



2015-16

# Annual Review

Community Business Development Corporations



*“Think Business...*

*Think CBDC”*

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# Chairperson's Message



Newfoundland and Labrador CBDCs are committed to growing our rural communities with business advice, counselling and financial support.

We help sustainable, long-term economic opportunities in all sectors in Newfoundland and Labrador and we are proud to support Newfoundlanders and Labradorians in their entrepreneurial efforts.

Producing sheet metal, opening an outfitters lodge and running a grocery store are a few examples of the businesses that we have worked with over the last year. Our 15 CBDCs received 374 applications for financial assistance. In rural Newfoundland and Labrador, there were 330 businesses assisted, having received \$18,299,267 million. This was a 13% increase over the previous year.

These funds helped support 939 jobs, and in a time when jobs are being cut, the private sector is demonstrating its ability to weather the economic storm.

During the past year, our 53 small business staff counselled 1401 organizations, with 2468 meetings. Our offices visited clients at their place of business 503 times. One of the pillars of our success is the hands-on assistance that we provide to small businesses.

Yet being entrenched in the community takes more than just visiting a client's place of business. It requires strategic thinking and support from each CBDCs Board of Directors.

I want to congratulate the Volunteers and Staff of the CBDCs in NL for helping to sustain and grow a rural way of living in a time when others would choose an easier route.

Thank you,

**Stan Reid**

*Chairperson, NL Association of CBDCs*

CBDCs are members of the Community Futures Network of Canada.

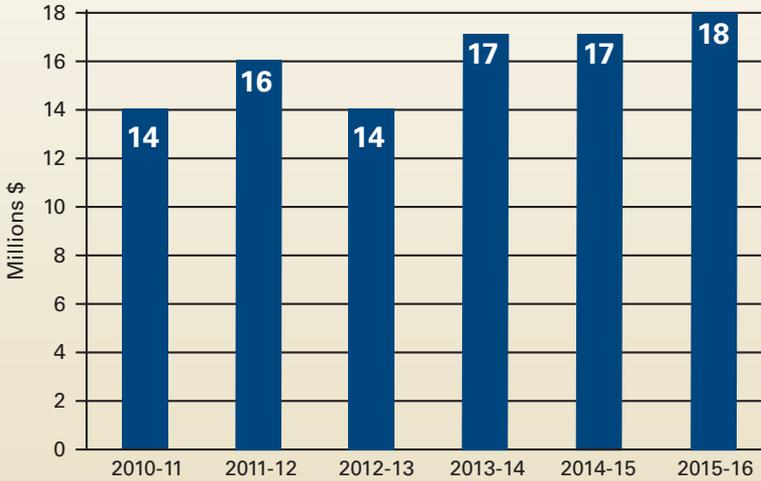
**community futures**  
NETWORK OF CANADA

**réseau de développement**  
DES COLLECTIVITÉS DU CANADA



## CBDCs Contribution to Rural Communities

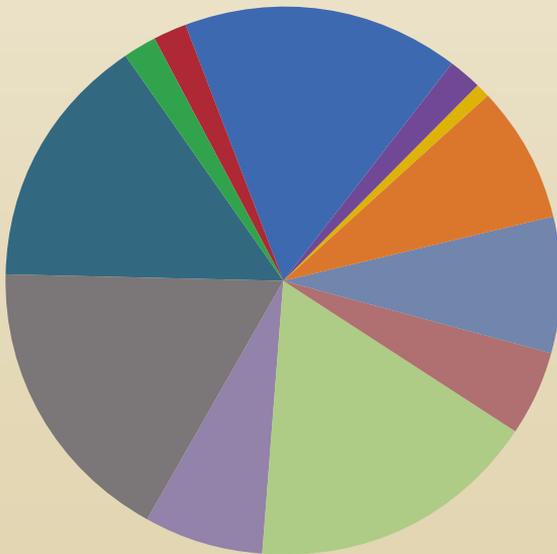
### Disbursements



On March 31, 2016 the net value of the CBDC portfolio was \$98,693,614

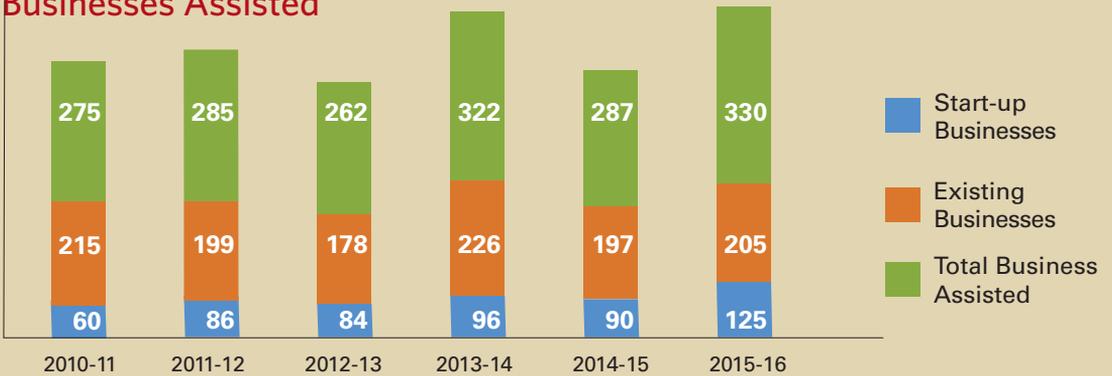
CBDCs disbursed \$18,299,267 to small and medium size businesses and community enterprises

### Lending by Sector



- Agriculture 2%
- Aquaculture 2%
- Fishery / Fish Harvesting 16%
- Forestry 2%
- Mining 1%
- Construction 8%
- Tourism 8%
- Transportation & Storage 5%
- Wholesale & Retail Trade 17%
- Manufacturing 7%
- Service 17%
- Other 15%

### Businesses Assisted



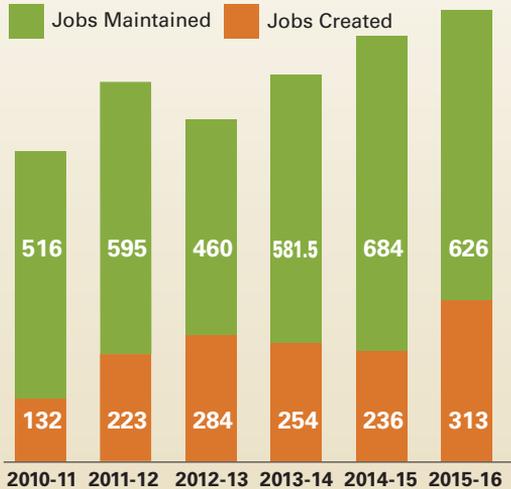
CBDC clients leveraged **\$9,067,618.00** in response to their approved application  
 Amount leveraged per dollar invested by CBDC was \$0.48.

