



Annual Review 2017

Nova Scotia Association of Community Business Development Corporations



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The Atlantic Canada Opportunities Agency is pleased to provide support to the CBDCs in Atlantic Canada.



Nova Scotia Association of CBDCs

Community Business Development Corporations (CBDCs) are not-for-profit organizations that help strengthen and diversify rural communities by providing financing, business counselling and training to entrepreneurs. There are 13 CBDCs serving the needs of small businesses in rural Nova Scotia. Each CBDC is locally owned and operated. Investment decisions are made by local volunteers who are sensitive to the needs of the community.

Services include:

Financial assistance to a maximum of \$150,000, available in the forms of loans, loan guarantees and equity financing. In certain circumstances, CBDCs can provide financial assistance that exceeds \$150,000.

Business counselling & advice for small businesses and people interested in starting a business. We want businesses to succeed and we give high priority to the advisory role of our mandate. Advisory assistance usually takes the form of guidance and coaching, and sometimes advocating on behalf of our clients to other lending establishments or regulatory agencies.

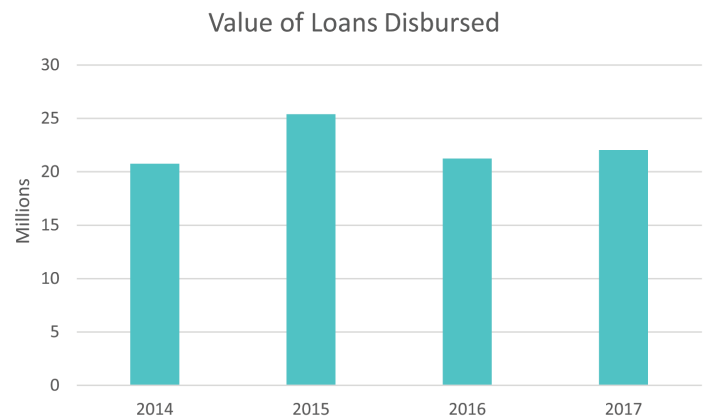
Business management skills training to individuals and small business owners/managers.

The Government of Canada provides CBDCs with some operational support through the national Community Futures program. In Nova Scotia, the program is administered by the Atlantic Canada Opportunities Agency. CBDCs are part of a national network of 269 corporations, each dedicated to the development of rural Canada.

The 13 Nova Scotia CBDCs are members of the Nova Scotia Association of CBDCs, an organization that supports the common needs of the network. Through the Association, CBDCs regularly meet to discuss local business development opportunities, best practices and operational issues. Through provincial committees, volunteers and staff work together on various initiatives such as professional development and marketing activities. The Association also manages several business development programs, including a Consulting Advisory Services Program, a Youth Internship program and SkillsOnlinens.ca.

Highlights

Nova Scotia's 13 CBDCs approved 440 loans totaling \$22,045,511 in investments to small and medium-sized businesses. These investments resulted in the creation and/or maintenance of over 1,500 jobs and helped businesses leverage \$15,421,104 from other sources. Fifty three percent of the applications approved were for new start-ups.



CBDCs have access to an Atlantic wide Entrepreneurial Training Fund. This program provides funding support for business owners to improve their business management skills. In 2016-17, 140 clients accessed this fund. The Association also manages the SkillsOnlinens.ca project, an online training platform made available through the Department of Labour and Advanced Education. Over 23,000 users have signed up and have completed thousands of courses (all available at no cost to Nova Scotia residents).

Delivered on behalf of Employment Nova Scotia, the Self-Employment Benefits program provides qualifying people with income support, one-on-one business counselling and business skills training while they get their businesses up and running. All 13 CBDCs deliver this program. In 2016-17, CBDCs helped 372 Nova Scotians make the step to self-employment.



Provincial Projects

Students in Business

The Students in Business program continued for another year, issuing 10 loans for a total of \$46,100 in assistance. This brings the total number of businesses assisted since inception to 991, with \$3,875,955 disbursed. During this time frame there have been 119 write-offs totaling \$334,887. This represents 8.6% of the total amount disbursed and loans approved, indicating a program success rate of 91.4%.

Consulting Advisory Services (CAS)

CBDCs have access to a consulting advisory services program for small business owners and non-profit organizations in rural Nova Scotia. This program provides 75% of consulting fees to a maximum of \$5,000 for diagnostic assessments, export readiness assistance and business management skills assessment. In 2016-17 CBDCs approved 87 applications for a total of \$360,000 in assistance.

Skillsonline.ca

The Association manages the agreement between the Department of Labour and Advanced Education (LAE) and Bluedrop Learning Networks. The project launched in October 2012 and has seen over 23,000 users added in that time. The platform offers free online training and the ability to track employee training. This past year custom courseware was developed in partnership with the Department of Seniors, Department of Education and Early Childhood Development and the Youth Initiatives Division of LAE.

Youth Internship Program

Small and medium sized businesses (SMEs) and community economic development (CED) organizations had access to a Youth Internship Program this past year. Eighteen interns were placed with CED organizations and twenty interns were placed with SMEs. The program provides 90% of wage costs for 12 months for a CED organization to hire a recent graduate (SME reimbursement rate is 50%). Interns have been hired in a number of industries like manufacturing, ocean tech, hospitality, publishing and marketing. The program provides valuable work experience to new grads and helps to retain youth in our rural communities. A number of the internships have completed and some businesses have hired the intern as a permanent full time employee.



