



2014-15

# Annual Review

Community Business Development Corporations



*“Think Business...*

*Think CBDC”*

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## Chairperson’s Message



Newfoundland and Labrador faced more than its share of challenges this past year. But we as a group of people are resilient. Our communities are strong. We are creative, hard-working and above all – hopeful. We are hopeful for a prosperous future. The 110 volunteers that

govern the 15 CBDCs throughout our province are passionate about working with small businesses and community enterprises to ensure that a successful future is achievable.

The volunteers worked diligently with 70 staff to ensure that 279 enterprises received top-notch business counseling, advice and financial aid valuing \$16.5 million. The strength of these numbers is due to a growth and efficiency focus that CBDCs have adopted. Our boards focused efforts on governance training, increasing partnerships, working with industry associations and broadening services provided to clients and non-clients. One such new service was the delivery of the CAS program – Consulting Advisory Services. Small businesses and community enterprises alike availed of expert advice from qualified consultants to help them with growth plans and identifying opportunities.

Programs such as this, delivered in partnership with Atlantic Canada Opportunities Agency, are opening more doors for ventures in rural Newfoundland and Labrador to sustainably compete in a global environment.

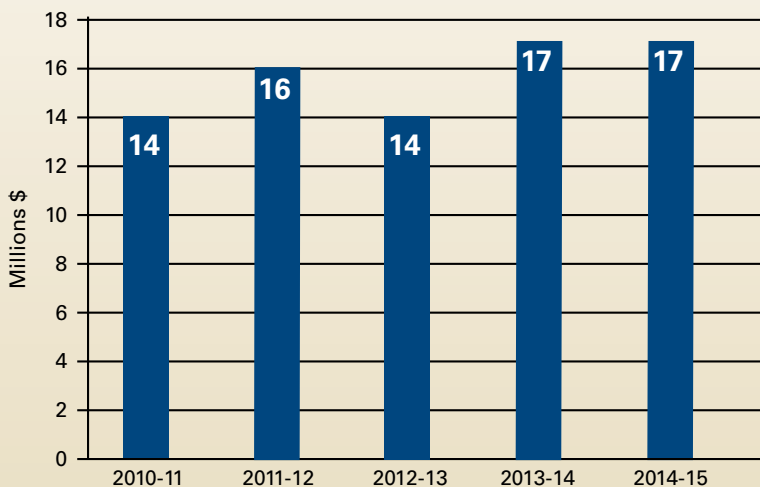
As much as I may enjoy walking down Main Street and seeing new businesses in my community open their doors, it now takes more than my community to sustain them. We have to think globally and act efficiently and always be looking for ways to improve.

I applaud the stellar efforts of the CBDC volunteers and staff who once again had another successful year of walking the walk when it comes to small businesses development on a local, provincial and global level.

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

CBDCs are members of the Community Futures Network of Canada.

## CBDCs Contribution to Rural Communities Disbursements



On March 31, 2015 the net value of the CBDC portfolio was \$93.5 million

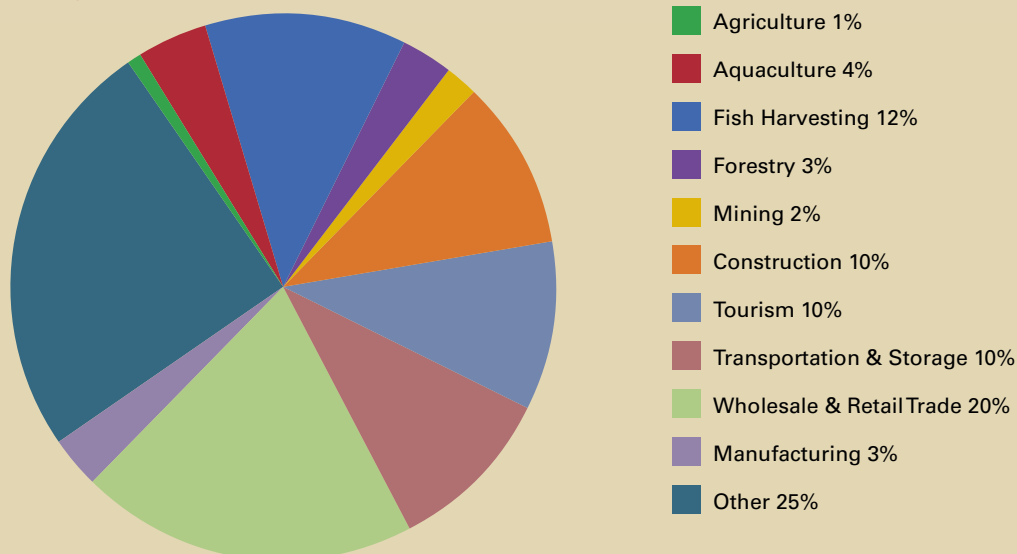
CBDCs disbursed \$16,551,389 to small and medium size businesses and community enterprises

## Loan Product Report

	General Business	Youth	First-time	Innovation	Social Enterprise	FRAM-ED	Total
<b>Applications</b>	213	44	99	1	6	16	379
<b>Approved</b>	186	42	61	1	6	15	311
<b>Disbursed</b>	191	36	59	2	5	13	306
<b>Dollar value</b>	\$10,846,173	\$691,805	\$2,941,422	\$136,272	\$294,261	\$1,641,456	\$16,551,389

