

ANNUAL REPORT

2015-2016

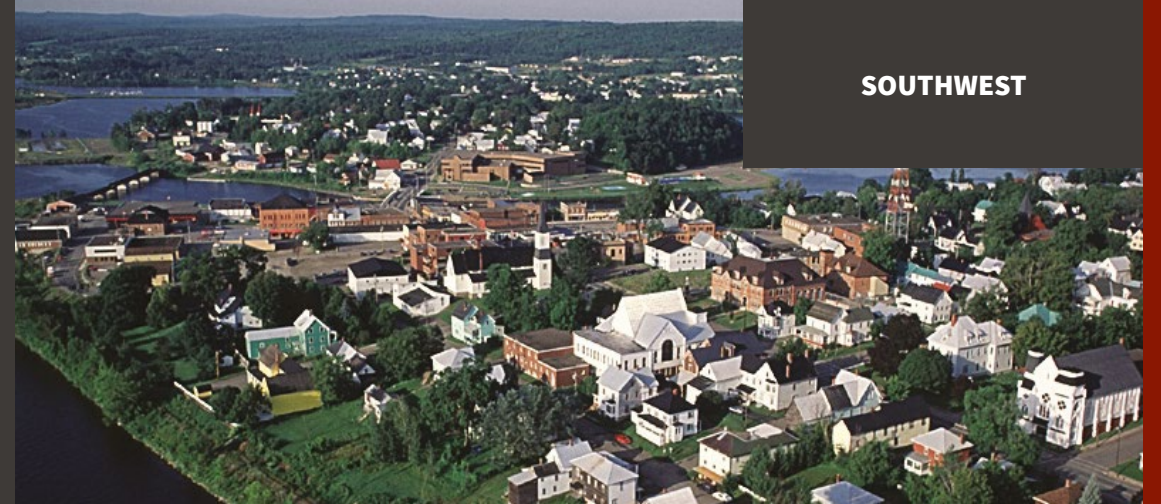
Investing in the
Entrepreneurial Spirit



Community Business Development Corporation
Corporation au bénéfice du développement communautaire

Southwest

CBDC Southwest



SOUTHWEST



Community Business Development Corporation
 Corporation au bénéfice du développement communautaire
Southwest

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 assisting them to

seize opportunities that will improve their businesses. Additionally, we also partner with other financial institutions including chartered banks, credit unions and other secondary lending partners.

CBDC Southwest has been in existence for the past 32 years. During this time, CBDC Southwest has invested over \$54.9 Million in the form of business loans to our rural entrepreneurs for business start-up, expansion or maintenance.

CBDC Southwest is dedicated to the maintenance, creation and expansion of our rural businesses. We provide services in the form of financing and advice to these small and medium-sized businesses (SMEs) within our rural geographical area of Carleton, York, Sunbury and Queens Counties. During the 2015-2016 year, we approved over 4.81 Million Dollars, of investment for our rural area business owners. CBDC Southwest disbursed and facilitated the delivery of a total of \$6.12 Million to 135 SMEs with the breakdown of assistance as follows: 20 general business loans with a total dollar amount of \$1,907,500, a total of 44 youth and first time entrepreneur loans with a total dollar amount of \$2,907,603. In addition to our loans we also approved 69 Self-Employment Benefit (SEB) applications for a total of \$1,309,856.

These investments in turn have created 179 Full Time, and maintained 245 full time jobs.

The Atlantic Canada Opportunities Agency (ACOA) is an important partner in the work the CBDC provides in our rural areas. We are grateful for ACOA's support and vision. The Government of Canada, through ACOA, is clearly committed to helping rural communities become strong and vibrant. Over the past year, ACOA has demonstrated ongoing confidence in the CBDCs through its support of activities through the Community Futures of Tomorrow, the Entrepreneurial Training Fund, and the Women in Business Program. We have been pleased to administer many important initiatives on the Agency's behalf.

In addition, we gratefully acknowledge the assistance and support of our various partner agencies over this past year such as Post-Secondary Education, Training and Labour (PETL), Opportunities NB, and Ignite Fredericton.

