

*Helping  
communities  
grow*

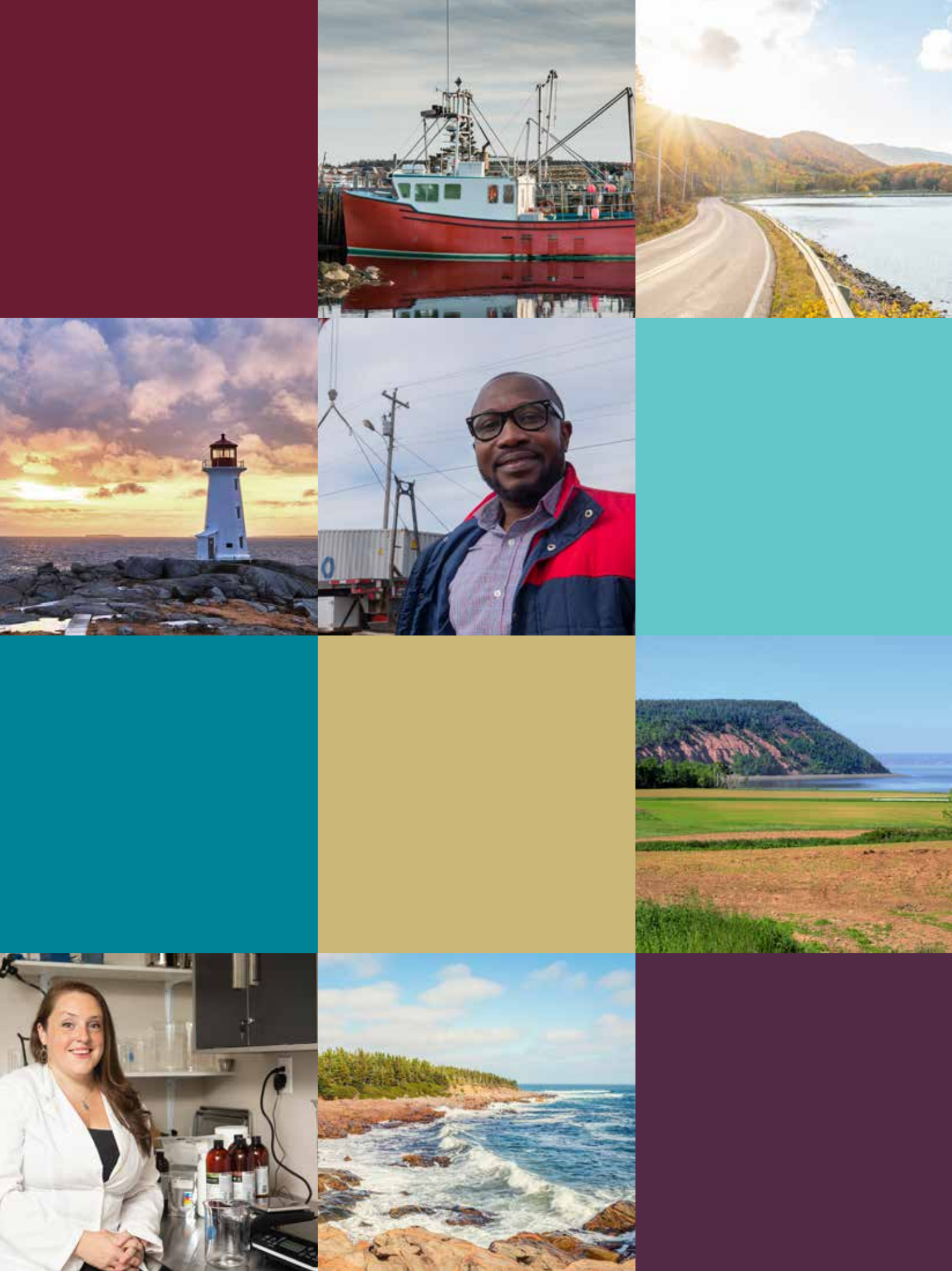


2019

A YEAR IN REVIEW

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NOVA SCOTIA ASSOCIATION OF  
COMMUNITY BUSINESS  
DEVELOPMENT CORPORATIONS



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## 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 and 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 some 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 267 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, export programs and SkillsonlineNS.ca.

### HIGHLIGHTS

Nova Scotia's 13 CBDCs approved 482 loans totaling \$21,438,941 in investments to small and medium-sized businesses. These investments resulted in the creation and/or maintenance of over 1,600 jobs and helped businesses leverage \$13,589,198 from other sources. Forty-eight percent of the applications approved were for new start-ups.

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 2018-19, 111 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 28,000 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 2018-19, CBDCs helped 383 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 2018-19 CBDCs approved 145 applications for a total of \$615,700 in assistance.

### 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 28,000 users added in that time. The platform offers free online training and the ability to track employee training. This past year a number of custom courses were updated from Flash to HTML 5.

### Sales Training Workshops

The Association hosted a Sales Training workshop in May 2018 in Halifax. This three day workshop was accredited through the Canadian Professional Sales Association and facilitated by Paul Watts of Base over Apex. Eighteen participants attended the session.

### Grow Export Phase 1

Under the Pan-Atlantic Growth and Development Strategy, the federal government along with the four Atlantic Canadian provinces funded the Grow Export program. The program was a comprehensive export readiness initiative that aimed to build export culture among SMEs in the Atlantic Provinces through export readiness assessments, international trade mentoring and training, development of strategic export plans and familiarization tours. Thirty-six companies participated.

