

COMMUNITY FUTURES SUNCOUNTRY

ANNUAL REPORT
FOR 2020 - 2021

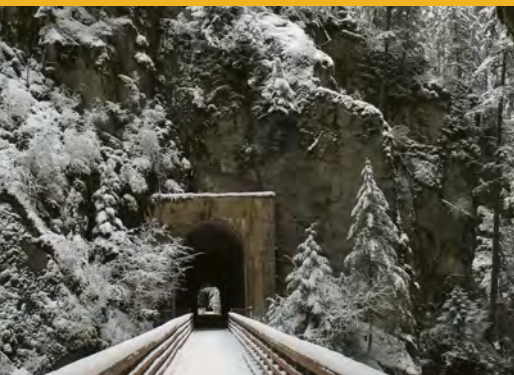


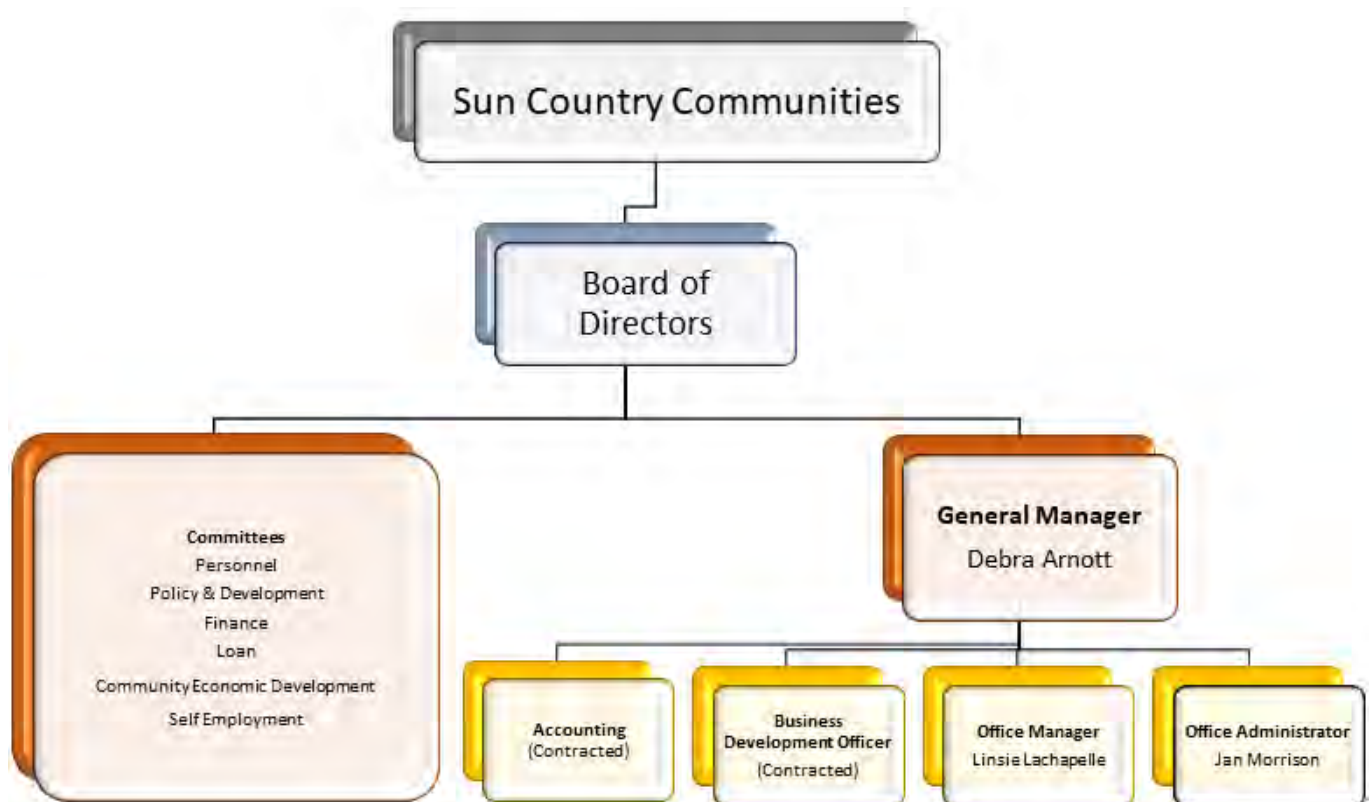
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MISSION STATEMENT

"To plan and initiate development of our area through promotion and facilitation of cooperative activities dedicated to the social, environmental and economic well being of our citizens"

ORGANIZATION CHART



MESSAGE FROM THE BOARD CHAIR AND GENERAL MANAGER

To say this past year was unprecedented is an understatement. In our past 33 years our office has never been so active. We do not know the impact of the disruptions this past year, but we continue to reach out to the small businesses for their feedback so that we are aware of challenges many are facing.