CBDC clients leveraged \$11.5 million in response to their approved application

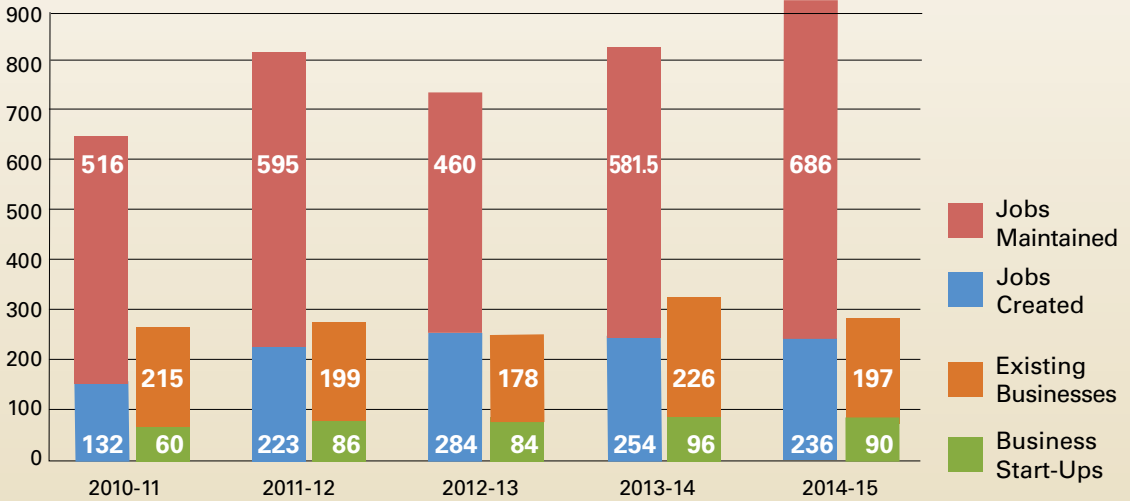
## Lending by Sector



1575 CBDC clients received business counseling in the past fiscal year

# Investment Activity

## Jobs Created and Maintained / Businesses Assisted



## SEA (Self Employment Assistance Program)

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 20 percent usually receive additional CBDC loans. In 2014-15, CBDCs worked with 141 approved SEA clients.

## Consulting Advisory Services

CBDCs have been working with businesses, municipalities and community enterprises to help grow and sustain ventures and projects via expert consulting advice. New and existing clients can access technical and financial assistance by engaging consultants to assist them with business opportunities and challenges.

Projects Approved	52
<b>Disbursed</b>	<b>\$390,885</b>
Categories Supported	Business Plans Competitive Analysis Diagnostic Assessments Trade / Export Readiness Strategic Planning Access to Capital Plan

## Kick \$tart

In partnership with the provincial Department of Business, Tourism, Culture and Rural Development, CBDCs deliver a program that focuses on youth who lack the capacity to generate the revenue needed for a business venture. By nature, it is a very risk-oriented program focusing on an innovative entrepreneur with an innovative idea.

Number of applications	76
Number approved	72
Funds disbursed	\$291,270
Principal repaid	\$145,488
<b>Remaining in the Fund</b>	<b>\$ 147,406</b>

## Youth Ventures

Delivery of YV during the summer of 2014 was exciting. More than 300 presentations were made to students in junior and senior high school classes. Twenty-two coordinators worked with the participants throughout the summer to start up food kiosks, trailer manufacturing, craft development and web-based services, just to name a few

Businesses started	127
Participants	206
Mentors	8
Presentations	230
Counseling Sessions	214
Counseling Hours	252





**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 8,000 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	21
Applications Approved	13
Total Value of Assistance	\$567,250
Average Size of Loan	\$51,568

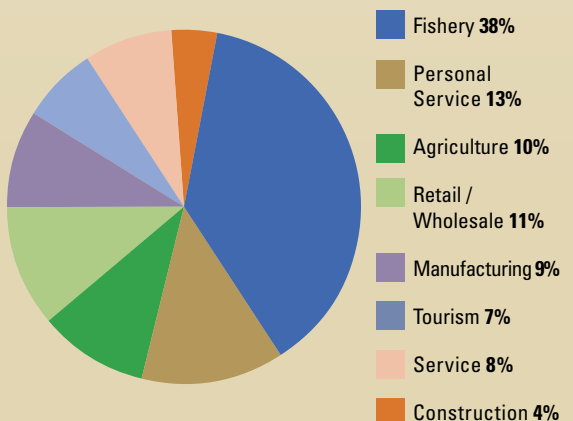
## BUSINESSES ASSISTED (based on disbursed)

Start-Up	4
Existing	7
<b>Total Businesses Assisted</b>	<b>11</b>

## JOBS

Total F/T Equivalents Jobs Created	4
Total F/T Equivalents Jobs Maintained	27
Investment per Job	\$18,298

## LENDING BY SECTOR



Clients Counseled	107
SEA Approved	8

**Total Investments Outstanding \$3,339,789**



**CBDC Burin Peninsula** represents some 33 small towns and communities with a combined population of approximately 23,000 people. The mandate of the corporation is to create jobs through small business development.

The local Burin Peninsula economy is driven mainly by the fishery and employment at the Cow Head metal fabrication site. However, an inflatable air shelter manufacturing operation and the region's service sector creates significant local employment opportunities as well. The region enjoys a robust retail sector resulting mainly from employment levels relating to the fishery and oil related metal fabrication work at the Cow Head site. In addition, many skilled tradespersons commute off the Burin Peninsula on a regular basis to pursue opportunities related to the bigger industrial projects within the province as well as in Western Canada. The region's close proximity to the French Islands of St. Pierre & Miquelon results in tourist traffic through the region of some 15,000 people annually, in addition to those that visit the Burin Peninsula for the many attractions that the region has to offer.