### 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. This program closed September 30th, 2018.

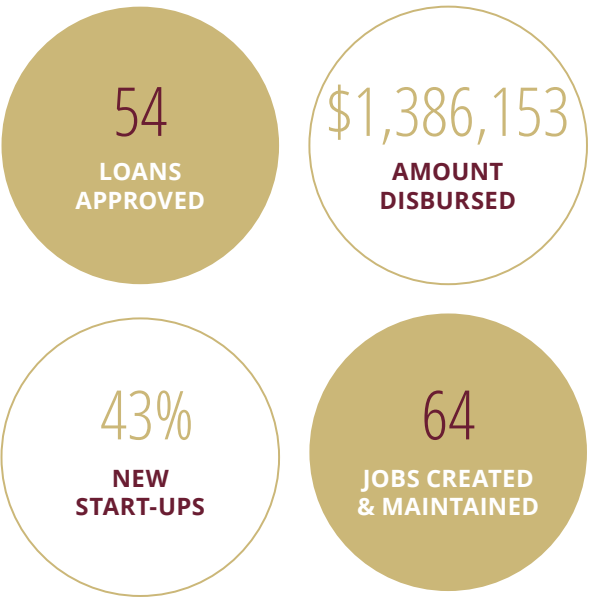




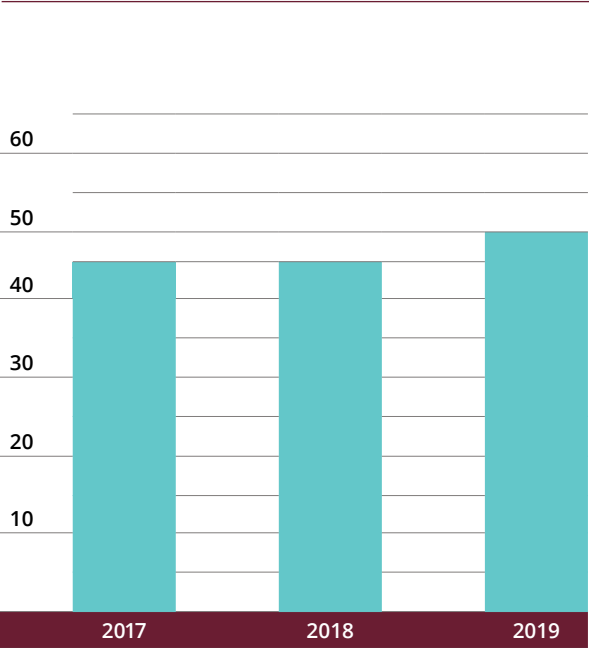
# Annapolis Ventures

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## FINANCIAL SUPPORT



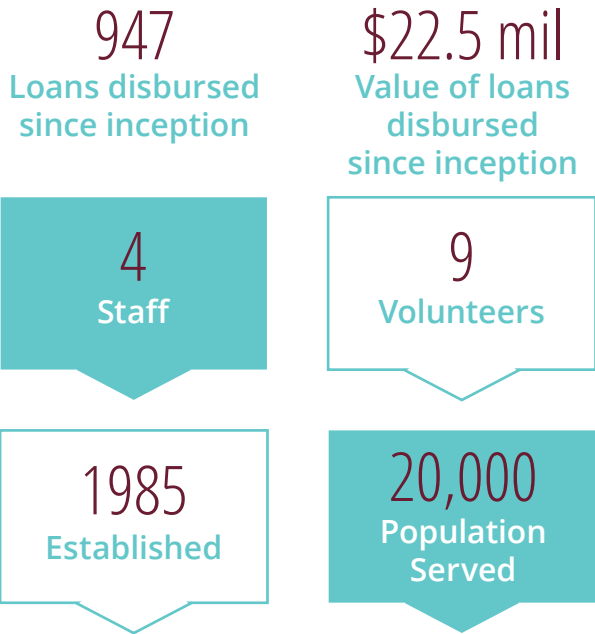
## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES



## OFFICE HIGHLIGHTS



*“The process of working with Elizabeth at Annapolis Ventures was quite seamless. She was easy to work with and very supportive of the venture. We appreciate that.”*

JENNIFER D'AUBIN  
TEMPLE ON QUEEN

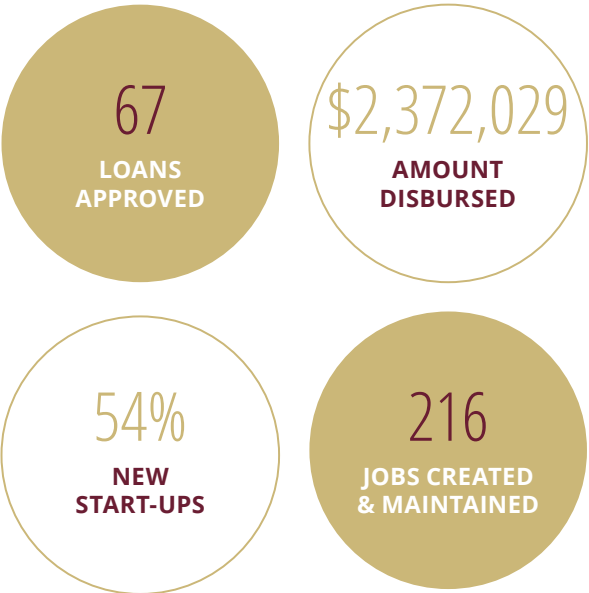
**ANNAPOLIS VENTURES**  
26 Bay Road  
Bridgetown NS  
902-665-2635