CBDC programs and services complement traditional banks and credit unions. When traditional lenders cannot offer complete commercial financing, CBDCs are here to help. Working with and investing in our clients, CBDCs help entrepreneurs when they need it most. Many CBDC referrals come from local banks, credit unions, accountants and lawyers.

Client Profile: Temple on Queen

Entrepreneurs Jennifer D'Aubin and Cindy MacDonald have created what has the making of a thriving business, built on a foundation of a promising catering operation and a renovated historical building.

Temple on Queen grew out of the sideline catering business of D'Aubin Family Meats butcher store of Bridgetown, which was inspired by MacDonald, who worked in the kitchen. As the catering business took off, D'Aubin began to share MacDonald's vision of venue for weddings and special events in the old Rothsay Masonic Temple on Bridgetown's Queen Street. MacDonald had purchased the building in 2009, but her redevelopment project had remained on a back burner until January of this year when she and D'Aubin launched Temple on Queen.

After obtaining a loan for renovations to the 1871 building from Annapolis Ventures, the operation opened for business with its first event, the AGM for the Bridgetown and Area Chamber of Commerce in June of this year. The pair are now taking bookings into 2018. And the partners are convinced their venue is so unique it has appeal not just for the broader Bridgetown area but as far away as Halifax.

According to D'Aubin, they couldn't have done it without Annapolis Ventures. "I think the process of working with them was quite seamless. They were easy to work with and very supportive of the venture," says D'Aubin.

Annapolis Ventures

26 Bay Road
Bridgetown, NS
Ph: 902-665-2635

Investment Activity

Applications Received	51
Applications Disbursed	45
Total Value of Assistance	\$1,947,400
Average Size of Loan	\$43,275

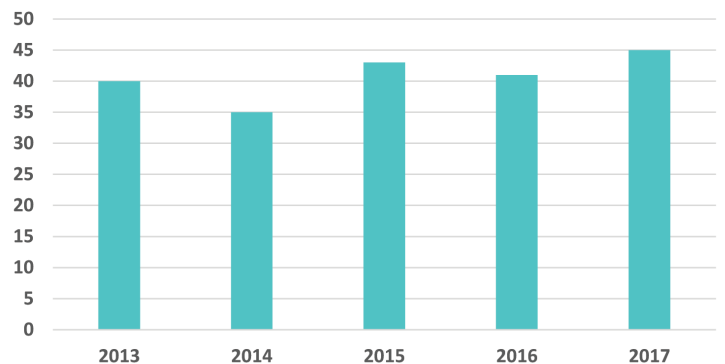
Businesses Assisted

New Start-up	24
Existing	21
Clients Counselling	218

Jobs

Jobs Created	42
Jobs Maintained	21
Investment per job	\$30,911

Number of Loans Disbursed



Loans disbursed since inception: 758

Value of loans disbursed since inception: \$18.8

Client Profile: Asado Wood Fired Grill

Asado Wood Fired Grill catering service is smoking-hot on Nova Scotia's weddings, parties and festivals circuit. Sparked two years ago with the help of two loans from CBDC Blue Water, it offers what owner Mike Yould describes as a "unique" and "interactive" catering service. Unlike a food truck, where the cooking takes place inside, Yould and his partner were cooking in the open. "People were really intrigued by everything being cooked in front of them," he says.

His partner eventually moved on to another opportunity in western Canada, and Yould took over Asado. "I put my twist on it, which is when I went into full barbeque – Kansas City style mixed with a little Nova Scotia."

To make it less seasonal, the entrepreneur has extended the operation indoors, taking on the catering at Bearly's House of Blues and Ribs in Halifax.

The company has grown from one full-time and two part-time employees to three and three, in addition to Yould, and it likely will take on another two full-time workers this summer. Meanwhile, plans are afoot to have a permanent restaurant home-base sometime in the future.

Yould says he couldn't have done it without the CBDC. "They were a very good stepping stone to starting my business off," he says.

CBDC BlueWater

5228 Highway 7, Unit 6
Porters Lake, NS
Ph: 902-827-5564

Investment Activity

Applications Received	65
Applications Disbursed	45
Total Value of Assistance	\$1,495,990
Average Size of Loan	\$33,244

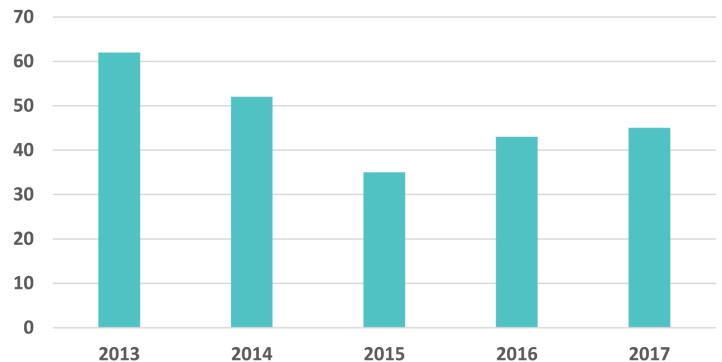
Businesses Assisted

New Start-up	24
Existing	21
Clients Counselling	348

Jobs

Jobs Created	106
Jobs Maintained	75
Investment per job	\$8,265

Number of Loans Disbursed



Loans disbursed since inception: 1,436

Value of loans disbursed since inception: \$40.9



Client Profile: Good Thyme Farming

Northport farmers Rebecca (Becca) Jones and Nick Smith are about to see a dream come true. After three years of market gardening and growing numerous varieties of vegetables on a relative’s land, they are starting to farm on their own property.

