



**Regional
Economic
Expansion**

**Expansion
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REPORT ON REGIONAL DEVELOPMENT INCENTIVES

April, 1974

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DEPARTMENT OF REGIONAL ECONOMIC EXPANSION

REPORT TO PARLIAMENT ON THE ADMINISTRATION OF DEVELOPMENT
INCENTIVES UNDER THE REGIONAL DEVELOPMENT INCENTIVES ACT
AND SECTION 10 OF THE DEPARTMENT OF REGIONAL ECONOMIC
EXPANSION ACT FOR THE MONTH OF APRIL 1974

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INTRODUCTION

The Regional Development Incentives Act and the Department of Regional Economic Expansion Act make provision for incentives in support of the establishment, modernization or expansion of manufacturing and other types of facilities. The incentives, which may take the form of grants or loan guarantees, are made available as a means of increasing or maintaining employment opportunities in regions and areas designated by Governor-in-Council as those requiring special measures to facilitate economic expansion and social adjustment.

Copies of the statutes and regulations concerned, and of brochures explaining the administrative process by which incentive grants and loan guarantees are made, may be obtained from the Public Information Division of the Department of Regional Economic Expansion.

The purpose of this monthly report, which is available to the general public, is to provide Parliament

with up-to-date information on the operation of the regional development incentives program. The report contains summary statistics on administrative actions taken from the inception of the program until the end of the month in question, together with listings of essential facts pertaining to each offer of incentive assistance accepted during that month.

Incentives to industry are available in broad regions and special areas designated by the federal government following consultation with the provincial governments.

The designated regions cover broad segments of the country. The special areas represent more localized focal points of potential development.

Under the regulations which apply in the main to applications received before April 1, 1974, the size of an incentive grant may be varied within statutory limits to meet the requirements of a particular project. Under the revised program which was introduced on that date, standard formulae are used to calculate the level of incentive which may be offered for most projects. For a new plant or the expansion of an existing plant into new product lines, the formula is based on approved capital costs and approved wages and salaries related to the jobs created. For a plant modernization or an expansion that does not involve a new product, only approved capital costs can be considered.

Large projects, depending upon their requirements and the benefits to the region, may be offered a wider range of incentives including some which are specifically or provisionally repayable.

The maximum level of grant available under both the pre-revision and the revised programs is 20 per cent of approved capital costs for a modernization or expansion and 25 per cent of approved capital costs plus \$5,000 per eligible direct job created for a new plant or new product expansion.

In addition to the previously mentioned maxima, the Regional Development Incentives Act stipulates that grants shall not exceed \$30,000 per eligible direct job created or one-half of the capital to be employed in the project.

Industrial incentives available under the "Special Area" provision of the Department of Regional Economic Expansion Act are not subject to the same statutory maxima. However, as a matter of administrative practice,

standards applicable under the Regional Development Incentives Act are normally applied where relevant.

Loan guarantees, which are intended to offset difficulties that investors sometimes encounter in obtaining loan funds for investment in slow-growth regions, may not exceed 90 percent of the total advances by a lender, plus the interest involved, or 72 percent of the total capital costs.

Although administrative practice differs somewhat depending on whether incentive assistance is provided under the Regional Development Incentives Act or the Department of Regional Economic Expansion Act, standard terminology is used in this report. Under the Regional Development Incentives Act, for example, letters are used to offer incentive assistance. Under the Department of Regional Economic Expansion Act, proposed agreements are used for the same purpose. For the sake of simplicity, both actions are described in this report as "offers made". In the final section of the report, which is concerned with the definition of terms, attention is drawn to a number of other technical points of some significance.

In conclusion, it should be noted that applications for incentive assistance and support documentation contain a large amount of information that must be regarded as commercially confidential. It is for this reason that, as a matter of policy, the Department is unable to make public certain types of data. It is for the same reason that the Department does not reveal the fact that a particular application has been received unless and until it results in an accepted offer of incentive assistance. This policy is, of course, consistent with the aims and objectives of the program, which is designed to encourage investment in the designated regions and special areas of Canada.

PART I - SUMMARY STATISTICS

In this part of the report, there are two tables setting forth summary statistics on different aspects of the regional development incentives program.

