



QUARTER 1 EXECUTIVE REPORT

April-June 2026

Prepared for stakeholders and committee members

Executive Summary

201	163	76	72	58
unique businesses	inquiries	consultations	workshop participants	jobs created
Q1 official ECR	Q1 official ECR	start + expand/sustain	April-June	reported in Q1

Quarter 1 demonstrates strong reach and economic impact across the Small Business Centre service area. The Centre supported 201 unique businesses and 72 businesses through workshops. Advisory activity included 163 inquiries and 76 consultations, while reported outcomes included 82 businesses started, 53 sustained, 9 expanded, 3 purchased, and 58 jobs created.

Demand for entrepreneurship programming remained high. Starter Company Plus received 67 applications during the quarter, including 42 in May, and Summer Company received seven applications. The volume of applications and consultations confirms the Centre’s role as a key entry point for business planning, funding navigation, and individualized advisory support.

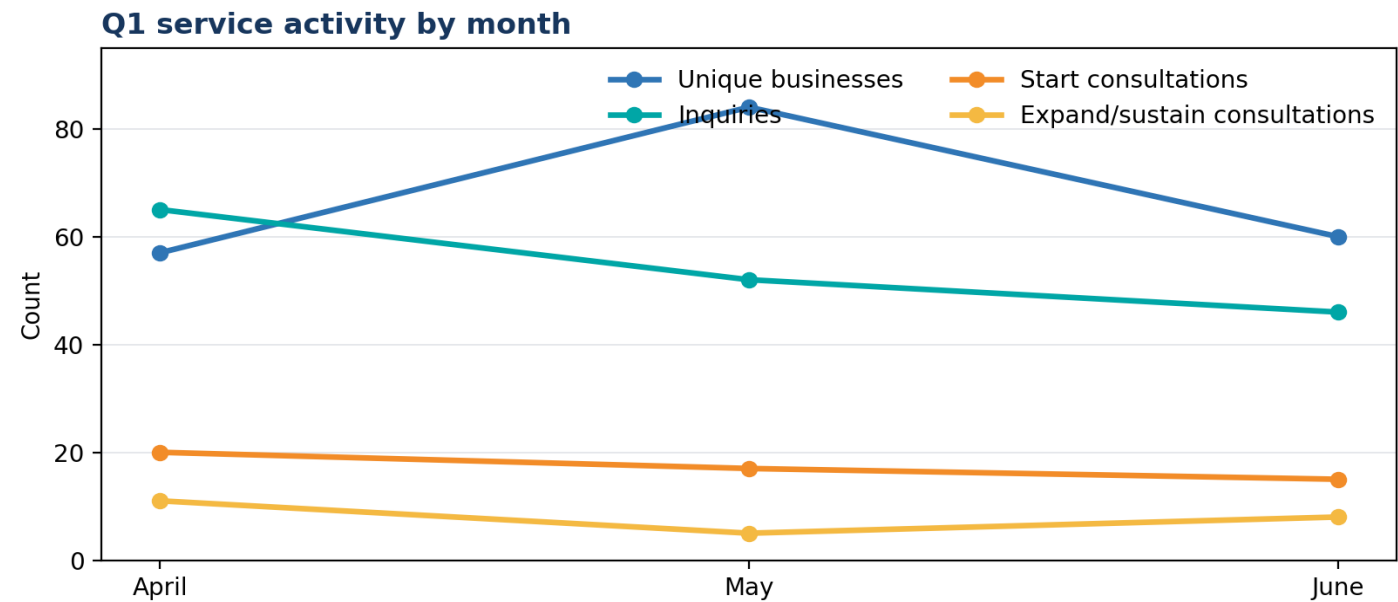
Key stakeholder messages

- Client reach remained strong month after month, peaking at 84 unique businesses in May during the primary grant-intake period.
- Business outcomes were particularly strong: starts and jobs created substantially exceeded prior-year Q1 results.
- Regional KPI records show service use across all five funded communities, with Belleville representing the largest volume and meaningful uptake across Prince Edward County, Quinte West, Hastings County, and Lennox & Addington.
- Thirteen community-facing activities strengthened awareness, youth entrepreneurship outreach, partner relationships, and access to regional business supports.

