

Financial Services

Business Development Bank of Canada (BDC)

Tel: 1-877-232-2269 (toll free) Web: www.bdc.ca

The BDC is a crown corporation financial institution that provides financing, consulting and venture capital for small and medium-sized enterprises. Services include long-term financing, working capital, refinancing, change of ownership, patent capital and venture capital.

Business Help Centre (Middlesex CFDC) – Small Business Loans

Kilworth Business Park; 22423 Jefferies Road, RR# 5; Komoka, ON N0L 1R0
Tel: 519-641-6100 or 1-866-205-1188 Web: www.cfdcmiddlesex.on.ca

The Community Futures Development Corporation (CFDC) of Middlesex County is a community-based non-profit organization run by a board of local volunteers. Their main objective is to encourage local entrepreneurship and economic opportunities, which is encouraged by professional business staff. Funding support is provided through the partnership of Industry Canada/ FedNor. The following programs are available through the Community Futures program: Business Consulting & Resources; Term Loan Investment in Small Business; and, Community Economic Development

Term loans are available for small businesses that may have difficulty accessing financing elsewhere. Small businesses are eligible to apply for a loan if they can demonstrate local employment creation, the ability to repay the loan and a firm personal investment commitment to the business. Loans are offered to successful applicants to a maximum of \$250,000.

The following resources are also available at the CFDC of Middlesex County: Small Business Regulations, Entrepreneurial Library and Helpful Business & Community Links.

Canada Small Business Financing (CSBF)

Tel: 1-866-959-1699 (toll-free) Web: www.ic.gc.ca/csbfa

The CSBF program promotes the availability of loans for establishing, expanding, modernizing and improving small businesses through Canadian financial institutions. Small businesses operating for profit in Canada with gross annual revenues of \$5 million or less are eligible to receive a maximum of \$500,000 in financing.

Investing in Business Innovation

Web: http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_00324.html

Investing in Business Innovation provides funding to boost private sector investment in start-up businesses to accelerate the development of new products, processes and practices and bring them to market. Funding is also available for angel investor networks

and their associations to attract new investment and support the growth of angel investment funds.

Up to \$190 million has been allocated to this program from 2010 to 2014.

Applications are being accepted on an ongoing basis for projects submitted by eligible start-up businesses, angel investor networks and organizations that represent angel investor networks.

Prosperity Initiative Program

Web: http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_00398.html

The Prosperity Initiative encourages businesses, not-for-profit organizations and post-secondary institutions in southern Ontario to undertake projects that will result in a more productive, diversified and competitive economy in the region. Funding is available for projects that:

- enhance productivity;
- diversify the regional economy; and
- build a competitive advantage for southern Ontario

Up to \$210 million has been allocated to this program from 2010 to 2014.

Applications are being accepted on an ongoing basis. Applicants must first submit a Statement of Intent outlining the applicant's intent, project scope, alignment with Prosperity Initiative objectives, project stakeholders, future outcomes, overall costs and funding sources.

Applicants receiving written approval from FedDev Ontario to proceed to the next phase may then submit a full project proposal.

Sand Plains Community Development Fund (SPCDF)

Tel: 1-877-607-7263 (toll free) Web: www.sandplains.ca or www.cfdcmiddlesex.on.ca

The SPCDF is an application-based program for rural communities located within Ontario's tobacco - growing region made up of Brant, Elgin, Middlesex, Norfolk and Oxford Counties. The program is focused on the agri-business and food industry, tourism, green products, renewable energy, food processing and manufacturing. The SPCDF is open to the following activities:

- Development of new economic opportunities which relate to regional priorities and support both rural communities and stakeholders; and
- Retaining and attracting workers, entrepreneurs, residents and visitors and investment to the region through the creation of a targeted strategy.

Small and medium-sized enterprises can receive repayable financing of up to \$250,000 through loans available from Community Futures Development Corporations (CFDCs).

Scientists & Engineers in Business (FedDev)

Web: www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_00337.html

Scientists and Engineers in Business provides financial support to help recent graduates and graduate students in the STEM (science, technology, engineering and mathematics) fields develop their business skills so they can bring innovative ideas to market and help grow the southern Ontario economy.

Applications are being accepted on an ongoing basis for projects submitted by eligible not-for-profit organizations that provide business development and advisory services, as well as post-secondary institutions that offer commercialization fellowships.

Small Business Internship Program (SBIP)

Tel: 1-866-205-1188 (toll-free) Web: www.thebusinesshelpcentre.ca

If you are a small or medium size business in Southwestern Ontario and are looking to increase your productivity and competitiveness in the market place, consider making changes to your website with on-line marketing or e-commerce. Due to the success of the SBIP Pilot Project in 2009-2010, CFDC Middlesex has been awarded the privilege of delivering the program for a 2nd year. Here's how we can help you:

- enable you to hire a student in communications & technology for a 12 week internship;
- reimburse up to 75% of related wages & benefits

Some benefits to business by using e-business and/or information and communication technologies (ICT):

- improve search engine optimization;
- improve client / customer support;
- enhance productivity
- enhance visibility

SME Benchmarking Tool

Tel: 1-800-328-6189 (toll-free) Web: http://www.ic.gc.ca/eic/site/pp-pp.nsf/eng/h_pm00001.html

SME Benchmarking Tool provides access to industry averages for income statement and balance sheet items, financial ratios and information on profitability for small and medium-sized businesses.

It features detailed financial data on more than 600 industries across Canada, including more than 30 performance benchmarks to help small businesses determine how they measure up to their competitors.

This tool is based on the Small Business Profiles (SBP), which are created by Statistics Canada using a sample of Revenue Canada tax returns for both incorporated and unincorporated businesses operating in Canada. The most recent version of the Small Business Profiles is for 2008.

SME Benchmarking Tool can help both new and existing businesses to better understand how competing firms operate in their chosen industry.