



# The Update

JULY 2016



## Ontario Association of Community Futures Development Corporations Conference 2016

### Contents

- Conference 2016
- Welcome to new GMs
- OACFDC Summer Staff
- CFDC Success Stories- Way to Go!
- Rural Employment Initiative UPDATE
- Canada-Ontario Job Grant
- Minister Chagger discusses Innovation in Waterloo
- Rise Asset Development
- EDCO Awards of Excellence
- Free Training Sessions for your Clients
- Don't Forget

**Registration:** There is still time to register for this year's conference. We have a great line-up of workshops and networking opportunities. This year, we are offering one fewer workshop option per time slot which means that some of them are getting pretty filled up! As of today there are only 3 spots left in the pre-conference CFLI session, 9 seats left for the Weyerhaeuser mobile workshop and only 1 seat left for the Tall Pines Marina and Lake of the Woods Discovery Centre mobile tour!

- Rates: Member \$640 / Non-Member \$740
- Rates include opening reception, 6 meals, 3 refreshment breaks, keynote speakers, plenaries, and workshops.

Click below to  
**REGISTER**  
**NOW!**

**Workshop Update:** On Wednesday September 14<sup>th</sup> at 10am, one of the workshop selection choices is "Entrepreneurs First: BDC / CFDC Collaboration". This workshop will feature staff from two CFDCs as well as two representatives from BDC. This group has revised the course description to be more accurate to the presentation they will be developing. "Entrepreneurs First is intended for audiences who are looking to increase their portfolio and improve overall KPIs. Explore examples and case studies on what BDC offers in partnership with CFDCs. Discover how to integrate BDC offerings into your CFDC and the value to your loan clients."

**Airport Shuttles:** We know that we asked you to register early – and maybe your travel plans were not finalized at the time- so for this reason we are offering you another chance to let us do the driving for you! Round trip shuttle \$80 per person plus HST (better price than a car rental!). There are several options:

Winnipeg Airport to the Conference Hotels in Kenora:

- Sun, Sept. 11th - depart Winnipeg at 3:30pm **OR**
- Mon, Sept. 12th - depart Winnipeg at 3:30pm

Conference Hotels in Kenora to Winnipeg Airport:

- Wed, Sept. 14th - depart Clarion at 12:30pm (noon) **OR**
- Thurs, Sept. 15th - depart Clarion at 7:30am (depart Comfort Inn and Days Inn at 6:30am)



Click on the bus to register

### Members' Choice Awards

Be sure to go onto the OACFDC website to read up on your choices for the Members' Choice Awards winner. **ALL** nominations are included- Entrepreneurs of the Year as well as Awards of CFDC Excellence for both Community Economic Development and Innovation projects and partnerships- so this means that one winner may actually get 2 awards! The winner of the Members' Choice Award receives a beautiful trophy and \$500, sponsored by the Benefits Lady, Sharon Wilson.

Click on the VOTE image to have your say!



**VOTING ENDS ON AUGUST 5<sup>th</sup> at 5pm!**

# WELCOME TO TWO NEW GENERAL MANAGERS



**Centre For Business  
and Economic Development**

A Community Futures Development Corporation

The Board of Directors of the Centre For Business is pleased to announce **Gillian Fairley** as the new General Manager.

Gillian brings a broad depth of experience providing consulting to both small businesses and large multinational corporations, as well as a strong background in project management and economic development.

Located in Collingwood, the Centre For Business is a not-for-profit Community Futures Development Corporation serving the areas and municipalities of South Georgian Bay and Dufferin County.



Gillian can be reached at [gfairley@centreforbusiness.ca](mailto:gfairley@centreforbusiness.ca) or 705-445-8410 or 1-877-876-7908



**Patricia Area Community Endeavours**

A Community Futures Development Corporation



The Board of Directors for Patricia Area Community Endeavours is pleased to announce **Donna Pollock** as the new General Manager. Donna was the Business Development Coordinator at PACE for five years, and prior to that was a small business owner and operator in Southern Ontario.

The Board would like to thank Brian Miles, for over fifteen years of dedicated service, and wish him well in his new role as retiree.

Located in Dryden, Patricia Area Community Endeavours serves Dryden, Eagle Lake First Nation, Ignace, Lac Seul First Nation, Machin, Pickle Lake, Savant Lake, Sioux Lookout and Wabigoon Lake Ojibway Nation and unorganized territories immediately surrounding the named communities.

