs and initiating new ones to ensure maximum response from private companies. What this means to the businessman is that now is a particularly good time to consider Atlantic Canada if his activity is in any way related to the ocean.



The essential goal is to create a nucleus of ocean manufacturing and servicing industries. In the fisheries sector, requirements for vessel deck gear, catching gear, specialty equipment and accessories for aquaculture along with increasingly sophisticated devices for locating fish offer a domestic market of \$150 million a year.

There is need for further shipbuilding and ship repair facilities. Vessels would include rigs for oil and gas activity, fishing boats and ships for surveillance and defence. The petroleum industry offers a broad market for equipment and services covering a wide range of technology. In addition to traditional hardware, — such as fabricated production platform equipment, pumping and processing equipment — there will be a requirement for services such as diving, helicopter transportation and catering.

Research is another activity which is being encouraged through government assistance. The Bedford Institute of Oceanography has long been involved in ocean research. It also assists industries by making available Institute facilities on special development projects.

In Newfoundland, the Newfoundland Oceans Research and

Development Corporation specializes in developing a technological capability for resource development in northern marine areas. Part of the regional strategy for the decade is to broaden the nucleus of high technology expertise represented by these and other organizations.





### ETHNIC ORIGINS

British Isles	1,558,000
France	345,975
Germany	52,650
Netherlands	22,115
Scandinavian Countries	9,090

### WEATHER STATISTICS

	Average Mean Jan. °C	Average Mean July °C	Average Mean Annual °C	Total annual degree heating days below 18°C	Total Annual Precipitation MM	Total Annual Snowfall CM
St. John's, Nfld.	-4	15	5	4798	1511	364
Charlottetown, P.E.I.	-7	18	6	4565	1128	305
Halifax-Dartmouth, N.S.	-4	18	7	4104	1381	201
Sydney, N.S.	-4	18	6	4433	1341	288
Fredericton, N.B.	-9	19	5	4652	1084	244
Moncton, N.B.	-8	19	5	4683	1099	262
Saint John, N.B.	-7	17	6	4693	1306	217

## LIVING

People visiting Atlantic Canada from other parts of North America find here values which have been long lost in many parts of the western world. In this region of small towns and unhurried pace, it is not unusual for a businessman to go home for lunch. It is a region which luckily has escaped most of the concerns of larger metropolitan areas such as pollution, traffic congestion, urban sprawl and crime.

In this place of traditionalism, with a deep sense of the past, the human scale provides the locus for the unrushed, uncrowded character of life.

A businessman in Halifax can leave his office and within minutes be hiking in the wilderness. In Moncton, half an hour

from his office, he can be trimming sails on the Northumberland Strait, one of the finest sailing grounds in North America.

Scattered across the region are 75 registered golf courses, and thousands of kilometers of lakes and rivers, which teem with world famous Atlantic salmon and trout. Offshore, there is deep water fishing for the mighty tuna.

The Atlantic region has long maintained a tradition of excellence in its universities. Now, in response to the demands of technology, the venerable traditions of excellence are also being translated into scientific activities. The population of 2.2 million is served by 14 universities. Newfoundland's Memorial University, with its emphasis on ocean sciences and engineering, typifies the trend in education.

The scientific community in Nova Scotia ranks among the largest in Canada and federal programs are designed to encourage growth.

There are approximately 1900 elementary and secondary schools, and 29 institutes of learning such as vocational schools.

Arts and crafts flourish, reflecting a diversity of customs and cultures. Theatre arts find a home in nine theatres across the region. Charlottetown's summer offering of theatre and arts is remarkable for a city its size. The essential life style of Atlantic Canada has always been close to its roots: the land and the sea. That life style now adds a freshly distinctive flavour to urban living, a life-style which is increasingly prized in other parts of North America where it has become only a memory.

### INCOME TAX

The following is an illustration of the approximate federal and provincial taxes which a married tax-payer with two children under the age of 16 would normally expect to pay.

INCOME	\$20,000	\$25,000	\$30,000	\$35,000
	TAX PAYABLE			
New Brunswick	\$ 3,909	\$ 5,886	\$ 8,204	\$10,665
Nova Scotia	\$ 3,872	\$ 5,831	\$ 8,128	\$10,568
Prince Edward Island	\$ 3,802	\$ 5,728	\$ 7,987	\$10,387
Newfoundland	\$ 4,026	\$ 6,058	\$ 8,440	\$10,988



### HOUSING

While the cost of housing varies from city to city across the region, on the basis personal income per person employed, it would take about three and a half years income to purchase the above house.





Area: 73,436 sq. km.  
 Population: 701,000  
 Labour Force: 280,000  
 Minimum Wage: \$3.05 hourly  
 Average Manufacturing Wage: \$6.24 hourly  
 Gross Domestic Product: \$4.4 billion  
 Farm Cash Receipts: \$132 million  
 Fish Landings: \$43 million  
 Pulpwood Production: 6.3 million cubic meters  
 Mineral Production: \$530 million  
 Industrial Parks: 35  
 Firms in Parks: 357

# NEW BRUNSWICK

The Netherlands and Belgium would fit comfortably into the area occupied by New Brunswick, an area which is over 80 percent forest and is characterized by small towns and villages with urban growth centered in Saint John, Moncton and Fredericton.



## COMMUNICATIONS

Air services are provided by Air Canada and Eastern Provincial Airways and the province is also served by two major railways. With over 20,000 km of arterial highways, New Brunswick is an important link for goods going to Quebec or the United States.

## MANUFACTURING

Major manufacturing activities include the food and beverage industry and the production of pulp, paper and wood products. Other important manufacturing activities not related to natural resources include shipbuilding and repair, the metal



## AGRICULTURE

Some 127 thousand hectares are under cultivation with potatoes being the largest single crop. New Brunswick and Prince Edward Island grow 95 percent of Canada's seed potatoes, making the region the second largest exporter of seed potatoes in the world.

industry and oil refining. The Saint John area is the most industrialized in the province, accounting for about 50 percent of shipments. In Moncton, the trend is to light, diversified manufacturing such as the production of plastics, fiberglass and bottles.

