

Supporting the growth of Aboriginal businesses

BDC LENDS MORE THAN A HAND TO THE MISHKAU/NEMETAU BUILDING



Nemetau, a subsidiary of the Mishkau holding company, is a residential and commercial construction firm whose two majority owners are Innu from the Uashat-Mak Mani Utenam community.

Since it was created in 2007 the company has maintained constant growth, making it necessary to construct a new building to accommodate its inventory and

equipment as well as contributing to operational efficiency.

Through its Growth capital for Aboriginal businesses, BDC granted Mishkau/Nemetau the long-term financing that the company was having trouble obtaining. In addition, Mishkau/Nemetau benefited from repayment terms adapted to the company's needs, allowing the company to maintain the working capital necessary to continue its growth.

Nemetau is more efficient than ever, due to its new business centre strategically located on Route 138 in the heart of the Uashat-Maliotenam community. It can now increase and diversify its clientele with the certainty that it will be able to meet the demand. The new building gives the construction company good visibility, helping it catch the eye of potential customers.

"We only have positive things to say about our experience with BDC," the owners affirm.

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POWER UP YOUR BUSINESS
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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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