



**Shelburne County Business Development  
Center Limited**



**Year In Review**

April 1, 2014 – March 31, 2015

*Think Business... Think CBDC*

# **Providing Flexible Financing and Advice to Business**

## **CBDC~Shelburne**

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*An ACOA Partner, Serving Rural Atlantic Canada*

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**Further information is available upon request**

# CHAIRPERSON'S MESSAGE

## Greetings from the Board of Directors



This is my third year as board chair and this has been another good year for us; in fact, the biggest year in terms of our financial assistance to the business people of Shelburne County. We disbursed \$ 2.3 million into the local economy in our fiscal period ended March 31st through the various loan programs we offer.

Again this year the fishery was very active in our portfolio. The lobster fishery was very successful, catches were more plentiful, further offshore and boat owners are looking at moving up to bigger vessels. As a result the boat building industry is experiencing significant increases.

This year we assisted many businesses with various training sessions and counseling through the expertise of staff and facilitators.

As we know, a big part of our success is because the CDBC Shelburne is comprised of staff and volunteers who live and work in our communities.

I would like to acknowledge the support of our partners and funding agencies - particularly the Atlantic Canada Opportunities Agency and Employment Nova Scotia, whose funding allows us to deliver much needed services and programs. Our local NSCC is an active partner in looking for ways to promote entrepreneurial activity. I would also like to thank local municipal units from Yarmouth to Mahone Bay for their continued support of the ongoing Climate Study.

Again this year both staff and board have taken advantage of numerous training opportunities that support us in assisting development in our county. A review of our operations performed by independent auditors through the Atlantic Association of CBDC's reflected positively on the staff's performance.

In closing I would like to thank the CDBC staff for their hard work and the professionalism they display on a daily basis with our board members and business community.



*Grant Redding*

# MEET OUR BOARD



Grant Redding, Chair  
Appointed Director October 2009



Robert Baker  
Appointed Director January 2011



Rahn O'Connell, Vice Chair  
Appointed Director March 2007



Beverly Cox  
Appointed Director February 2012



John Shaar, Secretary  
Appointed Director June 2008



Wayne Williams  
Appointed Director May 2013

# WHO WE ARE



We are part of Community Business Development Corporations, a network of 41 independent, not-for profit organizations that work with all levels of government and the private sector to meet the needs of small business. CBDC Shelburne is dedicated to the development of small business and assisting entrepreneurs in accessing financing, other business training and resources.



**CBDC-Shelburne Staff (left to right): Ardith Van Buskirk, Development Officer; Beatti Mahaney, Financial Analyst; Dixie Redmond, Executive Director; Grace Campbell, Self Employment Program Coordinator; (missing-Lori Zwicker, Administrative Assistant)**

## Vision

To contribute to the sustainable economic development of Shelburne County through the development and continued support of small business.

## Mission

Provide advisory services, counseling, training and aftercare in support of entrepreneurs and small business owners.

Offer financial services in the form of repayable business loans, loan guarantees and equity participation.

Work with public and private sector with a coordinated approach for sustained economic development.

# WHAT WE OFFER

**CBDC Small Business Loans offer flexible repayment terms designed to meet your individual business needs**

**General Business Loans** offer financing up to \$225,000 in the form of repayable loans, loan guarantees and equity participation.

**Youth Loans** offer financial assistance to youth aged 18 – 34 for business start up, modernization or expansion. Up to \$20,000 is available per applicant in the form of a repayable personal loan.

**First Time Entrepreneur Loans** target entrepreneurs starting their own business or purchasing an existing business and are in need of start-up capital.

**Revolving Credit Loans** offer a convenient way to access working capital, whether you need to balance out cash flow or respond quickly to a new opportunity.

**Innovation Loans** offer financing for the adoption of innovative technology designed to enhance the productivity and competitiveness of your business.



**EnergyWise Loans** offer financial assistance to improve energy efficiencies in your business.

**BusinessAble Loans** offer financial assistance to entrepreneurs with disabilities seeking to start or expand a business.