Manufacturing in the Fredericton area is concentrated in the metal fabricating and food processing sectors. Bathurst possesses a major concentration of resource based manufacturing in the lumber, pulp and paper, and metal smelting sectors.

## MINERALS

The mining industry offers promise for the 1980's. New Brunswick has the largest reserves of zinc, lead and silver of any province in Canada. Potash shows exceptional potential: one mine will come into production in 1981, producing 680,000 metric tons a year; a second is undergoing geological and engineering studies and a third offers potential for a major integrated chemical complex. Expansion in a lead-zinc mine, expected to be complete in 1980, will make the Brunswick Mining and Smelting operation the largest of its kind in Canada. Coal, tin, bismuth, molybdenum and a major uranium find will broaden opportunities in the production of minerals and the development of its by-products.



## FISHING

The fishery in New Brunswick is primarily inshore and very seasonal. The catch of lobster, crab, herring and tuna accounts for 80 percent of landings valued at over \$43 million. There are 52 fish processing plants scattered along the coast with shipments reaching about \$100 million a year in value.



## FORESTRY

Forestry is the most important primary industry in the province. It employs over 14,000 people and the value of total shipments of all forest-related products is over \$800 million.

Pulp and paper is by far the most important industry within the forestry sector.

## PORTS

Saint John, on the south coast, offers excellent year-round container-port facilities. Smaller ports, opening onto the Gulf of St. Lawrence towards the north, are: Newcastle-Chatham; Bathurst, Dalhousie, Campbellton and Belledune. Belledune is ice free, while icebreakers are employed in other ports to ensure winter navigation.



Area: 55,491 sq. km.

Population: 848,500

Labour Force: 352,000

Minimum Wage: \$3.00 hourly

Average Manufacturing Wage:  
\$6.61 hourly

Gross Domestic Product:  
\$5.6 billion

Farm Cash Receipts: \$154 million

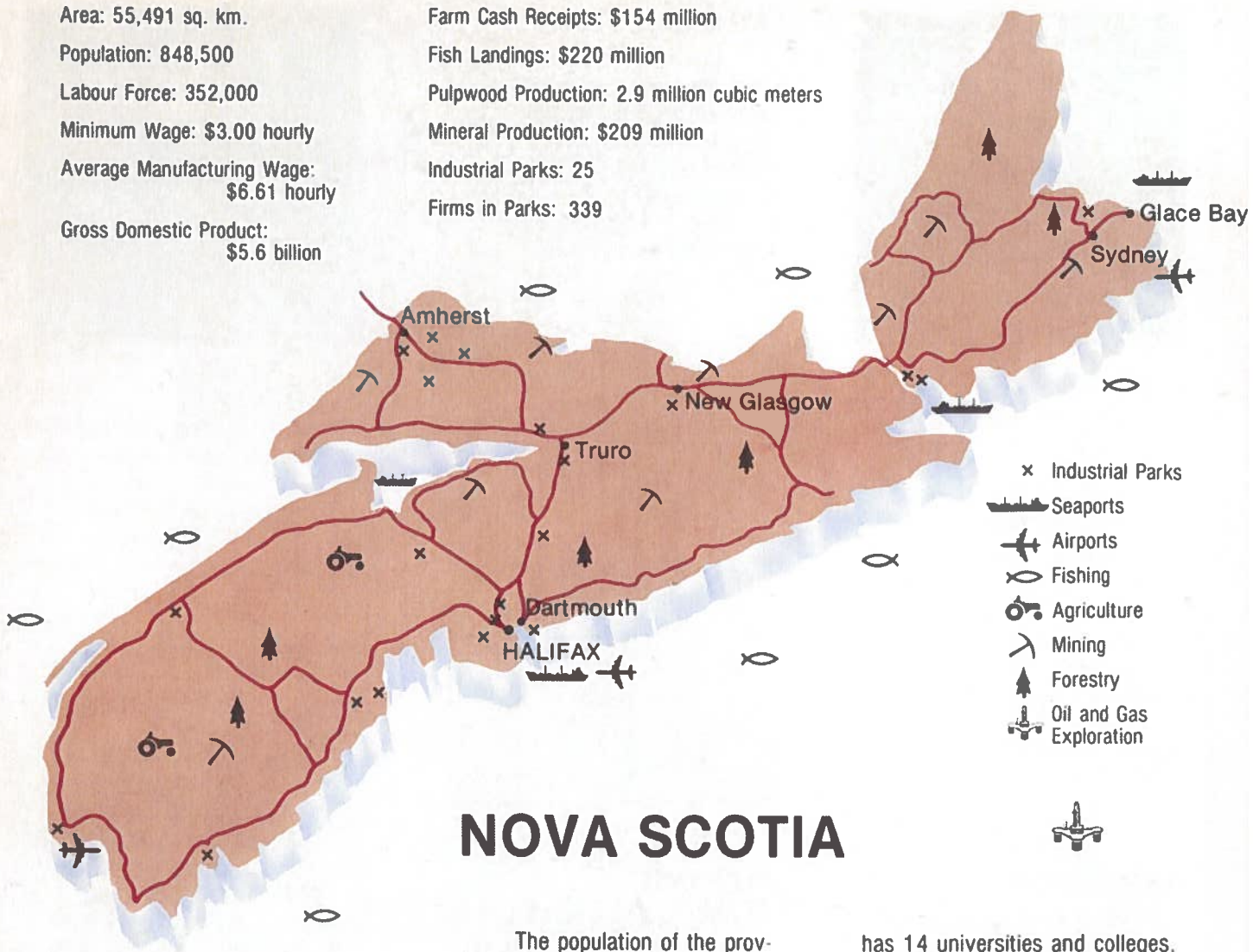
Fish Landings: \$220 million

Pulpwood Production: 2.9 million cubic meters

Mineral Production: \$209 million

Industrial Parks: 25

Firms in Parks: 339



## NOVA SCOTIA

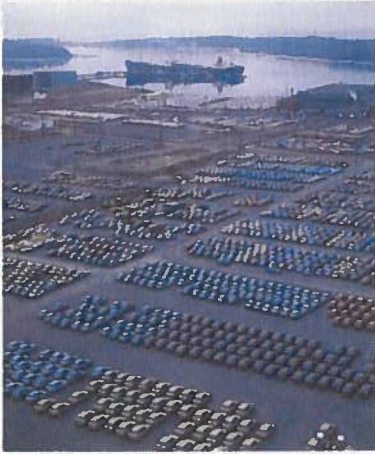
The population of the province is largely urbanized with the greatest concentration around Halifax and Sydney. The province

