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Community Futures ...Lenders of Vision



Board Chair and General Manager Message

Well here we are, another year behind us. It has been a year filled with welcoming and rewarding challenges. 2006 was approached with optimism and the economic growth in the Sun Country region continued to prosper.

CFDC of Sun Country continues to offer support and loans to new and existing businesses. We pride ourselves on the services provided to businesses in the Sun Country area. We are also pleased to announce the addition of our newest board member, Scott Medlock. Scott is a resident of Hope and brings a wealth of knowledge, experience, and enthusiasm to the Board.

As a result of the review of Western Economic Diversification (WED), there was no funding provided for projects. CFDC of Sun Country met this challenge head on and partnered with The Union of British Columbia Municipalities to deliver two exceptional projects. The TRAILS project, in conjunction with Interior Health, provided a detailed mapping guide of recreation trails in and around the Village of Ashcroft. The Community Responses to Crystal Methamphetamine is ongoing and is being delivered on behalf of the Villages of Ashcroft, Clinton and Logan Lake to bring awareness of “crystal meth”.

The CFDC Board of Directors, management and staff look forward to the exciting new opportunities for the region in the coming year.

Sincerely,



Kevin Taylor
Chairperson



Debbie Arnott
General Manager

Mission Statement

“To plan and initiate development of our area through the promotion and facilitation of cooperative activities dedicated to the social, environmental and economic well-being of our citizens and communities.”

2007 – 2008 Strategic Priorities

Short-Term Strategies: (up to 2 years)

- Leadership Development
- Market the Loans Portfolio
- Satellite office in Hope, BC

Long-Term Strategies:

- To have each of the communities we service develop a vision, as well as long and short-term goals in order to help them to achieve their vision and community plan

Our Strategic Priorities Last Year

Long-Term Goals: (up to 5 years)

- To catalogue and disseminate tourism information about the region

Short-Term Strategies: (up to 2 years)

- To developing a regional strategy for the Sun Country region
- To improve access to communications technologies

Accomplishments:

- After considerable investigation, it was discovered that there were a number of organizations in the region that were already compiling information regarding tourism
 - A decision was made to support the existing agencies in the region
 - A section was added to our existing website with links to the existing agencies that were presently supporting tourism in the region
- Research was completed regarding the current level of service for broadband internet, and cell phone service
- Work is ongoing in the process of compiling a database of contacts in the region that will be shared with the communities

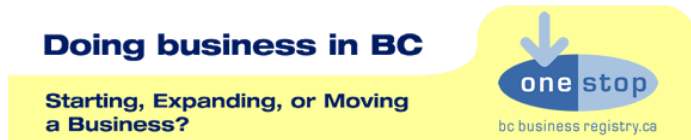
About Community Futures

Community Futures Development Corporation of Sun Country is:

- Locally autonomous
- Not-for-Profit
- Governed by a volunteer Board of Directors
- Community-driven
- Committed to local & regional economic development in all industry sectors
- Partnership oriented
- Apolitical

Community Futures Development Corporation of Sun Country receives funding support from Western Economic Diversification (WD) to assist it in delivering its programs. The organization is **NOT** a government department or agency, although it often delivers services for all levels of government. The organization collaborates with government, corporate and community partners in order to deliver programs locally. Some of these programs include:

- Business Loan Programs
- OneStop Business Registration
- Business Resource Library
- Business Counseling



Located at 310 Railway Avenue in Ashcroft, the CFDC of Sun Country services a large geographical area that stretches from 70 Mile House in the north to Hope in the south and from Logan Lake in the east to Gold Bridge in the west. The service area covers approximately 35,000 square kilometers and the region's population is approximately 25,000.

The corporation offers a variety of entrepreneurial programs, business counseling, loan programs and business information to community members interested in expanding or starting their own business.

In addition to providing financial and technical support to small business in our area, CFDC of Sun Country is active in delivering a wide range of community economic development programs which benefit local and regional small business.