We are fortunate to have an incredible team of volunteers, business advisors, and professional staff. We also have developed an incredible relationship with stakeholders that are supportive. With this mix, we can provide the much-needed support to our small businesses in the region.

There is still economic uncertainty as we move forward, but regardless of the situations that are presented, our office continues to be flexible and responsive to the needs of our small business community.

Our region has faced numerous disasters and we continue to be resilient and resourceful.

Rural BC Strong

DEBRA ARNOTT

General Manager

SCOTT MEDLOCK

Board Chair



Scott Medlock



Debra Arnott

OUR SERVICE AREA

Our Service Area

Community Futures Sun Country covers a large geographical area in the interior of BC that stretches from Hope in the south to 70 Mile House in the north, and from Gold Bridge in the west to Logan Lake in the east. The service area covers approximately 35,000 square km and the region's population is approximately 23,000 people.

Location

Community Futures Sun Country office is headquartered in downtown Ashcroft. To accommodate our large service area, the General Manager and staff are available to meet our clients in any of our communities at their request when possible.

Incorporated Communities

District of Logan Lake (pop. 2,073)

Village of Ashcroft (1,558)

Village of Cache Creek (pop. 963)

Village of Lytton (pop. 249)

Village of Clinton (pop. 641)

District of Lillooet (pop. 2,275)

District of Hope (pop. 6,181)

Thompson-Nicola Regional District

70 Mile House

Savona

Spences Bridge

Walhachin

Electoral Areas E, I and J

Fraser Valley Regional District

Boston Bar

Hell's Gate

North Bend

Spuzzum

Yale

Electoral Areas A and B

Squamish-Lillooet Regional District

Bralorne

Fountain

Goldbridge

Pavilion Lake

Seton Portage

Shalalth

Electoral Areas A and B

First Nations Communities

Ashcroft Indian Band

Bonaparte Indian Band

Boothroyd Band

Boston Bar Band

Bridge River Indian Band

Canoe Creek Indian Band

Chehalis Band

Cooks Ferry Indian Band

Coyoose Creek Indian Band

High Bar Indian Band

Kanaka Bar Indian Band

Lytton First Nations

Nicommen Indian Band

Oregon Jack Indian Band

Pavillion Indian Band

Seabird Island Band

Seton Lake Indian Band

Shxw'pw'hamel First Nation

Siska Indian Band

Skawahalook First Nation

Skeetchestn Indian Band

Skuppah Indian Band

Spuzzum First Nation

Sto'lo Chawathil Band

T'it'q'et Indian Band

Xax'ip Indian Band

Yale First Nation



OUR ACCOMPLISHMENTS FOR 2020 - 2021

- Provided 53+ entrepreneurs with financing in our region
- Continued working with Bonaparte Indian Band and The Province of BC Heritage Branch with regards to McAbee Fossil Beds Heritage Site.
- Provided support to the businesses effected by the COVID 19 Pandemic.
- Continued to maintain a strong partnership with Decoda Literacy.
- Provided 38 Regional Relief and Recovery loans.
- Provided access to Regional Workshops with 522 participants from our region.
- Our business coaches continue to provide assistance to businesses in the region.
- Continued our partnership with Small Business BC to provide free webinars to clients.
- Maintain Partnership with Venture Connect providing support and counseling.

STRATEGIC PRIORITIES FOR 2020 - 2021

- Maintain travel for General Manager and Business Development Officer.
- Enhance partnership with Canadian Youth Business Foundation
- Succession plan for General Manager
- Continue to provide support to COVID 19 and Wildfire impacted communities
- Continue to collaborate with other CF offices in joint proposals to provide support to our local businesses.
- Continue to build relationships with Indigenous organizations.
- Continue developing the McAbee Fossil Beds Heritage Site .
- Recruit new board members.

