



# Annual Review 2018

**CBDC Guysborough County**



# Nova Scotia Association of CBDCs

Community Business Development Corporations (CBDCs) are not-for-profit organizations that help strengthen and diversify rural communities by providing financing, business counselling and training to entrepreneurs. There are 13 CBDCs serving the needs of small businesses in rural Nova Scotia. Each CBDC is locally owned and operated. Investment decisions are made by local volunteers who are sensitive to the needs of the community.

## Services include:

**Financial assistance** to a maximum of \$150,000, available in the forms of loans, loan guarantees and equity financing. In certain circumstances, CBDCs can provide financial assistance that exceeds \$150,000.

**Business counselling & advice** for small businesses and people interested in starting a business. We want businesses to succeed and we give high priority to the advisory role of our mandate. Advisory assistance usually takes the form of guidance and coaching, and sometimes advocating on behalf of our clients to other lending establishments or regulatory agencies.

**Business management skills training** to individuals and small business owners/managers.

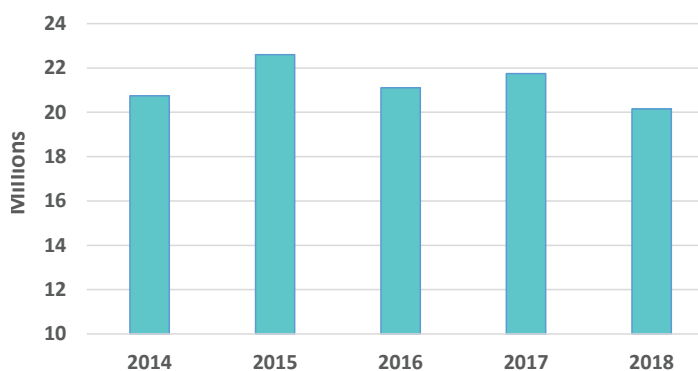
The Government of Canada provides CBDCs with operational support through the national Community Futures program. In Nova Scotia, the program is administered by the Atlantic Canada Opportunities Agency. CBDCs are part of a national network of 268 corporations, each dedicated to the development of rural Canada.

The 13 Nova Scotia CBDCs are members of the Nova Scotia Association of CBDCs, an organization that supports the common needs of the network. Through the Association, CBDCs regularly meet to discuss local business development opportunities, best practices and operational issues. Through provincial committees, volunteers and staff work together on various initiatives such as professional development and marketing activities. The Association also manages several business development programs, including a Consulting Advisory Services Program, a Youth Internship program and Skillsonlinens.ca.

## Highlights

Nova Scotia's 13 CBDCs approved 426 loans totaling \$20,154,725 in investments to small and medium-sized businesses. These investments resulted in the creation and/or maintenance of over 1,500 jobs and helped businesses leverage \$15,34,700 from other sources. Fifty three percent of the applications approved were for new start-ups.

## Value of Loans Disbursed



CBDCs have access to an Atlantic wide Entrepreneurial Training Fund. This program provides funding support for business owners to improve their business management skills. In 2017-18, 112 clients accessed this fund. The Association also manages the Skillsonlinens.ca project, an online training platform made available through the Department of Labour and Advanced Education. Over 26,000 users have signed up and have completed thousands of courses (all available at no cost to Nova Scotia residents).

Delivered on behalf of Employment Nova Scotia, the Self-Employment Benefits program provides qualifying people with income support, one-on-one business counselling and business skills training while they get their businesses up and running. In 2017-18, CBDCs helped 413 Nova Scotians make the step to self-employment.



# Provincial Projects

## Consulting Advisory Services (CAS)

CBDCs have access to a consulting advisory services program for small business owners and non-profit organizations in rural Nova Scotia. This program provides 75% of consulting fees to a maximum of \$5,000 for diagnostic assessments, export readiness assistance and business management skills assessment. In 2017-18 CBDCs approved 151 applications for a total of \$35,692 in assistance.

## [SkillsOnlineNS.ca](http://SkillsOnlineNS.ca)

The Association manages the agreement between the Department of Labour and Advanced Education and Bluedrop Learning Networks. The project launched in October 2012 and has seen over 26,000 users added in that time. The platform offers free online training and the ability to track employee training. This past year custom courseware was developed in partnership with the Department of Seniors, Department of Education and Early Childhood Development and the Youth Initiatives Division of LAE.

## Sales Training Workshops

The Association hosted two Sales Training workshops in February 2018. These three day workshops were accredited through the Canadian Professional Sales Association and facilitated by Paul Watts of Base over Apex. Thirty four participants attended the sessions - one in Sydney and one in Halifax. A third workshop is scheduled for May 2018.