Board of Directors

Community Futures Development Corporation of Sun Country is governed by a volunteer Board of Directors which is dedicated to community economic development in the region. Alternating monthly, the Board holds general business meetings and strategic planning meetings.

Committees Include:

- Personnel
- Finance and Loan
- Policy and Development
- Thompson Country Self Employment Selection

The Volunteer Directors Are:



Kevin Taylor, Resident of Lillooet
Chairperson

Kevin has lived in the Sun Country area for over 25 years and has been a director for 7 years. He has also been active as director of the Fraser Basin Council, served on Lillooet Council as Mayor, Councilor, and as Municipal Director on the Squamish Lillooet Regional District.



Jim Ryan, Resident of Spences Bridge
Vice-Chairperson

Jim has lived in the area for 14 years. He has worked extensively in the tourism industry and is currently employed as a project manager for Telus Corp.



Michael Cobbe, Resident of Ashcroft
Secretary-Treasurer

Michael's background is in tourism and he has extensive experience in the resort and restaurant industries. Now retired, Michael serves on the Friends of Historic Hat Creek Ranch and has been a CFDC Board member since 1995.



Jane Bryson, Resident of Lillooet
Director

Jane has been a resident of Lillooet since 1967. Over the years, she has been a strong advocate and volunteer for Lillooet and has worked extensively to promote tourism, economic and educational services in the region. Jane works with the Thompson Rivers University.



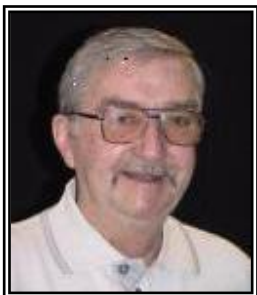
Laurie French, Resident of Hope
Director

Laurie is a long time resident of Hope and has operated a number of local businesses. He has been a dedicated member of our Board for many years, both as Director and as Chair, and has made significant contributions to the Hope Chamber of Commerce and Lions Club. Laurie currently serves as a Councilor for the District of Hope.



Sandra Gaspard, Cache Creek / Ashcroft
Director

Sandra has a strong background in Business Management and as a leader in the development of the Historic Hat Creek Ranch. Her focus is the culture and traditions of the Shuswap First Nations People. She has also represented the Bonaparte Indian Band as a Councilor.



Al Kemp, Resident of Logan Lake
Director

Al has served with CFDC since 2004. He brings with him a wealth of experience and knowledge regarding the local area, having served on Logan Lake council for 17 years (12 yrs as mayor), and on the TNRD for 12 years (3 yrs as chair). Al currently serves as a Councilor for the District of Logan Lake.



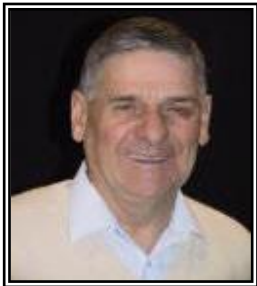
Scott Medlock, Resident of Hope
Director

Scott Medlock is a resident of Hope and manages an auto parts store. Scott is involved in the Hope Lions Club serving as 1st Vice President and also works with the Hope and District Chamber of Commerce as a director. Scott is also a member of the volunteer fire department and a director with the Brigade day committee.



Barb Spooner, Resident of Savona
Director

Barb has lived in Sun Country for 14 years and has been on the Board since 2000. She is active in several community and youth organizations in Savona, and presently works in the financing industry. Her background is primarily in counseling and administration.



