

**Kawartha Lakes**  
**BCDC**  
**Business & Community  
Development Corporation**

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**Welcomes You to Our  
Fourth Annual General Meeting  
December 6th, 2017**

Suite 210, 189 Kent Street West, Lindsay, ON K9V 5G6  
Phone: 705.328.0261 Fax: 705.328.3684 E-mail: [info@klbedc.com](mailto:info@klbedc.com)

**Canada**<sup>1867</sup>

## THE KAWARTHA LAKES BUSINESS AND COMMUNITY DEVELOPMENT CORPORATION

### *BUILDING ON THE PAST; LOOKING TO THE FUTURE*

The Kawartha Lakes Business and Community Development Corporation (KLBCDC) was incorporated in 2013 for the purpose of facilitating of jobs, prosperity and community development in the City of Kawartha Lakes.

As per its sister corporations, the Kawartha Lakes Community Futures Development Corporation (KLCFDC) and the Victoria County Employment Development Group (VCEDG), the corporation will continue to be a community based, non-profit, business led organization. All three corporations are overseen by a volunteer Board of Directors, representing a variety of business and professional experience and residing throughout the area in which the Corporation operates. These Directors may not realize any personal gain as a result of their involvement on the Board and must declare any real or perceived conflicts of interest when dealing with matters before the Board. The Board, in turn, has a professional staff to administer and manage the daily operations and planned development of the Corporation and its activities to the satisfaction of the Directors.

The idea that led to the creation of the "BCDC" emerged from a practice we have utilized often through our history here in Kawartha Lakes. Referred to as "community consultation", this is an activity where we look to do more for our local economy and based community needs. In discussions with business leaders, owners and operators, came the clear consensus that with more capital, their businesses could increase capacity and in turn create more opportunities. This would lead to growing revenues and greater success both within their operations as well as for the community overall. This message registered with our Directors and beginning in 2013, we have worked towards creating an entity that could provide this increased access to capital.

What the BCDC strives to do is extend the potential for local businesses and others to secure monies that can help them expand, enhance and ultimately create more chances to increase our community's economic prosperity. We want to build on where we've come from, the KLCFDC and the VCEDG before it, in supporting opportunities that may indeed, extend beyond what we've accomplished previously, or be structured in new and different ways that can help local businesses succeed.

This being said, it is imperative to know that this new corporation will not, in any way, undermine or look to affect the activities and the impacts of, in particular, the work of the KLCFDC. All Directors understand and appreciate what has been achieved in Kawartha Lakes in operating as a Community Futures corporation over the many years. What we hope to do now is enhance this work by offering more options for local business and community development.

The policies and structure of the Corporation allows the community to play a direct and active role in employment and business development within the region. Based on solid plans, detailed strategic assessment and well thought out implementation, we will work collaboratively in growing our economic strengths, gaining even more through partnerships, and ultimately creating an effective and efficient model which others can look towards, in assisting their own operations or areas, to achieve more.

The Kawartha Lakes Business and Community Development Corporation is empowered to pursue its goals through:

- Providing entrepreneurial, commercial, financial, marketing and other business advice and counseling to businesses and to persons seeking to establish new businesses;
- Providing assistance in the development and the diversification of the local economy by assisting entrepreneurs to create new businesses, or existing businesses to stabilize or expand in the community, and through the possible provision of financial and other types of assistance;
- Supporting employment growth and by fostering the growth of viable and continuing employment opportunities in the City of Kawartha Lakes, Eastern and Southern Ontario; and by
- Providing resources for the planning and development of strategies and tactics pertaining to local, regional and national activities that will serve the future economic prosperity of the City of Kawartha Lakes; as well as other complimentary purposes not inconsistent with these objects.

The financial support component of these goals can be further defined by proposing that the capital being requested may not be available elsewhere or at terms that also may not be available from other lending sources. There can be a higher degree of risk associated with these types of financial assistance but this is not inconsistent with what has been the experience of our two sister organizations. In assuming a degree of additional risk, it can also bring a rare failure. However, from what we have experienced, the opportunities for success far outweigh any potential losses.

The Kawartha Lakes Business and Community Development Corporation will operate with this perspective first and foremost in what it does.