PACE is a Community Futures Development Corporation committed to encouraging regional community and economic development by assisting community groups and entrepreneurs through small business loans, business counselling and support.



Donna can be reached at [donnap@pace-cf.on.ca](mailto:donnap@pace-cf.on.ca) or 1.807.221.3293

## OACFDC Summer Staff



We welcome back **Chelsea Preston** as the Office Assistant for her fourth summer with the OACFDC. Chelsea was hired under the Canada Summer Jobs program and continues to be a huge help in our conference planning.

We also welcome **Sasha Nayar** the bilingual Communications Assistant and is working on a variety of French and English projects including newsletters, website input and conference items.

# CFDC SUCCESS STORIES- Way to Go!

## Valley Heartland CFDC



**VALLEY HEARTLAND**  
Community Futures Development Corporation

Almonte's tiny [Hummingbird Chocolate Maker](#) has been awarded the best bean-to-bar chocolate **in the world**.

They are EODP recipients and the Valley Heartland CFDC asks that you join them in congratulating them on this epic win!

Here are links to two articles from the [Ottawa Citizen](#) and [Globe and Mail](#) celebrating their epic win!



chocolate



## Renfrew County CFDC Celebrates its 30th Anniversary



**Community Futures Development Corporation**  
Renfrew County

It was a celebration of helping entrepreneurs through business, exploration, start up, expansion and succession.

That is how Darrel Ryan, board chair of Community Futures Development Corporation Renfrew County (CFDC), described the organization's 30th anniversary. Ryan addressed a large group of well-wishers at the Horton Community Centre on June 28 as the organization marked the important milestone.



Darrel Ryan, board chair of Community Futures Development Corporation Renfrew County receives a congratulatory certificate from John Yakabuski MPP for Renfrew-Nipissing-Pembroke  
Photo by Tiffany Lepack/Metroland

During his remarks Ryan presented some impressive numbers on how powerful of an impact CFDC has had in Renfrew County. "To highlight the successes of the Community Futures Loan Program in Renfrew County, we have disbursed 450 loans totaling over \$24 million impacting the total GDP by \$108 million," said Ryan. "These loans have maintained and created 2,592 jobs since inception."

A number of speakers from the business community in Pembroke and Chalk River and more shared stories of success they have had with the help of CFDC.

Source: Inside Ottawa Valley. View the full article at <http://www.insideottawavalley.com/news-story/6747848-renfrew-county-futures-development-celebrates-30th-anniversary/>

## Huron BDC



*Huron BDC shows us that delivering statistics alone might not be the best way to engage their community. Below is an example of a style of information sharing Huron BDC created that is engaging and refreshing and shows what the real impact a CFDC can have.*

You've no doubt become familiar with HBDC regularly sharing its awards, stats and achievements. In fact, not that long ago we sent out a press release to commemorate the completion of a rather exceptional year (2015) in terms of jobs created, business loans advanced and small businesses counselled. In short, we had our best year ever.

However, sometimes in the sharing of such information, one is left a little 'underwhelmed' because stats are just, well, numbers; impersonal and clinical. So today, I've decided to share something a little more 'authentic'. If you would like to see the 'real' impact of what HBDC does on a daily basis, click the link below to watch a video of a local small business owner. Andrew McIntosh is just one of thousands of Huron business operators HBDC has assisted over its 23 years. These people are your neighbors, friends, colleagues, community leaders, and possibly, even the employers of you or members of your family.

I think this makes what HBDC does very real indeed! Hopefully you agree.

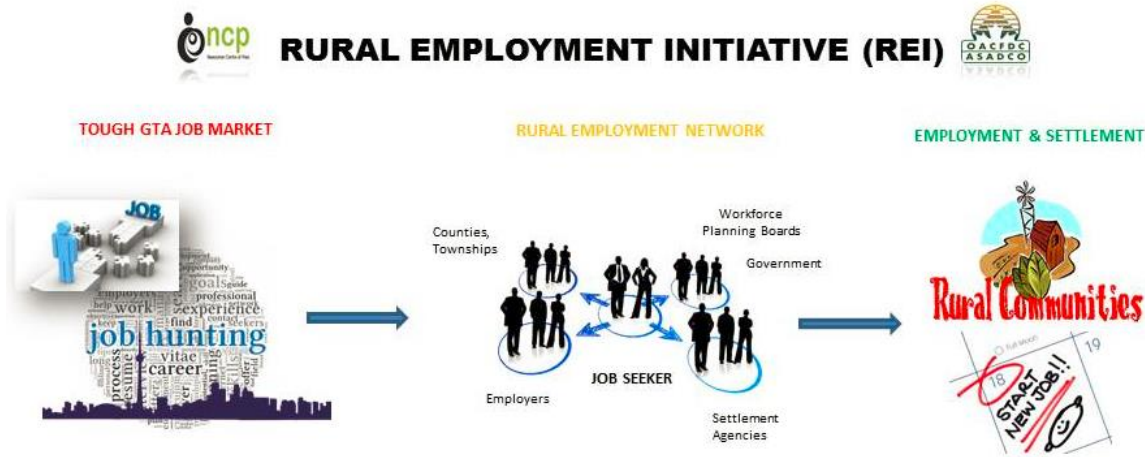
<https://www.youtube.com/watch?v=wFUvwbk12fw>