John White, Resident of Clinton
Director

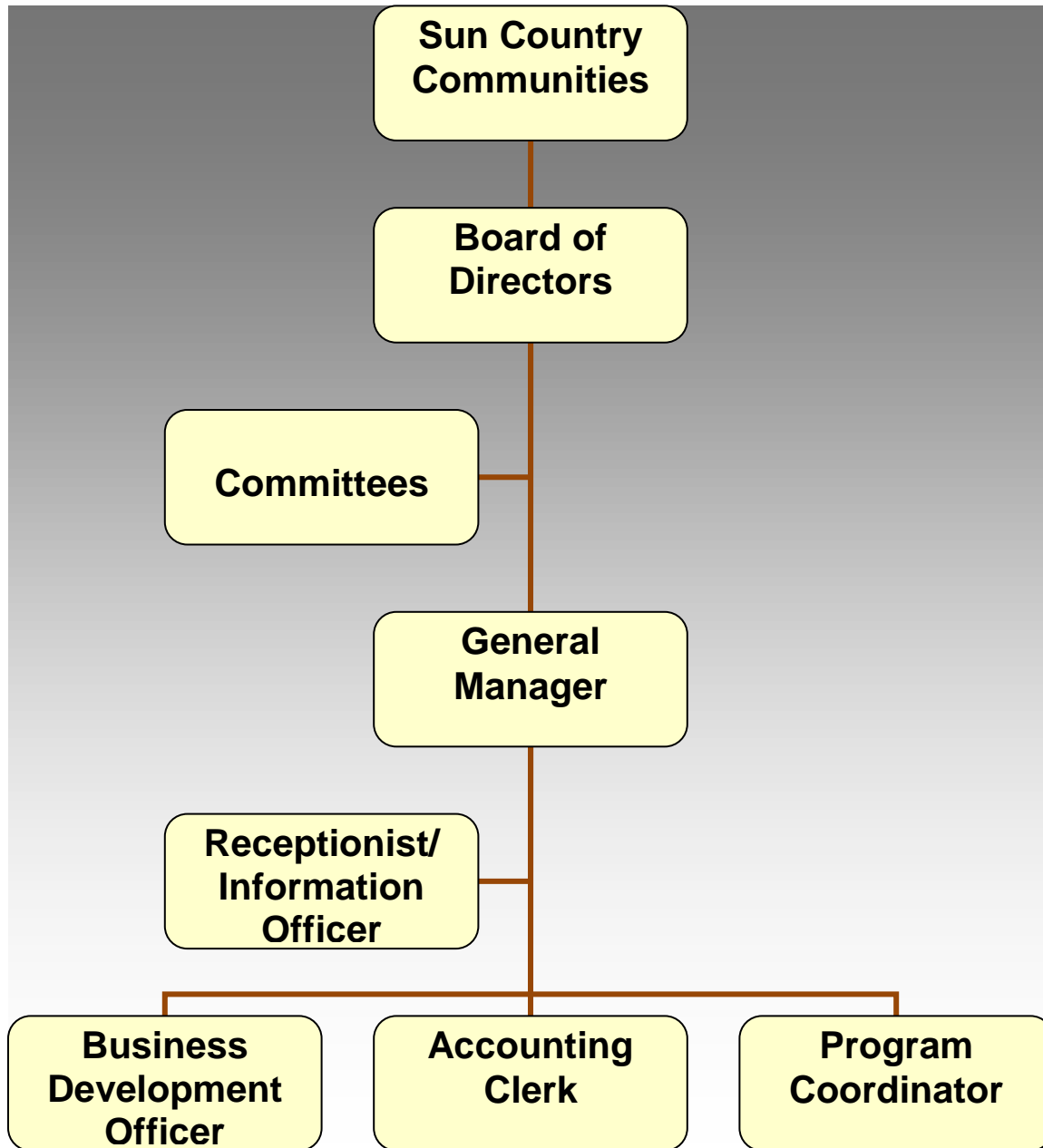
John has served with CFDC for ten years as Director and/ or Vice-Chair. Other experience includes Board and committee membership with the local Chamber, Credit Union, and numerous other community groups. John is a retired Government Agent. John currently serves as a Councilor for the Village of Clinton.



