

## **ANNUAL REVIEW**

2021 - 22



Community Business Development Corportations

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#### **CHAIRPERSON'S MESSAGE**

The strength of the CBDCs is the autonomous nature of how we operate and how we are able to work with one another to better our communities. It has become apparent that resilient communities need local leaders to make local decisions. While the past couple of years have been challenging for small businesses in rural Newfoundland and Labrador, the CBDCs have been steadfast in their role to support them. We are proud to work with all types of enterprises as they start and grow and support the livelihood of our rural communities.

The fifteen CBDCs helped strengthen their communities by assisting 244 businesses through regular loan activity. These CBDC-assisted businesses created and maintained more than 670 jobs providing increased employment opportunities to the residents in rural Newfoundland and Labrador. All of this development stems from lending the small businesses within our communities over \$20 million. The Boards of Directors of the fifteen CBDCs are comprised of more than 150 community leaders, supporting the economic diversification of our province and are skilled in assessing business opportunities.

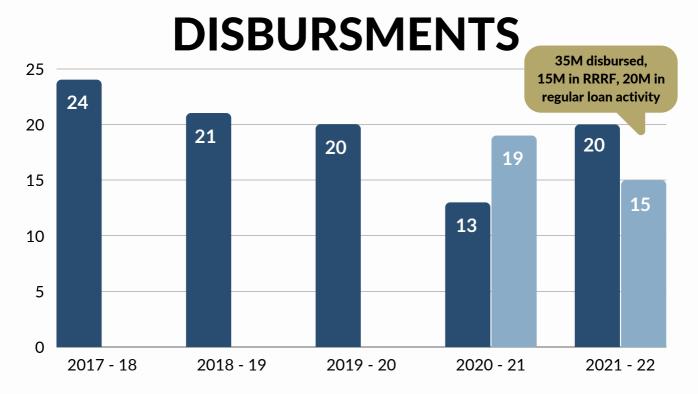
As Chairperson of the NL Association of CBDCs, I would like to celebrate the successes that have happened within our CBDC community. Thank you to all the Board and Staff that have diligently supported small businesses and thank you to ACOA for supporting the CBDCs as they went above and beyond their mandate.

Aiden Wadman

**CHAIRPERSON** 

#### INVESTMENT ACTIVITY

CBDC CONTRIBUTION TO RURAL COMMUNITIES



On March 31, 2022, the net value of the CBDC portfolio was \$117.8 million. CBDCs disbursed \$20,342,382 to small and medium sized businesses through regular loan activity and \$15,025,346 through the Regional Relief Recovery Fund (RRRF).

#### SITUATION AT YEAR END

\$3,215,731

VALUE OF LOANS APPROVED BUT NOT DISBURSED

1,530

INVESTMENTS MANAGED \$8,911,648

ALLOWANCE FOR DOUBTFUL ACCOUNTS

\$91,882,340

INVESTMENTS OUTSTANDING 5.37%

GROSS RETURN ON INVESTMENT

\$41,593,805

**NET FUNDS AVAILABLE** 

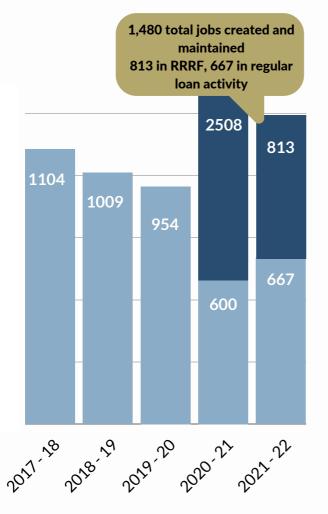
#### **BUSINESSES ASSISTED**







# JOBS CREATED AND MAINTAINED



CBDC clients leveraged \$10,980,157 in response to their approved applications.

The amount leveraged per dollar invested by CBDC was **\$0.57**.

**1,071** CBDC clients received business counselling during the past fiscal year.

### SELF-EMPLOYMENT ASSISTANCE (SEA)

CBDCs work in partnership with the provincial Department of Immigration, Population Growth and Skills to deliver SEA.

There were **107** approved SEA clients and **40** loans provided.

All SEA applicants received business counselling from CBDC.

