

# ANNUAL REPORT

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2016-2017



Investing in the  
*Entrepreneurial Spirit*



Community Business Development Corporation  
Corporation au bénéfice du développement communautaire  
**Charlotte/Kings**

# **CBDC Charlotte-Kings**



Having been in existence for the past thirty years, CBDC Charlotte-Kings has contributed to the creation or maintenance of over a thousand plus jobs in our region, as well as having invested over **\$33.8** million in the form of Community Futures small business loans.

The CBDC is dedicated to helping create or maintain jobs by providing financial and advisory services to small and medium sized businesses (SMEs) within its geographical jurisdiction. In 2016 - 17 our Corporation **disbursed** 39 loans and facilitated delivery of a total of **\$2,516,633.05** to SMEs, with the breakdown as follows:

- **14** General Business Loans (**\$605,321.33**)
- **9** Youth Loans (**\$328,705.72**)
- **13** First-Time Entrepreneur Loans (**\$1,202,606**)
- **3** Social Enterprise Loans (**\$380,000**)
  
- **42** SEB Program (**\$787,258**)

We are also very pleased to have provided **31** clients with on-going training for a total of **\$23,305.46** spent on training.

As a result of these services being provided to potential or existing businesses during the past 12 months, our CBDC clients created or maintained **196** full time or part time jobs and in the Charlotte and Kings region. The SEB Program created or maintained **85** full or part time jobs in the Charlotte, Kings and Saint John Region.

The Atlantic Canada Opportunity Agency (ACOA) is an important partner in the work the CBDC provides in our rural areas. We are grateful for ACOA's support and vision. The Government of Canada, through ACOA, is clearly committed to helping rural communities become strong and vibrant. Over the past year CBDCs through its support of activities through the Community Futures of Tomorrow, the Entrepreneurial Training Fund, and the Women in Business Program. We have been pleased to administer many important initiatives on the Agency's behalf.

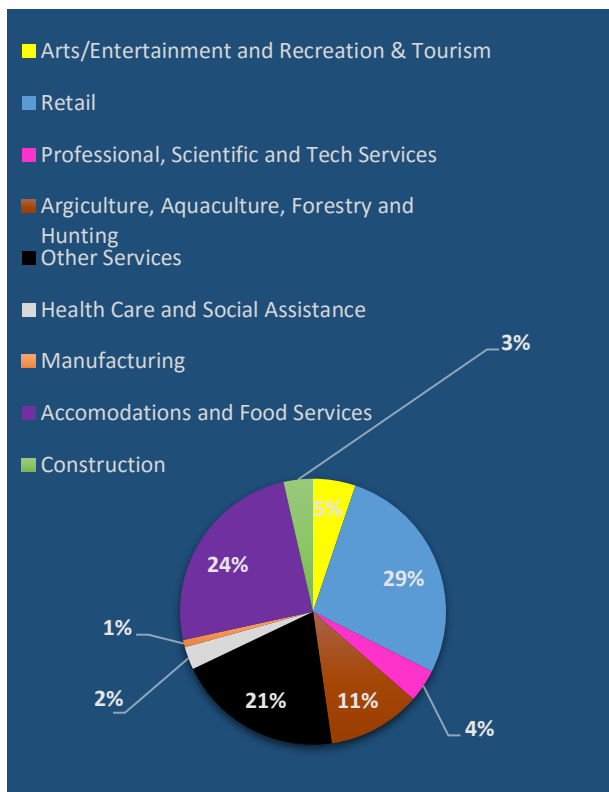


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## Investments in the region

### Loans by Sector



### Requests processes

Applications received	49
Applications approved	45
ACOA eligible approvals	42
Amounts invested	<b>\$2,516,633.05</b>
Loans managed	159

### Number of business Counselling sessions

Number of clients	75
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### Impact on businesses