**1401 CBDC clients received business counseling in the past fiscal year**



# Investment Activity

## Jobs Created & Maintained



SITUATION AT END OF YEAR	
Total Number of Investments Managed	1429
Allowance for Doubtful Accounts	\$7,641,359
Total Investments Outstanding	\$72,700,371
Fund Available	\$38,048,986
Net Value of Fund	\$98,693,614
Percentage Outstanding	66%
Gross Return on Investment	5.24%
Value of Loans Approved but not Disbursed	\$4,281,556
<b>Net Funds Available</b>	<b>\$33,767,430</b>

## 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 2015-16, CBDCs worked with 172 approved SEA client.

## Consulting Advisory Services

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

Projects Completed	75
<b>Disbursed</b>	<b>\$475,470</b>
Categories Supported	Business Plans Competitive Analysis Diagnostic Assessments Trade / Export Readiness Strategic Planning Access to Capital Plan

## Kick \$tart

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

## Kick\$tart

Number of applications	105
Number approved	96
Funds disbursed	\$384,270
<b>Remaining in the Fund</b>	<b>\$ 50,000</b>

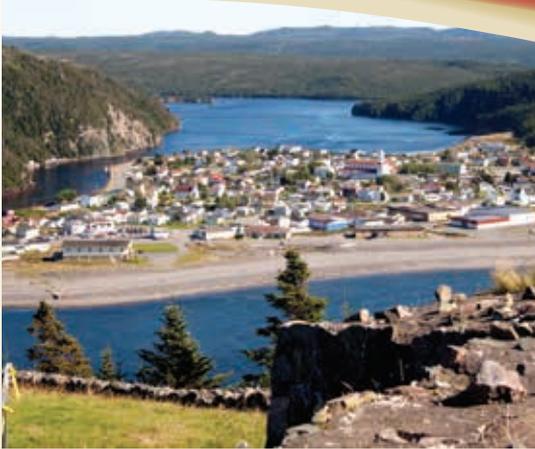
## Youth Ventures

Delivery of YV during the summer of 2015 was exciting. More than 250 presentations were made to students in junior and senior high school classes. Twenty-two coordinators worked with the participants throughout the summer to start up food kiosks, trailer manufacturing, craft development and web-based services, just to name a few.

## Youth Ventures

Businesses started	156
Participants	224
Presentations	260
Counseling Sessions	198
Counseling Hours	216





**CBDC Avalon West** provides business advice, counselling, consulting, training and financing services to entrepreneurs within the Cape Shore, Isthmus, St. Mary's Bay North and Placentia regions of the Province. The Corporation has eight dedicated directors who meet at a minimum of once per month to review loans applications and requests. Each of the sub-regions is represented by two directors, ensuring equal geographic representation. The region is extensively rural in nature, and has a population of approximately 8,000 people. Historically, the region has been heavily reliant upon the fishing industry. Due to large industrial developments that are occurring within or near the region (Long Harbour, Bull Arm and Argentia), the construction, mining and the oil and gas sectors are providing direct employment for residents and these industries are having an overall positive economic impact. Spinoff effects from these developments are being felt in the accommodations, service and retail sectors. CBDC Avalon West continues to build on its relationships with its partners within the economic development and business financing sectors in order to grow and enhance the local business community. The opportunities for local businesses are great and CBDC Avalon West is well positioned to provide assistance.

## INVESTMENT ACTIVITY

Applications Received	19
Applications Approved	18
Total Value of Assistance	\$968,599
Average Size of Loan	\$56,976
Levered funds	\$150,000

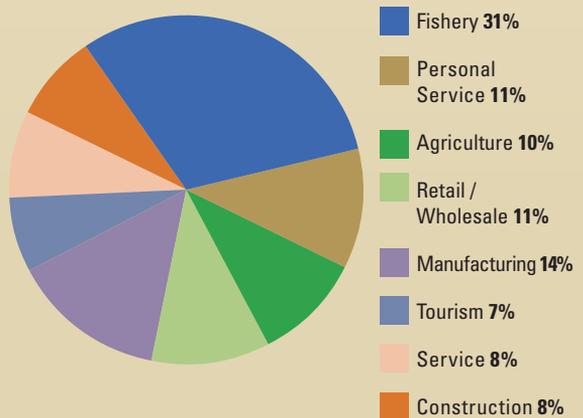
## BUSINESSES ASSISTED (based on disbursed)

Start-Up	3
Existing	14
<b>Total Businesses Assisted</b>	<b>17</b>

## JOBS

Total F/T Equivalents Jobs Created	25
Total F/T Equivalents Jobs Maintained	41
Investment per Job	\$14,676

## LENDING BY SECTOR



Clients Counsellled	89
SEA Approved	9

**Total Investments Outstanding \$3,573,466**

**For a copy of CBDC Avalon West's audited financial statements, please visit:  
1-5 O'Reilly Street, Placentia  
or call 709-227-2147**



**CBDC Burin Peninsula** was established in 1991, and represents some 33 small towns and communities on the Burin Peninsula, with a combined population of approximately 23,000 people. Governed by a volunteer board of directors, the mandate of the CBDC is to create jobs through small business development.