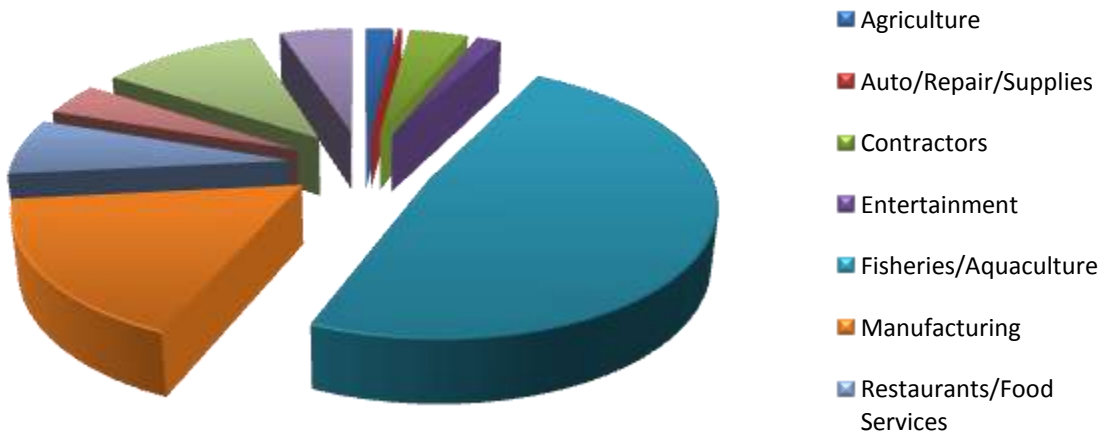
**Students In Business (SIB) program** is available to students age 15—34, who are presently attending or planning to return to a high school or a recognized post secondary educational institution. The SIB program offers interest free loans up to \$5,000.

**Social Enterprise Loans** offer financial support to non-profit organizations producing goods or services to the market economy, redirecting their surpluses in pursuit of social, environmental or community goals.

# INVESTMENT PERFORMANCE

April 1, 2014 – March 31, 2015	
Total Value of Assistance	\$2,306,273
Number of Loans Disbursed	22
 New Business Start-up	4
 Business Expansion/Modernization	18
Jobs Created	33
Jobs Maintained	45.5
Counselling Services to Small Business Clients	165
Leveraged Funds	\$136,890

## PORTFOLIO BY SECTOR





# SELF EMPLOYMENT PROGRAM

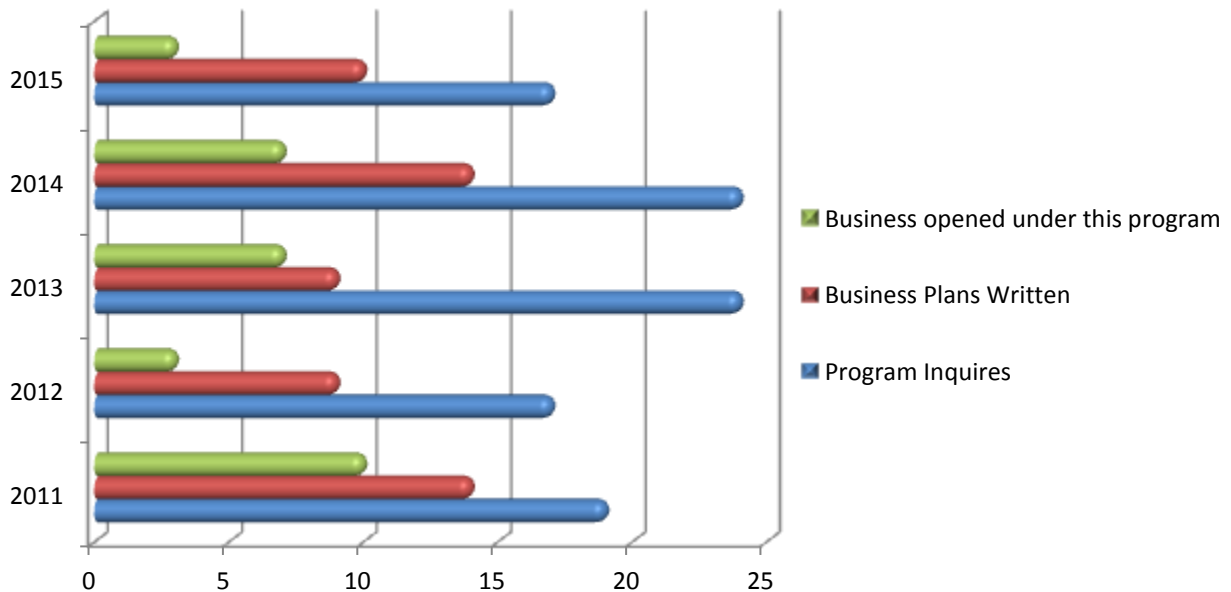
*The Self Employment Program is designed to assist eligible unemployed individuals create jobs for themselves by starting their own businesses.*

*During the application process, CBDC Shelburne assesses the viability of the business plan while considering factors such as appropriate skills, experience, knowledge, demand for product or service and competitive impact.*

*Entrepreneurial support and financial assistance are provided to approved participants through the Self Employment Program. Support during the start-up period may include orientation, information seminars and/or workshops, and business counseling.*

*Funded by Employment Nova Scotia, the Self Employment Program is an effective economic development tool for stimulating entrepreneurship and small business development in Shelburne County.*

## **Self Employment Program Business Advisory Services April 1, 2010 – March 31, 2015**



# SMALL BUSINESS SKILLS DEVELOPMENT

At CBDC-Shelburne we want businesses to succeed. We give high priority to business skills development that helps support and grow financially strong companies in Shelburne County.