New businesses	23
Existing business	16

### Impact on employment

Jobs created	90
Jobs maintained	106

### Training Sessions

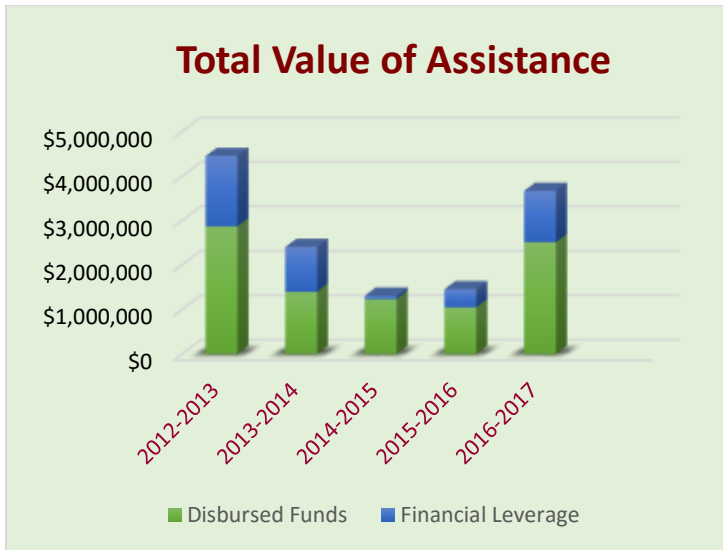
Number of sessions	31
Amounts Granted	<b>\$23,305.46</b>

### Self-Employment Benefits

Applications approved	42
Amounts granted	<b>\$787,258</b>

# Building strong entrepreneurial leverage in rural communities of Charlotte and Kings

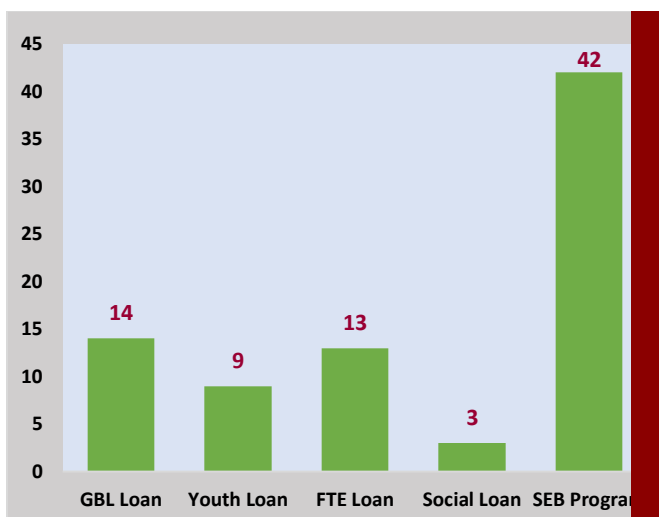
The total value of assistance from the CBDC and financial leverage over the past five years



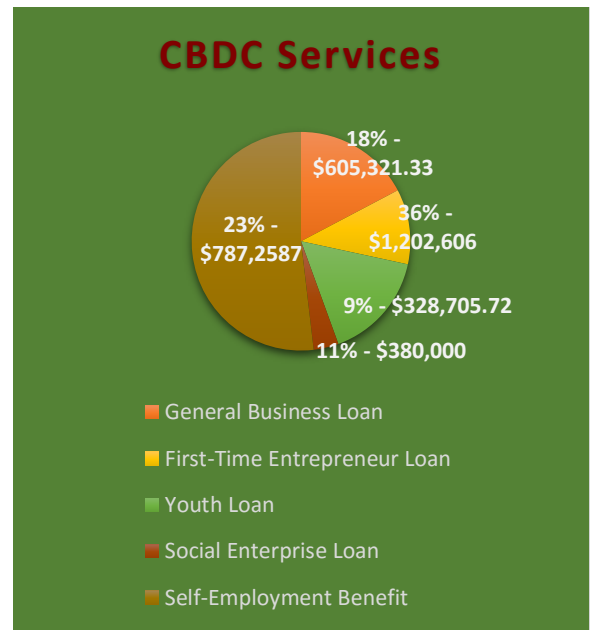
Since inception, CBDC Charlotte-Kings have injected **\$33.8 million dollars** in the community.

Over the last year, CBDC Charlotte-Kings has disbursed a total amount of **\$2,516,633.05** in loans to small and medium sized businesses.

