
November 2003

Internship 2003

The Internship project, funded by the International Business Development Agreement, is quite successful in merging the knowledge, creativity and talent of university students, with the needs of participating Atlantic Canadian companies. One student's recent experience in Los Angeles demonstrates how beneficial the program is for future career development. Michael Sivucha, (pictured at right) is an MBA student at Saint Mary's University in Halifax. He traveled to Los Angeles to work with the Canadian Consulate General, Sheri Jones Entertainment Consulting, and the Halifax International Airport Authority. *"Michael Sivucha performed above our expectations. He was particularly useful to my nanotech program...I was pleased to have him join us for the summer"* said Thomas Palamides, the Business Development Officer responsible for the high tech Industry. Companies ready to expand their business through export opportunities combined with students eager to apply new knowledge and expand their horizons equals a winning combination for growth. This project enables companies to begin exporting their products and/or services. The Internship program recruits motivated, export-ready companies to take advantage of this worthwhile project. For more information on the Internship program, contact Janet Lord at Dalhousie University, Tel: 902-494-7104 or visit the Internship program website at <http://www.mgmt.dal.ca/cibs/p2s1-interns.htm>.



E-Learning Exposition and Conference

As a global leader in e-learning and the knowledge-based economy, the Atlantic Canadian delegation participated in the E-Learning Exposition and Conference recently held in Washington. The Mid-Atlantic area of the United States is a prime, strategic market area. It is part of Atlantic Canada's international strategy to expand its trade relationships along the eastern seaboard.

Presentations were made to the Atlantic Canada group by the Canadian Embassy in Washington, the Greater Washington Board of Trade, the U.S. Department of Education, as well as leading experts in the field of e-learning trade and technology. The trade show portion provided the event participants with an international forum to display their capabilities and network with industry players from the Greater Washington region.

Many of the participants met or exceeded their goals for the event; they increased awareness about their companies and developed new leads. All companies reported making excellent contacts including relationships for product distribution, marketing, for accessing US federal government services, and other strategic partnerships. Many also gained valuable experience in export readiness and orientation.

New IBDA Projects

The International New Media Festival 2003 (Oct. 22-25, 2003) is the first new media festival of its kind in the world. The event brought together content creators, funders, and those interested in new media from around the world to explore best practice, areas of business collaboration and exploration of the very latest in digital media production. For more information on the International New Media Festival 2003, contact Berni Wood at bwood@btvf.com, or by telephoning 902-892-8801.



The Garden Gate Project 2004 The "New England Grows 2004" trade show will take place from February 4 – 8, 2004 in Boston. The project is intended to provide Atlantic Canadian Consumer Producers manufacturers with the opportunity to exhibit their products at the trade show. A delegation of 8-12 Atlantic Canadian producers will be attending. Training seminars will be provided in each province prior to the trade show. This will include the presentation of information with regards to the many challenges facing exporters as well as general preparatory information on becoming export ready prior to attending a trade show. Experienced exporters will have the opportunity to exhibit their products, while new-to-export participants will embark on a reconnaissance mission. Participants will also benefit from an Atlantic Canada networking reception, seminars and on site visits. For additional information of the Garden Gate Project 2004, please contact Barbara Touchie at barb.touchie@gnb.ca, or by telephoning 506-453-3772.

The Building Centre

While the Building Centre Project has most definitely met with success for many participating companies thus far, there is still time for interested companies to take part. With a completion date of September 2004, the project is in full force, and there is still time for companies to get on the bandwagon and showcase their products and talents! For more information on the Building Centre Project please contact Gail Legresley at gail.legresley@gnb.ca or by telephoning 506-453-8747.



Update: The fourth annual IBDA Sector/Trade Officer Workshop

From November 26th to the 28th, the fourth annual Sector/Trade Officer Workshop will be held at the Fairmont Hotel in St. John's Newfoundland. During the workshop in St. John's there will be many exciting activities and events. The reception for the event will be held at the Johnson Geocenter located on Signal Hill Road. Not only will this be a perfect opportunity for networking, but also a great time to check out the spectacular view from atop historic Signal Hill!

Dan Mosher will be the featured speaker at the event. He is a member of the Faculty of Business Administration at Memorial University and specializes in the research area of the export needs of small and medium-sized family-owned businesses. See you all in St. John's!

Upcoming Events...

The Atlantic Craft Trade Show, funded in part by the IBDA will be held in Halifax, Nova Scotia, from February 7-9, 2004. The event will take place at the Halifax World Trade and Convention Centre and will attract over 200 producers from the four Atlantic provinces. For more information contact Bernard Burton, Atlantic Craft Trade Show, Tel: (902) 424-8609, E-mail: burtonb@gov.ns.ca.

The 16th Annual East Coast Music Awards and Conference will be taking place February 12-15, 2004 in St. John's, NL. With the prosperous results achieved in previous year's International Programs, the Association again plans to recruit music industry buyers and educators from the United States and Europe to attend the 2004 event. Contact Steve Horne, Executive Director of the East Coast Music Association, Tel: (902) 892-9040, E-mail: shorne@ecma.ca.

Oceanology International 2004, the world's largest marine science and ocean technology exhibition and conference, will take place in London, UK from March 16 -19. The Oceanology International 2002 show attracted in excess of 6000 people, including visitors from 60 countries and exhibitors from 30 countries. It is anticipated that the 2004 exhibition and conference will be just as successful, attracting over 7000 visitors and over 600 exhibitors. For more information on the event contact Peter Giffin. Tel: 902-424-4212, E-mail: giffinp@gov.ns.ca.



Thinking of submitting an IBDA proposal?

The IBDA provides financial assistance for export-related activities or research. Funding requests are accepted from provincial and Government of Canada departments, municipalities, not-for-profit corporations, business networks, associations, universities and other incorporated non-government organizations. Funding requests are not however, accepted from individual companies.

Project proposals should be submitted to your provincial or federal IBDA representative before the dates indicated below. Complete funding guidelines are available online at www.acoa-apeca.gc.ca/ibda.

Deadline for Proposals

November 27, 2003

December 22, 2003

January 29, 2004

IBDA Meeting Date* & Location

December 18, 2003 – Conference Call

January 15, 2004 – Conference Call

February 19, 2004 – Conference Call

* Please note: IBDA meeting dates are subject to change.

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