



# 2013-14 Annual Review

Community Business Development Corporations



*“Think Business...  
Think CBDC”*

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## Chairperson’s Message



CBDCs in Newfoundland and Labrador realize that the most effective and efficient process for achieving economic security and prosperity stems from local community support. This past year, I had the privilege of attending

several of our CBDCs annual stakeholder meetings. A common theme was evident amongst all – one of good governance.

Why is good governance important to CBDCs? Because our communities need to have confidence in our corporations, they need to know that we are making strong decisions that will enhance our performance and, as a result, sustain and grow our rural communities.

We provide governance training opportunities to our volunteers, we provide management training to our staff and we provide business training to our clients. Through education and support, CBDCs demonstrate that knowledge is key to meeting our mandate.

This past fiscal year, CBDCs invested \$16.8 million in financial assistance to 322 businesses, which was an increase of \$2.5 million from the previous year. Currently, the net value of our fund is \$91.9 million. Many CBDCs experienced significant year-over-year growth and surpassed expectations for their local business economic development.

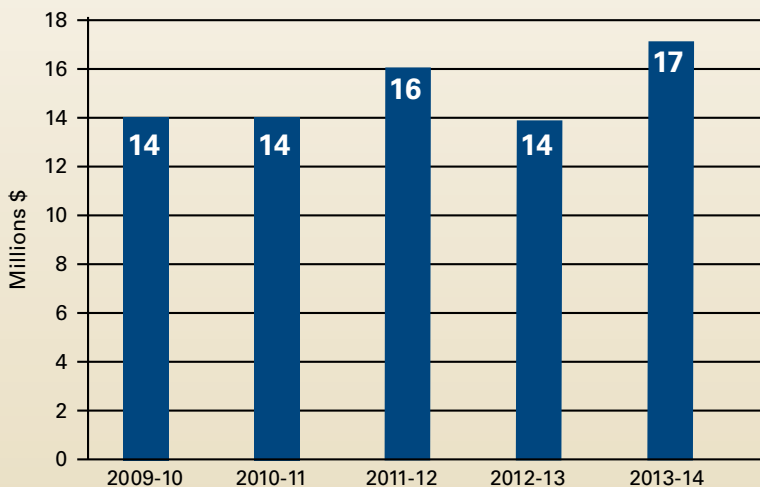
CBDCs are a highly organized and professional network and are very diligent in ensuring the viability of small businesses in rural Newfoundland and Labrador. Congratulations to the dedicated group of volunteers and staff that are ensuring CBDCs have a strong and positive impact on our rural communities.

Thank you,  
*Stan Reid*  
 Chairperson, NL Association of CBDCs

CBDCs are members of the Community Futures Network of Canada.

## CBDCs Contribution

### Disbursements

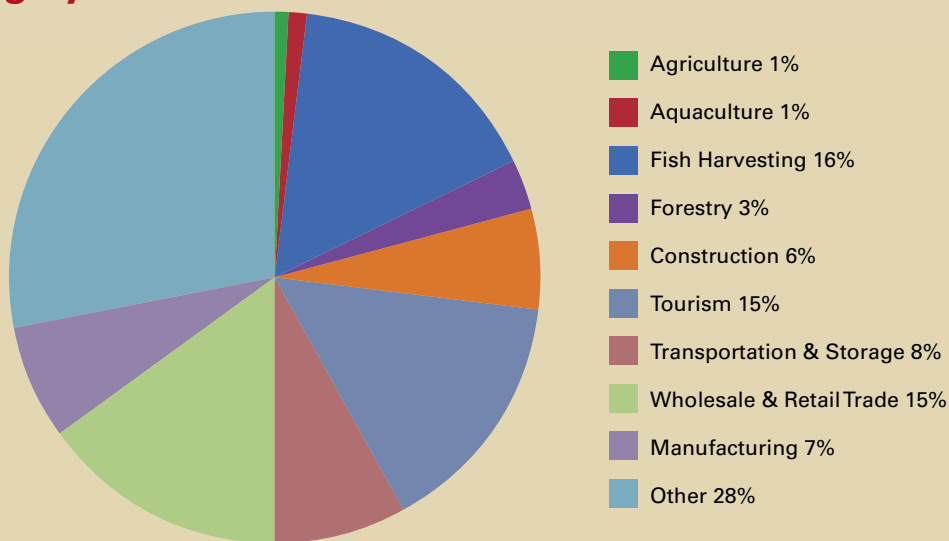


On March 31, 2014 the net value of the CBDC portfolio was \$91.9 million.

### Loan Product Report

	General Business	Youth	First-time	Innovation	Social Enterprise	FRAM-ED	Total
<b>Applications</b>	235	36	83	3	8	20	362
<b>Approved</b>	202	27	62	3	9	19	322
<b>Disbursed</b>	209	22	67	4	7	16	325
<b>Dollar value</b>	\$11,369,883	\$319,893	\$3,381,457	\$329,870	\$311,328	\$1,058,755	\$16,771,186