The CBDC small business financing programs and services are a good fit for the many businesses throughout the region, and our historical lending activity is a good reflection of this.

**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

	Investment Funds	CDF
Applications Received	11	4
Applications Approved	8	4
Total Value of Assistance	\$575,131	\$1,630,000
Average Size of Loan	\$95,855	\$543,333
Levered Funds	\$1,078,000	\$590,000

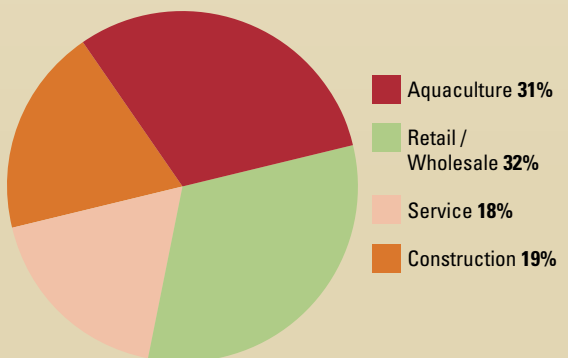
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	0	0
Existing	7	3
<b>Total Businesses Assisted</b>	<b>7</b>	<b>3</b>

## JOBS

Total F/T Equivalents Jobs Created	15	0
Total F/T Equivalents Jobs Maintained	34	95
Investment per Job	\$11,737	\$14,818

## LENDING BY SECTOR



Clients Counselling	30
SEA Approved	5

**Total Investments Outstanding \$8,416,984**

**CDF Investments Outstanding \$6,368,691**

## ENTREPRENEURIAL TRAINING FUND

CBDC Burin Peninsula delivered 1 training session to 4 clients. **Value of training contributions: \$396**



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

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

A major focus of Cabot CBDC in 2014-15 was the enhancement of accountability to stakeholders including clients, government and the community at large. This was largely accomplished through the holding of a public annual general meeting to present a financial and operating report covering the latest fiscal year.

**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 nine training sessions, to 14 clients with topics addressing accounting, marketing, management and web design.

**Value of training contributions: \$16,000**

### INVESTMENT ACTIVITY

Applications Received	30
Applications Approved	20
Total Value of Assistance	\$848,512
Average Size of Loan	\$42,275
Levered Funds	\$3,938,915

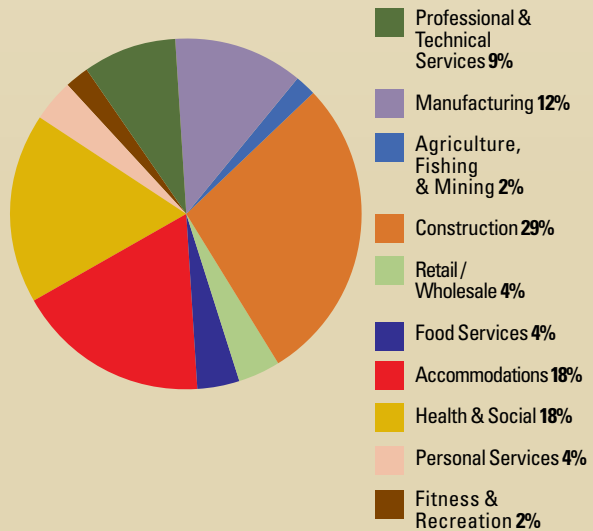
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	8
Existing	6
<b>Total Businesses Assisted</b>	<b>14</b>

### JOBS

Total F/T Equivalents Jobs Created	20
Total F/T Equivalents Jobs Maintained	2
Investment per Job	\$38,432

### LENDING BY SECTOR



Clients Counsellled	112
SEA Approved	21

**Total Investments Outstanding \$6,879,854**



**CBDC Celtic** has served the communities from Goulds and Petty Harbour/Maddox Cove to Mall Bay, St. Mary's Bay for 24 years. Our office is located in Ferryland.

Our region has a rich cultural heritage and a growing tourism industry with significant tourist anchors such as the Witless Bay Ecological Reserve, Colony of Avalon, Mistaken Point Ecological Reserve (nominee for UNESCO World Heritage nomination), Holyrood Pond and St. Vincent's Beach. The 22 communities served, with a total population of 15,900 stretch out over 205 kilometers. The region encompasses a rural and growing urban area. We have a variety of industries that include the fishery, seafood processing, tourism, manufacturing and sales and services. CBDC Celtic has supported businesses in all these sectors as well as construction, agriculture and social enterprise. In the 24 years since inception we have disbursed 260 loans and over \$11 M to businesses in our area.

In addition to lending, advice and support to businesses, we also provide training opportunities, administer the Self Employment Assistance Program and the Youth Ventures Program. Self Employment Assistance provides a living allowance for eligible Employment Insurance clients who start a business. Youth Ventures offers encouragement and support to young people who have an interest in entrepreneurship.

Our organization is governed by volunteers from within our communities and we hold an annual general meeting each year in October. The past two years, we have taken our annual meeting on the road and held it in sub-regions within our boundary.