Table 1, which relates to incentive grants, is concerned with the disposition of applications received, and the status of offers made as of the end of April 1974.

Among other things, it shows:

- (1) that, during the month of April, 122 applications were received and 33 offers were made;
- (2) that, of the 9204 applications received since the inception of the program, 5097 were rejected or withdrawn, and 3639 resulted in offers;
- (3) that, after allowing for lapses, withdrawals, and offers not accepted, the net total of accepted offers stood at 2642, and
- (4) that, against obligations represented by the net total of 2642 accepted offers, partial payments had been made in 1511 cases, and final payments in 286 cases.

Estimates made at the time of offered incentives, and adjustments made as a result of subsequent changes in the projects concerned, produce the following totals pertaining to the current level of net accepted offers:

- ... eligible capital costs of \$2,111 million
- ... expected direct new jobs numbering 107,456
and
- ... incentive grants of \$431.5 million

Incentive grants actually paid to date total \$185.7 million

Table 2, which relates to loan guarantees, is concerned with the disposition of applications received, and the status of offers made to the end of April, 1974.

TABLE 1INCENTIVE GRANT APPLICATIONSDISPOSITION OF APPLICATIONS AND
STATUS OF OFFERS - APRIL, 1974

| | <u>MONTH</u> | <u>CURRENT FISCAL YEAR</u> | <u>INCEPTION TO DATE</u> |
|--|--------------|--------------------------------|------------------------------|
| <u>STATUS OF APPLICATIONS</u> | | | |
| Applications Received | 122 | 122 | 9204 |
| Applications Withdrawn | 32 | 32 | 2909 |
| Applications Rejected | 13 | 13 | 2188 |
| Offers Made | 33 | 33 | 3639 |
| <u>STATUS OF OFFERS MADE</u> | | | |
| Offers Made | 33 | 33 | 3639 |
| Offers Lapsed | 3 | 3 | 189 |
| Offers Declined | 5 | 5 | 260 |
| Offers Accepted | 20 | 20 | 3113 |
| <u>STATUS OF OFFERS ACCEPTED</u> | | | |
| Offers Accepted | 20 | 20 | 3113 |
| Accepted Offers Declined or Withdrawn | 8 | 8 | 471 |
| Net Offers Accepted | 12 | 12 | 2642 |
| <u>STATUS OF NET OFFERS ACCEPTED</u> | | | |
| Net Offers Accepted | 12 | 12 | 2642 |
| No Payment Made | - | - | 844 |
| Partial Payment Made | 128 | 128 | 1511 |
| Final Payment Made | 17 | 17 | 286 |

TABLE 2LOAN GUARANTEE APPLICATIONSDISPOSITION OF APPLICATIONS AND
STATUS OF OFFERS - APRIL 1974

| | <u>MONTH</u> | <u>CURRENT FISCAL YEAR</u> | <u>INCEPTION TO DATE</u> |
|--|--------------|--------------------------------|------------------------------|
| <u>STATUS OF APPLICATIONS</u> | | | |
| Applications Received | - | - | 259 |
| Applications Withdrawn | - | - | 125 |
| Applications Rejected | 1 | 1 | 82 |
| Offers Made | - | - | 42 |
| <u>STATUS OF OFFERS MADE</u> | | | |
| Offers Made | - | - | 42 |
| Offers Lapsed | - | - | 5 |
| Offers Declined | - | - | 3 |
| Offers Accepted | 1 | 1 | 33 |
| <u>STATUS OF OFFERS ACCEPTED</u> | | | |
| Offers Accepted | 1 | 1 | 33 |
| Accepted Offers Declined or Withdrawn | - | - | 7 |
| Net Offers Accepted | 1 | 1 | 26 |
| <u>STATUS OF NET OFFERS ACCEPTED</u> | | | |
| Net Offers Accepted | 1 | 1 | 26 |
| Guarantees in Operation | - | - | 16 |

PART II - INCENTIVE GRANT ACTIVITY DURING THE MONTH

Part II consists of Table 3 which provides a complete alphabetic listing for the month of April of:

- (1) offers accepted;
- (2) offers accepted and subsequently revised;
and
- (3) offers accepted and subsequently declined;
or withdrawn

The month and year of the most recent report for offers accepted and subsequently revised, declined or withdrawn are indicated in brackets under the company name. Only the revised data are shown.

