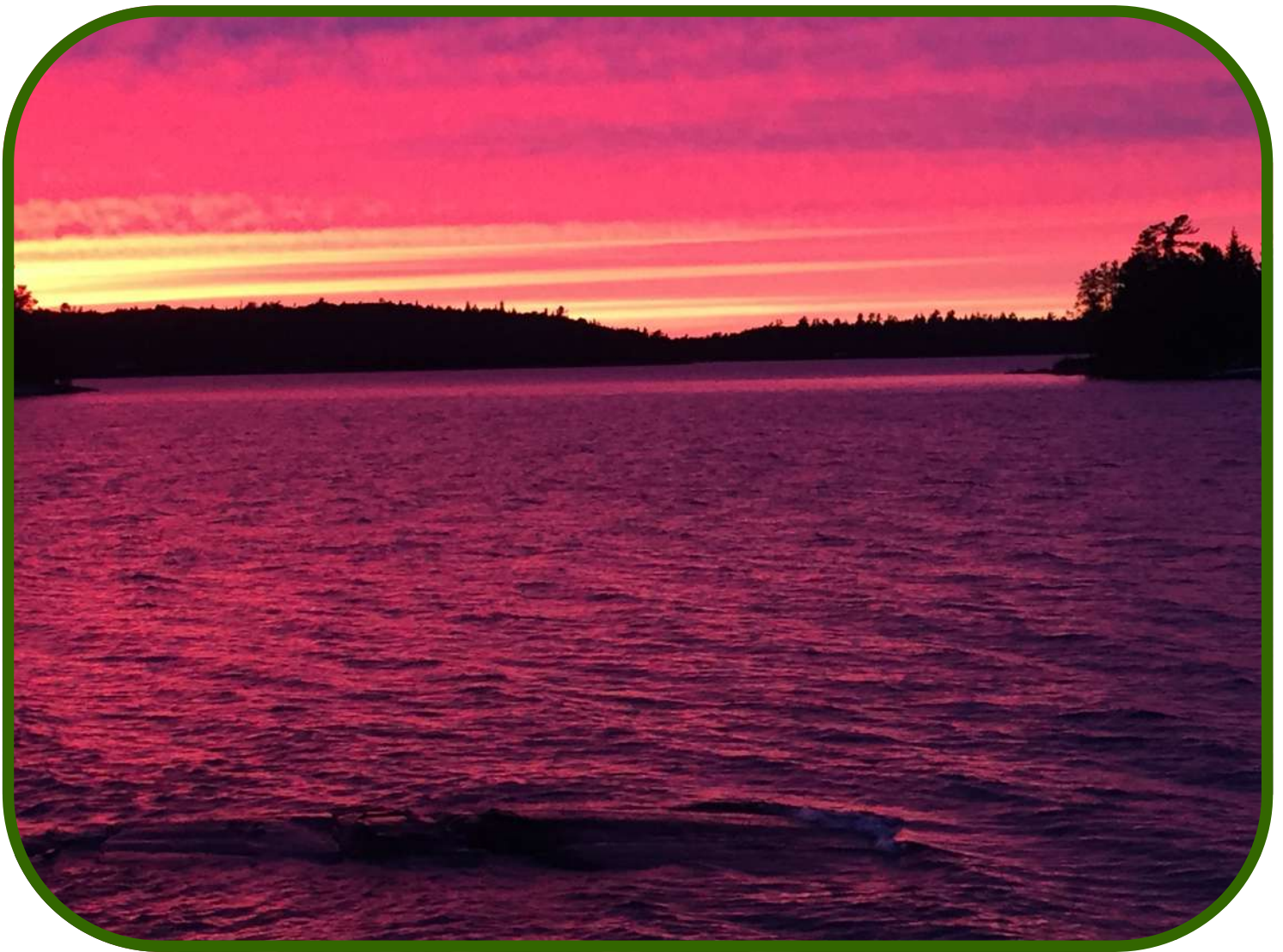




Lake of the Woods
BUSINESS INCENTIVE CORP.
A Community Futures Development Corporation



2017 Annual Report



Solutions for Small Business...



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Lake of the Woods
 BUSINESS INCENTIVE CORP.
 A Community Futures Development Corporation

Our Mission

“to facilitate, sustain and expand
 a vibrant, regional diversified economy.”