Data interpretation note

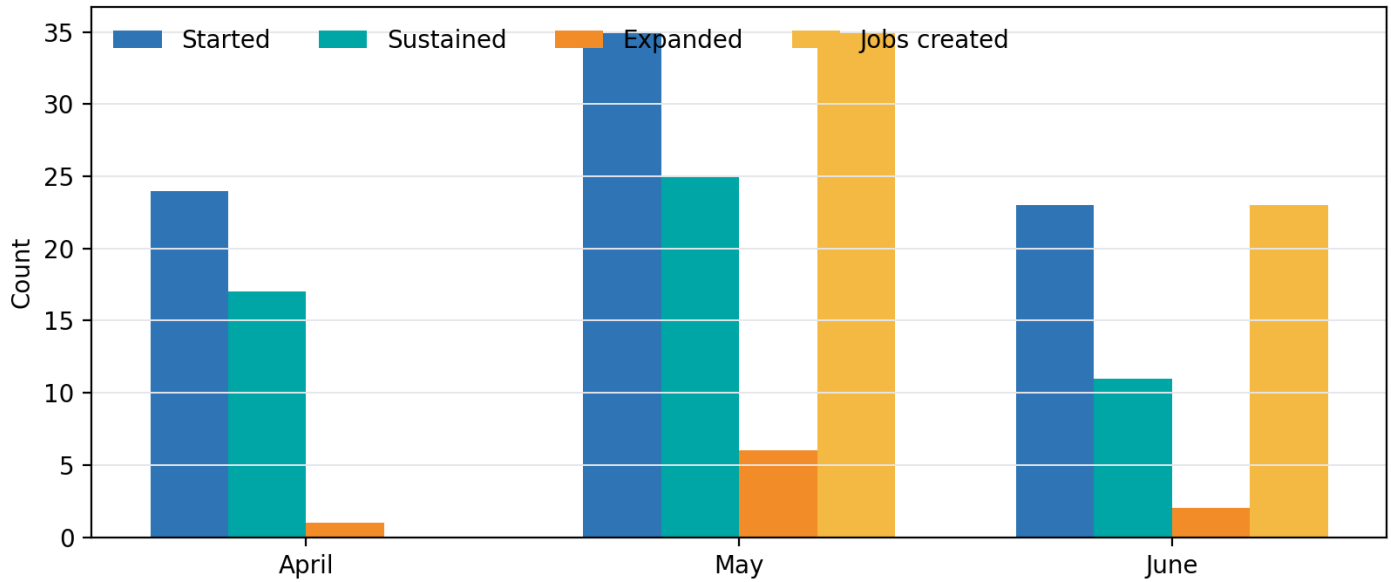
The official ECR provides the Centre’s funder-facing Q1 totals. The KPI dashboard is a separate client-interaction log used to analyze regional access and community outreach. Regional inquiry, consultation, and unique-client figures in this report are therefore presented as KPI-recorded interactions and should not be expected to equal the official ECR totals exactly.

Month-over-Month Performance



April opened the quarter with 57 unique businesses supported and 65 inquiries. Activity intensified in May, when unique businesses increased to 84 and Starter Company Plus generated 42 applications. June activity normalized after intake, while still supporting 60 unique businesses, 46 inquiries, and 23 consultations.

