



NMA Launches Global Competitiveness Funding Pilot Program

Northumberland, ON - (October 26, 2015) – The Northumberland Manufacturers’ Association (NMA) has unveiled a new pilot funding program to support the global competitiveness of member manufacturers. The pilot is in partnership with the Business Development Bank of Canada (BDC) and funded in part by the Northumberland Community Futures Development Corporation (CFDC) through the Eastern Ontario Development Program (EODP).

The NMA is a membership organization that provides services to the manufacturers of Northumberland County including innovative and cost-effective opportunities for networking, advocacy, development, training and helping its members to remain competitive in a global marketplace.

The new program launched by the NMA offers member manufacturers preferred rate access to BDC’s national consulting practice, which provides quality, results-driven services. With support from the Eastern Ontario Development Program, the NMA will provide funding support for members to assess and improve their operational efficiency and market sales and growth. The support will be in the form of a reimbursement for 50% of the NMA preferred rates for BDC’s consulting services inclusive of *Operational Efficiency* and *Market Sales & Growth*. Applications and new pilot program details including applicable BDC services can be sourced online at www.thenma.ca.

Dan Ross, NMA President stated, “The NMA is very pleased to be launching this program today with the support of our partners who are providing valuable preferred services. This new program is just one of many benefits our member manufacturers have access to.” Mr. Ross added “The NMA is working very hard to bring forward new programs that will assist member manufacturers to strengthen their operations and global competitiveness.”

Northumberland CFDC’s Executive Director, Wendy Curtis, said “This program was selected for EODP support since it aligns well in positioning manufacturers to drive innovation and tap into new markets that can produce business growth. Business growth that ultimately can produce not just new products but also new jobs.”

“BDC is excited to be working in partnership with the NMA and Northumberland CFDC to deliver tremendous impact to local manufacturers,” said Randal Blackwood, Vice President, Financing & Consulting at BDC. “In the manufacturing sector, a strong operational platform is key to global competitiveness and this is one of the many areas where BDC can help entrepreneurs in this industry grow.”

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About the NMA

The Northumberland Manufacturers’ Association (NMA) incorporated in 2004 and has been actively representing over 212 manufacturers in Northumberland County for over ten years. The purpose of the NMA is to promote continuous improvement, innovation, high performance and productivity enhancements through collaboration, education and advocacy.

The NMA works to achieve its goals through strategic partnerships with Quinte and Kawartha manufacturers' associations, government, and stakeholders such as the Northumberland CFDC, and local economic development offices, universities, colleges and training centres.

The NMA strives to deliver value added programs such as workshops, Strategic Focus Groups and a Member Benefits Program. The NMA leads an annual Regional Manufacturing Conference on behalf of our Tri-Association partners, Quinte and Kawartha manufacturers. The historically sold out annual November conference provides high quality, valuable training and timely information locally, negating the need for travel to larger city centers. The NMA also partners in the delivery of value added funding in support of local manufacturing. Visit www.thenma.ca to learn more.

About BDC

BDC is the only bank dedicated exclusively to entrepreneurs. With more than 100 business centres and over 32,000 clients across Canada, it offers loans, investments and advisory services. BDC's purpose is to support Canadian entrepreneurship with a focus on small and medium-sized businesses. To learn more, visit www.bdc.ca.



Funding for the project was provided in part by the Northumberland Community Futures Development Corporation through the Eastern Ontario Development Program.

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