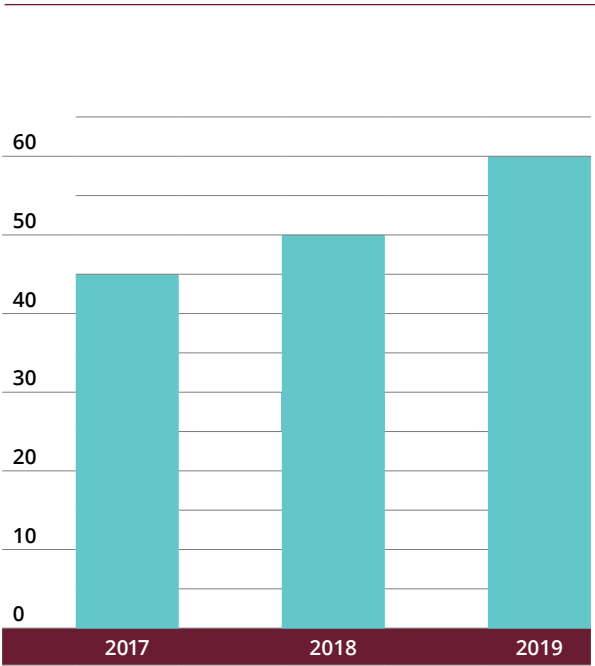
# CBDC Blue Water

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## FINANCIAL SUPPORT



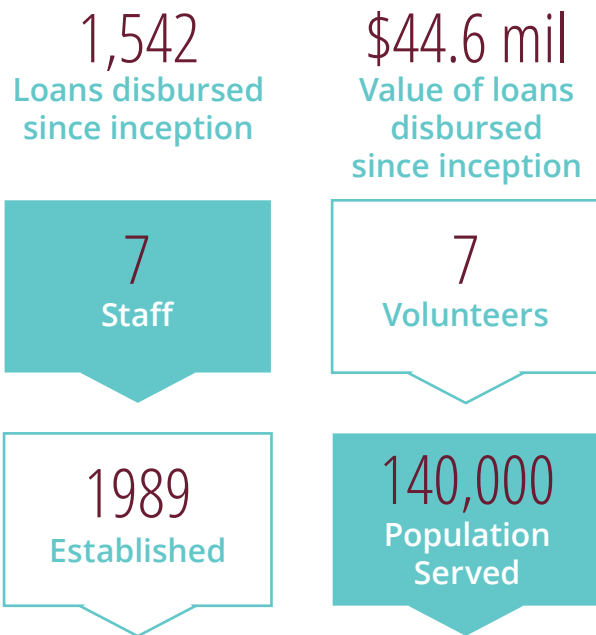
## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES



## OFFICE HIGHLIGHTS



*"The courses, workshops, and advice the CBDC provided were critical to helping me transition from working in an organizational structure to being my own boss."*

**ELAINE PIPER**  
ALLY CAREER SOLUTIONS

**CBDC BLUE WATER**  
5228 Highway 7, Unit 6  
Porters Lake, NS  
902-827-5564





# CBDC Cumberland

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## FINANCIAL SUPPORT

16

LOANS APPROVED

\$916,776

AMOUNT DISBURSED

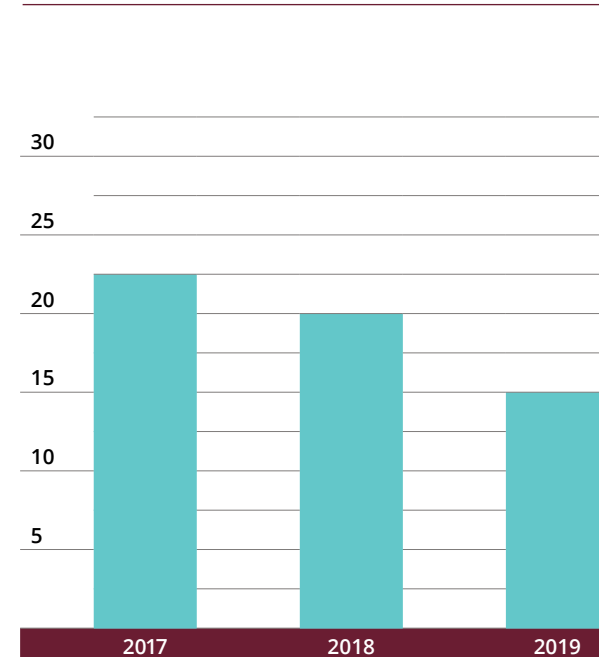
69%

NEW START-UPS

26

JOB'S CREATED & MAINTAINED

## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES

66

Clients received Training

49

Clients received Business Counselling

319

Site Visits/ Client Monitoring

## OFFICE HIGHLIGHTS

761

Loans disbursed since inception

\$24.8 mil

Value of loans disbursed since inception

4

Staff

9

Volunteers

1985

Established

30,000

Population Served

*"I'm so grateful that I learned about the CBDC. Without their loan program and the Self Employment Benefits Program I wouldn't have been able to start my business. They helped turn my dream into reality."*

