



Table of Contents

Message from the President
Building strong entrepreneurial leverage in
rural communities in NB
A Consulting Advisory Services (CAS) program for entrepreneurs 6
A Youth Entrepreneurship Program
A Self-Employment Benefits (SEB) program
A focus on Women Entrepreneurship in NB
At the heart of our regions
Chaleur
Charlotte/Kings 9
Kent
Madawaska 11
Northumberland 12
Péninsule acadienne
Restigouche
Southwest
Victoria Madawaska-South
Westmorland Albert
A variety of products and services
for the success of our entrepreneurs
101 die 3000033 of 001 chia cpichedia 11, 11, 11, 11, 11, 11, 11, 11, 11, 11

Mission

The New Brunswick Association of Community Business Development Corporations (CBDCs) is dedicated to representing the membership (10 individual CBDCs, volunteers and staff members) on common issues. As a network, it provides services to members and responds to their needs. It also serves as a clearinghouse for information related to common objectives of the members. It maintains relationships with selected stakeholders that have similar objectives.





Funded by the Government of Canada and the Province of New Brunswick through the Canada-New Brunswick Labour Market Agreements.

Message from the President



My first year as the President of the New Brunswick Association of Community Business Development Corporations (CBDCs) has been a year of changes, both with regard to our province's new political situation and the new partnerships our network forged in 2018-2019.

Here are some of the highlights that outline our results. During the last fiscal year, our network disbursed a total of \$27.7 million to businesses, once more positioning New Brunswick as a leader of community development in Atlantic Canada. The leverage effect is where our network has made a giant leap, with an increase of nearly 33.2% compared to the previous year. These additional funds will provide many business opportunities which will hopefully help New Brunswick stand out once and for all.

The strength of the network of CBDCs resides in understanding the profile of each community in the province through no less that 120 dedicated volunteers who know how to defend our entrepreneurs' interests. In addition to loan programs, field officers provide business counselling, training opportunities, as well as a range of products and services just as varied as the needs expressed by their clients.

I would like to draw your attention to the Consulting Advisory Services program, the only one of its kind in New Brunswick, that has seen repeated success every year since its inception in 2014.

With a total of 46 clients who engaged the services of a consultant, the project had to be extended even before the end of the fiscal year to meet the growing demand which shows no sign of slowing. We should be proud to be the ambassadors of this program promoting the growth of our businesses.

The CBDC network is proud to be a leader in the delivery of the Self-Employment Benefits (SEB) program. 330 new businesses have been created by unemployed people; a \$5.9 million investment that boosts our economy with 493 new jobs.

This year, I am pleased to note that the network of CBDCs is making its mark, even positioning itself, as the champion of what really matters, namely youth entrepreneurship and women's entrepreneurship. As for the youth component, your Association focused on a province wide pilot project which will soon provide a centralized fund to promote greater synergy between all CBDCs and strengthen partnerships with our communities' stakeholders.

The Women in Business NB program has a new strategic plan as well as a new team of Development Officers, each of whom plays a provincial role in the key areas of business start-up, growth and export. I welcome the members of the new Advisory Committee who will further promote women entrepreneurship in our communities.

Finally, I would like to thank my colleagues and the entire team of the Association and its Executive Director, Line Doiron, who knows how to position our members in a spirit of cohesion with our partners, and put in place the necessary strategies to ensure that the CBDCs of New Brunswick remain the defenders of sustainable development based on our businesses.

Building strong entrepreneurial leverage in rural communities in NB

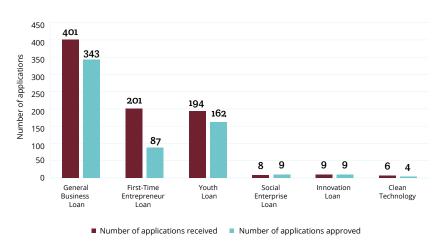
The total value of assistance from the CBDCs and financial leverage accross the province over the past five years



Since inception, CBDCs have injected 454 million dollars in New Brunswick rural communities.

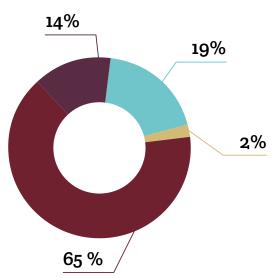
An increase in the amount of loans disbursed (13.5%) and leveraged (33.2%) is noticed for the year 2018-2019 compared to the previous year.

