



# Community Business Development Corporations can help!

Presented by Chris Atwood



# About CBDCs

- ▶ Our 13 Community Business Development Corporation offices in Nova Scotia (part of the 41 across Atlantic Canada) are part of the larger national “Community Futures” program.

**community futures**  
NETWORK OF CANADA

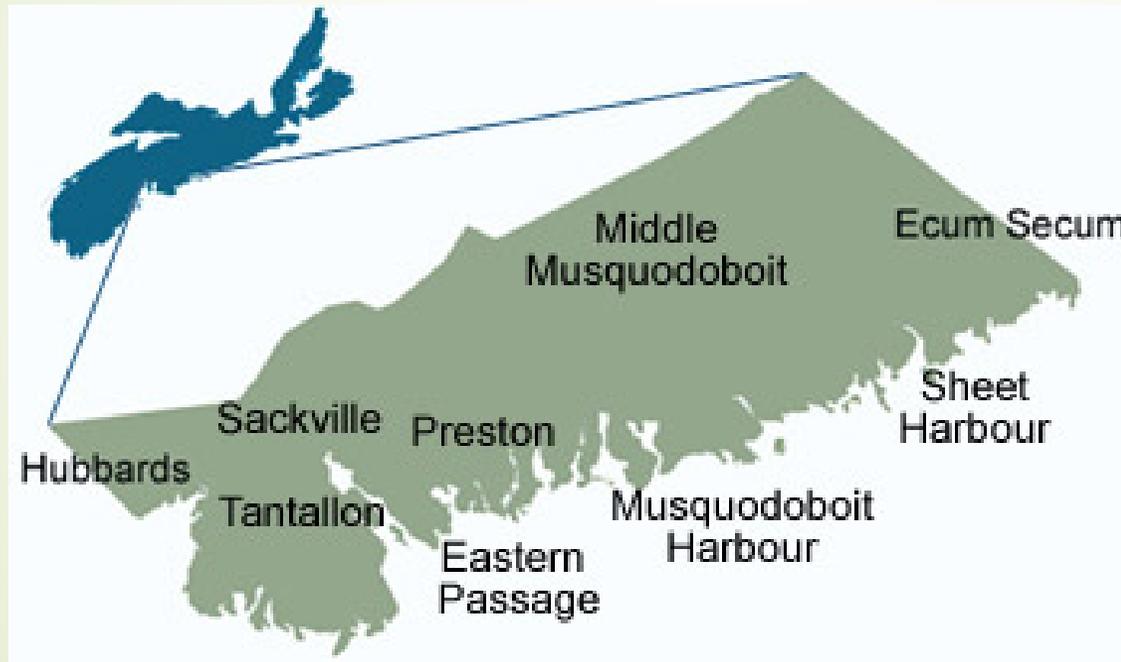


**réseau de développement**  
DES COLLECTIVITÉS DU CANADA

- ▶ Together the 268 non-profit offices across Canada provide small business services to people living in rural communities. Each office delivers small business loans, tools, training and events for people wanting to start, expand, franchise or sell a business.
- ▶ Community Futures has worked in rural communities for more than 30 years and employs over 1,300 staff members.

# CBDC Blue Water

With our office located in Porters Lake, we service the Halifax Regional Municipality (HRM), covering the rural areas between Ecum Secum and Hubbards, but excluding the metro areas of Halifax, Bedford, and Dartmouth.



CBDC Blue Water services one of the largest rural municipalities in Nova Scotia covering 5,100 square kilometers with a rural population of 130,000 people.

# CBDC Blue Water Staff



Chris Atwood,  
Executive  
Director



Alayne Jackson,  
Sr. Business  
Development



Jennifer O'Quinn,  
Business  
Development



Sherri Mallard,  
Portfolio  
Manager



Sheila Spicer,  
Self-Employment  
Benefits  
Coordinator



Christine Murphy,  
Office  
Administrator



Andrea Hamm,  
Financial  
Coordinator

***CBDC Blue Water staff are excited to celebrate their 30<sup>th</sup> anniversary in 2019!***

# Board of Directors

Each CBDC is governed by a volunteer Board of Directors made up of local entrepreneurs and business professionals. Our dedicated members have a vested interest in the success of the community.

Board meetings are held on a monthly basis in which loan applications are presented for Board approval and conversation centers around the growth and prosperity of our rural communities.



Kenny Dolomont – President

Jessie Greenough – Vice President

Lynn Matheson – Secretary/Treasurer

Nancy Westhaver – Director

Michael Hatter – Director

Harold Baker – Director

# Our Partnerships

Atlantic Canada Opportunities Agency / Agence de promotion économique du Canada atlantique

Canada

CEED / Centre for Entrepreneurship Education and Development

CUA / The better way to bank

Black Business Initiative

n s b i / Nova Scotia Business Inc.

CIBC

FARMWORKS / Investment Co-operative Limited

RBC

isans / Immigrant Services Association of Nova Scotia

TD

bdc

CENTRE FOR WOMEN IN BUSINESS

NOVA SCOTIA / Labour and Advanced Education

Scotiabank

futurpreneur canada

HALIFAX PARTNERSHIP / CONNECT. COLLABORATE. PROSPER.

