



# Rural Entrepreneurship Forum

*Overview of Ontario government programs for  
Entrepreneurs*

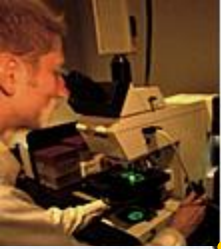
June 19, 2007

# *Government Priority*

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## Growth and Economic Prosperity

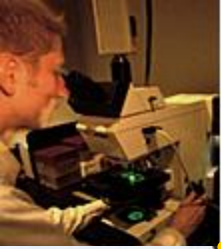
- Fostering a strong business climate
- Creating a culture of innovation
- Building opportunity for rural Ontarians and farmers



# Entrepreneurship Services

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- Assist new entrepreneurs and provide assistance to existing small business to encourage longevity and growth;
- Promote small business and encourage entrepreneurship as a viable career option;
- Reduce the regulatory and paper burdens for SMEs in Ontario and improve and streamline their interactions with government.

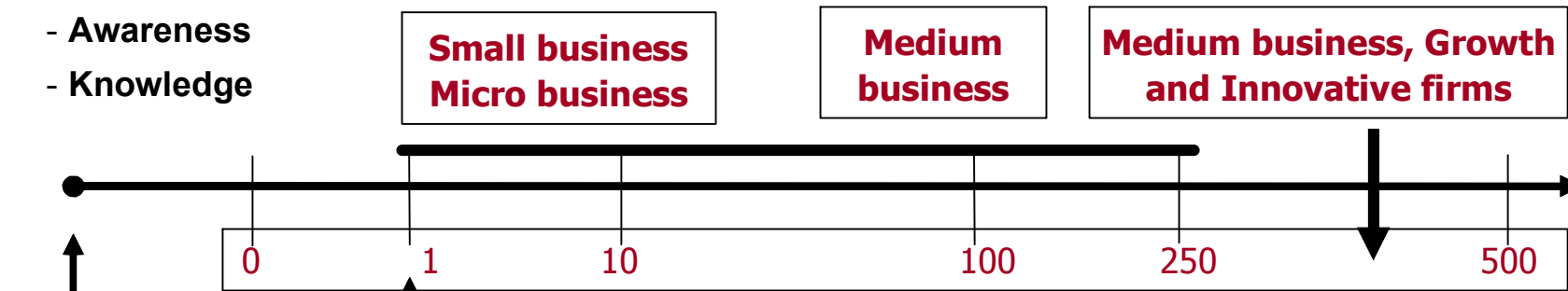


# Client Continuum

## Idea Stage Issues:

- Experiential Opportunity
- Awareness
- Knowledge

## By Employees - 0-500



**Idea stage only  
Pre "0"**

**Entrepreneur  
Self employed**

### Entrepreneur/Small Business Issues:

- Where to go for information
- Legal/Financial/ Taxation
- Financing
- Business Planning

### Early Growth Issues:

- Where to go for information
- Legal/Financial/ Taxation
- Financing
- How to export
- How to manage growth
- How to market

### Established SME Issues:

- Exporting
- Growth Management
- Marketing
- Financing
- Networks/Best Practices
- Regulation
- Leadership
- Financing

# Advice and Assistance

*Assist new entrepreneurs and existing small business to encourage longevity and growth*

- Start-up and early growth businesses
  - Ontario's network of 44 Small Business Enterprise Centres provide support to start-up and small enterprises during their initial years of development and operation (typically less than 5 years in operation; fewer than 10 employees)
  - Entrepreneurs are provided with easy access to business consulting services and information covering management, marketing, technology and financing.
  - Annual Bridges to Better Business events provide peer-to-peer learning opportunities for established businesses.

# Advice and Assistance

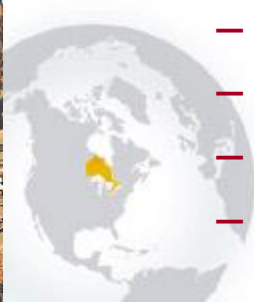
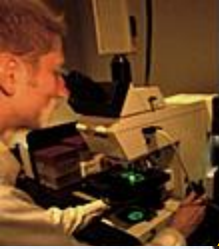
- Established high-performing firms
  - Business advisors located in communities across the province provide assistance to existing innovative, high-performing firms, associations and municipalities
  - The Wisdom Exchange is a forum for presidents and CEOs of Ontario's leading growth firms, providing them with opportunities to share their knowledge, benchmark their progress, and make valuable business connections.
- Rural Businesses
  - Access to market area analysis on Rural Economic Development Data & Intelligence (REDDI) and other analysis and data through regional teams
  - Agriculture, food, bio-based and small manufacturing businesses are proactively supported
  - Other small businesses are dealt with on a reactive basis
  - Updates and technical support is provided to financial professionals serving rural businesses

# Entrepreneurship Promotion

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*Promote small business and encourage entrepreneurship as a viable career option*

- Celebrate success
  - Small business events and local awards across Ontario, typically in October, highlight the importance of Small Business to the economic growth of communities as part of a coordinated Salute to Small Business.
- Youth programs
  - Facilitate the development of an enterprising culture by providing youth with educational, experiential, and entrepreneurial opportunities and programs:
    - Summer Company
    - Future Entrepreneurs
    - Global Edge
    - Ontario Secondary School Business Plan Competition
    - Youth Entrepreneurship Partnerships



# Advocacy

*Reduce the regulatory and paper burdens for SMEs in Ontario and improve their interactions with government*

- Small Business Agency of Ontario (SBAO)
  - Agency members include 10 parliamentary assistants, representatives from Canadian Federation of Independent Business, Ontario Chamber of Commerce, Retail Council of Canada, Canadian Manufacturers and Exporters, and 5 SME members
  - Focuses on priority areas such as the reduction of regulatory and paper burden and improving government procurement opportunities .
- Regulatory Registry, launched October 2005, posts Lieutenant-Governor-in-Council (proposed and approved) regulations that may impact on business.

# Importance of SMEs

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- 99% of Ontario firms are SMEs (fewer than 500 employees)
- 97% of Ontario firms have fewer than 100 employees
- About three quarters of Ontario's firms have fewer than five employees.
- SMEs accounted for over half of total private sector employment growth in Ontario (1994-2003)
- 2.7% of Ontario firms are leading growth firms which created 60% of new jobs between 1997 and 2000
- In 2000, 331,000 Ontario firms, of which 8,900 were leading growth firms