

*Helping
communities
grow*



2020

A YEAR IN REVIEW

NOVA SCOTIA ASSOCIATION OF
COMMUNITY BUSINESS
DEVELOPMENT CORPORATIONS



TABLE OF CONTENTS

NS Association of CBDCs - Highlights.....	3
NS Association of CBDCs - Provincial Projects	4
Annapolis Ventures CBDC.....	5
CBDC Blue Water	6
CBDC Cumberland.....	7
CBDC Digby Clare.....	8
CBDC Guysborough.....	9
CBDC Hants-Kings.....	10
CBDC NOBL	11
CBDC Northside Victoria	12
CBDC Shelburne.....	13
CBDC Yarmouth	14
Coastal Business CBDC	15
InRich CBDC.....	16
South Shore Opportunities.....	17



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 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 Grow Export program and SkillsonlineNS.ca.

HIGHLIGHTS

Nova Scotia's 13 CBDCs approved 441 loans totaling \$21,376,877 in investments to small and medium-sized businesses. These investments resulted in the creation and/or maintenance of over 1,400 jobs and helped businesses leverage \$10,861,822 from other sources. Fifty-five 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 2019-20, 189 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 30,000 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 2019-20, CBDCs helped 400 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 2019-20 CBDCs approved 23 applications for a total of \$98,788 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 30,000 users added in that time. The platform offers free online training and the ability to track employee training. This past year saw the creation of new content for the non-profit sector and the conversion of additional courseware from Flash to HTML.

Spark Innovation Program

The Association took over management of the Spark Innovation Program in 2019. There were 37 applicants from rural Nova Scotia and 9 winners were awarded a total of \$375,000 in prize money to help them turn their business ideas into reality.

Grow Export

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 is a comprehensive export readiness initiative that aims to build export culture among SMEs in the Atlantic Provinces through export coaching and training and an educational trade mission. Thirty-two companies participated.

Cuba Trade Mission

The Association took over management of the Pan Atlantic Trade Mission to Cuba in 2019. The mission happens each year and is held in conjunction with FIHAV the Havana International Trade Fair. The project included participation in FIHAV, one-on-one meetings for companies, pre-mission workshops and an in-market networking event. Seven companies attended the mission.

Community Capacity Fund

The objective of the Community Capacity Fund (CCF) is to build strategic capacity as it relates to regional development initiatives in rural areas of Nova Scotia. The CCF assists industry/sector associations, municipalities, social enterprises and not-for-profit organizations initiate small-scaled activities that are limited in scope, time-sensitive, require financial assistance to be undertaken, and usually assists these organizations to address timely issues, opportunities and/or challenges through the support of professional outside expertise. Last year 16 organizations were approved for CCF assistance for a value of \$157,588.

Annapolis Ventures

Helping communities grow

FINANCIAL SUPPORT

38

LOANS APPROVED

\$937,100

AMOUNT DISBURSED

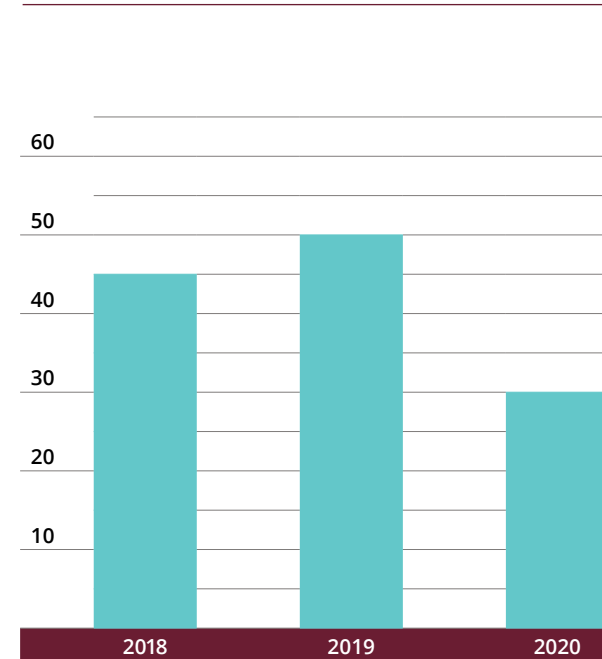
39%

NEW START-UPS

43

JOB'S CREATED & MAINTAINED

NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES

56

Clients received Training

183

Clients received Business Counselling

462

Site Visits/ Client Monitoring

OFFICE HIGHLIGHTS

940

Loans disbursed since inception

\$24.1 mil

Value of loans disbursed since inception

3

Staff

9

Volunteers

1985

Established

20,000

Population Served

"We are thankful for how Annapolis Ventures were very keen to help our vision become a reality. Without an organization like CBDC in our area, there would have been no way for us to accomplish what we have."