# Rural Employment Initiative UPDATE

The over competitive GTA job market is motivation for immigrants to invest and settle where there is less competition and more potential. To meet changing labour market demands and for future prosperity, rural townships will benefit from the attraction and retention of immigrants.

The Rural Employment Initiative (REI) was created to form a crucial link between the rural network and the GTA settlement agencies to help facilitate the movement of immigrant clients to rural areas. Since the start of the project in April 2016, client and collaborative partner interest has been gaining momentum. A successful match has already been made with an REI client gaining employment and moving to settle in Marathon, Ontario, with settlement support from the Thunder Bay Multicultural Association.



The REI team has met with London – Middlesex Immigrant Employment Services (LMIEC), Oxford Workforce Development; Elgin, St Thomas (Employment Services Elgin); Strathroy (Community Employment choices); Woodstock (Community Employment Services); Elgin, St Thomas (YWCA) and has entered into strong partnerships with Huron County, Oxford County, and Thunder Bay.

Each client accessing NCP services will have an Employment Access Plan or for our entrepreneurs a Business Action Plan. Assessment and referral provides access to services which enhance their skills or knowledge of the Canadian labor market to increase their employability and for business clients covers a wide range of entrepreneurial development. The REI team is building upon and expanding the Rural REI network. We encourage organizations that would like join the REI network to contact Mimi John or Oliver Pryce at [REIproject@ncpeel.ca](mailto:REIproject@ncpeel.ca) or call us at 905-306-0577 ext. 357/350.

## Helping Local Business Upgrade their Employees' Talents

What if we told you there was an innovative approach to help local businesses gain the skills they need while overcoming the costs of training? The Canada-Ontario Job Grant (COJG) is a subsidized workforce development training program focused on skills development and career advancement. The COJG offers up to 2/3 (or \$10,000) of training costs per person.

As an approved Job Grant training supplier, OTEC can assist you in developing and delivering custom training plans and determine what training will benefit your community's unique needs.



Contact **Adam Morrison**, Vice President, Projects & Partnerships  
 (e) [amorison@otec.org](mailto:amorison@otec.org) (t.f.)  
 1.800.557.6832 (p) 416.622.1975 ext. 236  
 or visit [www.otec.org](http://www.otec.org)

## Minister Chagger discusses Innovation in Waterloo

The Honourable Bardish Chagger, Minister of Small Business and Tourism, delivered a keynote address on July 21, 2016 to mentors, community leaders, entrepreneurs and innovators at the **Wellington-Waterloo Community Futures Development Corporation (WWCFDC)** Annual General Meeting. The Minister spoke to the nearly 60 individuals in attendance about the importance of the WWCFD and how the Corporation has helped to build the local economy.

Minister Chagger spoke about the six key areas of action required to achieve the Government of Canada's vision:

- Promoting an entrepreneurial and creative society
- Supporting global science excellence
- Building world-leading clusters and partnerships
- Growing companies and accelerating clean growth
- Competing in a digital world
- Improving ease of doing business



Click [HERE](#) for the full news release

## Rise Asset Development



Rise Asset Development is a charity that provides low interest small business loans, free training and mentorship to men and women with a history of mental health or addiction challenges who are unable to access traditional financing.

Rise employs entrepreneurship as a pathway to better health outcomes and quality of life by providing flexible and personalized business supports.

Rise operates throughout Ontario and has offices in Toronto, Ottawa, Kingston and London.