## Youth Internship Program

Small and medium sized businesses (SMEs) and community economic development (CED) organizations had access to a Youth Internship Program this past year. Eighteen interns were placed with CED organizations and twenty interns were placed with SMEs. The program provides 90% of wage costs for 12 months for a CED organization to hire a recent graduate (SME reimbursement rate is 50%). Interns have been hired in a number of industries like manufacturing, ocean tech, hospitality, publishing and marketing. The program provides valuable work experience to new grads and helps to retain youth in our rural communities. Most of the internships have completed and some businesses have hired the intern as a permanent full time employee.

---

*CBDC programs and services complement traditional banks and credit unions. When traditional lenders cannot offer complete commercial financing, CBDCs are here to help. Working with and investing in our clients, CBDCs help entrepreneurs when they need it most. Many CBDC referrals come from local banks, credit unions, accountants and lawyers.*



We are part of Community Business Development Corporations, a network of 41 independent, not-for profit organizations that work in cooperation with all levels of government and the private sector to meet the needs of small business. CBDC Guysborough County is dedicated to development of small business and assisting entrepreneurs in accessing financing and other business training and resources.

CBDC – Guysborough County is driven by a dynamic volunteer Board of Directors comprised of community leaders and local business people who are sensitive to the needs of our business community. Investment decisions are based on in-depth knowledge of the local markets and business climate.

|                  |             |
|------------------|-------------|
| Stu Luddington   | Chairperson |
| Keith Gallant    | Vice Chair  |
| Paula Farnsworth | Secretary   |
| Kenda Myatt      | Treasurer   |
| Leona Wilneff    | Director    |
| Angela Fanning   | Director    |
| Jim Kirk         | Director    |
| Ray White        | Director    |
| George Freer     | Director    |
| Tanya Tibbo      | Director    |

“To assist in enhancing our community by expanding and creating skills, businesses and jobs through technical and financial support”.



# CBDC Guysborough County



*Stu Luddington and Kelsey Taylor*

Congratulations to Kelsey Taylor, Community Development Officer at CBDC Guysborough County for completing the CBDC Lending Program.

**CBDC Guysborough County**  
46 Main Street  
Guysborough, NS  
B0H 1N0  
Ph: 902-533-2770

## Investment Activity

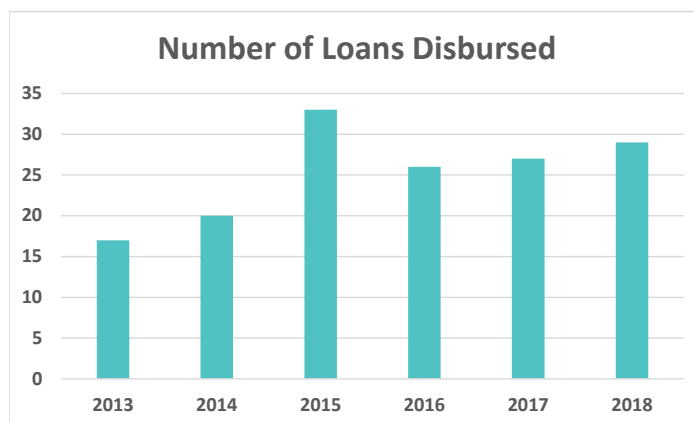
|                           |             |
|---------------------------|-------------|
| Applications Received     | 39          |
| Applications Disbursed    | 25          |
| Total Value of Assistance | \$1,603,843 |
| Average Size of Loan      | \$64,153.72 |

## Businesses Assisted

|                     |     |
|---------------------|-----|
| New Start-up        | 8   |
| Existing            | 17  |
| Clients Counselling | 108 |

## Jobs

|                    |            |
|--------------------|------------|
| Jobs Created       | 41         |
| Jobs Maintained    | 202        |
| Investment per job | \$6,600.18 |



Loans approved since inception: 530  
Value of loans approved since inception: \$18.2



## Congratulations to Big G's Pizza Winner of the 2017 CBDC Business of the Year Award for Nova Scotia

For Ghandi Mohrez, a new life in Canada has taken a few twists and turns. But the mechanical engineer from Syria who immigrated to Nova Scotia in 2000 with his wife Dima Khalil is happy to be running his own restaurant in Guysborough, and to call that community “home.” He’s in no doubt that they owe their success, in part, to the Community Business Development Corporation (CBDC).

Unlike the banks he had approached for a loan to help renovate his restaurant – Big G's Pizza – Mohrez says, “CBDC looked at me as a value to the community.” “They looked at me as a job provider, and as a person who can accept the challenges proudly and succeed. They looked at my history, instead of looking at my numbers. In other words, they believed in me. And that means a lot to us.”