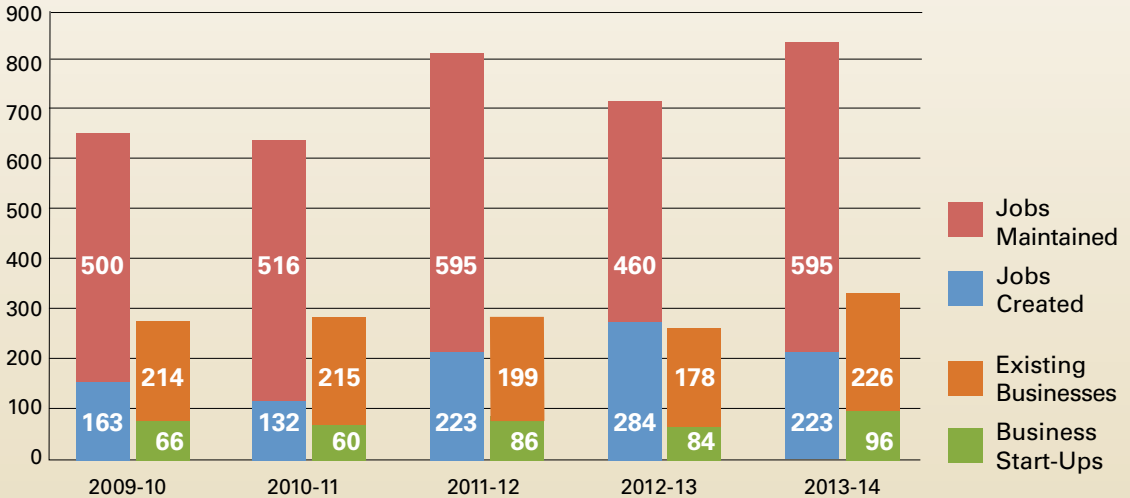
### Lending by Sector



1711 CBDC clients received business counseling in the past fiscal year.

# Investment Activity

## Jobs Created and Maintained / Businesses Assisted



## Self Employment Assistance Program (SEA)

CBDCs work in partnership with the provincial Department of Advanced Education and Skills to deliver SEA. All SEA applicants receive business counseling from the CBDC and approximately 20 percent receive additional CBDC loans. In 2013-14, CBDCs worked with 127 approved SEA clients.

## Consulting Advisory Services

In 2013, ACOA invested \$304,215 for the CBDCs to offer consulting advisory services to small and medium-sized businesses and not-for-profit organizations in Newfoundland and Labrador.

Projects Approved	24
<b>Disbursed</b>	<b>\$ 23,185</b>
Categories Supported	Business Plans Competitive Analysis Diagnostic Assessments Trade / Export Readiness Strategic Planning Access to Capital Plan

## Kick Start

In partnership with the provincial Department of Innovation, Business and Rural Development, CBDCs deliver a program that focuses on youth who lack the capacity to generate the revenue needed for a business venture.

Number of applications	59
Number approved	44
Funds disbursed	\$ 223,570
Principal repaid	\$ 106,665
<b>Remaining in the Fund</b>	<b>\$ 147,406</b>

## Youth Ventures

YV is delivered in partnership with ACOA and the Government of Newfoundland and Labrador.

Businesses Started	153
- Sole proprietorship	127
- Partnerships	26
<b>Participants</b>	<b>199</b>
Mentors	7
Presentations	243
Counseling Sessions	252
Counseling Hours	268





**CBDC Avalon West** provides business advice, counselling, consulting, training and financing services to entrepreneurs within the Cape Shore, Isthmus, St. Mary's Bay North and Placentia regions of the Province. The Corporation has eight dedicated directors who meet at a minimum of once per month to review loans applications and requests. Two directors, ensuring equal geographic representation, represent each of the sub-regions. The region is extensively rural in nature, and has a population of approximately 10,000 people. Historically, the region has been heavily reliant upon the fishing industry. Due to large industrial developments that are occurring within or near the region (Long Harbour, Bull Arm and Argentia), the construction, mining and the oil and gas sectors are providing direct employment for residents and these industries are having an overall positive economic impact. Spinoff effects from these developments are being felt in the accommodations, service and retail sectors. CBDC Avalon West continues to build on its relationships with its partners within the economic development and business financing sectors in order to grow and enhance the local business community. The opportunities for local businesses are great and CBDC Avalon West is well positioned to provide assistance.

**For a copy of CBDC Avalon West's audited financial statements, please visit:  
1-5 O'Reilly Street, Placentia  
or call 709-227-2147**

## INVESTMENT ACTIVITY

Applications Received	24
Applications Approved	20
Total Value of Assistance	\$833,850
Average Size of Loan	\$46,325

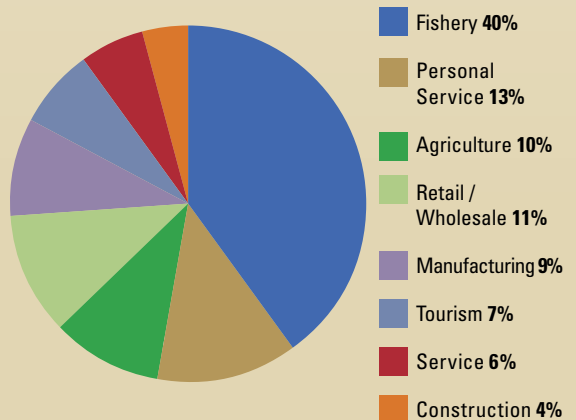
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	3
Existing	15
<b>Total Businesses Assisted</b>	<b>18</b>

## JOBS

Total F/T Equivalents Jobs Created	5
Total F/T Equivalents Jobs Maintained	29
Investment per Job	\$24,525

## CBDC AVALON WEST • LENDING BY SECTOR



Self Employment (SEA) Approved	8
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**Total Investments Outstanding \$3,940,857**

## ENTREPRENEURIAL TRAINING FUND

CBDC Avalon West delivered two training sessions, both with a marketing focus that valued \$3,846, and has approved two CAS projects, with CBDC clients obtaining the maximum allowable amount under the program.



**CBDC Burin Peninsula** represents some 33 small towns and communities with a combined population of approximately 23,000 people. Governed by a volunteer Board of Directors the objective of the corporation is to create jobs through small business development throughout the Burin Peninsula region. For years the mainstay of the local economy has been fishing and shipbuilding / metal fabrication. While these two sectors continue to drive the local economy, over the past decade an inflatable shelter manufacturing plant has been a strong contributor to the region's economic growth. The region continues to enjoy a robust retail and service sector, and combined with tourism which is aided by our close proximity to the French Islands of St. Pierre and Miquelon, and our mobile workforce that travels regularly to Western Canada as well as other major project sites throughout NL, the region's overall economy has shown positive growth in recent years. The corporation continues to be engaged in small business networking activities throughout the region. The CBDC small business financing programs are a good fit for the needs of local small business and the corporation's investments throughout the region are a reflection of this we believe.