The local Burin Peninsula economy is still driven to a large degree by the fishery with processing facilities in St. Lawrence, Fortune and Grand Bank. Local harvesters participate in a wide range of fisheries including cod, crab, whelk, clams, lobster, sea cucumber and scallop. An inflatable air shelters manufacturing plant in Grand Bank creates significant employment opportunities in the local area with products from the plant being shipped all over the world. The region enjoys a rather robust retail sector as many skilled tradespersons commute off the peninsula in pursuit of the high paying jobs in other areas of the province and other parts of Canada, while their families remain at home. The region in close proximity to the French Islands of St. Pierre and Miquelon attracts approximately 15,000 people annually who access the French Islands through the Burin Peninsula. This is in addition to those that visit the Burin Peninsula for the many attractions that the region has to offer. At this time the region is filled with optimism on the prospects of a major aquaculture development in the Marystown area, and the reactivation of the Fluorspar mining operation in St. Lawrence. Combined, those projects alone would create hundreds of new jobs in the region.

The CBDC small business financing programs and services are a good fit for small business operations throughout the region, and for the many spinoff business opportunities that would result from the two major projects that are currently on the regions horizon.

**For a copy of  
CBDC Burin Peninsula's  
audited financial statements,  
please call 709-279-4540 or visit  
[www.cbdc.ca/nl/burin\\_peninsula](http://www.cbdc.ca/nl/burin_peninsula)**

## INVESTMENT ACTIVITY

	Investment Funds	CDF
Applications Received	18	2
Applications Approved	18	2
Total Value of Assistance	\$1,232,365	\$399,954.77
Average Size of Loan	\$68,464.72	\$199,977.39
Levered Funds	\$1,624,526	\$988,536

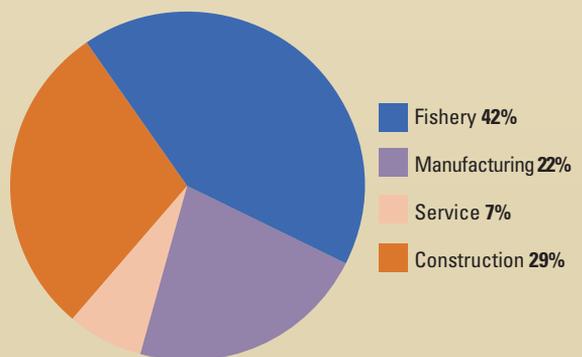
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	3	0
Existing	12	2
<b>Total Businesses Assisted</b>	<b>15</b>	<b>2</b>

## JOBS

Total F/T Equivalents Jobs Created	24	6
Total F/T Equivalents Jobs Maintained	51	7
Investment per Job	\$16,541.81	\$30,765.75

## LENDING BY SECTOR



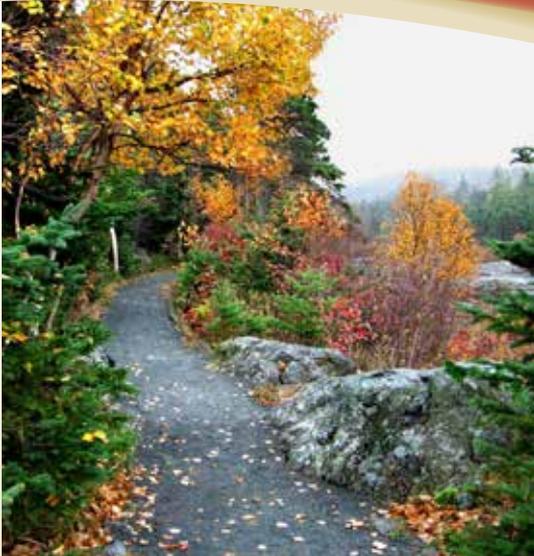
Clients Counseled	75
SEA Approved	5

**Total Investments Outstanding \$1,796,842.84**

**CDF Investments Outstanding \$5,499,529.32**

## ENTREPRENEURIAL TRAINING FUND

CBDC Burin Peninsula delivered 4 training sessions to 27 clients. **Value of training contributions: \$8,889.92**



## INVESTMENT ACTIVITY

Applications Received	47
Applications Approved	35
Total Value of Assistance	\$1,458,918
Average Size of Loan	\$41,683.38
Levered Funds	\$1,753,904

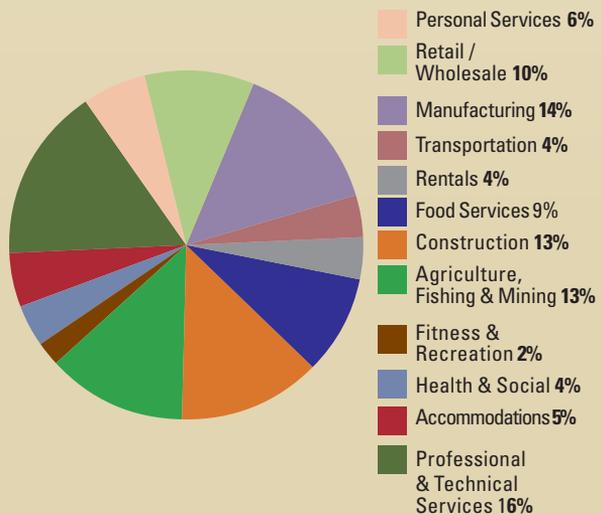
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	24
Existing	11
<b>Total Businesses Assisted</b>	<b>35</b>

## JOBS

Total F/T Equivalents Jobs Created	25
Total F/T Equivalents Jobs Maintained	21
Investment per Job	\$287,621.57

## LENDING BY SECTOR



Clients Counsellled	232
SEA Approved	16

**Total Investments Outstanding \$5,943,203.38**

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

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

A major focus of Cabot CBDC in 2016 was the enhancement of accountability to stakeholders including clients, government and the community at large. This was largely accomplished through the holding of a public annual general meeting to present a financial and operating report covering the latest fiscal year.

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

### ENTREPRENEURIAL TRAINING FUND

CBDC Cabot delivered nine training sessions, to 47 clients with topics addressing accounting, marketing, management and web design.