Number of applications received and approved for each New Brunswick CBDC loan product

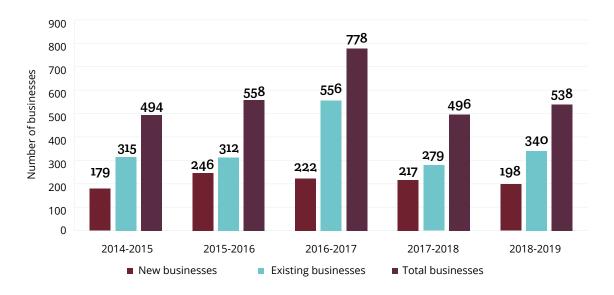


Breakdown of amounts disbursed per loan product

(In millions of dollars)



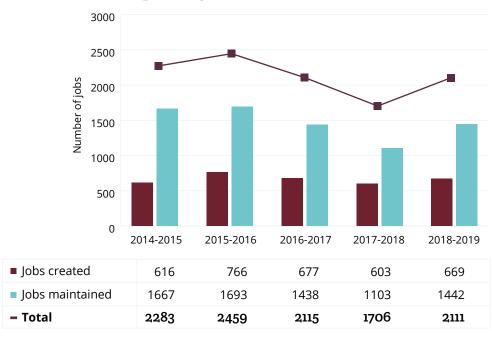
The number of businesses who received financial assistance over the past five years across New Brunswick



An increase of 8.5% in the total number of businesses that received financial assistance for the year 2018-2019 compared to the previous year.

An increase of 23.7% in the total number of jobs created and maintained in 2018-2019 compared to the previous year.

Jobs created and maintained in New Brunswick rural communities over the past five years



A Consulting Advisory Services (CAS) program for entrepreneurs

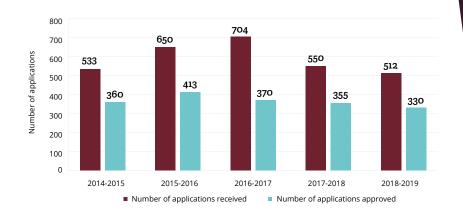
In partnership with ACOA, the Association provided Consulting Advisory Services to owners and managers of small and medium-sized enterprises, by accessing a roster of consultants throughout New Brunswick. In total, **46 CBDC clients** and **14 ACOA clients** have benefited from this service, for an investment of **\$406,760.** In addition, an entrepreneur qualified to receive Innovation Consulting Advisory Services for an investment of \$9,333.

A Youth Entrepreneurship Program

The New Brunswick Association of CBDCs made 2018-2019 a landmark year for negotiations with our partners for the upcoming creation of a Youth Entrepreneurship Support Fund (YESF). With the support of the firm Solutions Ideos, a pilot project was submitted in order for a panprovincial fund to help CBDCs throughout the region strengthen their links for the creation of youth entrepreneurship activities.

A Self-Employment Benefits (SEB) program

Number of applications received and approved throughout the province over the past five years



During the last fiscal year, the amount of financial assistance awarded totals \$5.9 million, resulting in 493 jobs created or maintained, allowing participants to continue to receive Employment Insurance or a weekly allowance (according to the existing policy) to get their own business up and running.

A focus on Women Entrepreneurship in NB



A restructured program for women entrepreneurs in NB

Women in Business NB (WBNB) has been in existence since 2002. The program underwent a restructuring of its organization in the fall of 2018 to better meet the current needs of its clients. With the support of VH Consultants, the team has developed a strategic plan, which will be launched along with the work plan, website as well as a completely new branding in the summer of 2019.

A new Advisory Committee

WBNB has modified its governance structure by setting up an Advisory Committee. The Advisory Committee is composed of female entrepreneurs or members of organizations for women entrepreneurship and economic development.

Two new partnerships on their way

Building links with other Atlantic Provinces:

WBNB has partnered with Women in Business Organizations from the Atlantic Provinces to conduct a Baseline Research Study of Women Business Owners in Atlantic Canada. This survey was circulated in February 2019. We have also joined forces by applying in a joint Atlantic project through the Women Entrepreneurship Strategy (WES) Ecosystem Fund in November 2018.

Building links with Northern Europe: WBNB has been approached by W-POWER who aims for equal growth and increase in the contribution of women to regional economy in sparsely populated Northern and Arctic communities, as women leaving the North is one of the main challenges to beat. New Brunswick shares similarities with those countries: our province is composed of a majority of rural communities which we think share similar challenges with the Northern Periphery. This partnership will be a great opportunity to share best practices from a small rural province in Canada and will offer us a great momentum to partner with other women organizations abroad.



