



ESSEX

Community Futures Development Corporation
Société d'aide au développement des collectivités

Annual Report



Essex CFDC/SADC

With the support of the Federal Economic Development Agency for Southern Ontario

Canada 

2012/2013

Community Futures Development Corporations (CFDCs) support community economic development by assisting Ontario's rural communities strengthen and diversify their economies. As a community-based non-profit organization, Essex CFDC is governed by a board of local volunteers and is staffed by experienced personnel who encourage entrepreneurship and the pursuit of economic opportunities.



The Federal Government, through the Federal Economic Development Agency for Southern Ontario (FedDev Ontario), provides funding, advice and support to a network of CFDCs across Ontario who carry out the following services:

- ❑ *Strategic community planning and socio-economic development*
- ❑ *Support for community-based projects*
- ❑ *Business Services*
- ❑ *Access to Capital for small and medium sized businesses and social enterprises*

Strategic Community Planning and Development

CFDCs work closely with communities to assess local challenges, explore new ideas and opportunities to help implement development strategies that could strengthen their economies. Essex CFDC provides service to Amherstburg, Essex, Kingsville, Lakeshore, LaSalle, Leamington, Pelee Island and Tecumseh.

Essex CFDC will begin work on its new Strategic Plan in the coming year. The five (5) pillars listed below, established in the 2008 – 2012 Strategic Plan, were its guiding principles over the past five years. This Plan was augmented in 2011 using the Windsor-Essex Regional Economic Roadmap and Strategic building blocks with emphasis on a Regional approach to economic development.

- ✓ ***Business Retention and Expansion***
To enhance the success and growth of local business ventures
- ✓ ***Working Together Windsor-Essex***
To take a leadership role in promoting collaboration
- ✓ ***Tourism***
To promote tourism in the county with a focus on regional/collaborative efforts
- ✓ ***Agri-Business***
To enhance the development of agri-business and value-added ventures
- ✓ ***Higher Education, training, and skills development***
To encourage the competitiveness of local workforce and business through higher levels of education and training

Community-Based Projects

CFDCs collaborate with a variety of partners from the public and private sectors to implement projects or special initiatives targeted to their local communities.

The Business Hub

In January 2013, the Windsor Essex Economic Development Corporation's Small Business Centre relocated their county satellite office to the Essex CFDC location. In addition, WEtech Alliance also co-located and opened their new Essex County satellite office staffed on a part time basis. The integration of these services aims to create a central hub to benefit entrepreneurs, start-up businesses and small business owners with programs and resources.

The following are highlights of some Economic Development initiatives that Essex CFDC participated in and/or provided resources to in fiscal year 2012-2013:

❖ **Breakfast Express Club**

Several networking sessions were again held for entrepreneurs in the County last year. This collaborative effort between the Essex CFDC, the Small Business Centre and the Self Employment Assistance Office began in 2005. It is a valuable venue for small business owners to practise their networking skills and develop contacts and partnerships.



❖ **Culture Task Force**

Essex CFDC is a member of the Windsor-Essex Prosperity Council (WE PROSPER), a collaborative effort of local organizations to promote regional prosperity. In the past year, Essex CFDC completed its year of Chairing the Culture Task Force and a report was presented to the WE PROSPER council.

❖ **Entrepreneurship Task Force**

Essex CFDC is also a member of the WE PROSPER Entrepreneur Task Force. This task force's goal is to increase economic growth by supporting small business and entrepreneurship development initiatives.

❖ **The Essex Train Show**

Sponsored South Western Ontario's largest train show held in Essex. It was a historic year with the last train to come through Essex earlier in the year.

❖ **Junior Achievement of South Western Ontario**

Subsidized a portion of the cost for the grade 7 – Dollars with Sense and the Grade 8 – Economics for Success Programs.

❖ **Kingsville BIA**

Contributed to the Kingsville BIA's "Operation Face Lift Phase II" project. Following the success of the 2008 campaign, the second phase was launched. This allowed Essex CFDC to offer micro loans to Kingsville businesses who wanted to participate in the façade initiative but did not have the matching funds to leverage their application request.

❖ **Regional Cultural Research Project**

Supported "The Culture Climate in Windsor-Essex: Understanding Culture in our Economy and Society" Hill Strategies Research & event.

❖ **United Way of Windsor-Essex**

Supported the Windsor-Essex County Funder's Fair – an opportunity to learn the mandate of participating funding organizations.

❖ **WE Tech Alliance**

Contributed/participated in the following events:

- ✚ *Productivity through Innovation* – a workshop designed to equip companies with tools to improve performance, eliminate inefficient processes and activities.
- ✚ *Connecting to Money* – Project building for successful funding application for start-ups and existing growth oriented businesses.

❖ **Windsor-Essex Economic Development Corporation**

Contributed to the "Look for Local" website upgrade – a promotional tool used to publicize local grown foods.

