

Annual Report 2013

Community Futures Development Corporation

Presented to the Members at the Annual General Meeting October 2, 2014



CORNWALL AND THE COUNTIES

Community Futures Development Corporation

Société d'aide au développement des collectivités

CORNWALL ET LES COMTÉS

Cornwall and the Counties Community Futures Development Corporation

The Cornwall and the Counties Community Futures Development Corporation is a not-for-profit organization that was created in 1987. The Corporation's work is focused on the following core areas:

**Strategic community planning and socio-economic development;
Support for community-based projects;
Business information and planning services; and
Access to capital for small and medium sized businesses and social
enterprises**

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Content

Chairman's Message	4
Mission and Vision Statement	5
Investment Fund Report	6
The Eastern Ontario Development Program	7
Cultural Development	8
The Youth Entrepreneurship Program	8
Community Economic Development	9 -10
Board of Directors	10-11
Staff	11
Auditors Report	ANNEX



Message from the Chair of the Board of Directors

The Cornwall and the Counties Community Futures Development Corporation (CFDC), continues to play an integral role in our community. Whether it is through our Investment Fund or the Eastern Ontario Development Program, the CFDC is a major leader in the economic development in Eastern Ontario.

We work very closely with our valued partners at all levels of government to help meet the needs of our community; and we strive to work with you, your business, and varied community groups for the continuing economic development and prosperity of our area.

Like many of you, I volunteer because I believe we can do much more by working as a team. With the support of the Federal Economic Development Agency for Southern Ontario (FedDev Ontario) and other government departments and ministries, as well as local partners, the CFDC supports small business and social enterprise .

We have experienced many changes at both the Board and the staff levels over the past year and we will come out of this transition period with a stronger sense of what we are and where we want to go.

I would like to thank the members of the Board of the Directors and the committees who generously contribute their expertise and experience.

I am pleased to present this year's Annual Report on the activities and financial position of the CFDC.

Thank you all for your support.

Martin Zimmer
Chair of the Board

Vision and Mission Statement

Vision:

As a result of a recent stakeholders consultation, who provided valuable insight as to what they would like the CFDC to provide to the community, the Board of Directors elaborated overarching goals (Ends) to be achieved on behalf of its owner (The Community of SD&G). Here are the Ends statement:

1.0 Akwesasne, Cornwall and the SDG Counties is a well-connected, innovative, unique, inclusive, and thriving community of choice.

These Ends are to be achieved at a sustainable level of cost-efficiency.

1.1 Clients and partners understand this community, achieve their goals, and create and maintain sustainable jobs with the community.

1.2 Clients and partners attract and retain young people.

1.3 Clients and partners recognize and value education, training, and growth potential of their employees.

1.4 Everyone can connect from anywhere in the community to regional, national and global networks.

1.5 Clients and partners work together to grow and innovate new industries for healthy living.

Mission:

Cornwall & The Counties Community Futures Development Corporation is a catalyst, a leader, and a partner for a sustainable and growing economy that builds on the assets that SD&G has to offer.

Investment Fund Report

INVESTMENT FUND	
# Inquiries	324
# Applications received	46
# Loans disbursed	23
\$ Value of disbursements	\$1,242,000
\$ Leveraged	\$4,745,133
# of Jobs created/maintained	167
# Businesses Started	10
# Businesses Maintained/Expanded	13
Total of Active loans	65
Total Initial \$ Value	\$4,412,805
Total \$ Value of Current Portfolio	\$ 3,673,289
BUSINESS COUNSELLING	
# in-depth Counselling Interviews	136
# of Jobs created/maintained	164

Eastern Ontario Development Program

The Eastern Ontario Development Program is a Government of Canada initiative supported by the Federal Economic Development Agency for Southern Ontario, which seeks to promote socio-economic development in eastern rural Ontario. This will lead to a more competitive and diversified regional economy, and contribute to the successful development of: businesses, job opportunities and sustainable self-reliant communities.

In 2013 - 2014, the CFDC received and reviewed 56 applications of funding under the EODP

There are two streams of the Eastern Ontario Development Program. First being the **BUSINESS DEVELOPMENT PROGRAM**. The objective of the EODP Business Development Program is to support projects that will lead to the growth of new and existing businesses within rural Eastern Ontario communities. This includes initiatives in key areas such as skills development, youth attraction, innovation and adaption of information and communications technologies.

Contribution amount for 2013/2014	\$ 425,977
Number of projects funded	15

The second stream of the Eastern Ontario Development program is the **COMMUNITY INNOVATION PROGRAM**. The objective of the EODP Community Innovation Program is to enable community-led economic development that enhances and diversifies local economies. Working in partnership with community stakeholders. Community Innovation builds economic and innovative capacity of rural eastern Ontario communities, and develops opportunities for sustainable economic growth and employment within CFDC's catchment area of Stormont, Dundas, Glengarry and Cornwall and Akwesasne.