The new team (from left to right): Claire Ephestion, Development Officer for Export and International Trade, Jana Allain Boudreau, Development Officer for Start-ups, Katherine Lanteigne, Director of WBNB, and Audrey Poitras, Development Officer for Growth and Expansion.

A new team for WBNB

The program's added value lies on an experienced team of Development Officers who provide bilingual support and business counselling to all female entrepreneurs in both rural and urban areas. Three top priorities of intervention are targeted to meet the current needs of women entrepreneurs: (1) Start-ups; (2) Growth and Expansion; and (3) Export and International Trade. All Development Officers have a provincial role in order to help women from anywhere in New Brunswick.

Applications received 104
Applications approved 93
Amounts invested \$3,980,532

Number of business counselling sessions

Number of clients 166

Impact on businesses

New businessesExisting businessesTotal82

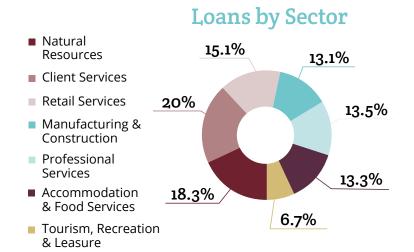
Impact on employment

Jobs created 60 Jobs maintained 316 Total 376



One of the specific features of the CBDC Chaleur is to support and promote youth entrepreneurship. Focus Innovation, an initiative created in 2013, introduces high school students to a coop program that allows them to take part in an internship in the field of information technology through CCNB Bathurst. Since 2017, the Future Entrepreneur Loan allows young people in the region, aged 14 to 19, who want to gain work experience to start their own business and offers them the opportunity to borrow up to \$1,500. In October 2018, the CBDC Chaleur developed Youth Success Chaleur, an educational entrepreneurial program offered to students, grades 9 to 12, who wish to hone their entrepreneurial skills while taking part

in an unforgettable experience where they will get to create a business.



Training sessions

Number of sessions 14 Amounts granted \$25,450

Self-Employment Benefits

Applications approved 23 Value of assistance \$460,000

Consulting

Advisory Services

Number of clients 4
Investments \$24,550





This region located at the mouth of the bay of **Fundy includes Kings and Charlotte Counties** and the rural part of Saint John. The CBDC has an office in St. Stephen and a satellite office located in Hampton. The CBDC Charlotte-Kings has been coordinating several projects such as the New Brunswick Seafood Incoming Buyers Mission (every year in June), bringing together seafood companies, international buyers, and government partners, in order to promote export growth across the province. Other projects from CBDC Charlotte-Kings include a Strategic Export Marketing Program, Food Innovation in New Brunswick and the North/ South Container Trade Lane Development and Strategy project.

Investments in the region for the year 2018 - 2019

Requests processed

Applications receive	ed	52
Applications approv	/ed	43
Amounts invested	\$1.254	69

Number of business counselling sessions

Nulliber of clients	Num	ber of clie	nts !	52
---------------------	-----	-------------	-------	----

inpact on Dasinesses	
New businesses	20
Existing businesses	18
- Total	38

Impact on employment

Jobs created	6
Jobs maintained	8
Total	14

Loans by Sector

■ Art/Er	ntertair	nment	&
Recre	ation/T	ourisn	n

■ Retail

■ Professional, Scientific and Tech Services

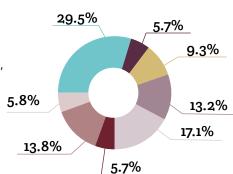
Agriculture, Aquaculture, Forestry and Hunting

■ Manufacturing

Accomodations & Food Services

■ Construction

Other Services





Training sessions

Number of sessions	1.
Amounts granted	\$22,642

Self-Employment Benefits

Applications approved Value of assistance \$608,888

Consulting **Advisory Services**

Number of clients 11 \$65,544 Investments

Applications received 87
Applications approved 77
Amounts invested \$3,548,325

Number of business counselling sessions

Number of clients 289

Impact on businesses

New businesses 35 Existing businesses 38 Total 73

Impact on employment

Jobs created 82 Jobs maintained 152 Total 234



Twelve (12) seminars for the year 2018-2019

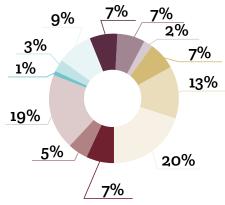
In addition to the general services and programs presented below, CBDC Kent offers Business Development Seminars to individuals considering starting their own business.