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

## INVESTMENT ACTIVITY

Applications Received	21
Applications Approved	22
Total Value of Assistance	\$1,584,520
Average Size of Loan	\$121,886
Levered Funds	\$157,405

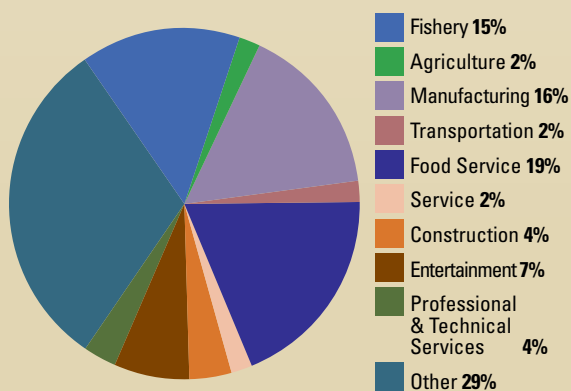
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	8
Existing	5
<b>Total Businesses Assisted</b>	<b>13</b>

## JOBS

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

## LENDING BY SECTOR



Clients Counseled	64
SEA Approved	3

**Total Investments Outstanding \$3,293,579**

## ENTREPRENEURIAL TRAINING FUND

CBDC Celtic delivered three group sessions in Facebook, LinkedIn and Sales to a total of 33 individuals. Six individual business clients received training in marketing and financial. **Value of training contributions: \$12,738**





**CBDC Central** represents approximately 25 towns and communities in Central Newfoundland from Buchans in the west to Norris Arm, Fortune Harbour and Leading Tickle in the east with a combined population of 26,190. The success of the Corporation's 34 years can be attributed to being Governed by a volunteer Board of Directors. The objective of the Corporation is to provide access to financing, business counselling and entrepreneurial training opportunities.

2014/15 has been another successful year for CBDC-Central with \$1.61M disbursed to 31 businesses throughout the region. As of March 31, 2015 loans outstanding in the region totaled \$5.55M. Our activity within the region is also attributed to the strong partnerships forged with organizations such as ACOA, Department of Advanced Education & Skills, BDC, Qualipu, NLOWE, the Chamber of Commerce, traditional banks along with municipalities within the region.

As you will see from the lending by sector, the Central area is well diversified as the major service center for many communities in the region and beyond.

**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

### ENTREPRENEURIAL TRAINING FUND

CBDC Central delivered three training sessions to 16 participants consisting of management training, effective time management, accounting setup and training topics.

**Value of Contributions: \$6,000.02**

### INVESTMENT ACTIVITY

Applications Received	40
Applications Approved	31
Total Value of Assistance	\$1,618,269
Average Size of Loan	\$52,202
Levered Funds	\$1,957,000

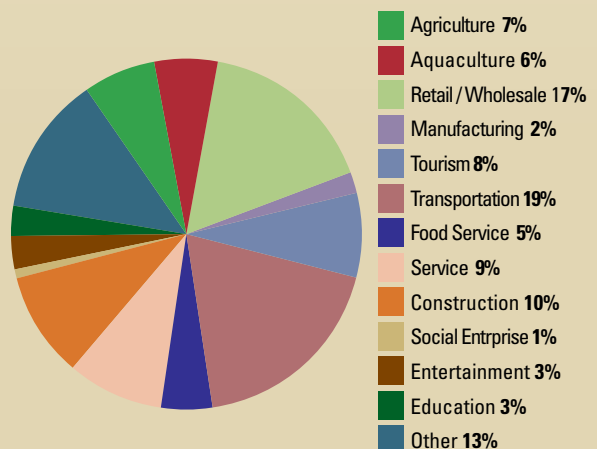
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	6
Existing	25
<b>Total Businesses Assisted</b>	<b>31</b>

### JOBS

Total F/T Equivalents Jobs Created	16
Total F/T Equivalents Jobs Maintained	68
Investment per Job	\$19,380

### LENDING BY SECTOR



Clients Counselling	48
SEA Approved	8

**Total Investments Outstanding \$5,524,737**



**CBDC Eastern Initiatives** is located in Clarendville and offers its services to the Bonavista Peninsula, Random Island and the communities situated between and including Arnold's Cove, Swift Current, and Port Blandford. The Corporation currently operates under the control of a local volunteer Board of Directors comprised of eight members.

Now entering its 23<sup>rd</sup> year of operation, CBDC Eastern Initiatives continues to deliver to its clients: access to financing, business counselling and entrepreneurial training opportunities. During the 2014-15 year, the CBDC provided \$774K in repayable loans to 20 businesses, conducted 244 counselling sessions and assisted 21 individuals in accessing business training to better manage their businesses.

As of March 31, 2015, loans outstanding in the community totaled \$4.6M through our core lending programs. Support is offered to a wide variety of sectors including Tourism, Retail, Other/Service and Fish Harvesting to name a few. CBDC Eastern Initiatives is fortunate to reside in an area with such a strong, diversified economy!

Additionally, the CBDC continues to partner with the Department of Advanced Education and Skills to help new entrepreneurs access the Self-Employment Assistance Program. During the past year, the CBDC assisted six clients in accessing the program and starting their own businesses.

CBDC Eastern Initiatives hosts an Annual Stakeholders Meeting each year in October. This event is open to the public and provides an opportunity to learn more about the organization's activities and results.

We look forward to another successful year providing financial support and guidance to existing businesses and aspiring entrepreneurs in our region!

