



www.ktei.net

Located in the M'Chigeeng First Nation community on Mnidoo Mnising (Manitoulin Island), Ontario, the Kenjgewin Teg Educational Institute (KTEI) lives up to its Ojibwe name meaning a place of knowledge.

KTEI provides direct educational services through college and university accredited programs, pre-employment training, post-secondary access programs, elementary school support services, special education

Kenjgewin Teg Educational Institute and BDC

A learning and growing experience

support, employee training, professional development workshops and general interest learning.

KTEI recently moved to a new first-class learning facility and has decided to expand its business and entrepreneurship learning and professional services to the non-profit as well as the private sector—and that move meant an increase in staff, which had already grown from 5 to 29. That is when KTEI officials met with BDC Consulting for help in updating and enhancing its Human Resources systems.

BDC Consulting conducted a diagnostic review of KTEI's existing HR systems and recommended procedures for updating job classification, performance measurement and salary systems, while supporting staff with clear roles and responsibilities. BDC was also available for additional consulting upon completion of the project.

KTEI is now equipped with a comprehensive implementation plan to serve as a road map

for success as the organization prepares to almost double its staff over the next few years. KTEI is well on its way to meeting its vision of "inspiring students to find their gifts to further succeed in the world." Says Stephanie Roy, Executive Director: "Thanks to BDC, we are now equipped with high service standards as we experience growth in the organization."

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DRIVING GROWTH WITH INTERNATIONAL EXPANSION

Many companies are accelerating their growth by expanding in world markets. In fact, BDC survey results* show that 80% of Canadian entrepreneurs believe that increasing their international activities would be beneficial to their business.

By expanding internationally you can reap benefits such as accessing larger markets, increasing sales, reducing costs and improving your competitive position. But your company may be faced with some common hurdles such as obtaining financing, identifying strong business opportunities or finding reliable partners.

BDC delivers fully integrated services

Capital for growth with flexible financing solutions

- > Working capital to develop local / international markets, contacts and distribution networks.

- > Expansion financing solutions to purchase foreign assets and equipment for international operations, make acquisitions and launch joint ventures.
- > Subordinate financing to support projects such as intangible asset financing, working capital for growth and business acquisitions at both the domestic and international levels for successful companies which lack the tangible assets required by a conventional loan.

Customized assistance

Our team can provide you with strategic advice and support you throughout various stages of your project with services customized to your company's needs.

- > Assess your overall readiness to identify your company's strengths and weaknesses, industry positioning and preparedness for global expansion.
- > Develop an international business development plan to guide you in importing, exporting or making

direct investments abroad. Get valuable information such as market research, competitive analysis and risk assessment, market entry or sourcing strategies, necessary to formulate an action plan.

- > Effectively roll out your international development business plan with the help of experts who have hands-on experience in foreign markets.

Business contacts

BDC has built a broad network of contacts around the world including foreign commercial and development banks, the Canadian Trade Commissioner Service and foreign trade and investment services in selected countries. Our team can draw on its extensive network to assist you, in identifying and establishing partnerships and finding prospective customers or suppliers.

Contact your BDC business centre for more information today.

*BDC ViewPoints online panel survey conducted between April 26 and May 12 2011 among 574 entrepreneurs across Canada. The responses from entrepreneurs were weighted according to region and company size.



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