**For a copy of  
CBDC Burin Peninsula's audited  
financial statements,  
please call 709-279-4540 or visit  
[www.cbdc.ca/nl/burin\\_peninsula](http://www.cbdc.ca/nl/burin_peninsula)**

## INVESTMENT ACTIVITY

Applications Received	15
Applications Approved	13
Total Value of Assistance	\$410,308
Average Size of Loan	\$31,562
Levered Funds	\$81,000
CDF Loans Disbursed	\$524,348

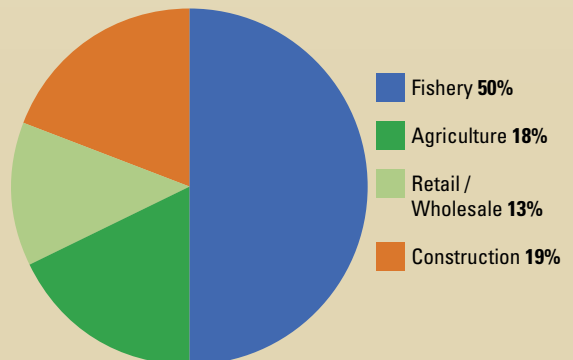
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	1
Existing	12
<b>Total Businesses Assisted</b>	<b>13</b>

## JOBS

Total F/T Equivalents Jobs Created	3.5
Total F/T Equivalents Jobs Maintained	22.5
Investment per Job	\$15,781

## CBDC BURIN PENINSULA • LENDING BY SECTOR



Self Employment (SEA) Approved	5
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CF Investments Outstanding \$2,088,479  
 CDF Investments Outstanding \$5,180,200  
**Total Investments Outstanding \$7,268,679**



**Cabot Community Business Development Corporation (CCBDC)** is one of fifteen organizations established to service specific rural communities throughout Newfoundland and Labrador. The Corporation services all communities located in the Northeast Avalon region between Marysvalle in the west and Logy Bay in the east and also Bell Island.

Cabot CBDC provides support to clients and the community at large through various loan products and programs including the Self-Employment Assistance Program.

The Self Employment Assistance Program has contributed significantly to business development in the region. During 2014 a total of 24 applications were submitted to the Provincial Department of Advanced Education and Skills, of which 21 were approved.

The primary focus of Cabot CBDC in 2014 was the enhancement of accountability to stakeholders including clients, government and the community at large. This was largely accomplished through the implementation of Board Governance Standards. These standards were contained in several policy documents primarily By-Laws, Board of Directors Guidelines and Privacy Policy Guidelines. These guidelines have now been consolidated into one policy document outlining governance standards including a Board Accountability Statement, Board Recruitment, Selection and Renewal Policy and a Complaint Resolution Policy. These are available at [cbdc.ca](http://cbdc.ca)

**For a copy of CBDC Cabot's audited financial statements, please visit:**

**[www.cbdc.ca/nl/cabot](http://www.cbdc.ca/nl/cabot)  
or call 709-834-1000**

### ENTREPRENEURIAL TRAINING FUND

CBDC Cabot delivered seven training sessions with topics dealing with accounting and marketing issues, valued \$7,321.

### INVESTMENT ACTIVITY

Applications Received	35
Applications Approved	24
Total Value of Assistance	\$743,165
Average Size of Loan	\$30,965
Levered Funds	\$677,400

### BUSINESSES ASSISTED (based on disbursed)

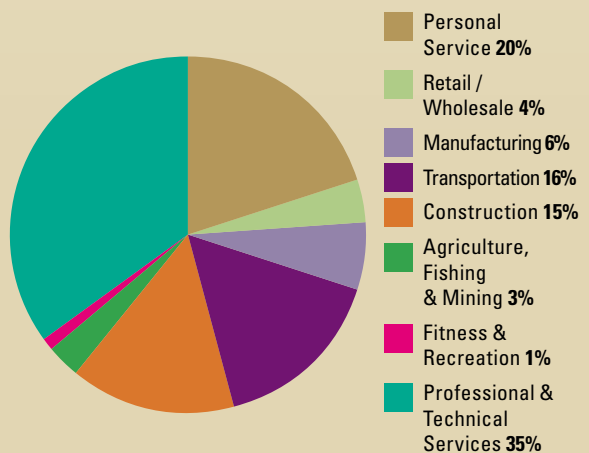
New Start-Up	4
Existing	10
<b>Total Businesses Assisted</b>	<b>14</b>

### JOBS

Total F/T Equivalents Jobs Created	17
Total F/T Equivalents Jobs Maintained	5
Investment per Job	\$33,780

### CBDC CABOT

#### • LENDING BY SECTOR



Self Employment (SEA) Approved	21
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**Total Investments Outstanding \$6,524,013**



**CBDC Celtic** has been providing business lending and business support services in the region from Petty Harbour / Maddox Cove to Mall Bay in St. Mary's Bay for over twenty years. The region encompasses 22 communities and has wide range of industries sustaining those that live in the region. Seafood processing operations, tourist operations, manufacturing, sales and service to tourism anchors in the region are all contributing to the community's livelihood. CBDC Celtic has seen many changes in the economy of the region not the least of which was the transition from fishery based to one that is broader based and seeking to showcase the unique natural, tourist and cultural attractions of the region as well as identify and develop opportunities in manufacturing. CBDC Celtic is a volunteer driven organization focusing on doing business differently.