CHRIS WHITE
GRACEVIEW RESIDENCE

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



CBDC Blue Water

Helping communities grow

FINANCIAL SUPPORT

59

LOANS APPROVED

\$2,754,964

AMOUNT DISBURSED

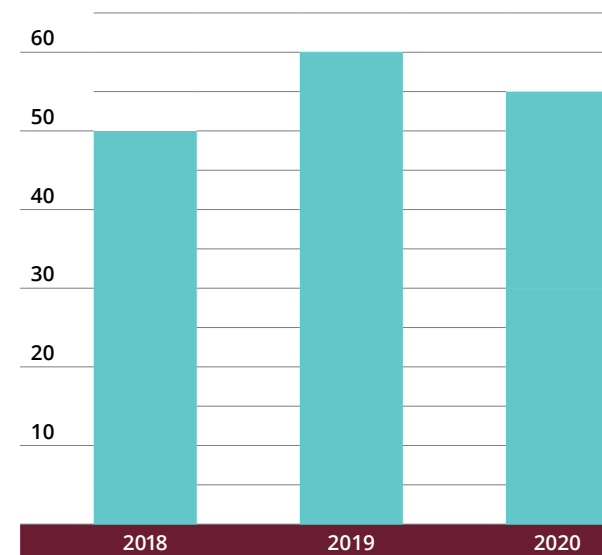
44%

NEW START-UPS

302

JOB'S CREATED & MAINTAINED

NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES

150

Clients received Training

235

Clients received Business Counselling

176

Site Visits/ Client Monitoring

OFFICE HIGHLIGHTS

1,596
Loans disbursed since inception

9
Staff

1989
Established

\$47.5 mil
Value of loans disbursed since inception

9
Volunteers

140,000
Population Served

"CBDC was kind enough to jump on board and take the risk with me."

DIANNA MAJOR
DENTAL MAGIC HYGIENE STUDIO

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



CBDC Cumberland

Helping communities grow

FINANCIAL SUPPORT

12

LOANS APPROVED

\$606,206

AMOUNT DISBURSED

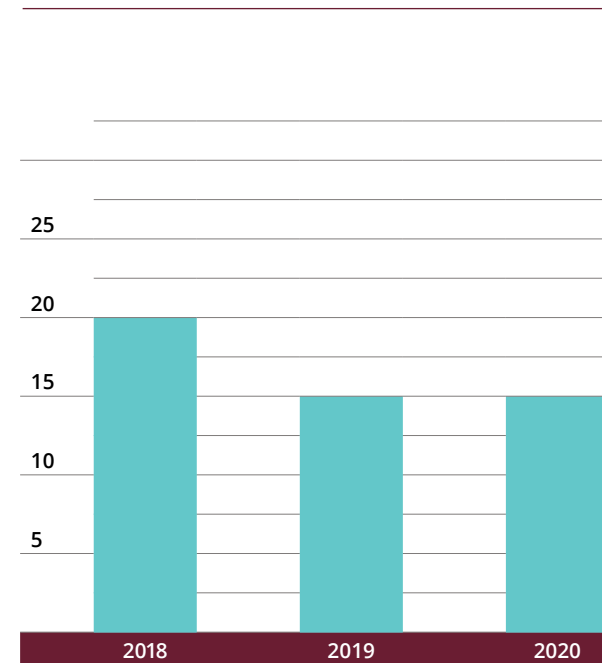
42%

NEW START-UPS

33

JOB'S CREATED & MAINTAINED

NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES

57

Clients received Training

68

Clients received Business Counselling

169

Site Visits/ Client Monitoring

OFFICE HIGHLIGHTS

773

Loans disbursed since inception

\$25.5 mil

Value of loans disbursed since inception

5

Staff

9

Volunteers

1985

Established

30,000

Population Served

"The CBDC was very helpful and provided immense amounts of support, they had a genuine desire for the business to succeed."