has 14 universities and colleges, two technical institutes and 14 vocational schools. Its scientific community is among the largest in Canada with emphasis on ocean research and engineering.

Nova Scotia's locational advantage enables manufacturers to consider both North American markets and world markets.

The province is served by an extensive network of railways and highways. There are direct air services from the Halifax International Airport to major Canadian and U.S.A. cities and London, England. Ferry services connect Nova Scotia with Newfoundland, Prince Edward Island, New Brunswick and the state of Maine.





## PORTS

The Halifax container port is one of the most heavily utilized in North America, moving over 185,000 containers a year and currently expanding its facilities. The ice-free harbour also features an autoport which receives 100,000 cars a year from overseas.

Some 310 km northeast of Halifax, Port Hawkesbury on the Strait of Canso, is one of the finest deep-water harbours for super tankers on the East coast of North America. The province has a number of other ice-free ports.



## MANUFACTURING

Although founded on resource-related manufacturing such as food processing and pulp and paper production, manufacturing in Nova Scotia has become much more diversified in the past decade. Light manufacturing facilities now produce a wide range of products including: clothing, plastics, electronic equipment,

scientific equipment, mobile housing and textiles. Tire manufacturing, automobile assembly and truck manufacturing highlight a growing diversity in the production of transportation equipment and heavy industry includes production of steel, iron, rail cars, shipbuilding and the refining of oil.

Offshore technology has led to the production of a range of equipment and services relating to oil and gas exploration.

## AGRICULTURE

Farm cash receipts amount to \$154 million a year with dairy farming and livestock accounting for about 80 percent of the revenue. Exports also include fresh and processed apples, vegetables and blueberries.



## MINERALS

Mineral production in Nova Scotia, currently at a level of \$209 million a year, is being accelerated by a decision to substitute coal for oil as a fuel in the production of electricity. Coal reserves are estimated at 2.7 billion metric tons. The province is also a leading producer of gypsum.