#### **CONSULTING ADVISORY SERVICES**

CBDCs have been working with businesses, community enterprises, and municipalities 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.





#### KICK\$TART & DRIVE

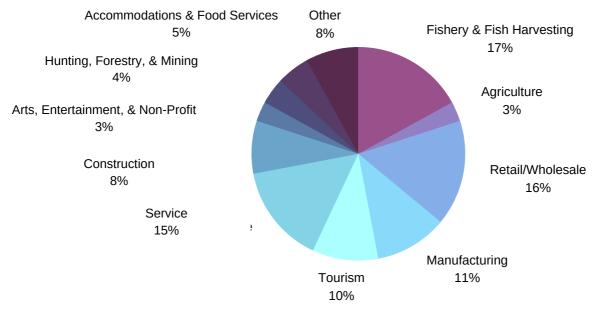
In partnership with the provincial Department of Industry, Energy, and Technology, CBDCs deliver a program that focuses on youth who lack the capacity to generate the revenue needed for a business venture. By its nature, this is a very risk-oriented program focusing on an entrepreneur with an innovative idea. This past fiscal, the loan program created **45 full-time** and **23 part-time positions** while assisting **30 businesses**. These entrepreneurs were then able to leverage **\$1,582,419** in funds.

2 KICKSTART

28 Pive

**\$267,000** FUNDS DISBURSED

#### **LENDING BY SECTOR**



#### **YOUTH VENTURES**

The summer of 2021 saw two new projects that were developed to be launched in the 2022 season: Youth Ventures Marketplace and the Youth Ventures Venture Box. The program welcomed two new sites: Empower, the Disability Resource Centre and Ulnooweg Development Group. The 24 coordinators hired in 2021 held 91 counselling sessions and established 114 community partnerships.







# REGIONAL RELIEF RECOVERY FUND (RRRF) ACTIVITY

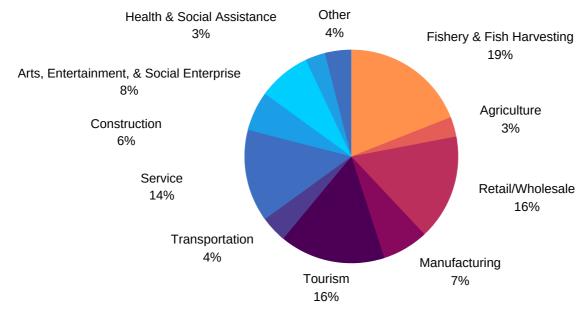








#### RRRF LENDING BY SECTOR



#### **AVALON WEST**

FOR A DETAILED COPY OF CBDC AVALON WEST'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-227-2147.

CBDC Avalon West serves Placentia Area, Cape Shore, Isthmus Area, and St. Mary's Bay North.

















13
BUSINESSES ASSISTED





4 CAS PROJECTS

#### REGIONAL RELIEF RECOVERY FUND (RRRF)





**12** TOTAL JOBS MAINTAINE

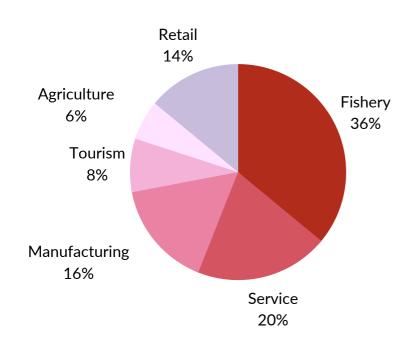


5
APPLICATIONS APPROVED



BUSINESSES ASSISTED

#### **LENDING BY SECTOR**





#### **BURIN PENINSULA**

FOR A DETAILED COPY OF CRDC BURIN PENINSULA'S AUDITED FINANCIAL STATEMENTS. PLEASE VISIT US AT OUR OFFICE

CBDC Burin Peninsula serves 40 communities located on the Burin Peninsula from Monkstown to Winterland.

