**Value of training contributions: \$13,012**



**CBDC Celtic:** March 2016 marks the 25th Anniversary of CBDC Celtic providing services to the communities from Goulds and Petty Harbour/Maddox Cove to Mall Bay, St. Mary's Bay. Our office is located in Ferryland. Our region has a rich cultural heritage and a growing tourism industry with significant tourist anchors such as the Witless Bay Ecological Reserve, Colony of Avalon, Mistaken Point Ecological Reserve (a new UNESCO World Heritage site), Holyrood Pond and St. Vincent's Beach. The 22 communities served, with a total population of 15, 900 stretched out over 205 kilometers. The region encompasses a rural and growing urban area. We have a variety of industries that include the fishery, seafood processing, tourism, manufacturing and sales and services. CBDC Celtic has supported businesses in all these sectors as well as construction, agriculture and social enterprise. In the 25 years since inception we have disbursed over 265 loans and over \$11.5 M to businesses in our area.

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

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

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

## INVESTMENT ACTIVITY

Applications Received	22
Applications Approved	20
Total Value of Assistance	\$2,020,586
Average Size of Loan	\$77,630
Levered Funds	\$343,302

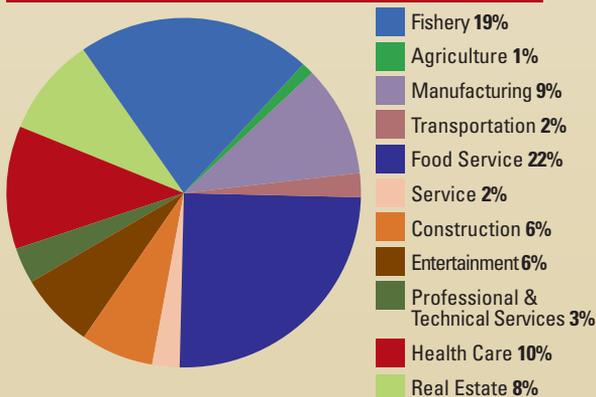
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	12
Existing	11
<b>Total Businesses Assisted</b>	<b>23</b>

## JOBS

Total F/T Equivalents Jobs Created	28
Total F/T Equivalents Jobs Maintained	59
Investment per Job	\$23,225

## LENDING BY SECTOR



Clients Counsellled	166
SEA Approved	5

**Total Investments Outstanding \$4,890,216.74**

## ENTREPRENEURIAL TRAINING FUND

Celtic delivered four group training sessions (Profitable Information, Taxation for Small Business, New Businesses and Taxes and Digital Marketing Boot Camp) attended by 35 individuals and 11 individuals received customized training in marketing and financial management through this fund. Eleven individuals received customized training in marketing and financial management through this fund.

**Value of training contributions: \$20,962**

Five CAS applications approved in this period.



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

Grand Falls-Windsor is the largest community in the region and acts as the service hub of the region and beyond for many services. The region's economy is well balanced with a variety of industry such as health care, manufacturing, fishing & aquaculture, transportation, retail, agriculture, construction, education and mining.

The region is quite diverse and offers many tourist attractions such as river rafting the exploits river, iceberg tours, groomed snowmobiling and world class salmon fishing to name a few.

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

### ENTREPRENEURIAL TRAINING FUND

CBDC Central delivered four training sessions to 10 participants consisting of accounting and hospitality.

**Value of Contributions: \$4,295.43**

### INVESTMENT ACTIVITY

Applications Received	22
Applications Approved	21
Total Value of Assistance	\$865,788
Average Size of Loan	\$43,289
Levered Funds	\$421,961

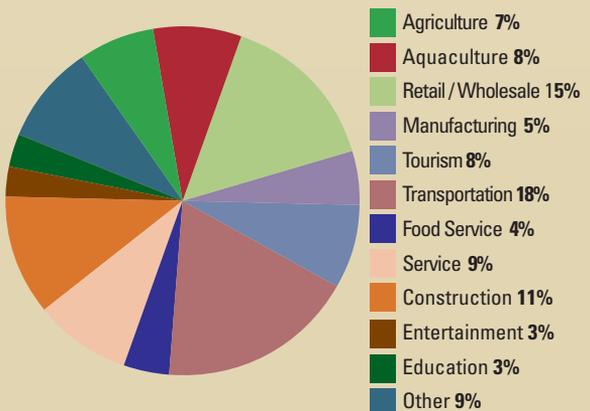
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	11
Existing	12
<b>Total Businesses Assisted</b>	<b>23</b>

### JOBS

Total F/T Equivalents Jobs Created	2
Total F/T Equivalents Jobs Maintained	43
Investment per Job	\$19,239

### LENDING BY SECTOR



Clients Counseled	78
SEA Approved	6

**Total Investments Outstanding \$4,966,214**



**CBDC Eastern Initiatives** is located in Clarenville and is responsible for servicing a population of approximately 32,000 people, covering 94 communities. Geographically, this region includes the Bonavista Peninsula, Random Island and all communities between Arnold's Cove – Swift Current – Port Blandford. The Corporation operates under the control of a local volunteer Board of Directors comprised of seven members and four permanent staff.

Clarenville acts as a service centre for the surrounding area due to its strategic location. Within our boundaries is the only oil refinery in the province and the Bull Arm Fabrication Site. As well, the Bonavista Peninsula has a vibrant and growing tourism industry and a profitable fishing industry. We are fortunate to reside in an area with such a diverse economic base.

For almost 25 years, CBDC Eastern Initiatives has been offering its clients access to commercial financing, business counselling and technical support and training. We help new entrepreneurs access support via the Self-Employment Benefits Program. We also assist clients in accessing business skills training through our Entrepreneurial Training Fund.

