

Shelburne County Business Development

Center Limited



Year In Review

April 1, 2015 – March 31, 2016

Think Business... Think CBDC

Providing Flexible Financing and Advice to Business

CBDC~Shelburne

PO Box 189 157 Water Street Shelburne NS BOT 1W0 (P) 902-875-1133 (F) 902-875-4199 shelburne@cbdc.ca www.cbdc.ca

An ACOA Partner, Serving Rural Atlantic Canada

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CHAIRPERSON'S MESSAGE

It has been another successful and rewarding year for CBDC Shelburne.

I want to start by thanking the CBDC staff for making the Board job easier because of their professionalism and by always providing the necessary information for the Board to make sound decisions.

This is my 8th year as a Board member and my first as Board Chair. I was elected to this post due to the unexpected resignation of our esteemed and valued member, Grant Redding, due to ill health.

This past year has been another productive one for CBDC Shelburne with the total value of assistance just about 1.6 million, of which \$1,393,000 was loaned to 11 fishing companies. Our current fishing portfolio is \$2.8 million, dispersed among 27 fishing companies in Shelburne County.

As part of a continuing trend, this past year has been one of the local fisheries most profitable. As a result, the boat building sector and other related industries are also booming. Orders for a new fishing boat generally cannot be completed until 2018.

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

Thank you to our partners and funding agencies, especially ACOA and Employment Nova Scotia, whose support allows us to deliver much needed services, and to all our local partners.

I've been on the CBDC Board since 2008 and have to admit that I was reluctant to join, even though I had been a beneficiary when my wife and I bought our business in 1997. During these past eight years however, I have gained even more appreciation for the CBDC and ACOA as I have learned what major contributors they are to our local economies and to the financial well being of thousands of Atlantic Canadians.

We, in the CBDC, are a high risk lender but with the professionalism of weighing the risks, while considering the benefits for our communities, SCBDC has a success rate of more than 92% - something to be very proud of.



John Shaar

WHO WE ARE

We are part of Community Business



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



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

Vision

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

Mission

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

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

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

MEET OUR BOARD



John Shaar Appointed Director June 2008



Robert Baker Appointed Director January 2011



Beverly Cox Appointed Director February 2012



Wayne Williams Appointed Director May 2013



Donna LeBlanc – Messenger Appointed Director June 2016



Reginald Rose Appointed Director June 2016

WHAT WE OFFER

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

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

Micro Loans offer unsecured financing up to \$5,000 with interest rate set at 2% above prime.

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

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

Revolving Credit Loans offer a convenient way to access working capital, whether you need to balance out cash flow or respond quickly to a new opportunity. *Innovation Loans* offer financing for the adoption of innovative technology designed to enhance the productivity and competitiveness of your business.

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

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

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

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

TRAINING



Counseling and Advice

CBDC Shelburne provides business counseling and advice to new and existing businesses. We can help by assessing business problems or needs and recommending possible solutions.

Entrepreneurial Training

This fund provides financial assistance for business owners to access training that will enhance the viability of their business. The fund can be used to provide group training sessions for clients and businesses.

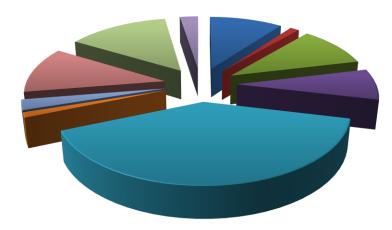
Consulting Advisory Services

This service provides funding to assess business operations ranging from a full assessment to specific areas such as management or competitiveness.

