



**Shelburne County Business Development
Center Limited**



Year In Review

April 1, 2017 – March 31, 2018

Think Business... Think CBDC

Providing Flexible Financing and Advice to Business

CBDC~Shelburne

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An ACOA Partner, Serving Rural Atlantic Canada

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CHAIRPERSON'S MESSAGE

It is indeed an honour to bring greetings to the people of Shelburne County on behalf of the Board of Directors of CBDC -Shelburne and the dedicated professional employees who continue to serve our clients on a regular basis. CBDC-Shelburne opened its doors to the public in 1990 to assist with job creation and diversification after the closure of National Sea. It is estimated that more than 100 volunteers have served on the Board since then. Shelburne County has witnessed many changes and challenges over the years and our CBDC continues to be a major stakeholder in most of these. Over the past 28 years we have invested more than 28 million dollars into our local economy.

During the past year we invested \$637,080 in twelve small businesses, which resulted in the creation of 11 new jobs and the maintenance of 19 existing jobs. We continue to monitor and counsel our clients and pride ourselves on our close working relationships. We also invested \$31,000 in small business training, a very important component in their ensured success going forward.

Our focus continues to be heavily weighted on the fishery as this is our bread and butter and where many of our requests stem from, whether they are a young fisher buying or upgrading a boat, a boat builder needing a loan or a facility to store fish. Aside from the fishery, there are many other loan requests from diverse industry including: trades, retail, continuing care, social enterprises and more. We are excited to assist in helping such deserving non- profit groups such as AGAPE Café and SASI which contribute so much to the entire county.

CBDC –Shelburne exists because of the financial assistance of Atlantic Canada Opportunities Agency that support our operations. We thrive and succeed with the willing partnerships of NSCC, Employment NS, our local municipal units and NS Works. We stand out because of the teamwork of our valued employees and their executive director. We continue to flourish because of a small group of dedicated people who take time from their busy lives to freely give of their expertise to ensure our continued success.

To all who make this possible, a heartfelt “Thank You “.



Donna LeBlanc-Messenger

WHO WE ARE



We are part of Community Business

Development Corporations, a network of 41

independent, not-for profit organizations that work with all levels of government and the private sector to meet the needs of small business. CBDC-Shelburne is dedicated to the development of small business and assisting entrepreneurs in accessing financing, business training and other resources.



CBDC-Shelburne Staff (left to right): Beatti Mahaney, Business Analyst; Ardith Van Buskirk, Development Officer; Lori Zwicker, Administrative Assistant; Dixie Redmond, Executive Director

Vision

To contribute to the sustainable economic development of Shelburne County through the development and continued support of small business.

Mission

Provide advisory services, counseling, training and aftercare in support of entrepreneurs and small business owners.

Offer financial services in the form of repayable business loans, loan guarantees and equity participation.

Work with public and private sector with a coordinated approach for sustained economic development.

MEET OUR BOARD



Beverly Cox
Appointed Director February 2012



Wayne Williams
Appointed Director May 2013



Donna LeBlanc – Messenger
Appointed Director June 2016



Reg Rose
Appointed Director June 2016



Adlai Cunningham
Appointed Director December 2016



Dick Jensen
Appointed Director December 2016

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.

Micro Loans offer unsecured financing up to \$5,000.

Youth Loans offer financial assistance to youth aged 18 – 34 for business startup, modernization or expansion.

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

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.

EnergyWize Loans offer financial assistance to improve energy efficiencies in your business.

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

BusinessAble Loans offer financial assistance to entrepreneurs with disabilities seeking to start or expand a 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.

Self-Employment Options provides a much needed catalyst for new entrepreneurs, helping them to realize their goal of becoming a business owner by providing them with financial and coaching support during the planning and start-up phases of their business.

Clean Technology Initiative offers financing and advisory services designed for the purpose of promoting and advancing the use of clean technology.

COUNSELING AND ADVICE

CBDC-Shelburne provides business counseling and advice to new and existing businesses. We can help by assessing business problems or needs and recommending possible solutions.

Clean Technology Advisory Services



Shelburne County Cold Storage

Clean Technology Advisory Services allows small businesses and social enterprises to hire professional outside expertise to assist them in addressing timely issues, opportunities and/or challenges related to their use of clean technologies.

