

## Atlantic Canada Opportunities Agency (ACOA)



Atlantic Canada  
Opportunities  
Agency

Agence de  
promotion économique  
du Canada atlantique

Canada

### Description of Products or Services to be Exported:

The Atlantic Canada Opportunities Agency (ACOA) works to create opportunities for economic growth in Atlantic Canada by helping businesses become more competitive, innovative and productive, by working with diverse communities to develop and diversify local economies, and by championing the strengths of Atlantic Canada. Together, with Atlantic Canadians, and national and international partners, we are building a stronger economy.

As an entry point to major North American markets, Atlantic Canada has much to offer. Related to the Caribbean, ACOA is particularly interested in exploring export opportunities in the areas of clean technology, environmental sustainability, and climate change mitigation; ocean science, technology and industries; aquaculture, wild fishery, and food security; and advanced technologies and innovation partnerships

### Value Proposition:

Atlantic Canadian products are sold all around the world. ACOA provides advice, training, internships, market research, business planning and repayable financial assistance. ACOA supports training programs and seminars across the region on topics such as: trade awareness, export assessment and counseling, market information and trade missions. The Agency places special emphasis on initiatives that foster greater productivity, development and commercialization of innovative technologies, improved skills development and global competitiveness, and mutually beneficial international partnerships.

ACOA is committed to building a strong and innovative Atlantic economy and, together with our many partners in economic development, ACOA works to strengthen the Atlantic economy through:

- Enterprise development – helping improve the business climate and lending a hand for individual business start-up, innovation, modernization and expansion.
- Community development – working with communities to nurture economic growth, improve local infrastructure and develop opportunities in the local economy.

### Export Experience:

Through a suite of programs and services, ACOA works with clients to become more competitive, to expand, to innovate and to develop global markets. ACOA also plays a lead role in trade development initiatives that increase the exposure of its firms in foreign markets, thereby generating new economic opportunities.

### Mission Objectives:

- Gather information and build capacity to support clients engaging in trade activities in the region
- Develop a working understanding of the culture and business environment in the Caribbean
- Provide support to Atlantic Canadian companies by representing the Government of Canada in planned meetings with financing partners and potential business partners
- Develop a list of relevant opportunities/contacts and determine how to identify/pursue business
- Establish strategic relationships with government, business and trade associations in the region
- Promote increased trade between the Caribbean and Atlantic Canada

### Government Contacts:

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