Mohrez had realized soon after immigrating it would be difficult to land a job quickly in his area of expertise, given accreditation and language issues. So he ended up working in a pizza restaurant in Halifax for the first couple of years, developing both his language and business skills. When a family member offered him a job at the former Guysborough Pizza, which he owned, Mohrez and Khalil moved to the town in 2002 and he began employment there. When the owner offered to sell him the restaurant business and property, he welcomed the chance. “I took it over, and the opportunity to be a business owner, and we started from there,” he recalls. They changed the name to Big G's and expanded the menu to include a variety of seafood and Mediterranean dishes, which proved popular with customers.

As newcomers running a business in a rural community, there were challenges. “But we made it through that.” Five years ago, they decided that if they were to be really successful, however, they would need to renovate. However, although he held a mortgage on the property, the banks were not keen to extend a further loan. Mohrez found out about the Guysborough branch of CBDC through their customers.

Khalil is looking to develop another revenue stream – retail and wholesale Mediterranean desserts and sauces under the Big G's brand name, incorporating prized family recipes so now they are looking to renovate their dining space and kitchen to accommodate the dessert and sauce business.

“I would like to see it on the shelves in all of the grocery stores in Nova Scotia,” says Mohrez. However, they will take that “step by step,” he adds. Mohrez sees the family being there for at least another 15 years. “Or more. Our dream has no limitation, to be honest with you.”

Big G's employs three people full time, year-round, not including Mohrez, and six during the busy summer season. The restaurant owner notes that they were “honoured” to be a past winner of the Seven Wonders of Guysborough County. “For us, Guysborough County is our home. Especially with the two kids who were born in Guysborough. And at CBDC, they can see that. Banks cannot. That's why we believe in them, and hopefully they believe in us. They gave us the energy to stay for many, and many more years,” says Mohrez.



*Stu Luddington, Ghandi Mohrez and Wanda MacDonald*

## Community Development Fund (CDF) Results

CDF Loans Approved: 4

CDF loans Disbursed: 3

CDF Amount Disbursed: \$453,250

SEB Clients: 13

# CBDC Guysborough County - What We Offer

CBDC Small Business Loans offer flexible repayment terms designed to meet your individual business needs. . . . .

## **General Business Loans**

Offer financing up to \$225,000 in the form of repayable loans, loan guarantees and equity participation.

**First Time Entrepreneur Loans** target entrepreneurs starting their own business or purchasing an existing business and are in need of start-up capital.

**Youth Loans** offer financial assistance to youth aged 18 – 34 for business start up, modernization or expansion. Up to \$225,000 is available per applicant in the form of a repayable personal loan.

**Innovation Loans** offer financing for the adoption of innovative technology designed to enhance the productivity and competitiveness of your business.

**Social Enterprise Loans** offer financial support to non-profit organizations producing goods or services to the market economy, redirecting their surpluses in pursuit of social, environmental or community goals.

**Revolving Credit Loans** offer a convenient way to access working capital, whether you need to balance out cash flow or respond quickly to a new opportunity.

**Community Development Fund Loans** offer additional financial assistance up to \$225,000 in the form of repayable loans to businesses and offers financial assistance in terms of loans or bridge financing to non-profit associations.

## **Contract Services:**

Self Employment Options is a program that helps individuals create jobs for themselves through self-employment. Upon approval for this program, assistance may consist of income support, small business training opportunities and business counseling.



## Staff 2017-2018

The CBDC Guysborough County staff consists of four employees.  
Last year's employees are listed below.

|                 |                                      |
|-----------------|--------------------------------------|
| Wanda MacDonald | Executive Director                   |
| Kelsey Taylor   | Community Development Officer        |
| Janice Crooks   | Casual Community Development Officer |
| Lisa Doiron     | Office Manager                       |

The Corporation is located at: 46 Main Street, Guysborough, N.S.  
The business hours are from 8:30 a.m. to 4:30 p.m., Monday through Thursday  
and 8:30 a.m. to 4:00 p.m. on Friday.

The mailing address is:  
P.O. Box 199, Guysborough, NS BOH 1N0  
Phone: (902) 533-2770 or 1-888-303-2232  
Fax: (902) 533-2016  
E-mail: wanda.macdonald@cbdc.ca



Atlantic Canada  
Opportunities  
Agency

Agence de  
promotion économique  
du Canada atlantique

**Canada**

The Atlantic Canada Opportunities Agency is pleased to provide financial support to the CBDCs in Atlantic Canada