



ANNUAL REVIEW

2021

Celebrating 32 Years of
Business Success

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CBDC Blue Water

Who We Are & What We Do

CBDC Blue Water proudly provides financing programs, training, and counselling services for small-to-medium sized businesses in rural HRM.

CBDC Blue Water is one of 41 independent non-profit Community Business Development Corporations in partnership with the Atlantic Canada Opportunities Agency (ACOA). Together with community partners, we work to support the local businesses by assisting entrepreneurs as they build or expand their businesses.

Where We Serve

CBDC Blue Water services the rural Halifax Regional Municipality, covering the areas between Ecum Secum and Hubbards, excluding the urban areas of Bedford, Dartmouth and Halifax.



Letter From The Chair

During the 2021 fiscal year, our volunteer Board approved 31 regular investment loans valued at just under \$1.25 million resulting in more than 106 jobs being created or maintained within our communities.

Under the Regional Relief and Recovery Fund (RRRF) program we approved a total of 86 loans valued at over \$2.25M. Through our Self-Employment Benefits (SEB) Program we have helped an additional 39 clients start their small businesses.

During the year there were 12 SEB workshops and 6 Labour and Advanced Education (LAE) training programs conducted through the office. Our staff have also provided professional and business counselling services to more than 120 clients.

We are excited to have a broad network of partners and to have fully established satellite offices throughout rural HRM in the communities of St. Margaret's Bay, Sackville, Sheet Harbour and Spryfield. We are actively working with Business Improvement Districts, Chambers of Commerce and Business Associations in our area as we look to raise our profile and strengthen our local economy through collaboration.

CBDC Blue Water has also engaged several young people to work within our organization through various innovative projects aimed at helping our clients and the business community at large. In this effort we have been supported by organizations such as @NS, Venture for Canada, ICTC, Canada Summer Jobs, and the Graduate to Opportunity through The Province of Nova Scotia.

As we look to the future, CBDC Blue Water recognizes that the impact of COVID-19 will be long lasting, and we will be a leader in helping businesses in rural HRM recover. The Corporation will look to collaborate with other economic development agencies like the Halifax Partnership and institutions of higher learning like our Community Colleges and Universities to find innovative ways to address the ever-changing challenges that face our evolving rural economy. I would like to thank you for being a part of our past success and we look forward to working with you for a bright and exciting future in the years ahead.