It all started four years ago with the help of CBCC Cumberland, who provided financial support for a business start up. “CBDC gave us a safety net in the event that our first year was not as successful as we had hoped,” says Becca. “It also helped us to purchase equipment such as farm tools, a caterpillar tunnel, and a market tent to sell our products at the Pugwash Farmer’s Market. In year two, they helped us buy a greenhouse.”

The organization also provided valuable advice and workshops related to business planning. “This forced us to think about things like marketing and advertising, our competitors, and how we would set ourselves apart from them,” says the 28 year-old. “These were all skills that neither Nick nor I really excelled in prior to running our own business.”

Reflecting on the skills required to be a successful entrepreneur, Becca says it’s important to learn how to manage time. “You need make good schedules and to set aside some time for yourselves, otherwise you get overworked—both mentally and physically.”

CBDC Cumberland
 5 Ratchford Street
 Amherst, NS
 Ph: 902-667-5700

Investment Activity

Applications Received	50
Applications Disbursed	23
Total Value of Assistance	\$1,150,406
Average Size of Loan	\$50,017

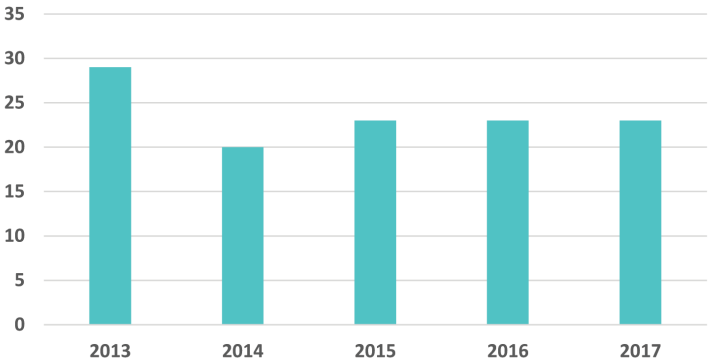
Businesses Assisted

New Start-up	16
Existing	7
Clients Counselling	154

Jobs

Jobs Created	23
Jobs Maintained	8
Investment per job	\$37,109

Number of Loans Disbursed



Loans disbursed since inception: 724
 Value of loans disbursed since inception: \$23.3

CBDC Digby Clare



Client Profile: Forgotten Memories

Jake Bevaart had a life-long dream of owning an antique store but first, he had to find the right location. Then he had to learn a thing or two about starting a business. The opportunity presented itself in 2010. Needing a life change, Bevaart decided to leave Ontario and establish roots in a new place. He found that new place on the internet in Brighton and the self-confessed treasure hunter moved into his new home. Luckily, there was a barn as well as a large space in the back of his new digs that could house the various collections, memorabilia and antiques he had amassed over the years. Now referred to as the “Barn Store,” and the “House Store,” they make up Bevaart’s business, Forgotten Memories Antiques & Collectibles.

Although opening a business was a logical thing to do, it didn’t happen overnight. “One of the main challenges was the simple act of getting started. There was so much to do. Bevaart is grateful for the assistance provided by CBDC. “They gave me the financial support that allowed me to invest in both stores and do things properly from the outset.

Forgotten Memories Antiques & Collectibles opened in May, 2012. With more than 10,000 items on display, buyers and browsers love discovering the selection of old toys, glass and porcelain, jewellery, Beatles memorabilia, black Americana, coins, antique furniture, and more., “I live and breathe what I do, and I love it!”

Digby Clare CBDC

60 Water Street
Digby, NS
Ph: 902-245-6166
Clare Office: 902-769-2196

Investment Activity

Applications Received	18
Applications Disbursed	17
Total Value of Assistance	\$809,000
Average Size of Loan	\$47,588

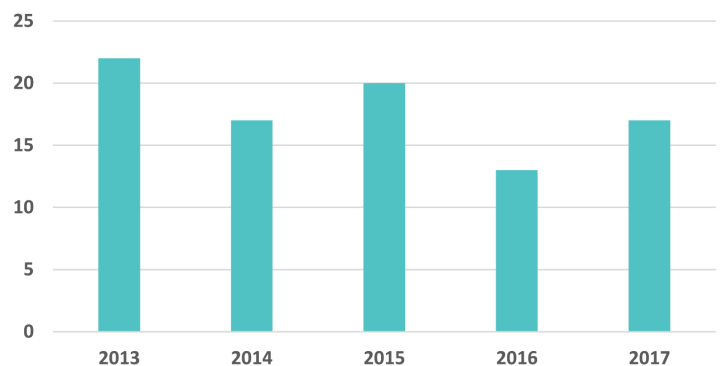
Businesses Assisted

New Start-up	6
Existing	11
Clients Counselling	70

Jobs

Jobs Created	14
Jobs Maintained	15
Investment per job	\$27,896

Number of Loans Disbursed



Loans disbursed since inception: 530
Value of loans disbursed since inception: \$14.1

CBDC Guysborough County



Client Profile: Big G's Pizza

For Ghandi Mohrez, a new life in Canada has taken a few twists and turns. But the mechanical engineer from Syria who immigrated to Nova Scotia in 2000 with his wife Dima Khalil is happy to be running his own restaurant in Guysborough, and to call that community “home.” He’s in no doubt that they owe their success, in part, to the Community Business Development Corporation (CBDC). Unlike the banks he had approached for a loan to help renovate his restaurant – Big G’s Pizza – Mohrez says, “CBDC looked at me as a value to the community.”