Business outcomes by month

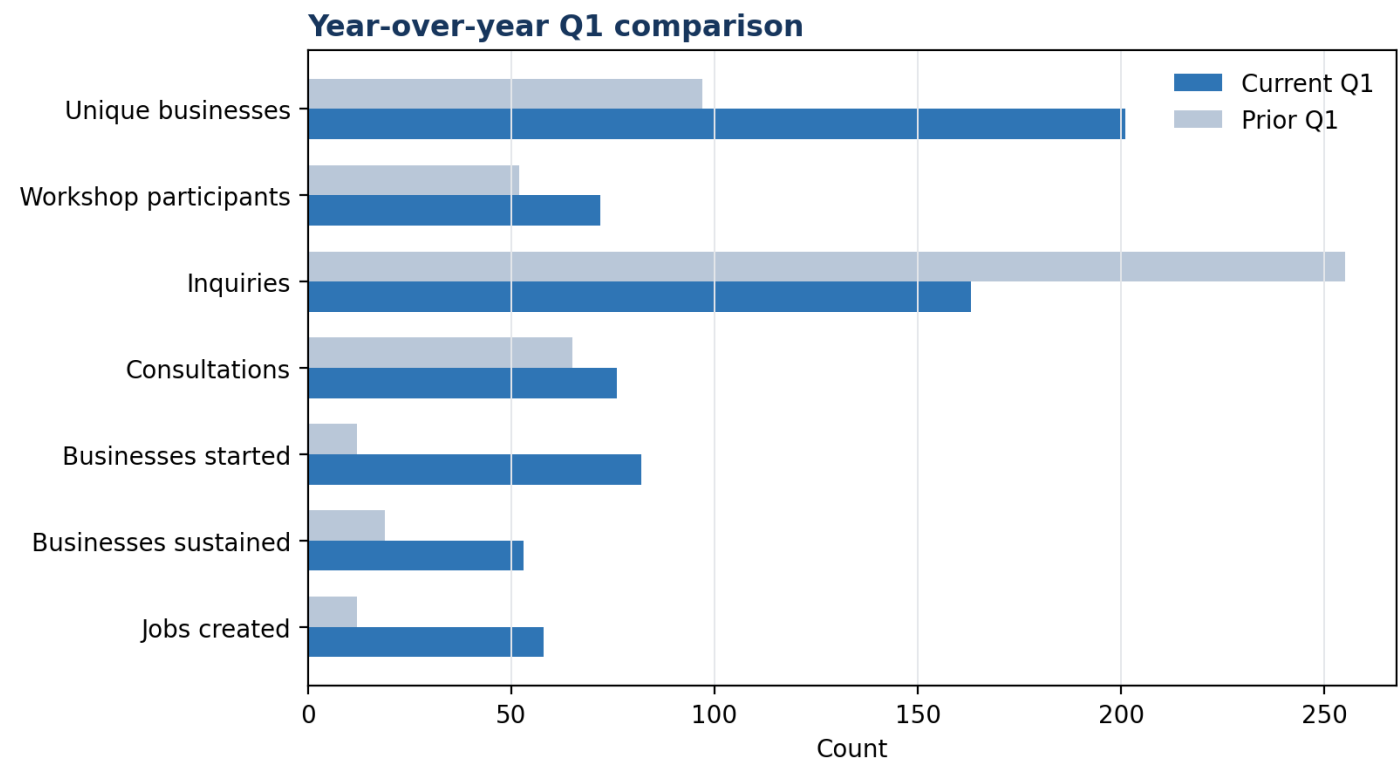


Business starts remained consistently high throughout the quarter, with 24 in April, 35 in May, and 23 in June. Job creation was concentrated in May and June, with 58 jobs reported across Q1. Sustained-business outcomes were strongest in May, reflecting the Centre's continued support for existing businesses as well as new ventures.

Official ECR monthly detail

Measure	April	May	June	Q1 total
Unique businesses supported	57	84	60	201
Businesses supported through workshops	28	12	32	72
Inquiries	65	52	46	163
Start consultations	20	17	15	52
Expand/sustain consultations	11	5	8	24
Businesses started	24	35	23	82
Businesses sustained	17	25	11	53
Jobs created	0	35	23	58
Starter Company Plus applications	22	42	3	67
Summer Company applications	3	2	2	7

