



Community Business Development Corporations

April 1 to March 31

**2012-13 ANNUAL**  
**Review**



*“Think Business... Think CBDC”*

# Table of Contents

• <b>Chairperson’s Message</b>	1
• <b>Contributing to Rural Communities</b>	2
• <b>Investment Activity</b>	3
• <b>Regional Reports</b>	5
- Avalon West	5
- Burin Peninsula	6
- Cabot	7
- Celtic	8
- Central	9
- Eastern Initiatives	10
- Emerald	11
- Gander	12
- Gateway	13
- Humber	14
- Labrador	15
- Long Range	16
- Nortip	17
- South Coast	18
- Trinity Conception	19
• <b>Entrepreneurship Continuum</b>	20
• <b>CBDC Volunteers</b>	21





How do organizations stay relevant, 20 and 30 years in existence? By embracing change, and challenging it head on. CBDCs face change on a continual basis. We see it in the changing economic realities of our rural communities. Our industries change. The political environment that we receive operational support from is an ever-changing environment.

Some of the change is even initiated by our own offices. CBDCs have embraced governance policies such as board turnover that allows fresh new volunteers to join our family on a regular basis. Our dedicated and professional staff continually come up with ways to expand on services and programs that are provided to clients, such as the recently delivered Trade and Export program.

As you can see, status quo is never a reality for CBDCs. We work together, sharing best practices amongst the 110 volunteers and 60 staff that work to make the CBDCs be the economic drivers of rural communities in Newfoundland and Labrador.

This past fiscal has provided many challenges to our network. We are working through a funding model that enables money to be used where it is needed. We had several CBDCs lose contracts for non-core CBDC activities. This loss did not impact small business financing and counseling, but had an impact on the communities we serve. Throughout these and other events, CBDCs continued to disburse funds to small and medium sized enterprises. The value of assistance for 2012-13 was \$14.3 million and the net value of our fund was \$88 million. These activities supported 744 jobs, all in rural Newfoundland and Labrador.

We continue to be active in all areas of the entrepreneurship continuum. The Youth Ventures Program, and YV Marketplace Co-op programs support junior and high school students, the Angel Business Development Program works with post-secondary students and the Kick\$tart program provides low-interest, flexible loans for high-risk, youth oriented businesses.

When a small business need is identified, the CBDCs are working one-on-one with the entrepreneurs, provincial and federal governments, other like-minded organizations to ensure that the need is being met. We are genuine in our desire to grow the economic and social well being of our communities.

This document highlights the successes of the fifteen CBDCs located throughout NL. For more information about all CBDCs in Atlantic Canada, please visit our website.

Congratulations to the volunteers and staff for their combined efforts to ensure clients success and in turn, CBDC success.

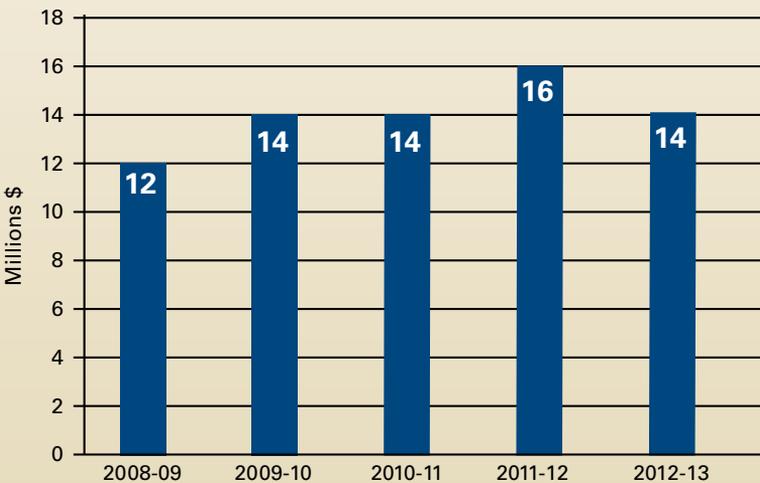
Thank you,  
*Stan Reid*  
Chairperson, NL Association of CBDCs

# Investment Activity

## CBDCs Contributing to Rural Communities

The fifteen CBDCs in Newfoundland and Labrador are developmental lenders that focus on economic development in rural communities. Since inception, CBDCs have invested \$239 million into rural communities.

### Disbursements



On March 31, 2013 the net value of the CBDC portfolio was **\$88 million**.

All 41 CBDCs throughout Atlantic Canada offer core programs to small and medium size businesses. **CBDC General Business Loan** is designed to assist entrepreneurs to obtain financing, when traditional avenues of financing are not available. The **CBDC Youth Loan** provides tailored business solutions for young entrepreneurs ages 18-34. **CBDC First-Time Entrepreneur Loan** provides targeted financing for first-time entrepreneurs. The **CBDC Innovative Loan** assists in the development of the knowledge-based economy in the adoption and commercialization of technology. **CBDC Social Enterprise Loan** assists social enterprises through tailored financing. **FRAM-ED** is a combination of funding between the Provincial and Federal Governments to encourage economic adjustment in rural communities that have been affected by the closure of the ground fish industry through expansion of small-to-medium enterprises.

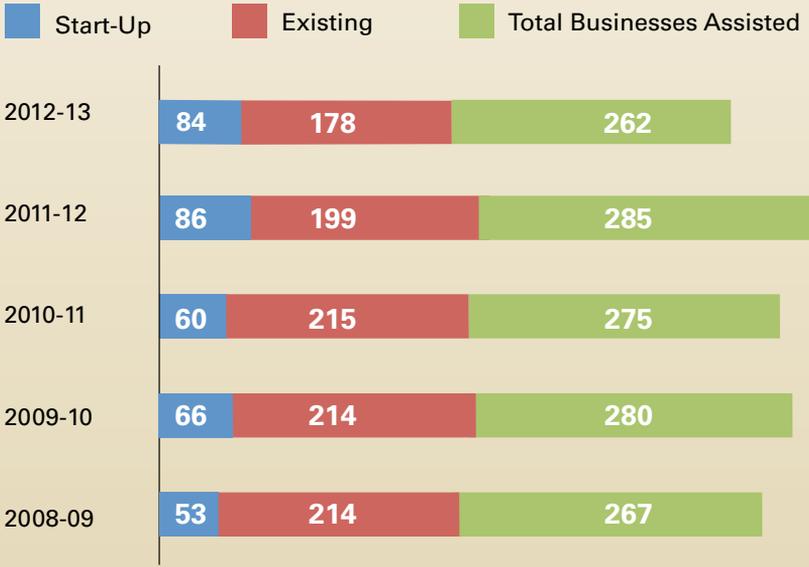
### Loan Product Report

	General Business	Youth	First-time	Innovation	Social Enterprise	FRAM-ED	Total
<b>Applications</b>	230	16	88	2	4	22	362
<b>Approved</b>	197	12	65	2	4	19	299
<b>Disbursed</b>	171	12	58	1	3	16	261
<b>Dollar value</b>	\$8,940,787	\$121,356	\$3,728,823	\$20,000	\$213,885	\$1,169,369	\$14,194,220

