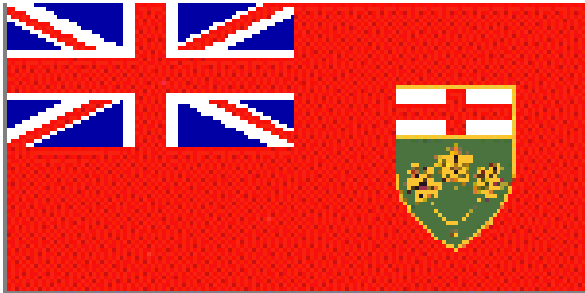




# Building Your Relationship with the Ministry of Small Business and Entrepreneurship Small Business Enterprise Centre Program



# Ministry of Small Business and Entrepreneurship

## Small Business Enterprise Centres

# Mandate

- Promote small business and encourage Entrepreneurship as a viable career option;
- Assist new entrepreneurs in the evaluation and process of business start-up;
- Provide stability and early-stage growth support to existing small business and improve the success rate;
- Promote entrepreneurial skills, qualities and opportunities to Ontario's youth;
- Website: [www.sbe.gov.on.ca](http://www.sbe.gov.on.ca)

# Program Areas

- **Small Business Enterprise Centres:**
  - 44 Locations plus 7 satellites
- **Small Business Services**
  - Workshops/Seminars/Local Initiatives
  - Bridges to Better Business Events-38 locations
  - Mentoring/Business Growth training
  - Internet Access/Publications and Library services
- **Youth Entrepreneurship Programs**
  - Summer Company
  - Provincial Business Plan Competition
  - Youth Conferences

# Small Business Enterprise Centres

- Target client: new and existing small business entrepreneurs... pre-venture to five years - typically under 10 employees;
- MSBE “model”: funded and operated through multiple public/private sector partnerships;
- Guided by an Advisory Board/Committee.



## Central Region

- Greater Barrie Business Enterprise Centre
- Brampton Small Business Enterprise Centre (Brampton & Caledon)
- Markham Small Business Enterprise Centre
- Mississauga Business Enterprise Centre
- York Region Small Business Enterprise Centre (Newmarket)
- Halton Region Business Development Centre (Oakville)
- Richmond Hill Small Business Enterprise Centre
- Enterprise Toronto (4 locations)
- Vaughan Business Enterprise Centre
- Business Advisory Centre Durham (Oshawa)
- Muskoka Enterprise Centre (Bracebridge)

## Eastern Region

- Enterprise Quinte (Belleville)
- Leeds and Grenville Small Business Enterprise Centre (Brockville)
- Business Advisory Centre Northumberland (Cobourg)
- Cornwall Business Enterprise Centre

# Small Business Enterprise Centres: Ontario's Small Business Support Network

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- Prescott-Russell Enterprise Centre (Rockland & Hawkesbury)
- Entrepreneurship Centre Kingston
- Kawartha Lakes Small Business Enterprise Centre (Lindsay)
- The Entrepreneurship Centre (Ottawa)
- Business Advisory Centre — Peterborough
- Enterprise Renfrew Country (Renfrew & Pembroke)
- Lanark-North Leeds Enterprise Centre (Smith Falls)