EDN / Entrepreneurs with Disabilities Network

Inspire Connect Support

fcc / Farm Credit Canada / Financement agricole Canada

BMO / Bank of Montreal

SACKVILLE BUSINESS ASSOCIATION

Spryfield Business Commission

The Village on Main

# Loan Products We Offer

- **Youth Loan** - ages 18 – 34 who are interested in starting, expanding, or modernizing projects
- **First-Time Entrepreneur Loan** – assist in starting or purchasing very first business
- **General Business Loan** – assist entrepreneurs to obtain financing for their business when usual methods are not available
- **Innovation Loan** – assist businesses in the development of “new” technology that will improve business operations
- **Social Enterprise Loan** – tailored financing designed to support and sustain social and community development goals in rural NS
- **Clean Tech Loan** - financing to new and existing entrepreneurs for the purpose of the adoption, adaption and/or commercialization of clean technology



# Self-Employment Benefits Program

The Self-Employment Benefits program provides entrepreneurial support and financial assistance to eligible unemployed participants starting their own business.

CBDC Blue Water supports these budding entrepreneurs by hosting workshops and providing coaching to enable participants to develop and implement their business plans.



During the 2017/2018 fiscal year, CBDC Blue Water had **29 participants** in the SEB program



CBDC Blue Water hosted **11 SEB workshops** with topics in legal matters, bookkeeping, goal setting, etc.



A total of **138 participants** attended the monthly SEB workshops

# Entrepreneurial Training Fund Program

CBDCs offer individualized training opportunities by sharing the costs associated with business skills training to potential entrepreneurs and/or existing entrepreneurs in areas such as:

- Accounting/bookkeeping
- Strategic planning
- Cash management and profitability
- Food and staff costs
- Marketing and promotion
- Business networking
- Food handling
- Public relations and tourism training



***In our 2017-2018 fiscal year, 7 clients received individual training opportunities in the amount of \$8,335***

# Consulting Advisory Service Program



New and existing clients of CBDCs are able to access technical and financial assistance by engaging consultants to assist them with various issues, opportunities and challenges.

- Diagnostic Assessment
- Business Management Development Practices
- Access to Capital
- Market Readiness/Export Potential
- Aftercare/Mentoring and Follow-up



***In our 2017 – 2018 fiscal year, 37 clients received business consulting services in the amount of \$186,652***

# Helping Rural Small Business Owners Succeed



Advice and other assistance is available to both new and established business owners and entrepreneurs. Counselling and advice is a major part of CBDC's mandate and we work hard to help businesses to succeed.



*In 2017-2018, CBDC Blue Water provided business counselling sessions to*



*348 clients*

# Loans & Leveraged Funds

The 2017 – 2018 fiscal was another successful year assisting our clients in rural HRM. CBDC Blue Water was able to support **29 new business start ups** and assist **20 existing businesses expand**.