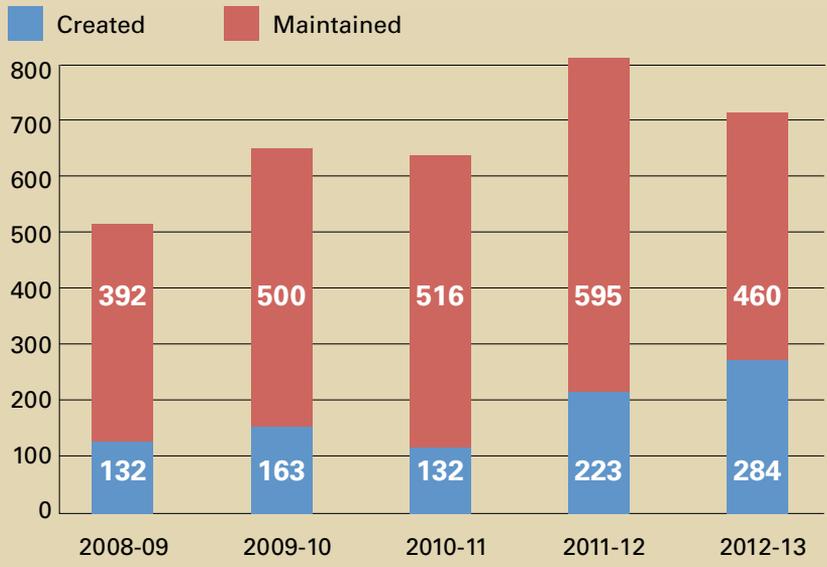


This past fiscal, CBDCs supported 262 businesses and contributed to 744 jobs in the form of loans, loan guarantees and equity financing.

### Businesses Assisted

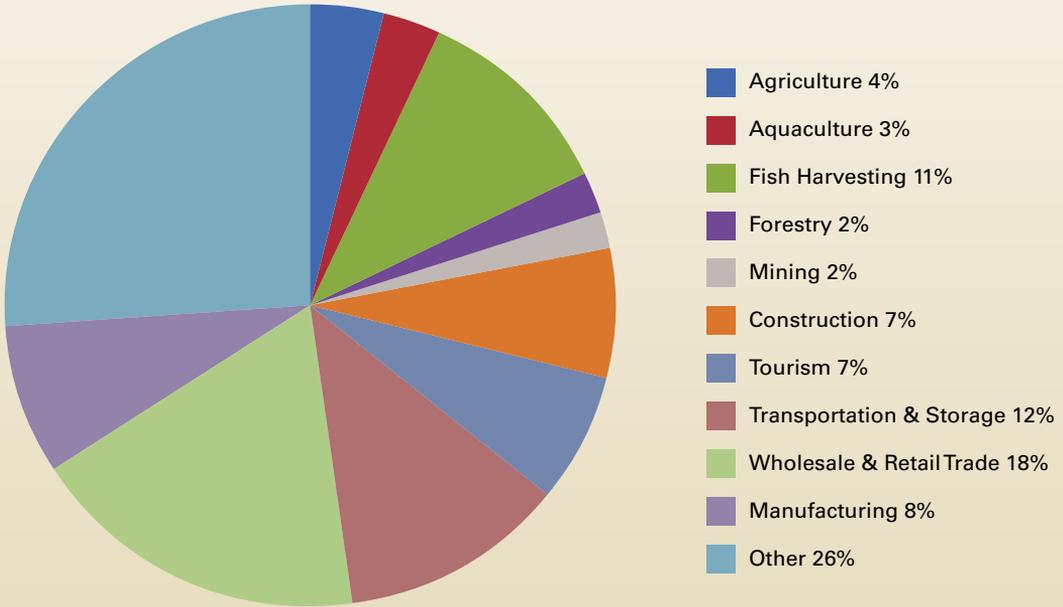


### Jobs Created and Maintained



# Investment Activity

## Lending by Sector



1910 CBDC clients received business counseling in the past fiscal year.

## SEA (Self Employment Assistance Program)

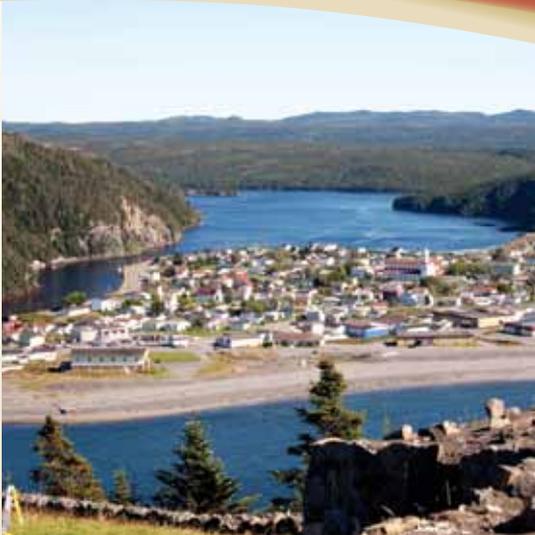
CBDCs work in partnership with the provincial Department of Advanced Education and Skills to deliver SEA. All SEA applicants receive business counseling from the CBDC and 20 percent usually receive additional CBDC loans. In 2012-13, CBDCs worked with 128 approved SEA clients

## Entrepreneurial Training Fund

A component of the suite of services that CBDCs provide to small medium size businesses is training. Each CBDC is allocated an amount to be used to provide learning opportunities focusing on business management skills for clients and non-CBDC clients.