2017 LOWBIC Staff

Ryan Reynard

Executive Director

Crystal Kast

Business Development & Lending Officer

Allyson McTaggart

Business Development & Lending Officer

Cierra Parkhill

**Youth Entrepreneurship
Project Coordinator**



2017 Board of Directors

| <u>Name</u> | <u>Position</u> |
|-----------------------|------------------------|
| Fred Wright | Chair |
| Sean Hughes | Vice Chair |
| Tracy McDonald | Treasurer |
| Sara Dias | Director |
| Matt Wilkie | Director |
| Steve Ford | Director |
| James Hendy | Director |
| Karen Kejick | Director |



REPORT OF THE CHAIR - 2017

Throughout 2017, the lending activity was slightly slower than the previous year; however we did still top the million-dollar mark! There was a noticeable increase in the number of community projects the corporation participated on, providing valuable benefit to the community now and in the future.

The Lake of the Woods Business Incentive Corporation provides essential services to entrepreneurs and small businesses throughout the Kenora and Sioux Narrows/Nestor Falls area. Our main fleet of services focuses on Business Development activities which include assisting clients to develop their business plans and providing consultation services. This often leads into providing lending solutions or access to capital, which comes in the form of term loans and loan guarantees. We also participate on or lead community economic development projects that provide benefit and enhance our community. Finally, we provide various forms of training workshops that are suited to best meet the needs of our clients.

Business Development & Lending

The Investment Fund continues to be a very valuable service offered to small businesses and entrepreneurs in the Kenora and Sioux Narrows/Nestor Falls area. Lending activity was down slightly over the prior year; however LOWBIC approved loans to **16** businesses in 2017, with a total amount reaching just over **\$1.1 Million dollars**. As a result of this lending activity, there were **81** jobs created or maintained, with nearly **\$566K** in additional dollars leveraged. The applicants represented a diverse cross-section of industry including: tourism, transportation, construction, retail and hospitality. Throughout 2017, we received **158** general inquiries regarding our services. LOWBIC provided **55** in-depth, one-on-one counselling sessions to clients, assisting in areas such as: business planning & advice, marketing, preparing & understanding financial statements as well as balancing or re-structuring debt loads. This free counselling service provided by LOWBIC is extremely valuable to those that request assistance and is well received by clients wanting to address today's changing business environment!

Training & Community Economic Development

LOWBIC customizes training opportunities to best suit the needs of clients, including one-on-one or small working groups and also classroom style. If we do not have the expertise in-house or via webinar, we will look at bringing in subject matter experts. In 2017, we provided **7** training events or workshops with a total of **101** participants. We co-hosted Small Business Week which included workshops, information sessions and networking opportunities; all of the events were very well attended.

2017 saw the 1st Annual Bubbles and Bites event, celebrating women in business, in recognition of International Women's Day, which LOWBIC helped to get started! The event brought out 100 people, generated \$3,000 in sponsorship from 11 community partners and raised over \$4,000 for Kenora's Saakaate House Women's Shelter!



Training & Community Economic Development - Continued

LOWBIC continues to administer the Northwestern Ontario Private Sector Youth Internship Program, with great success! There have been 25 businesses in Northwestern Ontario approved onto the program with many of them successfully hiring post-secondary graduates, receiving back nearly 50% of the cost of that employee. The multi-year project is valued at \$1.16 Million Dollars.

The SuccessionMatching.com project was initiated in early 2017 to address the large number of small businesses approaching retirement. This \$31,500 project helps prepare business owners for the transition and sale of their business.

The regional Northwest CF Network is also administered out of our office. Ryan is the network chair and participates at the regional, provincial and national level providing planning and policy input/advice from a Northwestern Ontario perspective. The 2 - year project is valued at \$180K and ends in 2018.

LOWBIC continues to provide support as appropriate for the Kenora Airport redevelopment, a \$6.5 Million dollar project which is scheduled to be complete in June of 2018.

In addition, LOWBIC has been instrumental in finding funding to support a new tourism app, which will provide a “walking tour app” that highlights Kenora’s history and culture, as well as our many trail systems. This \$24K project is in partnership with Tourism Kenora, KHA, Harbourtown Biz & the NW Ontario Innovation Centre.

Administration

You can see that 2017 was in fact a full and very successful year. Each year I feel that we have reached our potential and then Ryan and his staff manage to accomplish even more than the prior year.