As newcomers running a business in a rural community, there were challenges. “But we made it through that.” The company is looking expand again, this time to offer retail and wholesale Mediterranean desserts and sauces under the Big G’s brand name, incorporating prized family recipes. “I would like to see it on the shelves in all of the grocery stores in Nova Scotia,” says Mohrez. However, they will take that “step by step,” he adds.

Big G’s employs three people full time, year-round, not including Mohrez, and six during the busy summer season. The restaurant owner notes that they were “honoured” to be a past winner of the Seven Wonders of Guysborough County. “For us, Guysborough County is our home. They gave us the energy to stay for many, and many more years,” says Mohrez.

CBDC Guysborough County

46 Main Street
Guysborough, NS
Ph: 902-533-2770

Investment Activity

Applications Received	30
Applications Disbursed	27
Total Value of Assistance	\$1,080,089
Average Size of Loan	\$40,003

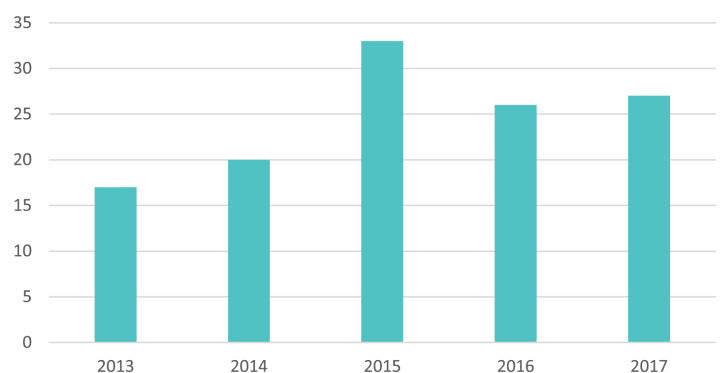
Businesses Assisted

New Start-up	10
Existing	17
Clients Counselling	114

Jobs

Jobs Created	26
Jobs Maintained	93
Investment per job	\$9,076

Number of Loans Disbursed



Loans disbursed since inception: 501
Value of loans disbursed since inception: \$16.6

CBDC Hants Kings



Client Profile: Nova Scotia Fisherman

A business opportunity with a US-based partner prompted Perley Beirsto, and his nephew, Les Falconer, to form Nova Scotia Fisherman, a company that makes natural skin care products infused with local sea kelp. Beirsto and his nephew persuaded their American partner to let them develop and sell a particular candle in New Minas, Nova Scotia. However, Beirsto and his nephew knew developing one product to export wouldn't be enough to sustain a business in the long term. They wanted to create employment for people in the Annapolis Valley area.

With the financing and assistance from CBDC, Beirsto and Falconer were able to grow their business to include making other skin care products such as homemade soap, lip balm, a cuticle cream and a skin care lotion for people with extremely dry or cracked skin.

“We manufacture everything we make here in New Minas and employ local people,” Beirsto said. All of products with the Nova Scotia Fisherman label are made with essential oils and local sea kelp. Since launching Nova Scotia, the company has grown from two employees to ten. Beirsto says the company exports its products to all provinces in Canada and overseas to the United Kingdom, South Korea, Japan and Australia and more recently to the United States through Vitamin Cottages stores.

CBDC Hants Kings

80 Water Street

Windsor, NS

Ph: 902-798-5717

Kentville: 902-679-6215

Elmsdale: 902-883-8879

Investment Activity

Applications Received	123
Applications Disbursed	85
Total Value of Assistance	\$5,257,225
Average Size of Loan	\$61,849

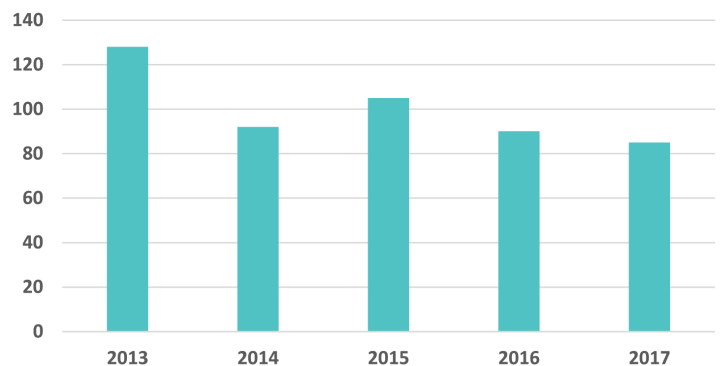
Businesses Assisted

New Start-up	75
Existing	10
Clients Counselling	36

Jobs

Jobs Created	94
Jobs Maintained	191
Investment per job	\$18,446

Number of Loans Disbursed



Loans disbursed since inception: 2,061

Value of loans disbursed since inception: \$81.1

Client Profile: Soul Eco-Salon

Soul Eco-Salon and Wig Boutique came to be as Sarah Howlett noticed lots of women with thinning hair for one reason or another. But, when her own hair started to thin due to an under-active thyroid, she really sat up and took notice.