Training Categories		Total Investment	
Management	10	Number of training sessions	45
Marketing/Communications	22	Number of clients served	44
Finance	22	Training costs incurred	\$ 65,243
Other business skills	2		





**CBDC Avalon West** provides business support to both active businesses and prospective entrepreneurs within the AvalonWest region of the Avalon Peninsula. This region includes the Cape Shore, Placentia, Isthmus and St. Mary's Bay North areas. The Corporation has an eight member Board of Directors that meets at least once a month to discuss financing applications. The area has an historic attachment to the fishery and it has long been the focus in many of the communities within the region, with recent statistics supporting the continued importance of the fishery within the region. Other sectors that are gaining in economic impact and importance include construction, personal care services, manufacturing, oil refining and transportation. The opportunities for local businesses are great, and the CBDC Avalon West is well positioned to provide assistance.

## INVESTMENT ACTIVITY

# Of Applications Received	16
# Of Applications Approved	14
Total Value of Assistance	\$ 616,360
Average Size of Loan	\$ 40,800

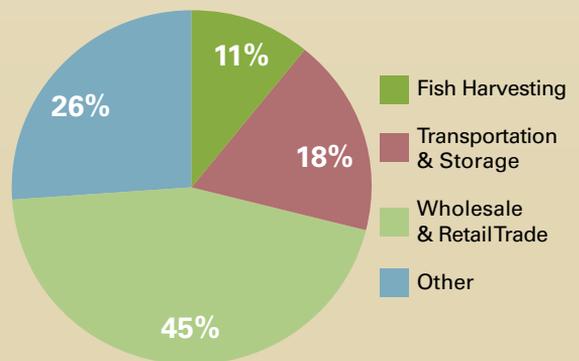
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	4
Existing	6
<b>Total Businesses Assisted</b>	<b>10</b>

## JOBS

Total F/T Equivalents Jobs Created	10
Total F/T Equivalents Jobs Maintained	22
Investment per Job	\$ 12,750

## CBDC AVALON WEST • LENDING BY SECTOR



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

**1-5 O'Reilly Street, Placentia  
or call 709-227-2147**

Clients Provided Business Counselling	59
Self Employment (SEA) Approved	7

**Total Investments Outstanding \$3,792,892**



**CBDC Burin Peninsula** was first established in 1991 and serves the entire Burin Peninsula, comprising of some 33 communities with a total population of approximately 23,000 people. The objective of the Corporation is to create jobs through small business development and is lead by a volunteer board of directors. In an effort to achieve this objective, the Corporation provides a range of small business services including financial assistance, income support benefits and business counseling services. The Burin Peninsula has a strong retail and service sector that shows positive influences on the local economy. Other key players in the strength of the economy include the inshore fishery, the multi-species fish processing facility at St. Lawrence, the inflatable shelter production facility in Grand Bank and the Cow Head ship repair and construction facility in Marystown. Prospects are positive for increased employment in many of these operations.

**For a copy of Burin Peninsula's audited financial statements, please call: 709-227-2147**

**or visit:**

**[cbdc.ca/nl/burin\\_peninsula\\_index](http://cbdc.ca/nl/burin_peninsula_index)**

### ENTREPRENEURIAL TRAINING FUND

CBDC Burin Peninsula delivered one training session utilizing the Entrepreneurial Training Fund provisions.

### INVESTMENT ACTIVITY

# Of Applications Received	25
# Of Applications Approved	24
Total Value of Assistance	\$ 793,042
Average Size of Loan	\$ 49,565
Levered Funds	\$ 715,471

### BUSINESSES ASSISTED (based on disbursed)

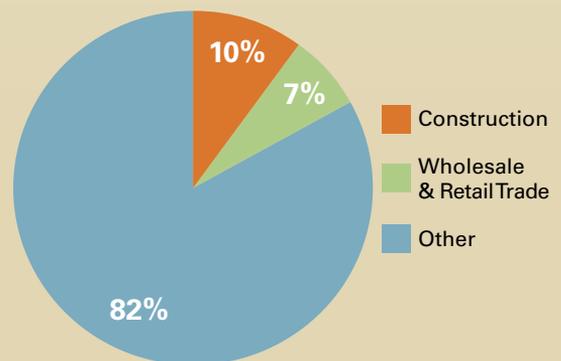
New Start-Up	2
Existing	13
<b>Total Businesses Assisted</b>	<b>15</b>

### JOBS

Total F/T Equivalents Jobs Created	18
Total F/T Equivalents Jobs Maintained	12
Investment per Job	\$ 31,435

### CBDC BURIN PENINSULA

#### • LENDING BY SECTOR



Clients Provided Business Counselling	65
Self Employment (SEA) Approved	9

**Total Investments Outstanding \$2,256,517**



**CBDC Cabot** is centrally located in Long Pond, Conception Bay South to serve clientele of the Northeast Avalon, excluding St. John's and Mount Pearl and including Bell Island. The delivery region extends easterly to Logy Bay and westerly to Marysvalle. Its volunteer board of directors represent the communities and industries that are governed within its boundaries. CBDC Cabot has the smallest delivery region in the provincial CBDC network, but the region is also the most heavily populated. The close proximity to urban centres is beneficial in that the region is one of the few areas experiencing significant population and economic growth. The region has a diversified economy and the strength of the province's oil and gas industry has stimulated high growth across many areas, including the retail, wholesale, construction and manufacturing sectors. In addition, the tourism industry continues to thrive on the Northeast Avalon with scenic vistas unfolding at its every coastline. The region has unique character, steeped in history, culture and tradition, while blended with modern living.

**For a copy of CBDC Cabot's audited financial statements, please visit:**  
[www.cbdc.ca/nl/cabot\\_index](http://www.cbdc.ca/nl/cabot_index)  
 or call 709-834-1000

**ENTREPRENEURIAL TRAINING FUND**

CBDC Cabot delivered eight training sessions, to eight clients with most sessions addressing marketing communications topics.

