

2023

# ANNUAL REPORT



## ELGIN

BUSINESS RESOURCE CENTRE

A Community Futures Development Corporation

Facilitating Prosperity

Strengthening Communities

Proudly Serving Elgin County Since 1986



# 2022/23 EBRC BOARD OF DIRECTORS & STAFF

Hetty Teuber (President)

Kevin Jackson  
(General Manager)

Scott Birkby  
(Vice President)

Sarah Foshay  
(Assistant General Manager)

Warren Silverthorn  
(Past President)

Rebecca Byers  
(Business & Loans Advisor)

Bob Ashcroft (Secretary)

Jennifer Grigg (Community Engagement  
& Business Advisor)

John Gurr (Treasurer)

Phil Mauer

Rod Rattray (Digital Main Street Squad  
Member)

Jim Hunter

Rob Quai

Tiena Bartsch (Custodial Services)

Karyn Silliker

Chris Waite

Lisa King  
(Accounting/Reporting Advisor)

Samantha Wakefield

Jessica Goodall (Youth)

Glenn Thorel (Training Administrator)

Lisa Johnston (Youth)

Abbey Taylor (EBRC Intern)

Emily Sanderson (Summer Student)

Chloe Walker (May 2022-Feb 2023)

# President's Message

Another year has flown by and here we are celebrating our AGM with tremendous results once again.

The General Manager, Kevin Jackson, has again led his team to produce some significant results, which in turn has enhanced business life and the progress of Elgin County. We are so pleased to be able to be working with such a great team of people. They are not only dedicated to the job, but they are also forward thinkers. I know that is a bit of a buzz term these days, but every time I attend another board meeting, I am impressed once again by the level of dedication, thought, and work that has been accomplished since the previous meeting. We have come so far since the pandemic and the horizon is looking rosy.

It's been an eventful and busy year for EBRC. Everything from loan applications to business counselling and many fun events in between.

We had the opportunity to sponsor several events this year. One of them was International Women's Day at the Princess Avenue Playhouse, Home of the Elgin Theatre Guild.



**Hetty Teuber** “

I am impressed once again by the level of dedication, thought, and work that has been accomplished.

# President's Message

The event was well attended, and I am proud to say that my own Mother (age 89) was able to speak at the event; she was a hit as she explained how life was very different for her as a young woman immigrating to Canada.

EBRC hosted the Pitch. The Pitch is a business plan competition for local businesses to compete for some very significant prizes. I had the pleasure of attending this year's Pitch - Wow! It was very well run and very interesting. The competition was stiff; waiting to see who won. It was hard for us, as the audience, so I can just imagine how hard it was for the competitors. It felt like being in a version of Dragons Den - lots of local fun! EBRC was also able to bring the Juno award winning Ennis Sisters into St. Thomas to play two gigs at the Princess Theatre. They were a talented bunch and not only brought a lot of humour to the evening but also a great sense of Canadian integrity.

Here is an amazing statistic: EBRC has loaned out close to 34.5 million dollars since its inception. So, what does it mean when a business can get a loan from EBRC? It means that they have a chance. They have a chance to succeed, but they also have a chance to fail. We all know that if we don't allow ourselves to fail at all, then we are never trying something new. Yes, some businesses fail in our portfolio, but the vast majority succeed, and when they succeed, we all benefit!

I would like to thank all the staff and all the board for all the hard work over the past two years and for giving me the opportunity to be President of the Board of Directors. I truly enjoyed the experience, and it was a pleasure working with such an efficient well-run organization. I'm looking forward to many more great things happening in Elgin County, not only from us, but from all the different organizations that contribute to improve economic development in this area

Sincerely,  
Hetty Teuber



# General Manager's Report

The Elgin Community Futures Development Corporation operating as the Elgin Business Resource Centre is very proud to celebrate the end of another very successful year. Our program goals and measurables were met or surpassed in the past fiscal year and our key performance indicator target results (KPIs) were extremely strong. Total number of loans and disbursed dollar totals indicate the beginning of a resurgence in the economy. Thanks to all staff and Board for helping to make this happen.

This year EBRC took advantage of an absolutely incredible opportunity to reconnect with many of our partners and the greater community at large. Well over 30 partnerships and events were sponsored by or held exclusively by the Centre. Some of these events included the Pitch, held successfully at the Elgin Theatre Guild's Princess Playhouse Theatre.



**Kevin Jackson** “

After 37 successful years we continue to have an incredibly dedicated and energetic Board of Directors and an awesome staff.

# General Manager's Report

International Women's Day was also held live at the Princess Playhouse Theatre, in addition to sponsorship of the Ennis Sisters for two live concerts held here in Elgin County, etc.

EBRC was a prominent player in the CF Ontario Provincial Conference held in Ottawa this spring. It was highly successful and attracted many MPs and MPPs, showcasing the overall success of the CFDC program. As Past President of Community Futures Ontario (CFO), I was honoured to represent both Ontario and Elgin County throughout the conference. The feedback was very positive.

As always, EBRC continues to be a very well-respected Community Futures organization and I would like to take this opportunity to acknowledge all our community partners, government partners, associations, and the entire business community of Elgin County in helping us to achieve fantastic results and set exciting future goals. This organization is never satisfied with the status quo.