Vivian Edwards, Resident of Ashcroft
Community Member

Vivian is a long-time resident of the area and is retired from the insurance industry. She has been involved with Rotary and School Board in the past and currently volunteers with a number of local organizations including CFDC.

CFDC of Sun Country Organizational Chart



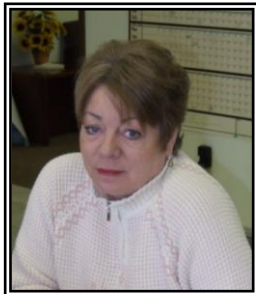
CFDC Staff Members

The Sun Country Staff Members Are:



Debbie Arnott
General Manager

Debbie is responsible for the overall operations of the Corporation, including negotiating programs for the area. She has a passion and years of experience in community economic development, and works hard to try and ensure that programs remain in the rural communities that are serviced by Community Futures. In enhancing her leadership skills, Debbie has participated in Strategic Leadership at Royal Roads University, and the Leadership BC Pilot Project. She has also completed a comprehensive Grant proposal writing course.



Terry Daniels
Receptionist / Information Officer

Terry is new to the team. She provides secretarial, administrative and reception support to the Sun Country administration office. Terry also provides research, support and information services to existing and future clients.



Linsie Lachapelle
Receptionist / Information Officer

Linsie is one of the Receptionist / Information Officers for Sun Country, and has recently returned to work after taking maternity leave. She performs and shares the same duties as Terry.



Christina Schmitz

Accounting Clerk

Christina is the Accounting Clerk and is responsible for assisting the General Manager in the management and administration of the Corporation's financial affairs, including operations and loans.



Ian Wiebe

Business Development Officer

Ian works with clients interested in starting or expanding their business. He assists with business planning and loan applications. Ian facilitates a number of workshops pertaining to small business including business planning and marketing.

Community Futures Program & Service Delivery



General Services

CFDC of Sun Country offers the following complementary resources:



Business Resource Library

The office has hundreds of books available to assist clients in nearly every aspect of business. Everyone is welcome to browse the library and borrow a book or two at no cost. Arrangements can be made to have books delivered to communities within our service area. A wide selection of videos are also available. Please visit the company website for the list at www.cfdcsuncountry.bc.ca.

Public Computer Access

There are 4 computers in the reception area complete with the most updated versions of programs including Windows Vista, and Microsoft Office 2007 Professional. Computer use is available to clients and to the general public free of charge to assist with business research and business plan development.



Number of Clients CFDC of Sun Country has assisted with business support

- April 1998 – March 1999 – 2,819
- April 1999 – March 2000 – 5,233
- April 2000 – March 2001 – 5,978
- April 2001 – March 2002 – 7,595
- April 2002 – March 2003 – 5,952
- April 2003 – March 2004 – 5,505
- April 2004 – March 2005 – 5,985
- April 2005 – March 2006 – 4,307
- April 2006 – March 2007 – 3,016

*****Sun Country has supported 24,765 clients in the past five years*****

OneStop Business Registry



This service allows clients to complete and submit registrations quickly and efficiently with provincial, federal and municipal departments. Some examples include PST, GST, Corporate Registry and WorkSafe BC to name a few.

Business Counseling

One-on-one business counseling is available to anyone who is interested. This service is confidential and free of charge.

Marketing Initiatives

CFDC of Sun Country engages in a number of marketing initiatives to ensure that it and its programs are both visible and accessible throughout the service area. This year, the following marketing initiatives were carried out:

The Entrepreneurs

- 4-page monthly newsletter
- Announces new programs & upcoming events
- Features one of our clients, useful business information & tips
- Published in-house with a distribution of approximately 900 businesses and individuals

Mail Drops

- Done regularly to share information about programs
- Distribution - approximately 10,000 homes & businesses

Media Contacts

- Press releases are sent to regional media announcing events and programs offered through the CFDC of Sun Country office

Community Visits

- Delivered a number of community forums
- Business Development Officer visits the communities on a regular basis, meeting with existing and new entrepreneurs

Website

- The CFDC of Sun Country website (www.cfdcsuncountry.bc.ca) is updated and maintained to provide key information and resources to the organization's clients and members

Loans Program

CFDC of Sun Country is a *lender of vision*. It provides secured, repayable loans from \$500 to \$500,000 to start up or expand business within its region. The organization has direct access to a number of different loan funds.