ABOUT COMMUNITY FUTURES

What is the origin of Community Futures?

Employment and Immigration Canada (now named Employment and Social Development Canada), starting in 1986, was responsible for establishing 90 Community Futures organizations throughout rural Western Canada <http://communityfuturespanwest.ca>

In 1995, responsibility for Community Futures was transfered to Western Economic Diversification Canada (WD) <https://www.wd-deo.gc.ca/eng/home.asp> who continues to have contribution agreements with Community Futures.

***NOTE:** These priorities were developed prior to COVID-19. We have needed to be flexible and address the support businesses are needing and asking for as they transition during these unprecedented times.

Community Futures Sun Country

Community Futures Sun Country began operations in 1988 as an independent, Non-Profit Corporation.

We are:

- Locally autonomous not-for-profit organization
- We are a member of a national organization <http://www.communityfutures.ca/>
- Governed by a volunteer Board of Directors <https://www.cfsun.ca/about/#board>
- Community-driven
- Committed to local and regional economic development in all industry sectors
- Partnership oriented
- Apolitical

Community Futures Sun Country receives funding support from Western Economic Diversification (WD) to assist in delivering 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 Counseling
- Business Financing Programs
- Small Business Training
- Community Economic Development
- One Stop Business Registration
- Business Resource Library

BOARD OF DIRECTORS 2020 - 2021

Community Futures Sun Country is governed by a volunteer Board of Directors who are dedicated to community economic development in the region. The role of the Board is to establish our organization's priorities, monitor our business loans, oversee our general performance, and be accountable to key stakeholders. The role of an individual board member is to help establish governing structure with the board policies and results to be achieved, and to guide the organization to success.

Board members are accountable to key stakeholders and committed to furthering the objectives of the organization. They have dedicated their time and expertise to establishing and maintaining Community Futures as the region's leading economic development agency.

Scott Medlock
Chairperson



Victor Smith
Vice-
Chairperson



Karma
Kubbernus
Secretary/
Treasurer



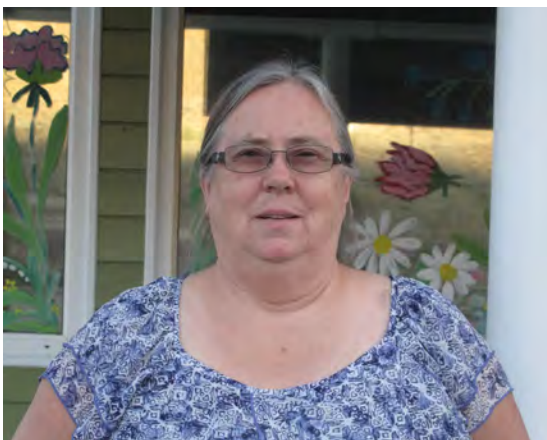
Michelle
Hawkins
Director



Andrew
May
Director



Dona
Radomski
Director



Yoriko
Susanj
Director



VOLUNTEER OF THE YEAR AWARD!

Victor joined the Board February 2015. He became the Chairperson at his first AGM. He is the first to stand up when there is a challenge in the region, sharing his expertise and providing mentorship. Victor is the eternal optimist, if there is a will, there is always a way. Victor is humble, he is the first to step up to a challenge and the last to expect any recognition. His background in leadership roles is extensive, always sharing and supporting at every opportunity. We are grateful to have Victor not only in the CF family, but also in the region providing support to those that are wanting to make a difference in our rural communities.



Interested in becoming a board member?
Or would like to learn more about our
organization? Visit our website to apply
<https://www.cfsun.ca/about/#board>

BUSINESS ADVISORS



Arnice Asquin

Andre Kuerbis

Megan Preston



We are fortunate to have a team of experts supporting our businesses as they transition through Pandemic, Mill closures and Wildfires.

BUSINESS COUNSELING SESSIONS

Successful small businesses don't just happen; they grow out of careful research and planning. Community Futures Sun Country believes that entrepreneurs are key agents of diversification and sustainability – much-needed ingredients for maintaining rural economic health and prosperity. Our expert team has a wealth of services to offer you, regardless of the stage you are at with your business idea. One-on-one business counseling is available to anyone interested. This service is CONFIDENTIAL and FREE of charge! Community Futures provided 1,037 (between April 2020 – March 2021) Business Advisory services.