Sincerely, Kenny Dolomont, Chair

Board of Directors



Kenny Dolomont
President



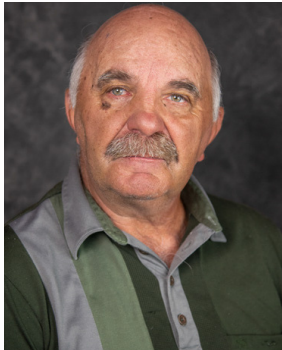
Darla Johnston
V. President



Wayne Fiander
Treasurer



Michael Hatter
Secretary



Harold Baker
Director



Leslie Brown
Director

Board of Directors



Richard Donald
Director



Michael Hayes
Director



Nancy Westhaver
Director

Our Partners



Atlantic Association of
CBDC's



Nova Scotia Association of
CBDC's



Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique

Canada 

CBDC Blue Water Staff



Chris Atwood
Executive Director



Alayne Jackson
Sr. Business
Development Officer



Christine Murphy
Office Administrator



Jennifer O'Quinn
Business
Development Officer



Andrea Hamm
Financial Coordinator



Sheila Spicer
Self-Employment
Benefits Coordinator

CBDC Blue Water Staff



Sherri Mallard
Portfolio Manager

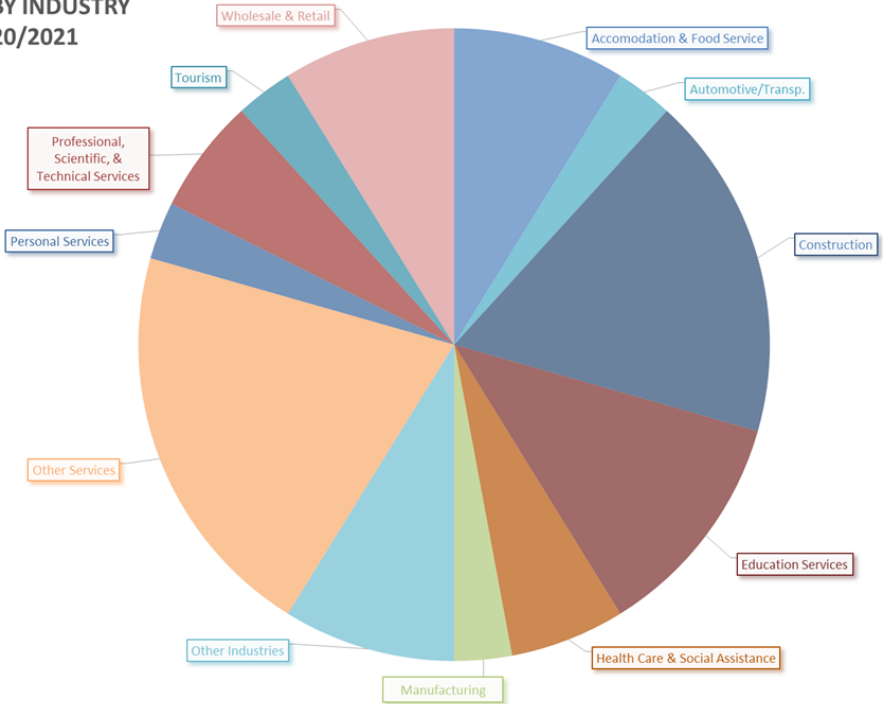


Noah Matthews
Marketing Coordinator

A Year in Review

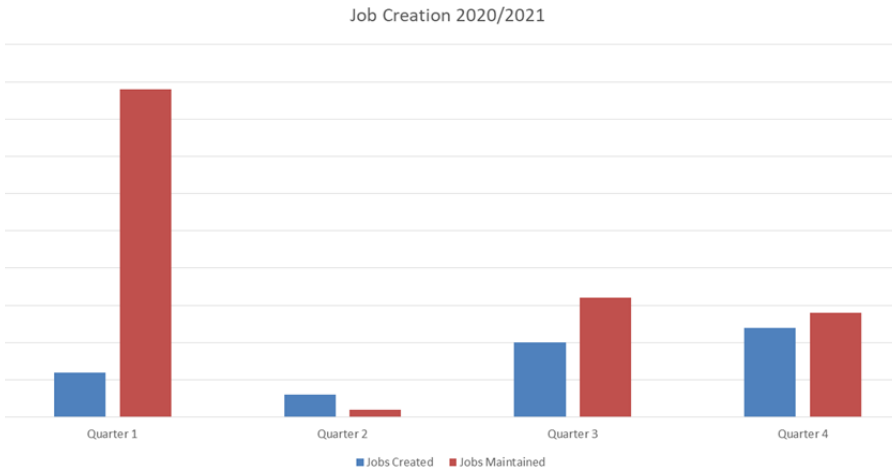
Loans by Industry Sector

LOANS BY INDUSTRY
2020/2021

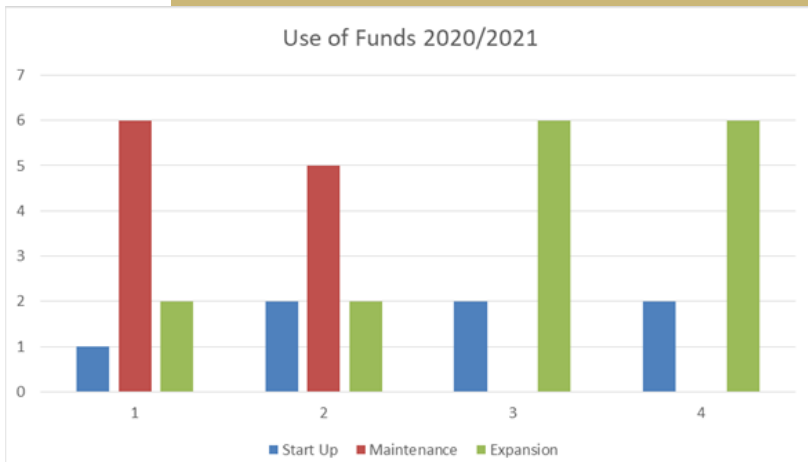


Our clients offer products and services in a wide variety of industries. Our objective is to increase the range of services within the communities and limit competitive impact on existing businesses.