Consulting Advisory Services

This service provides funding to assess business operations ranging from a full assessment to specific areas such as management or competitiveness

River Hills Golf & Country Club





Entrepreneurial Training

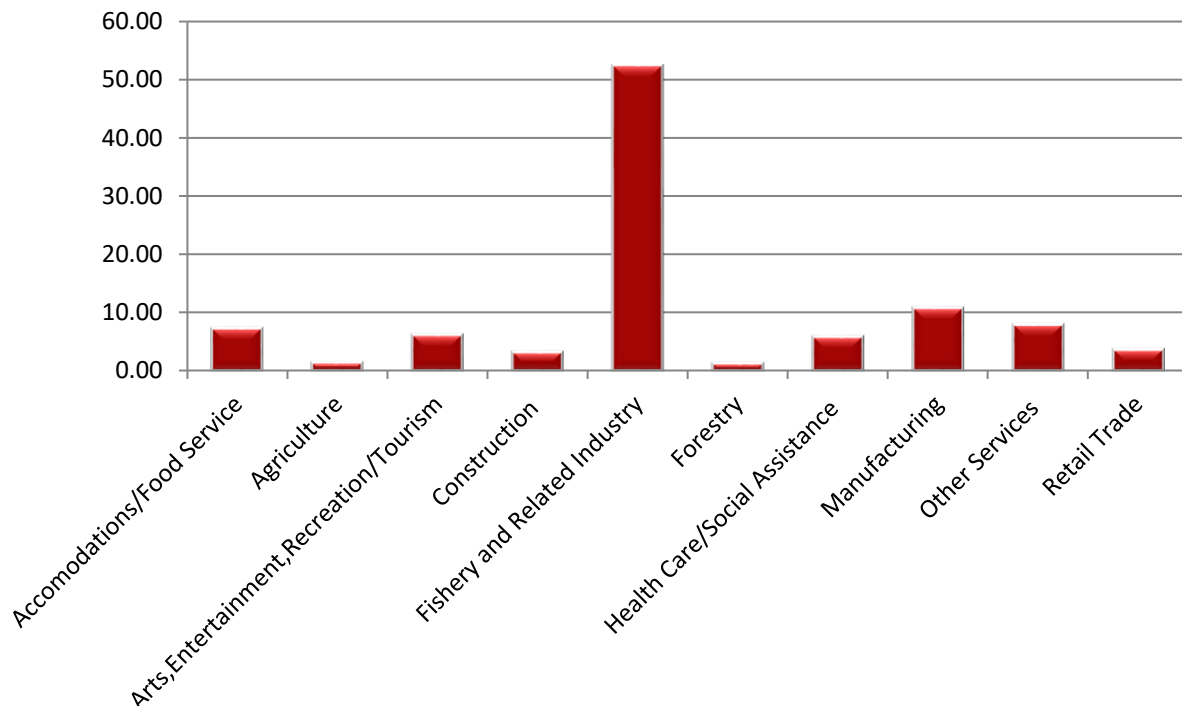


This fund provides financial assistance for business owners to access training that will enhance the viability of their business. The fund can be used to provide group training sessions for clients and businesses.

INVESTMENT PERFORMANCE

April 1, 2017 – March 31, 2018	
Total Value of Assistance	\$637,080
Number of Loans Disbursed	12
 New Business Start-up	5
 Business Expansion/Modernization	7
Jobs Created	11
Jobs Maintained	19
Counselling Services to Small Business Clients	114
Levered Funds	\$73,178

PORTFOLIO % BY SECTOR



SELF EMPLOYMENT PROGRAM

The Self Employment Program is designed to assist eligible unemployed individuals create jobs for themselves by starting their own businesses.

What Our Clients Are Saying:



“It benefited me to make a lifelong dream come true when nobody else would.” – Lorraine Surette, Cape View Seniors Boarding Home

“If not for the SEB program, I would have not taken the financial risk of starting my own business.” – Danny Ross, Ross’ Quality Construction



“The self employment program has allowed me to focus on my business instead of having to find work and take time away from that. The program is very straightforward and the support I have received has been great.” – Christine Nickerson, Grammie’s House Fusion Mineral Paint



OUR PARTNERS

The strength of our organization is in the strength of our partnerships:

- Atlantic Canada Opportunities Agency
- Barrington & Area Chamber of Commerce
- Black Business Initiative
- Business Development Bank of Canada
- Canada Business-Nova Scotia
- Centre for Entrepreneurship Education & Development
- Center for Women in Business
- Department of Community Services
- Nova Scotia Economic & Rural Development and Tourism
- Employment Nova Scotia
- Entrepreneurs with Disabilities Network
- Municipality of Barrington
- Municipality of Shelburne
- Nova Scotia Business Inc.
- Nova Scotia Community College Shelburne Campus
- Nova Scotia Department of Labour and Advanced Education
- Nova Scotia Office of Immigration
- Nova Scotia Works Employment Service Centre
- Shelburne & Area Chamber of Commerce
- Shelburne County Tourism Association
- Town of Clarks Harbour
- Town of Lockeport
- Town of Shelburne

SHELBURNE COUNTY COMMUNITY & BUSINESS EXCELLENCE AWARDS



The recipients of the 2017 Shelburne County Community and Business Excellence Awards. From left, back row: Quent and Lisa Wickens, Simply Country Décor, Artisan Entrepreneur Award; Andrew and Jennie Huskilson, H M Huskilson's Funeral Homes and Crematorium Ltd., Small Business of the Year; Terri Thomas, Smith & Watt Ltd., Large Business of the Year; and Shelley d'Eon, Regine Yang, David Swim and Kevin Smith, I Deveau Fisheries Ltd., Exporter of the Year. Front row: Alexandra Stoddard, Erin Swain, Della Newell, Cavell Stoddard and Adam Wolkins, Capt. Kat's Lobster Shack, Rising Star Award.

We are proud to partner with NSCC, NSBI, NS Works Employment Services Centre, Municipality of Barrington, Municipality of Shelburne, Town of Shelburne, Barrington Chamber of Commerce and Shelburne Chamber of Commerce to recognize the valuable contributions small businesses make to our communities.

LYDGATE LOCK STOCK AND BARREL GENERAL STORE LIMITED

When the store at the intersection known locally as Page's Corner near Lockeport closed several years ago, the community lost more than a convenience store. It lost the only local gas station too.

Around that time, Tim MacIntosh was feeling burnt out at his last job where one of the previous owners of the store happened to work. Tim thought he might like to take over the store. "We did some negotiating and I said, 'I want everything that's in it too, lock, stock and barrel.'"

The concept for Lydgate Lock, Stock and Barrel was born. "We wanted to provide gas," says Tim, "because people were driving to Sable or Shelburne. Then we said, okay, the hardware store's closing down, so we need to bring in hardware." With the addition of a small grocery section, a drive through window and the return of the popular ice cream service, Tim, his wife Ruth and two business partners opened an old-fashioned general store with a couple of modern twists.

Tim and Ruth speak with pride about the astonishing variety of goods they stock in the small store. Tim says, "People are coming here, say, on a Sunday to get a hot water tank or a water pump. Once, I sold six hot water tanks in one day."

To get Lock, Stock and Barrel off the ground, the MacIntoshes went to CBDC in Shelburne. "Before we opened, we went to all the training available," says Tim. "They provided financing and training like accounting, advertising and promotion. CBDC's been so helpful to us." Specifically, they speak highly of Ardith Van Buskirk. "Ardith's been there the whole time providing us with what we needed," says Tim. Ruth adds, "She comes to the store and checks in."

Tim and Ruth opened in June, 2016. "I wish I had a dollar for every time someone has come here and said, 'I'm glad you guys are here – you saved me a trip to Shelburne,'" says Tim. "It makes you feel good." The MacIntoshes see their store as a community service and give the example of the Christmas storm in 2017.

"Christmas day, early in the morning we were here providing gas until it ran out," says Tim. "I pulled every string I could and the next day I had gas here again. We had a generator providing gas for all the emergency vehicles in this area. They told me it was the biggest lineup they've ever seen on both sides of the road waiting for gas." Ruth adds, "We sold a week's worth of gas in one day."

For some customers they deliver groceries. They give others a lift home with their purchases. "We've supported everyone who comes here for donations," says Tim. They even provide a barbecue, tent and some supplies at cost for those who want to hold a fundraiser outside the store. With Lock, Stock and Barrel, Tim and Ruth MacIntosh have created more than a variety store. They've become a hub of community activity.



JOCELYN'S SEWING ROOM

Jocelyn Drane has been growing her Shelburne- based sewing business stitch by stitch over the past 18 years.

