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## The Lucky Winner is...

In an effort to better provide the staff and volunteers at our member offices with the training opportunities they wanted and needed, and in collaboration with our regional partners, we distributed the 2<sup>nd</sup> Annual Training Needs Assessment Survey.

Those who completed the survey could choose to be entered into a draw to win a Grand Prize of a \$1000 training credit for their office. We received 78 responses but were only able to choose one winner.

*Congratulations to  
**Charlotte McArthur**  
of*



We are now working with Charlotte and the team at Grenville to help them find the training that they want.

Results were shared with our Professional Development Committee, the Community Futures Ontario Board and our Regional Network Executive Members. It will help all stakeholders to better plan and budget for future training delivery as well as allow us to work with our training delivery partners in order to have them better understand the needs of our CFDC members.

This survey will be repeated annually. We thank all of you for all of the valuable feedback you offered.

The results of the survey can be found in the Members-only section of our website under *Tools and Information for CFDCs/ Training Needs Survey Results*.

<http://www.oacfdc.com/tools-and-information-for-cfdcs/1209-training-needs-assessment-survey-results/5801-2016-training-needs-assessment-survey-results>

## Where did the "Find a Local CFDC" button go?

We are currently working on upgrading the "Find a Local CFDC" page on our website. Because of new guidelines instituted by Google, we need to shift the tools that locate the closest CFDC office into a more secure format. This is to protect people's privacy.

**For this reason this feature is not available on our site at this time.** It will be reactivated in the near future.

We are aware that many of you may have this link on your own websites. For the time being, please change the link to the CFDC Area Maps page at

<http://www.oacfdc.com/member-office-maps>

We will advise you when the "Find a Local CFDC" link is working again.

We are also in the process of creating very specific maps of each CFDC office's catchment area. Because some areas have irregular shapes, perspective clients occasionally get sent to the wrong office. Since every contact is important, we want to provide very clear maps based on Google Maps.

*We are sorry for any inconvenience this may have caused*



## New Programs Part of Ontario's Business Growth Initiative

Ontario is introducing two new programs to support job creation and economic growth by helping small- and medium-sized businesses across the province compete globally and keep pace with rapid technological change.

- Ontario will invest \$32.4 million over four years for the Scale-Up Voucher Program, and \$28.8 million over five years for the Small Business Innovation Challenge.
- These initiatives are part of Ontario's five year, \$400-million [Business Growth Initiative](#), which is helping to grow the economy and create jobs by promoting an innovation-based economy, helping small companies scale-up and modernizing regulations for businesses.
- High-growth companies – with 20 to 100 per cent growth each year – create half of all net new jobs in Ontario.
- The Small Business Innovation Challenge is modelled after successful programs in the United Kingdom and the United States.

These new programs are part of the [2016 Ontario Economic Outlook and Fiscal Review](#):

- **The Small Business Innovation Challenge** will provide small- and medium-sized businesses with opportunities to develop and implement innovative technology solutions to public sector challenges. Through real-world testing of products and solutions, companies will be better positioned to market their new ideas to the world and help foster long-term economic growth.
- **The Scale-Up Voucher** program will provide high-growth companies with immediate access to specific resources they need at pivotal moments in their development. Vouchers will be used by companies to fund activities such as specialized talent development and recruitment, accessing new markets and intellectual property protection services.



## Ontario Trillium Foundation announces 2017 Granting application deadlines

The deadlines were revealed as part of a plan that extends recent reform initiatives to ensure OTF operations are more streamlined, simplified and responsive to the needs of community organizations.

This plan builds on the successful [outcomes-based investment strategy](#) launched last year and reflects feedback from key stakeholders.

OTF will shift to a single deadline per year for three of its four [investment streams](#):

- Seed – February 22<sup>nd</sup>
- Grow – June 28<sup>th</sup>
- Capital- October 25<sup>th</sup>

Applications for Collective Impact grants will continue to be accepted year-round.

The move to a single deadline will provide a number of benefits to potential applicants including access to enhanced support and an even more focused and streamlined process. In addition, this move will provide Northern and rural Ontario with better access to a larger funding allocation.

In addition to these four investments streams, eligible community organizations will continue to have access to other programs administered by OTF, such as the [Youth Opportunities Fund](#) and the [Local Poverty Reduction Fund](#). For more information please go to <http://otf.ca/what-we-fund/investment-streams>

OTF is also hosting a webinar "Tips for Great Grow Applications" on December 6<sup>th</sup> and 8<sup>th</sup>. <http://bit.ly/2emAGzP>



Our “new” website is already over the “terrible twos” and is going to be receiving a bit of a refresh and upgrade.

