



CBDC'S SUPPORTING ECONOMIC GROWTH IN NL MUNICIPALITIES



PRESENTED BY

Rae Miller - CBDC Long Range

Who are CBDC's?

Community Business Development Corporation (CBDC) – We are a network of independent, not-for-profit organizations that work in cooperation for all levels of government and the private sector to meet the needs of small businesses.

There are 41 CBDC's in Atlantic Canada and 15 here in the province of Newfoundland and Labrador.

CBDC Long Range is located here in Stephenville, and we cover the former Zone 9 economic area.



BUSINESS FINANCING, SUPPORT AND ADVICE

We help rural entrepreneurs succeed!

CBDCs are dedicated to helping rural Atlantic Canadian business owners succeed by providing:

- Flexible financing
- Business counseling
- Training programs



CBDC's Provide:

Financing for Small Businesses

Loans for business start-ups, expansions, and acquisitions

Business Counselling

We offer one-on-one guidance and advice

Entrepreneur Training

Training for business management skills

Support for Local Economic Initiatives

Funding to cover specialized consultants to assist with planning or projections

How CBDC's Operate

Locally Governed by Volunteer Boards

Community-focused approach
Local knowledge

Supported by ACOA

Flexible financing

Focused on Rural Economic Development

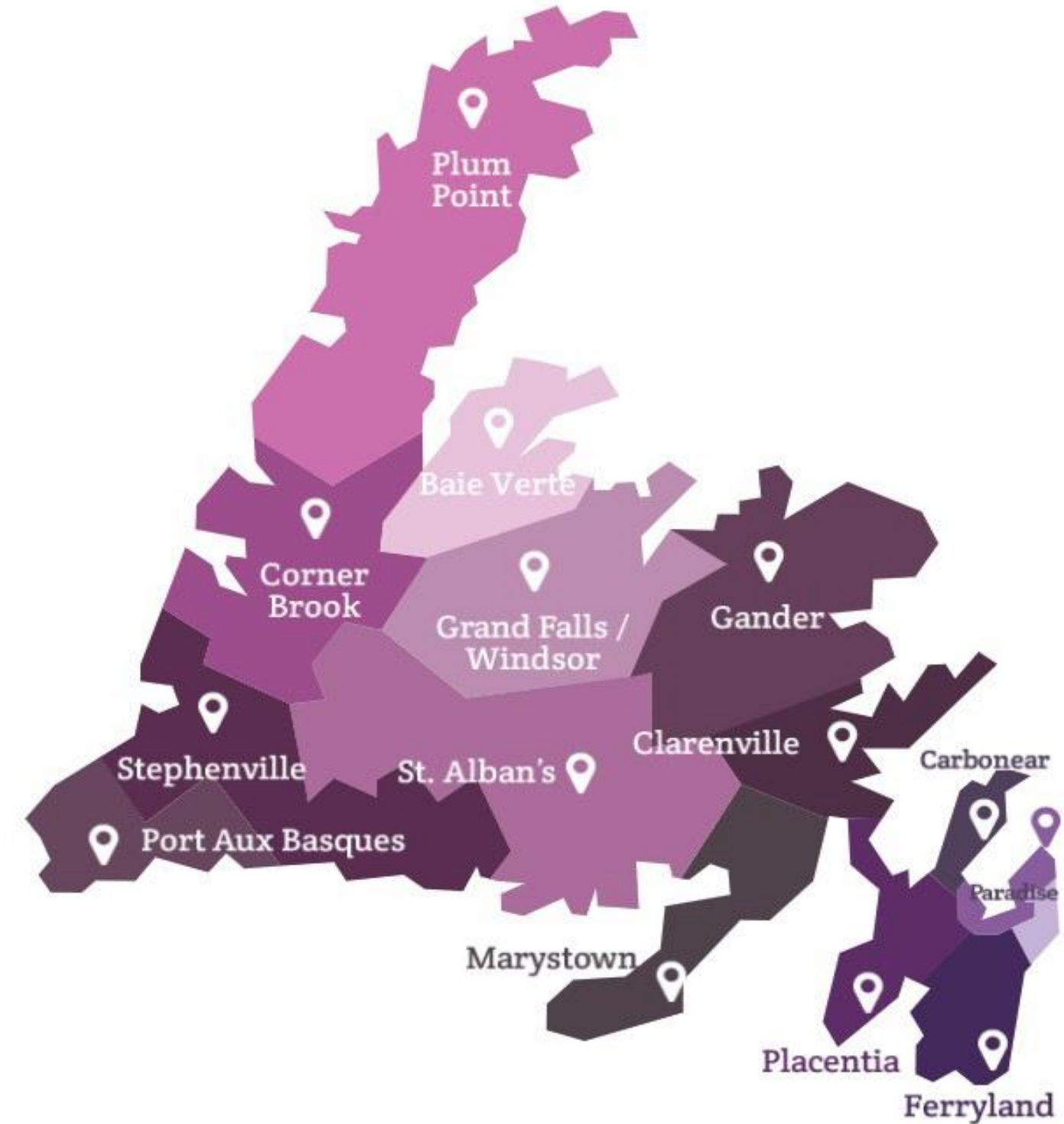
Because we operate locally, CBDC's understand local industries, local labour markets and we are in tune with community challenges and opportunities