INVESTMENT PERFORMANCE

April 1, 2015 – March 31, 2016	
Total Value of Assistance	\$1,623,374
Number of Loans Disbursed	23
Mew Business Start-up	3
Business Expansion/Modernization	20
Jobs Created	17
Jobs Maintained	166
Counselling Services to Small Business Clients	190
Levered Funds	\$978,638

PORTFOLIO BY SECTOR



- Accomodations/Food Service
- Agriculture
- Arts, Entertainment, Recreation/ Tourism
 Construction
- construction
- 🖬 Fishery
- Forestry
- Health Care/Social Assistance
- Manufacturing
- Other Services
- 🖬 Retail

SELF EMPLOYMENT PROGRAM

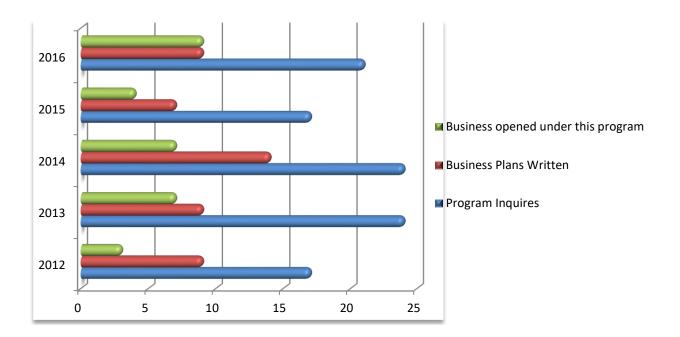
The Self Employment Program is designed to assist eligible unemployed individuals create jobs for themselves by starting their own businesses.

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

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

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

Self Employment Program Business Advisory Services April 1, 2011 – March 31, 2016





SMALL BUSINESS SKILLS DEVELOPMENT

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

Over the past year, CBDC-Shelburne

- > provided consulting services to 14 small businesses
- hosted 18 small business management training programs and workshops
- invested over \$55,427 in skills development
- supported a total of 109 participants comprised of entrepreneurs, small business owners and their employees

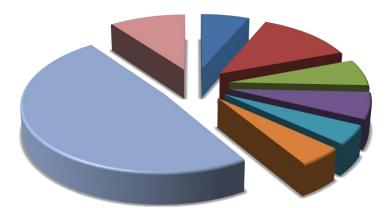


Generational Differences



Sobeys School of Business

Investment in Skills Development



- Board Governance
- Bookkeeping
- Computer Skills
- Financial Management
- Generational Differences
- Marketing & Advertising
- Small Business Startup
- Social Media

OUR PARTNERS

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

- Atlantic Canada Opportunities Agency
- Barrington & Area Chamber of Commerce
- Black Business Initiative
- Business Development Bank of Canada
- Canada Business-Nova Scotia
- Centre for Entrepreneurship Education & Development
- **Senter for Women in Business**
- **B** Department of Community Services
- Nova Scotia Economic & Rural Development and Tourism
- Employment Nova Scotia
- Bentrepreneurs with Disabilities Network
- Municipality of Barrington
- Municipality of Shelburne
- Nova Scotia Business Inc.
- Nova Scotia Community College Shelburne Campus
- Nova Scotia Department of Labour and Advanced Education
- Nova Scotia Office of Immigration
- Shelburne & Area Chamber of Commerce
- Shelburne County Tourism Association
- Southwest Employment Services
- Town of Clarks Harbour
- Town of Lockeport
- Town of Shelburne

NOVA SCOTIA LABOUR AND ADVANCED EDUCATION

This past year CBDC-Shelburne offered a business training program in partnership with Nova Scotia Labour and Advanced Education. A total of 7 local entrepreneurs, small business owners and their employees participated in this training opportunity.



my to

"I now have more confidence in my ability to do my job, thanks to the computer training I received."

Introduction to Computers

SOUTHWEST NOVA SCOTIA WEATHER STUDY







Quick Facts:

- Recognizing opportunity for agricultural development, in 2011 SCBDC commenced a five year project in partnership with neighbour CBDC's that would create a microclimate map for identifying areas suitable for investment.
- Evidence findings:
 - Our region has comparable and often superior climate suitability;
 - Especially advantageous are extended frost-free periods and mild winter temperatures;
 - Encouraging for developers of high value crops such as wine grapes, peaches, high bush blueberries, and many more.