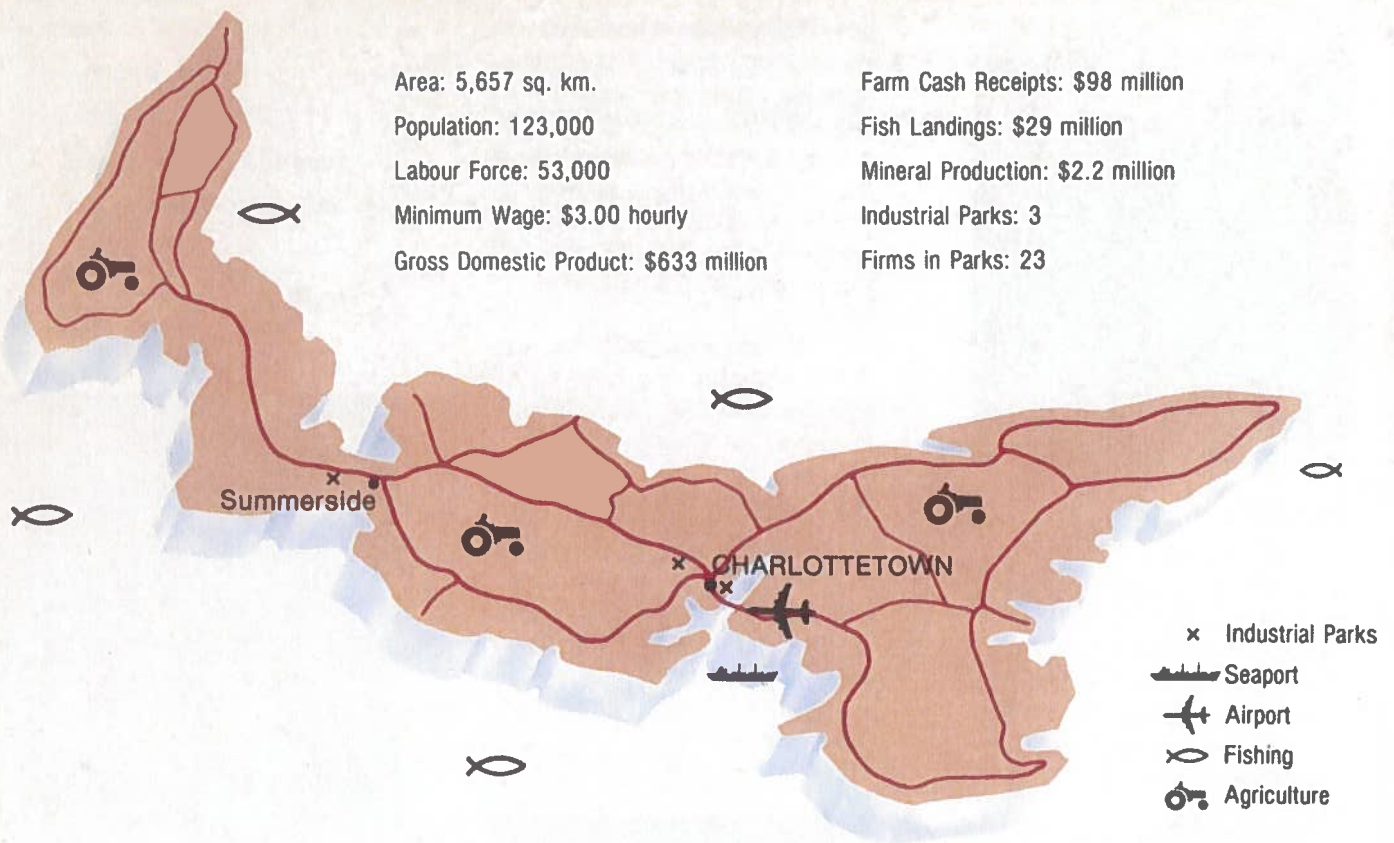


## FISHING

In recent years, there has been a substantial rise in the value of fish landings. It now stands at about \$220 million a year. The catch is fully utilized by onshore processing and about 90 percent of all fish products is exported to the United States.

## FORESTRY

Pulpwood production of 2.9 million cubic metres accounts for most of the province's forestry production.



# PRINCE EDWARD ISLAND

Often referred to as the "Million Acre Farm", P.E.I. has about 50 per cent of its total area devoted to agriculture, with potatoes being the major source of farm income.



Spectacular warm-water beaches and a rolling pastoral landscape have made tourism the second largest industry after agriculture; commercial fishing is third with lobster being the most important sea product landed.

Although agriculture, tourism and fisheries are the principal industries in Prince Edward Island, manufacturing and processing are becoming increasingly important to the provincial

economy. The establishment of fully-serviced industrial parks in the two urban centres, Charlottetown and Summerside, have attracted a wide variety of small businesses requiring high technology and sophisticated skills.

Transportation links to the mainland are provided year-round by modern, ice-breaking car ferries and daily jet service to Halifax, Ottawa, Montreal and Toronto.





# NEWFOUNDLAND and LABRADOR

The most easterly part of the North American continent, it is centrally located in relation to such centres as New York and London. At the mouth of the St. Lawrence River, it is the first stop in a major seaway to central Canada and the United States, the crossroads of air routes and shipping lanes servicing Europe and North America.

## PORTS

On the Island, the capital city of St. John's provides a port of call for ships of many nations. With its modern harbour facilities, St. John's is a vital supply and service centre for both Canadian and foreign vessels.

Other major ports include several in Placentia Bay, including Marystown with its ship-building yard, and Argentia, the eastern terminus for ferry service to mainland Canada. The west coast city of Corner Brook, along with the town of Stephenville, also offer excellent harbour facilities as well as active industrial parks.

## COMMUNICATION

A modern network of air, land, and sea transportation exists to ensure efficient movement of goods and services within the province.

## MANUFACTURING

A combination of geographic location, transportation facilities, the availability of skilled labour and natural resources such as the hydro potential, fishing, forestry and minerals make Newfoundland a desirable location for manufacturing and processing industries.

Area: 404,500 sq. km.

Population: 577,000

Labour Force: 207,000

Minimum Wage: \$3.15 hourly

Average Manufacturing Wage: \$6.33 hourly

Gross Domestic Product: \$2.7 billion

Fish Landings: \$114 million

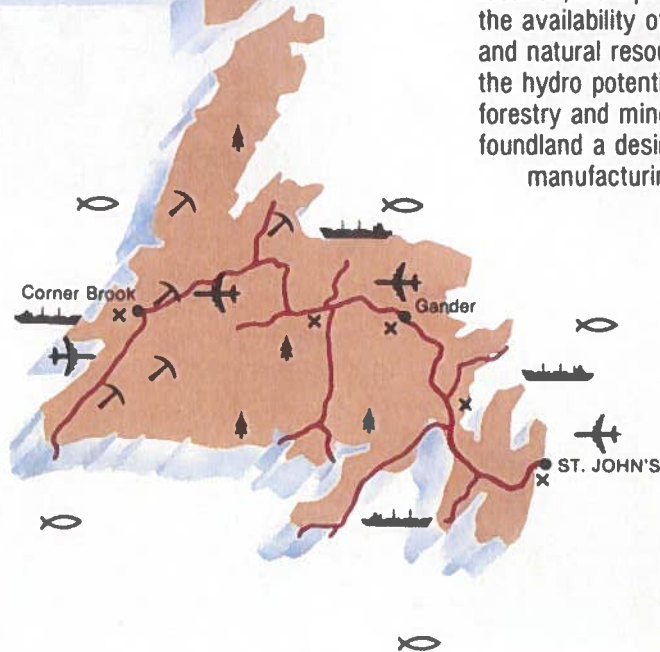
Pulpwood Production: 1.7 million cubic metres

Mineral Production: \$1.1 billion

Industrial Parks: 6

Firms in Parks 55

- x Industrial Parks
- Seaports
- Airports
- Fishing
- Mining
- Forestry
- Oil and Gas Exploration





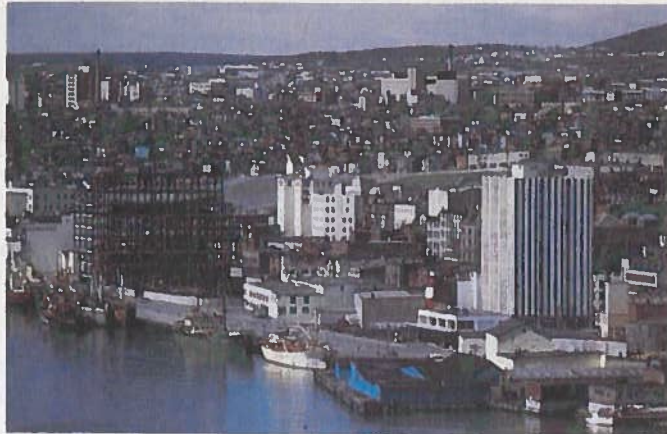
## ENERGY

Four significant oil and gas discoveries have been made off the coast of Newfoundland-Labrador where estimated reserves are 556 billion litres of oil and 1.1 trillion cubic metres of gas. Although development of such reserves is neither a certainty nor a short-term project, the prospect sets the tone for business opportunities.