Now a successful vendor at the Shelburne Farmers market, with product in outlets as far away as Chester, she's quick to acknowledge that CBDC Shelburne has been the thread that has woven the business together. As someone who has always sewn her own and her children's clothing, the stay-at-home mom decided to start her Jocelyn's Sewing Room when her kids were off to school and she had time on her hands. One of her first orders was from a neighbour's daughter, who wanted a prom dress exactly like the one Kat Winslet wore in the final scene of the movie Titanic.

Having taken a costume design at Dalhousie University years previously, Drane knew she was up for the job. "And I made that just from pictures."

Word got out and more and more orders came in; Drane realized she would need more equipment and table space to service them. So she turned to CBDC Shelburne for a loan.

Approximately \$2,000 later, she was set.

"They got me up and running," Drane says.

She expanded into embroidery work when her mother passed away 10 years ago, purchasing an embroidery machine from the proceeds of the sale of her house.

"I always wanted one and I said that way when I do things I can think of my mom," she says. But soon the projects she produced far exceeded her own requirements, so she started selling her embroidery down at the local farmers market.

"And it got to the point that I needed a better machine to keep up with the orders. People wanted bigger designs. I wanted bigger designs. I couldn't do it with the little machine I had."

About a year and a half ago, CBDC again helped her again with a loan, this time for \$2,500. With that she bought a new embroidery machine and specialized sewing machine that would allow her to give knits a more sophisticated finish.

"I don't want it to look like it was just some home job done. I want it to look professional."

As well as at the Farmer's Markets in Chester, Drane's sewing can be found at the Black Loyalist Heritage Centre in Birchtown.

This summer has been "crazy busy" with an order from the Long Boat Society for 20 shirts and pants.

Drane suggests other vendors at farmers markets might consider turning to the CBDC for assistance with purchasing pottery or baking equipment. As a home-based business with its "peaks and valleys," Jocelyn's Sewing Room "definitely" took shop as a result of its help, she says.



MR FISH



When Dawn Ringer bought Mr Fish, people told her she was exactly the right person for the job. That's because Dawn worked at the popular fish market and seafood takeout in Shelburne for about 15 years under previous owners and got to know every corner of the operation. "This is my home," she says. "When it came up for sale, I wanted it."

Dawn might have wanted to own and operate the business she came to love as an employee, but she had neither the resources nor the expertise to do so. To get started, she went to a bank for a loan. She was turned down.

"Truthfully," says Dawn. "I'm glad the bank turned me down." Next, she went to the

Community Business Development Corporation (CBDC) in Shelburne. What she discovered there changed her life. "CBDC doesn't give you a loan

and they're done," she says. "They're with you all the way."

At CBDC, Dawn entered the Self-Employment Program with help from program coordinator, Grace Campbell. The program provided Dawn with income and technical support for several months while she got the business up and running.

"They offer me chances to take courses they know are good for me," says Dawn. She took computer training on site at Mr Fish twice a week, a restaurant operating course instructed by two chefs and another course on bookkeeping.

"They were great," says Dawn. "I couldn't have done it without CBDC." Of the personal service she receives, Dawn says, "Grace gives me calls, pops down to see how I'm doing. I think the world of her."

Running a small business means a steep learning curve, hard work and long hours. "I'm here pretty much every morning at 7:30 and til 8 every night," says Dawn. "Even on my weekends off, I'm here. You gotta do what you gotta do."

Ten days after she opened on July 1, 2016, Dawn's second grandchild was born. "That was hard," says Dawn. Her favourite thing to do other than work is spend time with the little ones she calls her "grand babies." But she knew starting a business takes sacrifice. Today, she finds ways to cope. Her family brings the grand babies to see her at work, and she's looking down the road when the loan is paid off so she can hire more staff and see more of the little ones. But, says Dawn, "If I had to do it again, I would."

In the meantime, she's gladly spending most of her waking hours making Mr Fish a success. "People say I should change the name to Mrs Fish," jokes Dawn. "Some call me that now".

CBDC-Shelburne Quick Facts

Did you know? ~ CBDC-Shelburne ...

- 🍁 has worked in our communities for **28 years**;
- 🍁 has benefited from the expertise of **100s of volunteers**;
- 🍁 has assisted over **7000 entrepreneurs**;
- 🍁 has injected in excess of **\$28 million** into Shelburne County businesses;
- 🍁 maintains an investment portfolio of **\$6.4 million**



We believe in You.



**Atlantic Canada
Opportunities
Agency**