As of March 31, 2016, loans outstanding in the community totaled \$4.6M through our core lending programs

**For a copy of  
CBDC Eastern Initiatives'  
audited financial statements,  
please visit:**

**[www.cbdc.ca/nl/eastern\\_initiatives](http://www.cbdc.ca/nl/eastern_initiatives)  
or call 709-466-1170**

### ENTREPRENEURIAL TRAINING FUND

CBDC Eastern Initiatives assisted 42 clients in attending 13 training sessions. Instruction was offered to our clients in such topics as accounting, marketing, human resources and safety procedures. Skills training was offered in the form of one-on-one instruction and group workshops. **Value of contributions: \$11,933**

### INVESTMENT ACTIVITY

Applications Received	17
Applications Approved	17
Total Value of Assistance	\$921,384
Average Size of Loan	\$51,188
Levered Funds	\$100,900

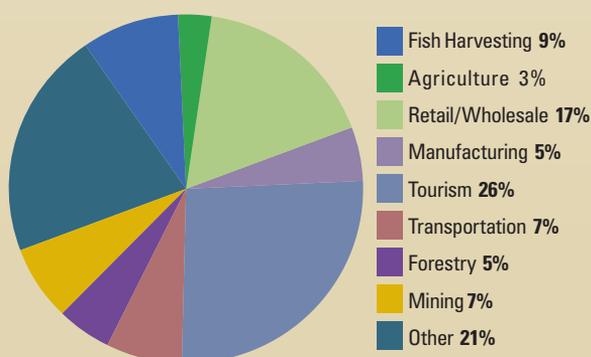
### BUSINESSES ASSISTED (based on disbursed)

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

### JOBS

Total F/T Equivalents Jobs Created	10
Total F/T Equivalents Jobs Maintained	3
Investment per Job	\$70,876

### LENDING BY SECTOR



Clients Counsellled	112
SEA Approved	12

**Total Investments Outstanding \$4,617,162**  
**\$4,761,815 (Consolidated – All Funds)**



## INVESTMENT ACTIVITY

Applications Received	23
Applications Approved	25
Total Value of Assistance	\$1,242,522
Average Size of Loan	\$56,478
Levered Funds	\$270,808

## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	12
Existing	10
<b>Total Businesses Assisted</b>	<b>22</b>

## JOBS

Total F/T Equivalents Jobs Created	33
Total F/T Equivalents Jobs Maintained	46
Investment per Job	\$15,728

## LENDING BY SECTOR



Clients Counseled	180
SEA Approved	14

**Total Investments Outstanding \$5,057,032**

## ENTREPRENEURIAL TRAINING FUND

CBDC Emerald delivered four sessions to 19 attendees. The topics were simply accounting, financial relief and marketing.

**Value of Contributions: \$7,480**

**CBDC Emerald** has been assisting small and medium-sized businesses in the Baie Verte – Green Bay region since the late 1980s. During that time we have provided financial support and business advice to hundreds of enterprises, helping them grow, prosper, and boost the local economy.

This past year over \$1.2 million was lent out to small businesses in our region and our loan portfolio increased by 8% over last fiscal year. In addition to lending and advice; we also offer training opportunities, advisory services, Self-Employment Assistance Program and the Youth Ventures Program.

CBDC Emerald, under the direction of a volunteer board of directors, is committed to the businesses and organizations in our region by helping to enhance their operations and create thriving, successful communities.

Since inception, CBDC Emerald has also worked to build and strengthen relationships within the communities we serve. True community economic development begins with an entrepreneurial mindset which considers all facets that make our communities livable, desirable, and a place we are proud to call home. CBDC Emerald looks forward to continuing relationships with its existing partners, as well as building new partnerships in the coming year!

**For a copy of CBDC Emerald's audited financial statements, please visit:**  
[www.cbdc.ca/nl/emerald](http://www.cbdc.ca/nl/emerald)  
**or call: 709-532-4690**



**The Gander Area CBDC** was established in 1984, and has become one of the busiest CBDC's in the province. The organization is based in Gander, a community of about 12,000 with the main economic industries being transportation, communications, public administration and defense. In addition, a large portion of Gander's economy is driven by the service industry. Some 100 surrounding communities, with a combined population of 50,000, rely on the businesses and services provided in Gander. CBDC Gander Area assists entrepreneurs throughout the area covering east as far as Charlottetown, in scenic Terra Nova National Park, to Laurenceton in the West and is governed by a volunteer board of directors. Overall, the organization has approximately 200 clients located throughout the region.

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

## INVESTMENT ACTIVITY

Applications Received	23
Applications Approved	23
Total Value of Assistance	\$1,683,466
Average Size of Loan	\$73,194
Levered Funds	\$0

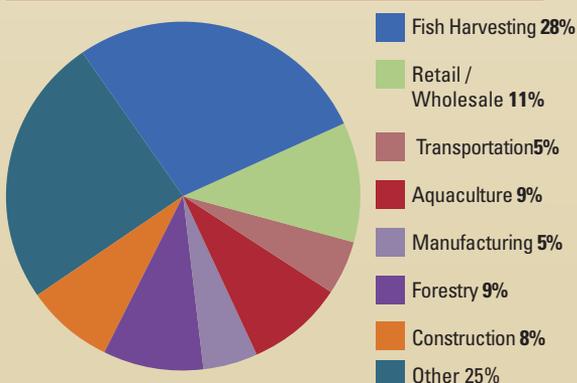
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	3
Existing	20
<b>Total Businesses Assisted</b>	<b>23</b>

## JOBS

Total F/T Equivalents Jobs Created	19
Total F/T Equivalents Jobs Maintained	8
Investment per Job	\$15,733.32

## LENDING BY SECTOR



Clients Counseled	22
SEA Approved	21

**Total Investments Outstanding \$9,535,907**

## ENTREPRENEURIAL TRAINING FUND

CBDC Gander delivered 2 sessions to 2 attendees. The topic was business coaching.

**Value of Contributions: \$9,100**



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

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

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

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

### ENTREPRENEURIAL TRAINING FUND

CBDC Gateway delivered six sessions to 7 attendees. The topics included marketing, accounting, computerized accounting, and effective use of social media.