CBDC'S SERVING NEWFOUNDLAND AND LABRADOR



LOCAL SUPPORT FOR RURAL
ENTREPRENEURS ACROSS
THE PROVINCE.



Core Services Offered

Business Loans

Business Counseling

Self Employment Assistance Benefit (SEA)

Entrepreneurial Training

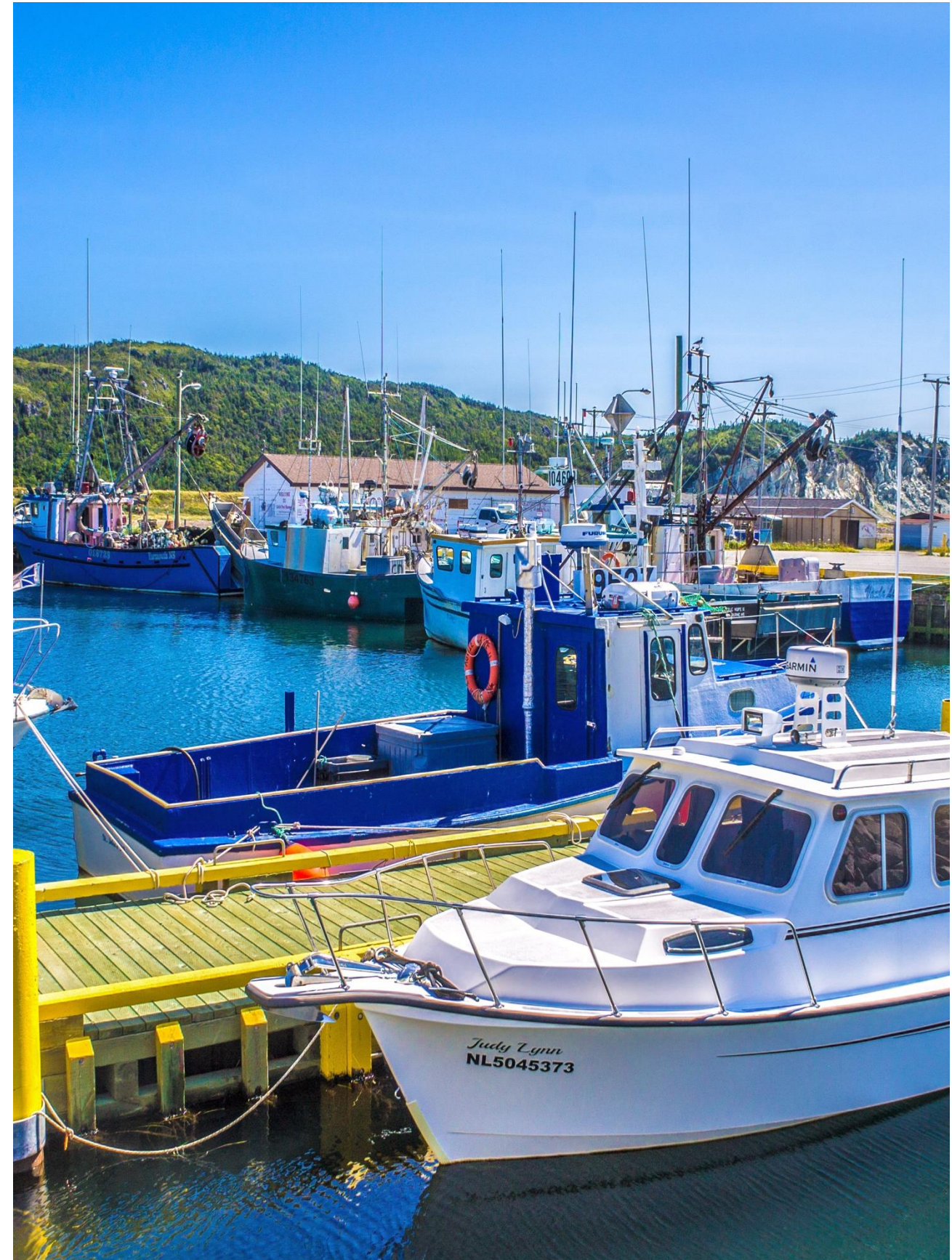
Consultant Advisory Services (CAS)

