



2023 -2024 Annual Report

LET'S TALK BUSINESS!

Business Resources, Counselling, Financing



trenval.ca

613-961-7999

Funded by:
Federal Economic Development
Agency for Southern Ontario

Financé par :
Agence fédérale de développement
économique pour le Sud de l'Ontario

Canada

2023-2024

Community Impacts



**INVESTMENT FUND
DISBURSEMENTS**

\$2,678,000



LEVERAGED DOLLARS

\$8,628,040



COUNSELLING SERVICES

Loan: 265

Non-Loan: 239

504



JOB IMPACT

Loan: 233

Non-Loan: 112

345



BUSINESSES ASSISTED

Loan: 29

Non-Loan: 111

140



GENERAL INQUIRIES

362



SERVICE AREA

Trenval Business Development Corporation services:

- City of Belleville
- City of Quinte West
- Municipality of Stirling – Rawdon
- Township of Tyendinaga
- Tyendinaga Mohawks of the Bay of Quinte
- Town of Deseronto



TEAM TRENVAL



Amber Darling
Executive Director (1994)



Eileen Brown
Business & Loans Advisor
(2016)



Barb Wilson
Accounting Clerk & Office
Manager (2018)



Chantal Ouellet
Loan Administrator &
Communications (2021)

GROWTH RATE ON SOCIAL MEDIA AND E-NEWS



606 ↑19%
Subscribers

32% 3%
Open Rate

22,585
Reach



1536 ↑10%
Followers



920 ↑19%
Followers



825 ↑177%
Followers

CEED PROJECTS

13 Total Projects
\$75,197 in funding

Leverage: \$118,504
1:1.6



**Tyendinaga Township
Public Library**
\$3,800



Deseronto Public Library
\$7,500



Harvest Hastings
\$5,000



**Stirling Musical Instrument
Lending Library**
\$7,000



**Enrichment Centre
for Mental Health**
\$4,000



Quinte Immigration Services
\$5,000



**John Howard
Society Belleville**
\$7,500



Arts Quinte West
\$7,500



**Community Partners For
Success Cooperative Quinte Inc.**
\$3,200



**The Ladies of Sacred
Heart**
\$5,000



**Youth Habilitation
Quinte Inc.**
\$4,500



**City of Belleville –
Physician Recruitment**
\$10,000

KNDL
A BRIGHTER FUTURE, TOGETHER.

**Regional Angel
Investors Network**
\$5,000

Did You Know?



CyberSecure Canada Certification

Our team is currently improving our organizations steps to improve our cyber security. We will seek CyberSecure Certification by the Government of Canada in fall 2024. Trenval will be implementing all security controls in the National Standard CAN/CIOSC 104:2021 Baseline cyber security for small and medium organizations. Your data is safe with us!

Mentor Connect Quinte

The Mentor Connect Quinte initiative facilitates connections between business owners and professionals to exchange knowledge. Our aim is to make meaning matches to empower individuals with opportunities to learn from their peers, tapping into real-world business experiences to understand their methods and the keys to their success. www.mentorconnectquinte.ca



Ownr



Trenval has partnered with Ownr to provide an exclusive discount to register a business, incorporate, create legal agreements and manage employees. By using the link on Trenval's home page, the savings are passed on directly to the entrepreneur.

Rural Change Makers

A new initiative for Trenval in partnering with the Rural Ontario Institute and bringing the Rural Change Makers Program to the Bay of Quinte Area. This program is a springboard for young changemakers to ignite their passions, cultivate leaderships skills and amplify their voices as they embrace challenges that will shape communities in the future. Applications open May 1 – July 31.



Hire for Talent



Hire for Talent is a national awareness campaign aimed at increasing employers' confidence in hiring people with disabilities. It also provides resources to help employers tap into this talent pool during their search for skilled workers.

This summer, Trenval will invite employers to take part in a nationwide research initiative by filling out an Employer Experience Survey and joining a focus group. This opportunity will empower rural Ontario to contribute their perspectives to this study.

These are just some of the remarkable business owners we had the opportunity to work with.

SEE WHAT THEY HAD TO SAY ABOUT TRENVAL.