**For a copy of CBDC Cabot's audited financial statements, please visit:**  
[www.cbdc.ca/nl/celtic](http://www.cbdc.ca/nl/celtic)  
 or call 709-432-2662

## INVESTMENT ACTIVITY

Applications Received	13
Applications Approved	12
Total Value of Assistance	\$884,400
Average Size of Loan	\$40,200
Levered Funds	\$1,202,153

## BUSINESSES ASSISTED (based on disbursed)

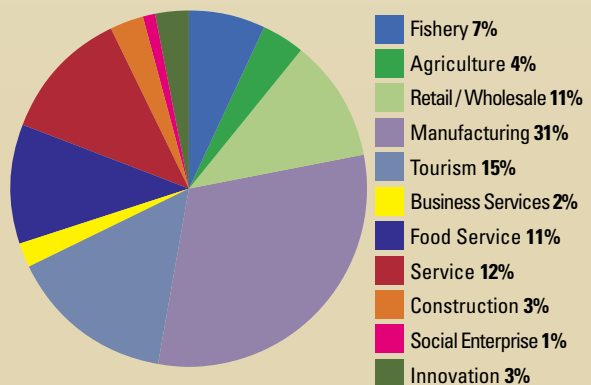
New Start-Up	12
Existing	10
<b>Total Businesses Assisted</b>	<b>22</b>

## JOBS

Total F/T Equivalents Jobs Created	34
Total F/T Equivalents Jobs Maintained	48
Investment per Job	\$10,785

## CBDC CELTIC

### • LENDING BY SECTOR



Self Employment (SEA) Approved	2
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**Total Investments Outstanding \$2,503,030**

## ENTREPRENEURIAL TRAINING FUND

CBDC Celtic delivered a daylong professional development session on financial management, valued \$4,037.





**CBDC Central** had a banner year in 2013-14, reaching \$2.0 million in disbursed funds for the first time in our 32 year history. Remaining a committed small business lender, the CBDC in Central Newfoundland has been able to assist some larger industry clients thanks to flexibility and ability to work with and for the client. With six staff members, the office is able to meet the needs of all Youth Ventures, MICRO- Business Development Program members, Self- Employment Assistance applicants, a wide range of new and existing loan clients, as well as those who simply require business guidance and advice. Within the region, it truly feels as though when someone thinks business, they think CBDC. As this primary reference point, CBDC Central has been able to direct and assist so many entrepreneurs that the image and role in the economic development of the region is strongly secured. CBDC Central is continuously strengthening relationships with all partners including BDC, Qualipu, NLOWE, regional chamber of commerce, municipalities, traditional banks, and other business organizations. CBDC Central's mission and initiatives remain focused on building stronger communities in the region and throughout Atlantic Canada. They work every day to stimulate and encourage entrepreneurial activity to strengthen the economy and create jobs in Central Newfoundland. Remember, Think Business...Think CBDC!

**For a copy of CBDC Central's audited financial statements, please visit:**  
[www.cbdc.ca/nl/central](http://www.cbdc.ca/nl/central)  
 or call: 709-489-4496

## INVESTMENT ACTIVITY

Applications Received	46
Applications Approved	37
Total Value of Assistance	\$2,011,136
Average Size of Loan	\$55,865
Levered Funds	\$784,500

## BUSINESSES ASSISTED (based on disbursed)

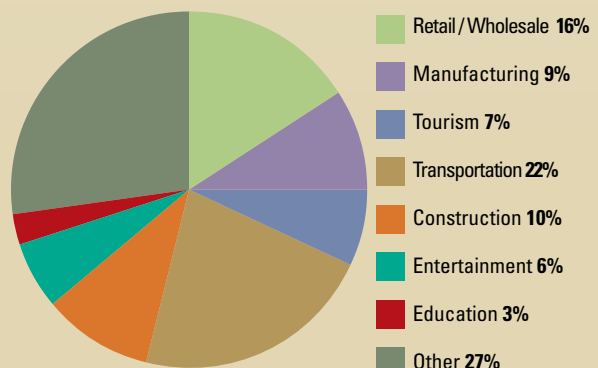
New Start-Up	8
Existing	28
<b>Total Businesses Assisted</b>	<b>36</b>

## JOBS

Total F/T Equivalents Jobs Created	14
Total F/T Equivalents Jobs Maintained	78
Investment per Job	\$21,860

## CBDC CENTRAL

### • LENDING BY SECTOR



Self Employment (SEA) Approved	8
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**Total Investments Outstanding \$5,001,763**

CBDC Central delivered three training sessions consisting of financial preparedness practices, valued \$2,469. CBDC Central is proud to host the MICRO- Business Development Program, which allows entrepreneurs to develop in a group setting encouraging support, teamwork and networking. This program is offered in partnership with NL Federation of Cooperatives and has developed a number of entrepreneurs who may not have experienced such success alone. The group is currently enjoying its highest enrollment at 13 participants.



**CBDC Eastern Initiatives** serves the Bonavista Peninsula and the communities bounded by Port Blandford - Swift Current - Arnold's Cove. CBDC Eastern Initiatives is managed by a Volunteer Board of Directors comprised of eight members who reside in the communities it serves.

2013/14 has been another successful year for CBDC Eastern Initiatives with \$1.35M disbursed to 20 businesses throughout the region. Now entering its 22nd year of operation, CBDC Eastern Initiatives continues to deliver to its clients: access to financing, business counselling and entrepreneurial training opportunities.

During the year, the Corporation held its first Public Annual Stakeholders Meeting. This event provided an opportunity to engage with the public and share information on activities. CBDC Eastern Initiatives look forward to hosting its next meeting in October 2014.

As of March 31, 2014, loans outstanding in the community totaled \$4.86M. In addition to access to capital, the Corporation helped 19 clients access training to better manage their businesses. As well, CBDC Eastern Initiatives continue to partner with the Department of Advanced Education and Skills to help new entrepreneurs access the Self Employment Assistance Program. In 2014/15, the Corporation will continue its emphasis on offering clients access to entrepreneurial training. Contact the office to learn more about upcoming workshops! CBDC Eastern Initiatives looks forward to another successful year helping businesses in the region!