REGIONAL RELIEF AND RECOVERY FUND (RRRF)

Community Futures Delivered the COVID-19 support loans for rural businesses. Small businesses in rural British Columbia impacted by the COVID-19 pandemic had access to financial relief and recovery support. Community Futures offices throughout BC were offered tailored small business loans as part of the Government of Canada's Regional Relief and Recovery Fund (RRRF). These partially forgivable loans of up to \$60,000 ensured that rural businesses that may not qualify for other federal business support programs receive support to meet regular business expenses during the pandemic. Community Futures Sun Country approved 38 RRRF loans with a value of \$1,137,292.



Eli & sister Nyah, running a popcorn and drink stand.

Hope Chamber of Commerce – Farmers market.
Table sponsored by Community Futures Sun Country.

PARTNERSHIPS

BC Business Match

BC Business Match is a 1-on-1 concierge service connecting business sellers, owners and communities across the province.

www.bcbusinessmatch.ca



The Consulting Hive

A Colony of Expertise.

Tap into our vast network of British Columbia-based business consultants, advisors and specialists ready to help with your every inquiry. <https://theconsultinghive.ca/>



Small Business BC

Community Futures has partnered with Small Business BC to deliver training sessions. Since January 2018 people have accessed 274 webinars for free. To take advantage of these webinars, contact the office for the unique coupon code. <https://smallbusinessbc.ca/>



Northern Development Initiative Trust

Community Futures has partnered with Northern Development Initiative Trust to provide Regional Business Liaisons to support businesses and not-for-profits by providing one-on-one support to ensure that owners and managers are able to effectively and efficiently access programs and services that will assist with their ongoing sustainability. <https://www.northerndevlopment.bc.ca/>



Etsi BC Economic Trust of the Southern Interior

Our Economic Trust contributes to economic growth and diversity in the Southern Interior of BC.

<https://www.etsi-bc.ca/>



Export Navigator

Grow your business beyond B.C. with free one-on-one export support. [Website](#)



Thompson Okanagan Tourism Association

Community Futures Sun Country and eight other Community Futures offices in the Thompson Okanagan region are working in partnership with the Thompson Okanagan Tourism Association (TOTA) to assist the tourism industry in overcoming the challenges presented by the current COVID-19 crisis through the Thompson Okanagan Tourism Resiliency Program. <https://www.totabc.org/>



Cariboo Chilcotin Coast (CCCTA)

A regional Destination Management Organization representing Destination British Columbia, Cariboo Chilcotin Coast Tourism Region promotes the development of tourism, marketing the tourism products of the region with its industry partners, and promotes the regional film and motion picture industry.

Through innovative approaches and leading-edge marketing initiatives, Cariboo Chilcotin Coast is responsible for ensuring the long-term growth and prosperity of the region's multimillion dollar tourism industry. <https://landwithoutlimits.com/>



OneStop Business Registry

Through a Partnership with the Province, our office provides Entrepreneurs an opportunity to access resources. Some examples include GST, Corporate Registry and WorkSafe BC to name a few <https://onestop.gov.bc.ca>



Launch Online Grant Program

Small and medium-sized businesses are vital to British Columbia's economy. As part of StrongerBC B.C.'s Economic Recovery Plan the Launch Online Grant Program will invest up to \$12 million to help small and medium-sized businesses throughout B.C. move their business model online.

<https://launchonline.ca/>



BC Marketplace

Support local on the BC Marketplace. Open your business up to new audiences by creating your own business profile.



Digital Economy Rapid Response + Resiliency Program (DER3)

Community Futures partnered with Kamloops Innovation to deliver DER3 to match small/ medium businesses in our region to a business coach that was ready to help them build an action plan to get online, at no cost or obligation. [Website](#)



MARKETING INITIATIVES

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

The Leading Edge E-Magazine

- Electronic monthly E-Magazine
- Features business articles and tips for Entrepreneurs
- Distributed through email, facebook and website to approximately 1, 236 businesses, non profits & stakeholders.