**Lyman's
Landscaping**

"We are so lucky to have this resource in our community. Supporting entrepreneurs making their passions a reality is pretty incredible. We all need someone in our corner, and when someone says, "Yes, this is worth investing in," it's a sort of validation and confidence boost along with a financial lending hand that allows you to really run with an idea that you thought the world might think you were crazy for having. It helps you live a life doing something that you love every single day. Without support, some businesses won't get off the ground, so the more people know about this resource, the better!" – Meg Lyman, Lyman's Landscaping

"Trenval has been a key partner in our efforts to revitalize Shannonville Motorsport Park. Our relationship with Trenval has also helped us to stay focused on growing the business with the knowledge that we had their additional support if needed," – John Bondar, Shannonville Motorsport Park



SHANNONVILLE
MOTORSPORT PARK



"One of the many things that has been, and continues to be, impressive about Trenval is the commitment shown by the staff to staying connected with us. When new opportunities become available they let us know, their business blasts are an ongoing resource and when we have questions we just have to ask. Knowing we have such a great team available to us is wonderful." – Gretta Barnwell, Meyers Creek Brewing Company

"Working with Trenval was so much easier and quicker than we thought it would be! They guided us through the process and were always helpful and cheerful! They really care about their clients." – Jamie and Christina Beeston, Barbacoa Boyz



"Our experience dealing with Trenval has been awesome. We had a need, they had what we needed. Trenval had a list of requirements that we needed to supply, we had an in person interview to discuss our business plan. They asked questions and we gave them answers. It was truly a very pleasant and comforting experience. 10+ outta ten on rating! They are real people....dealing with real situations!" – Charlie, James and Ben Sandercock, Jameshill Farms

These are just some of the remarkable business owners we had the opportunity to work with.

SEE WHAT THEY HAD TO SAY ABOUT TRENVAL.



"It has been, and continues to be, a happy, productive, supportive partnership all around. Very adaptable, willing to find solutions, open to possibilities and taking the time necessary to create an ongoing profitable relationship."
– Jen Cook, H2O Getaways

"We've received excellent financial support and guidance from Trenval over the years that we can honestly say County Fare wouldn't be where it is today had it not been for their help. We can't thank them enough!"

– Nan Keenan, County Fare



**COUNTY
FARE**



"Trenval is an incredibly valuable resource to our community, providing funding, advice and access to people with ideas, who might not otherwise be able to create new businesses that enrich all of us. Through them, hundreds of businesses have been created, employing thousands, and helping boost our local economy." – Dianne Bartlett, UpFront Gallery & Home

"Without Trenval, we might not still be in business, their help has been invaluable. And always with a cheery tone, and smile. We were excited, and nervous, about meeting the investment committee, but in the end, it was not as hard as we were led to believe. We know our business, and the numbers, inside and out." – Ricky and Steffen Wiehr, Stoneburg Cove Cottages



Stoneburg Cove
Cottages



"If you have a business idea and don't know where to go with it, you need to connect with Trenval. Their expertise, along with others at the Small Business Centre, will not only help you in building your idea into a viable business plan, but they can assist you with looking at all financing options to get you off the ground!" – Brad and Chana, Thairific

"Trenval has provided business guidance and financial support for our honey bee health business for close to 20 years, from startup to being an established business. The people were always a positive support and very helpful in addressing and overcoming the bumps along the way. I would encourage anyone interested in launching or developing a business in this area to take advantage of the resources offered through Trenval." – David VanderDussen, NOD Apiary Products



These are just some of the remarkable business owners we had the opportunity to work with.

SEE WHAT THEY HAD TO SAY ABOUT TRENVAL.



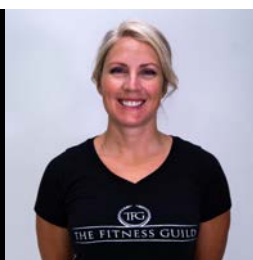
"I recommend Futurpreneur [formerly Canadian Youth Business Foundation] constantly. Trenval's dedicated personnel, resources and connections were vital components in my business success and I let everyone know that!" – John Korotki, JCK Construction

"Trenval helped me to realize my entrepreneurial potential...Trenval provided training and sound business counselling when I was starting and expanding my business. The staff was always available to help with business planning, marketing plans, cash flow projections, management, and accounting procedures...Trenval is a valuable service because they believe in possibilities." – Ron Bouwers, Space Age Shelving