\$1.4 million  
dollars invested

49 business loans

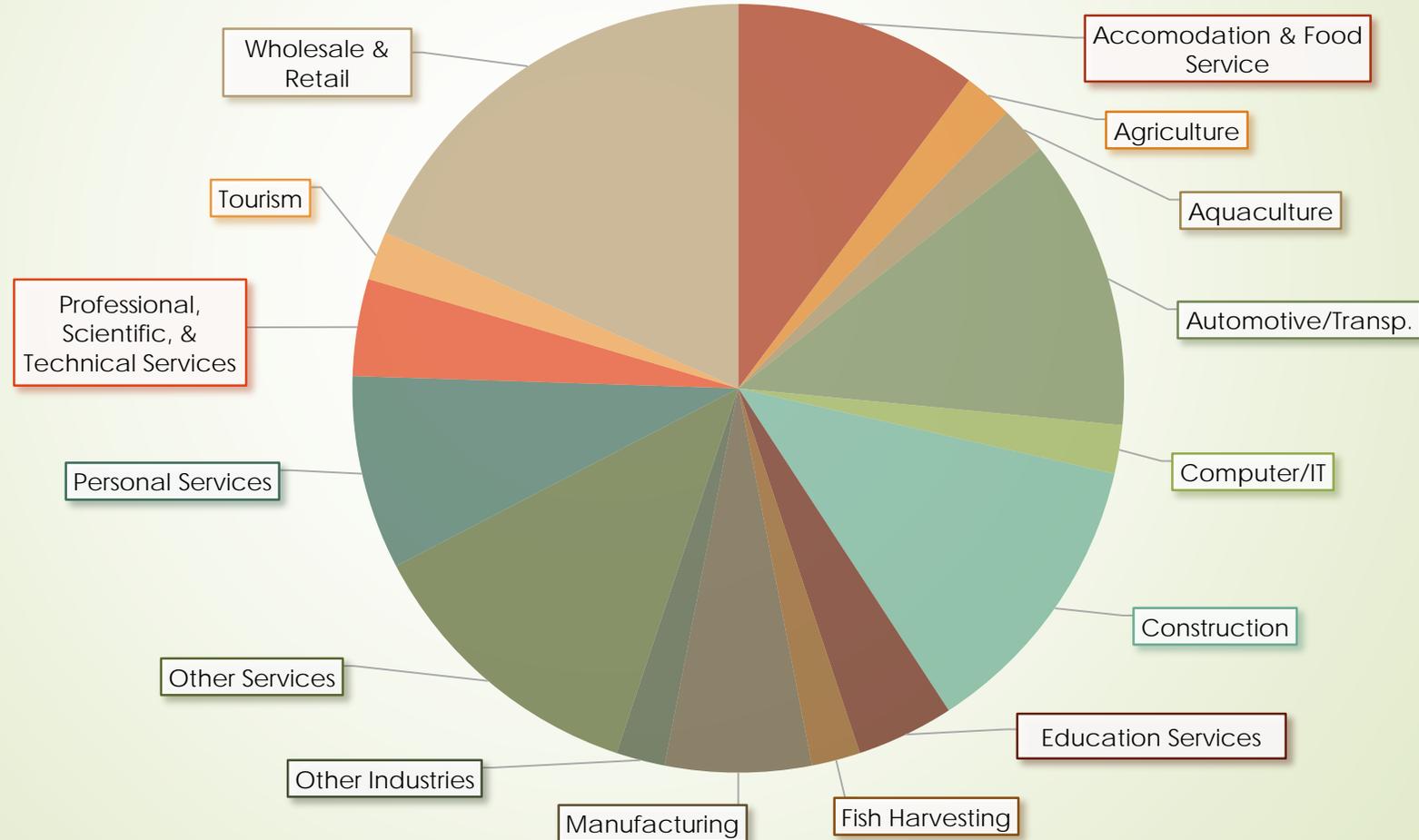
Over \$575,000  
leveraged funds

*CBDC Blue Water has disbursed 1,485 loans since its inception in 1989  
with a value of \$42.3 million*

# Working With All Industries

Our loan portfolio covers a range of industries and in the 2017 – 2018 year we were able to bring a wide variety of products and services to our rural communities.

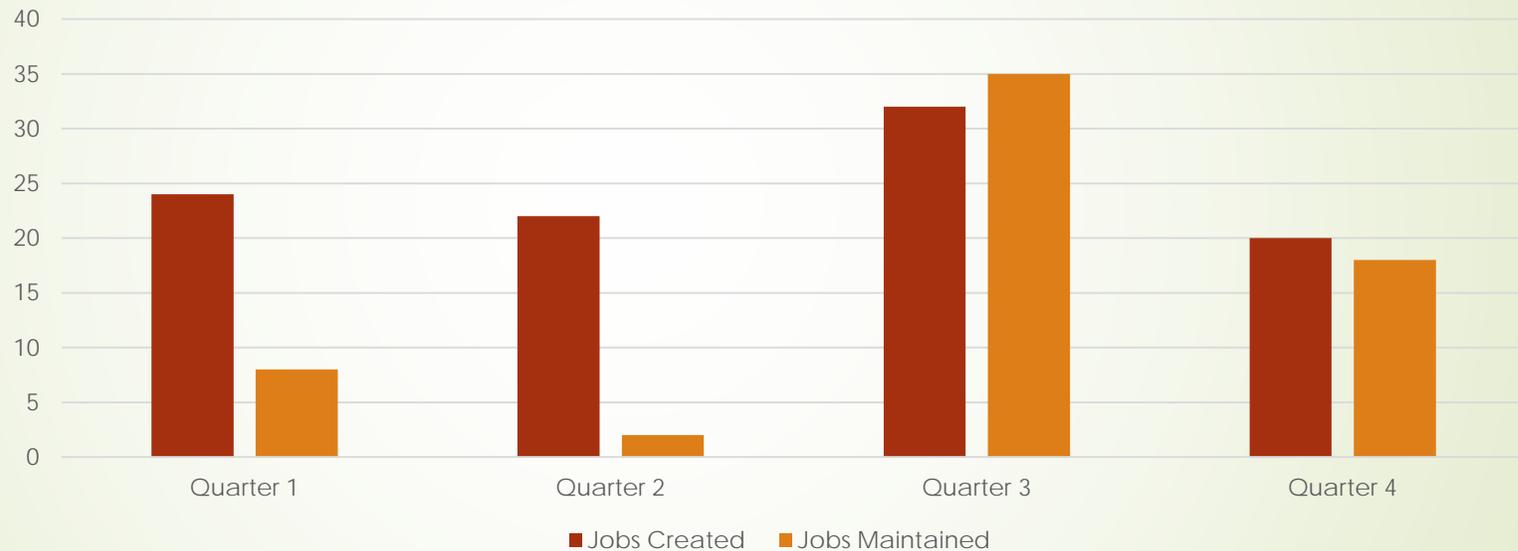
LOANS BY INDUSTRY SECTOR 2017/2018



# Rural Job Creation & Retention

In the 2017 – 2018 year, CBDC Blue Water assisted in the creation of **98 new jobs** and helped to **maintain 63 existing jobs** in our rural communities.

Job Creation & Retention 2017/2018





***We Believe In  
You!***