**INVESTMENT ACTIVITY**

# Of Applications Received	19
# Of Applications Approved	12
Total Value of Assistance	\$ 907,500
Average Size of Loan	\$ 60,500
Levered Funds	\$ 770,992

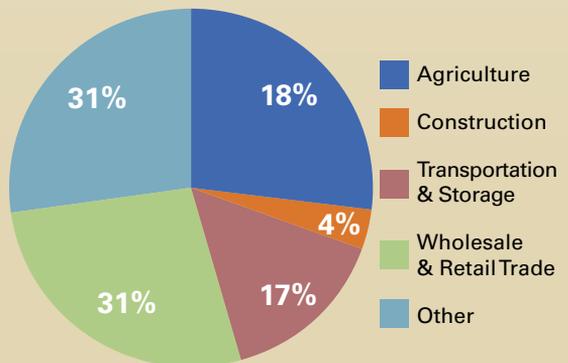
**BUSINESSES ASSISTED (based on disbursed)**

New Start-Up	7
Existing	8
<b>Total Businesses Assisted</b>	<b>15</b>

**JOBS**

Total F/T Equivalents Jobs Created	17
Total F/T Equivalents Jobs Maintained	15
Investment per Job	\$ 29,274

**CBDC CABOT • LENDING BY SECTOR**



Clients Provided Business Counselling	109
Self Employment (SEA) Approved	14

**Total Investments Outstanding \$5,939,792**



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

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

**please visit:**

**[www.cbdc.ca/nl/celtic\\_index](http://www.cbdc.ca/nl/celtic_index) or  
call 709-432-2662**

## INVESTMENT ACTIVITY

# Of Applications Received	21
# Of Applications Approved	15
Total Value of Assistance	\$ 754,615
Average Size of Loan	\$ 44,389
Levered Funds	\$ 37,311

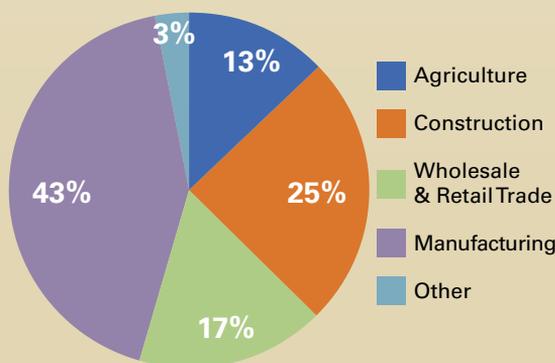
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	5
Existing	12
<b>Total Businesses Assisted</b>	<b>17</b>

## JOBS

Total F/T Equivalents Jobs Created	8
Total F/T Equivalents Jobs Maintained	26
Investment per Job	\$ 22,526

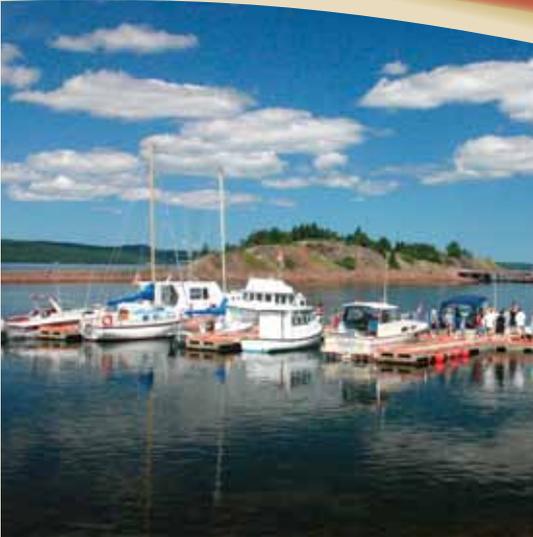
## CBDC CELTIC • LENDING BY SECTOR



Clients Provided Business Counselling	86
Self Employment (SEA) Approved	5

## ENTREPRENEURIAL TRAINING FUND

CBDC Celtic delivered a daylong professional development session on branding and marketing strategies to improve business management skills of clients and two of our loan clients accessed this fund to acquire training in financial management.



**CBDC Central** services businesses throughout the Exploits Valley that encompasses all communities from Buchans in the west to Norris Arm in the east and the area from Botwood to Leading Tickles. This area covers 14,950 square kilometres and combines both small town lifestyle and large centre amenities. The Exploits Valley area has a diverse economic structure and includes the following industries: education, health and professional services, forestry, manufacturing, shipping and transportation, tourism, information technology, mining, agriculture, fisheries and aquaculture. CBDC Central is governed by a group of local leaders that are representative of the communities and the industries that are found with the region.

**INVESTMENT ACTIVITY**

# Of Applications Received	28
# Of Applications Approved	24
Total Value of Assistance	\$613,814
Average Size of Loan	\$ 28,174
Levered Funds	\$ 104,449

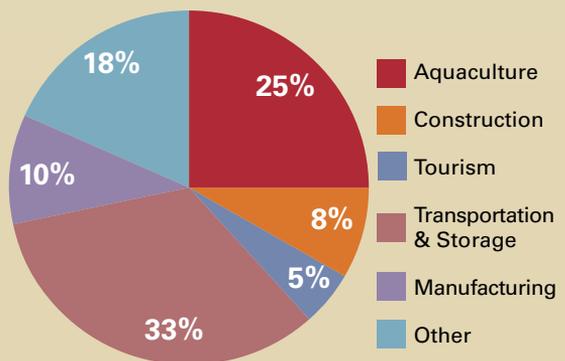
**BUSINESSES ASSISTED  
(based on disbursed)**

New Start-Up	10
Existing	11
<b>Total Businesses Assisted</b>	<b>21</b>

**JOBS**

Total F/T Equivalent Jobs Created	37
Total F/T Equivalent Jobs Maintained	22
Investment per Job	\$ 10,028

**CBDC CENTRAL  
• LENDING BY SECTOR**



Clients Provided Business Counselling	93
Self Employment (SEA) Approved	4

**Total Investments Outstanding \$4,160,973**

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

**ENTREPRENEURIAL TRAINING FUND**  
 CBDC Central delivered five training sessions consisting of financial, marketing and management practices.



**Eastern Initiatives Community Business Development Corporation Inc.** is conveniently located in the town of Clarenville and is responsible for servicing a population of approximately 32,000 people, covering 94 communities. Geographically the area corresponds closely with economic zone 15, including the Bonavista Peninsula, Random Island and the communities between Arnold's Cove -Swift Current and Port Blandford. The area has a very diverse economic base, with each of the communities facing its own challenges and opportunities.



**For a copy of CBDC Eastern Initiatives' audited financial statements, please visit: [cbdc.ca/nl/eastern\\_initiatives\\_index](http://cbdc.ca/nl/eastern_initiatives_index) or call: 709-466-1170**

**ENTREPRENEURIAL TRAINING FUND**  
CBDC Eastern Initiatives delivered three training sessions to clients and non-clients that increased business knowledge of financial and management practices.