**For a copy of  
CBDC Eastern Initiatives'  
audited financial statements,  
please call: 709-466-1170**

### ENTREPRENEURIAL TRAINING FUND

CBDC Eastern Initiatives delivered five training sessions to clients and non-clients that increased business knowledge of financial and management practices, valued \$6,789.

### INVESTMENT ACTIVITY

Applications Received	19
Applications Approved	18
Total Value of Assistance	\$1,349,707
Average Size of Loan	\$67,485
Levered Funds	\$539,050

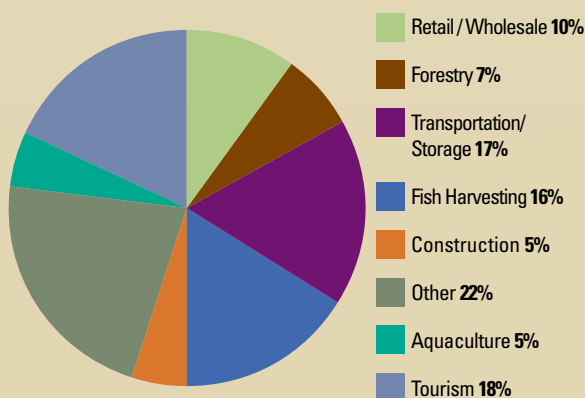
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	2
Existing	18
<b>Total Businesses Assisted</b>	<b>20</b>

### JOBS

Total F/T Equivalents Jobs Created	10
Total F/T Equivalents Jobs Maintained	9
Investment per Job	\$134,971

### CBDC EASTERN INITIATIVES • LENDING BY SECTOR



Self Employment (SEA) Approved	5
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**Total Investments Outstanding \$4,860,586**



**CBDC Emerald** has a very active board of eight directors that provide business advice and mentoring to the small and medium-sized businesses that operate within their communities, working to help sustain their rural way of life. CBDC Emerald provides business support to two major areas: the Green Bay region and the Baie Verte Peninsula. CBDC Emerald serves 42 communities within their region. The Emerald Zone is comprised of several other sectors some of which include manufacturing, tourism, construction, forestry, mineral and drilling industries. For the past number of years now, CBDC Emerald is pleased to report that they have been the economic generator for a number of small and medium-sized businesses in their region.

**For a copy of CBDC Emerald's audited financial statements, please visit:**  
[www.cbdc.ca/nl/emerald](http://www.cbdc.ca/nl/emerald)  
 or call: 709-532-4690

## INVESTMENT ACTIVITY

Applications Received	16
Applications Approved	17
Total Value of Assistance	\$861,803
Average Size of Loan	\$50,694
Levered Funds	\$428,000

## BUSINESSES ASSISTED (based on disbursed)

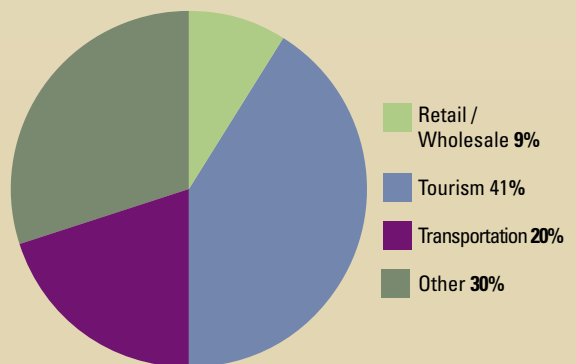
New Start-Up	8
Existing	9
<b>Total Businesses Assisted</b>	<b>17</b>

## JOBS

Total F/T Equivalents Jobs Created	16
Total F/T Equivalents Jobs Maintained	23
Investment per Job	\$22,098

## CBDC EMERALD

### • LENDING BY SECTOR



Self Employment (SEA) Approved	7
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**Total Investments Outstanding \$4,265,823**

CBDC Emerald approved and disbursed their first Social Enterprise Loan this past fiscal year!



**The Gander Area CBDC** is proud to enter its 30th year of operations and continues to be a leader in small business development within the region. The main economic industries for the Town of Gander include transportation, communications, public administration and defense. In addition, a large portion of the economy in Gander is driven by the service industry, as it is central to a catchment area consisting of some 86,000 people within a 100 km radius including 149 communities. CBDC Gander Area assists entrepreneurs throughout the area covering east as far as Charlottetown, in scenic Terra Nova National Park, to Laurenceton in the West and is governed by a volunteer board of directors. Overall, the organization has approximately 200 clients located throughout the region.

**For a copy of CBDC Gander's audited financial statements, please call: 1-888-303-2232 or 709-651-4738**

## INVESTMENT ACTIVITY

Applications Received	40
Applications Approved	31
Total Value of Assistance	\$2,725,699
Average Size of Loan	\$71,729
Levered Funds	\$615,000

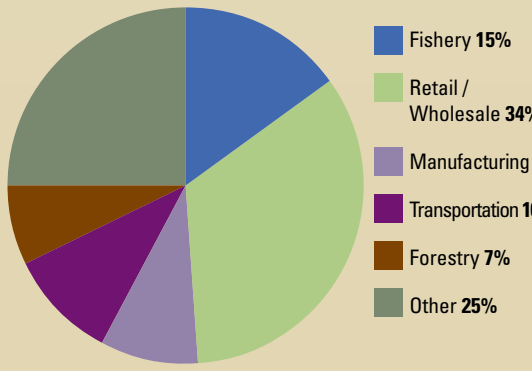
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	9
Existing	29
<b>Total Businesses Assisted</b>	<b>38</b>

## JOBS

Total F/T Equivalents Jobs Created	23
Total F/T Equivalents Jobs Maintained	155
Investment per Job	\$15,315

## CBDC GANDER • LENDING BY SECTOR



Self Employment (SEA) Approved	6
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**Total Investments Outstanding \$10,305,558**

### ENTREPRENEURIAL TRAINING FUND

CBDC Gander provided five training sessions to 14 individuals covering various of business management skills valued \$7,209.