Our professional staff makes LOWBIC successful on a day to day basis and makes us very proud to be part of LOWBIC! They’re a dedicated team, focused on providing clients with the highest level of service.

The dedication and commitment of the LOWBIC Board of Directors is also greatly appreciated. We represent many different sectors of our economy: small business, retail, tourism, insurance, health and social services, forestry, and construction. We bring a wealth of knowledge and expertise to the board room. We share the common goal of strengthening our economy by providing lending services, small business counselling, customized training as well as community development projects so that our communities and our families will thrive. Our Board is made up of a good cross section of younger business people as well as more experienced veterans of the business world, providing excellent dynamics and functionality. Through the guidance of the Board, LOWBIC will continue to make a positive impact on the economic and social stability of our area.

I have been privileged to serve on the LOWBIC Board for many years and for quite a few as the board chair. I am leaving the Board this year and I must say that this has been an enlightening and fulfilling adventure for me.

I wish LOWBIC and the board continued success.

Respectfully submitted,

Fred Wright, Board Chair
March 26th, 2018



Business Development & Lending Services

Loans advanced in 2017

| | |
|-------------------------------|---------------------|
| Loan Guarantees & Term Loans | \$1,062,250 |
| NWOIP (Investment Pool Loans) | \$ 70,000 |
| Total | \$ 1,132,250 |

Investment Fund Impact 2017

| | |
|--------------------------------|------------|
| ⇒ Businesses Assisted | 16 |
| ⇒ Jobs Created & Maintained | 81 |
| ⇒ Additional Dollars Leveraged | \$ 565,450 |

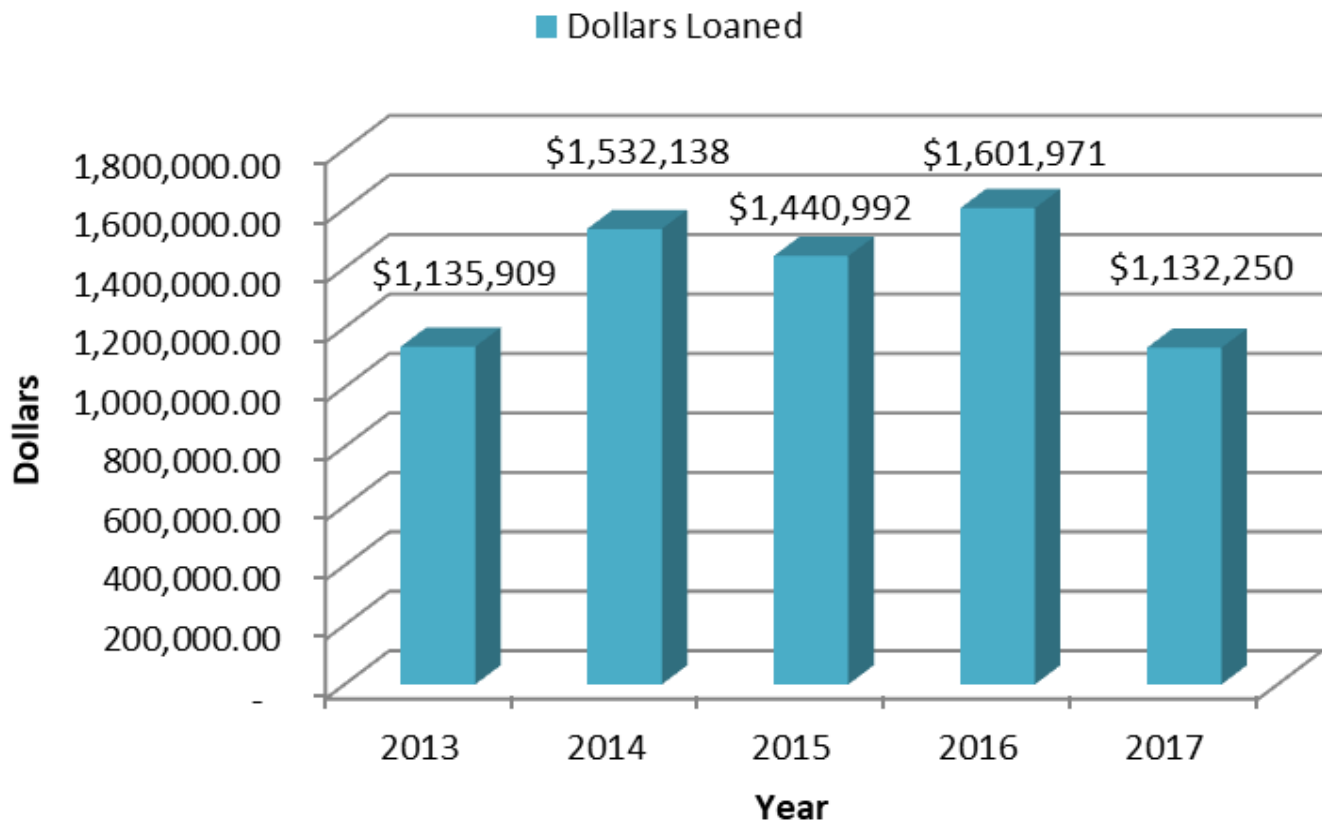
Investment Fund Summary at December 31, 2017