Year-over-Year Q1 Comparison

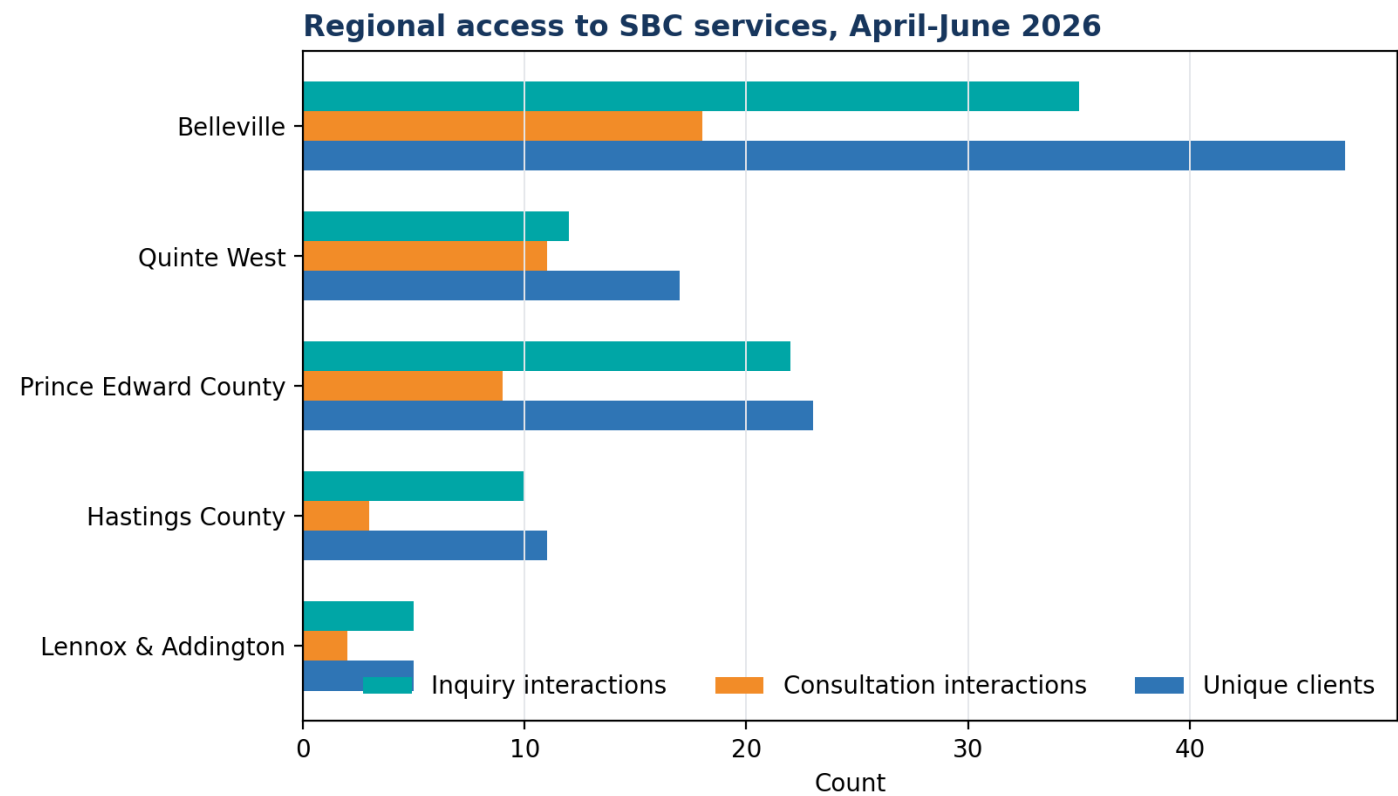


Compared with prior-year Q1, unique businesses supported increased by 107%, workshop participation increased by 38%, and comparable start/expand consultation volume increased by 17%. Reported business starts rose from 12 to 82 and jobs created increased from 12 to 58. Inquiries declined from 255 to 163; however, the stronger consultation and outcome results suggest that current-year engagement was more focused and outcome-oriented.

Variance table

Metric	Current Q1	Prior Q1	Change
Unique businesses supported	201	97	+107%
Workshop participants	72	52	+38%
Inquiries	163	255	-36%
Start/expand consultations	76	65	+17%
Businesses started	82	12	+583%
Businesses sustained	53	19	+179%
Jobs created	58	12	+383%
Starter Company Plus applications	67	57	+18%
Summer Company applications	7	6	+17%

Regional Access to Services



The KPI client log confirms access across all five stakeholder regions. Belleville recorded the largest service volume, with 47 unique clients, 35 inquiry interactions, and 18 consultation interactions. Prince Edward County had the second-highest unique-client reach at 23 and the second-highest inquiry volume at 22. Quinte West showed a comparatively high consultation intensity, with 11 consultation interactions among 17 unique clients.

Hastings County and Lennox & Addington recorded lower absolute volumes, which is expected given population and geographic differences. These figures provide a useful baseline for targeted outreach and partner engagement in Q2 and will be monitored for growth over subsequent quarters.