Over the past year, CBDC-Shelburne

- Provided consultant advisory services to 5 small businesses in the amount of \$18,500
- hosted 11 small business management training programs and workshops
- invested over \$34,227 in skills development
- supported a total of 143 participants comprised of entrepreneurs, small business owners and their employees

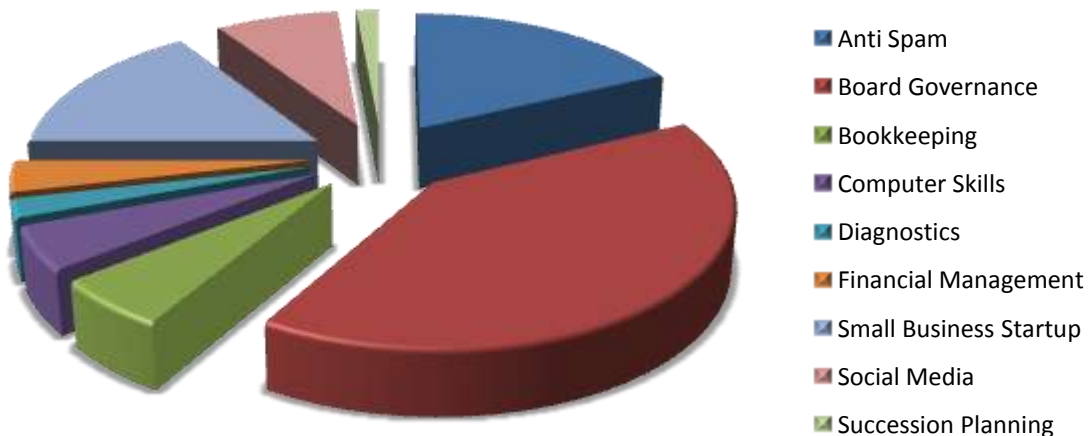


**Board Governance**



**Canada's Anti-Spam Legislation Workshop**

## Investment in Skills Development



# NOVA SCOTIA LABOUR AND ADVANCED EDUCATION

This past year CBDC-Shelburne offered two business training programs in partnership with Nova Scotia Labour and Advanced Education. A total of 15 local entrepreneurs, small business owners and their employees participated in these training opportunities.



*"I applied my new computer skills and now feel confident using a computer to help in the management of my business"*

*Introduction to Computers*

*"I can now post my own transactions and have instant access and understanding of my financial records"*



*Introduction to Accounting  
Basic and Computerized (Sage Accounting)*

# OUR PARTNERS

The strength of our organization is in the strength of our partnerships:

- 🌿 Atlantic Canada Opportunities Agency
- 🌿 Barrington & Area Chamber of Commerce
- 🌿 Black Business Initiative
- 🌿 Black Employment Partnership Committee
- 🌿 Business Development Bank of Canada
- 🌿 Canada Business-Nova Scotia
- 🌿 Centre for Entrepreneurship Education & Development
- 🌿 Center for Women in Business
- 🌿 Department of Community Services
- 🌿 Nova Scotia Economic & Rural Development and Tourism
- 🌿 Employment Nova Scotia
- 🌿 Entrepreneurs with Disabilities Network
- 🌿 Municipality of Barrington
- 🌿 Municipality of Shelburne
- 🌿 Nova Scotia Business Inc.
- 🌿 Nova Scotia Community College Shelburne Campus
- 🌿 Nova Scotia Department of Labour and Advanced Education
- 🌿 Nova Scotia Office of Immigration
- 🌿 Shelburne & Area Chamber of Commerce
- 🌿 Shelburne County Tourism Association
- 🌿 Town of Clarks Harbour
- 🌿 Town of Lockeport
- 🌿 Town of Shelburne
- 🌿 West Nova Inclusive Employment Society



# AGRICULTURAL FORUM

## Harnessing Economic Opportunities In the Agricultural Sector



### Quick Facts:

- ❁ In 2011, Shelburne CBDC commenced a project in partnership with the Yarmouth CBDC and South Shore Opportunities CBDC to create a microclimate map to identify areas suitable for agricultural development in Southwest Nova Scotia.
- ❁ Early 2014, the project was expanded by increasing the data collection period, adding three additional types of sensors, researching best practices of other agricultural regions, and developing a marketing strategy to identify future direction and marketing activities aimed at attracting investment.
- ❁ Both projects were supported by the 3 CBDCs, NS Economic and Rural Development and Tourism, the Atlantic Canada Opportunities Agency, and seven municipalities from Yarmouth to Chester. The first phase was also supported by Agri-Futures and NS Agriculture.

