

# Oxford Small Business Centre

2026 Budget Presentation

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Shawn McNamara, Manager

# 2025 Year End (Dec 31, 2025)

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- We engaged **731** unique clients, supported **383** existing and/or conceptual businesses and assisted **52** actual business start ups or expansions.
- We've conducted **2,028** new or repeat in-person or remote meetings/consultations/engagements (*any client interaction up to 30 min is considered an engagement. Example 2hour meeting = 4 engagements*)
- Woodstock – **323** unique clients (44%)
- Tillsonburg – **126** unique clients (17%)
- Ingersoll – **84** unique clients (12%)
- Zorra Township – **55** unique clients (8%)
- Norwich Township – **53** unique clients (7%)
- East-Zorra Tavistock Township – **36** unique clients (5%)
- Blandford-Blenheim Township – **31** unique clients (4%)
- Southwest Oxford Township – **19** unique clients (2.5%)
- Other – **4** unique clients (0.5%)

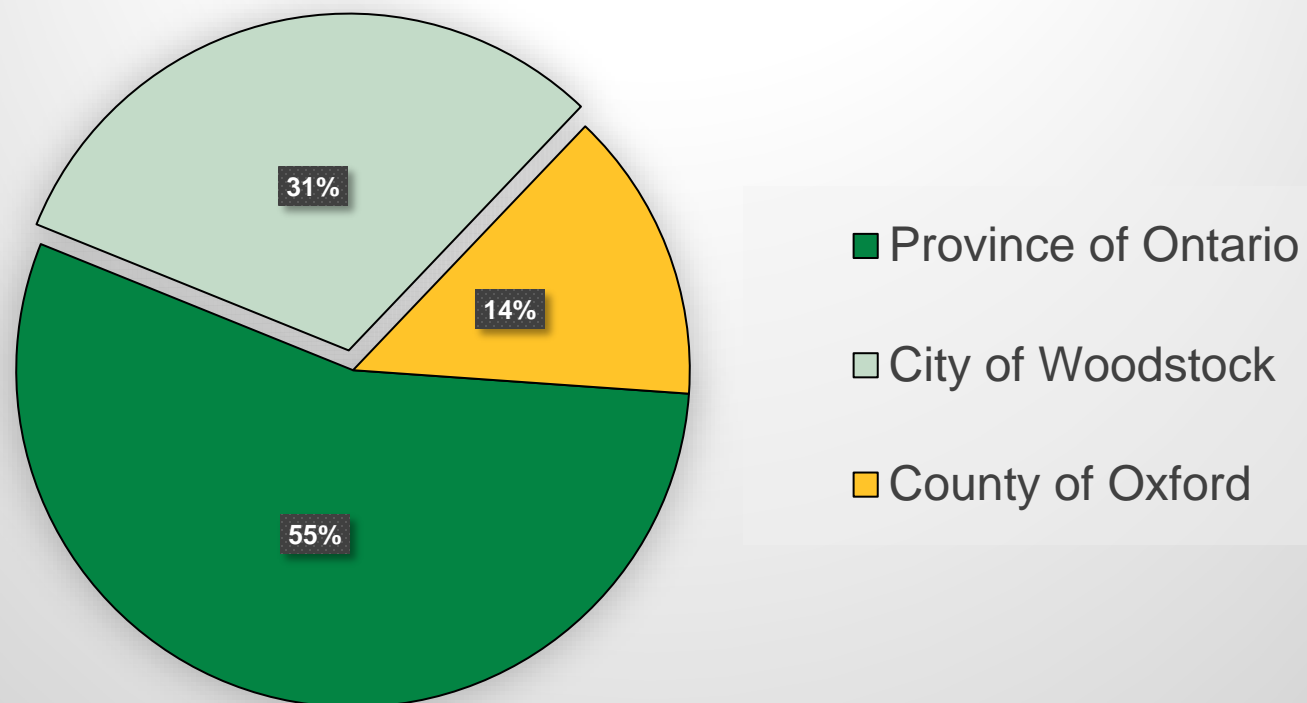
Further demographic breakdown of SBC clients (approximates):

**63%** Female **37%** Male. Average age is approximately **36**. Approximately **11%** of our clients are new to Canada/Oxford County

\* Our consultations take place by phone (45%), ZOOM (20%) and in person (35%) – and often involve a combination of those options over the time spent with each client.