Thinking that perhaps the toxicity of the products she had been using on her clients was at the root of her problem, Sarah began taking a Natural Health and Nutrition course.

Losing her hair was hard on Sarah on a personal level, she had been a stylist for years and her hair was important to her. She decided to purchase a beautiful wig. Unfortunately, she had to travel to Halifax to do so; she thought about how difficult it must be for others, in the Truro area to buy wigs. After some investigation into product lines and so on, Sarah included wigs in her product line.

Sarah sells wigs to many diverse clients for many reasons, but most special is when a customer is a cancer patient and she can fit her with a beautiful wig. So, moved by her breast cancer survivors, Sarah now carries a line of custom fit breast prosthesis.

Sarah was able to fund her new venture with the help of CBDC NOBL. “There is no way I would have been able to make my dream a reality without NOBL. They were there for me every step of the way.”

CBDC NOBL

4852 East River East Side Road
 New Glasgow, NS Pictou: 902-382-6625
 Colchester: 902-895-6625, Antigonish: 902-867-6625

Investment Activity

Applications Received	80
Applications Disbursed	55
Total Value of Assistance	\$1,569,246
Average Size of Loan	\$28,530

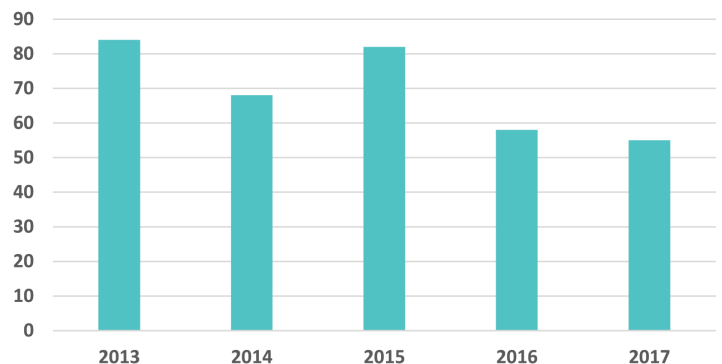
Businesses Assisted

New Start-up	24
Existing	31
Clients Counselling	424

Jobs

Jobs Created	105
Jobs Maintained	99
Investment per job	\$7,692

Number of Loans Disbursed



Loans disbursed since inception: 1,468

Value of loans disbursed since inception: \$45.9

CBDC Northside Victoria



Client Profile: Glass Artisans Studio and Gallery

Glass Artisans Studio & Gallery on the Cabot Trail - Cape Breton Island, opened in 2005. The gallery and studio is owned by Wendy Smith, a stained glass artist whose work is featured in the gallery along with many others.

Over the years CBDC Northside Victoria has helped her expand her shop twice. “They really understand the needs of small businesses,” says Smith. “They’ve been hands on and eager to help me all along the way.”

When she outgrew her space CBDC helped fund her shipping and receiving building and new warm glass studio. “Without the loan for the studio kiln I wouldn’t have been able to develop one of my new product lines and expand at just the right time.”

Wendy invites glass artists from all over to come and rent the Flameworking Studio, Casting & Cold Working Studio and Glass Blowing Studio for one or two weeks during the summer and fall. While they create new work at Glass Artisans Studio & Gallery, visitors can watch the artists work their magic with glass.

Glass Artisans Studio & Gallery features the art from over 25 glass artists. Beyond the loans, Smith has found the advice from the CBDC helpful. “They’re good business consultants and know their stuff. They helped me with store locations, business leads, and product development along the way.”

CBDC Northside Victoria

1 Fraser Ave, Suite 7
Sydney Mines, NS
Ph: 902-736-6211

Investment Activity

Applications Received	29
Applications Disbursed	24
Total Value of Assistance	\$1,458,100
Average Size of Loan	\$60,754

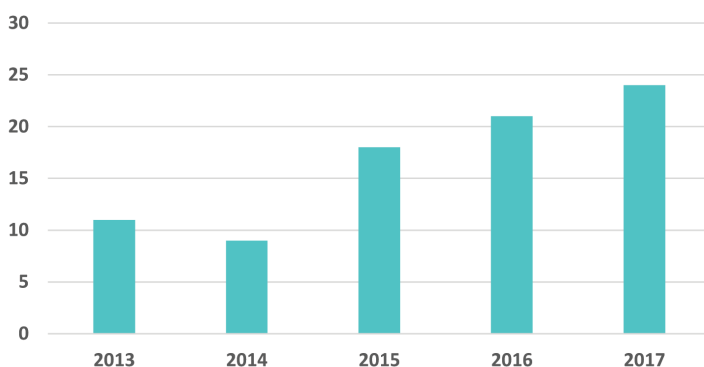
Businesses Assisted

New Start-up	11
Existing	13
Clients Counseled	195

Jobs

Jobs Created	21
Jobs Maintained	62
Investment per job	\$17,462

Number of Loans Disbursed



Loans disbursed since inception: 721

Value of loans disbursed since inception: \$24.5

CBDC Shelburne

Client Profile: Passage Pub

Ten years ago Robin MacDougall started working part-time at the Passage Pub (formerly Dooley's) in Barrington Passage. At the time, she was a single mother with two young children, and drove a 10-year old Neon.