Investments in the region

Requests processes

Applications received	69
Applications approved	63
Amounts invested	\$4,815,104

Number of business counselling sessions

Number of clients	106
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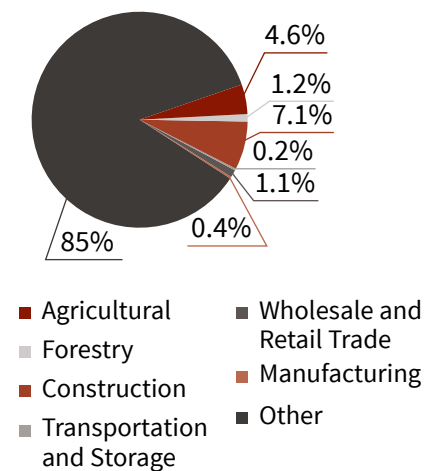
Impact on businesses

New businesses	27
Existing businesses	37
Total	64

Impact on employment

Jobs created	83
Jobs maintained	245
Total	328

Loans by Sector



Training sessions

Number of sessions	24
Amounts granted	\$11,583

Self-Employment Benefit

Applications approved	69
Value of assistance	\$1,309,856

Consulting Advisory Services

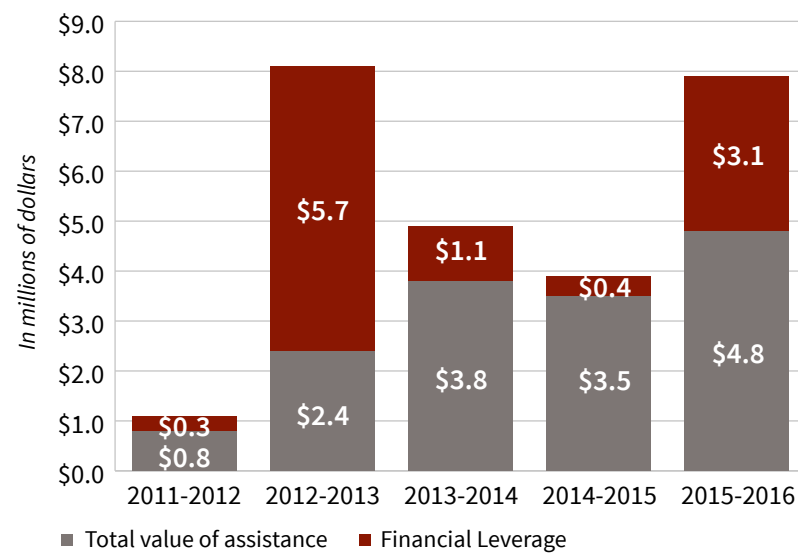
Number of clients	2
Amounts granted	\$21,018

Small Business Coaching

Number of clients	3
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Building strong entrepreneurial leverage in the Southwest region

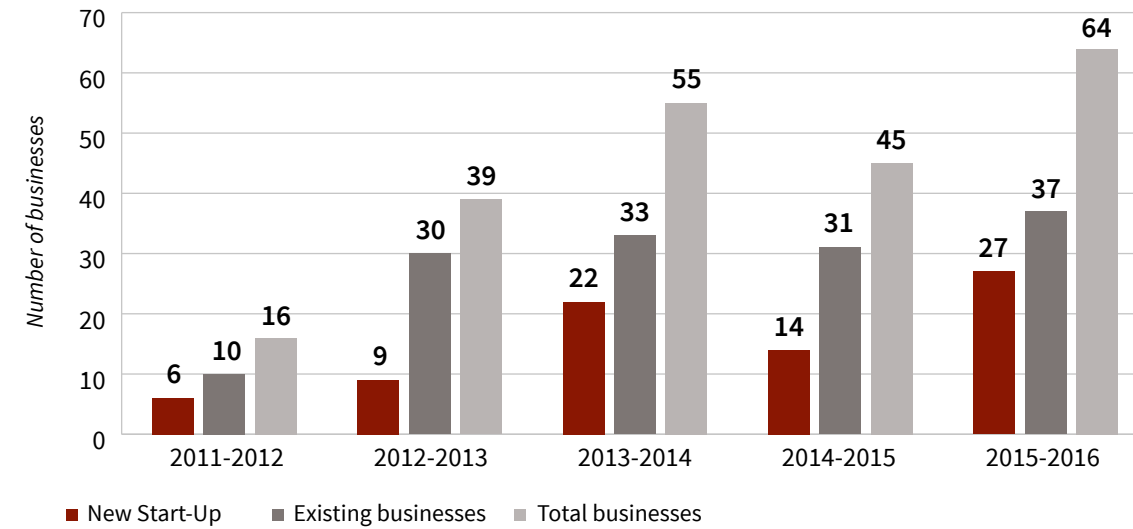
The total value of assistance from the CBDC and financial leverage over the past five years



An increase of **27.1%** (\$1,304,796 dollars) of money invested in loans by the CBDC compared to the previous year.

Since inception, CBDC Southwest has injected **\$54.9 million** dollars in the community.

