




Business Retention & Expansion
Helping Nova Scotia Businesses Grow

www.nsarda.ca/br



Driving growth and competitiveness
in Nova Scotia Businesses.

Thriving businesses are the backbone

The ***Business Retention & Expansion*** program, or BRE, is an internationally recognized program that helps existing Nova Scotia Business stay and grow in the province.

Nova Scotia's 13 RDAs (see back cover) connect local businesses to the resources and services they need to be even more competitive, both at home, across the country, and internationally.

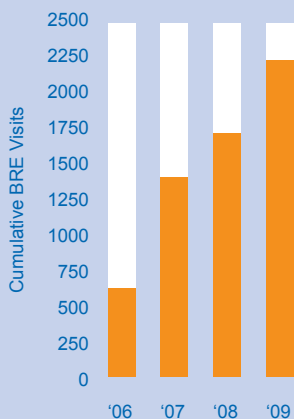
The services we offer are tailored to the unique needs of the communities and businesses we serve and may include:

- › connecting businesses to sources of capital
- › promoting local firms internationally
- › building networks and accessing new markets
- › developing strategies to overcome barriers to growth
- › connecting businesses with vital market and economic intelligence



of Nova Scotia's economy.

BRE Impact in Nova Scotia



Since 2006, Nova Scotia's Business Retention & Expansion Program has played an important role in supporting businesses to stay and grow in Nova Scotia.

Business visits are one important measure of BRE effectiveness. Across Nova Scotia, BRE officers are reaching out to businesses, building relationships and developing an in-depth understanding of the challenges and opportunities facing the private sector.

As a result, BRE officers are empowered to act as a service navigator and advocate for local businesses, making referrals to capital pools, training programs or other crucial forms of assistance.

BRE: Driving growth and competitiveness

Since 2006, BRE has reached out to more than 2300 businesses

As a result of this activity, we estimate more than 3300 jobs have been created or retained in communities across Nova Scotia. In 2008, Nova Scotia's BRE program received special recognition from BRE International, a highly regarded professional association for economic development practitioners in the field of business retention and expansion.



Dr. Abdullah Kirumira

Internationally recognized innovator, CEO of BioMedica Diagnostics Inc., Windsor, NS

“Two of the projects our BRE officer completed for BioMedica, in its effort to internationalize our business are beyond reproach. The professionalism and timely turn around are particularly commendable.”



Susan Bent

Owner, Royal Propane, Digby NS

Working with our BRE officer, we identified many areas where we had to dig deeper before embarking on a move and taking on more business.” says Susan. “The advice we received was very helpful, and the information provided was very useful in putting together our plans.”



Nolan D'Eon

Founder of Eel Lake Oyster Farms and Winner of 2008 Taste of Nova Scotia Prestige Award for Quality Driven Member of the Year

“As a business person, you just don't know what your blind spots are. BRE has helped connect me with new opportunities I didn't know existed.”

Ongoing success

The BRE program plays an important role in supporting businesses, communities and individuals to be even more competitive. Since 2006, BRE has assisted businesses and communities in:

- > Job creation
- > Job Retention
- > Preventing relocation or closures
- > Linking businesses with local suppliers
- > Connecting employers with qualified job seekers
- > Navigating government services for business
- > Marketing and promotions
- > Referring businesses to target business support programs
- > Connecting business with capital pools
- > Contributing new ideas and fresh perspective to business owners

BRE QuickFacts

Number of jobs BRE has helped create:

1000+

Number of jobs BRE has helped retain:

2300+

Number of service referrals generated:

1800+



How BRE Can Help Your Business

Pursue your business opportunity now

No two businesses are the same. Entrepreneurs and business leaders across Nova Scotia have unique needs and opportunities. Through the BRE program, trained BRE staff work one-on-one with businesses to identify barriers to growth and provide tailored solutions to connect our clients with the resources and services they need to succeed.

*...your BRE officer
can be a mentor, a
trusted advisor, a
source of information
and support.*

By now you're probably wondering what BRE can do for your business. The answer: we can help you identify and overcome the barriers to growth.

We begin the BRE process by conducting an interview that will both introduce you to the service, and help us gain a better understanding of how your business works, and how we might be able to help.

Once we've conducted this initial assessment, we get down to the business of connecting you to resources that can help you grow. This might mean a referral to a partner agency for an expansion loan. Perhaps we can connect your team with new training and education opportunities. Maybe you need some introductions to help tap international markets.

In essence, your BRE officer can be a mentor, a trusted advisor, a source of information and support. BRE works by establishing a long-term strategic relationship between businesses and the RDA. Want to take advantage of this service?

Access BRE

It starts with your local RDA

BRE is delivered in communities across the province by Nova Scotia's 13 Regional Development Authorities.

Contact your local RDA today to learn more about how to leverage the power of BRE.

online at
www.nsarda.ca/bre

business card slits

BUSINESS RETENTION & EXPANSION

HELPING NOVA SCOTIA BUSINESSES GROW

THE BUSINESS RETENTION & EXPANSION PROGRAM IS PROUDLY DELIVERED TO COMMUNITIES THROUGHOUT NOVA SCOTIA BY THESE REGIONAL DEVELOPMENT AUTHORITY PARTNERS



THE BUSINESS RETENTION & EXPANSION PROGRAM WAS DEVELOPED IN PARTNERSHIP WITH

