



# INFORMATION REPORT

<b>TO:</b>	Mayor and Members General Issues Committee
<b>COMMITTEE DATE:</b>	June 5, 2019
<b>SUBJECT/REPORT NO:</b>	Small Business Enterprise Centre - 2018 Activity Report (PED19114) (City Wide)
<b>WARD(S) AFFECTED:</b>	City Wide
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<b>SUBMITTED BY:</b>	Glen Norton Director, Economic Development Planning and Economic Development Department
<b>SIGNATURE:</b>	

## COUNCIL DIRECTION

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

As a component of this Report, staff was directed to provide an annual report to the GIC on the progress of the programs delivered within the Small Business Enterprise Centre (SBEC) operation.

## INFORMATION

On January 13, 2016, The Hamilton SBEC was authorized and directed by Council to enter into new Provincial Transfer Payment Agreements with the Ministry of Economic Development and Growth (MEDG) and the Ministry of Research Innovation and Science (MRIS); adding valuable new programming and incentive-based initiatives to the SBEC Program.

As a result, 2018 saw staff from the SBEC execute and deliver two key program incentives to complement the core services within the SBEC program mandate. All Programs and incentives have been leveraged through Provincial funding resulting in zero levy impact, while supporting the local needs for economic development and

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

1. Summer Company Program has been delivered by the SBEC team since 2001 and continues to gain interest from local students and educators each year. The 2018 Summer Company Program saw 99 program inquiries, resulting in 44 applications for a total of 22 seats. The Summer Company Program remains 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 K to help enterprising students start up and run their own summer business.
2. Starter Company Plus is a valuable training, mentorship and micro-grant opportunities to anyone over the age of 18, looking to start and run a business in Hamilton. Since the commencement of the Program in April 2015, the SBEC team has worked with 623 applicants providing comprehensive training and coaching to 245 participants and disbursing 89 grants with a total investment of \$420 K.

The Summer Company and Starter Company Plus Programs parallel our focus on economic prosperity as identified in the Economic Development Action Plan, and further support the need to expand and grow entrepreneurial programs and incentives in Hamilton. New programs and incentives continue to complement core operations within the SBEC Program and contribute to the entrepreneurial renaissance transforming the local business community.

To that end, the Hamilton SBEC has been providing 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 2018 include the following:

- Facilitated more than 78 K general inquiries (walk-ins, phone calls, emails and social media/ web interactions);
- Conducted 512 one-to-one business consultations;
- Assisted in the start-up of 130 new businesses;
- Creation of 74 new jobs in Hamilton;
- Delivered 82 workshops and seminars to more than 1,398 participants; and,
- Conducted 54 outreach events, reaching 9,364 clients.

**APPENDICES AND SCHEDULES ATTACHED**

N/A

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