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

## INVESTMENT ACTIVITY

Applications Received	29
Applications Approved	28
Total Value of Assistance	\$773,897
Average Size of Loan	\$38,695
Levered Funds	\$292,580

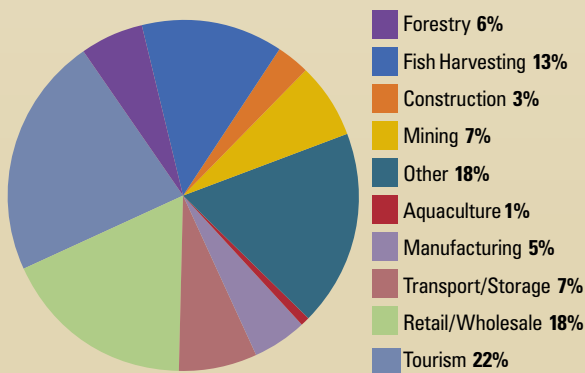
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	4
Existing	16
<b>Total Businesses Assisted</b>	<b>20</b>

## JOBS

Total F/T Equivalents Jobs Created	15
Total F/T Equivalents Jobs Maintained	0
Investment per Job	\$51,593

## LENDING BY SECTOR



Clients Counselling	244
SEA Approved	6

**Total Investments Outstanding \$4,583,148  
\$4,725,354 (Consolidated – All Funds)**

## ENTREPRENEURIAL TRAINING FUND

CBDC Eastern Initiatives delivered seven training sessions to 21 clients and non-clients about social and digital media training and financial training. **Value of contributions: \$11,592.**



**CBDC Emerald** has been fostering the entrepreneurial culture within the Emerald Zone for approximately 28 years. As an organization devoted to 'Building Stronger Communities', we hope to continue to play a critical role in the business development and growth of our region. CBDC Emerald continues to be the economic generator for a number of small and medium-sized businesses in the region – nurturing entrepreneurs through counselling, constant communication and positive reinforcements.

CBDC Emerald provides services to approximately 42 communities in the Baie Verte Peninsula and Green Bay region with a population of around 14,000 people. The region is comprised of several sectors some of which include manufacturing, tourism, construction, forestry, mineral and drilling industries.

CBDC Emerald is very fortunate to have such a cognizant and capable group of dedicated volunteers to serve as their board of directors. Through strong partnerships and commitment by our Board and Staff, we have the opportunity to stimulate growth and invest in the future of our communities!

**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	17
Applications Approved	15
Total Value of Assistance	\$1,154,103
Average Size of Loan	\$76,940
Levered Funds	\$1,275,000

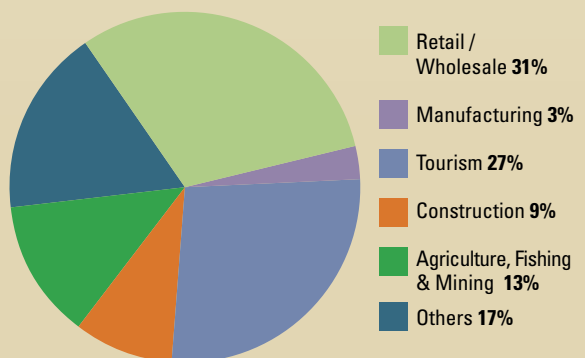
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	6
Existing	11
<b>Total Businesses Assisted</b>	<b>17</b>

## JOBS

Total F/T Equivalents Jobs Created	18
Total F/T Equivalents Jobs Maintained	57
Investment per Job	\$15,388

## LENDING BY SECTOR



Clients Counselling	161
SEA Approved	9

**Total Investments Outstanding \$4,673,514**



**The Gander Area CBDC** was established in 1984, and has become one of the busiest CBDC's in the province. The organization is based in Gander, a community of about 12,000 with the main economic industries being transportation, communications, public administration and defense. In addition, a large portion of Gander's economy is driven by the service industry. Some 100 surrounding communities, with a combined population of 50,000, rely on the businesses and services provided in Gander. 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 160 clients located throughout the region.

**For a copy of CBDC Gander's audited financial statements, please visit [www.cbdc.ca/nl/gander](http://www.cbdc.ca/nl/gander) or call 709-651-4738**

## INVESTMENT ACTIVITY

Applications Received	33
Applications Approved	25
Total Value of Assistance	\$1,440,332
Average Size of Loan	\$56,315.68
Levered Funds	\$0

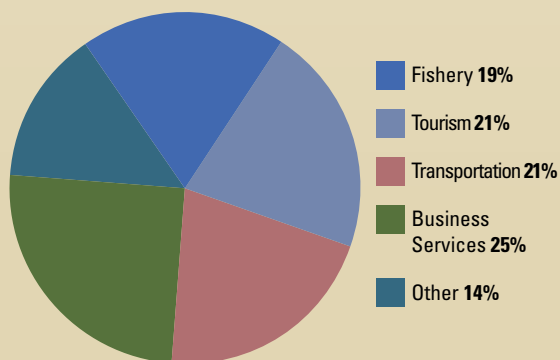
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	1
Existing	24
<b>Total Businesses Assisted</b>	<b>25</b>

## JOBS

Total F/T Equivalents Jobs Created	2
Total F/T Equivalents Jobs Maintained	190
Investment per Job	\$7,333

## LENDING BY SECTOR



Clients Counseled	146
SEA Approved	13

**Total Investments Outstanding \$9,605,759**



**CBDC Gateway's** office is located in the busy seaport of Channel-Port aux Basques, which is the administrative, social and economic hub of the southwest coast of the island. Marine Atlantic Inc. is the community's largest employer and provides the area with a stable economic base. Our coverage area encompasses 18 communities from North Branch to LaPoile. With its strategic marine location, well-developed harbour infrastructure, long and colourful history, and trained workforce, Channel-Port aux Basques is well positioned for growth in the marine, transportation, manufacturing and tourism sectors.