We will be beginning with the public section of the site. We want to make it as easy as possible for the public to find:

- Information about the Community Futures Program itself
- The services that are offered by the CFDC offices
- A better way for them to find the right CFDC office- using new mapping software for the “Find a Local CFDC” feature

We also wanted to take the opportunity to highlight a few of the features currently available on the **members’-only section** of the website in the **members’-only** section found on the bottom left hand menu item.



Classified Ads-  
Employment &  
Businesses for Sale  
— Add an Advertisement  
— Manage My Adverts

By clicking on the “**Add an Advertisement**” button, you can upload:

- Items for sale- for example businesses or land in your community, office equipment etc.
- Wanted items
- Requests for proposals
- Employment opportunities

Once uploaded, we receive an email asking us to confirm the upload and make it public- an easy and quick way for you to share your information or requests.

For more information, please contact us at [info@oacfdc.com](mailto:info@oacfdc.com) or at 1-888-633-2326 ext. 125.

## Canada's Volunteer Awards Program

Canada's Volunteer Awards (CVA) program is about recognizing the enormous contributions that volunteers, not-for-profit organizations and businesses across the country make to help people and their communities. The Awards are about people working in partnerships to find new solutions to strengthen our country.

The goal of the awards is to inspire Canadians from all walks of life to find new ways of making a difference in their communities.

Canada's Volunteer Awards recipients are nominated by Canadians, for Canadians. **This year, 21 awards will be presented, and award recipients will have the chance to identify a not-for-profit organization of their choice to receive a \$5,000 or \$10,000 grant.**

Awards will be presented in the following categories:



Government  
of Canada

Gouvernement  
du Canada

One (1) national award – **Thérèse Casgrain Lifelong Achievement Award.**

Five (5) regional awards – **Emerging Leader**, for young volunteers aged 18 to 30.

Five (5) regional awards – **Community Leader**, for individuals or groups of volunteers.

Five (5) regional awards – **Business Leader**, to recognize businesses that demonstrate social responsibility.

Five (5) regional awards – **Social Innovator**, to recognize the contributions of not-for-profit organizations.

The Government of Canada is proud to acknowledge young volunteers. In honour of the 150<sup>th</sup> anniversary of Confederation in 2017, the Emerging Leader category will be expanded from one national to five regional awards in order to recognize young volunteers' contributions to their communities.

Nominate a volunteer, a not-for-profit organization or a business today! For more information and to submit a nomination, click [Volunteer Awards Program](#).

## New CFLI Certified Facilitator- from Ontario

We are very pleased to announce that **Colleen E. Miller** from Paris, Ontario has been certified by the Community Futures Leadership Institute (CFLI) to deliver 6 of their 13 Board Training Modules.

For over 20 years, Colleen E. Miller has been empowering Canadian professionals to learn and achieve through upbeat, client-specific learning and coaching opportunities designed to enhance their personal and professional effectiveness.

Leadership and Human Resources Learning and Development are the foundation on which Colleen's experience has been established.

As a dynamic, energetic speaker, facilitator and coach Colleen's passion for learning and her infectious energy engages teams with transformative results. Her results-based sessions support others in the development of leadership and communication skills, team building, conflict resolution, performance management and business growth - through strategic planning and business plan development.

With a solid educational background in Adult Education, HR Training and Development and Communications combined with over 20 years in Senior Management, Colleen provides customized curriculum design and development for her sessions. These programs use fun and humour to empower team members with valuable lessons they'll remember and use in the workplace.

Colleen's community involvement and Board experience is extensive. She is a Past Chair of Enterprise Brant CFDC and continues to be actively involved as a volunteer. And is currently Past President of the Chamber of Commerce Brantford Brant, President of the Grand Valley Educational Society and a Director on the Board of Governors of Nipissing University.

To book training Colleen to deliver Face-to-Face training for your office, please go to <http://cflleadershipinstitute.ca/bd/start-cbdc.php>, choose the Module and then select Colleen as the Facilitator.