Current hydro capacity at Churchill Falls is 5,225 megawatts. Long range plans for hydro development in Labrador would give the province an additional capacity of 4,100 megawatts. This potential plus the presence of iron ore, uranium, aluminum, gold, limestone and gypsum offer advantages in energy-intensive industries.

## FISHING

In the immediate term, the fishery offers the most opportunities to manufacturers in Newfoundland. An estimated increase of 155 percent in fish landings over the next five years will present opportunities for further processing activities.



## MINERALS

Iron ore from Labrador dominates the mining scene, accounting for 85 percent of the value of the province's mineral production. The remaining 15 percent includes the mining of zinc, copper, asbestos, gold, lead, gypsum, pyrophyllite and silica. Uranium production is expected shortly.

## FORESTRY

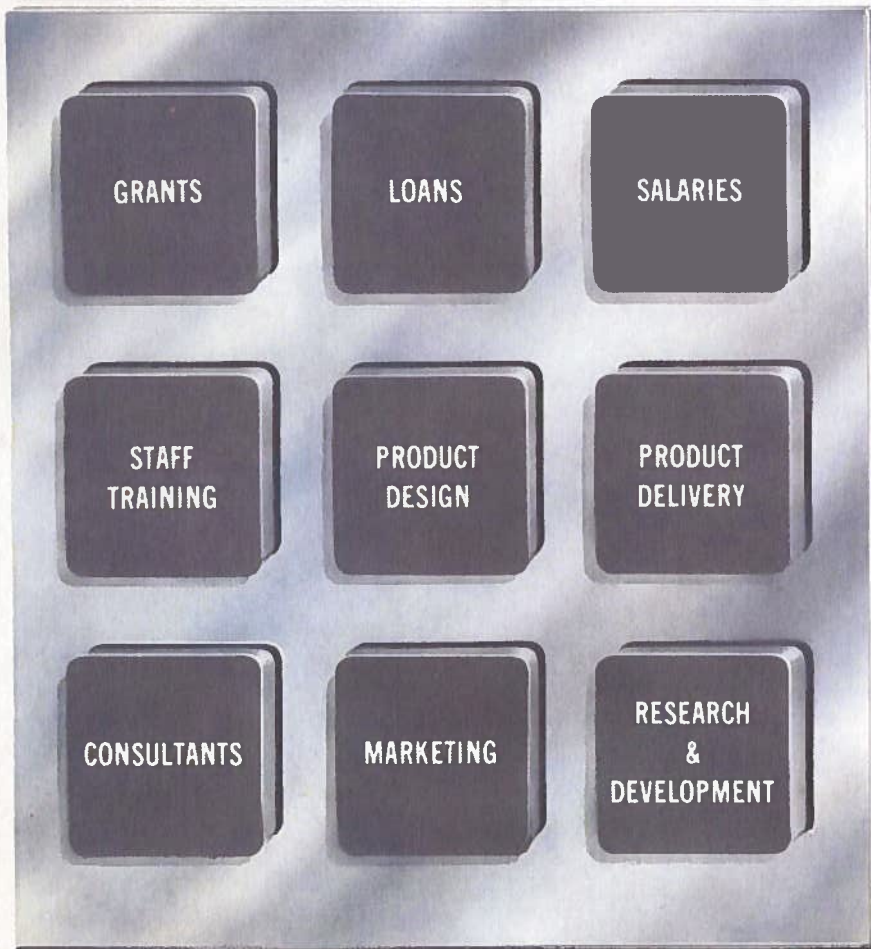
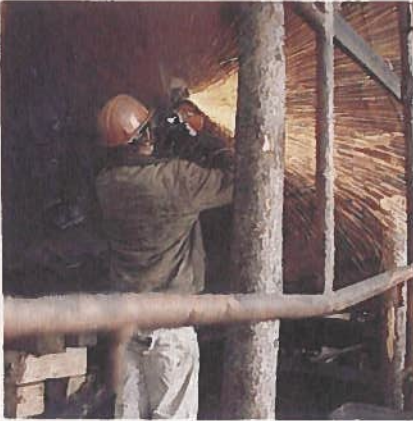
Over 25 percent of the land area is productive forest. Forestry represents a major resource which employs some 5,000 people.



## OCEAN INDUSTRIES

An increased fish harvest and petroleum exploration have created a need for expansion in ocean related industries. The production of fishing gear in the province offers a multi-million dollar opportunity. The construction and outfitting of fishing boats also has good potential.

Related to ocean industry is the need to develop the technical expertise and hardware which will permit offshore development of natural resources in a hostile environment.



## VARIOUS FORMS OF ASSISTANCE

The federal and provincial governments offer a wide range of programs including grants, loans, loan guarantees, tax incentives and other forms of assistance to business. In Atlantic Canada, provisions for such assistance is particularly generous.

The range of such assistance extends from procurement of land, factory construction, purchase of equipment, staff training, salaries, management development, research and development, product design, marketing and product delivery. In addition, there are advantages available through tax measures.

In the pocket you will find a listing of some of the major programs available in each of the four Atlantic provinces. The list is by no means exhaustive because there may be other forms of assistance available to different industries.

If you want more information, please write and tell us about your business and particular interests. We will then be in a position to give you a personalized reply.



## **2. New Brunswick Research and Productivity Council**

Provides cost-recovery contracts between firms and the council to produce high-quality research capability in particular fields.

## **3. National Research Council**

Provides assistance to business on technological and scientific problems. Also offers testing and research facilities.

## **4. Write-Offs**

Write-offs are offered on current and capital expenses for increased research and development. There is also an accelerated write-off on specified business assets including machinery and equipment.

## **5. Industrial Energy Research**

Grants are available for research on products and processes which reduce energy consumption.