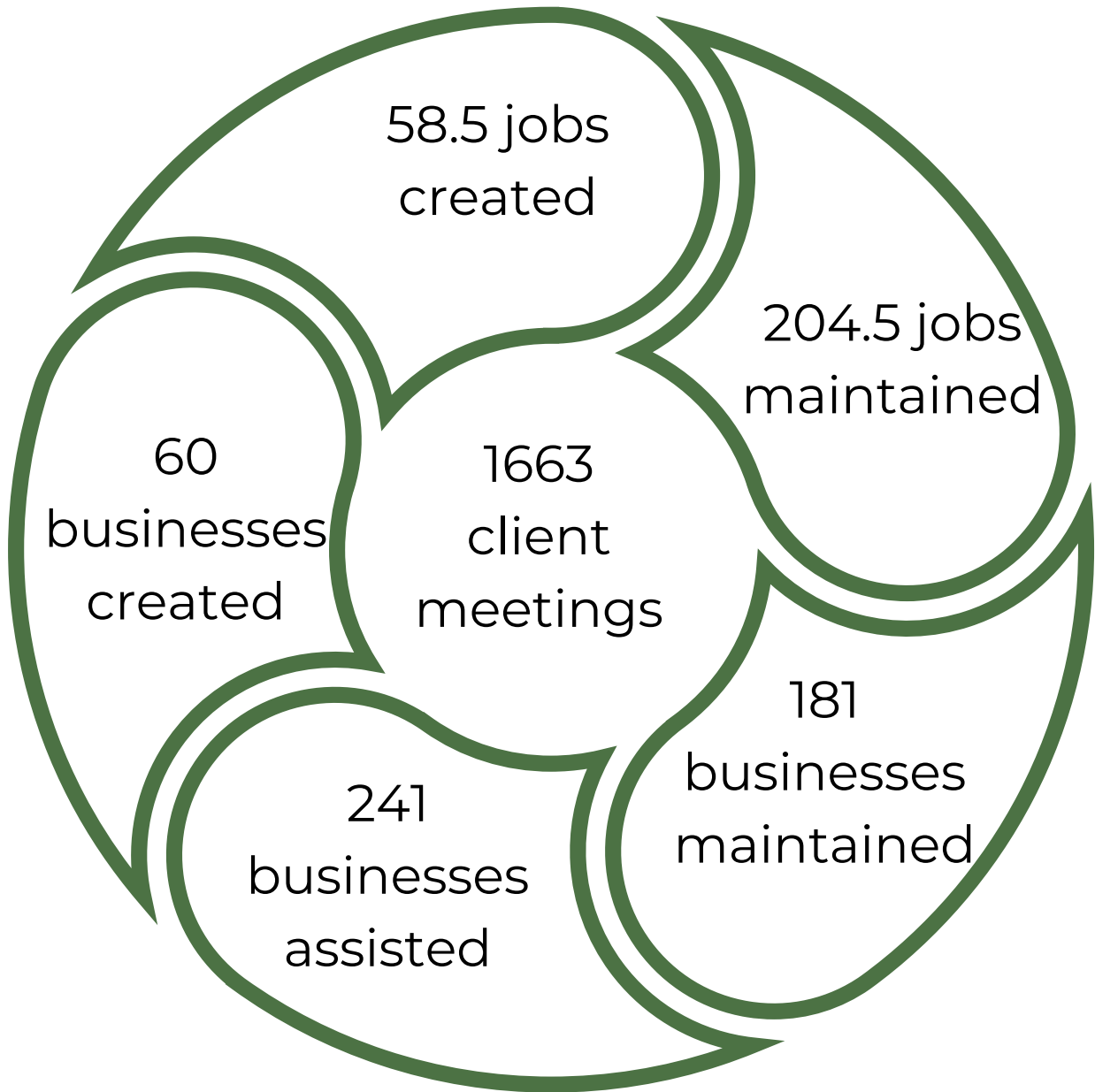
As General Manager of this incredible, progressive, and resilient organization I can assure you that the future continues to look very bright. After 37 successful years we continue to have an incredibly dedicated and energetic Board of Directors and an awesome staff. EBRC will continue to generate new ideas, facilitate our core programs, and grow substantial business in all of Elgin County.

I am honoured and very excited to serve as General Manager of this phenomenal organization. As I enter my last full fiscal year as GM, I guarantee that we will continue to exercise creative ways to grow economic development throughout all of Elgin County. Our sense of dedication and excitement regarding business growth is never diminished. Thank you.