## INVESTMENT ACTIVITY

# Of Applications Received	33
# Of Applications Approved	30
Total Value of Assistance	\$ 1,481,799
Average Size of Loan	\$ 54,881
Levered Funds	\$ 747,200

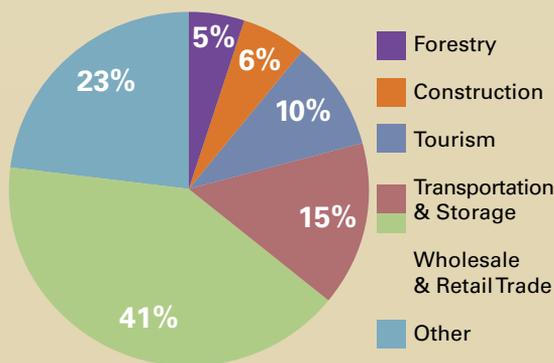
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	6
Existing	21
<b>Total Businesses Assisted</b>	<b>27</b>

## JOBS

Total F/T Equivalents Jobs Created	20
Total F/T Equivalents Jobs Maintained	9
Investment per Job	\$ 51,097

## CBDC EASTERN INITIATIVES • LENDING BY SECTOR

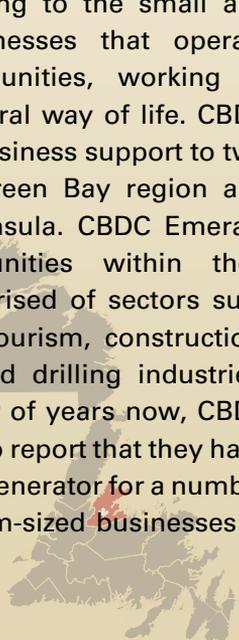


Clients Provided Business Counselling	254
Self Employment (SEA) Approved	6

**Total Investments Outstanding \$4,372,994**



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



**For a copy of CBDC Emerald's audited financial statements,**

**please visit:**

**[www.cbdc.ca/nl/emerald\\_index](http://www.cbdc.ca/nl/emerald_index)**

**or call: 709-532-4690**

## INVESTMENT ACTIVITY

# Of Applications Received	24
# Of Applications Approved	22
Total Value of Assistance	\$ 1,225,793
Average Size of Loan	\$ 68,100
Levered Funds	\$ 628,134

## BUSINESSES ASSISTED (based on disbursed)

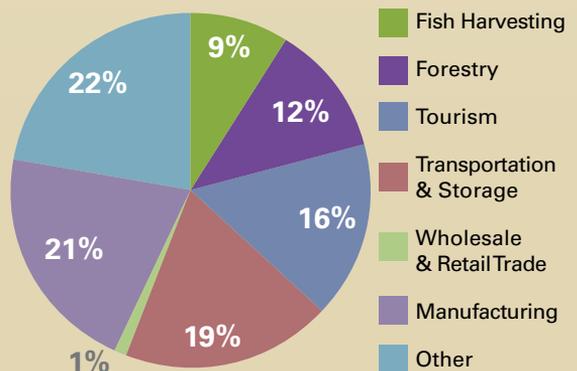
New Start-Up	5
Existing	13
<b>Total Businesses Assisted</b>	<b>18</b>

## JOBS

Total F/T Equivalents Jobs Created	15
Total F/T Equivalents Jobs Maintained	38
Investment per Job	\$ 23,128

## CBDC EMERALD

### • LENDING BY SECTOR



Clients Provided Business Counselling	377
Self Employment (SEA) Approved	11

**Total Investments Outstanding \$4,552,879**



**CBDC Gander Area** was established in 1984, and has become one of the busiest CBDCs 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 200 clients located throughout the region.

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

**[www.cbdc.ca/nl/gander\\_index](http://www.cbdc.ca/nl/gander_index)  
or call: 709-651-4738**

## INVESTMENT ACTIVITY

# Of Applications Received	33
# Of Applications Approved	27
Total Value of Assistance	\$ 831,918
Average Size of Loan	\$ 39,615
Levered Funds	\$ 150,000

## BUSINESSES ASSISTED (based on disbursed)

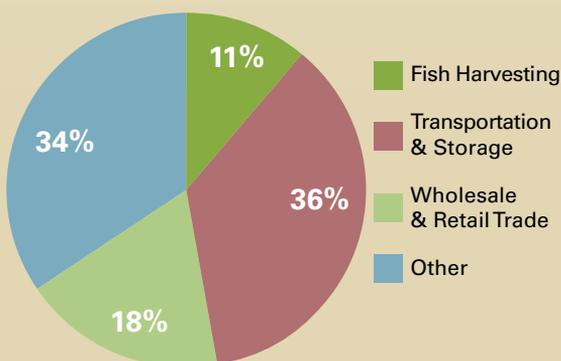
New Start-Up	4
Existing	17
<b>Total Businesses Assisted</b>	<b>21</b>

## JOBS

Total F/T Equivalents Jobs Created	7
Total F/T Equivalents Jobs Maintained	112
Investment per Job	\$ 6,991

## CBDC GANDER

### • LENDING BY SECTOR



Clients Provided Business Counselling	88
Self Employment (SEA) Approved	7

**Total Investments Outstanding \$9,958,586**

## ENTREPRENEURIAL TRAINING FUND

CBDC Gander provided training to a client in the area of financial management.



**CBDC Gateway** works with all levels of government and the private sector to respond to the needs of small & medium size businesses within Marine & Mountain Zone (M&MZ). This zone includes communities from South Branch located in the beautiful Codroy Valley to Lapoile located along the Island's rugged south coast. Channel / Port aux Basques is the "Gateway" to this beautiful province and is well positioned for growth in the marine, transportation and tourism sectors. Channel Port aux Basques is the administrative, economic and social hub of the South West Coast and boasts modern medical, recreational, and educational facilities. CBDC Gateway is governed by a volunteer board of directors that is active in all areas of leadership of the community.