| | | |
|----------------------------|-----------|---------------------|
| Total # of Loan Guarantees | 10 | \$ 980,000 |
| Total # of Term Loans | 60 | \$ 4,174,196 |
| Total # of NWOIP Loans | 13 | \$ 730,305 |
| Total | 83 | \$ 5,884,501 |



5 Year Lending Results

Total Dollars Loaned 2013-2017

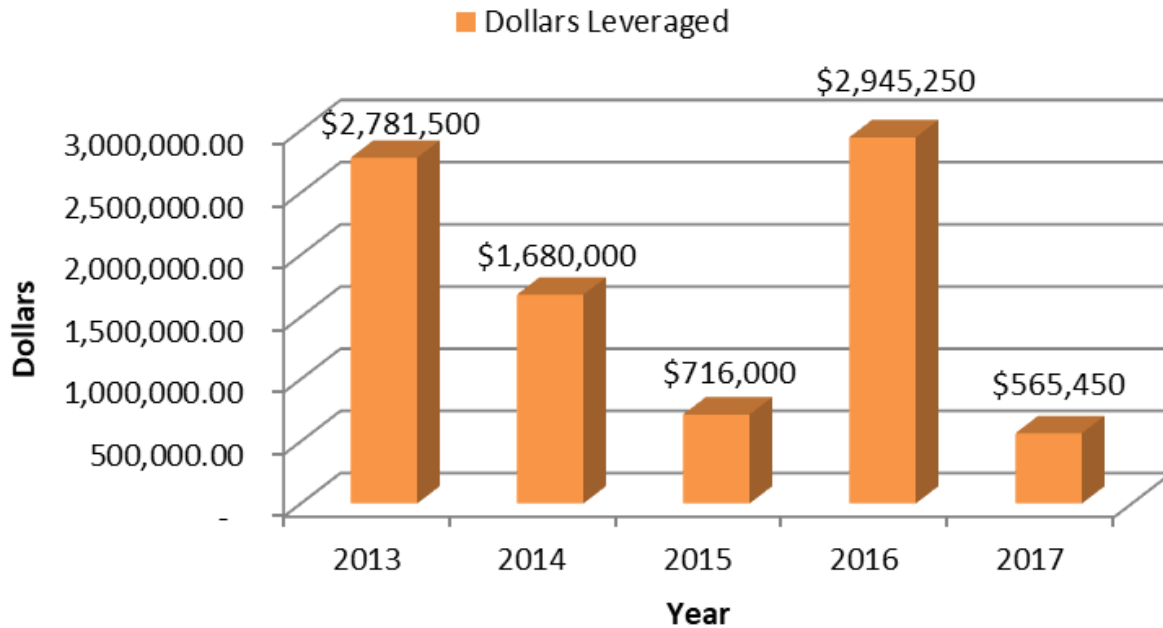


Average amount loaned 2013 through 2017

\$1.37 Million per year