KEVIN AND ROSE KNIGHT
DIESEL EXPECTATIONS

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

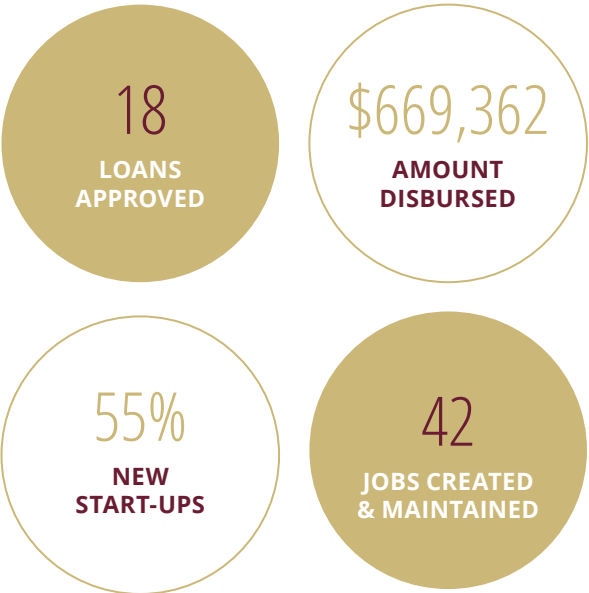




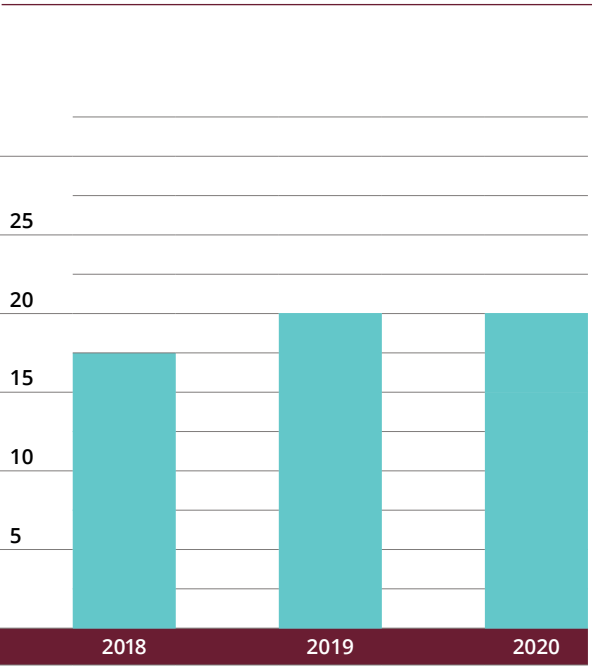
CBDC Digby Clare

Helping communities grow

FINANCIAL SUPPORT



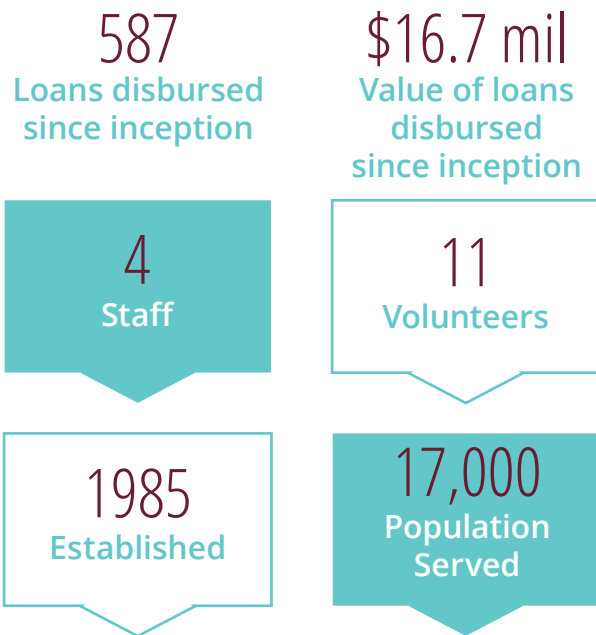
NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES



OFFICE HIGHLIGHTS



"We are really grateful for CBDC Digby Clare. Without their guidance we probably wouldn't have been able to make our dreams happen."