## INVESTMENT ACTIVITY

# Of Applications Received	14
# Of Applications Approved	13
Total Value of Assistance	\$ 633,590
Average Size of Loan	\$ 61,300
Levered Funds	\$ 200,000

## BUSINESSES ASSISTED (based on disbursed)

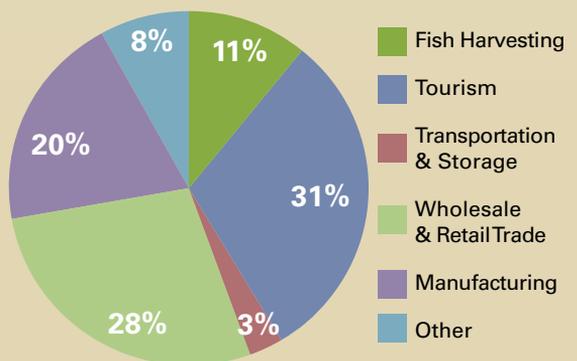
New Start-Up	5
Existing	5
<b>Total Businesses Assisted</b>	<b>10</b>

## JOBS

Total F/T Equivalents Jobs Created	12
Total F/T Equivalents Jobs Maintained	10
Investment per Job	\$ 27,864

## CBDC GATEWAY

### • LENDING BY SECTOR



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

Clients Provided Business Counselling	94
Self Employment (SEA) Approved	6

**Total Investments Outstanding \$3,257,669**



**CBDC Humber** was incorporated in December 1984 and works in partnership with all levels of government and the private sector to meet the needs of small business in Rural Western Newfoundland. CBDC Humber is mandated to stimulate private sector employment by providing small and medium sized businesses with business development programs and is governed by a volunteer board of directors, consisting of leaders from the local communities. CBDC Humber is strategically located in the City of Corner Brook and is responsible for servicing a population of approximately 43,000 people covering 43 municipalities throughout Corner Brook, the Bay of Islands, Humber Valley, White Bay South, and Bonne Bay areas.

### ENTREPRENEURIAL TRAINING FUND

CBDC Humber provided financial management training sessions on five occasions to clients and non-clients alike.

### INVESTMENT ACTIVITY

# Of Applications Received	17
# Of Applications Approved	13
Total Value of Assistance	\$ 981,276
Average Size of Loan	\$ 75,483
Levered Funds	\$ 195,225

### BUSINESSES ASSISTED (based on disbursed)

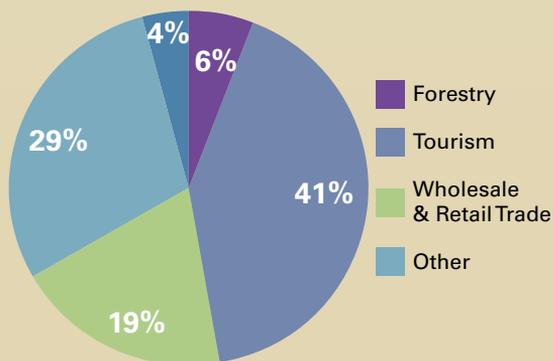
New Start-Up	2
Existing	11
<b>Total Businesses Assisted</b>	<b>13</b>

### JOBS

Total F/T Equivalents Jobs Created	17
Total F/T Equivalents Jobs Maintained	1
Investment per Job	\$ 54,515

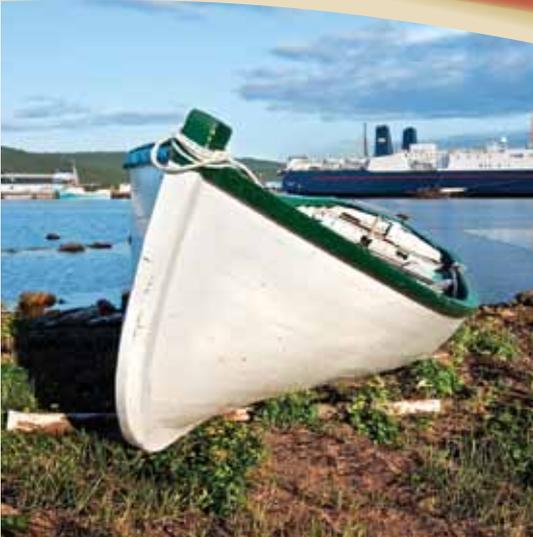
### CBDC HUMBER

#### • LENDING BY SECTOR



Clients Provided Business Counselling	251
Self Employment (SEA) Approved	4

**Total Investments Outstanding \$3,597,491**



**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: [info.cbdc@labrador.ca](mailto:info.cbdc@labrador.ca).**

## INVESTMENT ACTIVITY

# Of Applications Received	14
# Of Applications Approved	12
Total Value of Assistance	\$ 934,925
Average Size of Loan	\$ 66,780
Levered Funds	\$ 971,750

## BUSINESSES ASSISTED (based on disbursed)

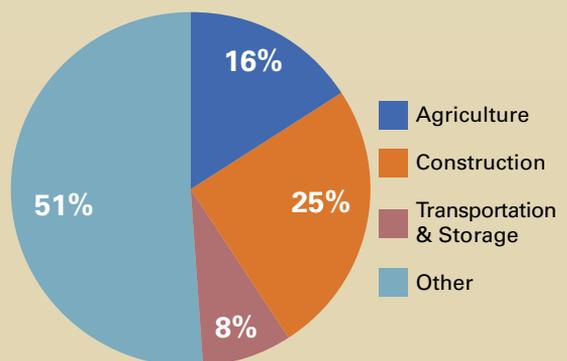
New Start-Up	7
Existing	7
<b>Total Businesses Assisted</b>	<b>14</b>

## JOBS

Total F/T Equivalents Jobs Created	19
Total F/T Equivalents Jobs Maintained	25
Investment per Job	\$ 21,493

## CBDC LABRADOR

### • LENDING BY SECTOR



Clients Provided Business Counselling	85
Self Employment (SEA) Approved	8

**Total Investments Outstanding \$4,484,475**



**CBDC Long Range** services South-Western Newfoundland which corresponds closely with Economic Zone 9. Geographically this region includes Stephenville, Port Au Port, Barachois, Bay St. George South and Penguin areas. The town of Stephenville is the hub of the Long Range Region. Recent economic activity includes upgrades to Port Harmon as well as the establishment of the SERT (Safety Emergency Response) Training Centre. Stephenville has new community green space along side Blanche Brook and a modernized cinema. The opening of the Northern Harvest Sea Farms has created positive energy in the town as well numerous construction jobs. Stephenville Theatre Festival has been offering professional theatre for 35 years. Stephenville is also the headquarters of the College of the North Atlantic. For the overall region, the fishery is still the main industry. Atlantic Minerals at the Lower Cove limestone quarry continues to operate and oil and gas exploration is on going in the Port Au Port/Bay St. George area and more recently in the Bay St. George South. Agriculture continues to thrive in Bay St. George South and Barachois with cranberry farming being the newest area of growth. Nursery operations continue to add to the economic stability of the overall economy. Burgeo and Ramea are fast becoming tourist destinations. CBDC Long Range is proud of their contribution to the economic growth throughout South-Western Newfoundland.