## **STAFF AND MANAGEMENT**

### **1. Federal Business Development Bank**

- a) Courses, seminars and meetings designed to upgrade managerial skills of small business firms.
- b) Management counselling by retired businessmen.

### **2. Canada Manpower Industrial Training**

Provides a percentage of a trainee's wages and associated training costs to develop worker skills through on the job training.

### **3. Physical Distribution Advisory Service**

Provides technical advice to firms in the Atlantic Region on matters relating to warehousing, inventory, distribution and marketing.

### **4. Management Training Courses**

All Atlantic Provinces, through an agreement, with the federal government, provide management training courses.



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Dept. of Regional Economic Expansion  
P.O. Box 578  
590 Brunswick Street  
Fredericton, New Brunswick  
E3B 5A6

# NEW BRUNSWICK

Canada

Following is a partial list of assistance available to business firms in New Brunswick.

## **FINANCIAL**

### **1. Regional Development Incentives Program**

Offers grants to manufacturing and processing firms, based on approved capital and salary costs. Loan guarantees are available to manufacturing and processing projects and to new commercial facilities. Grants to new manufacturing and processing facilities are based on 25 per cent of eligible assets and 30 per cent of an average year's wages.

### **2. Federal Business Development Bank**

Offers loans, loan guarantees and equity financing to firms unable to raise capital at reasonable rates.

### **3. Industrial Development**

Interest-free forgivable loans of up to \$50,000 are offered to small businesses involved in manufacturing or processing. Maintenance and repair facilities related to the manufacturing sector are also eligible.

### **4. Export Development Corporation**

Provides financial assistance to sales on the export market through loans, loan guarantees, insurance and surety guarantees.

### **5. New Brunswick Department of Commerce and Development**

Offers loans, loan guarantees and equity financing to firms unable to raise capital at reasonable rates through Provincial Holdings Limited or the Industrial Development Loan Board.

### **6. Enterprise Development Program**

Provides assistance for product development projects, industrial design and market feasibility studies. Loans and loan guarantees are available for plant expansion, modernizing equipment and for working capital.

### **7. Industrial and Commercial Services Development**

In Northern New Brunswick, industrial projects ineligible for other existing incentives may be assisted up to 25 per cent of approved costs and a maximum of 50 per cent of total capital used on the project.

Commercial services may be assisted on projects whose total capital costs exceed \$1 million but have not received any other government financial assistance.

## **8. Tourism**

Interest-free forgivable loans are offered for the expansion of existing tourist attractions or accommodations or for the construction of new facilities.

## **TAX RELIEF**

### **1. Investment Tax Credit**

Provides a deduction from federal tax in respect of depreciable property to be used in manufacturing, processing, farming, fishing, logging, production of minerals, oil and gas and grain storage. The Atlantic Region deduction rate is 20 per cent of the capital investment.

### **2. Accelerated Capital Cost Allowances**

The cost of machinery or equipment for use in manufacturing or processing can be written off in two years.

### **3. Manufacturing Tax Reductions**

A reduction in the federal corporate tax rate on manufacturing and processing profits from 36 to 30 per cent is available. The provincial tax rate is 12 per cent.

### **4. Small Business Tax Reduction**

For small business, the federal tax is reduced from a basic 30 per cent to 9 per cent of manufacturing profits. The provincial small business rate is 9 per cent.

### **5. Employment Tax Credit**

Credits are available for employers who hire unemployed workers in addition to the firm's normal workforce. Credits of \$2 an hour are available.

### **6. Investment Tax Credits**

In specified areas of the region, the federal government is offering an investment tax credit which provides a 50 per cent rate of tax credit against tax liability on capital costs of assets acquired for manufacturing or processing. Most manufacturing and processing activities qualify, but specifically excluded activities are pulp and newsprint production, petroleum refining, farming, fishing, logging and mining.

## **RESEARCH AND DEVELOPMENT**

### **1. Design/Canada**

Offers financial incentives and management training, technical assistance to encourage better design and product development.

### 5. Industrial Energy Research

Grants are available for research on products and processes which reduce energy consumption.

### 6. Rural Development — Research and Development Program

## STAFF AND MANAGEMENT

#### 1. Federal Business Development Bank

- a) Courses, seminars and meetings designed to upgrade managerial skills of small business firms.
- b) Management counselling by retired businessmen.

#### 2. Canada Manpower Industrial Training

Provides a percentage of a trainee's wages and associated training costs to develop worker skills through on the job training.

#### 3. Physical Distribution Advisory Service

Provides technical advice to firms in the Atlantic Region on matters relating to warehousing, inventory, distribution and marketing.

#### 4. Management Training Courses

All Atlantic Provinces, through an agreement, with the federal government, provide management training courses.