Trade Shows & Conferences Attended

- Taking Care of Business Conference
- Thompson Okanagan Tourism Association Virtual Conference
- CCCTA Virtual Conference
- BC Economic Development Association Summit
- International Indigenous Tourism Forum

Media Contacts

- Press releases are sent to regional media announcing events and programs offered through Community Futures Sun Country office.

Community Visits

- The Business Development Officer and General Manager usually visit the communities on a regular basis, meeting with individuals face to face. During the Pandemic, the General Manager and Business Development Officer has been meeting with clients by phone or Zoom.

Website

- Community Futures Sun Country's website www.cfsun.ca is maintained on a regular basis to provide key up to date information and resources to the organization's clients, members, partners and stakeholders.

Print Ads

- Ad in the Ashcroft Connector Directory
- Various articles in the Clinton Lariat
- Full Color newspaper wrap
- Mail Drops to all the communities we serve



Community Futures Staff (left to right):
Linsie Lachapelle, Debra Arnott, Jan Morrison

SOCIAL MEDIA

Regular updates are shared through our social media

Facebook

You can find us at www.facebook.com/cfsuncountry

Twitter

You can find us at www.twitter.com/cfsuncountry

Instagram

You can find us at https://www.instagram.com/communityfutures_suncountry/

LinkedIn

You can find us at <https://www.linkedin.com/in/community-futures-sun-country-203619215/>