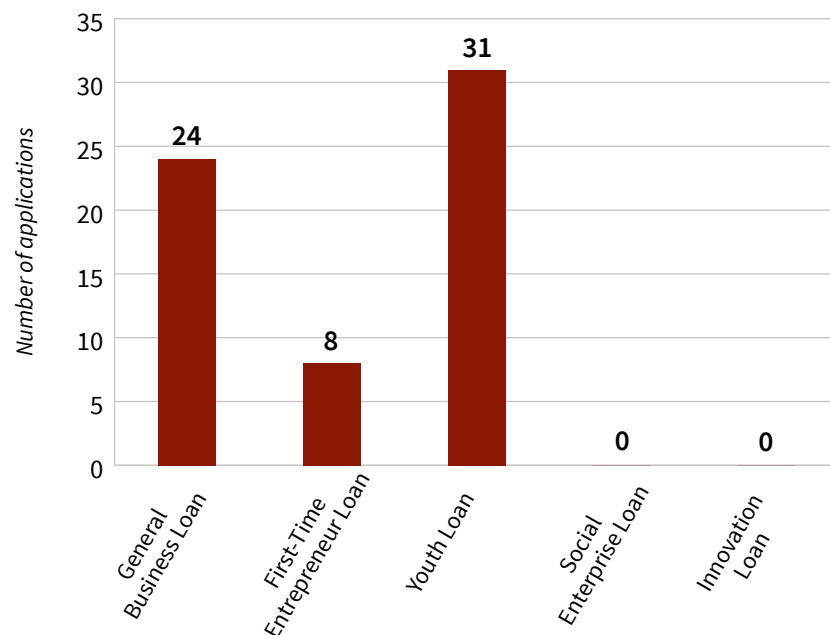
The number of businesses who received financial assistance over the past five years



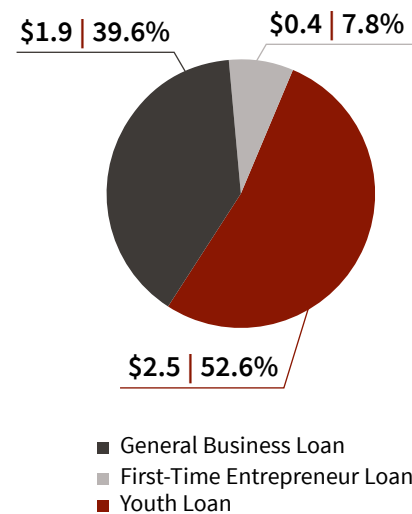
An increase of **29.7%** of the number of businesses who received financial assistance during the 2015-2016 fiscal year compared to the previous year.

A rise in jobs created and maintained was recorded this year with a **55%** increase compared to the previous year.

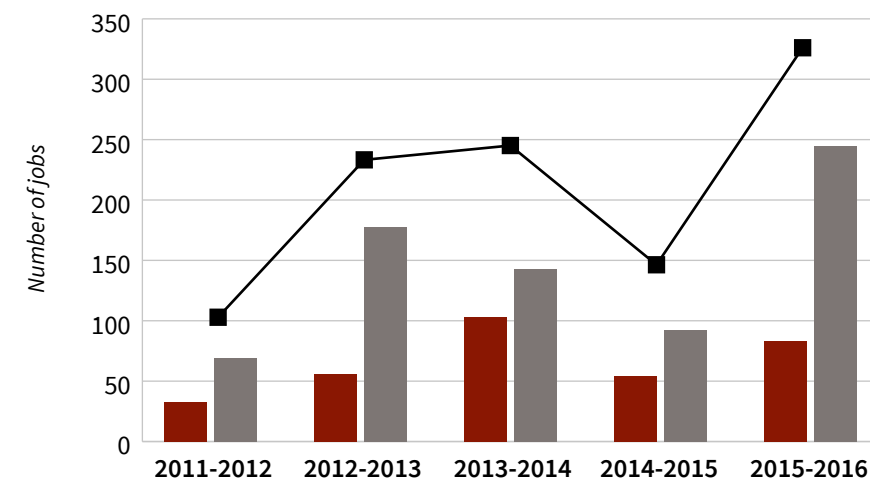
Number of applications approved for each CBDC loan product



Breakdown of amounts disbursed per loan product (in millions of dollars)



Jobs created and maintained in the community over the last five years



Jobs created	33	56	103	54	83
Jobs maintained	69	178	143	92	245
- Total	102	234	246	146	328



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



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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

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 Benefit Program

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).

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.

Do you currently reside in a rural area and have recently made the decision to take the plunge into becoming a business owner? If your answer is a resounding yes, 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 knowledge-based economy and aids in the adoption or commercialization of new technologies. You have an idea for a new product or service, or an idea to modify an existing product or service? Contact your CBDC!

Contact Us

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

 **(506) 454-2747**

 **www.southwestcbdc.ca**

 **CBDC Southwest**

 **CBDC Southwest**

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