While CBDC Gateway provides a suite of lending, counseling and training products, our staff prides itself on meeting and serving the needs of our clients. Our interest rates are competitive with other lending institutions and our repayment terms are flexible. Staff is eager to meet with clients, aid in determining financial and training needs and offer support and counseling in a timely manner. Clients of CBDC Gateway can be assured of service suited to their specific needs.

CBDC Gateway is governed by an engaged volunteer board of directors that is committed to the principles of transparency, accountability and confidentiality.

**For a copy of CBDC Gateway's audited financial statements, please visit:  
52 Main Street, Port aux Basques  
or call: 709-695-7406**

#### ENTREPRENEURIAL TRAINING FUND

Number of sessions	4
Number of attendees	6
Value of Training Contributions	\$7,290

#### INVESTMENT ACTIVITY

Applications Received	19
Applications Approved	19
Total Value of Assistance	\$1,203,388
Average Size of Loan	\$63,336
Levered Funds	\$155,000

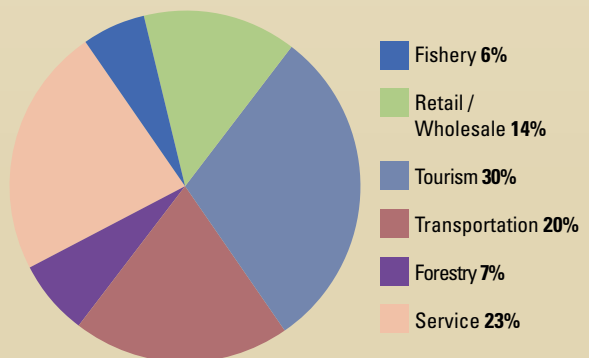
#### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	12
Existing	7
<b>Total Businesses Assisted</b>	<b>19</b>

#### JOBS

Total F/T Equivalents Jobs Created	20
Total F/T Equivalents Jobs Maintained	53
Investment per Job	\$16,485

#### LENDING BY SECTOR



Clients Counseled	60
SEA Approved	8

**Total Investments Outstanding \$3,493,888**



**CBDC Humber** has been operating in Economic Zones 7 & 8 of Western Nl., for 31 years with an area population of approximately 43,000. Its Office is located in the City of Corner Brook, it has a Volunteer Board of 7 Members and 3 full-time staff. Western Health is the major employer in the City of Corner Brook which also has a Paper Mill, 3 Post-Secondary Institutions and Government Services which provide for the majority of employment in the CBDCs Service Area. The Economy is diverse in the Fishery, Forestry, Agriculture and Retail/ Services and the City is also linked to two major Air Ports in Deer Lake and Stephenville. It has a deep water Port with year-round capabilities that can accommodate some of the largest Cruise Ships in the World.



### ENTREPRENEURIAL TRAINING FUND

CBDC Humber provided four training sessions to four clients on bookkeeping.

**Value of Contributions: \$7,113.25.**

### INVESTMENT ACTIVITY

Applications Received	16
Applications Approved	11
Total Value of Assistance	\$779,937
Average Size of Loan	\$70,903
Levered Funds	\$175,550

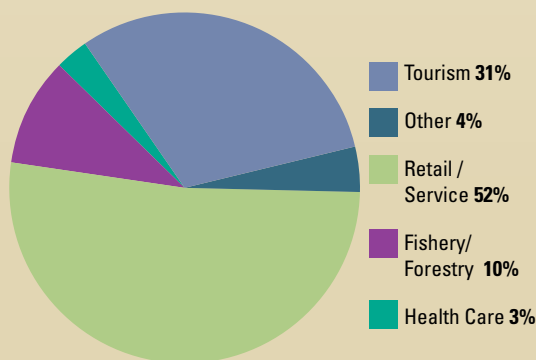
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	0
Existing	11
<b>Total Businesses Assisted</b>	<b>11</b>

### JOBS

Total F/T Equivalents Jobs Created	7
Total F/T Equivalents Jobs Maintained	0
Investment per Job	\$111,419

### LENDING BY SECTOR



Clients Counsellled	137
SEA Approved	6

### Total Investments Outstanding \$3,562,587

Another \$223,350 in loans for the remaining 5 applications was committed/undisbursed. Investment in ACCBIF is \$1,168,643. Client site visits were 178, Monitoring calls were 437.



### INVESTMENT ACTIVITY

Applications Received	14
Applications Approved	11
Total Value of Assistance	\$326,159
Average Size of Loan	\$40,770
Levered Funds	\$97,814

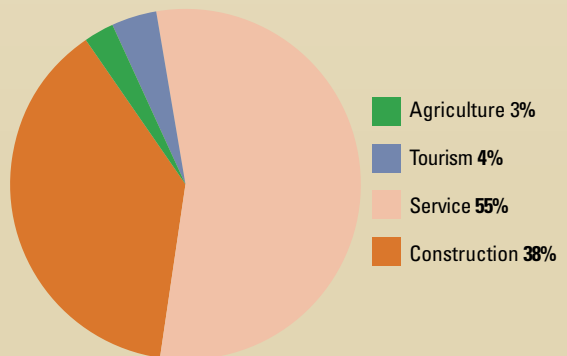
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	5
Existing	3
<b>Total Businesses Assisted</b>	<b>8</b>

### JOBS

Total F/T Equivalents Jobs Created	11
Total F/T Equivalents Jobs Maintained	11.5
Investment per Job	\$15,170

### LENDING BY SECTOR



Clients Counselling	66
SEA Approved	11

**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 vary 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: [vicki.noseworthy@cbdc.ca](mailto:vicki.noseworthy@cbdc.ca)**

### ENTREPRENEURIAL TRAINING FUND

2 Sessions, 8 attendees, financial management and bookkeeping.  
**Value of Contributions: \$1600**

**Total Investments Outstanding \$2,986,363**



**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 28 years. Geographically this scenic region includes the sub-regions of Stephenville, Port Au Port, Barachois, Bay St. George South and Penguin area. 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.