**CBDC Gateway** was established approximately thirty years ago in response to challenging economic circumstances. The area's unemployment rate was very high and traditional industries were in decline. It was difficult for new or existing entrepreneurs to obtain business financing on reasonable terms and conditions. The Government of Canada responded to the situation by assisting local leadership in the creation of its own autonomous community business development organization that we now know as CBDC Gateway. Since its inception, CBDC Gateway has loaned close to \$20,000,000 to support business development in our area.

CBDC Gateway's office is located in the busy seaport town of Channel Port aux Basques, which is the administrative, economic and social hub of the Southwest Coast. Marine Atlantic is the community's largest employer and provides the area with a stable economic base. With its strategic marine location, well-developed harbour infrastructure and trained workforce, Channel Port aux Basques is well positioned for growth in the marine, transportation, manufacturing and tourism sectors.

CBDC Gateway provides a suite of lending, counseling & training products uniquely designed to support small business development. Our interest rates are competitive with commercial lenders and our repayment terms are flexible. Our coverage area encompasses 18 communities situated along the Island's southwest coast from North Branch located in the fertile Codroy Valley to the picturesque fishing community of LaPoile located along the rugged south coast. CBDC Gateway is governed by an engaged volunteer board of directors that are committed to the principles of transparency, accountability and confidentiality.

**For a copy of CBDC Gateway's audited financial statements, please visit:**  
[www.cbdc.ca/nl/gateway](http://www.cbdc.ca/nl/gateway)  
**or call: 709-695-7406**

### INVESTMENT ACTIVITY

Applications Received	18
Applications Approved	18
Total Value of Assistance	\$1,007,254
Average Size of Loan	\$55,958
Levered Funds	\$475,000

### BUSINESSES ASSISTED (based on disbursed)

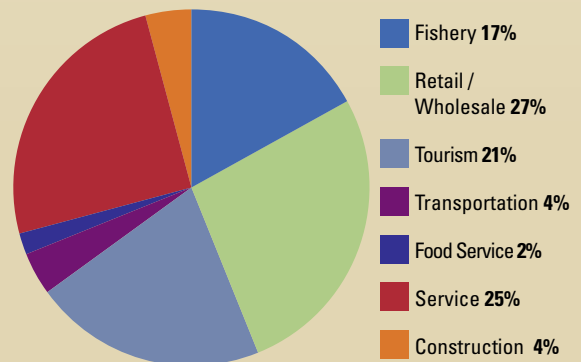
New Start-Up	8
Existing	10
<b>Total Businesses Assisted</b>	<b>18</b>

### JOBS

Total F/T Equivalents Jobs Created	23
Total F/T Equivalents Jobs Maintained	28
Investment per Job	\$19,750

### CBDC GATEWAY

#### • LENDING BY SECTOR



Self Employment (SEA) Approved	3
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**Total Investments Outstanding \$3,217,779**

#### ENTREPRENEURIAL TRAINING FUND

Six entrepreneurial training fund sessions totaling \$10,260 were approved, improving business management skills and enhancing productivity of CBDC clients.



**CBDC Humber**, with its office located in Corner Brook, reaches out with its programs and services to approximately forty-three (43) towns, communities and Local Service Districts. Within CBDC Humber's boundaries of Economic Zones 7 and 8, there are approximately 1,672 businesses, of which CBDC Humber's market share is approximately 4.31%. CBDC Humber was incorporated in December 1984 and works in partnership with all levels of government and the private sector to meet the needs of small business in Rural Western Newfoundland. CBDC Humber is mandated to stimulate private sector employment by providing small and medium sized businesses with business development programs and is governed by a volunteer board of directors, consisting of leaders from the local communities.

**For a copy of CBDC Humber's audited financial statements, please visit: [cbdchumber.ca](http://cbdchumber.ca)**

## INVESTMENT ACTIVITY

Applications Received	27
Applications Approved	26
Total Value of Assistance	\$1,317,491
Average Size of Loan	\$54,895
Levered Funds	\$344,738

## BUSINESSES ASSISTED (based on disbursed)

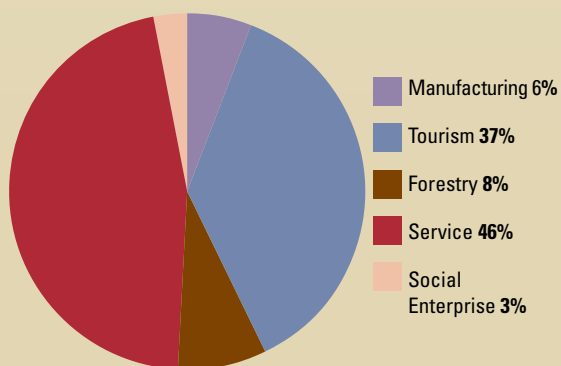
New Start-Up	7
Existing	17
<b>Total Businesses Assisted</b>	<b>24</b>

## JOBS

Total F/T Equivalents Jobs Created	29
Total F/T Equivalents Jobs Maintained	1
Investment per Job	\$45,430

## CBDC HUMBER

### • LENDING BY SECTOR



Self Employment (SEA) Approved	7
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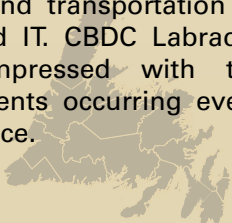
**Total Investments Outstanding \$3,907,069**

## ENTREPRENEURIAL TRAINING FUND

CBDC Humber provided marketing and financial management training sessions on five occasions to clients and non-clients alike valued \$7,897.



