

ANNUAL REPORT 2018-2019



EXECUTIVE DIRECTOR MESSAGE

2018-2019 has been a year of change, growth and strategic renewals. The Trenval Board and team aligned our business strategy over 3 full days to address new changes and challenges.

Trenval's business strategy focuses on four elements - Access to Capital; Business Counselling Services; Community Economic Development Projects; and Community Strategic Planning Initiatives, all having a positive job impact at the core of each element.

Additionally, Trenval's partnership with the Quinte Business Development Centre (QBDC) introduces a value-added multiplier effect to all our programs. The QBDC's team-based approach continues to strengthen our products and services and to enhance the productivity of our operations.

This past year, 2 Staff members moved into new positions (including myself) and we welcomed 1 Trenval team member and a new hire to the SBC team for a professional team of 6 overall. The dedication and motivation of all the staff and board members is the cornerstone of Trenval's continued success.

As we lead into 2020, we look forward to assisting businesses with grant contributions from the new Rural Innovation Initiative Eastern Ontario (RIIEO) for companies transitioning and adopting new innovative technologies contributing to the business growth in the community and in Eastern Ontario.

With the launch of our new website, information on all programs and services are at your fingertips! Be sure to check it out and we welcome your feedback.

We Grow JOBS® 

Upcoming Events

- July 10 - Employment Standards Act & Occupational Health & Safety Act
- July 23 - Employment Standards Act (Quinte West)
- September 18 - Business Start-Up Workshop (Belleville)
- September 18 - Business Start-Up Workshop (Evening)
- September 23 - Business Start-Up Workshop (Quinte West)
- October 21-25 - Small Business Week
- October 25 - Quinte Business Achievement Awards
- October 24 - Tri-County Manufacturers Association



INVESTMENT FUND IMPACT

We help businesses to expand and grow in the Quinte Area.

When a business is looking for financing or other resources they come to Trenval. We discuss the business's unique needs with our flexible loan packages we can advise of any grant opportunities. Business financing is up to \$250,000 for start-up, relocation, maintenance or expansion of businesses located within Trenval's service area.

Decisions for financing are made at the local level with the support of our volunteer Board of Directors.

Trenval's financing can be independent or in a partnership with other financial institutions such as the Business Development Bank of Canada and Futurpreneur.

April 1/18 - March 31/19

1987-2019



141

4,334



30

14 Start-Up
16 Expansion

869

Business Loans



\$1,963,500

\$36,676,688

Partnerships in financing with two major partners began in 2009. To date we have assisted more start-ups & expansions of SME's directly due to partnerships and collaboration.



55



48



Business Loans



151

705



\$940K

\$4.3 M



\$682K

\$19M

COMMUNITY ECONOMIC DEVELOPMENT PROJECTS



Small Business Centre



NON-PROFIT DOLLARS AT WORK IN THE COMMUNITY

Community Economic Development (CED) projects are supported by Trenal annually.

CED projects address the current economic, environmental and social challenges of the community in partnership with lead organizations.

CED funding in 2018-2019 contributed to the Quinte Natural History Museum, Trenton Memorial Hospital Foundation Physician Recruitment, Leadercast Live, Small Business Centre, International Women's Day and Small Business Week as well as support for the Tri-County Manufacturing Regional Conference and access to assistance from QEDC to assist manufacturers with applications for grant contributions.

BUSINESS ADVISORY SERVICES

Business advisory services is a core element of the delivery of the Community Futures Program. Our professional staff is experienced and knowledgeable about the local market and understands the challenges faced by businesses. Services are provided one-on-one and free of charge and individuals can take part in one of the many workshops and seminars offered.

Assistance is available for start-ups, expansions, purchases, exporting, marketing plans, financial projections, succession plans and sources of financing and programs.

We welcome individuals seeking options to do a full time, part time or a side hustle business.