Abbreviations have been used to describe the details of "type of project". Although full descriptions are provided in Part IV of this report, the abbreviations used are:

- | | | |
|--------|---|-------------------------|
| N | - | New Plant |
| N.P.E. | - | New Product Expansion |
| E | - | Expansion |
| M | - | Modernization |
| N.C.F. | - | New Commercial Facility |

TABLE 3

INCENTIVE GRANT ACTIVITY

DETAILS OF OFFERS ACCEPTED, AND OF OFFERS ACCEPTED
AND SUBSEQUENTLY REVISED, DECLINED OR WITHDRAWN DURING APRIL 1974

OFFERS ACCEPTED

| <u>Company*</u> | <u>Plant Location</u> | <u>Product and/or Process</u> | <u>Type of Project</u> | <u>Expected Eligible Cost</u> | <u>Expected Direct New Jobs</u> | <u>Rate of Offer</u> | <u>Estimated Amount of Incentives Grant</u> |
|--|------------------------------------|--|--------------------------------|---------------------------------------|---|--|---|
| 1. A. Cohen & Co. Inc. | St. Gabriel de Brandon, Que. | Men's Sport Coats and Suits | M | \$ 95,000 | 23 | 20% | \$ 19,000 |
| 2. Aero Manufacturing Ltd. | Hartland, N.B. | Fibreglass Automotive Body Parts | N | \$ 70,500 | 16 | 25% and \$2,000 per eligible job (15) | \$ 47,625 |
| 3. Axe Industries Inc. | Drummondville, Que. | Axles for Mobile Homes | N | \$ 280,000 | 29 | 12% and \$1,500 per eligible job (25) | \$ 71,100 |
| 4. Canadian Metallurgical Ltd. | Granby, Que. | Continuous Tubular Welding Wire and Special Metallic Welding Powders | N | \$1,040,000 | 84 | 11% and \$2,000 per eligible job (81) | \$ 276,400 |
| 5. Clyde Everett (1972) Limited | Bridgetown, N.S. | Concrete Blocks | N | \$ 399,522 | 2 | 25% | \$ 99,880 |
| 6. Day-Nite Neon Newfoundland Limited | St. John's, Nfld. | Neon Signs | E | \$ 85,140 | 3 | 20% | \$ 17,028 |

OFFERS ACCEPTED

12.

| <u>Company</u> | <u>Plant Location</u> | <u>Product and/or Process</u> | <u>Type of Project</u> | <u>Expected Eligible Cost</u> | <u>Expected Direct New Jobs</u> | <u>Rate of Offer</u> | <u>Estimated Amount of Incentive Grant</u> |
|--|-----------------------|---------------------------------|------------------------|-------------------------------|---------------------------------|--|--|
| 7. Destel Inc. | Grantham, Que. | Wooden Kitchen Cupboards | N | \$ 396,000 | 36 | 12% and \$1,200 per eligible job (34) | \$ 88,320 |
| 8. Don's Home Bakery | Kenora, Ont. | Baked Goods | N | \$ 120,000 | 4 | 25% | \$ 30,000 |
| 9. Dresser Industries Inc., Dresser Clark Division | Lethbridge, Alta. | Compressors & Turbines | N | \$6,470,000 | 129 | 15% and \$2,500 per eligible job (129) | \$1,293,000 |
| 10. Eastern Quebec Seafoods Ltd. | Matane, Que. | Crab & Shrimp | EM | \$ 73,100 | 34 | 20% | \$ 14,620 |
| 11. Electrohome Limited | Stellarton, N.S. | Bedroom Furniture | N | \$2,470,000 | 341 | 20% and \$4,000 per eligible job (339) | \$1,850,000 |
| 12. Fabrique d'Appareillages Electriques Ltée | Montmagny, Que. | Circuit Breakers & Transformers | E | \$ 260,000 | 18 | 15% | \$ 39,000 |
| 13. Farm King Ltd. | Morden, Man. | Farm Equipment | N | \$ 537,500 | 108 | 15% and \$2,400 per eligible job (50) | \$ 200,625 |
| 14. H.D. Lee of Canada Ltd. | North Bay, Ont. | Clothing | N | \$3,979,000 | 563 | 10% and \$1,200 per eligible job (563) | \$1,073,500 |

