



Discovery Workshop Testimonial: Grenville CFDC

Ms. Heather Lawless

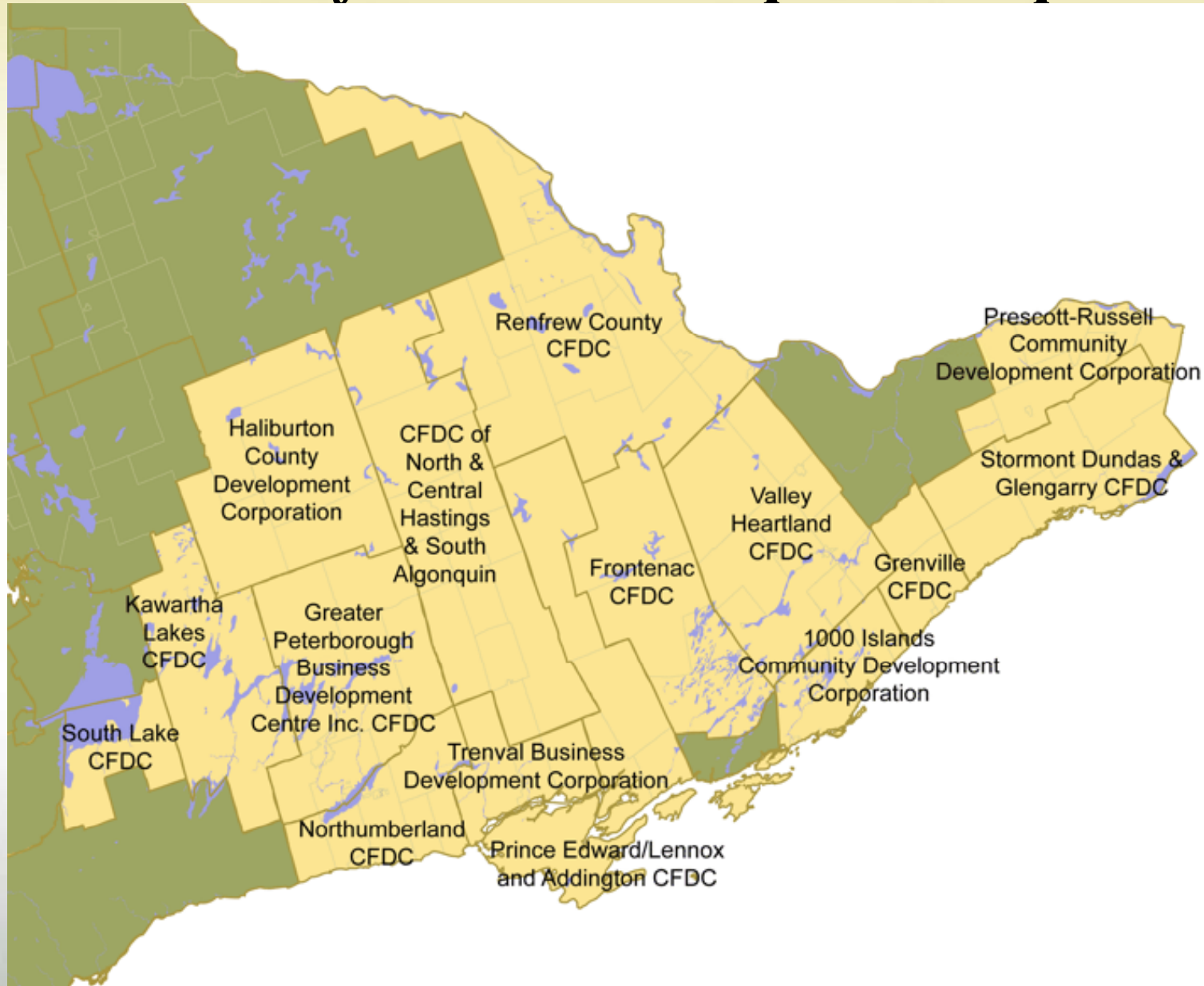


**Discovery Workshop
Testimonial
Grenville Community
Futures Development Corp.**



Eastern Ontario

Community Futures Development Corporations



COMMUNITY FUTURES DEVELOPMENT CORPORATIONS (CFDCs) OVERVIEW

- **Funded by Industry Canada FedNor**
- **61 CFDCs in rural Ontario**
- **Community-based, Non-profit Corporations**
- **Accountable to Volunteer Boards of Directors**
- **Mandated to Assist with Growth in the Local Economy**

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CFDC PROGRAMS & SERVICES

- **Business Financing**
- **Business Consulting**
- **Community Economic Development**

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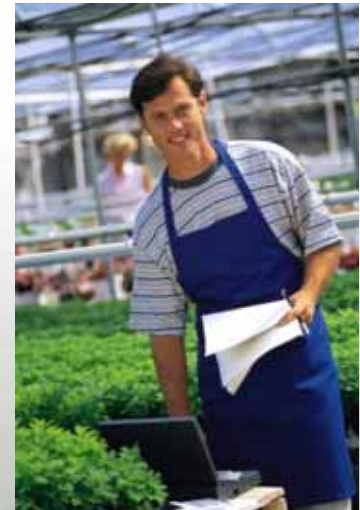