The topics covered include: financing, marketing, cash flow and accounting. A total of 173 individuals benefited from this program.

■ Agricultural

- Aquaculture
- Fisheries
- Forestry
- Food services
- Construction
- Waste management
- Health care
- Manufacturing
- Transportation and Storage
- Wholesale and Retail Trade
- Service

Loans by Sector



Training sessions

Number of sessions 18 Number of clients 18 Amounts granted \$27,646

Self-Employment Benefits

Applications approved 52 Value of assistance \$910,000

Consulting

Advisory Services

Number of clients 2 Amounts granted \$10,700





The success of CBDC Madawaska is largely attributed to the hard work of its employees who spare no effort to ensure the completion of their projects.

Their listening, their dedication, and their involvement with various local communities have made it possible to build credibility with business people and economic stakeholders. Without their efforts, several projects may not have seen the light of day.

Together, let's continue to dare, innovate, imagine and undertake!

investments in the region

Agricultural

Construction Tourism

Wholesale

Other

Forestry

Requests processed Applications received 64 56 Applications approved for the year 2018 - 2019 Amounts invested \$1,918,446 Number of business counselling sessions Number of clients 195 Impact on businesses New businesses 15 32 Existing businesses Total 47 Impact on employment Jobs created 48 Jobs maintained 4 Total 52

20.4% 4.7% 48.2% 17.7% and Retail Trade 7.8% 1.2%

Loans by Sector

The team is made of:

Back row: Joanie, Janik, Roland, Julie and Chantal Front row: Ginette, Daisy, Micheline and Tania



Training sessions

Number of sessions 52 Number of clients 63 Amounts granted \$176,459

Self-Employment Benefits

Applications approved Value of assistance \$161,362

Consulting **Advisory Services**

Number of clients Amounts granted \$36,555

Applications received 54
Applications approved 40
Amounts invested \$3,113,981

Number of business counselling sessions

Number of clients 73

Impact on businesses

New businesses18Existing businesses15Total33

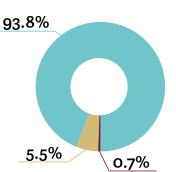
Impact on employment

Jobs created 50 Jobs maintained 53 Total 103



The CBDC Northumberland functions according to its purpose within the boundaries of Northumberland County, with the exception of the Parish of Rogersville, but including that portion of York County that is included in the provincial electoral constituency of Southwest Miramichi-Bay du Vin.

Loans by Sector



Transportation and Storage

Wholesale and Retail Trade

Other

Training sessions

Number of sessions 9 Amounts granted \$9,802

Self-Employment Benefits

Applications approved 23 Value of assistance \$402,500

Consulting Advisory Services

Number of clients 6 Amounts granted \$42,564





Réseau des jeunes en affaires de la Péninsule acadienne (RJAPA)

The RJAPA allows a schedule of activities that aims to introduce companies belonging to young entrepreneurs of the Péninsule acadienne and to involve them in activities where they can exchange among themselves on their challenges and various topics of interest.

The activities are open to the entire population. Created by the CBDC Péninsule acadienne in partnership with the regional Chambers of Commerce, the RJAPA has been organizing activities since 2005, such as an annual golf tournament, a Young Entrepreneur Award banquet, happy hours, and luncheons.

		Applications received	8
‡		Applications approved	6
o T T	- 2019	Amounts invested \$3,877	7,77
נות דע		Number of business counselling sessions	
	year 2018	Number of clients	13
ווופווונא זוו	ar :	Impact on businesses	
=	ye	New businesses	3
ב ד	Je	Existing businesses	2
בו בי	for the	Total	6
ע 	for	Impact on employment	
=		Jobs created	5
		Jobs maintained	11
		Total	16

Remiests processe

Loans by Sector Agricultural Aquaculture 12.4% 13.6% Fisheries Forestry 0.7% Construction 5.8% 43.1% **Tourism** 8.2% ■ Transportation and Storage 1.8% Wholesale 4.4% and Retail Trade 3.4% 6.6% Manufacturing Other