Contribution amount for 2013/2014	\$ 392,823
Number of projects funded	11

Cultural Development

2013 was a fantastic year for arts & culture under the stewardship of the Community Futures Corporation. The year saw Your Arts Council Cornwall & The Counties (YAC) grow into an independent not-for-profit corporation that is now able to provide services to Stormont, Dundas, Glengarry, the City of Cornwall & Akwesasne. YAC currently rents space at St. Lawrence College in Cornwall, is building partnerships in our community, and a fundamental part of the steering committee that will help develop a needs assessment for an arts centre in Cornwall. YAC and CFDC are continuing to be strong community partners together.

Youth Entrepreneurship Program

2013 showed huge success for the youth program at the Community Futures Office. Not only was the SD&G CFDC able to offer unique youth entrepreneurship program to the region, the program was also able to reach out to over 500 students across SD&G, introducing the concept of entrepreneurship to these students.

The YEP programs success began in January when the Breezeway program was officially launched and seen its first group of participants. The Breezeway Program assists young Entrepreneurs in realizing their entrepreneurial dreams! This program will take the business idea from concept to reality by providing support and assistance in building a business plan. At the end of 2013, the Breezeway program finished with an impressive 14 participants and saw various success stories, including the first Cornwall Food Truck, Chef in a Bun.

The YEP didn't stop there. There were some very key successes that happened in 2013 that included:

- 5 College Entrepreneurship Presentations; Entrepreneurship Presentation to groups such as the Boys and Girls Club
- Partnered with North Glengarry for a March Break Camp
- Co-Hosted a career fair at North Dundas High School, along with a career selling booth for 3 weeks.
- Became a member of the OACFDC Youth Committee
- Hosted a great one day workshop for students at l'Heritage high school.

Along with these key successes, the YEP program saw some great partnerships formed throughout 2013 that included Teen and Team Cornwall, RDEE Ontario and the Small Business Enterprise Centre.

The program was also able to grow its partnership with Futurpreneur Canada (formerly CYBF), who continues to still be a partner today.

With approval from the ministry to continue to deliver youth entrepreneurship programming through the CFDC to the community, the future of youth entrepreneurship looks bright!

Community Economic Development/Outreach

Breakfast Connections

For the fourth consecutive year the CFDC has partnered with The Business Enterprise Centre, and the Cornwall and Area Chamber of Commerce to present Breakfast Connections. This event has been held monthly and is a powerful networking event. Breakfast Connections allows businesses and eager entrepreneurs within the Stormont, Dundas, Glengarry, Cornwall and Akwesasne to connect with other energetic business professionals to share opinions on business, strategy, marketing and creative thinking. Each meeting has a focused topic with a guest speaker or activity.

BizFest -(held during Small Business Week)

The CFDC was a title sponsor of this along with The Cornwall and Area Chamber of Commerce, City of Cornwall and its Economic Development Dept. Bizfest was born out of a desire to connect the community together and create a catalyst-event pushing the business community towards innovation, growth and development. By loosening some of the constructs found in today's business world, to push creativity a little further towards innovation; while exploring new tools and strategies to find success. The goal, which in turn is BizFests core belief, is that an active and innovative business community leads to a healthy, growing city.

Chambers of Commerce

Meetings with rural Chambers of Commerce (Long Sault, South Dundas, North Stormont). Reaching out to the smaller rural communities is key to gaining valuable insight into the high level township economic development goals while developing key strategic partnerships with external organizations such as CFDC.

Launch Lab

During 2013 the CFDC collaborated with Queens University based Launch Lab to provide dedicated coaching service to promising technology start-up's in our community. The "Entrepreneurs in Residence" team from Launch Lab held day long sessions once a month at the CFDC offices to advise and coach start-up business owners in the planning and marketing of their ventures. One on one consultations were provided at no cost. As a result of the programs success in 2013 , plans are underway to expand the business coaching services in 2014.

Innovation Centre

In 2013 the CFDC completed a business plan for the establishment of a business incubation centre . The setup of an Innovation Centre at the CDFDC office location will not only provide new ventures with affordable office space but also the much needed mentoring and consulting services to ensure business success. Discussions with potential partners that have the business coaching expertise and resources to support the successful operation of an innovation centre were initiated in 2013.

Board of Directors

Directors	Martin Zimmer- Chair
	Dale Allen- Vice Chair
	Julie Secours- Secretary-Treasurer
	Andre Lafleche
	Charmaine Caldwell
	Betty de Haan
	François Desjardins
	Sebastian Dugea
	Allan Meabry
	Luc Mallette

Committee	Chair	Members
Executive Committee	Martin Zimmer	Martin Zimmer Dale Allen Julie Secours
Investment Committee	Dale Allen	André Laflèche Charmaine Caldwell Bill Madden Joseph Ianni Allan Bell Julie Secours
Planning Committee	Martin Zimmer	Penelope Smith François Desjardins
Nominating and Human Resource Committee	Betty de Haan	Sebastian Drugea Penelope Smith Allan Meabry

Our Staff in 2013

François Désormeaux, Executive Director
 John Ross, Pierre Letendre and
 Yvan Gravel, Business and Investment Advisor
 Louise Pilon, Office Manager
 Charlene MacLennan, EODP Advisor
 Bruce Davis, Culture Advisor
 Lisa Boyer, Youth Advisor

FedDev Ontario

Grace Hodder, Community Economic Development Officer