OFFERS ACCEPTED

13.

| <u>Company</u> | <u>Plant Location</u> | <u>Product and/or Process</u> | <u>Type of Project</u> | <u>Expected Eligible Cost</u> | <u>Expected Direct New Jobs</u> | <u>Rate of Offer</u> | <u>Estimated Amount of Incentive Grant</u> |
|--|--------------------------|-------------------------------|------------------------|-------------------------------|---------------------------------|--|--|
| 15. Mason Windows Limited | Amherst, N.S. | Wooden Windows & Doors | N | \$ 407,000 | 29 | 20% and \$2,000 per eligible job (24) | \$ 129,400 |
| 16. Monarch Industries (1973) Limited | Winkler, Man. | Iron Castings & Cement Mixers | N | \$4,220,000 | 205 | 20% and \$3,000 per eligible job (203) | \$1,453,000 |
| 17. Scierie Temiscamingue Enrg. | Notre-Dame du Nord, Que. | Wood Chips | NPE | \$ 87,900 | 7 | 20% and \$1,250 per eligible job (4) | \$ 22,580 |
| 18. Stedfast Screw Atlantic Ltd. | Saint John, N.B. | Industrial Fasteners | N | \$ 185,000 | 13 | 25% and \$5,000 per eligible job (13) | \$ 111,250 |
| 19. Sullivan Trailer & Equipment Manufacturing Limited | Thessalon, Ont. | Logging Trailers | N | \$ 270,670 | 21 | 13% and \$3,000 per eligible job (21) | \$ 98,187 |
| 20. The Shield Development Co. Ltd. | Spragge, Ont. | Copper Sulphate | N | \$ 995,000 | 52 | 10% and \$3,000 per eligible job (52) | \$ 255,500 |

ACCEPTED OFFERS SUBSEQUENTLY REVISED

14.

| <u>Company</u> | <u>Plant Location</u> | <u>Product and/or Process</u> | <u>Type of Project</u> | <u>Expected Eligible Cost</u> | <u>Expected Direct New Jobs</u> | <u>Rate of Offer</u> | <u>Estimated Amount of Incentive Grant</u> |
|---|-----------------------|-------------------------------|------------------------|-------------------------------|---------------------------------|---------------------------------------|--|
| 1. Prince Edward Island Lending Authority Georgetown Shipyard Division (Jan/74) | Georgetown, P.E.I. | Ships | EM | \$ 178,500 | 3 | 20% | \$ 35,700 |
| 2. Bilopage Inc. (May/73) | Ville Vanier, Que. | Meat Processing | N | \$1,167,500 | 34 | 15% | \$ 175,125 |
| 3. Bruce Stewart Limited (May/70) | Charlottetown, P.E.I. | Metal Working | NPE | \$ 64,000 | 6 | 20% and \$3,950 per eligible job (6) | \$ 36,500 |
| 4. Cansteel Ltd. (Jan/73) | Fredericton, N.B. | Axles for Mobile Homes | N | \$ 253,815 | 30 | 15% and \$1,500 per eligible job (29) | \$ 31,572 |
| 5. Ocean Harvesters Limited (Aug/72) | Harbour Grace, Nfld. | Fish Meal and Oil | EM | \$ 261,373 | 5 | 20% | \$ 52,275 |

ACCEPTED OFFERS SUBSEQUENTLY DECLINED OR WITHDRAWN

15.

