

FEDERAL

- AgriMarketing Program (Agriculture and Agri-Food Canada) Provides targeted support to SMEs for international initiatives
- <u>Business Development Bank of Canada</u> Supports small and medium-sized businesses in all industries and at every stage of growth with money and advice
- Export Development Canada Supports and develops Canada's export trade by helping Canadian companies respond to international business opportunities
- <u>Economic Development Agency for Southern Ontario (FedDev Ontario)</u> Strengthens southern Ontario's economic capacity for innovation, entrepreneurship and collaboration
- Global Affairs Canada Promotes international trade and leads Canada's international development and humanitarian assistance

PROVINCIAL

- Ontario Ministry of Agriculture Food & Rural Affairs (OMAFRA) Responsible for the food, agriculture and rural sectors of the Canadian province of Ontario
- Ontario Food Exports (Ontario Ministry of Agriculture, Food & Rural Affairs) –
 Helps food and beverage companies identify and maximize export opportunities
- Ontario Ministry of International Trade Coordinates trade activities to increase Ontario's exports and identify new markets
 - o Calendar of international Trade Programs and Events

LONDON

- <u>London Economic Development Corporation</u> Facilitates access to local and foreign markets
- Global Business Opportunities Portal (London Chamber of Commerce) Facilitates, promotes and celebrates international trade by and for London and

 Region enterprises



TARIFFS

- <u>Canadian Society of Custom Brokers</u>
- US Tariff List
- <u>Steel and Aluminum Government Support</u> Financial & risk management,
 research & development, export market diversification

FUNDING

- <u>CanExport</u> Develop new export opportunities and markets
- Export Market Access Access and expand into foreign markets
- **Export Manager Program** Supports the hiring of an Export Manager
- <u>Foreign Buyer Financing</u> Provides financing to international customers and takes on risk of non-payment
- Market Expansion Financing Realize projects that are key to growth and success,
 without risking cash flow

NEW EXPORTER

- Global Affairs Canada <u>Step-by-step guide to exporting</u> Get your business export-ready and well positioned for commercial success abroad
- Canada Border Services Agency Exporting goods from Canada: A handy guide
- Export Development Canada <u>Trade Toolkit</u>

CHOOSING YOUR TARGET MARKET

- International markets (Innovation, Science and Economic Development Canada)
- Guide to market research and analysis (Innovation, Science and Economic Development Canada)
- Marketing basics (Innovation, Science and Economic Development Canada)
- Secondary market research (Canada Business Ontario)