**CBDC Labrador** provides services to all of Labrador, receiving direction from its volunteer board of directors that represent the vastness of the area. This includes some 30 communities spread over 280,000 square kilometers. They cover a region that is vast but rich in culture and resources. CBDC Labrador has five distinct regions, each of them with its own economic base and culture. The organization spans across a very large region and touches numerous communities, many of which are characterized by different sectors of the economy, making their role as a CBDC unique. The clients run businesses that varies from manufacturing to tourism, crafts to retailing, and transportation to communications and IT. CBDC Labrador is continuously impressed with the innovation of its clients occurring every day in the market place.



**For a copy of CBDC Labrador's audited financial statements, please call: 709-896-5814 or email: info.cbdclabrador@cbdc.ca**

### INVESTMENT ACTIVITY

Applications Received	12
Applications Approved	12
Total Value of Assistance	\$227,041
Average Size of Loan	\$25,227
Levered Funds	\$149,500

### BUSINESSES ASSISTED (based on disbursed)

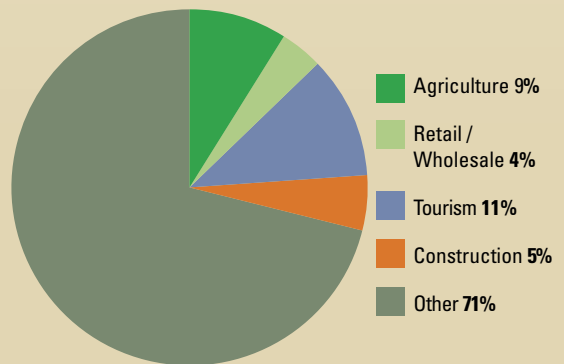
New Start-Up	4
Existing	5
<b>Total Businesses Assisted</b>	<b>9</b>

### JOBS

Total F/T Equivalents Jobs Created	7
Total F/T Equivalents Jobs Maintained	15.5
Investment per Job	\$10,091

### CBDC LABRADOR

#### • LENDING BY SECTOR



Self Employment (SEA) Approved	10
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**Total Investments Outstanding \$3,294,719**

### ENTREPRENEURIAL TRAINING FUND

CBDC Labrador delivered a training session for a client that provided financial management learning.



**CBDC Long Range** is located at 35 Carolina Avenue in Stephenville and is responsible for providing business support in South-Western Newfoundland. CBDC Long Range has been serving businesses in the region for 26 years. Geographically this scenic region includes the sub-regions of Stephenville, Port Au Port, Barachois, Bay St. George South and Penguin areas. This culturally diverse region includes a distinctive Francophone heritage on the Port Au Port Peninsula and a very strong Mi'kmaq population throughout the entire region. Stephenville, the hub of the region, is a former American military base and the military culture prevails today. The main economic industries of the area include fishing, farming, education, mining, tourism, service and retail and more recently oil and gas exploration. We welcome anyone to come in and discuss economic and employment opportunities. The CBDC Long Range is governed by a very active board of directors, consisting of leaders from the local communities. Both board and staff reside in the communities of the geographical region served. CBDC Long Range is impressed with the tenacity and the innovation of its clients. The entrepreneurs of South-Western Newfoundland are creating a diversified economy that CBDC Long Range is proud to assist.

**For a copy of CBDC Long Range's audited financial statements, please visit: 35 Carolina Avenue, Stephenville, NL A2N 3P8**

### ENTREPRENEURIAL TRAINING FUND

CBDC Long Range provided support to twelve clients by providing nine learning opportunities for them in areas of finance and business management valued at \$16,493.

### INVESTMENT ACTIVITY

Applications Received	56
Applications Approved	48
Total Value of Assistance	\$1,121,063
Average Size of Loan	\$31,139
Levered Funds	\$343,000

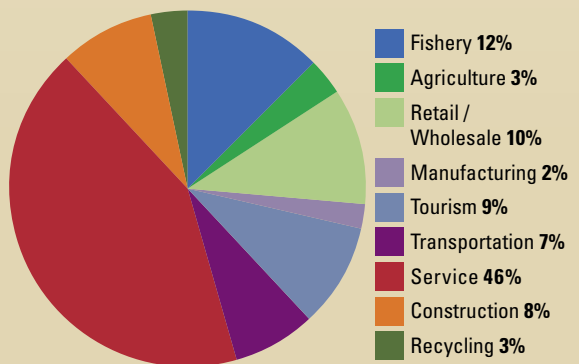
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	12
Existing	24
<b>Total Businesses Assisted</b>	<b>36</b>

### JOBS

Total F/T Equivalents Jobs Created	40
Total F/T Equivalents Jobs Maintained	59
Investment per Job	\$11,076

### CBDC LONG RANGE • LENDING BY SECTOR



Self Employment (SEA) Approved	19
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**Total Investments Outstanding \$5,581,102**





**CBDC Nortip** is located on the Great Northern Peninsula with its office located in Plum Point. The region is very rural with an economic dependence upon the primary harvesting of natural renewable resources. Within the region there are logging operations supplying lumber and pulpwood for national and international markets. The fishery was and remains the backbone of the economy in this region. There are hundreds of harvesters and others that rely upon fishing to earn a living. The fishery has diversified over the past ten years. It is multi-species with respect to harvesting and primary processing. While the economy of the area is struggling, the spirit of the people is still strong. CBDC Nortip, under the direction of a volunteer board of directors, aims to help small businesses in the region and grow the economy, and recognizes that the area has the raw materials, human resources, determination and community based spirit to make it happen.

**For a copy of CBDC Nortip's audited financial statements, please visit:  
1 Main Street, Plum Point, NL**

### ENTREPRENEURIAL TRAINING FUND

CBDC Nortip values providing training for small and medium size businesses in its communities. They delivered 11 training opportunities, to 101 attendees in all areas of business management, valued \$8,306.