| <u>Company</u> | <u>Plant Location</u> | <u>Product and/or Process</u> | <u>Type of Project</u> | <u>Expected Eligible Cost</u> | <u>Expected Direct New Jobs</u> | <u>Rate of Offer</u> | <u>Estimated Amount of Incentive Grant</u> |
|--|---------------------------------------|---------------------------------------|--------------------------------|---------------------------------------|---|------------------------------|--|
| 1. Alpha Stainless Steel Fabricators Inc. (Aug/73) | Laval, Que. | | | | | | |
| 2. Auto Confort (R) Inc. (Oct/71) | Senneterre, Que. | | | | | | |
| 3. Canadian Pine Classics Limited (Oct/73) | Arnprior, Ont. | | | | | | |
| 4. J.D. Irving Limited (Oct/72) | Saint John, N.B. | | | | | | |
| 5. Les Enseignes Zenith Inc. (April/73) | Montreal, Que. | | | | | | |
| 6. Les Industries Vogue Ltée (June/72) | Ville LaSalle, Que. | | | | | | |
| 7. O.J. Ouellette Inc. (June/72) | Montreal, Que. | | | | | | |
| 8. Thermal Controls Ltd. (Feb/73) | Lachine, Que. | | | | | | |
| 9. Weldcraft Industries Ltd. (March/73) | Ville Mercier, Chateauguay Que. | | | | | | |

PART III - LOAN GUARANTEE ACTIVITY DURING THE MONTH

Part III consists of Table 4 which provides a complete alphabetic listing for the month of April of:

- (1) Offers accepted;
- (2) Offers accepted and subsequently revised; and
- (3) Offers accepted and subsequently declined;
or withdrawn.

The month and year of the most recent report for offers accepted and subsequently revised, declined or withdrawn, is indicated in the brackets under the company name. Only the revised data are shown.

TABLE 4LOAN GUARANTEE ACTIVITY

DETAILS OF OFFERS ACCEPTED, AND OF OFFERS ACCEPTED
AND SUBSEQUENTLY REVISED, DECLINED OR WITHDRAWN DURING APRIL 1974

NET ACCEPTANCES

| <u>Company</u> | <u>Plant Location of Facility</u> | <u>Type of Operation</u> | <u>Expected Capital Cost</u> | <u>Expected Direct New Jobs</u> | <u>Loan Amount</u> | <u>Maximum Amount of Loan Guarantee</u> |
|-------------------------|---|----------------------------------|--------------------------------------|---|------------------------|---|
| Bricklin Canada Limited | Saint John, N.B. | automobiles | \$6,925,000 | 501 | \$3,000,000 | 90% |

PART IV - DEFINITIONSTERMS USED IN PART 1

Application -- A submission, in the approved form, by an applicant requesting a development incentive. Each application is normally restricted to a development on a single site, but one application may relate to a modernization, an expansion, a new product expansion or a complete new facility, or to some combination of these. An application covering a combined development is normally counted and reported as a single application, but each individual type of project is evaluated separately.

Received -- An application delivered to the Department. The date of receipt is the first control date, and is used for reporting and determining conditions of "prior commitment" as defined in the Regional Development Incentives Act and Regulations.

Withdrawn -- An application withdrawn, at the request of the applicant, after receipt but before or during evaluation.

Rejected -- An application turned down, under the provisions of the governing statute, because the project in question is considered ineligible would proceed without incentive assistance or would not make a significant contribution to economic expansion and social adjustment within a designated region or special area.

Offers Made -- When an application has been evaluated and an estimate made of the grant or loan guarantee required to assure that the proposed project can be brought into commercial production, the applicant is offered an incentive, subject to specified conditions. The date of the offer establishes the second control date for reporting and management.

Lapsed -- When the applicant in receipt of an offer does not return a formal acceptance within ninety days, the offer is deemed to have lapsed and the applicant is so advised.

Withdrawn -- When an incentive offer is withdrawn, prior to acceptance, because of new information justifying such action.

Declined -- When the applicant formally declines an offered incentive.

Offer Accepted -- An offer of incentive assistance is accepted when the applicant returns a signed copy of the offer within ninety days from the date of the offer. In accepting an offer, the applicant agrees to the latest date on which construction will begin.

Withdrawn -- When, prior to making payment the Department determines the contractual commitments relating to a project were made before the application was filed, or that other legal requirements were not met, and takes action to withdraw the offer in question.

Declined -- When the applicant formally advises the Department that he does not intend to proceed with a project following his acceptance of an offer relating to it.

No Payment Made -- No payment can be made to an applicant until the facility is certified as being in "commercial production", a condition defined in the Regional Development Incentives Act and Regulations. This requires an on-site inspection and audit by an officer authorized to act on behalf of the Minister.

