



**Shelburne County Business Development
Center Limited**



Year In Review

April 1, 2019 – March 31, 2020

Think Business... Think CBDC

CBDC~Shelburne

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An ACOA Partner, Serving Rural Atlantic Canada

CONTENTS

2	Message from the Chair
3	Who We Are
4	Meet Our Board
5	What We Offer
6	Counseling and Advice
7	Investment Performance
8	Self Employment Program
9	Our Partners

Client Testimonials:

10	M. MacKenzie Garage
11	CBDC Makes Innovation a “Wizz”
12	CBDC Quick Facts

Further information is available upon request

MESSAGE FROM THE CHAIR

This past year was a year of promise and opportunity for many until the untimely changes caused by Covid 19 which have turned all of our worlds upside down. Nothing is as it was since early March when the dreaded pandemic impacted our country and our province.

Having said that, I will give you a glimpse of the stats for CBDC leading up to this new “Abnormal “ that we are living with and adapting to in order to keep our ship and county afloat. During the past fiscal year we have seen 20 new loans being approved. We have invested a total of \$1,466,496 into the economy of Shelburne County. Our current portfolio showcases 72 small business clients accounting for a total investment of \$6,718,280. Our loans support a variety of business ventures with a heavy concentration on fishery and related industries.

On the training and counselling end of things we were able to deliver 16 training sessions supporting a total of 54 small business clients.

The success of CBDC Shelburne is directly related to the professionalism of and dedication of our staff and volunteer board of directors. We especially acknowledge their commitment during these troubled times.

This year we will see a major change in our operation. Dixie Redmond, our Executive Director for the past two decades will be pursuing a well deserved retirement and the reins of CBDC Shelburne will be passed on to a new leader. We welcome Heidi Wagner to lead our team. Heidi has a wealth of experience including but not limited to finance, municipal, and Human Resources and will bring a lot of talent to the table . Replacing Dixie has been a difficult and arduous task for the board and we wish her the best in her retirement. We praise her for her commitment and expertise and know she will be a wonderful mentor to our new Executive Director.

Our relationship with ACOA continues to be what sustains us and we rely on the support of the Nova Scotia and Atlantic Associations of CBDC’s as resource and support. Other stakeholders such as NSCC, municipal units, and Employment Nova Scotia continue to be a valuable part of the economic fabric of our county.

I am very proud to be part of this small group of individuals who believe in the growth and sustainability of our area. Thank you one and all for your continued support.

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 advisory services.



CBDC-Shelburne Staff (left to right): Lori Zwicker, Administrative Assistant; Beatti Mahaney, Manager of Accounting and Administration; Dixie Redmond, Executive Director; Ardith VanBuskirk, Development Officer

Vision

A sustainable and prosperous community where entrepreneurs create and maintain jobs, providing a strong quality of life for future generations.

Mission

To revitalize the economy of Shelburne County through the provision of financial and technical services to entrepreneurs and small business owners.

MEET OUR BOARD



Donna LeBlanc – Messenger
Appointed June 2016



Wayne Williams
Appointed May 2013



Anthony Gosbee, Appointed September 2018



Jim Chandler, Appointed January 2020



Adlai Cunningham, Appointed December 2016



Dick Jensen, Appointed Director December 2016



Karla Wilms, Appointed September 2019

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 \$150,000 in the form of repayable loans, loan guarantees and equity participation.

Micro Loans offer unsecured financing up to \$10,000.

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.

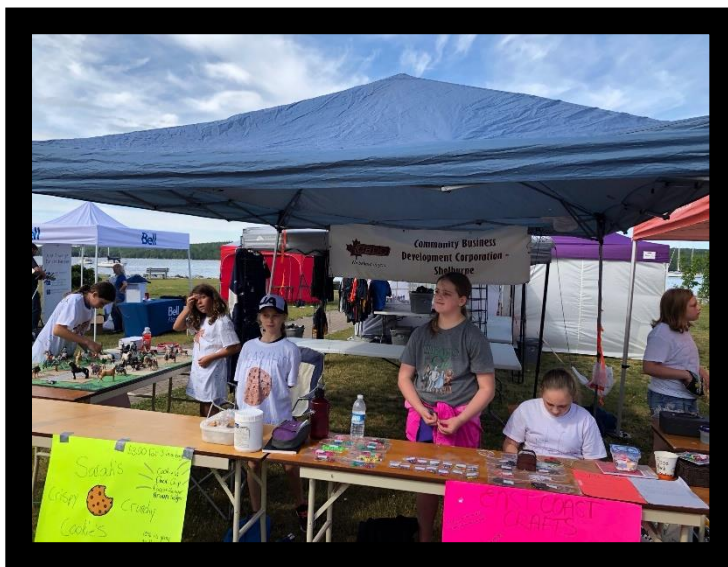
Self-Employment Benefits provides a much needed catalyst for new entrepreneurs, helping them to realize their goal of becoming a business owner by providing them with financial and coaching support during the planning and start-up phases of their business.

BUSINESS COUNSELING AND ADVISORY SERVICES

CBDC-Shelburne provides Business Training and Consultant Advisory Services to new and existing business and social enterprise organizations. These programs enable clients to access technical and financial assistance to assist with various issues, opportunities and challenges throughout their business life cycle.



Small Business Week 'How to Improve Your Social Media Presence' workshop series delivered by Annie King



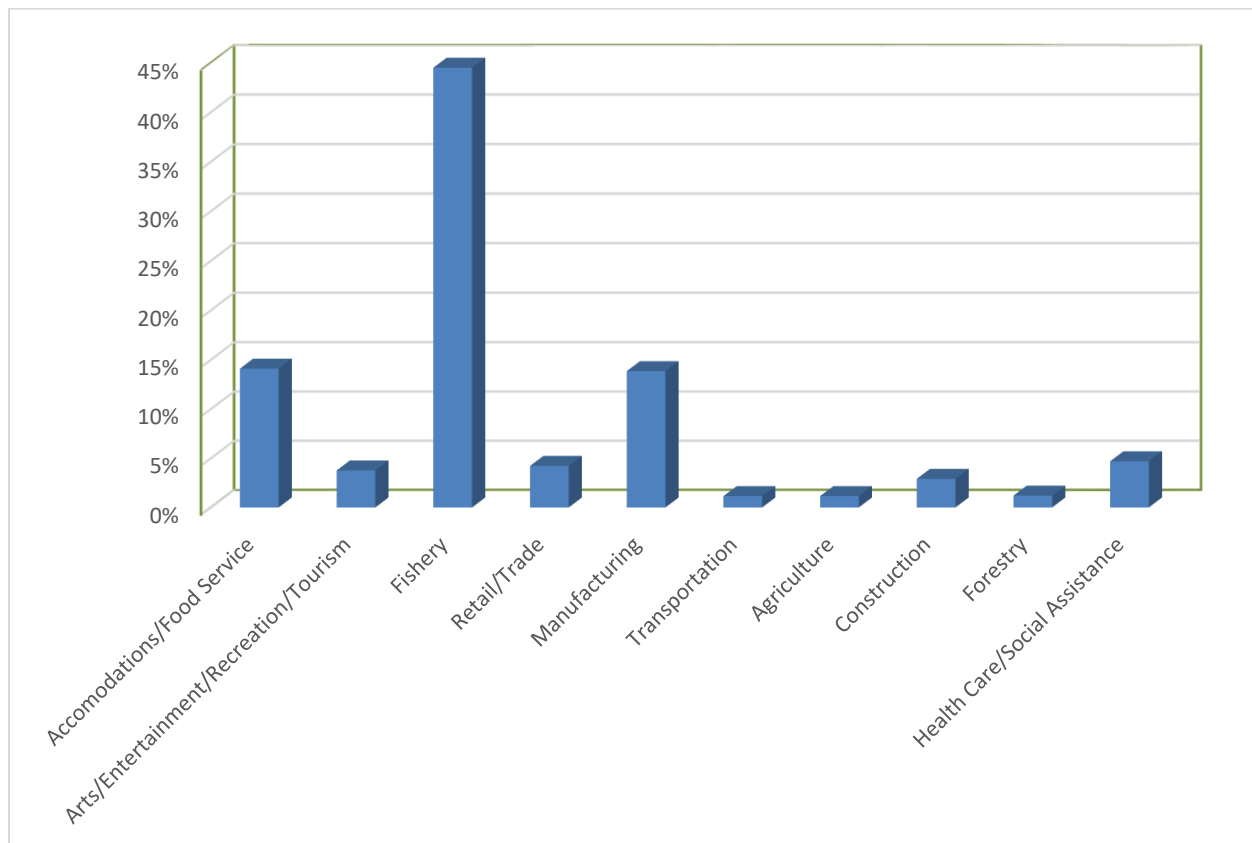
This year we were pleased to collaborate with Municipality of Shelburne, Town of Shelburne and Boxing Rock Brewing Company to host our first Shelburne County Entrepreneurship Camp for young aspiring entrepreneurs.

Photo provided by Municipality of Shelburne

INVESTMENT PERFORMANCE

April 1, 2018 – March 31, 2019	
Total Approved Value of Assistance	\$1,466,496
Number of Loans Approved	20
Jobs Created	15
Jobs Maintained	95
Levered Funds	211,428
Counselling /Training Services delivered to small business owners and social enterprise organizations	86

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 business.



“I wanted to start my own business but was unable to get bank loans. With the Self Employment Options Program I was able to get a weekly income to cover my living expenses and attend helpful programs while building my small business”.

Christopher Kenney, Seakay Marine Electronics



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
- ❁ 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
- ❁ 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
- ❁ Western Regional Enterprise Network

M. MacKenzie Garage



When Mark MacKenzie got injured at work, he knew his life had to change direction. “I ruptured the Achilles tendon,” MacKenzie says. “I had nine months off, a lot of sit down thinking time.” He found himself asking what he was going to do with the rest of his life. When Workers Compensation ran out, he had to borrow to pay his bills. He needed a break.

One day, opportunity literally knocked. “Customers were beating on the door of my house,” MacKenzie says. People in the community knew of his skills and needed them. “They wanted me to work on their cars. I have 23 years of automotive. Six years of small engine repair. Mechanics runs in the family.”

The day after potential customers came looking for him, MacKenzie went to a local garage where he knew there was an unused auto repair bay. “I walked in the door and introduced myself to the garage owner, said I was interested in renting the space. He said, ‘They told me you were coming.’” That’s when MacKenzie knew for sure that there was work out there for him.

With no tools or equipment and debt from getting through his injury, MacKenzie was still a long way from opening an auto repair shop. Once again, friends had the answer. “I was looking into what it would take to start a business,” MacKenzie says. “Friends told me to go to the CBDC. Word is out there that they can help you with everything you need. They may even be able to find you a little funding.” He went to see Development Officer, Ardith Van Buskirk in CBDC’s Shelburne office. “They helped me get on my feet. They gave me the information I needed to start my business plan. I’d pop in once a week just so I could run my business plan by her. Whenever I had any questions at all, she organized training. I was able to get my plan written up, and it looked pretty good. I followed that to a T for the first year. I was off by \$4000. I thought that was pretty good.”

Four years later, M. MacKenzie Garage is repairing vehicles five days a week. MacKenzie has even hired an employee. “I have an apprentice. She was going to school when I was opening the doors. She’s grown as a mechanic as we’ve grown as a business.” MacKenzie is very positive about his experience with CBDC. “She was above and beyond,” he says of Van Buskirk. “She picked me up out of a dark place and gave me a future. She was phenomenal.” MacKenzie is now like his friends, spreading the word that CBDC is the place to find the kind of support it takes to open a business. As for his injury, MacKenzie has recovered, although he adds that there’s no trade harder on the body than auto repair. Still, he’s slowly getting back into some of the volunteer work he enjoyed before his injury. He recently rejoined Barrington Ground Search and Rescue. These days, life is good for Mark MacKenzie because he’s supporting himself. As he puts it, “I like to be independent.”

CBDC Makes Innovation a “Wizz”



When engineer Guy Tipton approached Cyril Meagher, President and General Manager of Allendale Electronics in Lockeport, with the concept for a new product that would help solve a problem in the booming craft beer industry, Meagher invited him to join the team to build a prototype.

The FizzWizz was born.

Today, the FizzWizz and several other products for the craft beer industry are manufactured under the brand name BrewWizz. “It’s our main product,” Meagher says of the BrewWizz line. “But we also have a TempWizz that measures temperature, for example.” Allendale Electronics owns the rights to build, sell, and distribute the FizzWizz. BrewWizz is doing so well, it’s about to launch a new on-line store.

According to the recently launched website for the new BrewWizz brand, “The FizzWizz by BrewWizz, Bubbles Anywhere Edition, is a fully automated carbonation system that gets it right every time by solving the problems of inconsistent and unstable carbonation levels.”

Meagher describes Allendale Electronics as “a contract manufacturer for electronic products. Other people design things and we build it to their specifications.” The latest of those products is now the FizzWizz.

The Shelburne CBDC has played a vitally important role in the survival and growth of Allendale Electronics over the years, providing it with the flexibility it needs to bring new products like the FizzWizz to market and making it an important component of Allendale Electronics’ workflow.

“They’ve been supporting us all along,” Meagher says. “The FizzWizz is one thing that came out of that support, allowing us to continue to build. Recently, they’ve given us a line of credit so we’re able to buy all the parts we need.” *Throughout their relationship, Allendale Electronics has worked primarily with CBDC Executive Director, Dixie Redmond.* “She’s very understanding and easy to work with,” Meagher says of Redmond. “She likes to touch base at least monthly. It must be difficult because we’re different than a lot of businesses around here. We’re a manufacturer, and there aren’t a lot of manufacturers here.”

Given his positive experience, Meagher has some advice for the local business community. “It’s a good idea to contact CBDC if you’re starting a business or expanding. If you’ve got new business ideas that you want to try, they have a lot of good contacts. They steered us toward some banking resources, and they know a lot of the federal and provincial programs. They make sure we’re talking to the right people.”

Meagher gives a recent example of how important it is to keep CBDC in mind. “Another one of the things they and ACOA have done is deferred loan payments because of COVID-19,” Meagher says. When the coronavirus outbreak in China made the news, Meagher saw trouble on the horizon. “We didn’t know what would happen to us,” Meagher says. “I was concerned about the supply chain, so I brought all the parts in to build the next 50 FizzWizz units. We just wanted to secure things as best we could.”

In the middle of the near complete economic shutdown, there weren’t many orders, says Meagher, but thanks to the CBDC, “We’re good to go as the economy turns around.”

CBDC-Shelburne Quick Facts

Did you know? ~ CBDC-Shelburne ...

- 🍁 has worked in our communities for **30 years**;
- 🍁 has benefited from the expertise of **100s of volunteers**;
- 🍁 has assisted over **7200 entrepreneurs**;
- 🍁 has injected in excess of **\$30 million** into Shelburne County businesses;
- 🍁 maintains an investment portfolio of **\$6.7 million**



We believe in You.



**Atlantic Canada
Opportunities
Agency**