**ADRIAN BLIGH**  
BIRKINSHAW'S TEA ROOM, COFFEE HOUSE AND RESTAURANT

**CBDC CUMBERLAND**  
5 Ratchford Street  
Amherst, NS  
902-667-5700



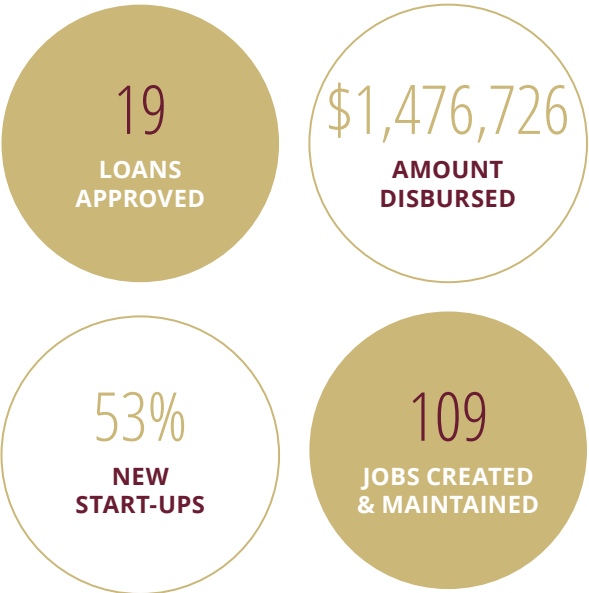




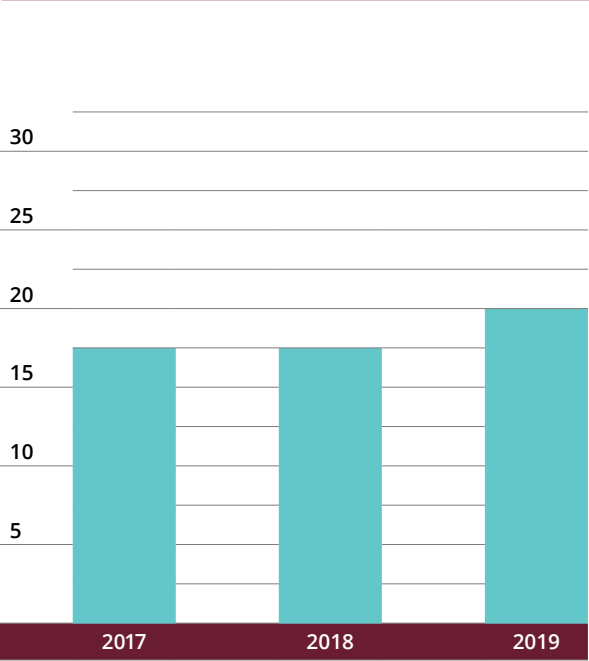
# CBDC Digby Clare

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## FINANCIAL SUPPORT



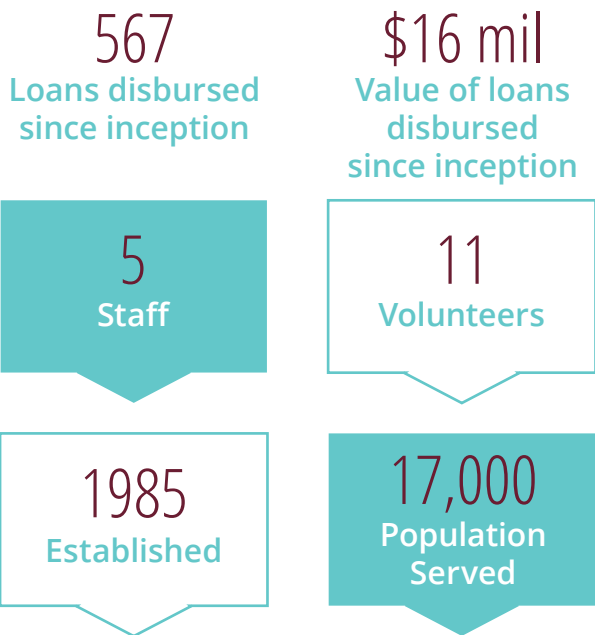
## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES



## OFFICE HIGHLIGHTS



*"I have a great comfort level with the staff at the CBDC. I would not hesitate to pick up the phone, and ask for advice. I truly feel that they are there to support us in all aspects to make our business successful."*

**SONYA AND JASON FROST**  
BOLIVER SERVICE CENTRE

**CBDC DIGBY CLARE**  
60 Water Street  
Digby, NS  
902-245-6166 (Digby)  
902-769-2196 (Clare)





# CBDC Guysborough County

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## FINANCIAL SUPPORT

51

LOANS  
APPROVED

\$1,026,026

AMOUNT  
DISBURSED

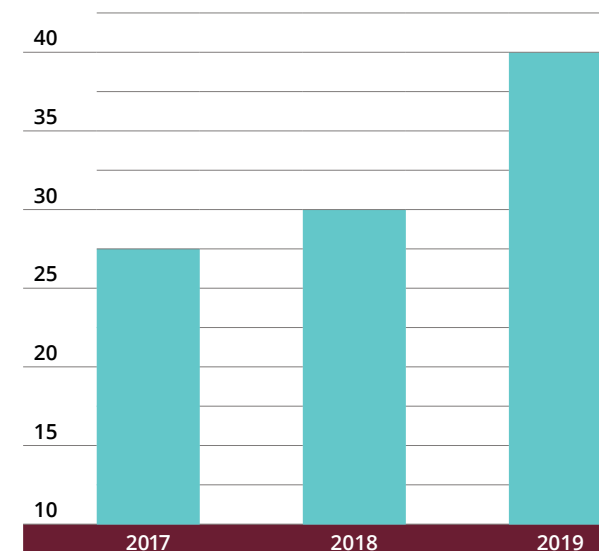
46%

NEW  
START-UPS

320

JOBS CREATED  
& MAINTAINED

## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES

92

Clients received  
Training

121

Clients received  
Business Counselling

1284

Site Visits/  
Client Monitoring

## OFFICE HIGHLIGHTS

601

Loans disbursed  
since inception

\$19.2 mil

Value of loans  
disbursed  
since inception

4

Staff

10

Volunteers

1975

Established

8,000

Population  
Served

*"What I love about CBDC is that they look at you as a whole, you're not a number and it's not a formula that goes into a spreadsheet. CBDC bet on us and we're happy that they did."*

**MAX MACDONALD**  
BEANIES BISTRO

**CBDC GUYSBOROUGH**  
46 Main Street  
Guysborough, NS  
902-533-2770





# CBDC Hants Kings

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## FINANCIAL SUPPORT

86

LOANS  
APPROVED

\$4,369,084

AMOUNT  
DISBURSED

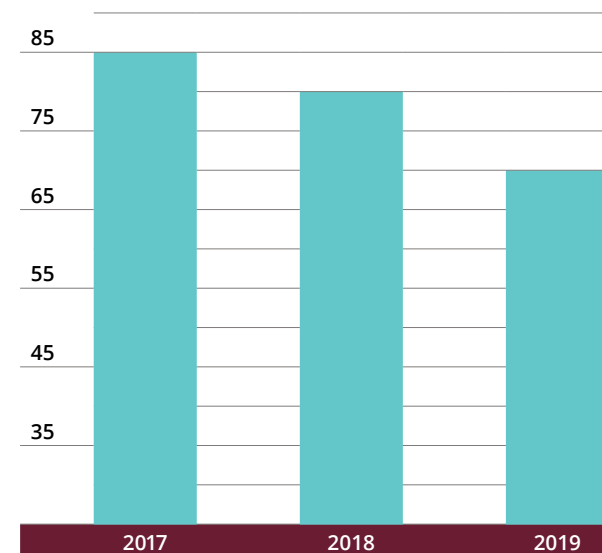
96%

NEW  
START-UPS

195

JOBS CREATED  
& MAINTAINED

## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES

159

Clients received  
Training

240

Clients received  
Business Counselling

302

Site Visits/  
Client Monitoring

## OFFICE HIGHLIGHTS

2,224

Loans disbursed  
since inception

\$91 mil

Value of loans  
disbursed  
since inception

10

Staff

10

Volunteers

1988

Established

103,000

Population  
Served

*"The encouragement and financial support that the CBDC provided was exactly what I needed to get started. They made me believe in myself and gave great financial advice. It was the difference between talking about my plan and making it happen."*

**DAWN ALLEN**  
BURLINGTON ROSE HOLIDAY HOME

**CBDC HANTS KINGS**  
80 Water Street  
Windsor, NS  
902-798-5717 (Windsor)  
902-679-6215 (Kentville)  
902-883-8879 (Enfield)



