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# The Atlantic Enterprise Program



Helping business grow.



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada



# The Atlantic Enterprise Program



## A new partnership between government and the private sector.

Building on its partnership with private business, the Government of Canada has created the Atlantic Enterprise Program (AEP) to encourage long-term economic growth in the Atlantic region.

This is a new, broader initiative that has been added to the range of business assistance programs available from the federal government through the Department of Regional Industrial Expansion (DRIE).

## Qualifying businesses can receive needed assistance to help them invest in Atlantic Canada.

*The Atlantic Enterprise Program can provide qualifying businesses with the tools to grow in two important ways: by lowering the cost of borrowing and providing loan insurance. In this way, AEP makes investment dollars available to new and expanding businesses.*

AEP offers federal assistance to businesses across a wide range of industry sectors and complements DRIE's other assistance programs, such as the Industrial and Regional Development Program (IRDP), the Small Businesses Loans Act (SBLA) and federal-provincial sub-agreements.

With a regionally based private sector board to review projects, the Atlantic Enterprise Program's aim is to assist businesses

operating in the Atlantic region to grow, providing new jobs for Atlantic Canadians.

### Two types of support are available.

#### Loan insurance and interest buy-downs:

#### Substantially lower cost of borrowing.

With interest buy-downs of up to 6 percentage points on new term loans to carry out a project in an eligible sector.

#### Special loan insurance

With 85% insurance on new term loans to carry out a project in an eligible sector.





# Program Elements

## Interest buy-downs.

Contributions may be offered to businesses under AEP to buy down, or reduce, the interest rate up to a maximum of six percentage points on new term loans for approved projects. For example, a borrower might normally have to pay interest charges of 13%. With AEP assistance, the borrower would receive a contribution reducing the interest to as low as 7%.

Application can be made for either the loan insurance or the interest buy-down, or both. Loans for mergers, acquisitions and refinancing do not qualify for support.

## Loan Insurance

AEP can offer 85% insurance on loans by eligible lenders for new capital investment on projects in an eligible sector. Lenders are charged a yearly fee of 1% of the insured amount.

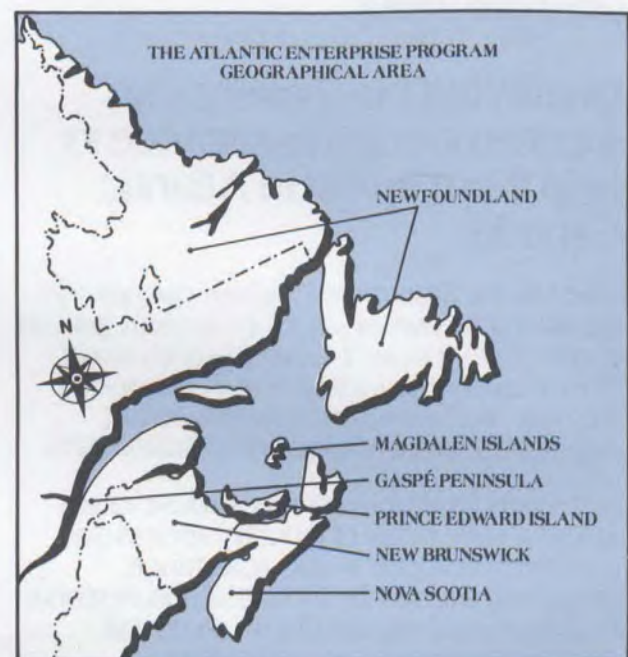
## A wide range of eligible business and industry sectors:

- Aquaculture
- Commercial research and development facilities
- Freight forwarding
- Logging
- Manufacturing
- Mining
- Services to business and the resource sector
- Storage and warehousing
- Tourism

For a more complete list of eligible sectors, please consult the AEP regulations, and terms and conditions available at your nearest DRIE office.

## New and expanding businesses in Atlantic Canada.

The Atlantic Enterprise Program applies to projects in the provinces of Newfoundland, Nova Scotia, Prince Edward Island and New Brunswick, as well as the Gaspé Peninsula (including Kamouraska County) and the Magdalen Islands in Quebec.



## Eligible Projects.

A project is defined as the establishment, expansion or modernization of a commercial





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Programme Entreprise Atlantique

operation in an eligible sector. Projects in the tourism sector must be of a quality and scope to attract international and national tourists.

## New term loans of \$250 000 or more by eligible lenders.

Terms loans of \$250 000 and more are eligible under the Atlantic Enterprise Program.