LORRAINE AND BRIAN MOORE
SCHOOL STREET MARKET

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

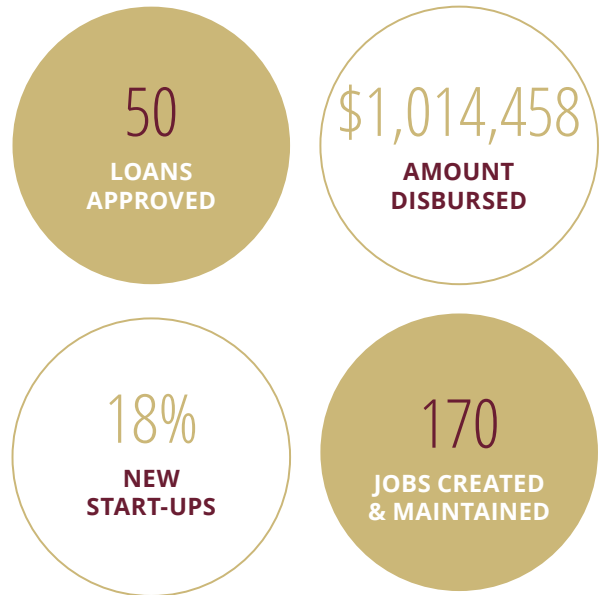




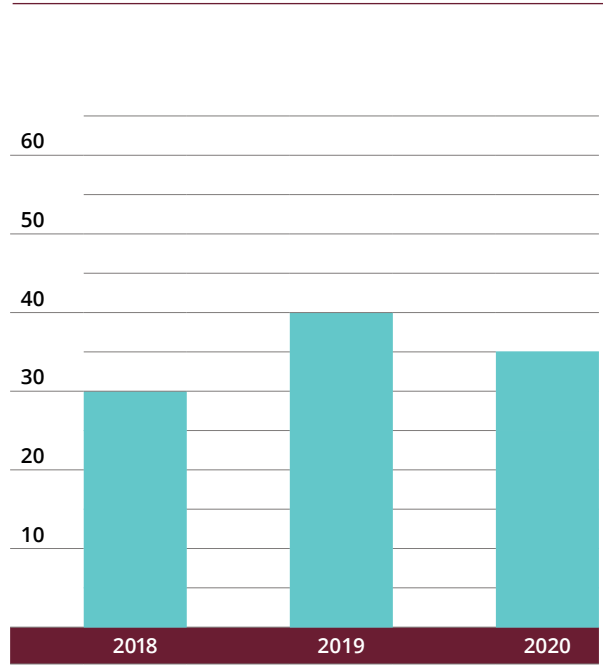
CBDC Guysborough County

Helping communities grow

FINANCIAL SUPPORT



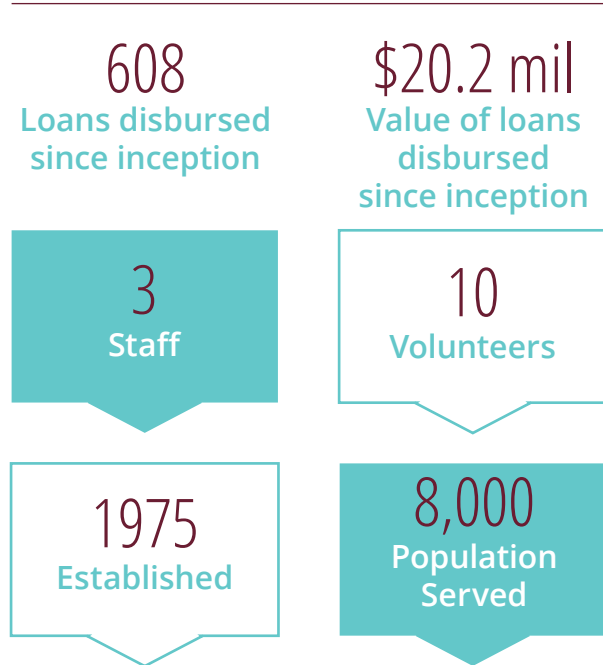
NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES



OFFICE HIGHLIGHTS



"CBDC has helped us 100%. They were always there, no questions asked. I would send any new entrepreneurs to CBDC."

THE FRASER FAMILY
SHERBROOKE GARAGE

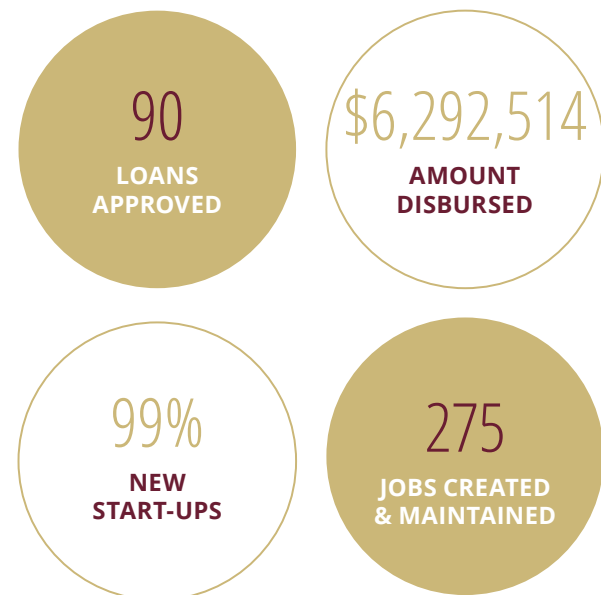
CBDC GUYSBOROUGH
46 Main Street
Guysborough, NS
902-533-2770



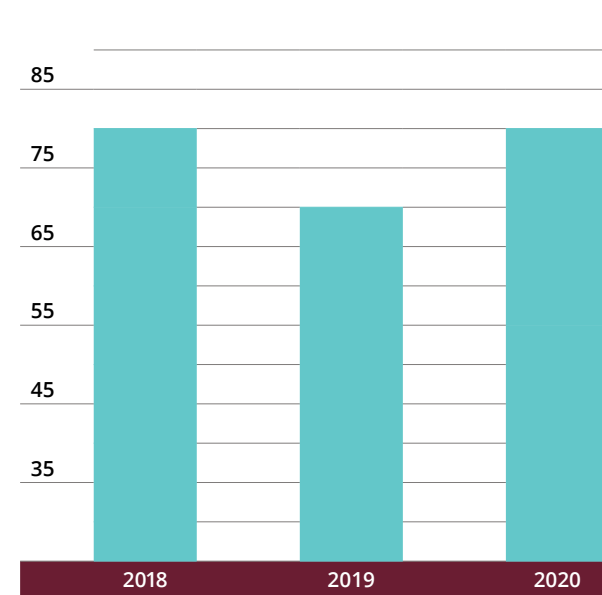
CBDC Hants Kings

Helping communities grow

FINANCIAL SUPPORT



NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES



OFFICE HIGHLIGHTS



"The CBDC helped us start our business. They gave us all the support we needed."