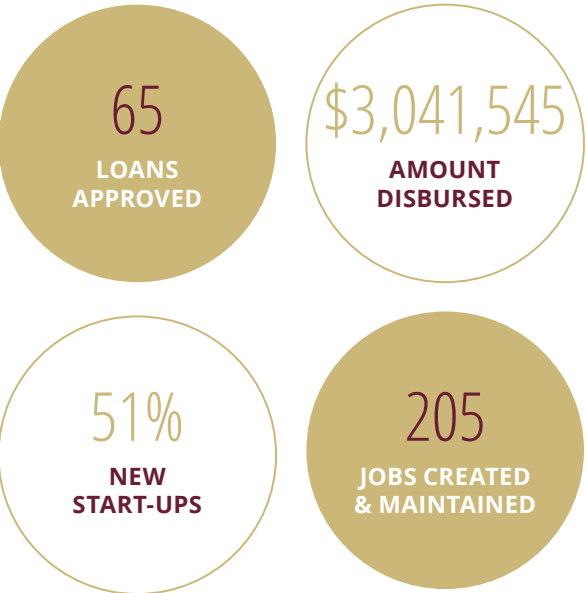




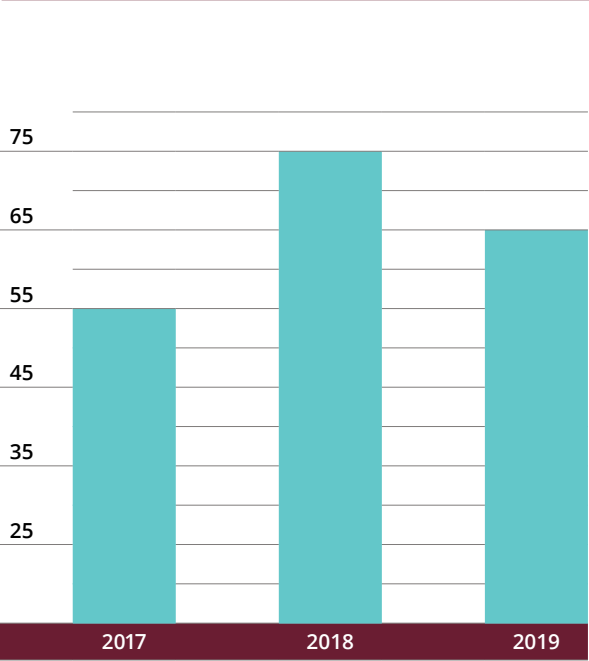
# CBDC NOBL

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## FINANCIAL SUPPORT



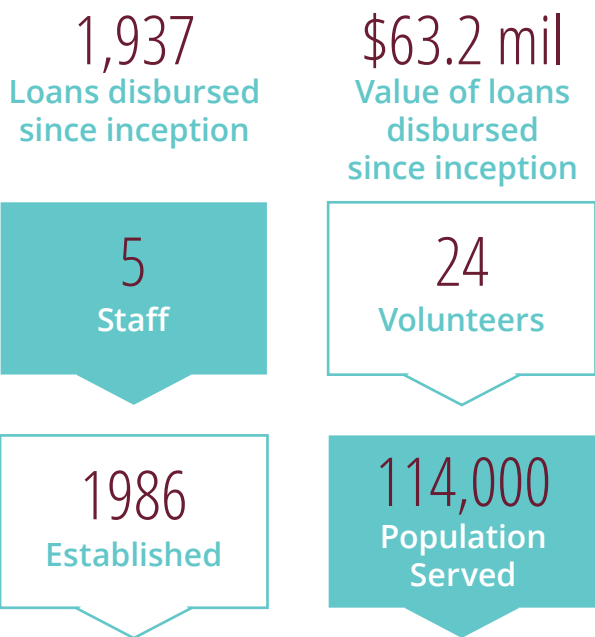
## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES



## OFFICE HIGHLIGHTS



*“The CBDC was a lifesaver for our business, they provided us with a loan and a number of business training programs.”*

**ERNEST KORANKYE**  
ASANTE FREIGHT LINES AND EXPORTS

**CBDC NOBL**  
4852 East River East Side Road  
Plymouth NS  
902-382-6625 (Pictou)  
902-895-6625 (Truro)  
902-867-6625 (Antigonish)



# CBDC Northside Victoria

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## FINANCIAL SUPPORT

24

LOANS APPROVED

\$1,631,800

AMOUNT DISBURSED

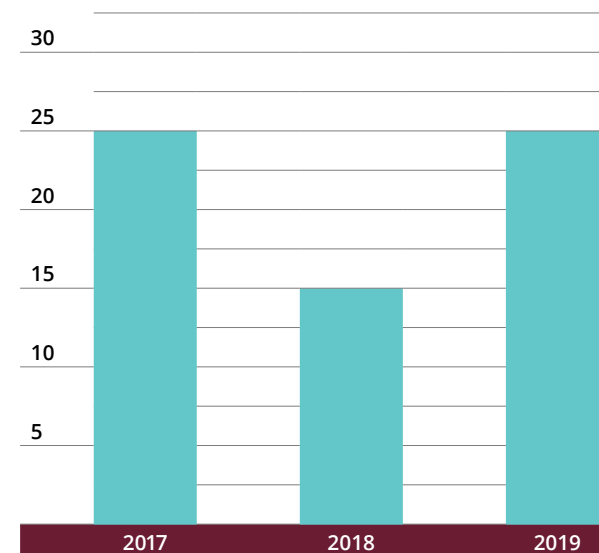
46%

NEW START-UPS

88

JOB'S CREATED & MAINTAINED

## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES

32

Clients received Training

72

Clients received Business Counselling

184

Site Visits/ Client Monitoring

## OFFICE HIGHLIGHTS

760

Loans disbursed since inception

\$27.6 mil

Value of loans disbursed since inception

3

Staff

11

Volunteers

1985

Established

23,800

Population Served

*"The CBDC really understand the needs of small businesses. They've been hands on and eager to help me all along the way." Without the loan I wouldn't have been able to develop one of my new product lines and expand at just the right time."*