**Value of Contributions: \$7,519**

### INVESTMENT ACTIVITY

Applications Received	29
Applications Approved	29
Total Value of Assistance	\$1,362,516
Average Size of Loan	\$46,980
Levered Funds	\$432,500

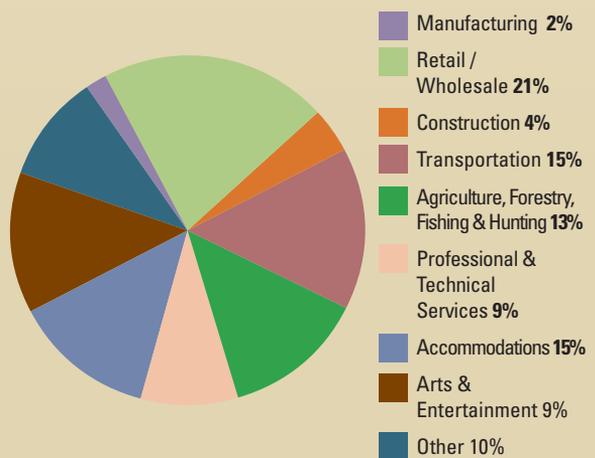
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	12
Existing	16
<b>Total Businesses Assisted</b>	<b>28</b>

### JOBS

Total F/T Equivalents Jobs Created	16
Total F/T Equivalents Jobs Maintained	61
Investment per Job	\$124,185

### LENDING BY SECTOR



Clients Counseled	46
SEA Approved	13

**Total Investments Outstanding \$4,070,721**



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



### ENTREPRENEURIAL TRAINING FUND

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

**Value of Contributions: \$12,195**

### INVESTMENT ACTIVITY

Applications Received	20
Applications Approved	15
Total Value of Assistance	\$820,083.00
Average Size of Loan	\$48,240.17
Levered Funds	\$870,227.00

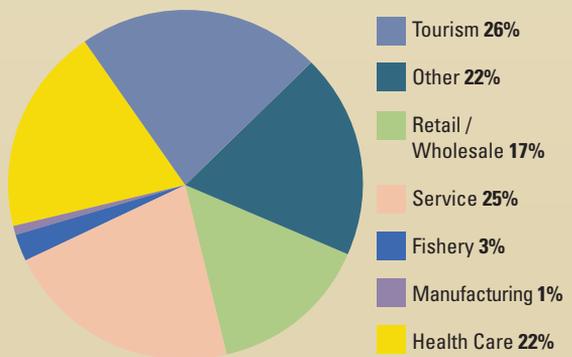
### BUSINESSES ASSISTED (based on disbursed)

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

### JOBS

Total F/T Equivalents Jobs Created	21
Total F/T Equivalents Jobs Maintained	6
Investment per Job	\$30,373.44

### LENDING BY SECTOR



Clients Counseled	128
SEA Approved	7

### Total Investments Outstanding \$7,418,836

Eight projects completed under the Consulting Advisory Services Program for non-repayable funding totaling \$39,337.64. The clients' additional equity share amounted to \$12,562.65.



**CBDC Labrador** provides lending, counseling, training and advisory services to small and medium enterprises in Labrador. The territory covered by the corporation has a population of approximately 27,000 people in 30 communities spread across 290,000 square kilometers. During 2015-16, CBDC Labrador invested nearly \$1.3 M in 13 businesses in the region resulting in the creation/maintenance of 38 jobs.

With a large geographical region, the cost of both financial and human resources to provide services to clients in remote areas is taxing. With financial assistance from ACOA and technical support from Labrador Solutions, CBDC Labrador implemented the Client Services Outreach Project during the year. Using a combination of hardware and software solutions, service delivery is now more personal and meaningful for both staff and clients. All a client requires is an internet connection, no other special skills or equipment is needed. As part of the project, CBDC Labrador also launched its new website [www.cbdcLabrador.ca](http://www.cbdcLabrador.ca). Please check it out and let us know what you think.

**We are recruiting!** If you are a community and business minded person with an interest in economic development, please contact our office to find out more about becoming a member of CBDC Labrador's Board of Directors.

Our dedicated Board members and team of professional staff look forward to helping small businesses in Labrador continue to grow and prosper in the years to come.

**For a copy of CBDC Labrador's audited financial statements, please call: 709-896-5814 or email: [vicki.noseworthy@cbdc.ca](mailto:vicki.noseworthy@cbdc.ca)**

## INVESTMENT ACTIVITY

Applications Received	11
Applications Approved	13
Total Value of Assistance	\$1,291,777
Average Size of Loan	\$99,367
Levered Funds	\$1,580,800

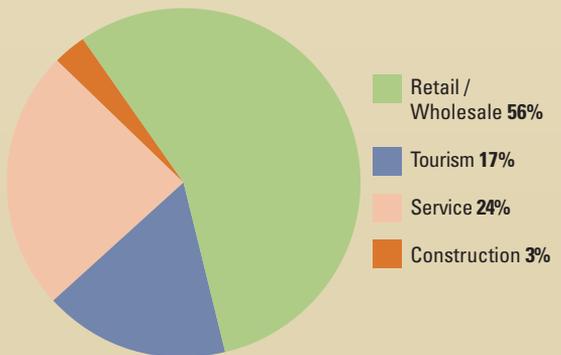
## BUSINESSES ASSISTED (based on disbursed)

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

## JOBS

Total F/T Equivalents Jobs Created	14
Total F/T Equivalents Jobs Maintained	24
Investment per Job	\$33,994

## LENDING BY SECTOR



Clients Counseled	37
SEA Approved	5

**Total Investments Outstanding \$3,254,714**

## ENTREPRENEURIAL TRAINING FUND

CBDC Labrador provided three training sessions to 7 participants on financial management and bookkeeping.

**Value of Contributions: \$5,818**



# Long Range



**CBDC Long Range** is located at 35 Carolina Avenue in Stephenville and is responsible for providing business support in South-Western Newfoundland. CBDC Long Range has been serving businesses in the region for 29 years. Geographically this scenic region includes the sub-regions of Stephenville, Port Au Port, Barachois, Bay St. George South and Penguin areas. This culturally diverse region includes a distinctive Francophone heritage on the Port Au Port Peninsula and a very strong Mi'kmaq population throughout the entire region.

Stephenville, the hub of the region, is a former American military base and the military culture prevails today. This year 2016 Stephenville is celebrating the 50th year anniversary of the closing of the Ernest Harmon Air Force Base with celebration titled "The friendly Invasion 2016." An invitation reaching out to the many American friends to come back to Stephenville, to renew friendships and celebrate during this 2 week-long celebration. (photo above is part of re-creation of this Friendly Invasion)

CBDC Long Range offers a variety of loan products and services to the clients of our region. The loan products are CBDC Youth, CBDC First Time, CBDC General, CBDC Innovation, and CBDC Social Loan. We also offer Business Counseling & Skills Training to our clients. Under the direction of a volunteer board of directors representing the various sub-regions, CBDC Long Range is available to assist our clients. This year ending was our most successful to date for client inquiries, approvals and disbursements. 47 loan applications were reviewed, and 36 loans were disbursed totaling \$2,340,404 to the various businesses in our region.