Over the last six years through our Small Business Lending program, Rise has extended over 160 loans, amounting to more than \$600,000 in capital lent. Our Small Business Loans have a maximum of \$10,000 but we also do many small loans under \$1500. Our Event Loans provide short-term access to low-interest financing for event fees, inventory and marketing for a festival, trade-show, pop-up shop or event. Even though we only lend to those who do not qualify for traditional financing, our default rate sits at a competitively low 7%.

We also offer two training programs, both of which are in various stages of development as franchises. Our Youth Small Business Program for youth age 16 to 29, is human-centered, creative and inter-active. During the 22 workshops, participants transform their business idea into a viable business plan and gain access to coaching and low-interest Rise financing as well as a \$500 start-up grant upon successful completion of the program. This program will be offered in Toronto, Sudbury, Leamington and Peterborough this fall.

Our Peer Supported Lending Program includes an 8 workshop training program that is focused on each participant producing a practical actionable business plan. During the second phase of the program, small groups of 3-6 participants meet monthly with a mentor for up to a year to support each other through the business start-up phase. Participants can also access Rise financing.

Mentorship fundamentally wraps around everything we do. We match financed entrepreneurs with a volunteer mentor. Our mentors support our entrepreneurs with broadening their networks and provide support and advice with challenges that arise along the entrepreneurship journey.

To find more details on Rise Programs and read the profiles of our successful entrepreneurs, please visit our web site [www.riseassetdevelopment.ca](http://www.riseassetdevelopment.ca) or contact

**Sally Wilkie**, Program Manager, Rise Asset Development 1-855-464-7473 [sally@riseassetdevelopment.ca](mailto:sally@riseassetdevelopment.ca)

## EDCO Awards of Excellence Opening Soon!

Now is the time to start thinking about all the outstanding achievements your organization has made this year. Nominations for the EDCO marketing awards will be open **early August**.

Stay tuned for more details!

[Review this year's Awards categories](#)

[Download Awards Information Package](#)



### OACFDC

300 South Edgeware Road  
St. Thomas, Ontario N5P 4L1

Phone 519-633-2326  
Toll Free 888-633-2326  
Fax 519-633-3563

#### Staff

Diana Jedig  
Executive Director  
[djedig@oacfdc.com](mailto:djedig@oacfdc.com)  
Phone extension 123

Denise Kozachuk  
Finance and Member  
Programs Officer  
[dkozachuk@oacfdc.com](mailto:dkozachuk@oacfdc.com)  
Phone extension 121

Brenda LaGrandeur  
Communications and  
Professional Development  
Officer  
[blagrander@oacfdc.com](mailto:blagrander@oacfdc.com)  
Phone extension 125

### We're on the Web!

See us at:

[www.oacfdc.com](http://www.oacfdc.com)

## Don't Forget!

Our email distribution list is now up to over 600 people!

Don't forget to send us your updated staff and volunteer names and email addresses so that we can add them to our communications distribution lists.

We will also sign them up to access the members' only sections of OACFDC website.

Please send them along to  
[info@oacfdc.com](mailto:info@oacfdc.com)

## Free Training Sessions for your Clients



### Financial Literacy Training

Do you have female clients who could benefit from Financial Literacy Training? Did you know that research shows that 50% of new businesses are started by women? Studies also show that the mindset of women entrepreneurs is slightly different from male entrepreneurs and so are their challenges.

The OACFDC (Ontario Association of Community Futures Development Corporations Inc.) has partnered with BDC and CPA Canada (Chartered Professional Accountants) to be able to offer this free initiative to your female entrepreneur clients who are looking for support to grow their business.

**So what is the next step?** CFDC will choose which topic will be delivered (see below), the date and location of the session and invite 12 to 15 of their women entrepreneurs or prospects

BDC will arrange and confirm with CPA for their presence to deliver the program selected on the specified date and location (preferably at your office)

CPA personnel would deliver the 1 hour session (30 additional minutes for networking). BDC would cover all the costs of refreshments. Representatives from the CFDC and BDC will be present to introduce the speaker

#### Topics available

- Understanding Financial Statement
- Advance Financial Statements
- Financial Ratios
- The Money side of Business
- Growth and Expansion
- Getting Money
- A Healthy Balance Sheet and Why it matters
- Maximize Your Business
- The Top 5 Common Mistakes Startups Make

To sign up or get more details, please contact Catherine Vanderzwan Regional Manager, Corporate Relations and Partnerships Business Development Bank of Canada T: 613-943-5719 E: [catherine.vanderzwan@bdc.ca](mailto:catherine.vanderzwan@bdc.ca)