**WENDY SMITH**  
GLASS ARTISANS STUDIO & GALLERY

**CBDC NORTHSIDE VICTORIA**  
1 Fraser Ave, Suite 7  
Sydney Mines, NS  
902-736-6211



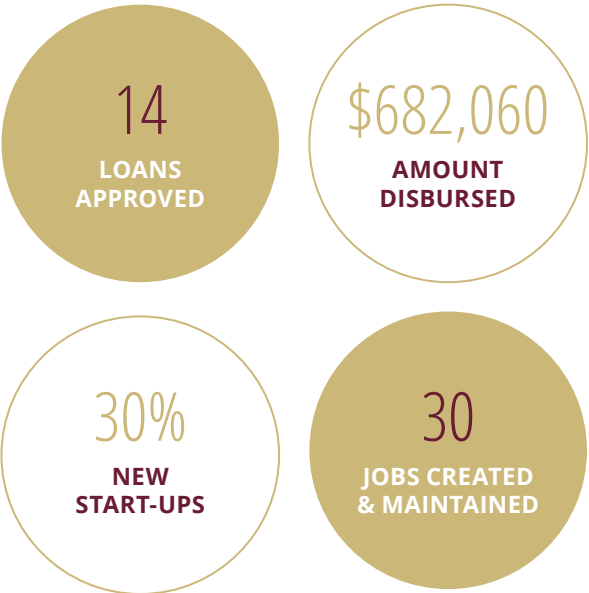




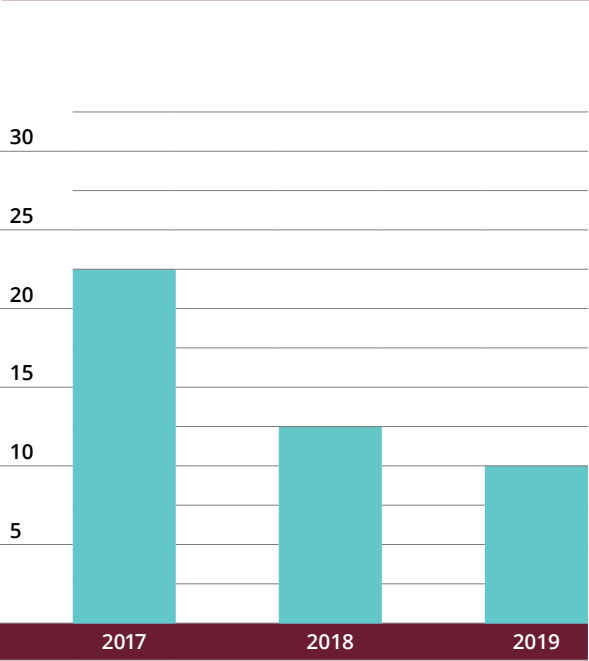
# CBDC Shelburne

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## FINANCIAL SUPPORT



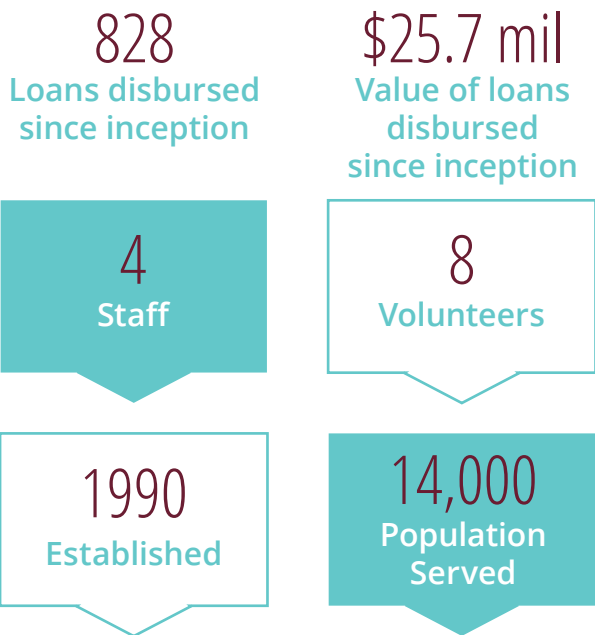
## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES



## OFFICE HIGHLIGHTS



*“From the beginning the CBDC had faith in me, they believed in me, and gave me the confidence to know I could succeed. CBDC and the Self Employment Benefits Program made the dream of owning my own business a reality.”*