From the get-go, she loved her waitressing job. Within three months, MacDougall was bartending; at the end of three years, she was the manager. As the pub's owner was not usually there, the young mother got the notion that if she could run the business for someone else, why not own it? "I was always taught that unless you are brave enough to ask, then the answer will always be no." So, at a rare meeting with the owner, she asked if he would give her first offer should ever decide to sell.

In November of 2013 she received an email from the pub's owner; he was ready to sell. "I knew I had to try. I contacted CBDC-Shelburne. They helped me do a business plan. They also believed in my vision and helped make it happen by giving me a loan."

"The CBDC has been a great support, I've taken a number of courses through them in accounting and marketing. Just knowing they are there if I need anything makes everything less stressful."

CBDC Shelburne
157 Water Street
Shelburne, NS
Ph: 902-875-1133

Investment Activity

Applications Received	22
Applications Disbursed	22
Total Value of Assistance	\$1,950,639
Average Size of Loan	\$88,665

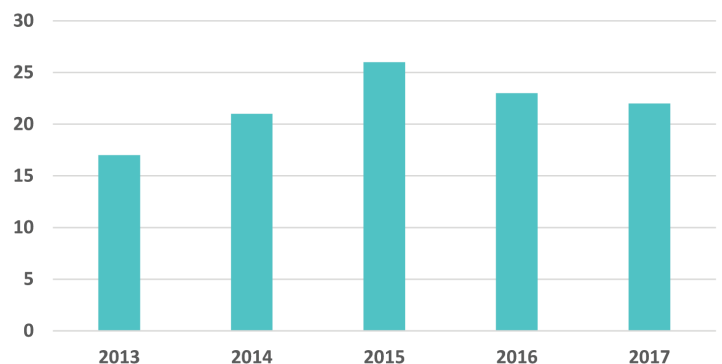
Businesses Assisted

New Start-up	7
Existing	15
Clients Counselling	142

Jobs

Jobs Created	29
Jobs Maintained	97
Investment per job	\$15,239

Number of Loans Disbursed



Loans disbursed since inception: 802
Value of loans disbursed since inception: \$24.5



Client Profile: ProPoly Cushioning

For years, Pat Surette earned his living as a heavy equipment operator in Southwest Nova Scotia. However, after years of being jostled about, he experienced severe pain in his lower back and buttocks. “In 2006 I reached a point where sitting for longer than half an hour was nearly impossible.

Surette sought medical help and was referred to an occupational therapist who tried everything, yet the pain persisted. Then serendipity stepped in. Surette’s therapist told him about a cushion made of Akton®, a dry polymer that distributes weight and eliminates pressure points. She managed to get one for a trial period and within two weeks I was pain-free,” says Surette.

Knowing that this product could help a lot of people, Surette contacted Action Products in Maryland, the company that produced Akton®. Now, he and his wife Donna Cushing own and operate Pro Poly Cushioning Inc. “We sell Canada-wide to many workers in many different industries and also manufacture cushions for people who sit at a desk for prolonged periods of time and for people with recreational pursuits from riding horses to motorbikes.”

Looking back, Surette credits CBDC with putting them on the right track, adding, “CBDC has been there for us with loans, courses and advice. We can’t say enough to express our gratitude for their support. Without their help and links to other organizations, our business venture would have been a much harder undertaking—if not impossible.”

CBDC Yarmouth

103 Water Street
Yarmouth, NS
Ph: 902-742-5364

Investment Activity

Applications Received	39
Applications Disbursed	38
Total Value of Assistance	\$2,223,533
Average Size of Loan	\$58,514

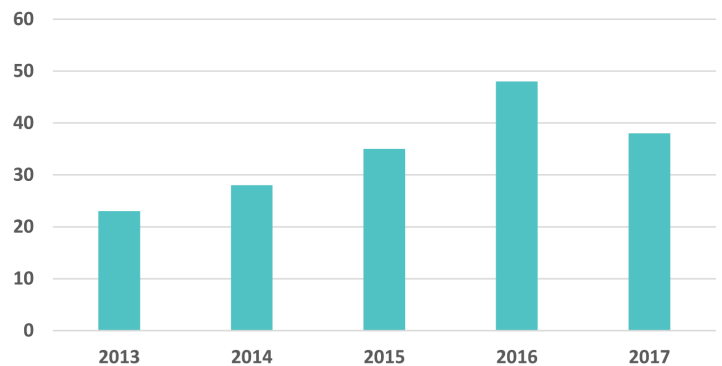
Businesses Assisted

New Start-up	20
Existing	18
Clients Counselling	88

Jobs

Jobs Created	28
Jobs Maintained	114
Investment per job	\$15,658

Number of Loans Disbursed



Loans disbursed since inception: 730

Value of loans disbursed since inception: \$26.6



Client Profile: Snow White Laundry and Drycleaning

In January 2008 Megan Snow purchased Vogue Cleaners, a successful century-old business. Since then she has purchased every dry cleaning location in Cape Breton and several in Newfoundland.

Megan, who runs the day-to-day operations, brings a background in secretarial and business administration to the business. She was working with her father's former company, Nexient Learning, when he suggested that she start a business. "My father has always been an entrepreneur, so when he heard that the owners of Vogue Cleaners were looking to sell, he asked if I wanted to try my hand at running my own business."

The business fills a niche in Cape Breton. It's the only company that offers dry cleaning and the only local company that provides mat and uniform rentals. It also services Marine Atlantic from Cape Breton and Newfoundland.

The business has come a long way over a short period of time. With approximately 60 employees, the business is a major contributor to the community.