### INVESTMENT ACTIVITY

Applications Received	13
Applications Approved	9
Total Value of Assistance	\$729,775
Average Size of Loan	\$91,222
Levered Funds	\$432,056

### BUSINESSES ASSISTED (based on disbursed)

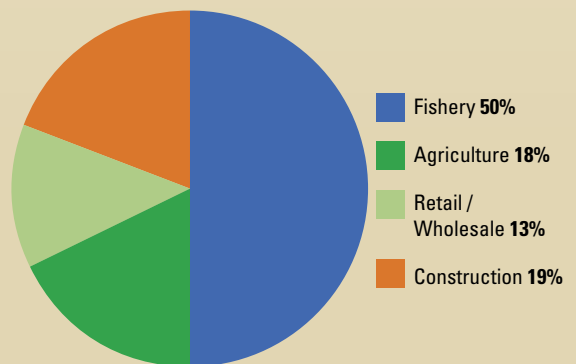
New Start-Up	4
Existing	4
<b>Total Businesses Assisted</b>	<b>8</b>

### JOBS

Total F/T Equivalents Jobs Created	6
Total F/T Equivalents Jobs Maintained	20
Investment per Job	\$28,068

### CBDC NORTIP

#### • LENDING BY SECTOR



Self Employment (SEA) Approved	10
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**Total Investments Outstanding \$4,306,535**



**CBDC South Coast** has been helping businesses since 1988, proudly serving the entrepreneurs and the communities of the south coast of Newfoundland, the Coast of Bays region. They offer tailored business financing solutions and extensive business support services that makes this organization different than your typical business lending institution or business service organization. The primary goal of CBDC South Coast is to help entrepreneurs, businesses and social enterprises to do business. CBDC South Coast is governed by a dedicated volunteer board of directors and clients are served by professional staff. Both board and staff reside in the communities and the geographical region served. Their primary goal is to help build stronger communities.

## INVESTMENT ACTIVITY

Applications Received	24
Applications Approved	23
Total Value of Assistance	\$1,416,387
Average Size of Loan	\$31,532
Levered Funds	\$1,772,000

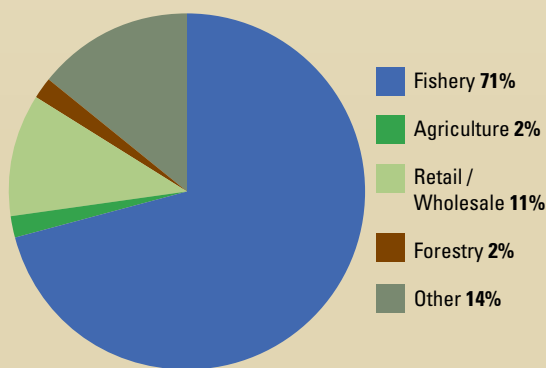
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	4
Existing	22
<b>Total Businesses Assisted</b>	<b>26</b>

## JOBS

Total F/T Equivalents Jobs Created	10
Total F/T Equivalents Jobs Maintained	67
Investment per Job	\$18,398

## CBDC SOUTH COAST • LENDING BY SECTOR



Self Employment (SEA) Approved	2
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**Total Investments Outstanding \$4,454,377**

**For a copy of CBDC South Coast's audited financial statements, please visit:**  
[www.CBDCSouthCoast.ca](http://www.CBDCSouthCoast.ca)



**CBDC Trinity Conception** covers the area from Georgetown to Bay de Verde and from Bay de Verde to Markland, otherwise known as the Bay de Verde Peninsula. CBDC Trinity Conception, in operation since 1989, employs professional and friendly staff who pride themselves on ensuring client support throughout the development of their business. Governed by a volunteer Board of Directors from all areas of the Baccalieu Trail, CBDC Trinity Conception's primary mandate is to provide entrepreneurs with financial assistance and business counseling to develop economic growth throughout the Trinity Conception region. The Corporation offers business support in the areas of start-up, expansion and modernization. Development Officers provide assistance in market research, business plan preparation, financing proposals, and training seminars.

## INVESTMENT ACTIVITY

Applications Received	34
Applications Approved	22
Total Value of Assistance	\$1,236,500
Average Size of Loan	\$56,205
Levered Funds	\$847,800

## BUSINESSES ASSISTED (based on disbursed)

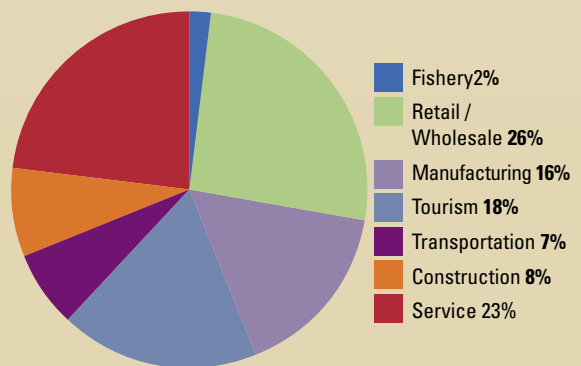
New Start-Up	7
Existing	15
<b>Total Businesses Assisted</b>	<b>22</b>

## JOBS

Total F/T Equivalents Jobs Created	17.5
Total F/T Equivalents Jobs Maintained	37
Investment per Job	\$22,688

## CBDC TRINITY CONCEPTION

### • LENDING BY SECTOR



Self Employment (SEA) Approved	26
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**Total Investments Outstanding \$5,704,757**

**For a copy of CBDC Trinity  
Conception's audited financial  
statements, please visit:  
[www.cbdc.ca/nl/trinity\\_ception](http://www.cbdc.ca/nl/trinity_ception)**

CBDC Trinity Conception facilitated fifteen training sessions for 143 participants addressing areas such as customer service, marketing, simply accounting, etc. CBDC Trinity Conception approved two CAS projects.



## Where to find us?



To find out more information about the many programs and services offered by the CBDCs call or visit us online.

**1.888.303.CBDC (2232)**

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

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