**10**BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)





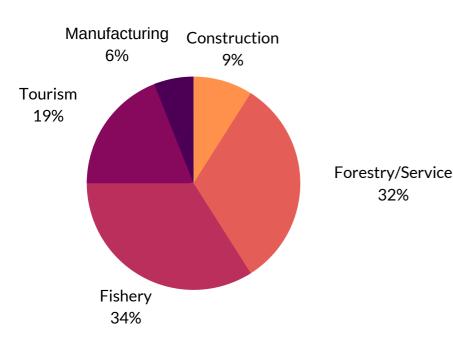




**ENTREPRENEURIAL TRAINING FUND:** CBDC Burin Peninsula delivered 1 training sessions to a client on the topic of COR Training.

**VALUE OF TRAINING CONTRIBUTION: \$355** 

#### **LENDING BY SECTOR**



#### **CABOT**

FOR A DETAILED COPY OF CBDC CABOT'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-834-1000.

CBDC Cabot services 17 communities located in the Northeast Avalon region between Marysvale and Logy Bay, and includes Bell Island.





**27**APPLICATIONS APPROVED









19 SEA APPLICATIONS APPROVED





**24**BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)



\$691,922







21

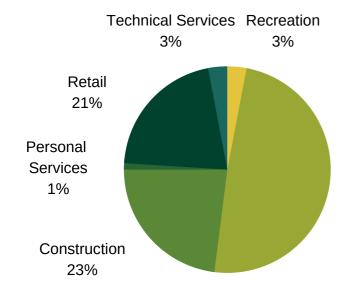
APPLICATIONS APPROVED



21
BUSINESSES ASSISTE

**ENTREPRENEURIAL TRAINING FUND:** CBDC Cabot delivered 12 training sessions to 61 clients on the topics of Marketing, Bookkeeping, Cloud Accounting, and Mental Health. **VALUE OF TRAINING CONTRIBUTION:** \$17,990

#### **LENDING BY SECTOR**



Manufacturing 49%



#### **CELTIC**

FOR A DETAILED COPY OF CBDC CELTIC'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-432-2662.

CBDC Celtic serves four district sub regions located along the southern shore.

















**10**BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)





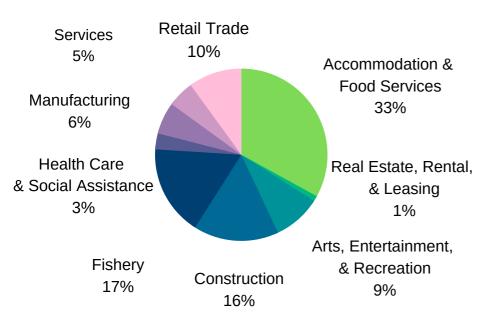




**ENTREPRENEURIAL TRAINING FUND:** CBDC Celtic delivered 5 training sessions to 35 clients on the topics of Finance, Marketing, and HR.

**VALUE OF TRAINING CONTRIBUTION:** \$13,449

#### **LENDING BY SECTOR**





#### CENTRAL

FOR A DETAILED COPY OF CBDC CENTRAL'S AUDITED FINANCIAL STATEMENTS. PLEASE VISIT OUR OFFICE

CBDC Central serves approximately 25 towns and communities in Central Newfoundland.

















15
BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)

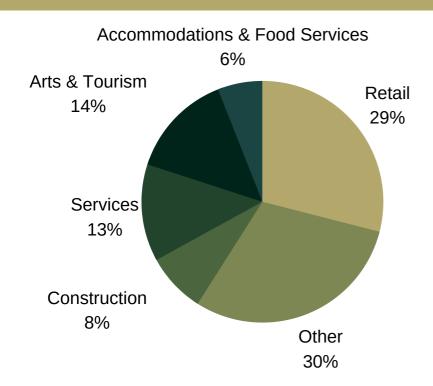






**ENTREPRENEURIAL TRAINING FUND:** CBDC Central delivered 10 training sessions to 12 clients on the topics of Accounting, Social Media Marketing, Marketing Coaching, and Sales. **VALUE OF TRAINING CONTRIBUTION:** \$12,042

#### **LENDING BY SECTOR**





#### **EASTERN**

FOR A DETAILED COPY OF CBDC EASTERN'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-466-1170.