SHELBURNE COUNTY COMMUNITY & BUSINESS EXCELLENCE AWARDS



Left to Right: Heath Spencer, Shelburne Association Supporting Inclusion – Excellence in Community Development, Darren Hudson , Wild Axe Productions – Innovation in Business, Mike Roy, Clearwater Seafoods, Pierce Fisheries Division – Exporter of the Year

The Shelburne County Community & Business Excellence Awards were held on October 20, 2015 at the picturesque Sandy Point Lighthouse Community Centre. Awards were handed out to businesses and community organizations committed to excellence in exporting, innovation and community. The evening consisted of a keynote address from Don Bureaux (President of the Nova Scotia Community College), a dinner, and a celebration and recognition of the many invaluable contributions being made to the growth of Shelburne County's economy.

ENTREPENURIAL TRAINING FUND



Debbie & Roger Latham Lockeport Welding "Along the journey of becoming an entrepreneur CBDC has provided various workshops that have assisted in the daily aspects of running my business. I was provided one on one office management training to see that I started in the right direction. They even brought in consultants to teach me about correctly pricing materials and labour and how to maintain reasonable inventory levels."

LORE'S STRAWBERRY FARM

Local strawberries in November?

A veteran strawberry grower of 33 years, Lore is about to embark on a pilot project growing strawberries in a 200-foot-loog by 20-foot-wide aluminum tunnel with a plastic over-top, installed about one metre above the ground.

He'll be doing this at the Lore Strawberry Farm located on the Upper Clyde Road in Shelburne County.

It all started when Lore attended a workshop on climate, and the findings of a Climate Data study organized by CBDC Yarmouth, CBDC Shelburne and South Shore Opportunities CBDC.

Results indicate there are pockets in Southwest Nova with similar heat to the Annapolis Valley, with comparable (if not superior) climate suitability for high value crops.

"Not only do we have favourable micro climates in this region, it's not as cold in the winter and we don't get ocean effects or extremes," Lore says.

However, the interior of Shelburne County has lousy soil conditions.

"It's taken me 20 years to clear six acres," says the farmer. "That's a lot of rock pickin'. And with climate change, the land is getting wetter here. This leads to disease problems like black root rot. The solution to grow strawberries hydroponically in tunnels seems viable. Lore has selected a variety called Abion, "...the Honey Crisp of strawberries."

The growing medium will be coir (shredded coconut) and nutrients will be delivered via a trickle irrigation system.

"We'll be able to control the environment and should be able to harvest strawberries well into November."

CBDC Shelburne and FarmWorks Investment Coop have supported Lore from the start and his application for funding through the 2015 Home Grown Success Program – Farm Innovation, was just accepted.

So he's also going to experiment with growing in vertical tunnels.

"We may be able to grow three to four times the amount of plants using vertical tunnels. I'm really excited about all of this."

So are strawberry lovers.

JESCHKE'S PLUMBING SERVICE

Taking the plunge: A plumbing business success



Stefan Jeschke knows how to get things done.

When he first travelled to Shelburne from Europe he knew it was a place he wanted to live and stay.

"I loved it my first time here," he said.

Stefan knew he wanted to carve his own path by starting up a plumbing company and while he had the finances to get started he wanted to make sure his business a long-term success.

That is when he decided to visit Shelburne CBDC.

"Everything worked well. They're really helpful and give what is needed to start your own business."

They were able to provide guidance and information needed to start a business that would last.

As he worked with CBDC Stefan armed himself with the needed skills to run a successful business.

He learned the ins and outs of business management, participated in counseling services, learned about computers and found a strong interest in accounting.

Stefan successfully opened Jeschke's Plumbing Service and word of mouth about his reliable, quality, service began to spread.

"My business took off," he said.

No job is too big or too small for Stefan from installing a dishwasher to installing a new plumbing build.

Each day he travels to a new appointment, Stefan's job satisfaction increases.

"I love it," he said. "I wouldn't go back to working for someone else."

CBDC-Shelburne Quick Facts

Did you know? ~ CBDC-Shelburne ...

- has worked in our communities for 26 years;
- **b** has benefited from the expertise of **100s of volunteers**;
- has assisted over 6900 entrepreneurs;
- has injected in excess of \$26.2 million into Shelburne County businesses;
- maintains an investment portfolio of \$6.7 million