Dollars Leveraged as a Result of Lending



Jobs Created and Maintained

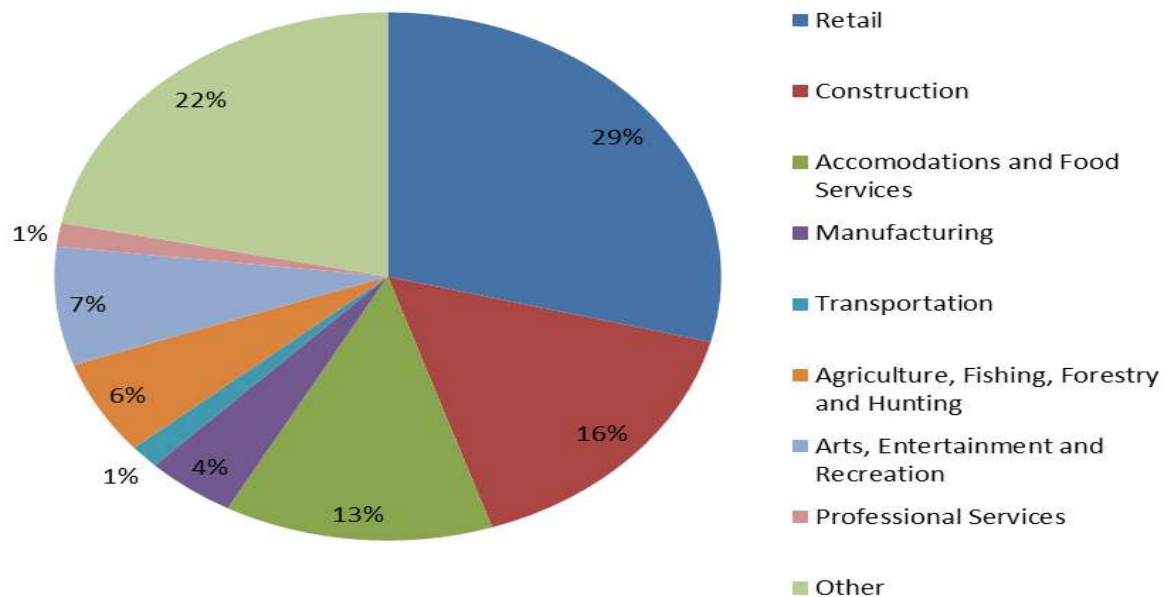


Average of 108 Jobs per year

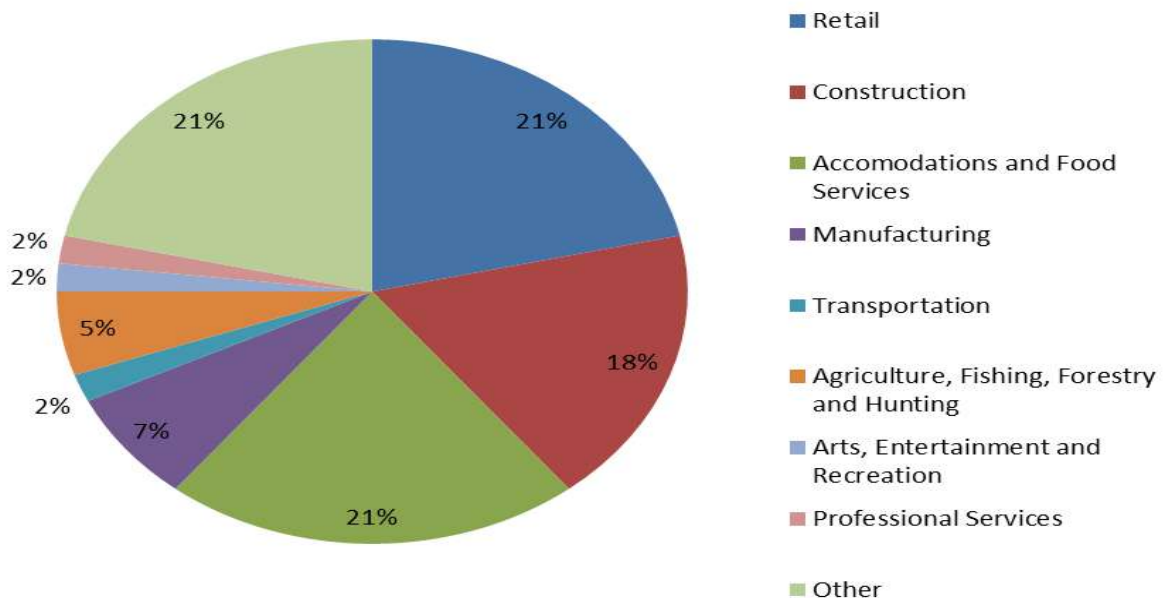


Loans by Sector 2017 vs 2012

Loans by Sector at December 31, 2017



Loans by Sector at December 31, 2012





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CONTACT US:

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OUR SERVICE AREA:

