

HAMILTON  
**BUSINESS**  
CENTRE.

# Small Business = Big Business In Hamilton

Helping Hamilton's Entrepreneurs Succeed!

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# Background:

Through a broad based business, professional and community network, the Hamilton Business Centre provides the information and tools entrepreneurs need to start and develop their business. We offer personalized information and guidance for those looking to start, develop and run a successful business.



# Location Highlights:

- ✓ 2,500 sq ft. - 1st floor City Hall
- ✓ Typically handle more than 40k inquiries per year
- ✓ **Only in-person kiosk for business registrations in Hamilton resulting in an average of 780 registrations per year**
- ✓ Host 100+ in-person workshops annually in the HBC conference room

# Our Partners:



SMALL  
BUSINESS  
CENTRES  
**ONTARIO**



Ministry of  
Economic Development,  
Job Creation &  
Trade

**Plus private sector partnerships across Hamilton  
and the Province of Ontario.**

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# Our Team:



**Kristin Huigenbos**  
Coordinator



**Patrizia Milligan**  
Business Development  
Officer



**Mark Lupton-Grenon**  
Business Development  
Officer



**Keith Russell**  
Business Development  
Officer



**Dragica Lebo**  
Business Development  
Officer



**Kevin Dunphy**  
Business Development  
Officer



**Danielle Fenton**  
Business Development  
Officer



**Katie Hixon**  
Business Development  
Officer

**+37 volunteers and mentors**

# By The Numbers:



**22K+**

Inquiries facilitated



**422**

New jobs created



**157**

Sustained jobs



**1157**

One-to-one consultations  
conducted



**216**

New businesses started



**53**

Workshops delivered

# Services:



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# Expert Business Advisory

Experienced Advisors, many with entrepreneurial backgrounds, provide one-on-one confidential small business advisory services including:

- ✓ Business Planning
- ✓ Strategy Planning
- ✓ Brainstorming Sessions
- ✓ Planning for Growth
- ✓ Systems Automation
- ✓ Process Automation
- ✓ Digital Marketing Plans
- ✓ Social Media Plans



# Customized Services & Resources

Custom services, resources, online events, and webinars that support entrepreneurs in the Hamilton region with a focus on making learning convenient, accessible, and inclusive including:

- ✓ Access to Professionals
- ✓ Google 360's
- ✓ Digital Resource Hub (Online)
- ✓ Ten Steps to Starting a Business (Online Guide)
- ✓ Workshops & Seminars
- ✓ Business Referrals
- ✓ Opening a Restaurant (Online Guide)

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*I took part in programming at the Hamilton Business Centre years ago and to this day I am thankful that I did. This program is invaluable to any new entrepreneur looking to fast track their success. From the one-to-one meetings to the assistance with writing a business plan, each step is designed to push you forward in the right direction.*

**Steve Toma, Toma Accounting**

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# Specialized Programs & Support

Programming and supports that meet the needs of the local business community while providing help navigating and solving regulatory concerns including:

- ✓ Launch Local
- ✓ She Means Business
- ✓ Food Forge
- ✓ Business Navigator
- ✓ New Business on the Block

# Incentive Programs:



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# 1.8 Million

**in funding awarded and distributed  
to 710+ Hamilton businesses.**

In addition, 800+ 1-1 digital marketing related business consultation  
were conducted since program start date.

DIGITAL  
MAIN ST.™

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# 600,000

**in funding awarded and distributed  
to 60 Hamilton businesses.**

Plus detailed community and industry specific market research  
was provided to better inform business investment decisions.

**MY MAIN STREET  
MA RUE PRINCIPALE**

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# 130,000

**in funding annually awarded and distributed to Hamilton businesses less than 2 years in age.**

Equal to 26 individual grants of \$5,000 to local businesses.



# 3,000

**grants awarded and distributed  
to help students start and run their  
own summer business.**

In addition to 1-1 mentoship and business coaching provided throughout  
the summer months.

## Summer Company

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# What's Next For The HBC?

New and innovated programming ideas as well as Provincially and Federally funded programming upcoming for the Hamilton Business Centre include:

- ✓ My Main Street V2
- ✓ Community Connecting
- ✓ Incubation Space
- ✓ Self Employment Benefit Programs

# Contact Us:

## Hamilton Business Centre

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