Partial Payment Made -- When commercial production of the facility has been certified and one or more payments have been made in relation to the offered incentive, but final payment has not been made.

Final Payment Made -- When the facility has been in commercial production for the prescribed period, a final inspection is made by the Department, and if all conditions specified in the accepted offer and in the governing Act and Regulations have been met, a final payment is made. The final payment cannot be made until 24 months after the certified date of commercial production when the incentive is based only on approved capital costs; or until 36 months after the certified date of commercial production when the incentive is based in part on either the wages and salaries relating to eligible jobs created, or on the number of jobs created in the operation.

Application of Terms to Loan Guarantees

The above definitions apply to both incentive grants and loan guarantees, except that there are no payments to applicants with loan guarantees.

When providing loan guarantees the Department enters into an agreement with the lender to guarantee repayment of a portion of a loan being made to the applicant. Such an agreement can only be executed when the applicant and the lender complete the loan arrangements. The original offer to the applicant by the Department is in the form of a letter of intent, a copy of which is sent to the prospective lender. Acceptance of the letter of intent by both parties is considered as an "offer accepted". If the applicant fails to complete his loan arrangements, the offer is "withdrawn". If the applicant abandons his project or completes his loan arrangements without the guarantee, the offer is "declined". Once the Department has completed an agreement with the lender, there is a "guarantee in operation".

A loan guarantee applicant discharges his loan obligations directly with the lender, reducing at the same time the potential liability of the Department.

TERMS USED IN PART II

Company -- The legal corporate or organization identification of the applicant at the time of his acceptance of an offer of incentive assistance.

Plant Location -- The name used is that which Statistics Canada uses to identify the specific geographic location of the plant or facility.

Product or Process -- The nature of the product or process.

Type of Project --

N. - New Plant - a new facility, the word facility being used as defined in the Regional Development Incentives Act and Regulations.

N.P.E. - New Product Expansion - an addition to an existing facility to manufacture or produce a product not previously manufactured or produced by the applicant.

E. - Expansion - an addition to an existing facility to increase the output of the products presently being manufactured or produced.

M. - Modernization - a change in an existing facility designed primarily to reduce production costs or improve product quality.

N.C.F. - New Commercial Facility - a new facility designed to provide a service rather than to undertake manufacturing or processing.

Expected Eligible Cost -- The capital costs of a project, as estimated by the Department on the basis of information supplied by an applicant, covering only costs that are eligible under the Regional Development Incentives Act and Regulations.

Expected Direct New Jobs -- The number of jobs to be created directly by the project, as estimated by the Department on the basis of information supplied by the applicant.

Eligible Direct Jobs -- The Regional Development Incentives Act and Regulations define specific conditions under which a job-related incentive can be paid. Where an offer containing a job-related incentive has been made, the Department evaluates the estimate made by the applicant of the eligible jobs to be created. This number is declared in the offer as the expected number of eligible jobs, and is the Departmental estimate of the number of jobs on which payment will be based, whether as a percentage of the wages and salaries relating to those jobs, or as an amount per job.

Rate of Offer -- The rate of offer defines the terms under which grant payments will be made. These are expressed as a percentage of eligible capital costs and/or a dollar amount per eligible direct job to be created or a percentage of the approved wages and salaries relating to the eligible jobs. The terms are based on the Departmental evaluation of the application.

Estimated Amount of Incentive Grant -- The Departmental estimate of the grant likely to be paid, based on evaluation of the

proposed project.

An Estimated Incentives Grant in this report indicates the original estimate, and subsequent formal revisions thereto; or actual payments where final inspection and payment has been made.

TERMS USED IN PART III

Type of Operation -- A description of the product and process.

Expected Capital Cost -- Total capital costs associated with fixed assets, as estimated by the Department on the basis of information supplied by the applicant. At the time the project becomes operational, this figure is amended, if necessary, to indicate actual investment.

Loan Amount -- The total value of the original loan to be guaranteed.

Maximum Amount of Loan Guarantee -- The initial amount of the loan guarantee, expressed as a percentage of the total loan.

INDUSTRY CANADA/INDUSTRIE CANADA



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