**LORRAINE SURETTE**  
CAPEVIEW SENIORS BOARDING HOME

**CBDC SHELBURNE**  
157 Water Street  
Shelburne, NS  
902-875-1133

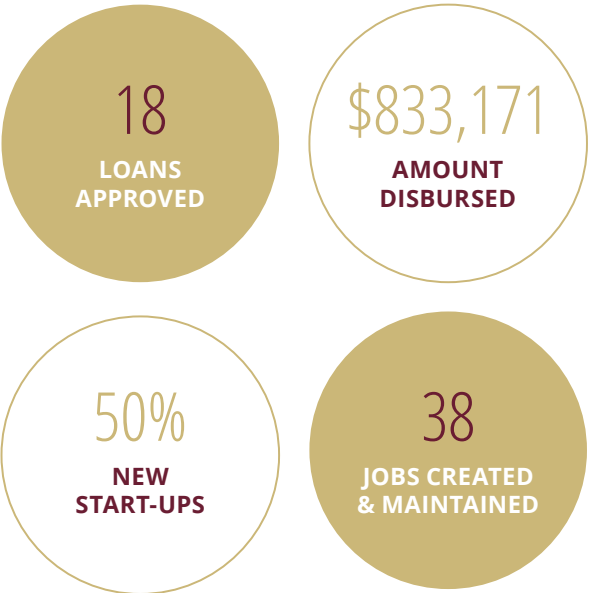




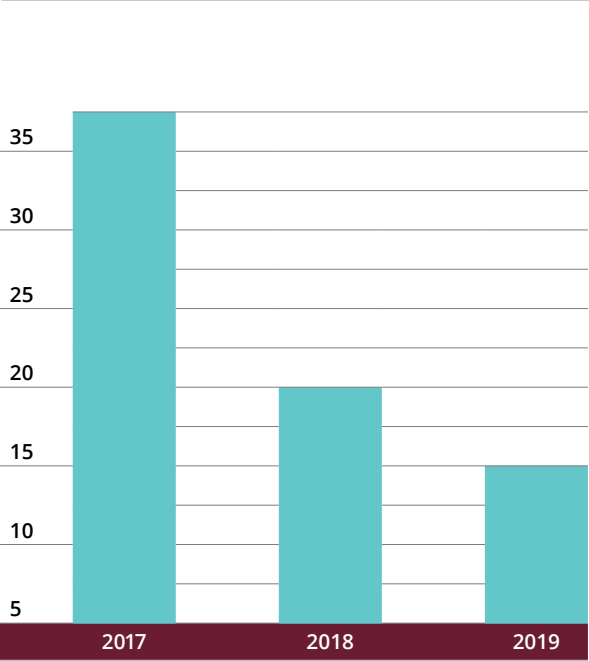
# CBDC Yarmouth

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## FINANCIAL SUPPORT



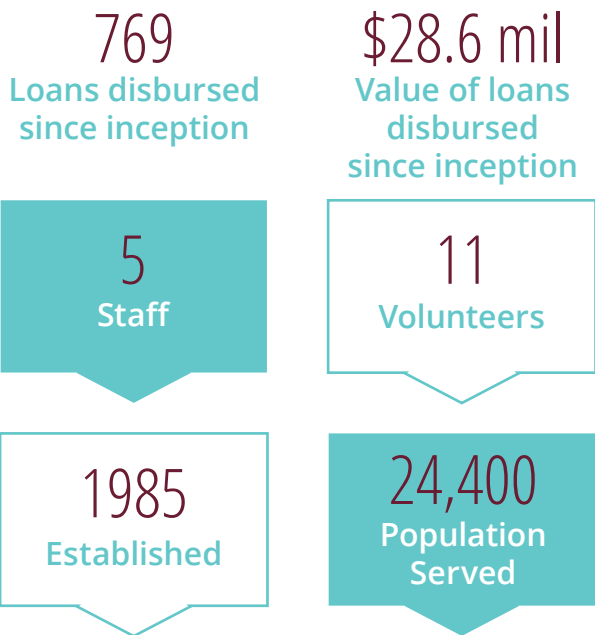
## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES



## OFFICE HIGHLIGHTS



*“The CBDC took a chance on us. They make regular people into business owners and entrepreneurs.”*

**BRIGITTE FRANCIS**  
YARMOUTH BIG BOUNCE

**CBDC YARMOUTH**  
103 Water Street  
Yarmouth NS  
902-742-5364





# Coastal Business CBDC

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## FINANCIAL SUPPORT

21

LOANS  
APPROVED

\$1,211,749

AMOUNT  
DISBURSED

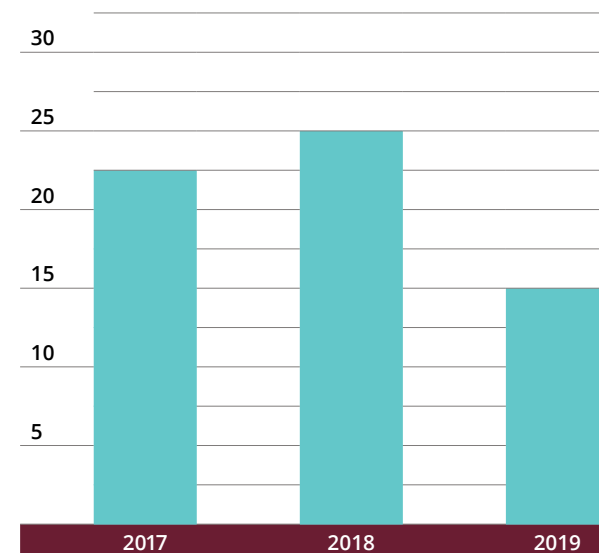
43%

NEW  
START-UPS

162

JOBS CREATED  
& MAINTAINED

## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES

97

Clients received  
Training

69

Clients received  
Business Counselling

858

Site Visits/  
Client Monitoring

## OFFICE HIGHLIGHTS

1,096

Loans disbursed  
since inception

\$32.8 mil

Value of loans  
disbursed  
since inception

4

Staff

17

Volunteers

1985

Established

82,000

Population  
Served

*"The CBDC is kind of like having a parent, they believe in you and they give you all the tools that you need in order to do the job. They're very, very helpful, they check in with you to see if you're alright and if you need any additional support."*

**JIM AND SUSAN SAUNDERS**  
ON OUR WAY MOVING

**COASTAL BUSINESS CBDC**  
292 Charlotte Street  
Sydney, NS  
902-539-4332





# InRich CBDC

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## FINANCIAL SUPPORT

22

LOANS APPROVED

\$1,470,000

AMOUNT DISBURSED

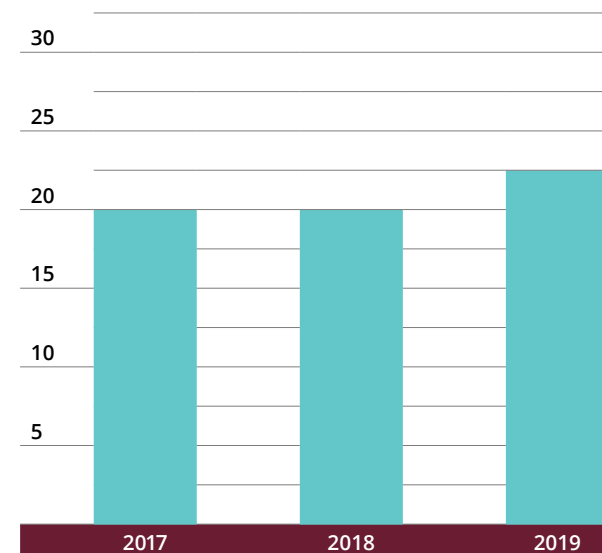
27%

NEW START-UPS

89

JOBS CREATED & MAINTAINED

## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES

11

Clients received Training

52

Clients received Business Counselling

89

Site Visits/ Client Monitoring

## OFFICE HIGHLIGHTS

869

Loans disbursed since inception

\$21.9 mil

Value of loans disbursed since inception

4

Staff

10

Volunteers

1981

Established

26,000

Population Served

*"I had a pretty good understanding of what a business plan was, but the staff at the CBDC helped me make it even better. Without the CBDC I wouldn't have been able to start my own business."*