LOANS PROGRAM

COMMUNITY FUTURES SUN COUNTRY STATS 2020-2021

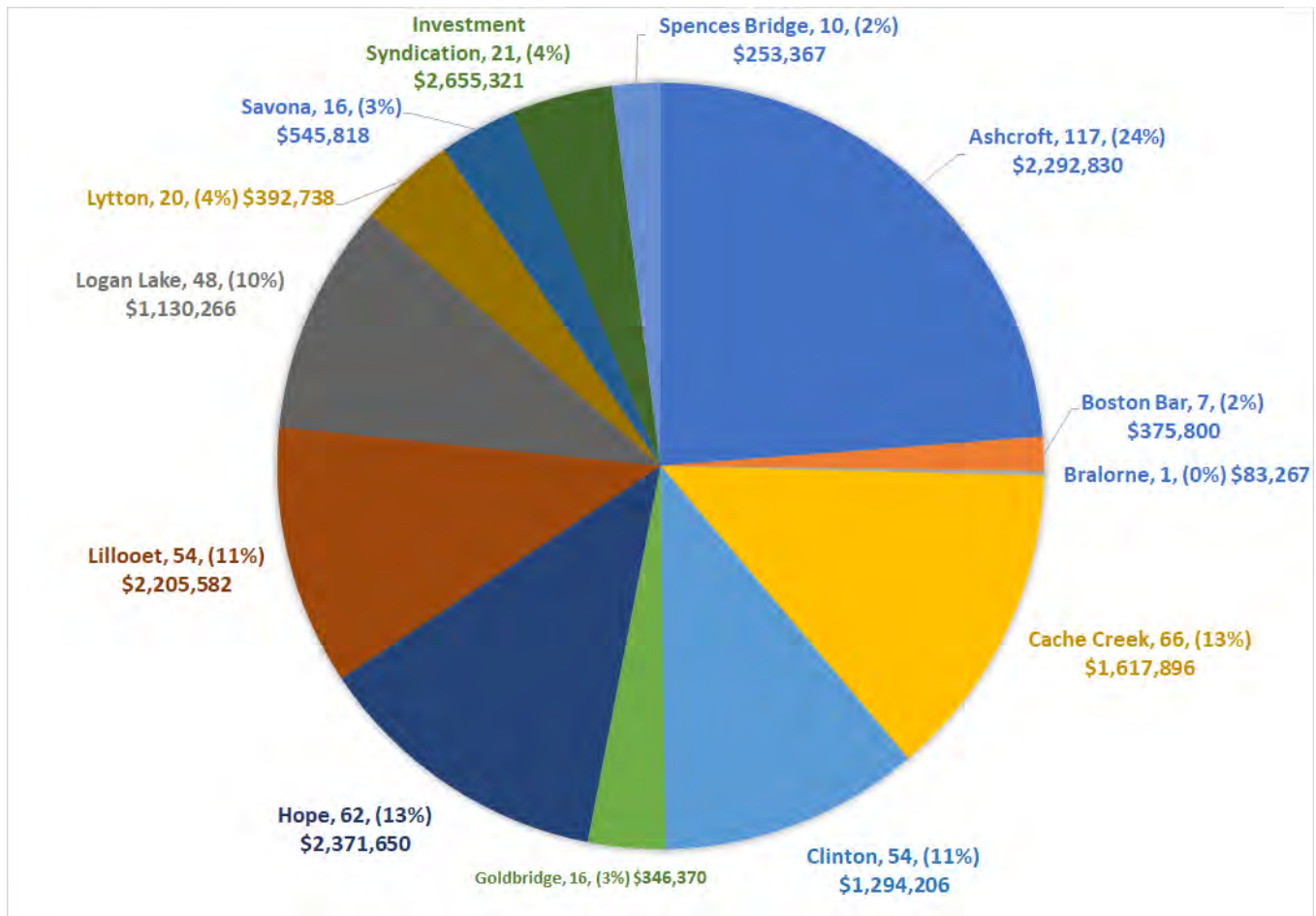
Investment In Our Communities

April 1, 2020 - March 31, 2021



NUMBER OF LOANS (492 SINCE INCEPTION)

Community Futures Sun Country is growing communities one idea at a time. It provides secured, repayable loans to start up or expand businesses within its region. The organization has direct access to a number of diverse loan funds.



COMMUNITY FUTURES; LEADERS IN COMMUNITY ECONOMIC DEVELOPMENT

Community Futures 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. Community Futures Sun Country is also a member of the active Chambers of Commerce in the region.

BUSINESS MATCH



Over the next few years nearly 25% of all BC businesses will end up on the market for sale. The current population growth and demographics will no longer support the number of businesses that will be for sale. This shortage is expected to last for a couple of decades. This shortage is expected to last for a couple of decades and will put many rural communities at risk. Community Futures has partnered with Venture Connect to assist business owners to prepare for successful sale and continuity of business in their communities. This partnership will improve communications and create new linkages to potential buyers in groups most likely to buy B.C. businesses, including immigrants, young people and vacationers aged 50 and over. This program has created an electronic publication that highlight businesses for sale in B.C. matching sellers to buyers. Generally it can take 1-3 years to complete a good exit and 83% of small business owners don't plan their exit until they are ready to leave. To help entrepreneurs become aware of these succession planning workshops that are offered throughout our region, visit The Venture Connect website <http://www.ventureconnect.ca> these seminars provided business owners with the tools to be prepared and help plan for a good exit.

LITERACY



Community Futures has partnered with Decoda Literacy Solutions Society since 2009 to deliver the Literacy program in Ashcroft, Cache Creek, Spences Bridge, Bonaparte Indian Band, Ashcroft Indian Band and Cooks Ferry Indian Band.

We recognize that literacy enriches lives and communities, this program supports individuals and families and opens doors to career opportunities, stable employment, and self employment.

DER3

Community Futures partnered with Kamloops Innovation Centre & delivered DER3 (Digital Economy: Rapid Response + Resiliency Program) to match business owners with a local business coach ready to help you build an action plan to get online, at no cost and no obligation.



MCABEE FOSSIL BEDS HERITAGE SITE



Sept 15th, 2020



Sept 15th, 2020



Sept 15th, 2020



Sept 15th, 2020

Community Futures Sun Country continues to partner with Bonaparte Indian Band and BC Heritage Branch to develop McAbee Fossil Beds Heritage Site into a Indigenous Tourism destination site. Opening has been delayed due to COVID-19. Team of trail builders worked on the site to start the trail system.