"I am a real fan of Trenval. I think they offer great service, especially to young entrepreneurs who maybe don't know what a financial statement is, or the importance of managing cash flow, or developing a business plan. Trenval has resources to get them up to speed and get their ducks in a row to be able to apply for funding." – Mark Pelton, BlackBird Stone & Tile

"Trenval trusted me. Every time I have a problem, they just fix my problem– help me to keep going. They are really fair and they understand what I want. Trenval had an open mind, and a business mind, so they know that side too. Their staff is not afraid to jump a little bit and they trust when they know it's going to work." – Jean-Marc Salvagno, L'Auberge de France



"They want you to succeed, so that's why they wanted to make sure I had a solid plan and thought of every contingency – all the little things you maybe don't think of at first that are going to be a cost. They really do want to help."

– Jacquie Blanchette, The Fitness Guild

These are just some of the remarkable business owners we had the opportunity to work with.

SEE WHAT THEY HAD TO SAY ABOUT TRENVAL.



"The board believed in us and in our vision. We're very passionate about golf and the opportunities it can provide for young people. Trenval's investment in us is something we take great pride in and will deliver back in a major way. Thank you for providing us with an opportunity to fulfil our dream."

– Brandon McLean, NINE Golf

"I am proud to be a client of Trenval and would encourage anyone who knows it's time to grow to call and book an appointment...I felt supported and that there was a group of people who were willing to give us a chance. They were not just investing in an idea, but in me as a business owner. The staff are always excited to hear how we are doing. I call all the time to ask questions about a new direction of business we are going in and I am provided information and connections to the resources needed to get me to the next level." – Stephanie Rayton, Mops INC



MOPS INC



"The Trenval team has been an incredible resource as we work to grow our business. Having access to the Trenval team's knowledge and resources as we work through our business growth has been a strong asset for our farm."

– Melanie Harrington, Dahlia May Flower Farm

"Trenval is a group of incredibly knowledgeable and helpful people. They have been a useful tool for me long term in my business; they have helped me to network and have encouraged and supported me to find success in business, and for that I am very grateful." – Krysten Trenholm, Sugar Mama's Bake Shoppe



"Trenval has given us the opportunity to expand our reach, product lines, and presence in the equestrian industry. The entire team has been wonderful to work with, and incredibly helpful when I have questions or need some advice on how to approach problems. I am incredibly grateful to the entire Trenval team for supporting Piaffe – Dressage Lifestyle, as we continue to grow and move forward!" – Mallory Haigh, Piaffe – Dressage Lifestyle

Small Business Centre



2023-2024

Community Impacts

CORE SERVICES – Day-to-Day Support



Inquiries

2,465



Consultations

336



Job Impact

30



Workshops

35



Events

4



Attendees

302



Summer Company

The Summer Company program offers start-up funding of up to \$3,000 and mentorship from local business leaders to students aged 15-29 in Ontario. It offers hands-on entrepreneurial experience during the summer, enabling participants to learn essential skills while managing their own businesses.

4 Summer Businesses

Summer Company Grant Recipient
Kidan Singer – Fly Dog Photography

\$12,000 Grant Funding



The Starter Company Plus Grant Program offers grants of up to \$5,000 for Ontario entrepreneurs aged 18 or older not in full-time school, with personalized guidance, workshops, networking events, and mentorship.



\$87,000 Grant Support

19 Businesses

7 Job Impact

Trenval is the managing partner for the Small Business Centre (SBC). SBC Belleville is 1 of 54 locations across Ontario.

Small Business Centre receives operational and grant funding from partners including:



**Luc Fournier –
SBC Manager, Business
Counsellor, & Programs
Coordinator (2018)**

613-961-0590 ext. 420
luc@smallbusinessctr.com



**Amy Rushlow –
Office & Communications
Administrator (2024)**

613-961-0590 ext. 410
amy.rushlow@smallbusinessctr.com

2024 BOARD OF DIRECTORS



Joanna March
Chair



Jamie O'Shea
Vice-Chair



Sean McKillop
Secretary / Treasurer



Michael Beeston
Director



Chandy Davis
Director



Amy Harder
Director



David Wilson
Director



Heather Lang
Director



Taylor Russett
Director



Bev Woods
Director



Hardik Patel
Director

VISION:

Create and support a vibrant local business community.

MISSION:

To promote successful entrepreneurs, businesses and economic growth through community partnerships, investment and mentorship.