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

**ENTREPRENEURIAL TRAINING FUND**

CBDC Long Range provided support to seven clients by providing learning opportunities for them in areas of finance and business management.

**INVESTMENT ACTIVITY**

# Of Applications Received	40
# Of Applications Approved	34
Total Value of Assistance	\$ 1,140,200
Average Size of Loan	\$ 38,031
Levered Funds	\$ 387,500

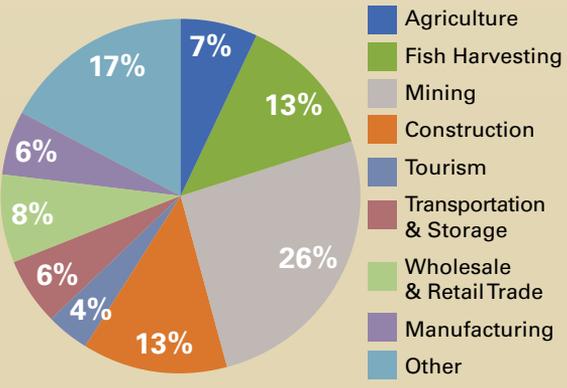
**BUSINESSES ASSISTED (based on disbursed)**

New Start-Up	8
Existing	22
<b>Total Businesses Assisted</b>	<b>30</b>

**JOBS**

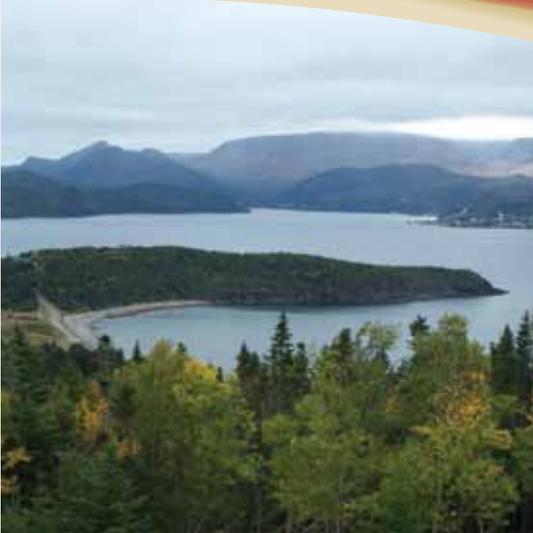
Total F/T Equivalents Jobs Created	27
Total F/T Equivalents Jobs Maintained	93
Investment per Job	\$ 9,508

**CBDC LONG RANGE • LENDING BY SECTOR**



Clients Provided Business Counselling	241
Self Employment (SEA) Approved	17

**Total Investments Outstanding \$5,880,770**



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

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

## INVESTMENT ACTIVITY

# Of Applications Received	25
# Of Applications Approved	16
Total Value of Assistance	\$ 796,910
Average Size of Loan	\$ 66,342
Levered Funds	\$ 1,082,474

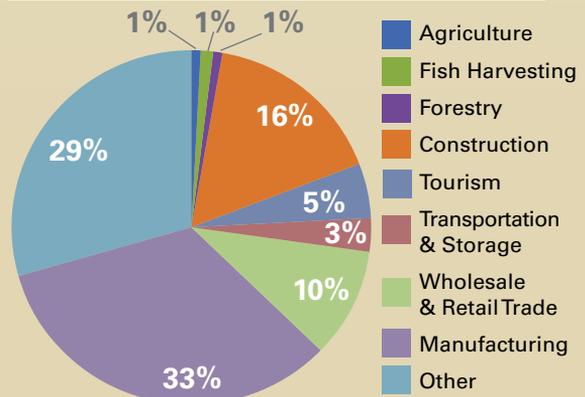
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	3
Existing	9
<b>Total Businesses Assisted</b>	<b>12</b>

## JOBS

Total F/T Equivalents Jobs Created	15
Total F/T Equivalents Jobs Maintained	21
Investment per Job	\$ 22,425

## CBDC NORTIP • LENDING BY SECTOR



Clients Provided Business Counselling	14
Self Employment (SEA) Approved	6

## ENTREPRENEURIAL TRAINING FUND

CBDC Nortip values providing training for small and medium size businesses in its communities. They delivered 21 training opportunities, thirteen of which focused on management skills.

**Total Investments Outstanding \$4,632,871**



**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

# Of Applications Received	30
# Of Applications Approved	30
Total Value of Assistance	\$ 1,135,272
Average Size of Loan	\$ 51,603
Levered Funds	\$ 1,149,606

## BUSINESSES ASSISTED (based on disbursed)

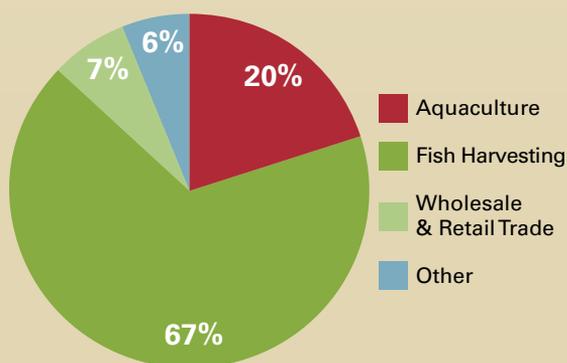
New Start-Up	4
Existing	18
<b>Total Businesses Assisted</b>	<b>22</b>

## JOBS

Total F/T Equivalents Jobs Created	34
Total F/T Equivalents Jobs Maintained	40
Investment per Job	\$ 15,342

## CBDC SOUTH COAST

### • LENDING BY SECTOR

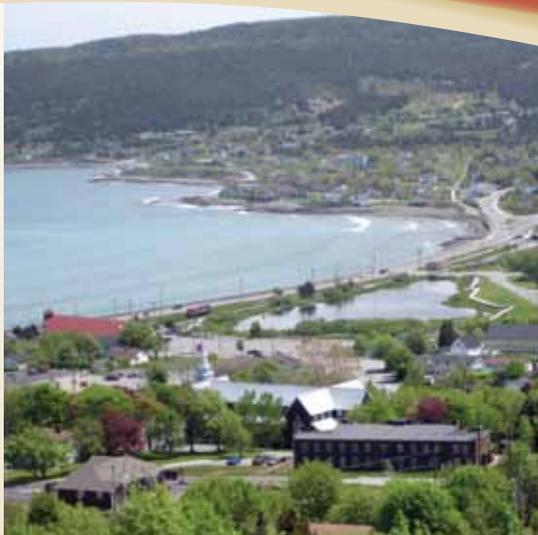


Clients Provided Business Counselling	12
Self Employment (SEA) Approved	5

**Total Investments Outstanding \$4,120,776**

## ENTREPRENEURIAL TRAINING FUND

CBDC South Coast provided a financial management training session using the ETF.