CBDC Eastern serves the geographical area that consists of all communities located between Port Blandford - Clarenville and Arnold's Cove, Bonavista Peninsula and Random Island

















9 BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)





**33** 

TOTAL JOBS MAINTAINED



6

APPLICATIONS APPROVE

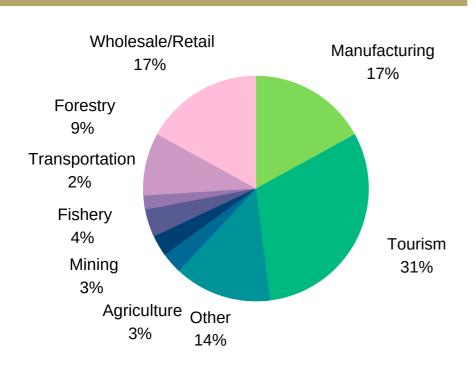


7

BUSINESSES ASSISTED

**ENTREPRENEURIAL TRAINING FUND:** CBDC Eastern delivered 4 training sessions to 17 clients on the topics of Instagram, Marketing, and Accounting. **VALUE OF TRAINING CONTRIBUTION:** \$4,677

#### **LENDING BY SECTOR**





#### **EMERALD**

FOR A DETAILED COPY OF CBDC EMERALD'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-532-4690.

CBDC Emerald services the geographical area within all communities located on the Baie Verte Peninsula and within the Green Bay region.





**20**APPLICATIONS APPROVED









SEA APPLICATIONS APPROVED





23
BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)



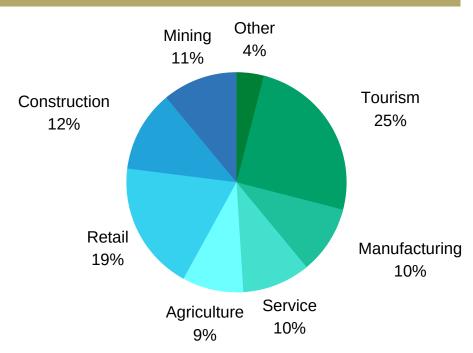






**ENTREPRENEURIAL TRAINING FUND:** CBDC Emerald delivered 2 training sessions to 2 clients on the topics of Sage Software and Marketing & Sales. **VALUE OF TRAINING CONTRIBUTION:** \$3.225

#### **LENDING BY SECTOR**





#### **GANDER AREA**

FOR A DETAILED COPY OF CBDC GANDER AREA'S AUDITED FINANCIAL STATEMENTS, PLEASE VISIT 51A DICKINS STREET, GANDER

CBDC Gander Area serves the Gander region as far east as Charlottetown, in scenic Terra Nova National Park to Laurencton in the West.

















**11**BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)





25
TOTAL JOBS MAINTAIN



9

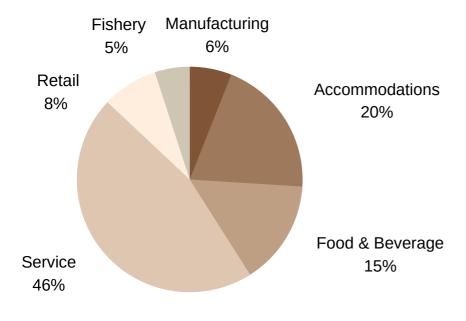
APPLICATIONS APPROVE



9

BUSINESSES ASSISTED

#### **LENDING BY SECTOR**





#### **GATEWAY**

FOR A DETAILED COPY OF CBDC GATEWAY'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-695-7406.

CBDC Gateway encompasses 18 communities from North Branch to LaPoile.

















**43**BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)



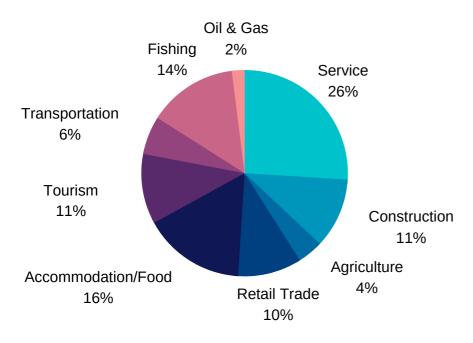






**ENTREPRENEURIAL TRAINING FUND:** CBDC Gateway delivered 11 training sessions to 19 clients on the topics of Finance, HR, and Marketing. **VALUE OF TRAINING CONTRIBUTION:** \$9,845

#### **LENDING BY SECTOR**





#### **HUMBER**

FOR A DETAILED COPY OF CBDC HUMBER'S AUDITED FINANCIAL STATEMENTS, PLEASE VISIT WWW.CBDC.CA.