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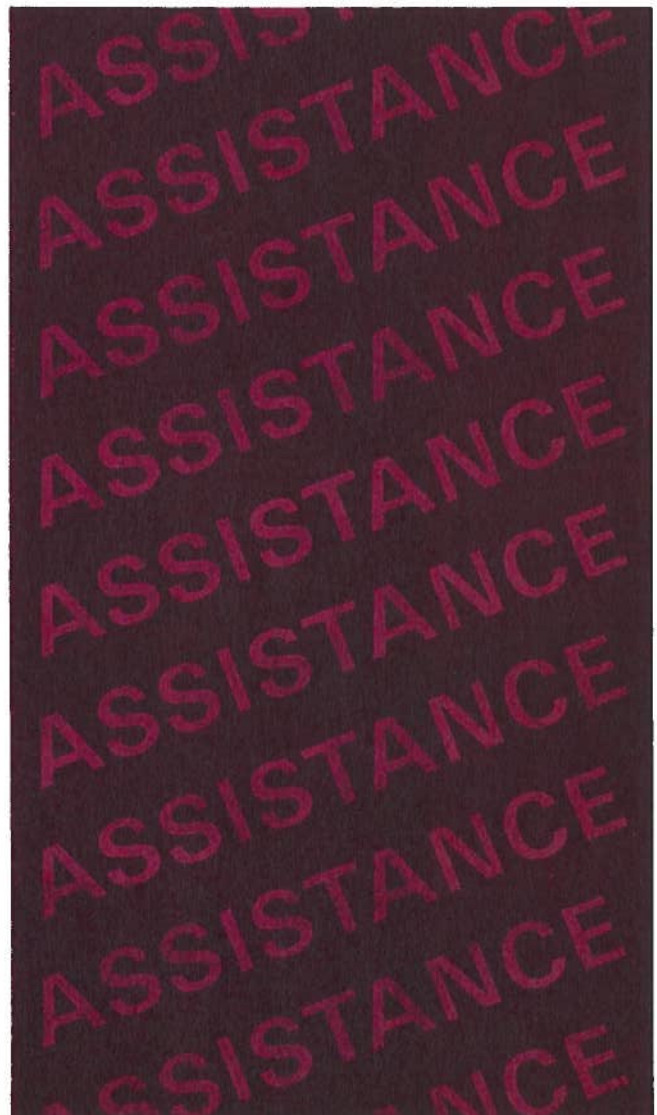
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Dept. of Regional Economic Expansion  
P.O. Box 8950  
St. John's, Newfoundland  
A1B 3R9



# NEWFOUNDLAND

Canada



Following is a partial list of assistance available to business firms in Newfoundland.

## **FINANCIAL**

### **1. Regional Development Incentives Program**

Offers grants to manufacturing and processing firms, based on approved capital and salary costs. Loan guarantees available to commercial facilities. Grants to manufacturers are based on 25 per cent of eligible assets and 30 per cent of an average year's wages.

### **2. Newfoundland and Labrador Development Corporation**

Provides loans and equity funding to small and medium sized firms where additional funding is required to improve the company's viability.

### **3. Tourism Assistance**

Offers grants to assist in the construction of new tourist attractions and accommodations.

### **4. Export Development Corporation**

Provides financial assistance to sales on the export market through loans, loan guarantees, insurance and surety guarantees.

## **TAX RELIEF**

### **1. Investment Tax Credit**

Provides a deduction from federal tax in respect of depreciable property to be used in manufacturing, processing, farming, fishing, logging, production of minerals, oil and gas, and grain storage. The Atlantic deduction rate is 20 per cent.

### **2. Accelerated Capital Cost Allowances**

The cost of machinery or equipment for use in manufacturing or processing can be written off in two years.

### **3. Manufacturing Tax Reductions**

A reduction in the federal corporate tax rate on manufacturing and processing profits from 36 to 30 per cent is available. The provincial corporate tax rate is 14 per cent.

### **4. Small Business Tax Reduction**

For small business, the federal tax is reduced from a basic 30 per cent to 9 per cent of manufacturing profits. The provincial corporate tax rate is 14 per cent.

### **5. Employment Tax Credit**

Credits are available for employers who hire unemployed workers in addition to the firm's normal workforce. Credits of \$2 an hour are available.

### **6. Investment Tax Credits**

In specified areas of the region, the federal government is offering an investment tax credit which provides a 50 per cent rate of tax credit against tax liability on capital costs of assets acquired for manufacturing or processing. Most manufacturing and processing activities qualify, but specifically excluded activities are pulp and newsprint production, petroleum refining, farming, fishing, logging and mining.

## **RESEARCH AND DEVELOPMENT**

### **1. Design/Canada**

Offers financial incentives and management training, technical assistance to encourage better design and product development.

### **2. Newfoundland Oceans Research and Development Corporation**

Provides cost-recovery contracts between firms and the corporation to produce high-quality research capability in ocean-related industries.

### **3. National Research Council**

Provides assistance to business on technological and scientific problems. Also offers testing and research facilities.

### **4. Write-Offs**

Write-offs are offered on current and capital expenses for increased research and development. There is also an accelerated write-off on specified business assets including machinery and equipment.



logical and scientific problems. Also offers testing and research facilities.

### **3. Write-Offs**

Write-offs are offered on current and capital expenses for increased research and development. There is also an accelerated write-off on specified business assets including machinery and equipment.

### **4. Industrial Energy Research**

Grants are available for research on products and processes which reduce energy consumption.

## **STAFF AND MANAGEMENT**

### **1. Federal Business Development Bank**

- a) Courses, seminars and meetings designed to upgrade managerial skills of small business firms.
- b) Management counselling by retired businessmen.

### **2. Canada Manpower Industrial Training**

Provides a percentage of a trainee's wages and associated training costs to develop worker skills through on the job training.

### **3. Physical Distribution Advisory Service**

Provides technical advice to firms in the Atlantic Region on matters relating to warehousing, inventory, distribution and marketing.

### **4. Management Training Courses**

All Atlantic Provinces, through an agreement, with the federal government, provide management training courses.



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Dept. of Regional Economic Expansion  
P.O. Box 1115  
Charlottetown, Prince Edward Island  
C1A 7M8

# **PRINCE EDWARD ISLAND**

Canada

Following is a partial list of assistance available to business firms in Prince Edward Island.

## **FINANCIAL**

### **1. Regional Development Incentives Program**

Offers grants to manufacturing and processing firms, based on approved capital and salary costs. Loan guarantees available to commercial facilities. Grants to manufacturers are based on 25 per cent of eligible assets and 30 per cent of an average year's wages.

### **2. Prince Edward Island Industrial Enterprises Inc.**

Offers loans for the expansion of existing manufacturing and processing plants and for the establishment of new operations. In some cases, interest forgiveness will be considered during the early stage of the project. Manages the two industrial malls in Prince Edward Island which offer reduced rentals to starting manufacturing or processing companies for a maximum period of five years.

### **3. Industrial Assistance Program**

Small business in the manufacturing and processing industry may obtain forgivable loans for expansion to existing projects with maximum loan not to exceed \$12,500. Applicants must not be eligible under any other federal or provincial programs.