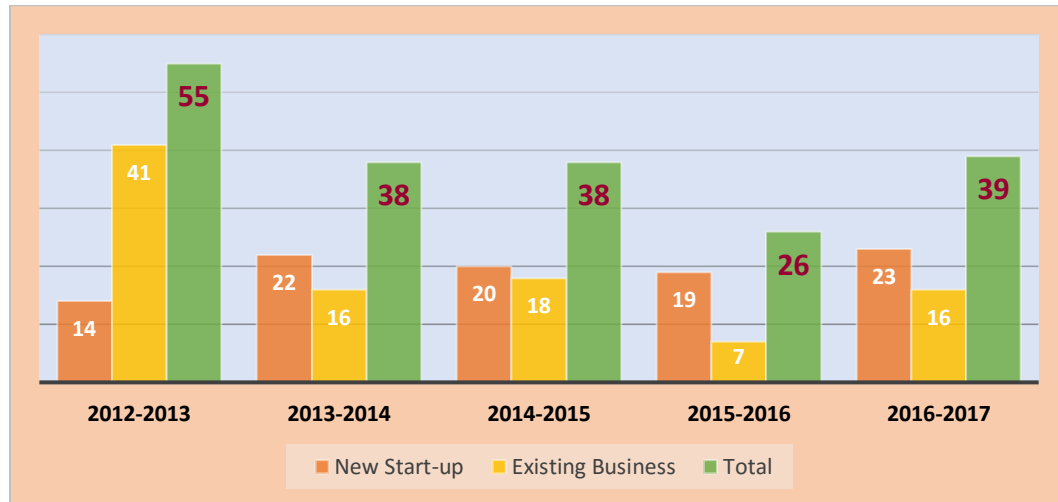
Number of financial clients (disbursed) by type of CBDC service



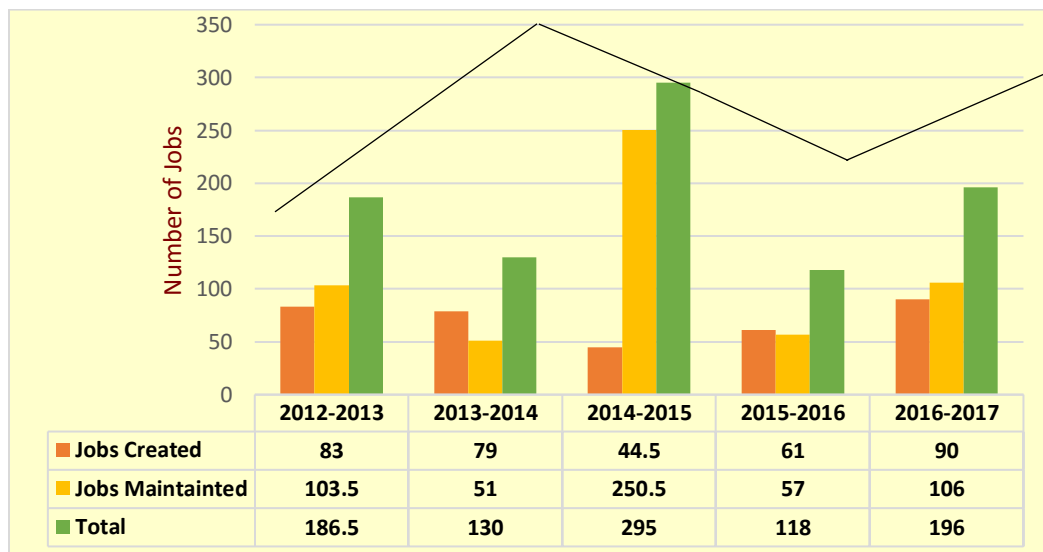
Breakdown by type of CBDC Services



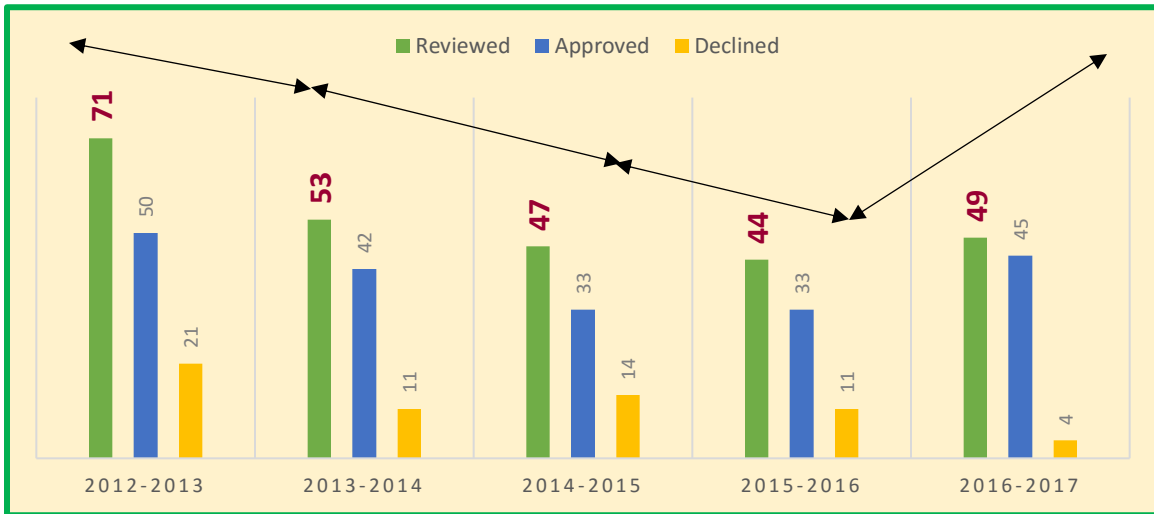
The number of businesses who received financial assistance over the past five years in the region