Business Valuation Assistance (BV)

Youth Ventures Program

Kick\$tart Loan

Newcomer Loan





CBDC Business Loans

- CBDC General Business Loan
- CBDC First Time Entrepreneur Loan
- CBDC Youth Loan
- CBDC Social Enterprise Loan
- CBDC Innovation Loan



Kick\$tart Loan

Tailored financing for youth entrepreneurs ages 18-34 interested in starting, expanding or modernizing a business. Up to \$10,000 for a youth micro loan.

CBDC Newcomer Loan

Tailored financing up to \$20,000 for those that would not otherwise receive support because of their resident status.



Business Counseling

Business counseling in the form of advice to help new and established entrepreneurs is a big part of our mandate.



Business Management Skills Training

Tailored training programs intended to help entrepreneurs improve their business management skills or build new ones. Training can be one-on-one or in group settings.



Self-Employment Assistance (SEA) Program

The SEA Program often 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.

The SEA Program is funded by the Department of Jobs, Growth and Rural Development



Youth Ventures

Working with youth to encourage small business appreciation, community engagement and business management skills



Consulting Advisory Services (CAS)

Gives CBDCs the ability to offer consultant advisory services to small and medium-sized businesses AND not-for-profit organizations throughout the Atlantic region.

New and existing clients of CBDCs will be able to access technical and financial assistance by engaging consultants to assist them with various issues.



Business Valuation (BV)

Gives CBDCs the ability to offer business valuation services to small and medium-sized businesses in Newfoundland and Labrador.



Working Together

Municipalities + CBDCs

- Provide business intelligence and local market insight
- Support strategic economic development planning
- Offer flexible business financing for entrepreneurs
- Identify emerging business opportunities
- Connect entrepreneurs with expertise and resources
- Deliver training and development partnerships



CBDC Impact in Rural Newfoundland & Labrador

- \$22.5 Million in business financing annually
- Supporting about 1,500 small businesses each year
- Impacting approximately 750 jobs annually



HOW CBDCs HELP YOUR MUNICIPALITY



Helping local businesses grow and stay in your community

- Flexible expansion financing for growing businesses
- Business advisory services and counseling
- Business succession planning support
- Entrepreneurial training programs
- Attract new business and strengthen existing ones
- Create jobs and build a stronger local economy



Regional Economic Development - CBDC Central

- Pilot Project on a multi-stakeholder led initiative
- CBDC as the delivery agent for the *region*.
- Follow 3 principals:
 - No new organizations are created
 - Self-sustaining business model not reliant on a single funder
 - Locally led
- Coalition of the willing



RED - Structure

FUNDING

- Communities are the core contributors.
- Private-sector compliment the contributions
- Support for economic projects from ACOA and DJPRD
- Funding support from DJPRD – LMDA, Summer students
- Other supports

REPORTING

- Follow CBDC Board Governance
- Reporting & Accountability through Advisory Committee of Partners
- Annual reports and public engagements





Questions?

Mark Whiffen

Development Officer, CBDC Central

mark.whiffen@cbdc.ca

W:709-489-4496





Municipalities Newfoundland and Labrador has two new Regional Economic Development Officers

Congratulations on hiring two Economic Development Officers.

Working together with other great organizations like:

- Community Sector Council NL (CSCNL)
- Economic Developers Association of Newfoundland and Labrador (EDANL)
- Newfoundland and Labrador Association of CBDCs (CBDCs)



CBDCs look forward to working with you!

Economic Development is more than a side project and requires a lot of work, research, collaboration and implementation.

Our province now has two great individuals dedicated to Economic Development to retain local businesses and attract commercial investors to our communities.

As CBDCs,
we believe in our people and care about the
social and economic well-being of rural communities.

Municipalities NL

Vision: The advocacy framework envisions "viable
sustainable communities led by strong local governments."

Entrepreneurs build businesses. Businesses build communities.

Let's Work Together





GET IN TOUCH
RAE.MILLER@CBDC.CA



OFFICE LOCATION
35 CAROLINA AVENUE,
STEPHENVILLE, NL



CALL US
709-643-2933
1-888-303-2232



WWW.CBDC.CA