## Western Region

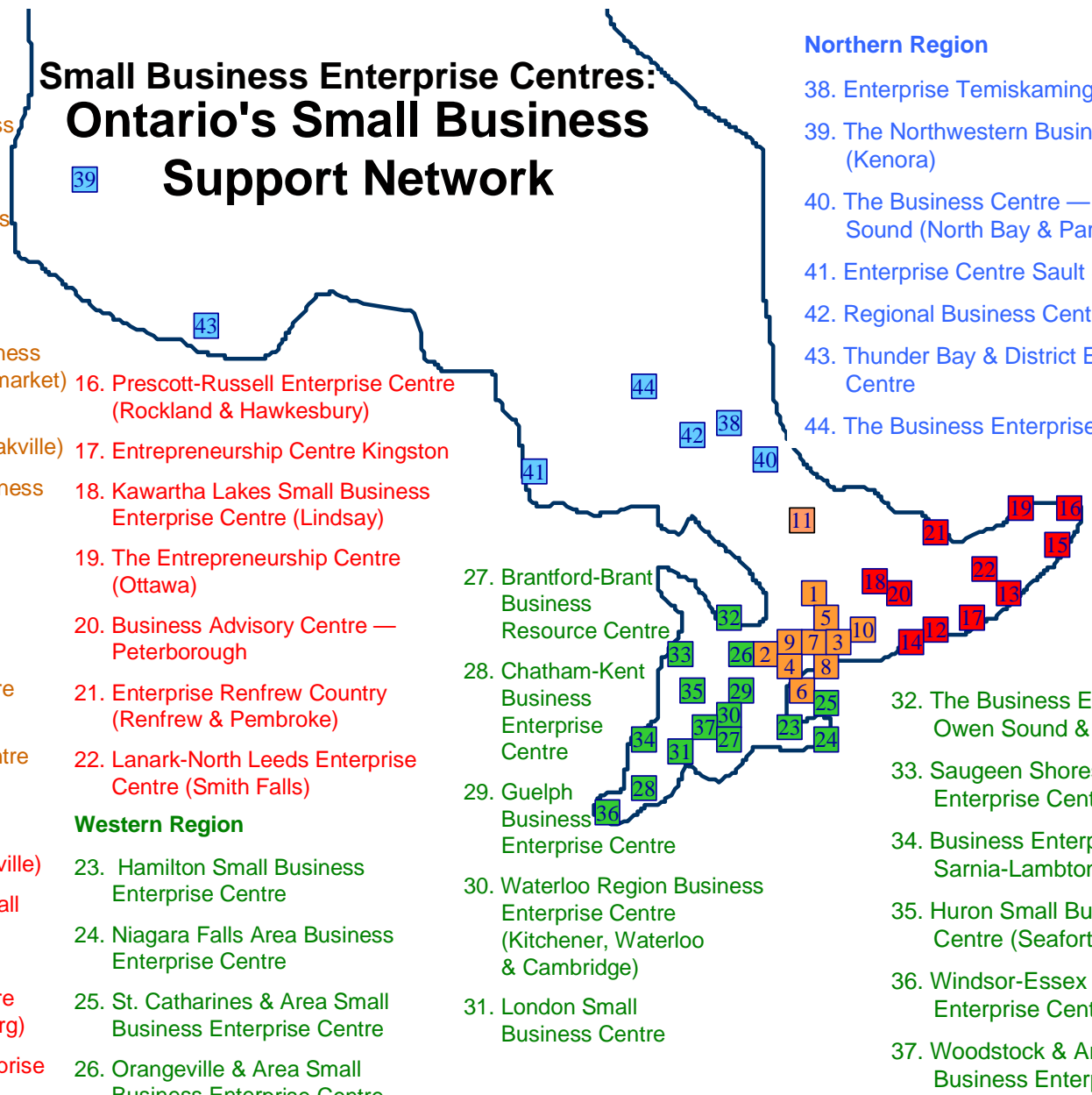
- Hamilton Small Business Enterprise Centre
- Niagara Falls Area Business Enterprise Centre
- St. Catharines & Area Small Business Enterprise Centre
- Orangeville & Area Small Business Enterprise Centre

- Brantford-Brant Business Resource Centre
- Chatham-Kent Business Enterprise Centre
- Guelph Business Enterprise Centre
- Waterloo Region Business Enterprise Centre (Kitchener, Waterloo & Cambridge)
- London Small Business Centre

## Northern Region

- Enterprise Temiskaming (Haileybury)
- The Northwestern Business Centre (Kenora)
- The Business Centre — Nipissing Parry Sound (North Bay & Parry Sound)
- Enterprise Centre Sault Ste. Marie
- Regional Business Centre (Sudbury)
- Thunder Bay & District Entrepreneur Centre
- The Business Enterprise Centre (Timmins)

- The Business Enterprise Centre Owen Sound & Area
- Saugeen Shores Small Business Enterprise Centre (Port Elgin)
- Business Enterprise Centre of Sarnia-Lambton
- Huron Small Business Enterprise Centre (Seaforth)
- Windsor-Essex Small Business Enterprise Centre
- Woodstock & Area Small Business Enterprise Centre



## By The Numbers 2005/06

- Consultations: 24,400
- Web-Based Client Contacts:
  - 4.2 million client interactions through web-site access
- Professional Referral Consultations: 3,514
- Seminars/Workshops: 1,421
- Outreach/Networking Activities: 2,290
- Economic Impact: Assisted in start-up, registration and operation/expansion of 29,218 new and growing businesses and related job creation.

# Information

- To find your local Small Business Enterprise Centre  
go to: [www.sbe.gov.on.ca/sbec](http://www.sbe.gov.on.ca/sbec)
- The MSBE website also links to local SBEC websites



# Enterprise Renfrew County

## Historical Overview & Partnership Building



**7, 646 km<sup>2</sup>**

**17 Lower-tier municipalities**



# Historical Overview

1988: Business Self-Help Centre

Operated by:

- Town of Renfrew.
- Renfrew Industrial Commission.
- Ministry of Small Business and Entrepreneurship (formerly MEDT).