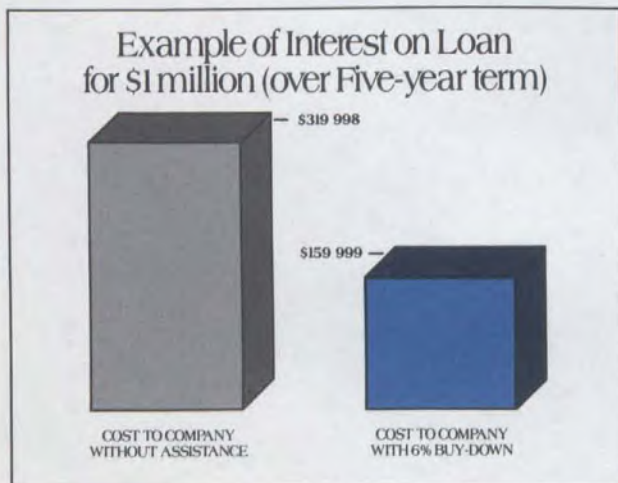
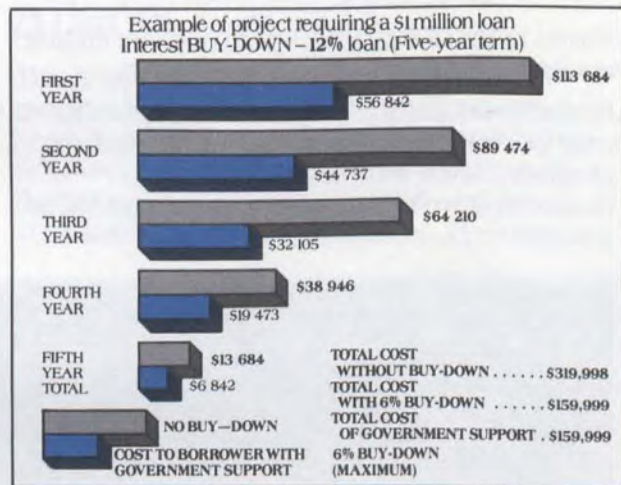
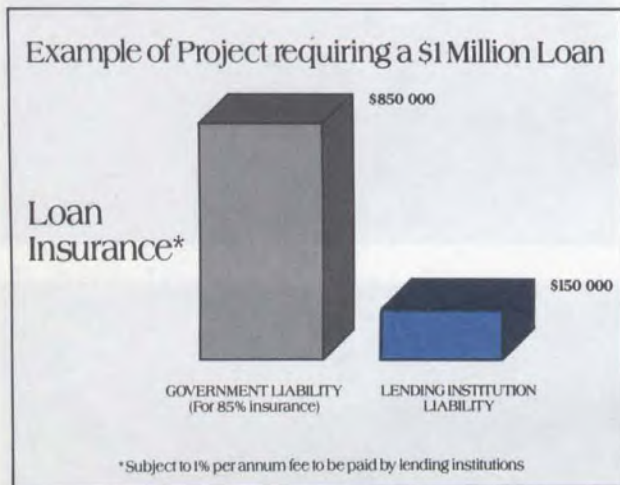
Projects requiring a lower level of financing may be eligible for assistance under other programs offered by DRIE, the Federal Business Development Bank or the provincial governments.





# General Program Criteria

Increase your borrowing power and cut your interest costs significantly.



Interest Buy-downs up to 6 percentage points.

Loan insurance of 85%.



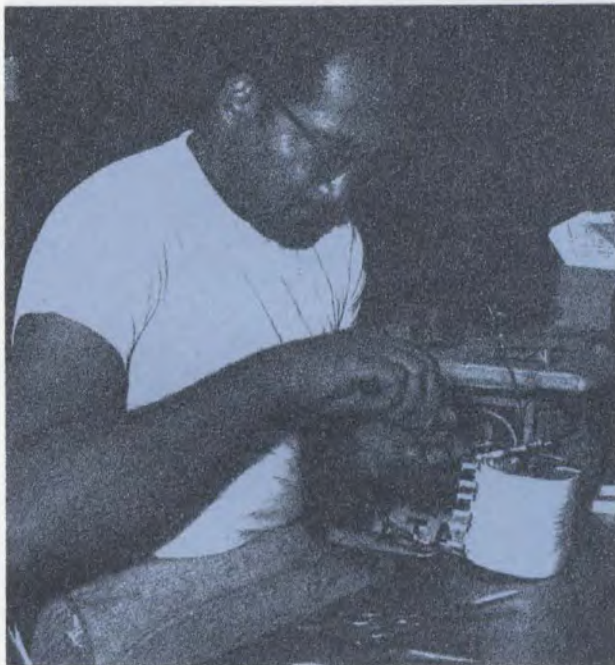
## Qualifying projects.

Assistance can be provided for projects which would otherwise not proceed and which will make a significant economic contribution to both the Atlantic region and Canada as a whole.

Projects should be commercially viable and should not have adverse effects such as creating overcapacity in a sector.

## Applicants.

Individuals, partnerships, co-operatives and corporations may apply under AEP. Excluded are federal, provincial and municipal governments, as well as legal entities owned or controlled by any government, such as Crown corporations and companies, as well as their subsidiaries.



## Eligible Lender.

Loans under AEP may be made by a private lender such as a bank, credit union, caisse populaire or other co-operative society, trust company, loan company, insurance company or pension fund.