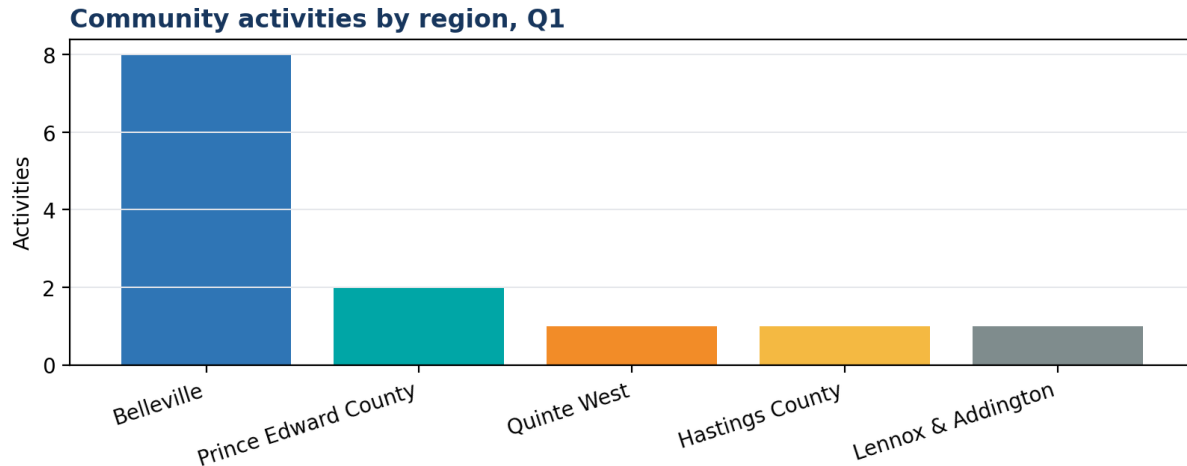
Regional KPI summary, April-June 2026

Region	Inquiry interactions	Consultation interactions	Unique clients	Share of unique clients
Belleville	35	18	47	46%
Quinte West	12	11	17	17%
Prince Edward County	22	9	23	22%
Hastings County	10	3	11	11%
Lennox & Addington	5	2	5	5%

Methodology: “Inquiry interactions” and “consultation interactions” are classified from the Inquiry Type field in the April, May, and June KPI client-entry sheets. “Unique clients” is a count by client name within each region across the three-month period. Records outside the five-region catchment and records without a recognized region are excluded.

Community Engagement and Events

13 community activities recorded April-June	5 regions reached all stakeholder regions	8 Belleville activities largest outreach concentration	~50 students reached at Career Link event
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Community participation was focused on entrepreneurship awareness, youth outreach, partner collaboration, student presentations, and regional economic development. The Centre participated in 13 recorded activities during Q1, including school and college presentations, career fairs, pitch judging, economic development working groups, and Chamber discussions. These activities extend the Centre's reach beyond direct consultations and help build referral pathways into business advisory and grant programming.

Q1 community activity register

Date	Organization / partner	Region	Activity
Apr 1	Quinte Christian Schools	Belleville	Information session and Summer Company outreach
Apr 8	Volunteers in Quinte	Belleville	VIQ Information Fair at Bayside Secondary School
Apr 9	Central Hastings School	Hastings County	Entrepreneurship workshop and presentation request
Apr 13	Loyalist College	Belleville	Student pitch presentations - advising and judging
Apr 15	Work in Quinte	Belleville	Work in Quinte Career Fair
Apr 16	PEC Economic Development	Prince Edward County	Dinner & Learn - SBC services and Starter Company Plus
Apr 16	Loyalist College	Belleville	Advertising and Creative Design pitch presentations
Apr 27	PEC Economic Development	Prince Edward County	Economic Development Working Group
Apr 30	Trenton High School	Quinte West	Business student information session
May 1	Quinte Christian Schools	Belleville	Summer Company information session
May 27	Peer Support South East Ontario	Belleville	Employer/co-op placement engagement event
May 27	Bridging the Gap - Career Link	Belleville	Entrepreneurship and Summer Company outreach to about 50 students
Jun 16	Lennox & Addington Chamber	Lennox & Addington	Chamber discussion on membership opportunities

Events

Opening Ceremonies- Starter Company Plus and Summer Company



The Small Business Centre proudly hosted the 2026 Summer Company and Starter Company Plus Opening Ceremony at Loyalist College's Shark Tank, welcoming approximately 60 attendees to celebrate this year's entrepreneurs. The event brought together Members of Parliament, Members of Provincial Parliament, representatives from Quinte Economic Development Commission (QEDC), the Business Development Bank of Canada (BDC), regional Chambers of Commerce, and other valued community partners to recognize the accomplishments of local business owners.

The ceremony celebrated the 27 Starter Company Plus recipients and 6 Summer Company participants as they begin the next chapter of their entrepreneurial journey. It also highlighted the strong network of organizations dedicated to supporting small businesses and reaffirmed the Small Business Centre's commitment to fostering entrepreneurship, innovation, and economic growth throughout the region.

Applicant and Recipient Stakeholder Summary

Starter Applications	Starter Recipients	Summer Applicant Records	Summer Recipients Listed
67	27	7	6