### **4. Service Sector Assistance Program**

Forgivable loans are offered to companies which provide essential services now being imported to the island. Maximum loan is \$30,000

### **5. Federal Business Development Bank**

Offers loans, loan guarantees and equity financing to firms unable to raise capital at reasonable rates.

### **6. Export Development Corporation**

Provides financial assistance to sales on the export market through loans, loan guarantees, insurance and surety guarantees.

## **TAX RELIEF**

### **1. Investment Tax Credit**

Provides a deduction from federal tax in respect of a depreciable property to be used in manufacturing, processing, farming, fishing, logging, production of minerals, oil and gas, and grain storage. The Atlantic deduction rate is 20 per cent.

### **2. Accelerated Capital Cost Allowances**

The cost of machinery or equipment for use in manufacturing or processing can be written off in two years.

### **3. Manufacturing Tax Reductions**

A reduction in the federal corporate tax rate on manufacturing and processing profits from 36 to 30 per cent. The provincial corporate tax rate is 10 per cent.

### **4. Small Business Tax Reduction**

For small business, the tax rate is reduced from a basic 30 per cent to 9 per cent of manufacturing profits. The provincial corporate tax rate is 10 per cent.

### **5. Employment Tax Credit**

Credits are available for employers who hire unemployed workers in addition to the firm's normal workforce. Credits of \$2 an hour are available.

### **6. Investment Tax Credits**

In specified areas of the region, the federal government is offering an investment tax credit which provides a 50 per cent rate of tax credit against tax liability on capital costs of assets acquired for manufacturing or processing. Most manufacturing and processing activities qualify, but specifically excluded activities are pulp and newsprint production, petroleum refining, farming, fishing, logging and mining.

## **RESEARCH AND DEVELOPMENT**

### **1. Design/Canada**

Offers financial incentives and management training, technical assistance to encourage better design and product development.

### **2. National Research Council**

Provides assistance to business on techno-

#### 4. Write-offs

Write-offs are offered on current and capital expenses for increased research and development. There is also an accelerated write-off on specified business assets including machinery and equipment.

#### 5. Industrial Energy Research

Grants are available for research on products and processes which reduce energy consumption.

### STAFF AND MANAGEMENT

#### 1. Federal Business Development Bank

- a) Courses, seminars and meetings designed to upgrade managerial skills of small business firms.
- b) Management counselling by retired businessmen.

#### 2. Canada Manpower Industrial Training

Provides a percentage of a trainee's wages and associated training costs to develop worker skills through on the job training.

#### 3. Physical Distribution Advisory Service

Provides technical advice to firms in the Atlantic Region on matters relating to warehousing, inventory, distribution and marketing.

#### 4. Management Training

Federal-provincial courses in management training are available at a nominal cost.



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Dept. of Regional Economic Expansion  
Queen's Square, 11th floor  
P.O. Box 1320  
45 Alderney Drive  
Dartmouth, Nova Scotia  
B2Y 4B9

# NOVA SCOTIA

Canada



Following is a partial list of assistance available to business firms in Nova Scotia.

## **FINANCIAL**

### **1. Regional Development Incentives Program**

Offers grants to manufacturing and processing firms, based on approved capital and salary costs. Loan guarantees available to commercial facilities. Grants to manufacturers are based on 25 per cent of eligible assets and 30 per cent of an average year's wages.

### **2. Nova Scotia Industrial Estates Limited**

Makes financing available to manufacturing industries toward the cost of land, buildings and production machinery. Also manages the two provincial incubator malls which provide limited-area facilities to new manufacturing and processing companies on a reduced rate rental basis with a maximum of five years occupancy.

### **3. Cape Breton Development Corporation**

Offers financial assistance to any enterprise that can produce permanent employment and learning opportunities toward the diversification of industry in Cape Breton. Assistance is in the form of grants, loans and equity investment.

### **4. Federal Business Development Bank**

Offers loans, loan guarantees and equity financing to firms unable to raise capital at reasonable rates.

### **5. Export Development Corporation**

Provides financial assistance to sales on the export market through loans, loan guarantees, insurance and surety guarantees.

### **6. Tourism**

Provides grants to assist in the construction of new tourist attractions and accommodations.

## **TAX RELIEF**

### **1. Investment Tax Credit**

Provides a deduction from federal tax in respect of depreciable property to be used in manufacturing, processing, farming, fishing,

logging, production of minerals, oil and gas, and grain storage. The Atlantic deduction rate is 20 per cent.

### **2. Accelerated Capital Cost Allowance**

The cost of machinery or equipment for use in manufacturing or processing can be written off in two years.

### **3. Manufacturing Tax Reductions**

A reduction in the federal corporate tax rate on manufacturing and processing profits from 36 to 30 per cent. The provincial corporate tax rate is 13 per cent.

### **4. Small Business Tax Reduction**

For small business, the tax rate is reduced from a basic 30 per cent to 9 per cent of manufacturing profits. The provincial small business tax rate is 10 per cent.

### **5. Employment Tax Credit**

Credits are available for employers who hire unemployed workers in addition to the firm's normal workforce. Credits of \$2 an hour are available.

### **6. Investment Tax Credits**

In specified areas of the region, the federal government is offering an investment tax credit which provides a 50 per cent rate of tax credit against tax liability on capital costs of assets acquired for manufacturing or processing. Most manufacturing and processing activities qualify, but specifically excluded activities are pulp and newsprint production, petroleum refining, farming, fishing, logging and mining.

## **RESEARCH AND DEVELOPMENT**

### **1. Design/Canada**

Offers financial incentives and management training, technical assistance to encourage better design and product development.

### **2. Nova Scotia Research Foundation Corporation**

Provides cost-recovery contracts between firms and the foundation to produce high-quality research capability in particular fields.

### **3. National Research Council**

Provides assistance to business on technological and scientific problems. Also offers testing and research facilities.



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