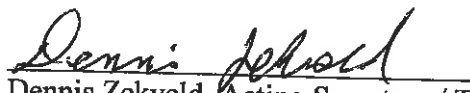
The governing principles for the operation and decisions made by the Corporation are based in our By-Laws and operating policies developed by the Directors, reviewed from both a legal as well as an accounting principles position, and approved for implementation by the KLBCDC Board. As we work to grow and develop this corporation as well as realize on further opportunities that may become available over time, we will continue to maintain the governance required of a Provincially-registered, not-for-profit corporation.

The organizations and individuals responsible for the Kawartha Lakes Business and Community Development Corporation recognize the proud heritage and history that has led to this new entity being created. They are most appreciative of the solid reputation and strong record for supporting community which has been established and maintained for over three decades. While creating the KLBCDC with a clear view to the future, the activities of the past and the success factors involved will be present in all that we do.

Adopted unanimously by the Kawartha Lakes Business & Community Development Corporation Board of Directors at its inaugural General Meeting on December 8<sup>th</sup>, 2014 in Lindsay.

KAWARTHA LAKES  
BUSINESS AND COMMUNITY DEVELOPMENT CORPORATION

I hereby certify, that the notice to the Directors of the Kawartha Lakes Business and  
Community Development Corporation regarding the Annual General Meeting of  
December 6, 2017 was delivered according to the By-Laws of the Corporation.



Dennis Zekveld, Acting Secretary / Treasurer  
Kawartha Lakes Business and Community Development Corporation



KAWARTHA LAKES  
BUSINESS AND COMMUNITY DEVELOPMENT CORPORATION

**Annual General Meeting**

**Agenda**

Wednesday, December 6th, 2017 11:00 A.M.

Olympia Restaurant  
Elysian Room, Second Floor  
106 Kent Street, West, Lindsay

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1. Call to Order and Confirmation of Notice Being Sent.
  2. Approval of the Agenda for the December 6, 2017 Annual General Meeting.
  3. Approval of the Minutes of the Previous Annual General Meeting.
  4. Chairman's Welcome.
  5. Presentation of the Corporation's Financial Highlights for Fiscal Year Ending March 31, 2017; Mr. Dennis Zekveld, Interim Secretary – Treasurer; Mr. Erik Ellis, Collins Barrow Kawarthas.
  6. Approval of All Acts of the Board of Directors for the Fiscal Year 2016/2017.
  7. The Appointment of the Directors and Executive Committee for the Forthcoming Year.
  8. Appointment of Auditors for KLBCDC Fiscal Year 2017 – 2018
  9. Chairman's Remarks.
  10. Adjournment.
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**KAWARTHA LAKES BUSINESS AND COMMUNITY DEVELOPMENT CORPORATION**  
**SUMMARY FINANCIAL STATEMENTS**  
**March 31, 2017**

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**REPORT OF THE INDEPENDENT AUDITORS ON THE SUMMARY FINANCIAL STATEMENTS**

To the Board of Directors of Kawartha Lakes Business and Community Development Corporation

The accompanying summary financial statements of Kawartha Lakes Business and Community Development Corporation, which comprise the summary statement of financial position as at March 31, 2017, and the summary statement of operations and changes in fund balances for the year were derived from the audited financial statements of Kawartha Lakes Business and Community Development Corporation for the year ended March 31, 2017. We expressed an unmodified audit opinion on those financial statements in our report dated September 27, 2017. Those financial statements, and the summary financial statements do not reflect the effects of events that occurred subsequent to the date of our report on those financial statements.

The summary financial statements do not contain all of the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements, therefore, is not a substitute for reading the audited financial statements of Kawartha Lakes Business and Community Development Corporation.

*Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these summary financial statements in accordance with the criteria described in note 2.

*Auditors' Responsibility*

Our responsibility is to express an opinion on these summary financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, "Engagements to Report on Summary Financial Statements".

*Opinion*

In our opinion, the summary financial statements derived from the audited financial statements of Kawartha Lakes Business and Community Development Corporation as at and for the year ended March 31, 2017 are a fair summary of those financial statements, in accordance with the basis described in note 2.

