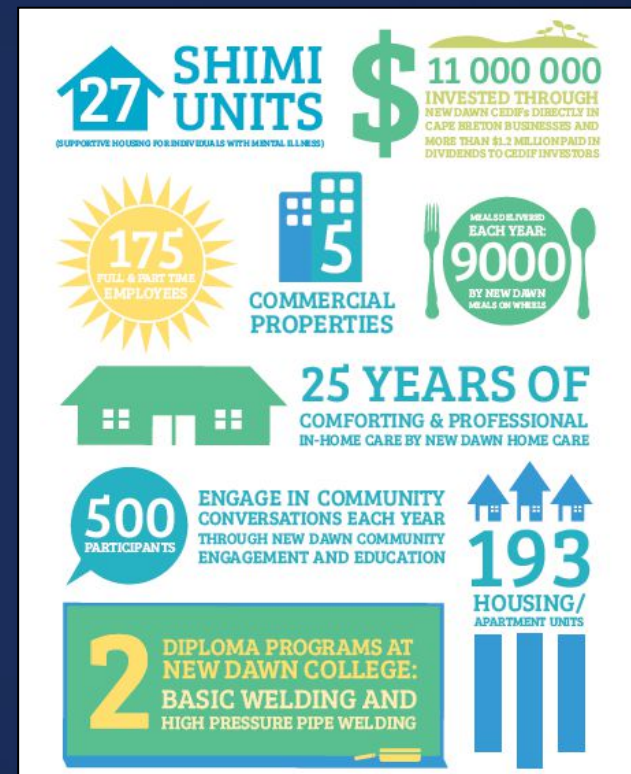




## New Dawn Enterprises

Staff of 110+  
Social Enterprise  
Annual budget of \$7.5M  
40 years operating in Cape Breton  
Community reinvestment of all profits  
Governed by a volunteer board of directors  
Owns/manages 240 residential and commercial units

Cape Breton Island Centre for Immigration  
New Dawn Centre for Social Innovation  
New Dawn Community Engagement  
New Dawn Meals on Wheels  
New Dawn Investments  
New Dawn Real Estate  
New Dawn Healthcare  
New Dawn College





## Cape Breton Island

Five municipalities

Five First Nations communities

Home to 1/5 of Nova Scotia's population (135,000)

Historical dependence on coal and steel industries (until 1990s)

Significant challenges moving beyond coal and steel/big industry

Challenges developing and sustaining a diverse/resilient private sector

Out-migration, unemployment, poverty and lack of locally controlled capital

\$100 million in traditional RRSPs purchased by Cape Bretoners yearly



## Nova Scotia CEDIF Program

Established in 1999 to encourage Nova Scotians to invest in their community.

As of 2014, there were 47 CEDIFs in Nova Scotia that had successfully closed at least one offering.

As of 2014, these Funds had raised and invested \$40 million in local enterprises (2014).

The capital in these Funds as been invested by 5,616 Nova Scotians (some repeat investors reduce this number) (2014).



## New Dawn's CEDIF Program Today

New Dawn Holdings  
New Dawn Community Investment  
New Dawn Innovation Fund

11 CEDIF campaigns over 12 years

\$13 million invested in Cape Breton

\$1.2 million paid in dividends

\$3.3 million in provincial tax credits

\$1.5 million in RRSP-related tax savings

100% redemption rate

700 investors

100% local



## New Dawn CEDIF Investments

2005	278,300	] 2005 to 2011, funds raised used by New Dawn to:
2007	205,500	
2008	676,900	
2009	689,800	
2010	945,300	
2011	2,482,000	
2012	1,481,000 – Protocase	<ul style="list-style-type: none"><li>• Repatriate debt;</li><li>• Help grow its existing companies;</li><li>• Launch new businesses; and</li><li>• Advance its community building initiatives.</li></ul>
2013	1,386,700 – Marcato Digital, Media Spark, Advanced Glazings	
2014	1,191,000 – Marcato Digital, Halifax Biomedical, Nova Stream	
2015	1,500,000 – Halifax Biomedical, Nova Stream, Fire Blade Holsteins, Pizza Go, Big Spruce Brewing, and Revelries, New Co Logistics	
Retakes		
2016	2,500,000 – New Dawn Centre for Social Innovation, Wooden Smiles, New Co Logistics, Big Spruce, Go Lokol Me	
Venture,		



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## New Dawn CEDIF Investors

### Province of Nova Scotia

- Five year investment
- Maximum \$15,000 investment
- 35% tax credit in investment year (\$1000 investment = \$350 tax credit)
- Roll over in year 5 (additional 20%); roll over in year 10 (additional 10%)
- 65% equity tax credit (or \$650 on original \$1000 investment) over 15 years

### New Dawn Enterprises

- Minimum \$1000 investment
- Transfer existing RRSPs (enabled by New Dawn RRSP Trustee)
- Campaign typically runs December-February



## New Dawn CEDIF Investees

- Active for-profit business based in Cape Breton and listed with the Nova Scotia Registry of Joint Stock Companies
- For established firms, 3 years of financial statements and CRA Tax Returns\*
- Following approval investees must submit annual financial statements and pay interest monthly.
- We are always aspiring towards a balance of high, medium and low risk investments.

\* Each year, New Dawn looks to invest a small portion of the funds raised in new or start-up companies. For these companies the provision of financial statements and CRA tax returns would not apply.



## New Dawn CEDIF Impacts

Access to capital for local businesses looking to expand operations or repatriate debt

Viable investment opportunities for members of the community interested in where their money is invested and/or concerned about local economic development

Increasingly robust local discourse on self-reliance, local investing, and local business/entrepreneurial assets



## What We've Learned

1. Regulatory Bodies Matters
2. Financial Literacy Matters
3. Advertising Matters
4. Dividends Matter
5. Fees Matter
6. Older Investors Matter
7. Young Investors Matter
8. It's a Good Time!
9. It's Not Perfect
10. Inch by inch ...