Megan says she did it with the help of Coastal Business, "They are a great asset to our community! They helped us, not just with financing, but with business expertise, too."

Coastal Business CBDC

292 Charlotte Street
Sydney, NS
Ph: 902-539-4332

Investment Activity

Applications Received	44
Applications Disbursed	21
Total Value of Assistance	\$1,068,287
Average Size of Loan	\$50,870

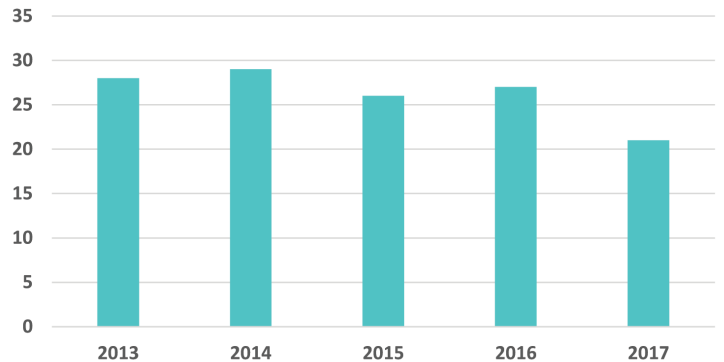
Businesses Assisted

New Start-up	9
Existing	12
Clients Counselling	79

Jobs

Jobs Created	60
Jobs Maintained	64
Investment per job	\$8,615

Number of Loans Disbursed



Loans disbursed since inception: 1,054

Value of loans disbursed since inception: \$30.6

Client Profile: Two Worlds Medicine

Dr. Erin MacKenzie, ND—is proof positive that hard work and following your passion and intuition can be rewarding. While a student at McGill University, she graduated with a science degree called the Ecological Determinants of Health. After graduating from McGill, studying Naturopathic Medicine was the logical next step. “I just kept following my inner sense of what to do next and it fell into place.”

MacKenzie now owns and operates Two Worlds Medicine Naturopathic Health Care in the Inverness Chiropractic Clinic and she also has a satellite location in Sydney.

Her biggest challenge? “Fear of the unknown! I don’t come from an entrepreneurial background so the idea of setting up shop was very foreign to me; I also had to contend with the voice in my head saying ‘Is this really going to work?’”

Enter InRich CBDC into the picture. InRich helped MacKenzie produce a business plan and to determine the number of clients she would need. “InRich also provided me with a working capital loan to purchase my start up dispensary and acupuncture supplies and they refinanced that initial loan for a couple other key things that I needed which would have affected cash flow, so I’m lucky to have had their support!” Now that the 34 year old is able to see her patient’s progress, she says, “This is the most motivating experience of my life.”

InRich CBDC
15381 Highway 19
Inverness, NS
Ph: 902-258-3698

Investment Activity

Applications Received	19
Applications Disbursed	18
Total Value of Assistance	\$970,431
Average Size of Loan	\$53,912

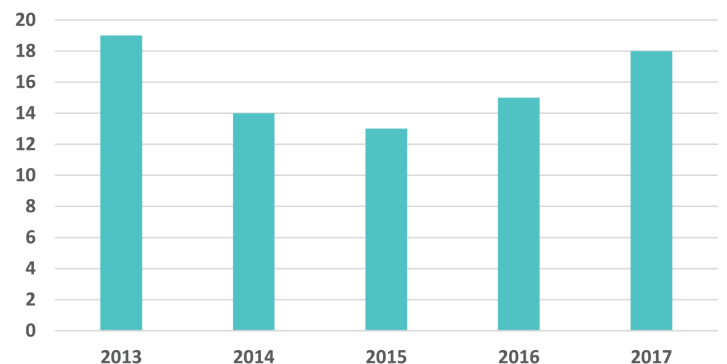
Businesses Assisted

New Start-up	4
Existing	15
Clients Counselling	180

Jobs

Jobs Created	12
Jobs Maintained	96
Investment per job	\$8,944

Number of Loans Disbursed



Loans disbursed since inception: 826
Value of loans disbursed since inception: \$19.4

South Shore Opportunities



Client Profile: South Shore Sleep Solutions

As a sleep apnea sufferer, Angela Cummings understands how her clients feel. She's the owner of a sleep apnea testing and treatment company, South Shore Sleep Solutions, located in Bridgewater, Nova Scotia.

Sleep apnea is a common sleep disorder characterized by pauses in breath while sleeping. It is extremely disruptive to one's sleep. Upon being tested and treated for sleep apnea, Cummings felt completely different. "It totally changed my life," she says. "I felt so much better."

Cummings also saw an opportunity in this. The nearest place to go for treatment – which can include multiple follow-up sessions, was an hour away in Halifax so she decided to open her own business.

Cummings credits the South Shore Opportunities CBDC for providing financing when she first started her business. "That was how I bought my first piece of diagnostic equipment which has just drummed up business up incredibly," says Cummings. The device collects data and is used to determine if a person has sleep apnea. The CBDC also paid for Cummings to take some courses pertaining to business. "I have no business background at all," she says, which posed a lot of challenges in the beginning. "It is really, really scary," she says. "For one, you have no idea where to start. You don't even know what you don't know. but the CBDC has been a great support all along."