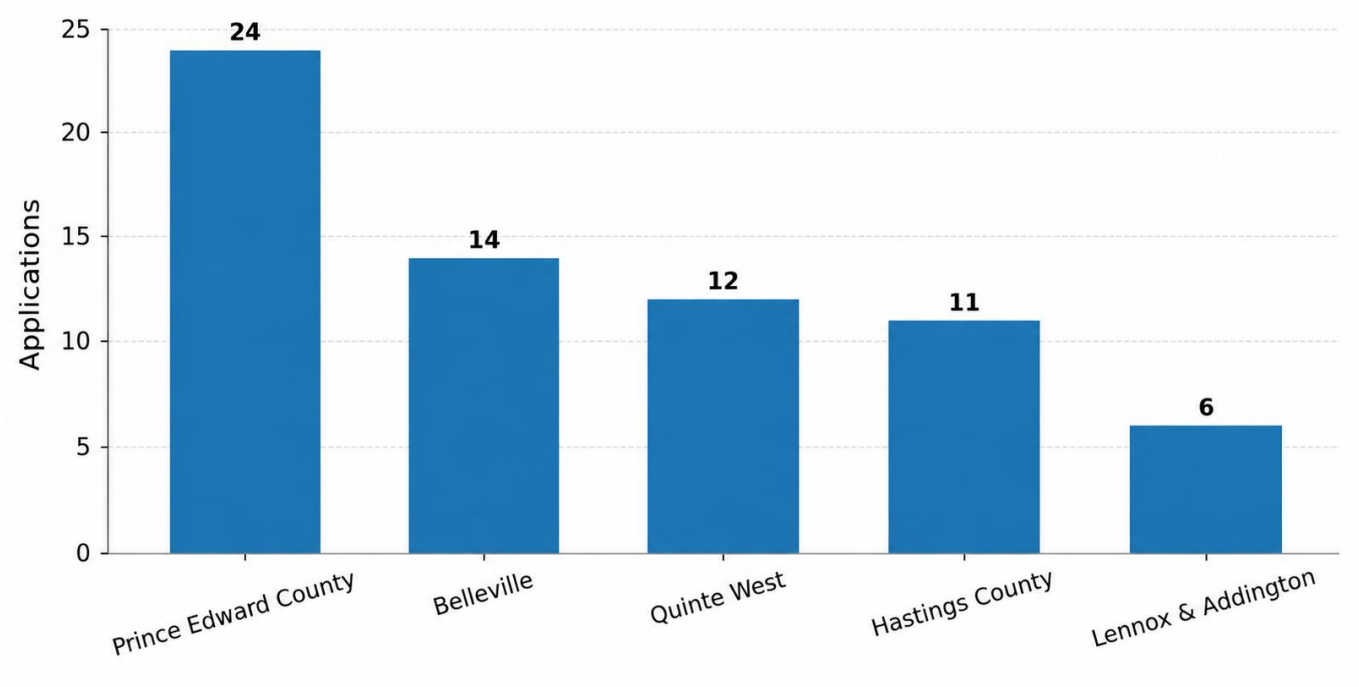
The 2026 Starter Company Plus received 67 applications. Prince Edward County generated the largest number of applications (24), demonstrating strong demand across the service area. The grant will fund 27 recipients, with the largest recipient group located in Prince Edward County (11). The Summer Company received 7 applications. Belleville has the largest confirmed representation with 4 applications and will fund 3 of those from Belleville.

Starter Company Plus Applicant Distribution

Applications are distributed across all five service regions.

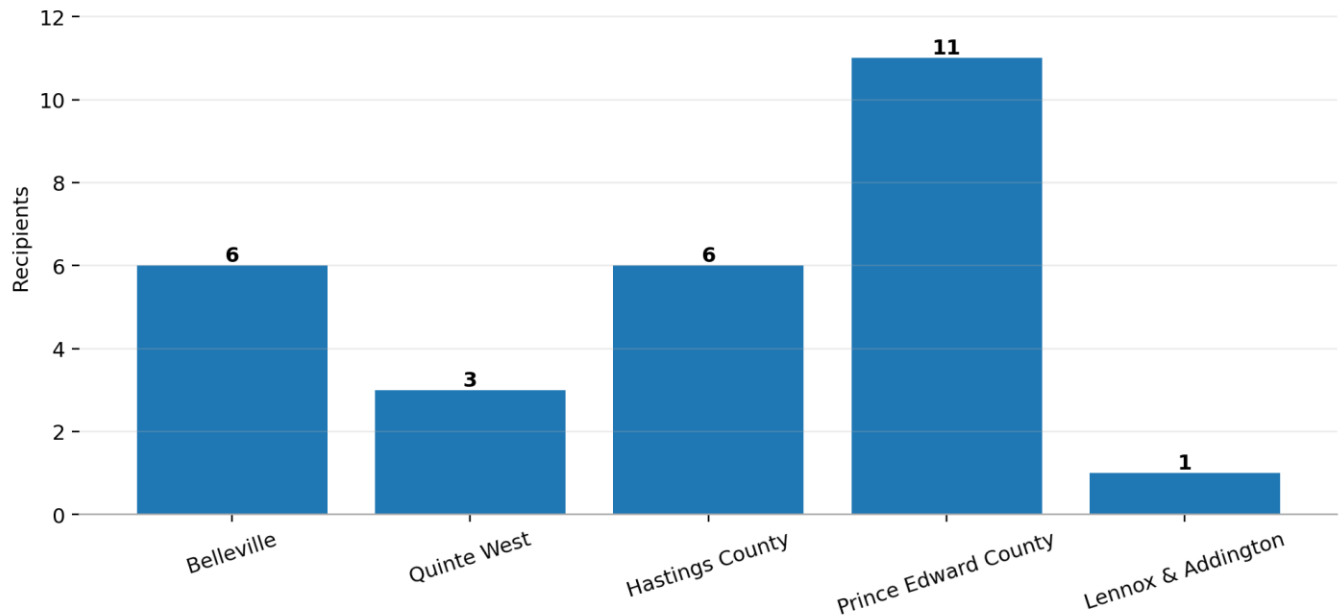
Starter Company Plus Applicants by Region