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

## INVESTMENT ACTIVITY

Applications Received	47
Applications Approved	36
Total Value of Assistance	\$2,340,404
Average Size of Loan	\$68,738
Levered Funds	\$1,090,500

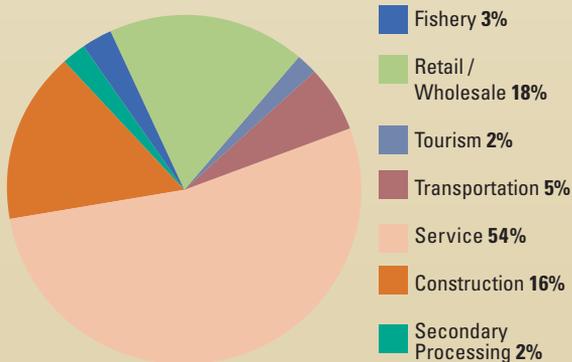
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	13
Existing	15
<b>Total Businesses Assisted</b>	<b>28</b>

## JOBS

Total F/T Equivalents Jobs Created	164
Total F/T Equivalents Jobs Maintained	34
Investment per Job	\$11,817

## LENDING BY SECTOR



Clients Counseled	191
SEA Approved	18

**Total Investments Outstanding \$6,844,404**

## ENTREPRENEURIAL TRAINING FUND

CBDC Long Range provided support to 11 clients through 2 sessions providing learning opportunities for them in areas of Sage 50 Accounting.

**The value of training was: \$6,783**



**CBDC NORTIP** is located on the Great Northern Peninsula with its office located in Plum Point. The region is very rural with an economic dependence upon the primary harvesting of natural renewable resources. The fishery was and remains the backbone of the economy in this region. There are hundreds of harvesters and others that rely upon fishing to earn a living. The fishery has diversified to be multi-species with respect to harvesting and primary processing. Tourism and small scale manufacturing are increasingly important to the region's economy. The region has an ageing population that is decreasing through outmigration and death. Some former residents of the region have been returning to retire. CBDC Nortip, under the direction of a seven-member volunteer board of directors, aims to help small businesses in the region and grow a more diversified economy. CBDC Nortip has the capacity to lead the region to enhance its skills through essential business skills training and provide enhanced technical assistance. The evolution of the economy to a more global and information based is essential for the region to support its people.

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

### ENTREPRENEURIAL TRAINING FUND

CBDC Nortip values providing training for small and medium size businesses in its communities. They delivered 7 sessions to 76 clients on marketing, risk management, stress management, export awareness, and financial management.

**Value of Training Contributions: \$13,182**

### INVESTMENT ACTIVITY

Applications Received	17
Applications Approved	14
Total Value of Assistance	\$1,057,915
Average Size of Loan	\$72,528
Levered Funds	\$187,398

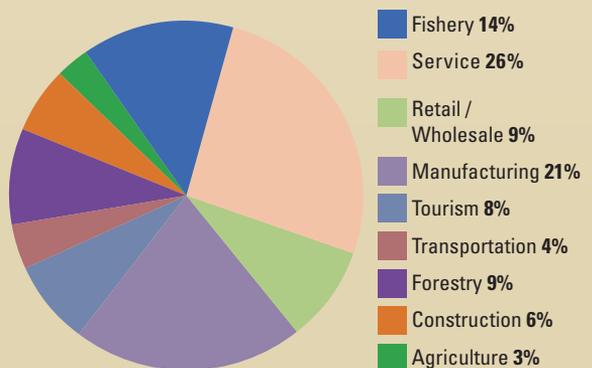
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	9
Existing	6
<b>Total Businesses Assisted</b>	<b>15</b>

### JOBS

Total F/T Equivalents Jobs Created	16
Total F/T Equivalents Jobs Maintained	4
Investment per Job	\$54,396

### LENDING BY SECTOR



Clients Counseled	53
SEA Approved	7

**Total Investments Outstanding \$4,383,519**



**CBDC South Coast** has been helping businesses since 1988, proudly serving the entrepreneurs and the communities of the south coast of Newfoundland, the Coast of Bays region. They offer tailored business financing solutions and extensive business support services that makes this organization different than your typical business lending institution or business service organization. The primary goal of CBDC South Coast is to help entrepreneurs, businesses and social enterprises to do business. CBDC South Coast is governed by a dedicated volunteer board of directors and clients are served by professional staff. Both board and staff reside in the communities and the geographical region served. Their primary goal is to help build stronger communities.

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

## INVESTMENT ACTIVITY

Applications Received	19
Applications Approved	18
Total Value of Assistance	\$296,917
Average Size of Loan	\$19,794
Levered Funds	\$178,500

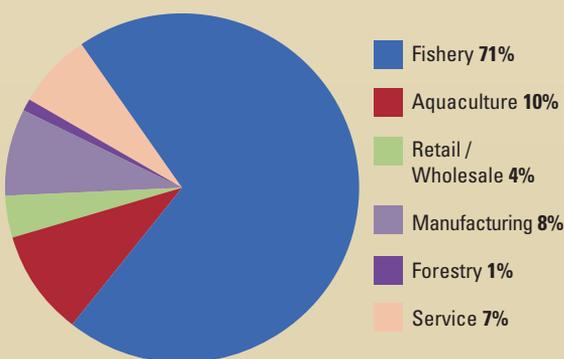
## BUSINESSES ASSISTED (based on disbursed)

New Start-Up	0
Existing	15
<b>Total Businesses Assisted</b>	<b>15</b>

## JOBS

Total F/T Equivalents Jobs Created	0
Total F/T Equivalents Jobs Maintained	35
Investment per Job	\$8,483

## LENDING BY SECTOR



Clients Counseled	47
SEA Approved	1

**Total Investments Outstanding \$3,436,942**



**CBDC Trinity Conception** covers the area from Georgetown to Bay de Verde and from Bay de Verde to Markland, otherwise known as the Bay de Verde Peninsula. CBDC Trinity Conception, in operation since 1989, employs professional and friendly staff that pride themselves on ensuring client support throughout the development of their business. Governed by a volunteer Board of Directors from all areas of the Baccalieu Trail, 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. Development Officers provide assistance in market research, business plan preparation, financing proposals, and training seminars.