# IDEAS COMPETITION



## Ideas Competition 2015

IDEAS 2015 is a competition open to all NSCC students that encourages entrepreneurial-thinking, innovation and creativity. Students compete with general ideas that they would like to develop further into potential business ideas or for commercialization and present them to a panel of judges comprised of business owners, faculty, and CBDC representatives.

# CONSULTING ADVISORY SERVICES



**Terry Redmond**  
**Shelburne Physiotherapy**

*"We needed expert advice for future planning of our business. CBDC was able to access experts to guide us through the process. Now we have a plan!"*

# STUDENTS IN BUSINESS

***“My experience affirmed my decision to go into business, and even opened my eyes up to the rarely discussed side of business, commerce and entrepreneurship,” said Claire Haliburton, Student in Business.***

Local 17-year old Claire Haliburton has a love for photography and the way it lets her see the world in a whole new way.



When she first began the process with Shelburne CBDC to enter into the Students in Business Program, she once again saw the world in a whole new way but this time it wasn't just through the lens of a camera but through good business sense.

Claire applied to the program and was accepted to launch her business proposal to create and sell her book on photography entitled, Scenic Shelburne County.

Each page of the book has a stunning photo of the many corners of Shelburne County.

“While doing the book I realized how beautiful the place we live in really is,” she said. “I tried to include everybody’s Shelburne County in it.”

Her love for photography developed as a young child when her uncle gave her a camera as a

present but her love of business didn't develop until later in her teen years.

Always thinking she would pursue the sciences, Claire decided in the end to take her Bachelor of Commerce at Queens University in hopes of becoming a management consultant.

“My experience with CBDC affirmed my decision to go into business, and even opened my eyes up to the rarely discussed side of business, commerce and entrepreneurship,” said Claire.

CBDC would help her to understand the ins and outs of running a business, a valuable tool for her career.

“There were so many variables I didn't take into account,” she said. “It's not something you just read and learn from a book. You have to learn from experience.”

Throughout the business process Claire learned to write a business plan, choose a mentor, work on various business skills like accounting and keep track of her overall experience through a monthly report.

“Knowing I can now do these things has given me a boost of confidence,” said Claire. “You are your own boss...it teaches you self-discipline, you don't have anyone telling you what to do except yourself.”

She is accepting preorders for her photography book, Scenic Shelburne County at [claire.haliburton@gmail.com](mailto:claire.haliburton@gmail.com).



# LOCKEPORT WELDING

A great fix for the community

Like the old adage, the right tool for every job; it is evident that Lockeport Welding is the perfect fit for the small but vibrant fishing community. When Roger Latham took his first look at the building that would become his business, a lot of imagination was needed to see it as it would become.

Undeterred he transformed the fish plant into a work room and stock room, completely redoing the wharf in the process.

His dream was to make it easier for fishing vessels to get the repairs they needed quickly by letting them come up to the wharf.

Before Lockeport Welding opened, fishermen needed to either remove the part and drive it into Shelburne or call someone in. Either way it was expensive and time consuming often halting their operations for days.

“Time is money for these guys,” said Latham. “Downtime is very important...especially the first months of the season is critical.”

Latham turned to CBDC to help buy the building and to stock the shelves with the parts needed to do the job.

***“They have been really wonderful,” said Latham.  
“I’m glad they are there...they have been very supportive.”***

Not only did they help provide the right loan but they have continuously helped throughout

his first year to overcome hurdles including learning to run a business efficiently.

Latham said CBDC provided a business consultant who advised Latham what he had to do to become a successful and viable business and he has taken in the many workshops that CBDC has offered throughout the year.



All the hard work has paid off, with a successful first year, and a promising year ahead. “We keep growing and growing,” said Latham.

Latham has zeroed in on exactly what his customers need by stocking parts for specific boats and machinery so they will have what they need exactly when they need it.

“There isn’t much I can’t fix” said Latham. “I’m happy they’re happy and then they are out the door and back on the water.”

# RehoUse Timberframes & Green Building

“Job opportunities are notoriously sparse in rural Nova Scotia. With the support of CBDC’s Self Employment Program, I was able to create my own business and build my own career.

Their SEED loan offered me low-interest financing to get started at a time when it would have been impossible to borrow money from a bank. I found the counseling to be invaluable; I was able to build a knowledge base that I continue to draw on daily. Advisors were encouraging and flexible and because of their support, I am six years into a successful timber framing and renewable energy business”.

Chris Bird, Owner & Entrepreneur  
Winner of: Green Business of the Year Award 2011



### CBDC-Shelburne Quick Facts

Did you know? ~ CBDC-Shelburne ...

- 🍁 has worked in our communities for **25 years**
- 🍁 has benefited from the expertise of **100s of volunteers**
- 🍁 has assisted over **6500 entrepreneurs**
- 🍁 has injected in excess of **\$24.4 million** into Shelburne County businesses
- 🍁 maintains an investment portfolio of **\$6.1 million**