TIFFANY WILD
NATURA WILDERNESS RESORT

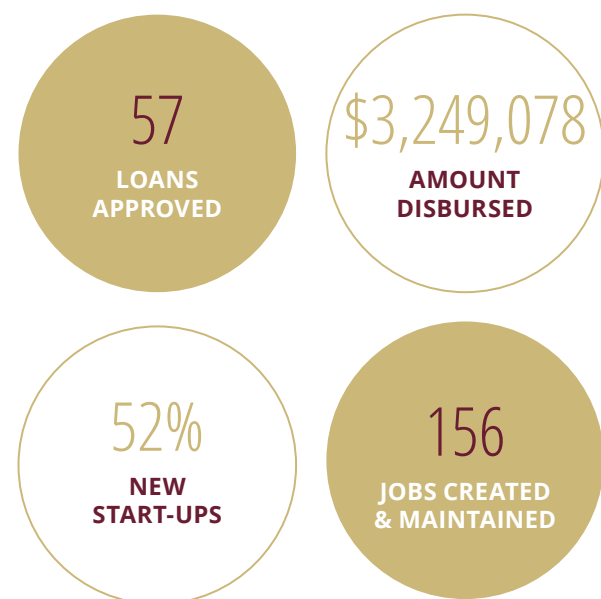
CBDC HANTS KINGS
80 Water Street
Windsor, NS
902-798-5717 (Windsor)
902-679-6215 (Kentville)
902-883-8879 (Enfield)



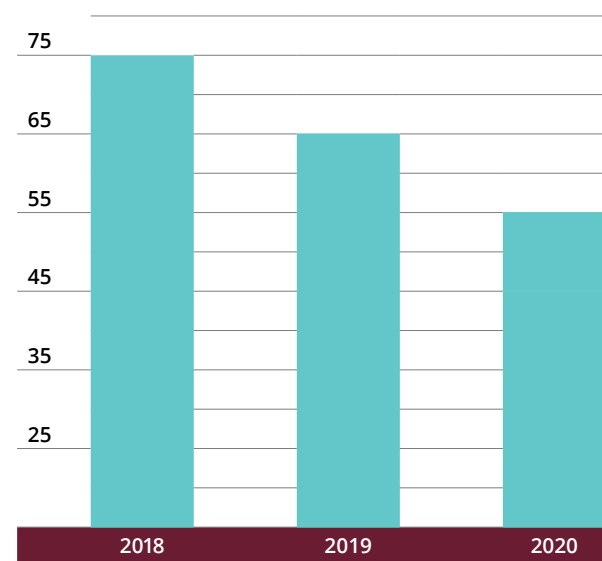
CBDC NOBL

Helping communities grow

FINANCIAL SUPPORT



NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES



OFFICE HIGHLIGHTS



"Without CBDC, I would be working an unsatisfying job."

TODD WILLIAMS
THE POO WIZARD

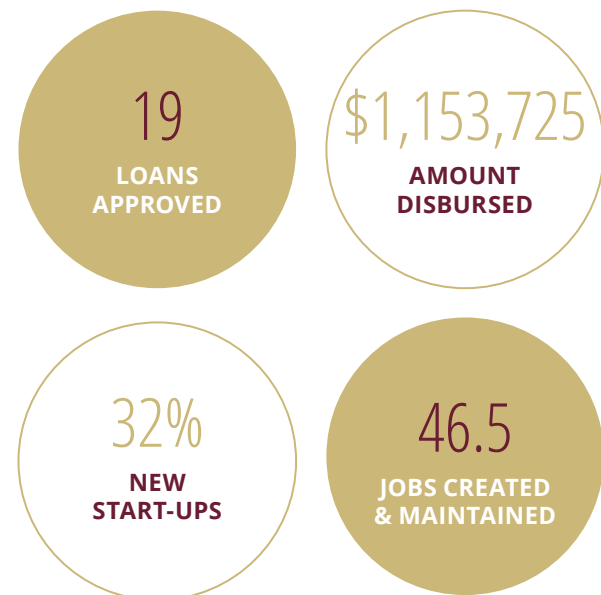
CBDC NOBL
4852 East River East Side Road
Plymouth NS
902-382-6625 (Pictou)
902-895-6625 (Truro)
902-867-6625 (Antigonish)