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

### ENTREPRENEURIAL TRAINING FUND

CBDC Trinity Conception facilitated 25 training sessions for 162 clients and non-clients all addressing business skills in Simply Accounting; Time Management; Accounting; Marketing; Business Plan Development; Social Media; New Business Start-up; ISO; Business Management Skills; Excel; and Hospitality Market Readiness.

**Value of Contributions: \$13,325**

14 Consultant Advisory Services (CAS) applications completed for a total non-repayable funding of \$70,000.

### INVESTMENT ACTIVITY

Applications Received	45
Applications Approved	32
Total Value of Assistance	\$1,802,950
Average Size of Loan	\$56,342
Levered Funds	\$1,221,353

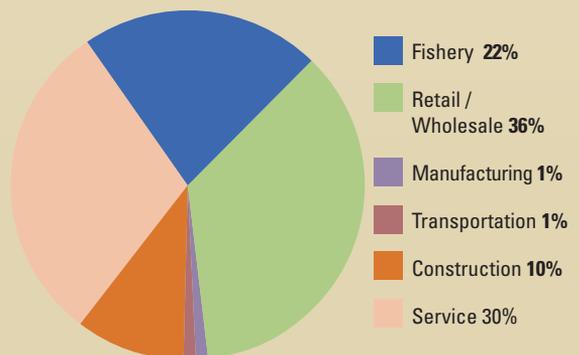
### BUSINESSES ASSISTED (based on disbursed)

New Start-Up	20
Existing	12
<b>Total Businesses Assisted</b>	<b>32</b>

### JOBS

Total F/T Equivalents Jobs Created	40
Total F/T Equivalents Jobs Maintained	54
Investment per Job	\$19,180

### LENDING BY SECTOR



Clients Counselling	97
SEA Approved	41

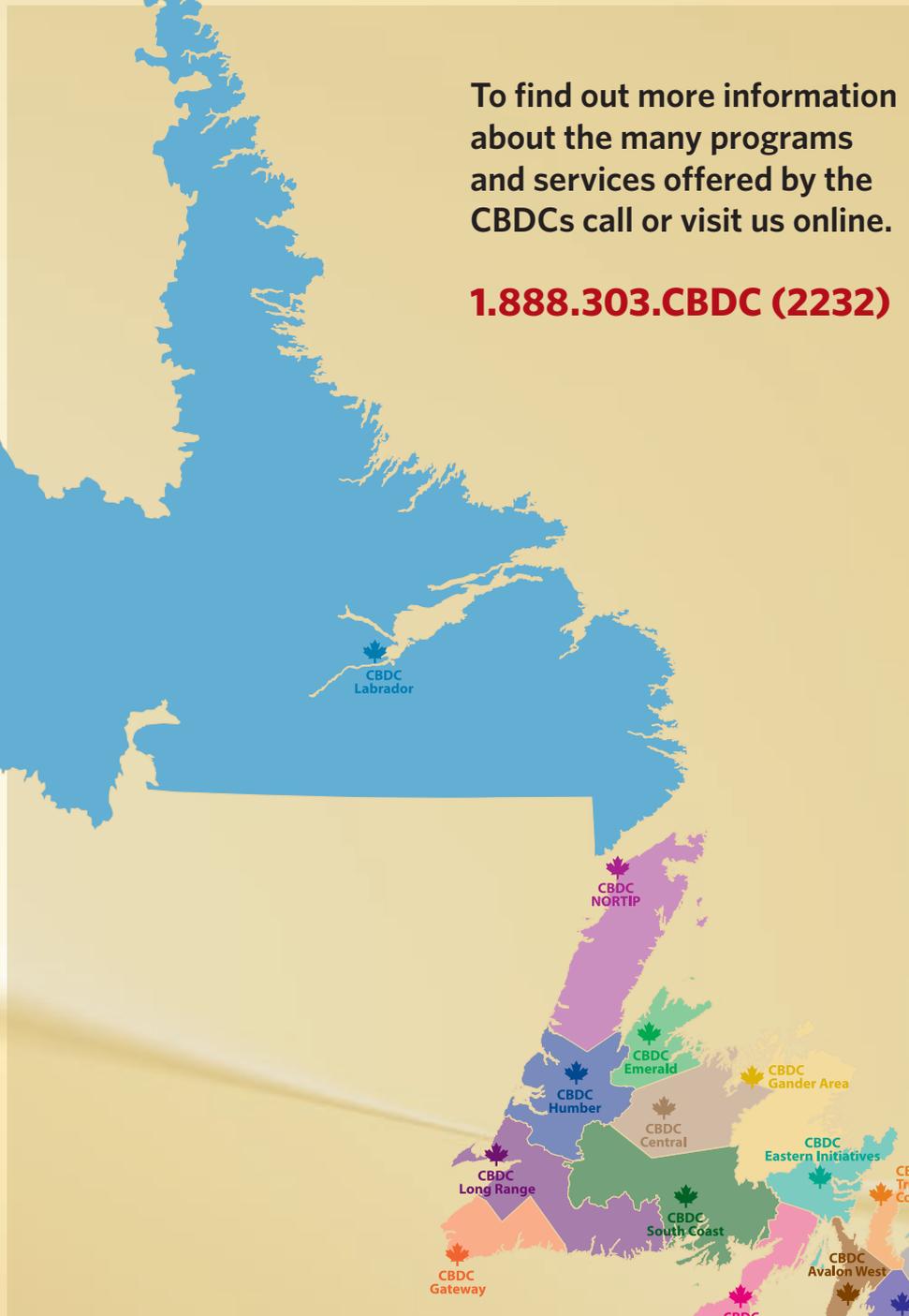
**Total Investments Outstanding \$7,167,234**



## Where to find us?

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

**1.888.303.CBDC (2232)**



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

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