Loan Fund Assets

	31-Mar-05	31-Mar-06	31-Mar-07
Regular Investment Loan Fund	\$ 997,355	\$ 893,489	\$ 955,809
Youth Loan Fund	253,913	255,162	266,041
FCBP Loan Fund	259,150	264,738	278,344
Disabled Entrepreneur Loan Fund	238,257	244,202	261,413
Total	\$ 1,748,675	\$ 1,657,591	\$ 1,761,607

Total Loans (since inception)

Community	Number of Loans	Value of Loans	Average Loan Amount
Ashcroft	62	\$ 1,241,669.16	\$ 20,026.92
Boston Bar	1	23,199.26	23,199.26
Bralone	1	83,267.00	83,267.00
Cache Creek	30	684,138.08	22,804.60
Clinton	33	770,520.95	23,349.11
Hope	21	871,679.06	41,508.52
Lillooet	21	828,738.57	39,463.74
Logan Lake	37	972,113.52	26,273.33
Lytton	11	218,425.10	19,856.82
Savona	8	254,163.60	31,770.45
Spences Bridge	8	209,819.31	26,227.41
Total	233	\$ 6,157,733.61	\$ 26,428.04

**Community Futures
...Leaders in Community
Economic Development**



Community Economic Development

CFDC of Sun Country is committed to **Community Economic Development (CED)** in the region. Presentations are made to village councils, chambers of commerce, community organizations and interested groups on a regular basis in order to establish, foster and maintain community partnerships with other agencies, stakeholders and service providers within the region.

CFDC of Sun Country also assists organizations with accessing funding from a variety of sources. Over the past year, the CFDC has been successful in acquiring and/or leveraging CED program funding in the Sun Country region. Some of the projects initiated, completed or participated in during the past year include:

- Planning sessions for Hope Station & Community Arts Council
- Community Responses to Crystal Methamphetamine for the communities of Ashcroft, Clinton and Logan Lake
- Trails to a Healthy Community for the community of Ashcroft and area

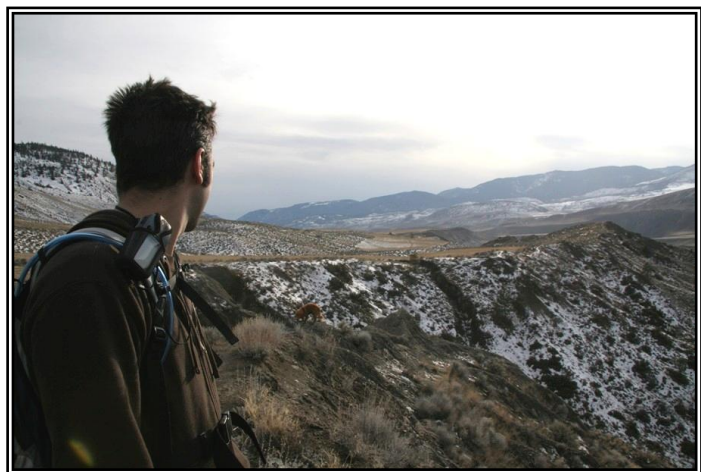


CED Projects

TRAILS to a Healthy Community

“TRAILS to a Healthy Community” was a joint effort between Community Futures of Sun Country, The Union of British Columbia Municipalities and the City of Kamloops.

The Program Coordinator for Sun Country worked with a number of volunteers from Ashcroft in the completion of Trails to a Healthy Community-Phase 1. The goal of this project was to build awareness of trails in the area and promote healthy living. Fifteen trails have been completed. These consisted of not only maps with the GPS, but written descriptions as well.





The high school was instrumental in helping with the “high school to downtown trail” project. Students completed five signs, which the Village volunteered to erect from the area of the high school to downtown. In addition a workshop for the hand held GPS device was facilitated which was a huge

success with 15 people in attendance. Not only was the workshop a great learning tool, it also brought a lot of positive attention to the project. The hiking guide that was put together is just a stepping stone and there are already plans to take it to the next level by adding more trails on a regular basis.



Community Responses to Crystal Methamphetamine



CFDC of Sun Country in partnership with the Villages of Ashcroft and Clinton and the District of Logan Lake have come together to provide relevant information on methamphetamine to youth and the communities. The program was designed to raise awareness about prevention strategies, drug use indicators, long term effects, and the risks associated with drug use-particularly crystal methamphetamine.



A number of theatre productions were presented throughout the region using tools such as improvisation and music to voice the dangers of crystal meth. The local high schools and community halls served as venues for the performances of **“Cranked”**, **“Meth”** and **“Protect Your Family”**.

Resource materials regarding crystal methamphetamine have been made available for use in the community libraries and high schools. Each community library is stocked with books, DVDs, and pamphlets and each high school has a variety of information cards and brochures.



Financial Information

**Balance Sheet
(March 31, 2007)
Operating & Loan Funds Total**

	2007	2006
ASSETS		
Cash	\$588,947	\$1,059,742
Investments	257,301	250,825
Accounts receivable	2,372	23,774
Interest receivable	5,481	2,223
Loans receivable	931,794	369,968
Prepaid Expenses	2,179	2,179
Due from Investment Fund		
	<u>\$1,788,074</u>	<u>\$1,708,711</u>
LIABILITIES		
Accounts payable & accruals	\$23,445	\$31,400
Due to Operating Fund	0	0
Bank indebtedness	0	0
Deferred revenue	3,605	3,000
Government Assistance- Youth and Disabled Loan Funds	400,000	400,000
	<u>\$427,050</u>	<u>\$434,400</u>

**Statement of Revenues & Expenses
(Year-End March 31, 07)
Operating & Loan Funds Total**

	2007	2006
REVENUES		
Federal Gov't Contribution	\$282,036	\$276,506
Interest from loans	56,251	37,083
Administration billings	12,650	32,802
Interest from investments	50,421	38,428
Programs	25,395	24,692
Giftware Initiative	3,350	275
Loan processing fee	6,307	3,035
Write-offs recovered	1,605	420
Community Futures Week	0	1,419
	<u>\$438,015</u>	<u>\$ 414,660</u>
EXPENSES		
Accounting & Legal	\$ 14,181	\$ 10,319
Advertising	7,731	7,808
BDO Contract Services	0	7,459
Capital Purchases	12,705	3,061
Conferences & Seminars	9,457	18,345

FUND					
BALANCE			Giftware Initiative	3,383	242
Gov't			Insurance	3,079	2,828
Contribution	\$964,052	\$964,052	Licenses, dues and fees	2,341	2,042
Fund Balance	396,972	310,259	Office	23,504	28,062
	<u>\$1,361,024</u>	<u>\$1,274,311</u>	Community		
			Futures Week	0	1,419
			Rent	26,982	28,132
			Repairs and Maintenance	7,470	7,677
			Reserve-loan write off	1,916	2,156
			Programs	25,395	24,692
			Telephone & Utilities	18,189	15,287
			Travel	13,099	12,122
			Wages & Benefits	181,870	162,173
				<u>\$ 351,302</u>	<u>\$ 333,824</u>
			EXCESS OF REVENUES OVER EXPENSES		
				<u>\$ 86,713</u>	<u>\$ 80,836</u>