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 we serve. CBDC Long Range is impressed with the tenacity and the innovation of our clients. The entrepreneurs of South-Western Newfoundland are creating a diversified economy.

CBDC Long Range offers a variety of loan products. The loan products are; CBDC Youth, CBDC First Time, CBDC General, CBDC Innovation and CBDC Social Loan. We also offer Business Counselling and Skills Training for our clients.

**For a copy of CBDC Long Range's audited financial statements, please visit us at 35 Carolina Avenue, Stephenville, NL**

## INVESTMENT ACTIVITY

Applications Received	58
Applications Approved	47
Total Value of Assistance	\$1,769,925
Average Size of Loan	\$37,658
Levered Funds	\$1,092,000

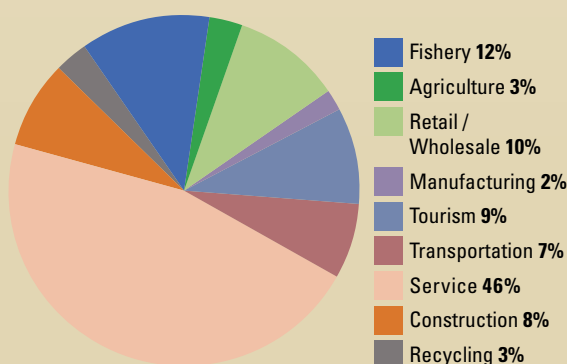
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	16
Existing	26
<b>Total Businesses Assisted</b>	<b>42</b>

## JOBS

Total F/T Equivalents Jobs Created	34
Total F/T Equivalents Jobs Maintained	80
Investment per Job	\$15,526

## LENDING BY SECTOR



Clients Counseled	274
SEA Approved	15

**Total Investments Outstanding \$5,986,652**

## ENTREPRENEURIAL TRAINING FUND

CBDC Long Range provided 25 training sessions to 37 clients. The training consisted of Computerized Accounting, Financial Management, Business Management and Technology Training. **The value of training was: \$10,069**





**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. 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 to be multi-species with respect to harvesting and primary processing. Tourism and small scale manufacturing are increasingly important to the region's economy. 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. CBDC NORTIP has the capacity to lead the region to enhance its skills and business capacity. We know Great Northern Peninsula has the raw materials, human resources, creativity, 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 13 sessions to 104 clients on risk management, accounting, entrepreneurship, marketing – market development, human resource management, marketing – customer service.

### INVESTMENT ACTIVITY

Applications Received	18
Applications Approved	14
Total Value of Assistance	\$931,522
Average Size of Loan	\$66,537
Levered Funds	\$537,703

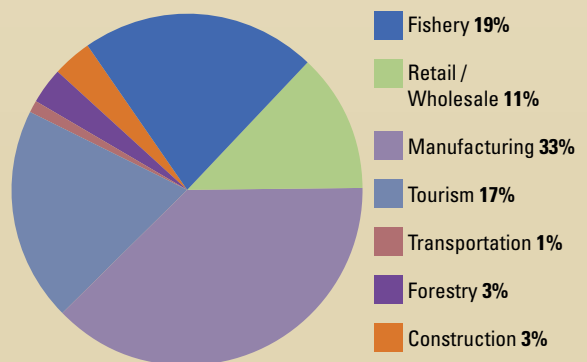
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	5
Existing	9
<b>Total Businesses Assisted</b>	<b>14</b>

### JOBS

Total F/T Equivalents Jobs Created	12.5
Total F/T Equivalents Jobs Maintained	33.2
Investment per Job	\$20,383

### LENDING BY SECTOR



Clients Counseled	51
SEA Approved	2

**Total Investments Outstanding \$4,195,603**



**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.

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

## INVESTMENT ACTIVITY

Applications Received	22
Applications Approved	19
Total Value of Assistance	\$868,902
Average Size of Loan	\$48,272
Levered Funds	\$497,250

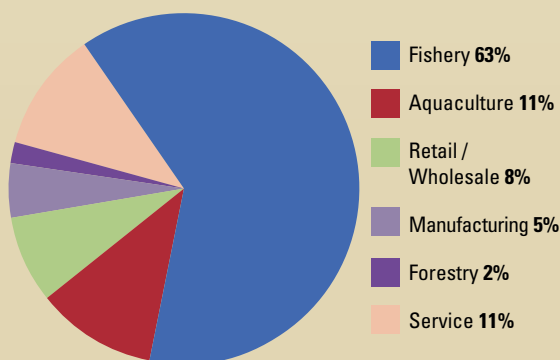
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	2
Existing	16
<b>Total Businesses Assisted</b>	<b>18</b>

## JOBS

Total F/T Equivalents Jobs Created	4
Total F/T Equivalents Jobs Maintained	49
Investment per Job	\$16,394

## LENDING BY SECTOR



Clients Counseled	25
SEA Approved	2

**Total Investments Outstanding \$4,239,131**



**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 employs professional staff to assist with business counseling and development and is governed by a volunteer Board of Directors from all areas of the Baccalieu Trail. Their professional and friendly staff pride themselves on ensuring client support throughout the development of their business. 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.