Training sessions

Number of sessions 8 Amounts granted \$12,000

Self-Employment Benefits

Applications approved 36 Value of assistance \$617,571

Consulting **Advisory Services**

Number of clients \$25,963 Amounts granted

Applications received 113
Applications approved 103
Amounts invested \$5,081,818

Number of business counselling sessions

Number of clients 56

Impact on businesses

New businesses23Existing businesses68Total91

Impact on employment

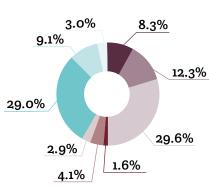
Jobs created 100 Jobs maintained 364 Total 464



Located in a region known for its strong bilingualism, the CBDC Restigouche is very active in its community and takes part in two national projects: (1) Skills in Action; and (2) Hire for Talent – Building an Inclusive Canadian Workforce. Furthermore, the CBDC provides job search techniques through Options Centre, a Private Career Counselling Service, as well as a new pre-employability project. It also offers placement programs: (1) Career Focus NB; and (2) Work Integration for Youth living a disability situation. Finally, the CBDC is developing a project to increase private sector leadership and investments in women.



- Accomodation Food services
- Professional Technical services
- Forestry
- Construction
- Tourism
- Manufacturing
- Wholesale and Retail Trade
- Other



Training sessions

Number of sessions 9 Amounts granted \$12,000

Self-Employment Benefits

Applications approved 34 Value of assistance \$595,000

Consulting

Advisory Services

Number of clients 5 Amounts granted \$37,333





CBDC Southwest works closely with all economic development partners in our region. Our primary role is to assist in the development of rural businesses and their entrepreneurs, as well as assist them to seize opportunities that will improve their businesses. Additionally, we partner with other financial institutions, including charted banks, credit unions, and other secondary lending partners.

Investments in the region

Requests processed

Applications received 46 Applications approved 43 Amounts invested \$3,111,076

Number of business counselling sessions

Number of clients 126

Impact on businesses

New businesses 13 Existing businesses 24

37

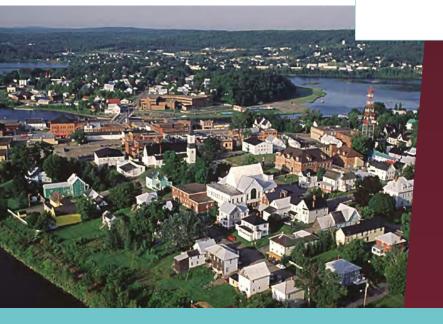
Impact on employment

Jobs created 166 Jobs maintained 204 370 Total

Loans by Sector

13.4% Construction Tourism 38.4% 30.5% Transportation and Storage Wholesale and Retail Trade Manufacturing 10.2% Other 5.0%

Total



Training sessions

Number of sessions 42 Amounts granted \$36,893

2.5%

Self-Employment Benefits

Applications approved 44 Value of assistance \$842,744

Applications received 59 Applications approved 40 Amounts invested \$1,789,597

Number of business counselling sessions

Number of clients 46

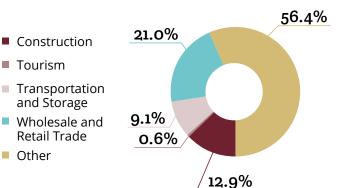
Impact on businesses

2 New businesses Existing businesses 35 **Total** 37

Impact on employment

10 Jobs created Jobs maintained 120 Total 130

Loans by Sector





In addition to our main activities that we will present later, this year, we have given new momentum to our youth initiatives. These improvements are still work in progress, but since November 2018, with the hiring of a full-time Youth Coordinator, we have able to meet with all parties involved in our youth programs to fully understand the needs in our community and our role. Several partnerships were formed with schools and other organizations sharing our mission. A strategic plan has been developed taking into account the different needs of all youths from 5 to 34 years of age. At the CBDC Victoria Madawaska-South we know that to develop youth entrepreneurial spirit, we must

> be present at all important stages of their journey, and this, as soon as they start school. This CBDC aims at real business development by offering youth initiatives that meet the needs and demands of our entrepreneurs by being present in their path and their businesses in order to ensure the survival and their successes. Furthermore, an intense update of our CAM (Community Asset Mapping) was conducted.

