



NORTHERN DEVELOPMENT INITIATIVE TRUST

COMPETITIVENESS CONSULTING REBATE

Program Overview

The **Competitiveness Consulting Rebate** provides small and medium sized manufacturers, resource processing companies, and their first line suppliers with a rebate of 50% of the cost of business competitiveness consulting which will increase productivity, revenues, and profitability for operations located within the Northern Development Initiative Trust region.

Features and Benefits for Business:

- Customized to suit unique business requirements
- Access to regional and national consultants with a verified track record of competitiveness consulting expertise
- Simple single point of contact with the Business Development Bank of Canada (BDC)
- No requirement to be a client of the BDC
- Ability to finance consulting contract through the BDC
- Direct payment to the business owner within weeks of receiving verified completion of the consulting services contract

Objective

To help central and northern BC manufacturers, processors, and their suppliers grow their businesses, implement world-class business practices and be more competitive in the global market.

Eligibility Requirements

Business

- Must be a small or medium sized business, new or established, involved in manufacturing, resource processing or direct supplier to the business, which is located in the central and northern BC region served by the *Northern Development Initiative Trust*. The Northern Development area covers the communities from Lytton north to Fort Nelson and Valemount west to the Queen Charlotte Islands. Further detail by Industry Classification Code is available on the website.

Qualifying Expenditures for Rebate

- 50% percent of the verified contract cost of BDC contracted consulting services including :
 - **Business Planning and Management**
 - Strategic planning
 - Business plan development
 - Business coaching
 - **Operational Efficiency**
 - Productivity improvement analysis
 - Waste reduction and productivity programs
 - Quality management
 - **Marketing and Exporting**
 - Marketing strategies
 - Export market studies
 - Sales and distribution management
 - **Innovation and Research & Development**
 - Innovation planning and management
 - Project funding strategy
 - Research & development tax credits documentation
 - **Human Resource Management**
 - Human resource policies and procedures
 - Human resource development plan
 - Workplace Health and safety
 - **Business Transition**
 - Exit strategy
 - Pre-sale value creation
 - Implementation coaching

Application Process

1. Contact the BDC office in Prince George, Terrace, Fort St. John or Kamloops to meet with a BDC Consulting Manager to identify your consulting needs and funding eligibility. (Contact numbers and addresses are below.)
2. The business owner receives a written proposal for the business owner's approval outlining the consulting service and fees from the BDC Consulting Manager.
3. The business owner approves and signs the proposal which is then submitted by BDC Consulting to Northern Development for immediate confirmation of funding eligibility.
4. Upon consulting contract completion, BDC notifies Northern Development. Northern Development either provides a cheque for the 50% rebate to the business, or pays out 50% of the BDC financing arrangement for the project.
5. As a condition of funding, clients will be required to provide data on the measurable project impact on the business.

For program enquiries contact: **Business Development Bank of Canada (BDC) - Prince George**
177 Victoria Street, Suite 150
Prince George BC V2L 5R8
(250) 561-5323

Business Development Bank of Canada (BDC) - Terrace
3233 Emerson Street
Terrace BC V8G 5L2
(250) 615-5300

Business Development Bank of Canada (BDC) - Fort St. John
10230 – 100th Street, Suite 7
Fort St. John BC V1J 3Y9
(250) 787-0622

Business Development Bank of Canada (BDC) - Kamloops
205 Victoria Street,
Kamloops BC V2C 2A1
(250) 851-4900

Regional consulting companies that wish to present their qualifications for consideration to supplement the BDC consultant roster should contact the local BDC branch.

Northern Development Initiative Trust
301-1268 Fifth Avenue, Prince George BC V2L 3L2
tel (250) 561-2525
email info@northerndevelopment.bc.ca
<http://www.northerndevelopment.bc.ca/>