# Historical Overview (cont'd.)

- County partnership & funding request for “Enterprise Renfrew County (ERC)” to serve whole region.
- Nov. 2001 – Feb. 2002: County & Town of Renfrew submit joint proposal to operate a SBEC.
- MEDT approves ...new launch starts in August 2002.
- Two SBEC offices staffed by 2 full-time by County employees.



# Renfrew County & Town of Renfrew Agreement

- Each provides its own SBEC premises & covers operating costs (utilities, taxes, property insurance, maintenance).
- Town contributes \$1,000 annually.
- County contributes \$10,000 annually.
- County responsible for administration of SBEC program and employees.

# Partnerships & Operations

	2006-2007			
Partner	Financial Contribution	In-Kind Contribution	\$ Total Contribution	% Total Contribution
<i>County of Renfrew</i>	\$25,250	\$46,200	\$71,450	36.65%
<i>Town of Renfrew</i>	\$1,000	\$4,000	\$5,000	2.56%
<i>City of Pembroke</i>	\$4,000	\$0	\$4,000	2.05%
<i>MSBE (formerly MEDT)</i>	\$94,000	\$0	\$94,000	48.22%
<i>Royal Bank</i>	\$1,000	\$0	\$1,000	0.51%
<i>Algonquin College</i>	\$0	\$5,400	\$5,400	2.77%
<i>myFM</i>	\$0	\$5,980	\$5,980	3.07%
<i>Other (Special Projects)</i>	\$8,120	\$0	\$8,120	4.17%
<b>Total:</b>	<b>\$133,370</b>	<b>\$61,580</b>	<b>\$194,950</b>	<b>100.00%</b>



# Exploring Partnerships Opportunities

Kingston Entrepreneurship Centre

KEDCO



# Partner Classifications

- Major Partners-Municipalities
- Charter Banks and Financial Institutions
- Educational Institutions
- Media
- Accountants, Lawyers and other Professionals
- Local Businesses
- Traditional Business Associations
- Unique Ideas

# Major Sponsors–Municipal Government

- Benefits to Partners: Satisfies part of their economic development mandate; frees up municipal staff time; attracts new jobs and assessment \$; image enhancing.
- Benefits to Centre: Source of core funding, referrals, ambassadors and board members
- Contributions: physical space and overhead costs, administration services, use of Communication and IT services, payroll benefits, pension and other HR

# Charter Banks & Financial Institutions

- Five major Canadian banks plus HSBC, Credit Unions appear to be an untapped resource
- Benefit to Partners: advertising and marketing, potential to recruit new clients, vehicle to distribute marketing material, guest speaking opportunities, satisfies community involvement mandate, offers a parachute for loan turn downs.
- Benefits to Centre: source of core funding, event funding, referrals/ambassadors, board members, expert resource for consultations.

# Media

TV, Radio, Magazines and Newspaper (can includes graphic artists, printers, web design writers)

- Benefits to partners: Community Service value, networking opportunity with potential clients, source of editorial contents, possible advertising revenue from the Centre, logo on Centre materials
- Benefits to Centre: Free media coverage, free advertising, lead generation for new clients, possible volunteers/ board members.
- Core funding, contra or complimentary advertising, coverage of events, event funding or in-kind promotion

# Professionals

Accountants, Lawyers, etc.

- Benefits to Partners: source of new clients, networking opportunities, community contribution
- Benefits to Centre: source of expert advice, client specialty consultations, referrals/ambassadors, board members
- Contributions: Possible event funding, volunteer time.

# Other Local Businesses

Small Retailers, Big Box Stores, Local Companies

- Benefits to Partners: advertising, networking opportunities, positive community profile
- Benefits to Centre: source of core funding, referrals/ambassadors, board members
- Contributions: Event funding, volunteers, free or reduced price on products/services, discounts to clients (value added for Centre).

# Traditional Business Associations

- Chamber of Commerce
- CFDC
- Service Canada-SEB Program
- OMAFRA
- BIA

# Unique Ideas

- Local Band Council-Aboriginal Outreach
- Francophone Association
- Immigrant Association
- Local Women's and Networking Groups (BIA)
- Churches
- Social Assistance Offices
- Youth Associations, Clubs, Junior Achievement
- Business Welcome Wagon
- Landlord's Association, Trade Unions, Construction Groups
- Public Library
- Via Rail, Air Canada, Hotels, Tourist Attractions



# Discussion/Questions