**MIKE TOUESNARD**  
CANAL TIRE

**INRICH CBDC**  
15381 Highway 16  
Inverness, NS  
902-258-3698





# South Shore Opportunities

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## FINANCIAL SUPPORT

25

LOANS  
APPROVED

\$1,021,822

AMOUNT  
DISBURSED

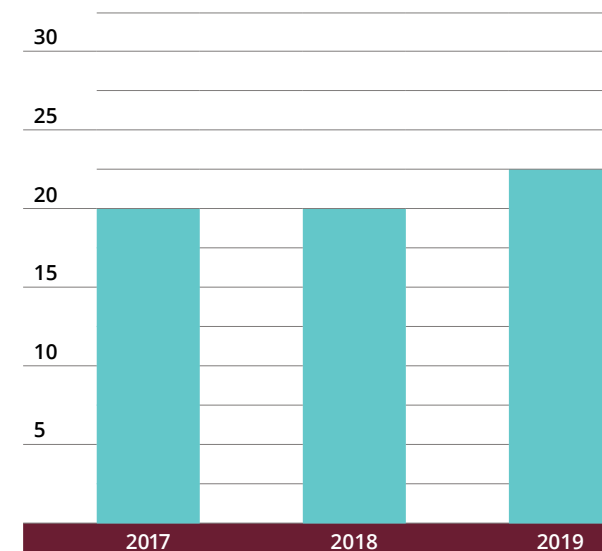
29%

NEW  
START-UPS

72

JOB  
CREATED  
& MAINTAINED

## NUMBER OF LOANS DISBURSED OVER THREE YEARS



## TRAINING AND ADVISORY SERVICES

19

Clients received  
Training

240

Clients received  
Business Counselling

285

Site Visits/  
Client Monitoring

## OFFICE HIGHLIGHTS

547

Loans disbursed  
since inception

\$20.9 mil

Value of loans  
disbursed  
since inception

4

Staff

9

Volunteers

1991

Established

57,000

Population  
Served

*"The loan from the CBDC wasn't that big but it was big enough to transform our business. They have been a part of all four of our businesses. I love our relationship with the CBDC!"*

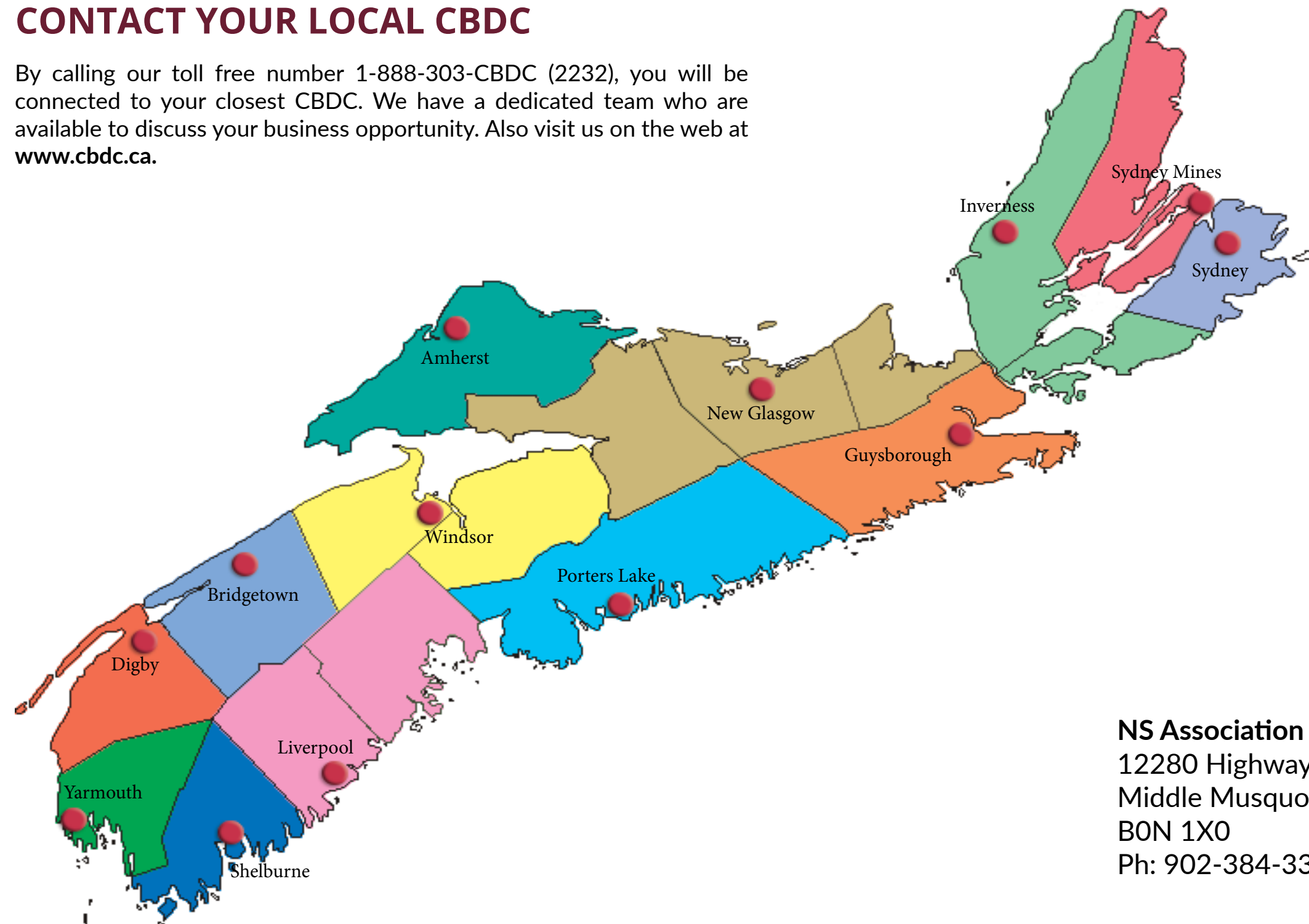
**MARTIN RUIZ SALVADOR**  
SALT SHAKER DELI

**SOUTH SHORE OPPORTUNITIES**  
7 Henry Hensy Drive  
Liverpool, NS  
902-354-2616



## CONTACT YOUR LOCAL CBDC

By calling our toll free number 1-888-303-CBDC (2232), you will be connected to your closest CBDC. We have a dedicated team who are available to discuss your business opportunity. Also visit us on the web at [www.cbdc.ca](http://www.cbdc.ca).



**NS Association of CBDCs**  
12280 Highway 224, Unit 5  
Middle Musquodoboit, NS  
B0N 1X0  
Ph: 902-384-3346





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