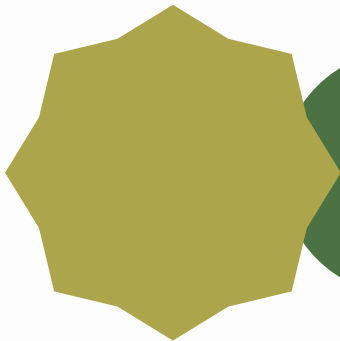


Kevin Jackson

# Impact on Local Business



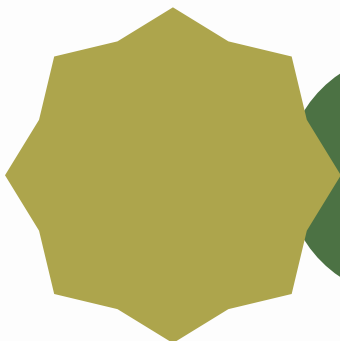
# Loans Portfolio



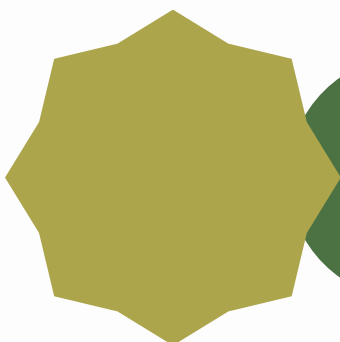
19 New  
Loans Added



\$1, 447,850  
Annual Loans  
Total



\$1,974,600  
Annual  
Leverages



\$6,181,112  
Loans Portfolio  
Total

# Loans By Sector

	Amount
Accommodation & Food Service	44
Administrative	5
Agriculture	26
Arts & Entertainment	10
Construction	16
Finance	2
Health Services	5
Manufacturing	29
Other Services	38
Professional Services	15
Retail	23
Transportation	9
Wholesale	4
Real Estate, Information & Cultural Industries	3

# Community Economic Development (CED)

2022 Provincial All Candidates Debate | Aylmer & Area Chamber of Commerce - Mayor's Breakfast Sponsorship | Aylmer & Area Chamber of Commerce | Bridges to Better Business | Bunkie Life | Business Human Resources Mentorship course with Fanshawe College | CFP Modernization Working Group | CFWO Social Media Committee | Community Futures Network of Canada | Community Futures Ontario | Community Futures Western Ontario | Dutton Dunwich Economic Development Committee | Elgin St. Thomas Workforce Development Committee | Fanshawe College Business Class Presentation | Hawaiian Shirt Day | Healthy Workplace Awards | Helen LeFrank Scholarship | Impact Awards | International Women's Day | Job Fair | Kettle Creek Environmental Trust | Kettle Creek Environmental Trust - Food Truck Festival | MP & MPP Luncheon | Parkside C.I. ThunderStamps Robotics | St. Joseph's Catholic High School-SHSM | St. Thomas & District Chamber of Commerce - Lunch with the Mayors | St. Thomas & District Chamber of Commerce | St. Thomas Elgin Local Immigration Partnership | St. Thomas Sports Spectacular | The Pitch - Business Plan Competition | Walk With Me

31

Projects

136

Partners



# Business Awards

## **Jeffery Karp Award**

Messenger Freight, St. Thomas  
(Louise Vonk)

## **New Business of the Year Award**

Oasis Beads, St. Thomas (Lynn Bisschop)

## **Small Business of the Year Award**

Caps Off Brewing Company, St. Thomas  
(Rick & Fran Dunseith)

## **Breakout Business of the Year Award**

The Streeter, St. Thomas  
(Patrick Pell & Tanya Ertelt)

## **Innovation & Community Impact Award**

Old Imperial Farmers Market, Aylmer

## **Creating Healthy Workplaces Award**

Southwestern Public Health

## **Award for Agri-Innovation**

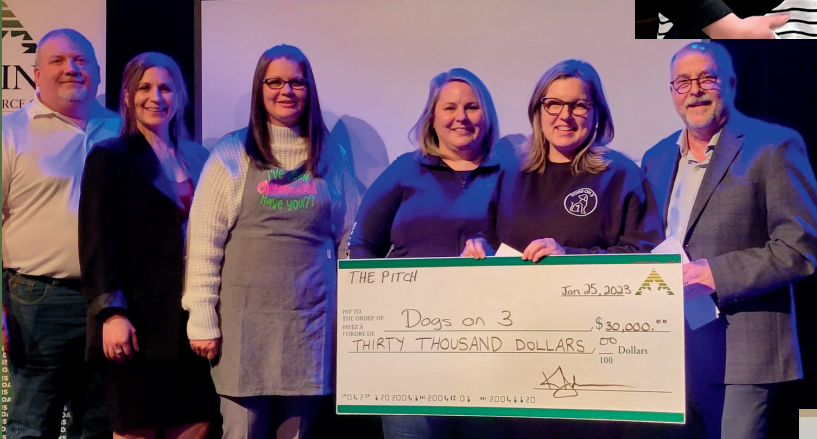
Clovermead, Aylmer  
(Chris & Christy Hiemstra)

## **Helen LeFrank Scholarship Award \$1000**

East Elgin Secondary School-Anna Devries



# Photo Album





# Thank You!



*Staff & Board Christmas Party-Dec 9, 2022*

*Absent from photo:*

*Bob Ashcroft*

*Karyn Silliker*

*Hetty Teuber*

*Phil Mauer*

*Chris Waite*

Not finance, not strategy.  
Not technology. It is  
teamwork that remains  
the ultimate competitive  
advantage, both because  
it is so powerful and rare.

~ Patrick Lencioni