Tips and Tricks for New and Emerging Entrepreneurs

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Community Futures

Growing communities one idea at a time.

Mission: Providing innovative lending, programing and training to benefit local business development.

Vision: Your hub for focused and flexible business development.

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Community Futures Program: Looking Back

- Community Futures was established in 1986, after various pilots.
- The initial objective was to address areas of chronic and acute unemployment based on economical development trends, which required the program to have a rural orientation.
- Rural and remote parts of Canada having inadequate access to business supports compared to larger centers.

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Business Lending: Brief Overview

CF Capital Region is where many entrepreneurs receive their first business loan.

Newer businesses are often not able to meet the business lending criteria of chartered banks.

CF Capital Region ideally can find a lending option that meets the client's needs, the clients are able to successful repay, grow their business and get their next business loan from their banking institution.

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What Types of Businesses are Inquiring?

A healthy mix of different business sectors. With the portfolio size and maximum loan amount of $150,000, diversity is crucial. In summary:

Consistent presence from transportation and construction sector.

Increase in value added Agriculture.

Decrease in oil and gas service, except when tied to transportation

We are seeing more business that are owned/operated by women.

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You will have two big picture roles: Working In Your Business and Working On Your Business.

You are likely to be more comfortable working in your business- doing the thing that solves the problem for your clients.

You are likely less comfortable working on your business: planning, forecasting, book keeping, marketing etc.

Question: Do you get better by doing the things you are comfortable with?

Any examples in the crowd? Something that you dislike that is working *ON* your business.

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Your Business Plan is a Living Document

It is valuable to your future lenders/investors

It can serve as as a review of who you are and why you are the right person to take on this business challenge

More important: The *plan* may not actually be valuable but the value is in the *act* of planning.

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Working Capital

- Working capital is defined as current assets less current liabilities.
- Current Asset: Cash or near cash instruments, good standing receivables.
- Current Liabilities: Business expenses you're going to pay. Payables, this months debt payment.

You usually need to try to forecast your working capital needs. You need to know when money should be coming into and going out of your business.

Use a cashflow planner; it is not the same as projecting Revenue and Expenses, but when the money is going to move.

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Available Credit ~ *Stop by your local umbrella sales person while it's sunny out!*

Lending to new businesses may not be something your bank wants to do in your first couple of years.

If you have the opportunity to have a line of credit, it can help to improve your cash flow and improve your working capital situation.

You only need to typically pay for what you borrow and can reborrow as your business pays down the debt.

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