CBDC Humber serves the area of Corner Brook, Massey Drive, North Shore Bay of Islands, Humber Valley, Bonne Bay, and White Bay South.

















8
BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)





**23** 

TOTAL JOBS MAINTAINED



9

~ APPLICATIONS APPROVED

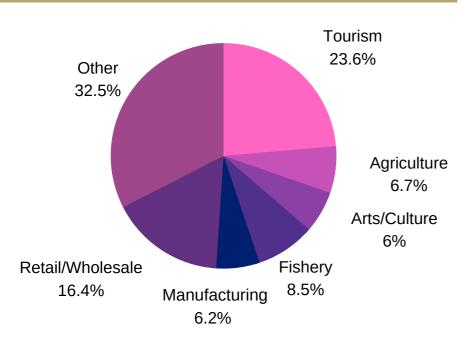


9

**BUSINESSES ASSISTED** 

**ENTREPRENEURIAL TRAINING FUND:** CBDC Humber delivered 5 training sessions to 5 clients on the topics of Bookkeeping and HR Management Skills. **VALUE OF TRAINING CONTRIBUTION:** \$3,978

#### LENDING BY SECTOR





#### LABRADOR

FOR A DETAILED COPY OF CBDC LABRADOR'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-896-5814.

CBDC Labrador serves the geographical region of Labrador.

















**7**BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)





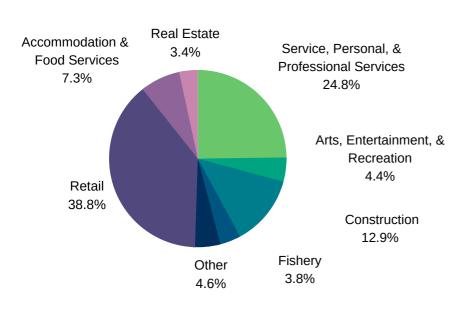


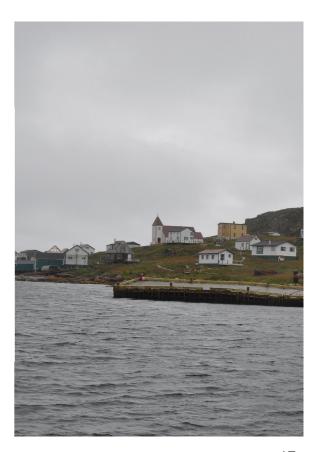


**ENTREPRENEURIAL TRAINING FUND:** CBDC Labrador delivered 1 training sessions to 12 clients on the topics of Instagram for Business.

**VALUE OF TRAINING CONTRIBUTION: \$800** 

#### **LENDING BY SECTOR**





#### LONG RANGE

FOR A DETAILED COPY OF CBDC LONG RANGE'S AUDITED FINANCIAL STATEMENTS. PLEASE VISIT OUR OFFICE.

CBDC Long Range serves South-Western regions including Stephenville, Port Au Port, Barachois Bay, St. George South, and Penguin area.





23
APPLICATIONS APPROVED









SEA APPLICATIONS





**23**BUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)



\$420,000
TOTAL VALUE OF RRRF ASSISTANCE



38

TOTAL JOBS MAINTAINED



9

– APPI ICATIONS APPROVE

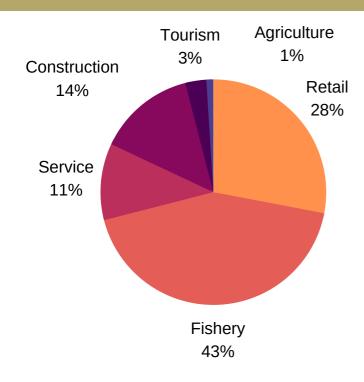


9

BUSINESSES ASSISTED

**ENTREPRENEURIAL TRAINING FUND:** CBDC Long Range delivered 4 training sessions to 10 clients on the topics of E-Commerce, Social Media Marketing and Sage. **VALUE OF TRAINING CONTRIBUTION:** \$4,179

#### **LENDING BY SECTOR**





#### NORTIP

FOR A DETAILED COPY OF CBDC NORTIP'S AUDITED FINANCIAL STATEMENTS, PLEASE CALL 709-247-2232.