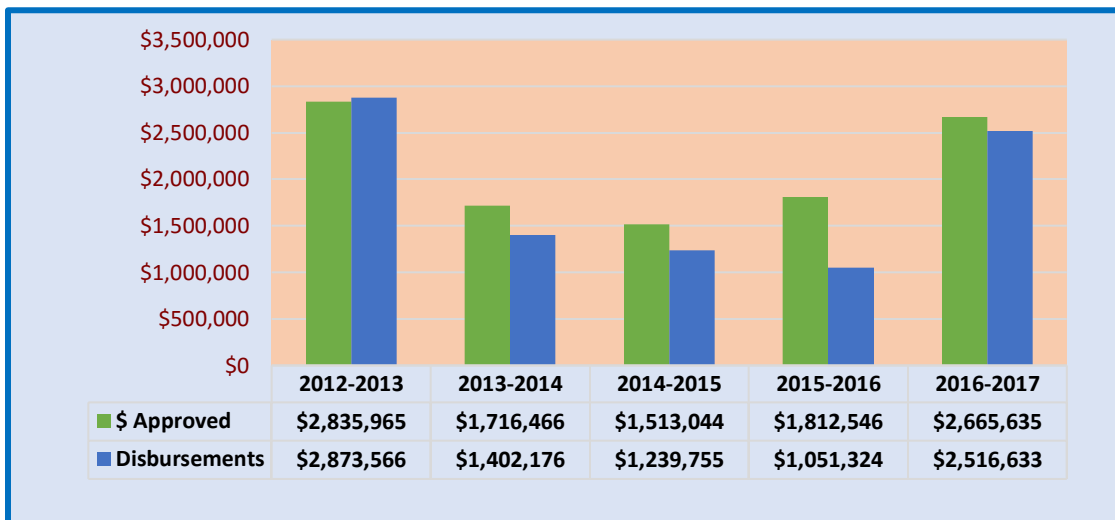
Jobs created and maintained in the rural communities of Charlotte and Kings over the last five years



**The number of businesses loan applications (reviewed, approved and declined) over the past five years in the region**



**The number of businesses approved for financial assistance over the past five years in the region**



# A variety of products and services for the success of our entrepreneurs



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Charlotte/Kings

## Business Management Skills Training

Tailored skills training in special areas such as Market development, bookkeeping, feasibility studies, funding sources and business analysis.

## Consulting Advisory Services

Assistance provided through an external counselling agent in various fields of expertise to improve business performance. A certain financial contribution is requested from client.

## Business Counselling

Business counselling in the form of advice to new and established entrepreneurs.

## Self-Employment Benefit Program

Allows participants to continue to receive their Employment Insurance Benefits while they are getting their business up and running. Also offers a weekly allowance for the business start-up if the person has received Employment Insurance Benefits over the past few years (according to existing policy).

## General Business Loan

Business is booming and you need funding for an expansion of your existing premises or have to construct a new building. Perhaps it's time to purchase new equipment and additional materials in order to fulfill increased customer demand for your product. This more flexible loan can even facilitate the acquisition of an existing business.

## First-Time Entrepreneur Loan

Offers counselling services for individuals who wish to become a self-sufficient and profitable business owner. Do you currently reside in a rural area and have recently made the decision to take the plunge into becoming a business owner? If your answer is yes, this is the perfect loan to put your plan into action!

## Youth Loan

Provides start-up for youth between the ages of 18-34 who experience difficulty obtaining necessary financing.

## Social Enterprise Loan

Tailored to social enterprises operating in rural communities where people are able to live, work and enjoy social activities in their region.

## Innovation Loan

Helps promote the development of the knowledge-based economy and aids in the adoption or commercialization of new technologies. You have an idea for a new product or service, or an idea to modify an existing product or service? Contact your CBDC!

### Contact Us

For more information on the programs offered by your CBDC, contact us or visit the following:

**1-888-303-CBDC (2232)**

[www.cbdc.ca](http://www.cbdc.ca)