Job Creation (2020/2021)



Use of Funds (2020/2021)



CBDC Blue Water disbursed over \$1.5M to 34 entrepreneurs. These loans led to the creation of 31 new jobs and the maintenance of 75 jobs.

Client Profiles



Charles Whebby is the proud owner of Lakeville Landscaping which he started in 2019. He runs the business with the assistance of his father-in-law.

Lakeville Landscaping helps clients with the beautification and maintenance of their property. They offer multiple services such as spring clean up, lawn mowing, excavation services, new sod installation, garden bed maintenance, fertilizing and much more.

Besides his love for landscaping, one of the reasons Charles started his business was the desire to work for himself. He loves the challenge that self-employment brings and landscaping & construction have always been a thrill for him.



Charles' father-in-law used to own a landscaping business which was one thing that inspired Charles to start his own business.

Charles appreciates the experience and knowledge his father-in-law provides.

CBDC Blue Water helped Charles through the Self-Employment Benefits (SEB) Program. The program provided valuable business knowledge through monthly workshops and entrepreneurial support. With some financing from CBDC, he was able to purchase the equipment needed to start his business.

Charles' future goals are to gain some knowledge in bookkeeping and continue with business training that will help him to grow and expand his business while creating jobs for people in the community.



Mark Moore is the owner of his family-run business, Halifax Surf School. Mark is originally from Brookfield, NS and spent his early years travelling abroad. After visiting 45 countries, he decided to come home to Nova Scotia and settled in Musquodoboit Harbour.

Mark has been running his business for six seasons and has two locations: Martinique Beach and Clam Harbour Beach. You can find them at both locations full time between May & October.

Halifax Surf School was created by Mark and his family to create a work/life balance. He wanted to do something he loved and still have time for family. Starting his business has given him the opportunity to share and create memories with a lot of first-time surfers who want to ride and read the waves.

Mark loves the happy people he meets and takes pride in helping them access the ocean and seeing them stand on a surfboard for the first time!



Halifax Surf School's clientele are divided between Nova Scotians and tourists who want to enjoy a special day and experience the thrill of surfing.

CBDC Blue Water helped Mark access valuable capital on two occasions. When sitting down with Mark he mentioned that receiving funding from banks has become increasingly difficult and exclusive. He liked that CBDC Blue Water uses more creative lending qualifications and specializes in empowering local business.

The future goal of Halifax Surf School is to smoothly transition into a more automated system that will make operations run smoothly.

The entire staff of Halifax Surf School is made up of people from the local community. Mark is happy to be part of growth of his community's economy.



Dustin Barker graduated from Eastern Shore District High School and furthered his education in Computer Programming, Business Administration, and Auction School. Dustin is the proud father of three and when he is not working, you can find him coaching or playing hockey at a local rink.

Dustin is the owner of Mariner Auctions & Liquidations. It is one of Canada's premier auction and liquidation companies located in Westphal, Nova Scotia. Every week they conduct two to three auctions.

Dustin grew up in the auction business and identified a need for an alternative to the typical brick and mortar business. He saw this as an opportunity to use his technical knowledge and background and create an online platform.

Mariner Auctions & Liquidations caters to a large audience of people from dealers, collectors, re-sellers, and the public in search of deals on art, antiques, collectables and more.

The future goal of Mariner Auctions is to open new locations throughout the Atlantic provinces. They hope to resume this operation when COVID restrictions ease. They recently introduced delivery services for their products and that has been a great success for their business.

Mariner Auctions is quite involved with the community. They volunteer and host fundraising auctions that help charities and community groups as well as support local teams with scholarships.

CBDC Blue Water assisted the business with financing that allowed Dustin to expand and build up inventory. The funding also provided them with the resources they needed to hire additional employees.

2020 AGM