CBDC Nortip services the area on the Great Northern Peninsula starting at Norris Point, then inclusive of all other communities (69 in total).





**18**APPLICATIONS APPROVED









SEA APPLICATIONS APPROVED





**12**BUSINESSES ASSISTED





2 CAS PROJECTS

#### REGIONAL RELIEF RECOVERY FUND (RRRF)



\$420,000

TOTAL VALUE OF RRRF ASSISTANCE



239

TOTAL JOBS MAINTAINED



15

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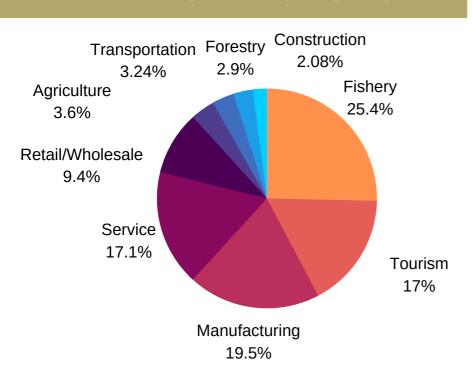


16

BUSINESSES ASSISTED

**ENTREPRENEURIAL TRAINING FUND:** CBDC Nortip delivered 3 training sessions to 3 clients on the topics of Accounting and Bookkeeping. **VALUE OF TRAINING CONTRIBUTION:** \$0

#### **LENDING BY SECTOR**





#### **SOUTH COAST**

FOR A DETAILED COPY OF CBDC SOUTH COAST'S AUDITED FINANCIAL STATEMENTS, PLEASE VISIT WWW.CBDC.CA.

CBDC South Coast serves St. Alban's, Swangers Cove, St. Josepeh's Cove, St. Veronica's, Head Bay d'Espoir, Milltown, Morrisville, Conne River, Rencontre East, Pool's Cove, Wreck Cove, Coomb's Cove, Boxey, Mose Ambrose, English Harbour West, St. Jacques, Belleoram, Harbour Breton, Hermitage, Sandyville, Seal Cove (FB), Gaultois, and McCallum.









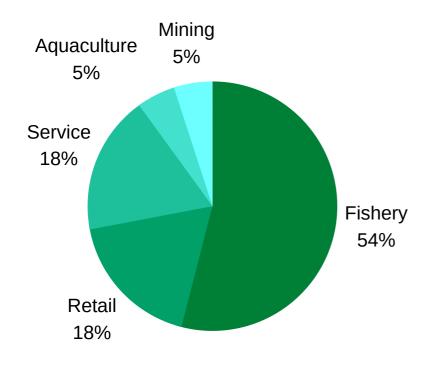








#### **LENDING BY SECTOR**





#### TRINITY CONCEPTION

FOR A DETAILED COPY OF CBDC TRINITY CONCEPTION'S AUDITED FINANCIAL STATEMENTS, PLEASE VISIT WWW.CBDC.CA.

CBDC Trinity Conception serves 72 communities from Georgetown to Bay de Verde and Bay de Verde to Markland.

















26
RUSINESSES ASSISTED



#### REGIONAL RELIEF RECOVERY FUND (RRRF)





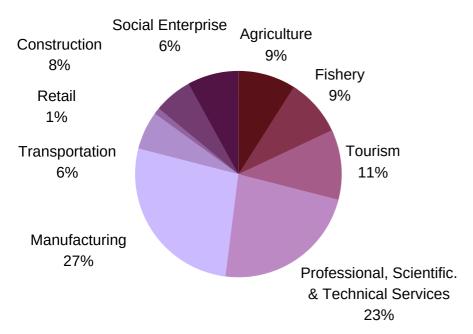




**ENTREPRENEURIAL TRAINING FUND:** CBDC Trinity Conception delivered 19 training sessions to 168 clients on a variety of topics.

**VALUE OF TRAINING CONTRIBUTION:** \$12,000

#### **LENDING BY SECTOR**





# **NOTES**

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