BUSINESS FINANCING

- **Customized Financing**
- **Start-up, Relocation, Stabilization & Expansion**
- **Loans, Guarantees and Equity up to \$150K**
- **Eastern Ont. Investment Pool \$500K**

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BUSINESS CONSULTING

- **No Cost Consultations and Referrals**
- **Business Plan Development Guidance**
- **Business Plan Assessments**
- **Entrepreneurial Training**

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COMMUNITY ECONOMIC DEVELOPMENT

Eastern Ontario Development Program

- **Socio-Economic Development**
- **Competitive & Diversified Economy**
- **Business & Employment Development**
- **Sustainable Self-Reliant
Communities**

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EODP LOCAL PROGRAMMING

- **Community Development**

Community Capacity Building

Local Initiatives

- **Business Development**

Youth Retention & Attraction

Skills Development

Business Planning Initiatives

- **Access to Capital**

Community Retrofit Program

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Community Capacity Building



Local Initiatives



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Youth Retention & Attraction

Youth Internship Examples:

- Tourism Coordinator – International Plowing Match
- Project Coordinator – Shakespeare Festival

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Skills Development

Training Plan Implementation Examples:

- Sales Management – Software Development Firm
- Web Design and Movie Making – Marketing Firm
- Maintenance Mgr Professional Certification
– Power Generation Firm

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Business Planning Initiatives

HUBBARD & Co.

Contact Us

Construction Services

Retail Store

Furniture

Antiques

Current Projects

Photo Gallery

About Us



Hubbard & Co. is located at 28 Spencer Street in Spencerville, Ontario, just off Hwy 416 at County Road 21, a 40 minute drive south of Ottawa and 10 minutes north of Prescott.

Visit our Retail Store, which is open from 10 a.m. to 5 p.m. on Saturdays and Sundays, May through December.

Or fill in our Client Request Form for a prompt response.

Access to Capital

Retrofit / Revitalization Loan Examples:

Before



After



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EODP REGIONAL PROGRAMMING

Funding Support for Regional Economic Development Projects that:

- Are Collaborative, Innovative Partnerships
- Address Needs/Priorities Identified in the Eastern Ont. Opportunity Action Plan
- Impact 4 or More CFDC Areas
- Result in Long Term Benefits

i.e. job creation, economic
diversification, enhanced business

competitiveness

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EODP REGIONAL PROGRAMMING

Regional Project Examples:

- Eastern Ont. Opportunity Action Plan
- Pre-Feasibility Workbook for Bio-Energy Projects
- Eastern Ontario Model Forest Eco Industrial Park Site Planning

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KNOWLEDGE IMPACT IN SOCIETY DISCOVERY WORKSHOP

Objective:

- Deliver academic knowledge to economic and business development practitioners to increase rural vitality

By:

- Identifying knowledge and information gaps

That:

- are preventing communities from capitalizing on economic and business development opportunities
- are preventing communities from fully implementing economic development strategies

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GRENVILLE CFDC OUTCOMES

Build Lasting Relationships

- **Intended Result:** Relationships developed between academics and rural community decision makers
- **Achieved:** Elected officials, private sector, educational institutions, economic development practitioners
Enterprise Centre, Chamber of Commerce, Local Training Board, Model Forest, Trillium Fdn, Rural Secretariat, FedNor attended
- **Unintended Result:** Relationships developed between and among participants

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OUTCOMES

Identify Knowledge Needs

- **Intended Result:** Identification of rural CED needs and challenges
- **Achieved by Identifying Primary Challenges:**
 - achieving coordination and focus for CED efforts
 - securing sufficient support for small business
 - curbing youth out-migration
- **Unintended Result:** Recognition of the need for constant communication between CED practitioners, elected officials & community



OUTCOMES

Prioritize Research Needs/Opportunities

- **Achieved By Developing Priority Listing:**
 - identify the unique economic opportunities for our region
 - create a central repository of demographic data
 - establish a priority listing of business attraction recruits
 - source out successful immigration/migration strategies
 - share best practices of bio-based/wood-based value-added products & Cleantech industries
 - determine resource search patterns of entrepreneurs

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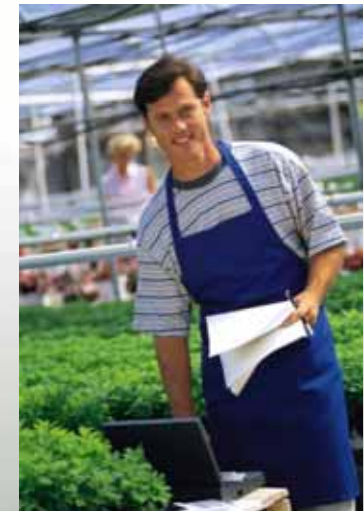
IMPACT ON COMMUNITY

Business Case Studies:

- Capture/share best practices in rural businesses
- Showcase rural business innovation

Grenville Examples:

- **Kriska Holdings** – 2 time Platinum Club Member, Canada's 50 Best Managed Companies
- **O'Farrell Financial** – 2008 Business of the Year, North Grenville Chamber



IMPACT ON COMMUNITY

Queen's Business Consulting Services:

- Free services offered for one business or organization

Grenville Example:

- Eastern Ontario Model Forest Group
- Partner in KIS Project
- Ontario Wood Science & Innovation Ctr. (OWSIC) business plan partnership

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IMPACT ON COMMUNITY

Queen's Business Consulting & OWSIC:

- OWSIC as hub of integrated business community for wood products, processes & by-products
- Private sector, government & academic research participate in scientific collaboration and business development
- R&D&Demonstration, education, incubation & pilot plant centre facilitate commercialization
- Greenfield Ethanol anchor/partner

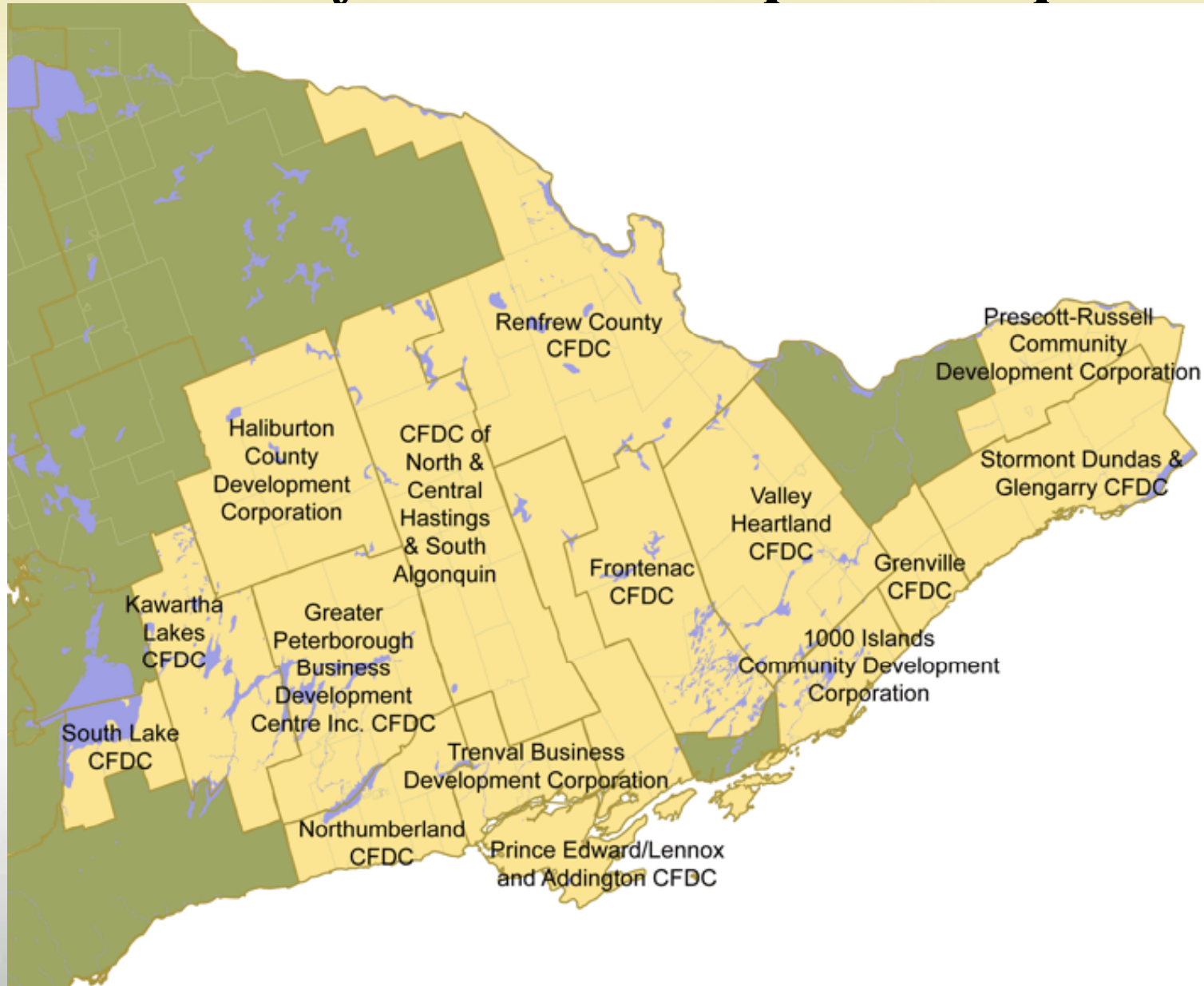
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CONTACT INFORMATION

- **Heather Lawless, Executive Director**
- **Grenville Community Futures Development Corporation**
- **www.grenvillecfdc.com**
- **hlawless@grenvillecfdc.com**
- **Tel. 613.925.4275**

- **Brad Whelan, Coordinator, EO CFDC Network**
- **www.eocfdc.ca**
- **brad@eonetinc.ca**
- **Tel. 905.372.8315**