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Modules she can deliver:

- **Module 1** – CED
- **Module 2** - Operations Board/Staff
- **Module 5** - Board Development and Evaluation
- **Module 7** - Management Recruitment, Performance & Evaluation
- **Module 8** - Board Leadership
- **Module 12** - So You want to be a CF Chair - Chairing with Confidence

## EDCO Conference



**60<sup>th</sup> Annual Conference & Showcase**  
February 7-9, 2017  
Toronto Marriott Downtown Eaton Centre



Register for #EDCO60 and take advantage of the incredible Early Bird rates for members!  
Registration is now open for EDCO's 60th Annual EDCO Conference and Showcase — [Ontario's Economy...Driven by Innovation](#) — taking place at the Toronto Marriott Downtown Eaton Centre, **February 7-9, 2017.**

Come ready to fuel up on innovative strategies for sustainable economic development and engage with the most imaginative and creative minds in the industry. Join us at #EDCO60 and be the driving force behind Ontario's regeneration!



**Register** today and take advantage of the early-bird rates for EDCO members until **January 20, 2017!**

Book your room at the [Toronto Marriott Downtown Eaton Centre](#) early to avoid disappointment.



## CFDC SUCCESS STORIES- Way to Go!

**WonTon Crunch Inc.** is a story of dedication, patience, perseverance, engagement and repatriation, immigrant entrepreneur, innovation, invention, quality control, and a commitment to excellence on every level (product, technology, process, administration, communication and community). They are a client of the **Valley Heartland CFDC**.



When Prim Singh started making wontons out of his Smiths Falls' garage, he never thought his passion would grow into a multi-million dollar family-run business – Wonton Crunch. Singh had been making wontons for over three decades, but in 2008 his passion went into full-throttle. They are the only producer of fresh frozen wontons in North America.

Singh and his family were featured on CBC's Dragons' Den for the second time on Nov. 2. But this time, instead of asking the dragons for money, **he showcased the family's self-made success**. The first time they appeared on the show, Jim Treliving, the owner of Boston Pizza, offered the Singhs \$70,000 for 30% of the company, but once the product was successfully tested with Boston Pizza, Treliving came back to Singh and offered the family a large sum of money for 51 per cent of the company. While it was an attractive offer, Singh decided he'd go it alone and keep Wonton Crunch as a family business. And despite declining the dragon's offer, the company continued to grow with no investors and a lot of hard work.

Wonton Crunch is now worth an estimated \$1.8 million. Singh, who used to work at the Hershey's plant as a janitor before it closed down, said he feels good to hire locally – especially due to the tough economic times Smiths Falls has faced in recent years.

The company will be shipping across North America in the next year and has its sights set on the international market.

Singh said it's important to keep Smiths Falls as Wonton Crunch's home base, which is good news considering Singh projects his company will be worth well over \$10 million in the next five years.

<http://www.wontoncrunch.ca/>



**VALLEY HEARTLAND**  
Community Futures Development Corporation

## Kawartha Lakes CFDC Success Stories Video

We wanted to give a shout out to the **Kawartha Lakes CFDC** for their **amazing** success stories video.

I am sure you will agree that it truly hits the mark when showcasing exactly what a CFDC can do for an entrepreneur and a community.

[Click](#) to watch the video.



## Congrats goes to...!!

**Diane Malenfant**, Business Development & Lending Officer with the **Business Resource Centre of Essex County** for having successfully completed the Omega Performance **Essentials of Business Lending** course.



**BUSINESS**  
RESOURCE CENTRE  
OF ESSEX COUNTY  
 *Lending Solutions*

**Wendy Timpano**, General Manager with the **Orillia Area Community Development Corp. (CDC)** for having achieved the Community Futures Leadership Institute's **General Manager's Basic Certification**.



## Master of Economic Development & Innovation Program

On January 1, 2017 the Local Economic Development graduate program at the **University of Waterloo** will be relaunched as the **Master of Economic Development & Innovation (MEDI)**. The program has been revised and refreshed to better reflect contemporary trends in theory and the profession. They look forward to educating the next generation of economic development leaders and professionals as they address the challenges and opportunities faced by cities and communities across Canada and internationally. More on the relaunch can be found [here](#).

We invite you to collaborate (or continue collaborating) with the MEDI program in the following ways:

- **Spread the word about our program.** If you know of anyone who would benefit from an education in the Economic Development field, encourage them to consider the University of Waterloo.
- **Think of our MEDI students** [when hiring interns or undertaking research projects](#) within your organization. The MEDI program is committed to providing its students with an experiential education.

**UNIVERSITY OF  
WATERLOO**



**Tara Vinodrai, PhD**

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Since 2003, over 30,000 nonprofits, charities and libraries in Canada have saved over \$303 million worth of software and hardware.

Techsoup Canada helps nonprofits, charities and libraries achieve greater impact. They do this by connecting nonprofit organizations with affordable technologies, so they can invest the majority of their resources into what counts: their mission.

