



COEF RESOURCES FOR EXPORTERS

SEPTEMBER 2020

OUTLINE

- What is COEF?
- What are your needs?
- COEF resources



WHAT IS COEF?

- Partnership of federal, provincial and non-profit organizations.
- All partner organizations offer programs and services to help Ontario exporters.

COEF members:

Agriculture and Agri-Food Canada	Business Development Bank of Canada	Canada Association of Importers & Exporters	Canadian Society of Custom Brokers
Canadian Food Exporters Association	Canadian Intellectual Property Office	Canadian International Freight Forwarders Association	Export Development Canada
Canadian Manufacturers and Exporters	Centre for Global Enterprise	Economic Developers Council of Canada	Global Affairs Canada
FedDev Ontario	FedNor	Forum for International Trade Training	Ontario Ministry of Economic Development Job Creation and Trade
Ontario Chamber of Commerce	Ontario Ministry of Agriculture, Food and Rural Affairs	Toronto Region Board of Trade	Ontario Ministry of Energy, Northern Development and Mines
Ontario Ministry of Natural Resources and Forestry			

WHAT ARE YOUR NEEDS?



COEF RESOURCES AVAILABLE



1. GENERAL INFORMATION

Online resources

[New to Exporting](#)

[Step-by-Step Guide to Exporting](#)

[Trade Insights: How to Take
your Business to International
Markets](#)

[Export: Are you ready to go
global?](#)

[Business and Industry
Information](#)

Connecting to COEF

COEF@Ontario.ca



New to exporting

What you need to know about doing business in other markets.

On this page

1. [Get the right resources for your business](#)
2. [Before selling outside of Canada](#)
3. [Find a seminar or workshop](#)
4. [Talk to an advisor](#)
5. [More resources](#)
6. [Stay in touch](#)

Get the right resources for your business

The [Magnet Export Business Portal](#) can provide you with resources from all levels of government, tailored to meet your company's needs. Answer a few questions to create your company's profile and receive customized information about funding, training, trade missions and advisory services.

[Learn more](#)
[Sign in](#)

Related

[Financial help for new/existing exporters](#)

The Canadian Trade Commissioner Service Canada

[Search](#)

[Export](#) [Innovate](#) [Invest](#) [Education](#) [Our Network](#)

[Home](#) > [Step-by-Step Guide to Exporting](#)

STEP-BY-STEP GUIDE TO EXPORTING

Step-by-Step Guide to Exporting

The *Step-by-Step Guide to Exporting* will help you get your business export-ready and well positioned for commercial success abroad.

Learn the essential principles of exporting whether you are a novice, intermediate or advanced exporter.

The Guide will help you to:

- **Be more competitive.** Apply proven export strategies.
- **Sell to more customers.** Target global buyers online.
- **Close more deals.** Secure sources of export financing.
- **Enter more markets.** Leverage the benefits of free trade.
- **Save time & avoid risks.** Learn the legal aspects of trade.

[Preview the guide](#)

[Access this free Guide*](#)

*Account required

Not yet registered? [Sign up today.](#)

Your one-time registration gives you access to all TCS publications, guides and market reports available through MY TCS.

Export Quiz

Want to start exporting today? Take the [Export quiz](#), check your score and be sure that you are ready.



With the European Union's GDPR now in effect, we've taken this opportunity to strengthen our privacy practices and have temporarily disabled personal information tracking and cookies.

What can we help you find?

I'm looking to _____ ▼ and learn about
 _____ ▼ in the _____ ▼ region

Business and industry

[Starting](#)
[Planning](#)
[Financing](#)
[Managing](#)
[Growing](#)
[Planning for business growth](#)
[R&D and innovation](#)
[Exporting and importing](#)
[Exporting](#)
[Importing](#)
[Investing abroad](#)

Exporting

From [Innovation, Science and Economic Development Canada](#)

Would you like to explore new markets for your products or services? Exporting is one way to increase sales and grow your business. While the rewards of exporting can be great, it is not without risks.

Learn the basics, do your research, and stay informed. These are the best ways to improve your chances of success in exporting.

- [Starting to export](#)
Find information to help you get started if you are thinking of growing your business beyond our borders.
- [Export financing](#)
Learn about the many financing programs that can help your export venture.
- [Export market research](#)
Find foreign countries with customers who need your products or services.
- [Export marketing, sales and logistics](#)
Get customers in export markets and deliver your goods or services to them.
- [Exporting regulations](#)
There are many opportunities for Canadian businesses to enter markets outside of Canada, but you need to be aware of the laws and regulations that apply to international trade.