> Please search our social media for: #CommunityAssetMapping

Training sessions

Construction

and Storage

Retail Trade

Tourism

Other

Number of sessions 55 Amounts granted \$29,517

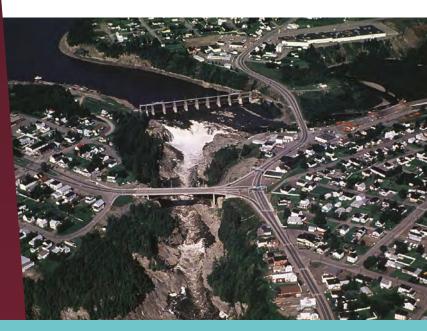
Self-Employment Benefits

Applications approved 11 Value of assistance \$229,663

Consulting

Advisory Services

Number of clients Amounts granted \$20,943





CBDC Westmorland Albert 32nd Anniversary

Over the past 32 years, the CBDC has been dedicated to fostering the success of local entrepreneurs within the communities that we serve. Our history has seen many different changes within the economic development landscape but our CBDC has remained a constant pillar, often having to adapt to the changing times in order to better serve our clients.

Our annual report outlines the programs we offer and the results of our assistance in developing the economy in our territory during the past 32 years.

Investments in the region

Agriculture

Forestry

Construction

Fish Harvesting

Health / Holistic

Requests processed

Applications received 53 Applications approved 38 Amounts invested \$1,241,436

Number of business counselling sessions

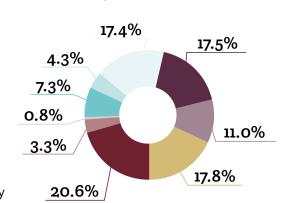
Number of clients 141

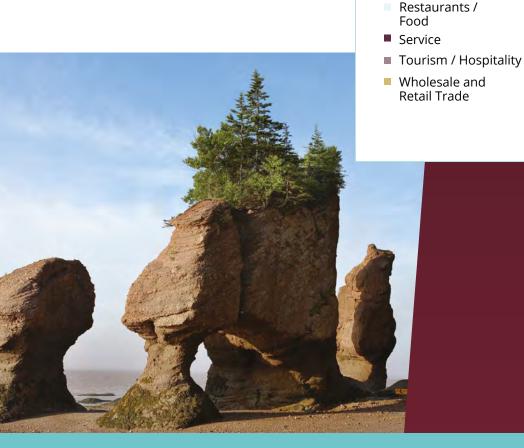
Impact on businesses New businesses 20 **Existing businesses** 17 Total 37

Impact on employment

79 Jobs created Jobs maintained 55 Total 134

Loans by Sector





Client training

Clients trained 330 Training cost \$102,524

Self-Employment Benefits

Applications approved 66 Value of assistance \$1,056,000

Consulting **Advisory Services**

Number of clients Investments \$39,000

A variety of products and services for the success of our entrepreneurs



Business Management Skills Training

Tailored skills training in special areas such as market development, bookkeeping, feasibility studies, funding sources and business analysis.

Consulting Advisory Services (CAS)

Assistance provided through an external counselling agent in various fields of expertise to improve business performance. A certain financial contribution is requested from client.

Business Counselling

Business counselling in the form of advice to new and established entrepreneurs.

Self-Employment Benefits (SEB)

Allows participants to continue to receive their Employment Insurance Benefits while they are getting their business up and running. Also offers a weekly allowance for the business start-up if the person has received Employment Insurance Benefits over the past few years (according to the existing policy).

Clean Technology Initiative

Loan or advisory services ideas for a clean technology process, and products or services that reduce negative environmental impacts.

General Business Loan

Business is booming and you need funding for an expansion of your existing premises or have to construct a new building. Perhaps it's time to purchase new equipment and additional materials in order to fulfill increased customer demand for your product. This more flexible loan can even facilitate the acquisition of an existing business.

First-Time Entrepreneur Loan

Offers counselling services for individuals who wish to become a self-sufficient and profitable business owner. This is the perfect loan to put your plans into action.

Youth Loan

Provides start-up capital for youth between the ages of 18 to 34 who experience difficulty obtaining necessary financing.

Social Enterprise Loan

Tailored to social enterprises operating in rural communities where people are able to live, work and enjoy social activities in their region.

Innovation Loan

Helps promote the development of the knowledgebase economy and aids in the adoption or commercialization of new technologies.



Contact Us

For more information on the programs offered by your CBDC, contact us or visit the following link:



219 Main Street, Suite 3 Bathurst, NB E2A 1A9



www.cbdc.ca



Atlantic Association of CBDCs / NB CBDC



1 888 303-CBDC (2232)



CBDCAtlantic / NB CBDC