The technology donation program offers donated and discounted technologies to qualified charities, nonprofits and libraries for an administrative fee that's typically 90% less than market value. Check out this short video that explains the whole process: [https://www.youtube.com/watch?v=ZyBkwO2FD\\_U](https://www.youtube.com/watch?v=ZyBkwO2FD_U)

Qualified organizations can order donated and discounted software, such as Microsoft Office, Bitdefender Anti-Virus, and ReadyTalk, through this program.

### How Can My Organization Get Started?

#### 1. Register Your Organization

Your organization needs to be a Canadian charity, federal or provincial nonprofit organization or public library. Individuals cannot register.

#### 2. Submit Qualification Documents

Nonprofits will need to provide copies of your official documents for verification purposes. You will also be contacted you if they require any further documentation to verify your status, budget, address, or activities.

#### 3. Request Products

To your organization, accessing the technology donations program will look a lot a regular online store. You'll be able to pick out products you're eligible for, add them to your cart, and check out.

<http://www.techsoupcanada.ca/en>

*Some of your Community Futures Colleagues have already been successful in accessing these discounted technologies.*

## CFLI Program Certification Streams

The Board Professional Development series includes 13 modules on a range of topics. These modules are delivered face-to-face, through video conferencing, or by streaming online video. You can choose the modules that are most relevant to you and the delivery model that works best for you.

In addition to being able to obtain a certificate for each module, as a Community Futures Board (or staff) member you can now earn **a program certificate in any of these streams.**

- » Leadership
- » Corporate Leadership
- » Financial and Lending Leadership

You can select the stream that best aligns with your interests and needs. Take as many streams as you think will be helpful. If you want, you can take all three. **All you have to do to obtain a program certificate is complete all of the modules in that stream.** Refer to the following table for a list of the modules required in each stream.

### CERTIFICATION STREAMS

Certification	Modules Required
LEADERSHIP	1, 3, 5, 7, 8, 9 or 10, 12
CORPORATE LEADERSHIP	2, 3, 7, 11
FINANCIAL & LENDING LEADERSHIP	4, 6, 13

*Some of you **have already qualified** for one or more streams. You will be receiving your Certification Stream certificates soon.*

*We will be sending them to your CFDC office.*



COMMUNITY FUTURES  
LEADERSHIP  
INSTITUTE  
it begins with you.





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We're on the Web!

See us at:

[www.cfontario.ca](http://www.cfontario.ca)

## What are the differences between majority female-owned and majority male-owned businesses in Canada?

The Small Business Branch of Innovation, Science and Economic Development has just published the report **A Comparison of the Performance of Majority Female-Owned and Majority Male-Owned Small and Medium-Sized Enterprises.**



Using the Survey on Financing and Growth of Small and Medium Enterprises 2011 and 2014, the report reveals some differences between majority female-owned and majority male-owned enterprises. For example, the ratio of authorized to requested debt financing was lower for majority female-owned SMEs than for majority male-owned SMEs and the interest rate on debt financing for majority female owned SMEs was higher than that for majority male-owned SMEs in 2011. This suggests that financial institutions considered requests for debt financing for majority female-owned SMEs to be more risky than for majority male-owned SMEs.

However, in 2014, findings suggest that requests for debt financing for majority female-owned and majority male-owned SMEs were viewed as being equally risky as the ratio of authorized to requested debt financing and the interest rate on debt financing were not significantly different.

You can access the full report on-line on the SME Research and Statistics website at the following address:

[http://www.ic.gc.ca/eic/site/061.nsf/eng/h\\_03034.html](http://www.ic.gc.ca/eic/site/061.nsf/eng/h_03034.html)

## DID YOU KNOW??

*Did you know that we here at Community Futures Ontario have the ability to target the communications we send out to specific groups in our distribution list?*

*What this means is that we can send out a request, information, news, announcement etc...to specific groups such as:*

- CFDC Board Members
- CFDC Staff Members
- CFDC Managers
- Government
- Per region:
  - Northeast
  - Northwest
  - West
  - East

*So if you have a question or information that you would like to share with a particular group please send it to us and we would be happy to forward it on your behalf.*

*AND- if you receive a particular email from us- it is meant for YOU. For example, if YOU receive a link to a survey, we would like to have YOU consider completing it!*

**Please connect with us via our social media pages where we strive to create and post content that is valuable to you and your clients.**

**Send us your updated staff and volunteer names and email addresses so that we can add them to our communications distribution lists.**



Find us on 