*Collins Barrow Kawarthas LLP*

Chartered Professional Accountants  
Licensed Public Accountants

Lindsay, Ontario  
September 27, 2017



# KAWARTHA LAKES BUSINESS AND COMMUNITY DEVELOPMENT CORPORATION


## SUMMARY STATEMENT OF FINANCIAL POSITION

As at March 31, 2017

	2017	2016
	\$	\$
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	2,601,788	1,786,644
Short term investments	250,000	1,200,000
Accrued interest receivable	4,980	6,358
Current portion of loans receivable	274,866	83,793
	<u>3,131,634</u>	<u>3,076,795</u>
<b>Other assets</b>		
Loans receivable	751,419	425,541
Note receivable from related party	1,635,505	1,935,505
	<u>2,386,924</u>	<u>2,361,046</u>
	<u>5,518,558</u>	<u>5,437,841</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities	5,455	6,554
Government remittances payable	-	366
Note payable to related party	4,935,505	4,935,505
	<u>4,940,960</u>	<u>4,942,425</u>
<b>Net assets</b>		
Unrestricted	577,598	495,416
	<u>5,518,558</u>	<u>5,437,841</u>

Approved on behalf of the board:

 Director

 Director

# KAWARTHA LAKES BUSINESS AND COMMUNITY DEVELOPMENT CORPORATION

## SUMMARY STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS

For the year ended March 31, 2017

	2017	2016
	\$	\$
<b>Revenues</b>		
Interest income	68,977	54,902
Loan application fees	2,005	900
Contribution from KLCFDC	48,825	-
	119,807	55,802
<b>Expenses</b>		
Wages and benefits	27,328	33,179
Professional fees	7,263	13,136
Insurance	1,782	1,782
Meetings	1,038	441
Travel	180	-
Office	33	224
Interest and bank charges	1	-
Advertising and promotion	-	619
Management fees	-	265
Consulting fees	-	2,825
	37,625	52,471
<b>Excess (deficiency) of revenues over expenses for the year</b>	82,182	3,331
<b>Unrestricted net assets - beginning of year</b>	495,416	492,085
<b>Unrestricted net assets - end of year</b>	577,598	495,416



# KAWARTHA LAKES BUSINESS AND COMMUNITY DEVELOPMENT CORPORATION

## NOTES TO THE SUMMARY FINANCIAL STATEMENTS

For the year ended March 31, 2017

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### 1. NATURE AND PURPOSE OF ENTITY

Kawartha Lakes Business and Community Development Corporation was incorporated under the Business Corporations Act of Ontario on March 19, 2013 as a corporation without share capital.

The corporation was formed:

- (i) To foster the establishment, expansion and stabilization of small and medium sized businesses in the community by:
  - (a) providing entrepreneurial, commercial, financial, marketing and other business advice and counselling to these businesses and to persons seeking to establish new businesses; and
  - (b) providing assistance in the development and diversification of the local economy by assisting entrepreneurs to create new businesses, or existing businesses to stabilize or expand in the community, through the provision of financial assistance in the form of loans, loan guarantees and equity investments;
- (ii) To support employment growth and foster the growth of viable and continuing employment opportunities in the City of Kawartha Lakes;
- (iii) To provide resources for the planning and development as well as the execution of key community economic development strategies and tactics pertaining to local, regional and national activities that will serve the future economic prosperity of the City of Kawartha Lakes

### 2. SUMMARY FINANCIAL STATEMENTS

The summary financial statements are derived from the audited financial statements, prepared in accordance with Canadian accounting standards for not-for-profit organizations, as at March 31, 2017 and for the year then ended.

The preparation of these summary financial statements requires management to determine the information that needs to be reflected in them so that they are consistent in all material respects with, or represent a fair summary of, the audited financial statements.

Management prepared these summary financial statements using the following criteria:

- (i) the summary financial statements will have a summary of the statement of financial position, and a summary of the statement of operations and changes in net assets. Management has determined that the statement of cash flows does not provide additional useful information and as such has not included them as part of the summary financial statements.
- (ii) information in the summary financial statements agrees with the related information in the complete audited financial statements;
- (iii) in all material respects, the summary financial statements contain the information necessary to avoid distorting or obscuring matters disclosed in the related complete audited financial statements, including notes thereto.

The complete audited financial statements of the Kawartha Lakes Business and Community Development Corporation are available upon request by contacting the Corporation.