**CBDC Trinity Conception** covers the area from Georgetown to Bay de Verde and from Bay de Verde to Markland, otherwise known as the Bay deVerde 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\\_index](http://www.cbdc.ca/nl/trinity_conception_index)

## INVESTMENT ACTIVITY

# Of Applications Received	25
# Of Applications Approved	16
Total Value of Assistance	\$ 1,587,000
Average Size of Loan	\$ 99,188
Levered Funds	\$ 289,100

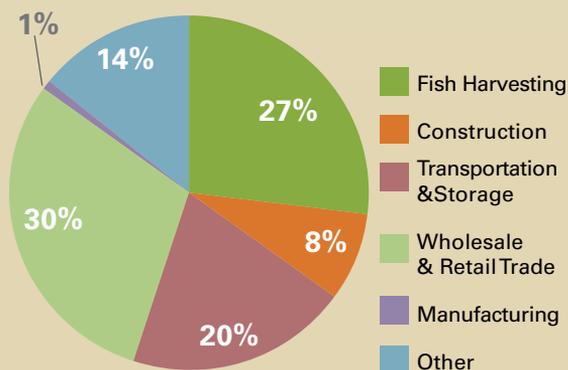
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	10
Existing	6
<b>Total Businesses Assisted</b>	<b>16</b>

## JOBS

Total F/T Equivalents Jobs Created	30
Total F/T Equivalents Jobs Maintained	16
Investment per Job	\$ 34,879

## CBDC TRINITY CONCEPTION • LENDING BY SECTOR



Clients Provided Business Counselling	82
Self Employment (SEA) Approved	18

## ENTREPRENEURIAL TRAINING FUND

CBDC Trinity Conception facilitated three training sessions for clients and non-clients all addressing business skills in marketing and communications.

**Total Investments Outstanding \$5,089,573**

# Entrepreneurship Continuum

## Kick\$tart

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

Number of applications	47
Number approved	44
Funds disbursed	\$ 176,130
Principal repaid	\$ 84,436
<b>Remaining in the Fund</b>	<b>\$ 145,406</b>

## Youth Ventures

In partnership with the provincial Department of Advanced Education and Skills and ACOA, 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.

Business Statistics	
Businesses Started	165
- Sole proprietorship	125
- Partnerships	40
Participants	251
Mentors	16
Presentations	314
Counseling Sessions	235
Counseling Hours	270

### YV Marketplace Co-op

The Youth Ventures Marketplace Co-op was founded in the summer of 2012 to provide travel subsidies for its members to attend and participate in selling events they wouldn't normally have the opportunity to attend. The co-op currently has eight members and is looking for ways to create long-term sustainability for the organization.



The 2013 Angel Business Development Program, funded by the Department of Innovation, Business and Rural Development and ACOA, was a success and attracted many passionate individuals to the event which took place March 21-22 at the Sheraton Hotel, St. John's.

Sixteen students submitted applications for entrepreneurship assistance, six of which submitted business plans. During the business plan competition the best business plan received \$5,000 in capital to start or

expand the business. Both second and third place competitors received gift certificates for professional development from the Gardiner Centre. On day two of the event, there were 120 consulting sessions delivered by twelve consultants from various organizations within the community.

### 2013 Business Plan Competitors

<b>1<sup>st</sup> Place</b>	<b>Ross Connolly</b>	<b>Are Audio</b> – Producing hand-crafted high quality speakers.
<b>2<sup>nd</sup> Place</b>	<b>Pascale Horan</b>	<b>Pink Eye Prints</b> - Silk-screen printing business that specializes in the production of quality prints on textiles and paper.
<b>3<sup>rd</sup> Place</b>	<b>Scott Butt</b>	<b>Rustic Creations</b> – Producing unique hand-crafted rustic furniture as well as artwork.

## What our volunteers are saying...

"The experience to date with the CBDC and with rural living has been very positive and no doubt a reflection of the value and commitment the CBDC makes to community economic development throughout the Atlantic region of Canada"

*-David R Murrin, CBDC Trinity Conception*

"The economic success of this region has led to an unprecedented flow of capital into new business start-ups, capital investments and successful student landing pad experiences. As a newcomer to CBDC Gateway, I am happy to be part of this significant role in the region's emergence as a vital community leader."

*-Edwina Bateman, CBDC Gateway*

"I volunteer with CBDC because entrepreneurship is very important to me and being a part of an organization that helps people to get on their feet and get ahead in the business world is very rewarding to me."

*-Gord Ingram, CBDC Long Range*

"I know there are ideas out there - but most people have no idea how to go about starting and running a business. That's where CBDC comes in - with expertise and funding to help people take advantage of the many opportunities that are out there."

*-Susan Khaladkar, CBDC Eastern Initiatives*

"It is very exciting to see young people talking and inquiring about starting new small businesses in Labrador. I think within the next two or three years our board is going to play a major role in financing those opportunities, and I am so proud to be a part of the decisions made around our board table at our quarterly meetings."

*-Nat Spurrell, CBDC Labrador*



# Loan Products

**CBDCs offer a variety of loan products and services that help entrepreneurs succeed.**



## CBDC Youth Loan

Tailored business solutions for young entrepreneurs ages 18-34 interested in starting, expanding or modernizing projects that require financing to get the business moving.



## CBDC Social Enterprise Loan

Tailored financing designed to assist social enterprises in rural based communities in Atlantic Canada.



## CBDC First Time Entrepreneur Loan

Entrepreneur Loan Targeted financing for those first-time entrepreneurs starting or purchasing their very first business.



## Business Counselling

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



## CBDC Innovation Loan

To assist in the development of the knowledge-based economy in the adoption and commercialization of technology by rural businesses.



## Skills Training

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



## CBDC General Business Loan

The CBDC General Business Loan is designed to assist entrepreneurs to obtain financing for their business, when traditional avenues of financing are not available. It can be used for key events in the business life cycle such as business creation, purchase, and business succession planning.

## Where to find us?

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

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

**1.888.303.CBDC (2232)**

 NL Association of CBDCs

 @CBDCNL

Please note: Programs and services delivered by CBDCs may vary by region.



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