67 applications recorded in the 2026 matrix



Starter Company Plus Recipients by Region

27 funded recipients listed in the contact sheet

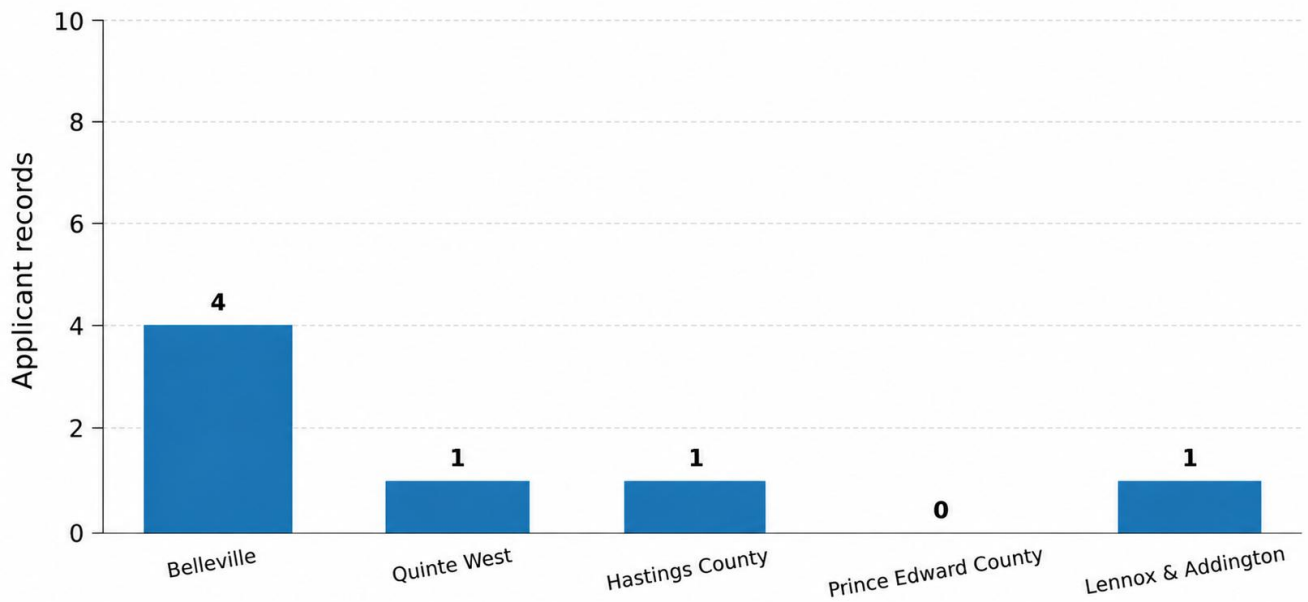


Summer Company Applicant Distribution

The Summer Company received 7 applications. Confirmed regional representation includes Belleville, Quinte West, Hastings County and Lennox & Addington.