## Equity.

The project should be financed with a reasonable percentage of private equity.

## Termination Date.

No assistance will be given under AEP if an application is received after December 31, 1990.





# The Atlantic Enterprise Board.

The Atlantic Enterprise Board is a private sector board appointed by the Minister of Regional Industrial Expansion to review cases and make recommendations for assistance.

The Board, which has representatives from each of the designated provinces, also provides the minister with advice on policy matters relating to the Atlantic Enterprise Program.

**Cape Breton.** Applications for assistance in the Cape Breton area will be reviewed by the Enterprise Cape Breton Board.

## How to apply to the Atlantic Enterprise Program.

Applications for AEP loan insurance and/or interest buy-downs can be obtained from any DRIE office across Canada. A list of the office addresses and phone numbers follows:

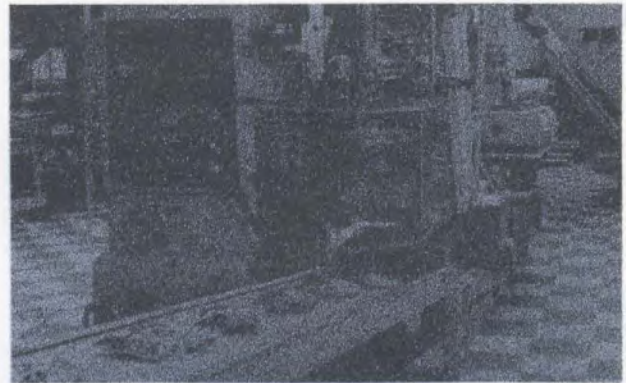
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### Newfoundland

P.O. Box 8950  
Parsons Building  
90 O'Leary Avenue  
St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-4917

Local Offices:  
Corner Brook  
Tel: (709) 634-4477  
Happy Valley — Goose Bay, Labrador  
Tel: (709) 896-2741

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### Prince Edward Island

P.O. Box III5  
Confederation Court Mall  
134 Kent Street, Suite 400  
Charlottetown, Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7400

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### Nova Scotia

P.O. Box 940, Station M  
1496 Lower Water Street  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-2018

Local Office:  
Sydney  
Tel: (902) 564-7007

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### New Brunswick

P.O. Box 1210  
Assumption Building  
770 Main Street  
Moncton, New Brunswick  
E1C 8P9  
Tel: (506) 857-6400

Local Offices:  
Bathurst  
Tel: (506) 548-8907  
Fredericton  
Tel: (506) 452-3134

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**Québec**

C.P. 247  
Tour de la Bourse  
800, place Victoria, Pièce 3800  
Montréal (Québec)  
H4Z 1E8  
Tel: (514) 283-8185/1-800-361-5367

Local Offices:

Alma  
Tel: (418) 668-3084/1-800-463-9908

Drummondville

Tel: (819) 478-4664/1-800-567-1418

Québec

Tel: (418) 648-4826/1-800-463-5204

Rimouski

Tel: (418) 722-3282/1-800-252-9073

Sherbrooke

Tel: (819) 565-4713/1-800-567-6084

Trois-Rivières

Tel: (819) 374-5544/1-800-567-8637

Val-d-Or

Tel: (819) 825-5260/1-800-567-6451

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# Ontario Enterprise Board

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## Ontario

P.O. Box 98  
1 First Canadian Place, Suite 4660  
Toronto, Ontario  
M5X 1B1  
Tel: (416) 365-3737

District Offices:  
Southwestern (London)  
Tel: (519) 679-5820

Northeastern (Sudbury)  
Tel: (705) 675-0711  
Northwestern (Thunder Bay)  
Tel: (807) 623-4436  
Eastern (Ottawa)  
Tel: (613) 993-4963

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## Manitoba

P.O. Box 981  
Room 608  
330 Portage Avenue  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 949-6182

Local Office:  
Thompson  
Tel: (204) 778-4486

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## Saskatchewan

105-21st Street East  
6th floor  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-4400

Local Offices:  
Regina  
Tel: (306) 780-6108  
Prince Albert  
Tel: (306) 764-6800





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**Alberta**

Cornerpoint Building  
10179 - 105th Street, Suite 505  
Edmonton, Alberta  
T5J 3S3  
Tel: (403) 420-2944

Local Office:  
Calgary  
Tel: (403) 292-4575

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**British Columbia**

P.O. Box 49178  
Bentall Tower 4  
1101-1055 Dunsmuir Street  
Vancouver, British Columbia  
V7X 1K8  
Tel: (604) 666-0434

Local Offices:  
Victoria  
Tel: (604) 388-3181  
Prince George  
Tel: (604) 562-4451

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**Northwest Territories**

P.O. Bag 6100, Precambrian Building  
Yellowknife, Northwest Territories  
X1A 1C0

Tel: (403) 920-8571

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**Yukon**

301 - 108 Lambert Street  
Whitehorse, Yukon  
Y1A 1Z2

Tel: (403) 668-4655





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