❖ **Workforce Windsor-Essex**

Subsidized the cost of three (3) Labour Market Partnership Projects:

- ✚ Hot Jobs in Windsor-Essex
- ✚ Tech is in Our Future: Talent for the ICT Sector of Windsor-Essex
- ✚ The Growing Sector of Agri-Business in Essex County



Western Ontario Community Futures Development Corporation Association (WOCFDCA)

Essex CFDC is a member of the Western Ontario Community Futures Development Corporation Association (WOCFDCA); the association of CFDCs in Western Ontario. This association administers the funds of SOFII – the Southern Ontario Fund for Investment in Innovation; a new \$20-million program available to support growth or expansion of innovative companies based in Southern Ontario. To learn more about this program- visit www.SOFII.ca

Bilingual Services

Since 2002 services have been provided to clients in French. The CFDC continues to develop its francophone Economic Development opportunities.

Essex CFDC once again hosted French budgeting / career classes to local schools offering French immersion and to French schools in the Windsor–Essex area. The workshops were animated by our bilingual School Liaison.

Last year, the Essex CFDC also supported the following projects:

- ❖ **ACFO**
Contributed to two (2) dîners-conférence. The first session touched on l'Entité de santé et les services de santé en français and the second one focused on Collège Boréal.
- ❖ **Bourse Pauline Richer**
Supported High School French Literary Competition through Le Club Richelieu and le journal Le Rempart
- ❖ **CCWEK (Place Concorde)**
Ongoing support of the St-Jean Baptiste Festival – A celebration of French culture.
- ❖ **RDÉE Ontario**
Contributed to the Auto-Evaluation Training of the Windsor-Essex economic development capabilities.
- ❖ **Workforce WindsorEssex**
Contributed to the translation of Rapport de Planification du marché du travail local et du Plan d'action 2012 – 2013.
- ❖ Active member of the Franco-Info Committee which provides a networking opportunity to the francophone community.
- ❖ Member of the Ontario Association of Community Futures Development Corporation French round table meetings held on a quarterly basis



Business Services and Access to Capital \$

Business Services

CFDCs understand small businesses and the local marketplace providing important services to businesses, entrepreneurs, and social enterprises including:

- ❑ Business advice, counselling, information and referrals
- ❑ Guidance with business plans
- ❑ Entrepreneurial training
- ❑ Information on relevant federal and provincial programs and services

Small Business Loans

CFDCs also administer local investment funds to help finance new or existing small businesses for start-up, expansion or stabilization plans that help maintain or create jobs. Repayable financing of up to \$150,000 on commercial terms through loans, loan guarantees or equity investments is available when financing from other sources is insufficient. All CFDC financing decisions are made at the community level by the local Board of Directors. The local Board can also make loans up to \$250,000 on an exceptional basis.



BUSINESS SERVICES IMPACT – 2012/2013

	Interviews	Businesses Assisted	Jobs
General Inquiries	58		
In-depth Counselling Interviews	130		
Businesses Assisted - Start Ups		19	
Businesses Assisted- Expansions		13	
Business Assisted – Maintenance		25	
Jobs Created			41
Jobs Maintained			30
TOTAL	188	57	71

FINANCIAL HIGHLIGHTS INVESTMENT FUND	2012/2013	Since Inception
Total Investments Received	\$ 0	\$3,459,285
Total Funds/Loan Disbursed	\$ 200,000	\$6,208,032
Number of Loans	3	132
Average Loan Size	\$ 66,667	\$ 47,030
Total Funds / Loans Outstanding	\$2,392,009	\$2,392,009
Total Funds / Loans Repaid	\$ 468,421	\$3,166,889
Total Funds / Loans / Interest Written Off	\$ 79,849	\$ 661,597
Funds Leveraged (Equity & 3 rd party)	\$ 174,500	\$8,337,208
Jobs	86	1,091

2013 Essex CFDC Board of Directors

<u>Name</u>	<u>Interests</u>	<u>Geographic Area</u>
Jim Gaffan, Chair	Human Resources	Kingsville
Rita Ossington, Vice Chair	Tourism/HR	Tecumseh
Justin Barker, Treasurer	Tourism, Hospitality	Leamington
Rob Lauzon, Secretary	Business/Financial	LaSalle
Martin Breshamer	Food Processing	Amherstburg
Paul Chauvin	Bilingual, Education	Lakeshore
Marlys Koschinsky	Education	LaSalle
Donald Lassaline	Bilingual, Business/Financial	Lakeshore/Essex
Maurice Marwood	Business	LaSalle

2013 Essex CFDC Staff

Linda Scott	General Manager
Claire Primeau-Bouchat	Bilingual Office Administrator
Jarrett Bézaire	Bilingual School Liaison