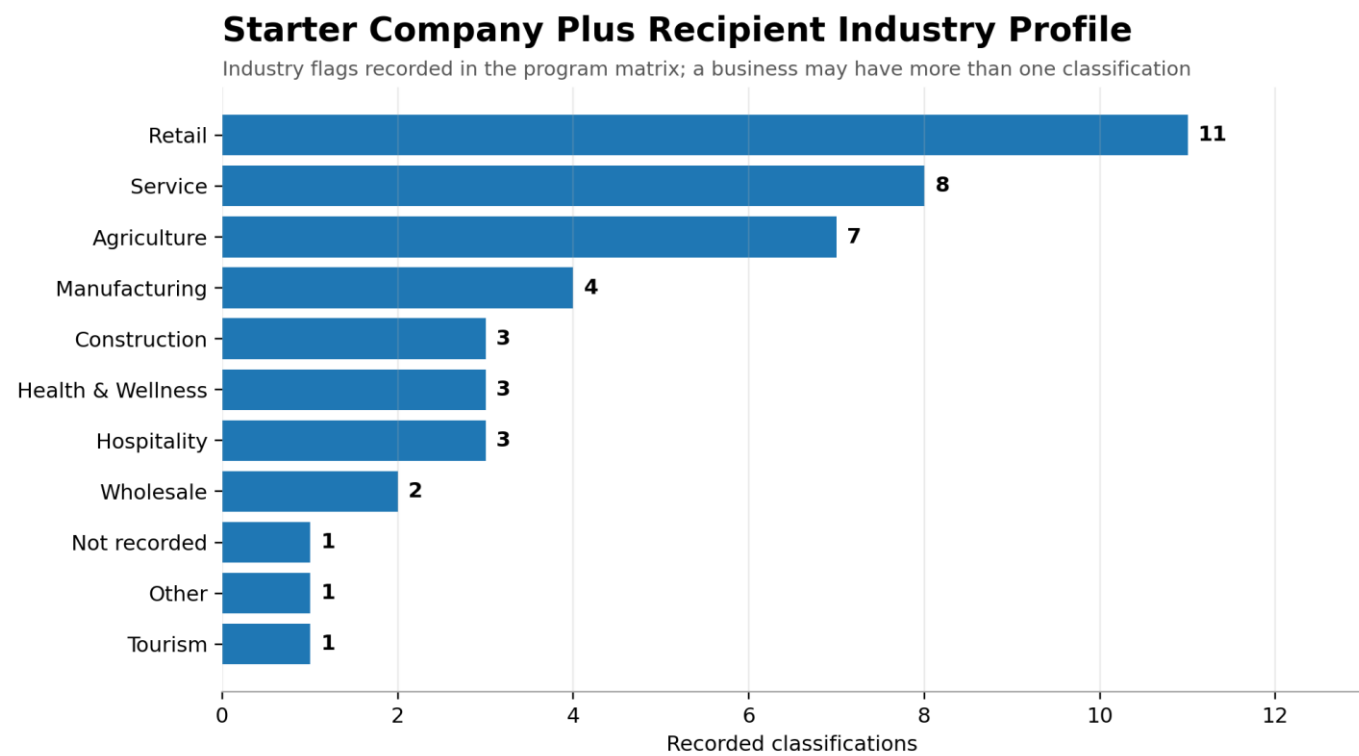
Summer Company Applicants by Region

7 applicants recorded in the 2026 matrix



Starter Company Plus Industry Profile

The industry profile illustrates the range of businesses supported through Starter Company Plus. The chart uses the classifications recorded in intake form: totals may exceed the number of recipients where more than one classification was marked.



Executive Analysis and Q2 Priorities

What the data demonstrates

The Small Business Centre entered the fiscal year with high demand, broad regional reach, and strong reported outcomes. Grant-program activity drove a significant portion of engagement, but the Centre also maintained meaningful support for existing businesses and participated in community initiatives across the entire service area. The combination of direct service, workshops, and outreach positions the Centre as a central connector within the regional entrepreneurship ecosystem.

Recommended priorities

Regional balance	Use the KPI regional baseline to increase awareness and referral activity in Hastings County and Lennox & Addington while sustaining service levels in Belleville, Quinte West, and Prince Edward County.
Conversion tracking	Continue tracking the pathway from inquiry to consultation to outcome so stakeholders can see how client engagement translates into business starts, sustainability, expansion, and jobs.
Program delivery	Maintain structured follow-up with Starter Company Plus and Summer Company participants to support compliance, mentoring, networking, and outcome reporting.
Community partnerships	Build on Q1 school, Chamber, college, and economic-development participation by creating a planned regional outreach calendar for the balance of the year.
Capacity and process	Review staff capacity during peak intake periods and streamline administrative steps where possible so advisory access remains timely and consistent.

Data sources and notes

Current official performance data: ECR Monthly Report, April-June 2026 Q1 roll-up. Regional service and community activity data: KPI Reporting Dashboard Final, April, May, June, Monthly Reporting, Dashboard, and Requests for SBC-Community sheets. Prior-year comparison figures were retained from the previously prepared Q1 executive report and its source ECR comparison. Percent changes are rounded to the nearest whole percent.