2A. SKILLS DEVELOPMENT

Online resources	Exporter Preparation Programs	Courses
<u>Global Affairs Canada Guides:</u>	<u>Trade Accelerator Program</u>	<u>FITT's CITP certification</u>
<ul style="list-style-type: none">• <u>Exporting Commercial Goods</u>	New to Border States -NEBS	<u>Centre for Global Enterprise</u>
<u>Customs Brokerage Information</u>	<u>PROFIT</u> – Agri Sector	
<u>Freight Forwarding Questions</u>		
<u>Protecting Intellectual Property</u>		




 Search

Export

- Guides
- Exporting to the United States
- Step-by-Step Guide to Exporting
- Global Value Chains

Guides

As your company seeks to expand its global presence, the TCS can help ensure you're prepared for the risks and challenges of doing business abroad. The following guides will help you save time and money, and put you on the right footing to succeed.

<p>Step-by-Step Guide to Exporting</p> <p>A guide to the world marketplace, how to do business there, the principles of exporting and how to develop strategies tailored to companies' specific needs.</p>	<p>Global Value Chains</p> <p>Innovative business strategies designed to boost small and medium-sized enterprises in the global marketplace.</p>
<p>Exporting to the United States - A Guide for Canadian Businesses</p> <p>Useful information, tips and resources about entering the United States market.</p>	<p>Exporting to the EU - A Guide for Canadian Business</p> <p>Useful information, tips and resources about entering the European Union (EU) market.</p>
<p>Spotlight Series</p> <p>White papers on a variety of export-related topics to help Canadian companies conduct business abroad more effectively.</p>	<p>The EU's General Data Protection Regulation</p> <p>The General Data Protection Regulation (GDPR) is a new regulation that harmonizes national data privacy laws throughout the EU and enhances the protection of all EU residents with respect to their personal data.</p>


 Search

Licensed customs brokers

List of Licensed customs brokers

Filter items Showing 1 to 294 of 294 entries |

Name	Website	E-mail
1149893 Ontario Inc. O/A BCB Canada	bcbinternational.com	
123 Customsquote.com Inc. o/a Customsquote Brokerage Services	customsquote.com	
2192433 Ontario Inc. O/A USAV Customs Brokers	usav.ca	info@usav.ca
2222614 Ontario Inc. O/A BBE Customs Brokers & Consulting		info@bbecustoms.com
2238069 Ontario Ltd. O/A DH Customs Broker	dhcbi.ca	info@dhcbi.ca
2378395 Ontario Inc. o/a Port 7 Customs Brokerage	port7.ca	sales@port7cb.com
2398589 Ontario Inc. dba Prestige World	www.prestigeworld.ca	hyeurie@prestigeworld.ca
3515851 Canada Inc. dba Delta Customs Brokers		info@deltacustomsbrokers.ca



3. MARKET RESEARCH

Online resources	For fee	Industry Specific
<u>Guide to online resources</u>	<u>BDC Consulting Services</u>	Industry Specific Ministries:
<u>Trade Factsheets</u>	<u>Global Leadership Program</u>	<ul style="list-style-type: none"> • <u>OMAFRA</u> • <u>ENDM</u> • <u>MNRF</u>
<u>MaRS Market Insights</u>		<u>Customs Brokers</u>
<u>Market Reports – Global Affairs</u>		<u>Freight Forwarders</u>
<u>Industry Canada Trade Data Online</u>		
<u>EDC’s Country Information</u>		
<u>Centre for Global Enterprise Toolbox</u>		



4A. FINANCING

Enhancing Capacity	Market Development
<u>FedDev</u>	<u>CanExport SMEs</u>
<u>FedNor</u>	<u>BDC Services</u>
<u>EUREKA</u>	<u>EDC Services</u>
<u>CanExport Innovation</u>	
<u>BDC Services</u>	
<u>EDC Services</u>	



4B. FINANCING

Insurance	Trade Financing	Project Financing
<u>EDC Insurance</u>	<u>BDC Services</u>	<u>BDC Services</u>
Banks and Financial Institutions	<u>EDC Services</u> Banks and Financial Institutions	<u>EDC Services</u> Banks and Financial Institutions



5. ONE ON ONE ADVISORY SERVICES

Export	Market	For Fee
Business Advisory Services – Ministry of Economic Development, Job Creation and Trade	Trade Commissioners – Global Affairs	<u>BDC Advisory Services</u>
Export Advisors – Ministry of Economic Development, Job Creation and Trade	Market Consultants – Ministry of Economic Development, Job Creation and Trade	
	Export Advisors – Ministry of Economic Development, Job Creation and Trade	
	<u>EDC Market Information</u>	



6. IN MARKET ASSISTANCE

Business Development	Commercial Assistance	On Ground Intelligence
Market Intel	Service Provider Referrals	Distributor Intel
<u>Tradeshows and Missions</u>	Customs Clearance	Travel Warnings
B2B Introductions	Consular Service	“Local” Information
Networking Receptions	Customs Brokers	
<u>Market Activation Program -MAP</u>	Freight Forwarders	



THANK YOU!

COEF@ontario.ca