# Funding Breakdown

The Small Business Centre Funding Breakdown 2025



# Starter Company + Grant

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- Starter Company Plus is an Ontario government program that provides adults 18+ with the resources and knowledge they need to start and grow their own business. The program offers:
- Training and business skill development
- Advice and mentorship from local business leaders and industry professionals
- A grant of up to \$5,000 – **13 recipients in 2025 or \$65,000**

# SC+ Grant Recipients

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# Summer Company Student Grant

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- The Summer Company program provides students aged 15 to 29 start-up money to kick-off a new summer business as well as advice and mentorship to help get their business up and running. Applicants must start their business from May to July and end it on Labor Day or they can choose to keep running their summer business while back in school. Applicants get up to \$1,500 up front to help with start-up costs and up to \$1,500 when you successfully complete the program requirements. Funding is up to \$3,000.
- A grant of up to \$3,000 – **6 recipients in 2025 or \$18,000**

# Summer Company Grant Recipients

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**Sukhman Singh**

**P & S Collective Auto Care**

Auto Detailing  
Woodstock

**Lindsey Wilson**

**Red Mare Ranch**

Horse Training/Riding Lessons  
Tavistock

**Maeve Brintnell**

**Drink Me**

Locally Sourced Tea Blends  
Woodstock

**Carter de Wit**

**Tomato Juice Lures**

Fishing Lures  
Woodstock

**Maiven Innes**

**Macs Next Gen Farming**

Beef Cattle  
Thamesford

**Shaheem Myrie**

**No Witness**

Online Clothing  
Woodstock

**2025 Gross Revenue generated to date: \$16,500.00**

# Bridges to Better Business 2025

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Bridges to Better Business - **Networking with Purpose** was held at the Market Centre October 22, 2025. We adopted the Networking with Purpose initiative which brought small business owners, municipal leaders, and industry specific professionals (i.e., lawyers, accountants, insurance professionals) together under one roof. We also had S.T.E.M. Camp Co-Founder, Ron Cougler speak on marketing initiatives and technology.



We also held our first annual Small Business awards ceremony.

My Kitchen – **2025 Small Business of The Year**

P&S Collective Auto Care – **Best Student Business of 2025**

# Community Engagement

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## SBC LIVE – Weekly Community Outreach

- Expand relationships with Oxford County small businesses
- On-site visits to local businesses (1-2 days per week, year-round.)
- Work with community partners and municipalities to address specific needs
- 343 businesses visited or re-engaged for the year ending December 31, 2025

Our engagement motto remains: *“You are not alone. Make us your first call”*.

# Community Partners

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The Small Business Centre is a proud member of the Oxford County business and Economic Development community. We work closely with:

- All 5 municipal Chambers of Commerce
- 4 Oxford County Business Improvement Associations
- Community Futures
- Rural Oxford Economic Development
- Community Employment Services
- Tourism Oxford
- Fanshawe College

# Foodpreneur

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Founded by the London Small Business Centre, the Foodpreneur Advantage Program is a free, Ontario-based initiative supporting food and beverage entrepreneurs through workshops, webinars, and specialized training to start or scale their businesses. Delivered by a network of Small Business Enterprise Centres, it covers topics like regulatory compliance, product packaging, and marketing, specifically targeting consumer packaged goods (CPG).

Beginning January 1, 2026, the Oxford SBC is now a participating member, and we work hand in hand with the programs specialized facilitators to help support and guide food-based business start ups

# Innovation in 2026

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Our engagement with our community partner agencies has grown exponentially. We have several exciting joint collaborations planned. Podcasts, Job Fairs, Business Boot Camps, Outdoor Farm Show, Chamber Events, Engagement with our High Schools, Engagement with our Community Colleges – as well as the ongoing development of our Legacy Business Succession Support program with the Ministry of Economic Development Job Creation and Trade.

We have also launched a monthly newsletter that goes out to all our clients, community partners and anyone who subscribes.

# Budget Changes

Account	Change	Proposed Budget
0802-84236-0170 – Meetings and Luncheons	- \$500	\$1,000
0802-84236-0172 – Mileage	- \$500	\$4,000
0802-84236-0315 – Advertising	- \$2,500	\$2,500
0802-84236-0318 – Conferences	+ \$1,500	\$5,000
0802-84236-0650 – Special Events	- \$2,000	\$2,000
	<b>Net Change</b>	<b>- \$4,000</b>

# Questions?

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