COMMUNITY FUTURES DEVELOPMENT CORPORATION OF SUN COUNTRY
Statement of Financial Position - Investment Funds
Year Ended March 31, 2021

(Schedule 1)

	Regular Investment Loan Fund	Youth Loan Fund	FCBP Loan Fund	Disabled Entrepreneur Loan Fund	Regional Relief and Recovery Fund (RRRF)	Total 2021	Total 2020 (Note 19)
ASSETS							
CURRENT							
Cash	\$ 102,375	\$ 82,051	\$ 66,241	\$ 37,421	\$ 12,591	\$ 300,879	\$ 543,661
CFLIP investment (Note 4)	271,241	190,474	158,728	-	-	620,443	806,159
Interest receivable (Note 6)	8,760	62	-	58	-	8,880	3,897
	382,376	272,587	224,969	37,479	12,591	930,202	1,353,717
LOANS RECEIVABLE, NET (Note 7)	1,508,341	30,601	-	15,150	1,097,292	2,651,384	956,852
	\$ 1,890,917	\$ 303,188	\$ 224,969	\$ 52,629	\$ 1,109,883	\$ 3,581,586	\$ 2,310,569
LIABILITIES AND NET ASSETS							
CURRENT							
Callable debt (Note 11)	\$ -	\$ -	\$ -	\$ -	\$ 1,110,000	\$ 1,110,000	\$ -
	-	-	-	-	1,110,000	1,110,000	-
GOVERNMENT ASSISTANCE (Note 12)	-	200,000	-	200,000	-	400,000	400,000
	\$ -	\$ 200,000	\$ -	\$ 200,000	\$ 1,110,000	\$ 1,510,000	\$ 400,000
FUND BALANCES							
Government contributions (Note 12)	\$ 864,052	\$ -	\$ 100,000	\$ -	\$ -	\$ 964,052	\$ 964,052
Interfund transfers (Note 12)	(100,000)	-	(100,000)	-	-	-	-
Fund balances	1,126,865	103,188	24,969	(147,371)	(117)	1,107,534	946,517
	1,890,917	103,188	224,969	(147,371)	(117)	2,071,586	1,910,569
	\$ 1,890,917	\$ 303,188	\$ 224,969	\$ 52,629	\$ 1,109,883	\$ 3,581,586	\$ 2,310,569

See notes to financial statements



COMMUNITY FUTURES DEVELOPMENT CORPORATION OF SUN COUNTRY
Statement of Operations
Year Ended March 31, 2021

	Operating Fund	RRRF Operating Fund	SE Fund	Investment Funds (Schedule 2)	Capital Fund	2021 Total	2020 Total (Note 19)
REVENUES							
Federal Government (WD) contributions	\$ 299,299	\$ 66,000	\$ -	\$ -	\$ -	\$ 365,299	\$ 274,357
Wildfire recovery (Note 14)	-	-	-	-	-	-	35,408
Other contract revenue (Note 15)	168,887	-	8,000	-	-	176,887	16,000
Administrative billings (Note 16)	5,465	-	-	-	-	5,465	6,692
Loan processing fee	3,422	9,120	-	-	-	12,542	3,185
Interest from investments and deposits	821	-	8	-	-	829	1,387
Investment Funds (Schedule 2)	-	-	-	95,996	-	95,996	110,303
	477,894	75,120	8,008	95,996	-	657,018	447,332
EXPENSES							
Advertising	32,801	9,656	3,998	-	-	46,455	10,238
Amortization	-	-	-	-	7,482	7,482	4,539
Conferences and seminars	8,767	-	-	-	-	8,767	18,259
Insurance	4,044	-	-	-	-	4,044	4,178
Licence, dues and fees	1,824	-	-	-	-	1,824	1,985
Office	24,099	-	34	-	-	24,133	15,183
Professional development	23,939	-	-	-	-	23,939	2,824
Rent	24,509	-	-	-	-	24,509	21,373
Repairs and maintenance	14,760	-	-	-	-	14,760	14,528
Subcontract	5,945	-	-	-	-	5,945	3,460
Telephone and utilities	115,772	-	-	-	-	115,772	11,065
Travel	11,848	-	-	-	-	11,848	10,208
Wages and benefits	1,160	-	-	-	-	1,160	226,728
Wildfire recovery (Note 14)	184,794	65,464	-	-	-	250,258	35,408
Investment Funds (Schedule 2)	-	-	-	(16,612)	-	(16,612)	22,675
	454,262	75,120	4,032	(16,612)	7,482	524,284	402,651
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES BEFORE OTHER INCOME (EXPENSES)	23,632	-	3,976	112,608	(7,482)	132,734	44,681

(continues)

See notes to financial statements



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Toll Free: 1-800-567-9911

Email: vision@cfsun.ca

Website: <https://www.cfsun.ca>