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**Directors for Fiscal 2017 – 2018**

John Bennett

Ian Crockford

Dennis Zekveld

Dan Burns

Carly Poole

Anna Friend

Jill Quast

Adam Hayward

Moti Tahiliani

Mark Torrey

Rick Barfitt

**Executive Committee for Fiscal 2017 – 2018**

Chair – John Bennett

Vice Chair – Dennis Zekveld

Vice President – Ian Crockford

Secretary-Treasurer – Adam Hayward

Member at Large – Mark Torrey

Member at Large – Moti Tahiliani

## Chairman's Remarks

The reasons we created the Kawartha Lakes Business and Community Development Corporation back in 2013 revolved around our business community. It was about being able to offer greater access to capital for local businesses to develop, expand and prosper. It came from conversations with entrepreneurial people in our community, owners and operators whose businesses generate jobs, pay taxes, and support Kawartha Lakes in so many ways. Further, we believe that what we must strive to do as an organization is to keep up with businesses' requirements for support--and that this is what will keep all of us, as a community, moving forward in the years ahead.

Providing capital for business is not a new thing for us. We have been doing this through our sister corporation, the Kawartha Lakes Community Futures Development Corporation, the KLCFDC, for over 30 years. We also support businesses through the Eastern Ontario Development Program, offer access to the Southern Ontario Fund for Investment in Innovation, or SOFII, and also by participating in the Investment in Rural Diversification Fund, an opportunity available to all CFDCs in Eastern Ontario. All of these are driven by being partners in the Community Futures Program and while the KLBCDC is independent from CFDC activity, when it comes time to talk about supports to business, we are really *joined-at-the-hip*.

The KLBCDC has a mandate to support the CFDC; to insure its financial longevity and to be there if or when there is a need for additional capital for lending. So while both corporations have a different point of entry into the lending process, the fact remains the BCDC will always be in a back-up position, if you will, with respect to insuring the strong position the KLCFDC has in the community.

As our Secretary-Treasurer has reported, BCDC revenues increased this past fiscal and this is in part a result of our 2016-2017 lending activity. It also speaks to our ability to respond to the needs of our business community by offering an additional option by which they can have additional access to capital for their growth plans. Today I can further advise that most recently we have seen the BCDC's lending continue to increase and that after just 7 months of what is our current fiscal year, we have disbursed a further \$550,000.

A year ago, I spoke about how we are also trying to bring a new investment option to the community. The possibility we were developing would involve a distinctive operating philosophy and practice--one that investors and business owners alike could easily identify with and we hope that as a community, would invest in. One that we believe will bring great pride by way of its achievements and great success by way of business growth, economic expansion and increased prosperity. One year later, I can say that nothing within these goals has changed.

At this time I must also tell you that we're not quite there yet—but we believe that we are getting significantly closer to the reality of this taking place. Recent explorations on this type of activity have proven to be very positive and we hope that within this fiscal year we may be able to unveil a new lending vehicle to the community. This would be achieved through a unique collaboration and with what we hope will provide attractive options for many within Kawartha Lakes; thereby becoming an ongoing financial option that can help us all grow and prosper.

But the KLBCDC isn't just about money. It's about listening--just like we did some 4 years ago when our business community stated their needs for greater access to capital and we introduced our organization to Kawartha Lakes. It's about sharing plans, developing a vision, and working tirelessly to achieve the objectives established. It's what business owners and operators do every day and what we, as a Board of Directors, strive for in working to provide them with the tools needed for their success.

Whether we're discussing capital for equipment, expansion or succession planning; or advising on marketing, exporting or training, we are another option for our business community to call on and that's what we're about. As you will have seen in our Financial Highlights, the capacity to do this is clearly there and our goal, first and foremost, is to insure our local businesses know that it's available to them.

To achieve all we envision for the KLBCDC we will have a number of partners who will help us grow the organization and what it can deliver. We're extremely fortunate to be building on a proven entity in the Kawartha Lakes Community Futures Development Corporation and its predecessor, the Victoria County Employment Development Group, in having launched our new entity. There's over 30 years of history there and it includes partnerships with all 3 levels of government: federal, provincial and municipal—and collaborations with many local groups and organizations. We look to derive significant community benefit through these relationships as we work to develop and deliver even more for Kawartha Lakes.

All of this is based on commitment. A commitment we have to seeing this community grow and succeed. One based on supporting business and community together. A commitment shared by all of our Directors and Staff; all of whom I thank for their dedication in continuing to work towards our goals. It's a commitment we hope that others in this great community of Kawartha Lakes may come to join and share with us and take pride in.

As an organization, the Kawartha Lakes Business and Community Development Corporation is only getting started and we look towards a future of great possibilities.

Thank you.

John D. Bennett, Chair  
December 6, 2017.



## **Annual General Meeting**

Wednesday, December 6th, 2017

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