



INFORMATION REPORT

TO:	Mayor and Members of General Issues Committee
COMMITTEE DATE:	July 10, 2017
SUBJECT/REPORT NO:	Small Business Enterprise Centre – 2016 Activity Report (PED17125) (City Wide) (Outstanding Business List)
WARD(S) AFFECTED:	City Wide
PREPARED BY:	Kristin Huigenbos (905) 546-2424 Ext. 4110
SUBMITTED BY:	Glen Norton Director, Economic Development Planning and Economic Development Department
SIGNATURE:	

Council Direction:

On January 13, 2016, the General Issues Committee approved Report PED16035 entitled Small Business Enterprise Centre (SBEC) Program Initiatives.

As a component of this report staff was directed to provide an annual report to the General Issues Committee on the progress of the programs delivered within the Small Business Enterprise Centre operation.

Information:

On January 13th, 2016 The Hamilton Small Business Enterprise Centre (SBEC) was authorized and directed by Council to enter into new Provincial agreements with the Ministry of Economic Development and Growth (MEDG) and the Ministry of Research Innovation and Science (MRIS); adding valuable new programming and incentives based initiatives to the SBEC core operation.

As a result, staff from the Small Business Enterprise Centre executed and delivered three key program incentives to compliment the core services within the SBEC program mandate. All programs and incentives were leveraged through provincial funding having zero levy impact, while supporting the local needs for economic development

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and growth across Hamilton's entrepreneurial eco-system. Key program incentives are as follows:

1. Launch Local was a new six-month mentoring, training and micro-grant program, leveraged through the contributions of Provincial partners. Impacts of this program saw the SBEC team grant more than \$68,000 to participants that directly created 43 NEW businesses, helping in the expansion of eight established businesses and the delivery of more than 1000 hours in free mentoring and training to support participants.
2. Summer Company Program has been delivered by the SBEC team since 2001. However, the 2016 fiscal program year saw the highest ever participation numbers with 35 aspiring young entrepreneurs admitted to the program in 2016. The Summer Company Program is a key component of the Ontario government's young entrepreneurs programs, which aims to encourage more young people to turn their talents into creative and innovative businesses. Summer Company provides hands-on business training and mentoring, together with awards of up to \$3,000 to help enterprising students start up and run their own summer business.
3. The Starter Company program was part of the Ontario Youth Jobs Strategy and focussed on helping young entrepreneurs create a full time business through training, mentorship and micro-grant opportunities. Within the three-year term of program delivery in Hamilton, the SBEC team worked with 352 applicants, granting \$485,000, helping start 99 new businesses which created more than 153 new jobs in Hamilton.

With a paralleled focus on economic prosperity, as identified in the Economic Development Action Plan, the need to expand and grow entrepreneurial programs and incentives in Hamilton remains a strategic focus. New programs and incentives continue to compliment core operations within the SBEC program and contribute to the entrepreneurial renaissance transforming the local business community.

To that end, the Hamilton Small Business Enterprise Centre has been providing entrepreneurial training, mentoring and support to Hamilton entrepreneurs since 2001 with continued focus on the expansion of services and resources in response to macro environmental scans and needs analysis. Key performance indicators delivered in 2016 include the following:

- Facilitating more than 71,000 general inquiries (walk-ins, phone calls, emails and social media / web interactions);
- Hosted 1404 one-to-one business consultations;

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- Assisting in the start-up of 167 new businesses;
- Creation of 317 new jobs in Hamilton; and,
- Delivered 63 workshops and seminars to more than 1000 participants.

KH/dt