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

**ENTREPRENEURIAL TRAINING FUND**  
 CBDC Trinity Conception facilitated 12 training sessions for 54 clients and non-clients all addressing business skills in marketing, accounting, management and web design.  
**Value of Contributions: \$12,000**

## INVESTMENT ACTIVITY

Applications Received	32
Applications Approved	30
Total Value of Assistance	\$1,883,089
Average Size of Loan	\$62,769
Levered Funds	\$278,880

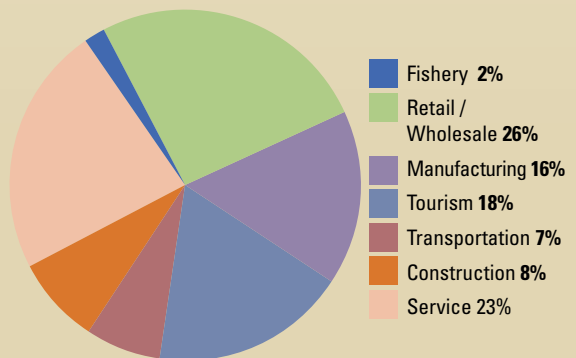
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	10
Existing	19
<b>Total Businesses Assisted</b>	<b>29</b>

## JOBS

Total F/T Equivalents Jobs Created	41
Total F/T Equivalents Jobs Maintained	67
Investment per Job	\$17,380

## LENDING BY SECTOR



Clients Counseled	75
SEA Approved	24

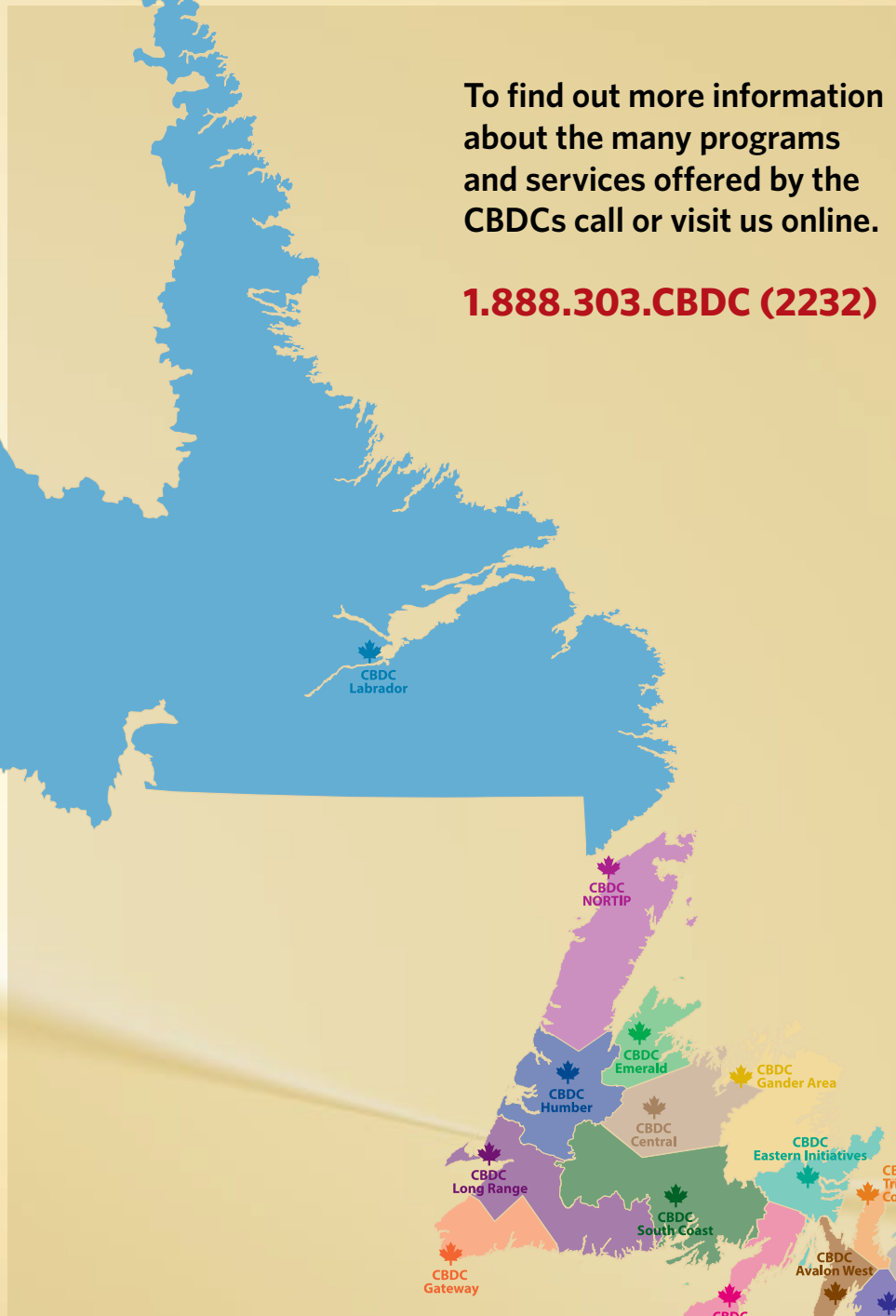
**Total Investments Outstanding \$6,501,927**



## 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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