South Shore Opportunities

7 Henery Hensey Drive
Liverpool, NS
Ph: 902-354-2616

Investment Activity

Applications Received	29
Applications Disbursed	20
Total Value of Assistance	\$1,065,106
Average Size of Loan	\$53,258

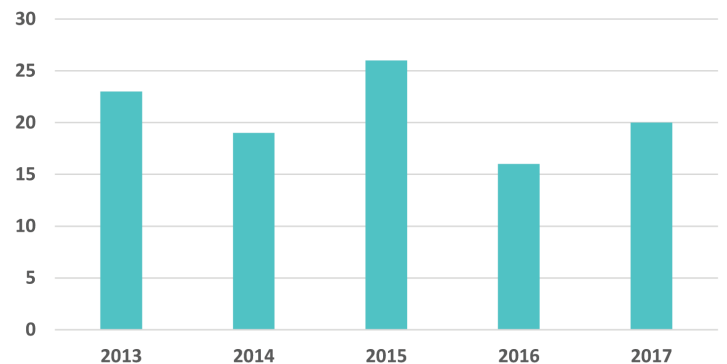
Businesses Assisted

New Start-up	8
Existing	12
Clients Counselling	221

Jobs

Jobs Created	9
Jobs Maintained	24
Investment per job	\$32,277

Number of Loans Disbursed

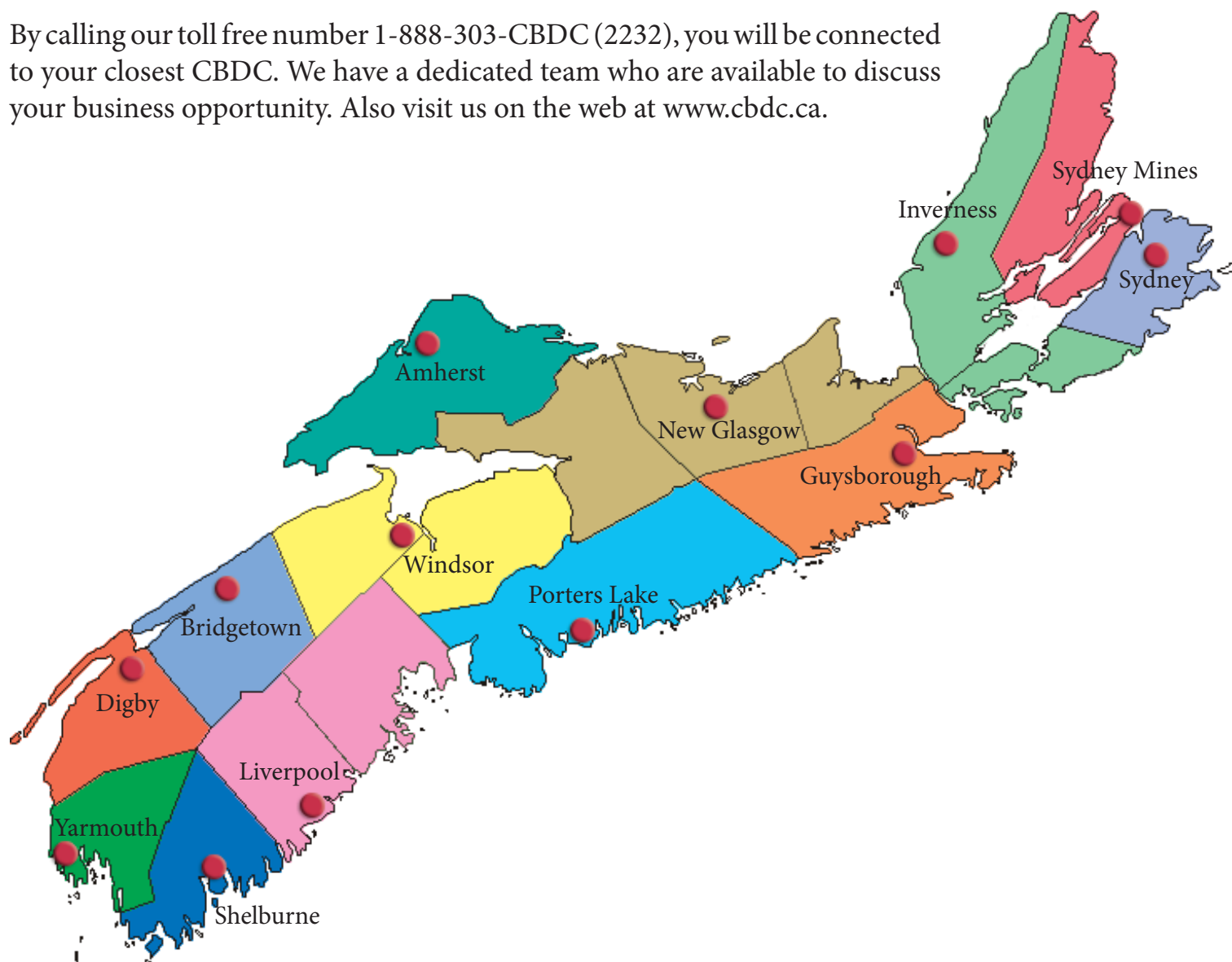


Loans disbursed since inception: 502

Value of loans disbursed since inception: \$18.9

Contact your local CBDC

By calling our toll free number 1-888-303-CBDC (2232), you will be connected to your closest CBDC. We have a dedicated team who are available to discuss your business opportunity. Also visit us on the web at www.cbdc.ca.



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