Referrals to partners
199



Jobs Impacted
71



Counselling interviews
282



Business Assisted
38



*Indicators are for business advisory service only (non-loan)

Eastern Ontario Development Program *(EODP)*

Over a five year period from 2014-2019, the federal government supported Eastern Ontario Community Futures Development Corporations with funding to deliver the Eastern Ontario Development Program, which increased productivity, access to new markets, trained employees and contributed to positive economic growth of the area. These contributions were non-repayable for the approved applications in the Trenval service area.

**\$2.5M
in Grant
Funding**

**\$4.5M in
Leverages**

**1,426
Jobs
Impacted**

**94
Businesses
Assisted**

Rural Innovation Initiative Eastern Ontario *(RIIEO)*

FedDev Ontario continues to support strategic and innovative Community Economic Development activities that were provided through the Eastern Ontario Development Program (EODP) through new funding streams. RIIEO provides \$15 million in funding over two years for Eastern Ontario CFDCs to support the transition and growth of traditional SMEs, manufacturers and communities into the new rural innovation economy.

There are two streams under the Rural Innovation Initiative Eastern Ontario (RIIEO); one local stream delivered by each of the Eastern Ontario CFDC's and one regional stream to be delivered by Northumberland CFDC.

Trenval will administer \$750,000 to businesses focused on expanding business growth, accessing to new markets or adopting advanced business innovation processes. The program identifies priority sectors that include Advanced Manufacturing, Clean Tech, Digital Industries and Agri-Food Processing.

Applications are now open and available on Trenval's website www.trenval.ca



Small Business Centre

Belleville | Hastings County | Lennox & Addington
Prince Edward County | Quinte West

CORE SERVICES

2017 - 2019



5,297

Inquiries



1,999

Consultations



185

Jobs

CORE SERVICES

2017 - 2019



140

Workshops



20

Events



1,924

Attendees



SBC FUNDING PARTNERS



Quinte Economic Development Commission



The County
PRINCE EDWARD COUNTY + ONTARIO



A Natural Attraction



SMALL BUSINESS CENTRE

Summer Company 2017-2019

 **\$96,000 IN GRANTS**
32 SUMMER BUSINESSES



2018 Summer Company

FUNDING + TRAINING + MENTORING
StarterPlus
YOUR SMALL BUSINESS SUCCESS STORY STARTS HERE!

2017-2019

41 START-UPS
28 EXPANSIONS



183 Trained



88 Jobs Impacted



\$265,000
69 Grants

Total Impact



FUNDING + TRAINING + MENTORING
StarterPlus
YOUR SMALL BUSINESS SUCCESS STORY STARTS HERE!

Summer Company

185 88 32



= 305

Trenval Business Development Corporation is the managing partner of the Small Business Centre (SBC) through the City of Belleville on behalf of the Ministry of Economic Development, Job Creation and Trade (MEDJCT). SBC is one of 57 centres across Ontario, with this being the only one managed by a CFDC.

The SBC is Trenval's largest CED project to date offering in kind support and management to the staff who deliver small business counselling and information services to businesses adding to the economic impact within the region.

The SBC, in addition to counselling and information services delivers workshops and seminars to small business and administers the Start Plus and Summer Company program which offer grants, business planning and mentorship.

2018-2019

TREIVAL BOARD OF DIRECTORS

Chairman - Glen LeClair
Secretary/Treasurer - Chris Fraser
Director - Chandy Davis
Director - Karin Gorgerat
Director - Adam Hannafin
Director - Elizabeth Knuude
Director - Joanna March
Director - Matthew Page
Director - Robin Pilon
Director - Robert Rossit
Director - David Wilson

TREIVAL STAFF

Executive Director - Amber Darling
Business Counsellor/Administrator - Harry Todd
Business & Loans Adviser - Eileen Brown
Office & Loans Administrator - Barb Wilson

SMALL BUSINESS CENTRE STAFF

Program Coordinator - Luc Fournier
Office & Events Coordinator - Brianna Rossit
Youth Business Developer - Leah Matthews

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