ENTREPRENEURSHIP CHOICE SUCCESS



# Growing YOUR BUSINESS?





# We Can Help!

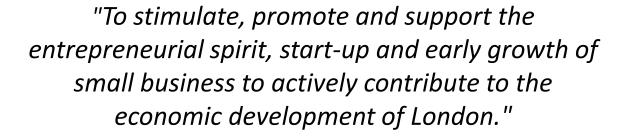
Steve Pellarin
Executive Director
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#### Established in 1986

#### Our Mission:



#### What We Do:

- Business planning and strategic guidance
- Consultations; seminars; in-depth courses
- Networking and business development opportunities
- Access to government programs and assistance





#### Who We Serve:

# Entrepreneurs and those aspiring to be entrepreneurs

- 26% are in the "investigation" stage
- 59% are in the start-up stage
- 15% are existing businesses
- 34% are under the age of 30
- 17% are over the age of 50

\*Status at time of initial contact



## Accomplishments \*

- Supported 275 business launches and provided assistance to hundreds more.
- Directly impacted the creation of 333+ jobs.
- Helped 103 entrepreneurs access startup and growth funding.
- Enrolled 360 people in comprehensive startup programs.
- Conducted over 2100 business consultations to fledging entrepreneurs and existing businesses.
- Facilitated over 650 hours of workshops and seminars.
- Engaged over 70 volunteers and leveraged more than 800 volunteer hours, to connect entrepreneurs to business mentors and professionals.

\*most recent fiscal year end



#### Innovation and Collaboration

#### **Entrepreneur Support Network**

- SBC, TA, LEDC, Pillar, Fanshawe, Western, UnLondon
- Leadership and coordination of support ecosystem
- Response to community input and discussion

#### Food and Beverage Programming w/LEDC

- 8 industry specific workshops in last 9 months
- Over 200 attendees
- 15 new businesses
- City services engaged as guest presenters



### **Community Collaboration**

#### Strategic Partnerships:

- Youth Opportunities Unlimited NexGen, a program to introduce youth at risk to entrepreneurship
- Goodwill Industries Impact Loans, addressing poverty with micro loans to support self employment
- RISE Asset Management Entrepreneurial supports for individuals with mental health and addiction Challenges



### **Collaborative Opportunities**

#### Service London Business

- Start-up Regulatory Guides
- Joint seminars

#### Municipal/Provincial Partnership

One of 56 Small Business Enterprise Centres across Ont.
 Municipal support seen as critical to provincial spending

#### **Community Partnerships**

 Growing demand for customized programs, based on demographic and industry sectors



#### Announcements!

#### StartWise:

Pilot project partnership with Province and St. Thomas SBEC Training and awards of \$1,000 to \$5,000 (22 recipients)

Net 12 full time jobs and 14 part time jobs

#### **EPIC Event!**

Entrepreneurs; Promote, Inspire, Connect! October 19<sup>th</sup>, London Convention Centre

Keynote: Barb Stegemann