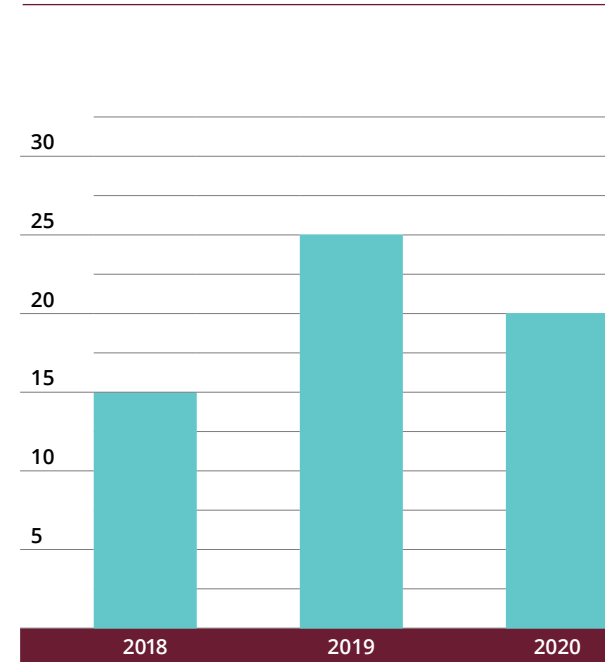
CBDC Northside Victoria

Helping communities grow

FINANCIAL SUPPORT



NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES



OFFICE HIGHLIGHTS



"We would not have been able to advance without the help of CBDC. They were very knowledgeable and helped with everything including our Business Plan."

JIM AND AMANDA DONATO
COMMERCIAL STREET DELI

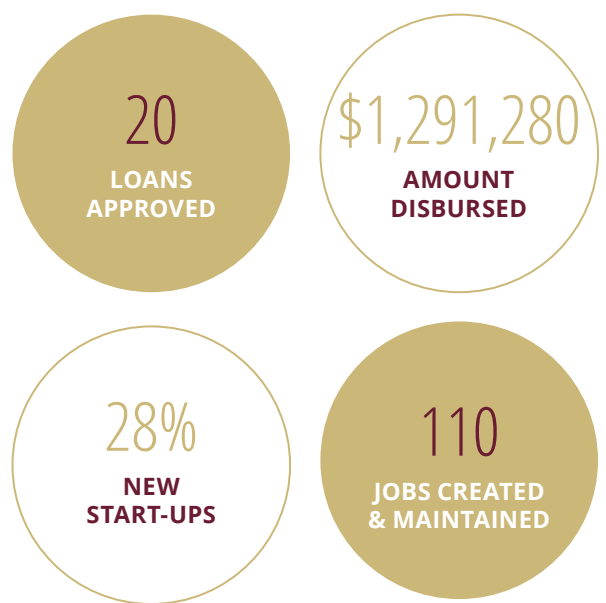
CBDC NORTHSIDE VICTORIA
1 Fraser Ave, Suite 7
Sydney Mines, NS
902-736-6211



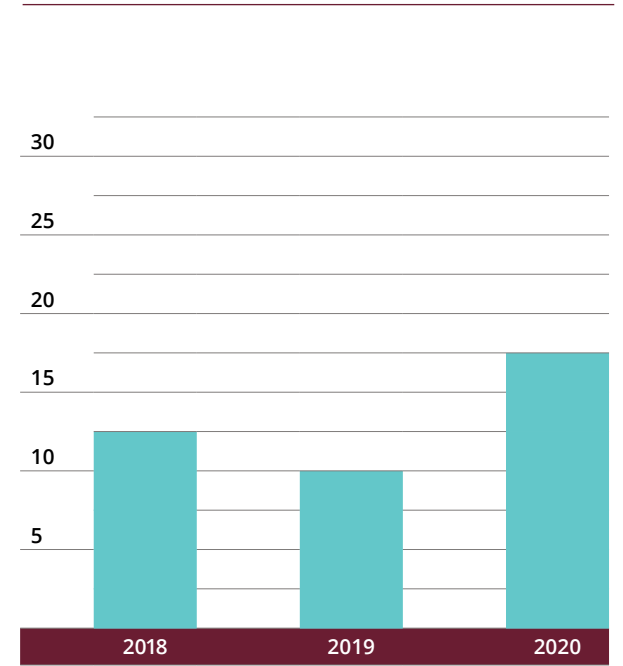
CBDC Shelburne

Helping communities grow

FINANCIAL SUPPORT



NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES



OFFICE HIGHLIGHTS



"CBDC offered many training opportunities, provided funding assistance, and helped with community support."

SHELBURNE ASSOCIATION SUPPORTING INCLUSION

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



CBDC Yarmouth

Helping communities grow

FINANCIAL SUPPORT

31

LOANS APPROVED

\$649,781

AMOUNT DISBURSED

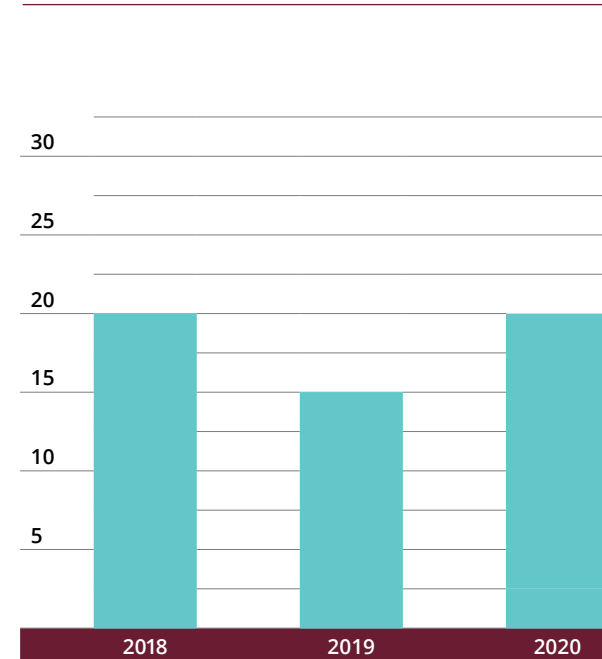
83%

NEW START-UPS

37

JOB'S CREATED & MAINTAINED

NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES

14

Clients received Training

73

Clients received Business Counselling

181

Site Visits/ Client Monitoring

OFFICE HIGHLIGHTS

789

Loans disbursed since inception

\$29.4 mil

Value of loans disbursed since inception

5

Staff

11

Volunteers

1985

Established

24,000

Population Served

"I know that I can approach them again if I needed to. We had a great working relationship. They were great at letting me know that I can come to them for help."

MELANIE SWEENEY
TUSKET FALLS BREWING COMPANY

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

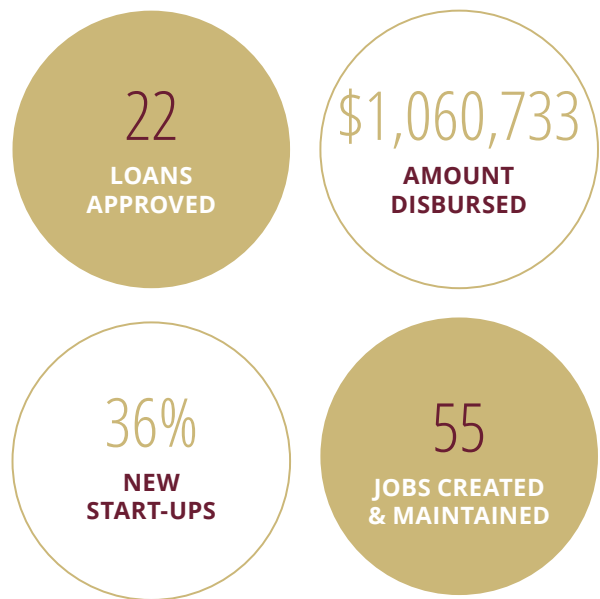




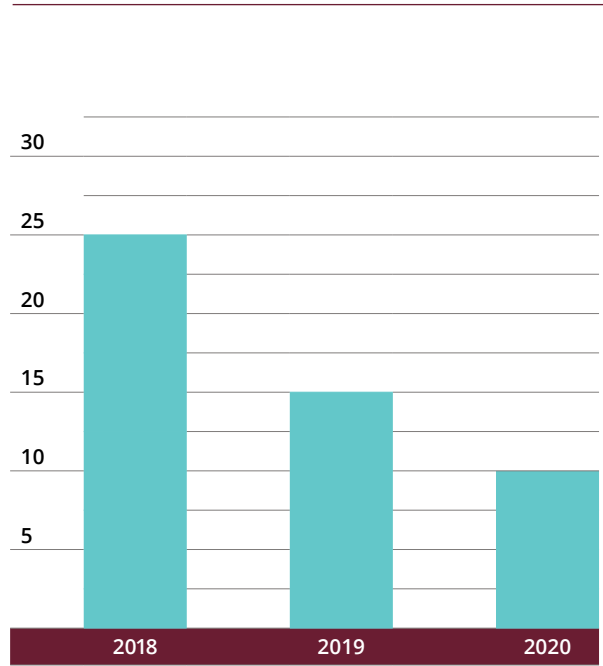
Coastal Business CBDC

Helping communities grow

FINANCIAL SUPPORT



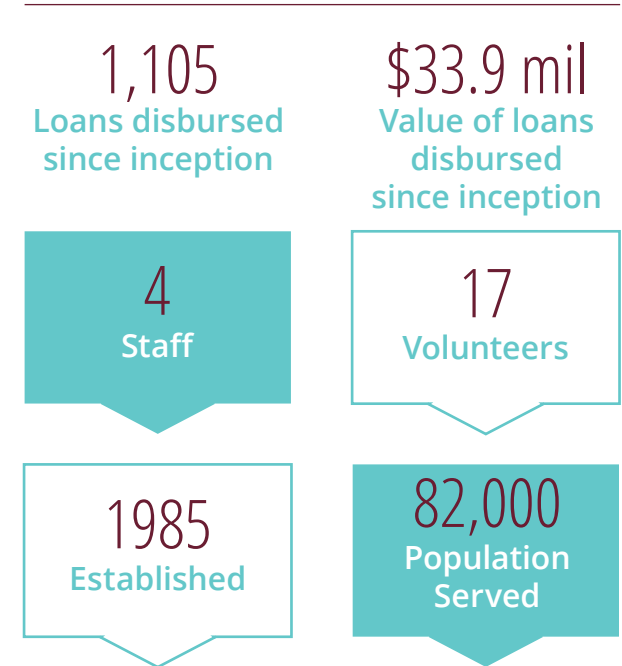
NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES



OFFICE HIGHLIGHTS



"Thankfully CBDC was able to provide the funding that was required to start my own business. I also participated in the SEB Program which helped me learn the skills required to be an entrepreneur."

ALISHA BARRON
FIRED CREATIONS

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



InRich CBDC

Helping communities grow

FINANCIAL SUPPORT

12

LOANS APPROVED

\$786,800

AMOUNT DISBURSED

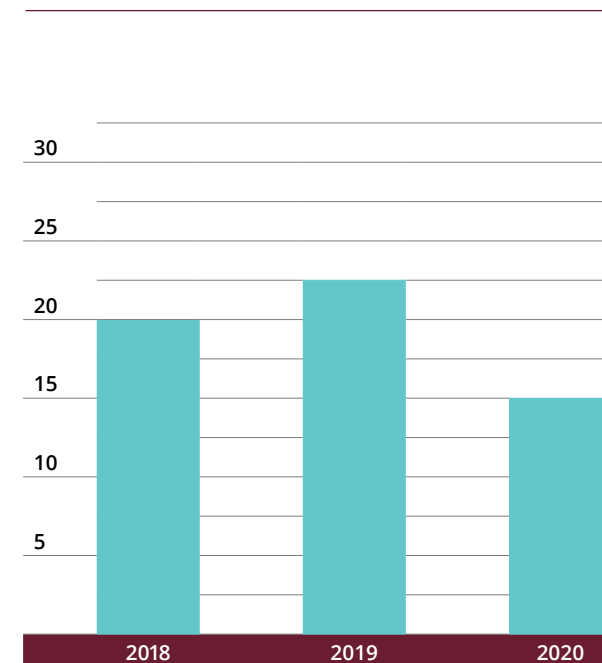
40%

NEW START-UPS

37

JOBS CREATED & MAINTAINED

NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES

15

Clients received Training

63

Clients received Business Counselling

83

Site Visits/ Client Monitoring

OFFICE HIGHLIGHTS

863

Loans disbursed since inception

\$22 mil

Value of loans disbursed since inception

4

Staff

9

Volunteers

1981

Established

26,000

Population Served

"With the advice and financial support of CBDC, I was able to step up my game. We were able to increase product lines, buy new equipment, and add a patio to increase curb appeal."

MAURICE POIRIER
TROFEL HEALTH FOOD STORE

INRICH CBDC
15381 Highway 19
Inverness, NS
902-258-3698



South Shore Opportunities

Helping communities grow

FINANCIAL SUPPORT

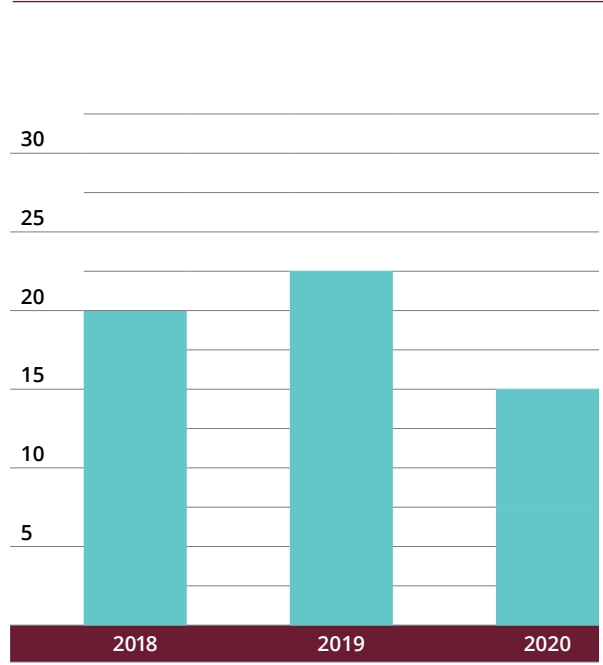
13
LOANS APPROVED

\$910,906
AMOUNT DISBURSED

27%
NEW START-UPS

95
JOBS CREATED & MAINTAINED

NUMBER OF LOANS DISBURSED OVER THREE YEARS



TRAINING AND ADVISORY SERVICES

9
Clients received Training

180
Clients received Business Counselling

353
Site Visits/ Client Monitoring

OFFICE HIGHLIGHTS

557
Loans disbursed since inception

\$21.7 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 Hensley Drive
Liverpool, NS
902-354-2616





Helping communities grow

