

WD does not require a signed copy of the Annual Performance Report as the Board Motion will demonstrate Board approval. Please email, in WORD format only, a copy of the approved Annual Performance Report to your WD Liaison Officer by June 30, 2017

SECTION 1
Board Motion

Motion from your Board of Directors that approved the 2016-17 Annual Performance Report.

Date of Board Meeting:	May 19, 2017
Motion:	The CFDC of CIFN Board of Directors approves the 2016 – 17 Annual Performance as presented
Moved By:	Moved by Keith Matthew
Seconded By:	Karen Dunstan

CARRIED

SECTION 2
Executive Summary on Overall Performance for 2016-17

Please provide a short narrative (1/2 to one page) summarizing your organization’s overall performance, successes, challenges and issues for the past fiscal year. Highlight any governance improvements undertaken (board training, new policies, etc.)

It is important to keep up to the changes and opportunities which become available throughout the year. As an Aboriginal CF some of the areas of interest that have come forward from the Provincial Government are quite a bit different than those which are becoming available to other sectors of the population. In November we planned and hosted an Agriculture Conference. This took place over 2 days and was very well attended with People from throughout BC. We were fortunate to have quite good sponsorship so it did not cost our CF a great deal to put it on. We held it in Kamloops. We are planning another on in October 2017. The Provincial Ministry on Agriculture has given us 2 small contracts to assist 2 First Nations Bands towards implementing some related economic activities in their communities. ‘These initiatives are moving forward slowly. One of the communities are focusing on Band activities and the other is more interested in getting individual Band Members involved in related activities. The majority of the funds we receive on these contracts are spent on an Agrologist to work with them. He understands the industry and knows the resources. One of the biggest barriers both communities face is water for irrigation to plant and water crops. We have been fortunate in connecting with a Korean Church who will be sponsoring the planting of an Apple Orchard for one of the Bands. We currently have a small group who are discussion planting market gardens and another who will be planting Haskap berries this year. One individual will be planting 35 acres of Hay if we can get the irrigation water connected.

The interest agriculture is beginning to be reflected in our new loan activity. We made an agreement with the National Aboriginal Capital Corporation Association(NACCA) for them to support our Agricultural Loans. When we approve an Agricultural Loan, we submit the documentation to NACCA who forwards us the amount of the Loan plus a 10% administration fee. As the loan is repaid we repay NACCA less the interest which we retain. This is an excellent agreement for us.

It appears that the Federal Ministry of Agriculture is beginning to show some interest in the Agriculture potential of on-reserve lands in BC. There is a lot of possibility for development but the cost of the infrastructure is also fairly significant as well.

SECTION 3
Success Stories

Please provide 3 success stories with a short description, the role your organization played and why you feel this is a success for your community. Note: Client approval should be obtained to share information about them.

We entered into a mutual relationship with junior Achievement BC, The Aboriginal Business Service Network, the Provincial Ministry of Small Business and our Community Futures last fall to introduce a Pilot Project for an “Aboriginal Junior Achievement Initiative in 12 communities. We did a specific Train the Trainer’s session in Kamloops in October 2016. As a result of that the Trainers started doing some Aboriginal JABC training in their communities. Unfortunately, not all of them were done. The loss of the ABSN administrative contract left us without the staff that we expected to have for this and so it was decided that our CF would complete the JABC Training in those areas the group had committed to. We have been doing the necessary follow up and have booked another 3 JABC training in the other regions with the final 2 that we hope to deliver before the end of August 2017. This will give us an additional 30 Aboriginal Youth taking and completely JABC. Although JABC has been around for many years we now have curriculum that has been specifically designed and adapted for use by Indigenous People The Youth will be introduced to our BDO’s hoping to encourage them to follow through and go into business. Having Aboriginal Youth go into business is a positive outcome of this initiative. We will consider 25% of the JABC Participants pursuing a business to be a significant success.

In the early 1990’s the Canadian Farm Credit Corporation Band made loans to farmers and ranchers who were going into these as businesses. The inception of the Community Futures program had an impact on First Nations accessing funds through the ‘Farm Credit Corporation. For many years we could not obtain funds from them. Recently 2 Aboriginal Youth (Brother’s) came to us to discuss obtaining a loan to purchase a Ranch. We had an initial discussion with them and then did not hear from them again. On doing some follow up we learned that they had successfully obtained a loan from the Farm Credit Corporation. They are doing very well with their ranch now. They have hired an experienced Rancher to work for them and he is assisting them to learn more about what they need to know to operate a successful Ranch. We consider this to be a significant success. They have a small herd of Cows and calves, machinery to do their haying and the other work that needs to be done around their place. Their operation appears to be doing well and their calf crop is good.

<p><i>Eagle Eye First Nation Gifts Store</i></p>	<p><i>Retail</i></p>	<p><i>Our client opened Eagle Eye First Nation Gifts Store, and also operates Be Inspired! Events; which specializes in event planning, major fundraising, workshops, conference, tradeshow and corporate events. She is a member of Little Shuswap Indian Band; her Partner is a member of Bloodvein Band in Manitoba. The applicants approached CIFN seeking assistance to do a Trial Run with a Kiosk at the Aberdeen Mall here in Kamloops for 2 weeks, as well as purchase inventor, after a year of operations they identified the various products needed for sales. Inventory will include carvings, art prints, jewelry, moccasins and clothing, the business is unique and doing well.</i></p>
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*Example of possible outcomes: jobs created, impact on the community, successfully assisted companies to enter global markets, new export sales for businesses, new office(s) opened in western Canada, investment attracted to a business, new product(s) created or new service(s) created, successful joint venture established, etc.

SECTION 4
Alignment with Government of Canada and WD Priorities in key areas

Please describe the initiatives or project that your organization was involved in that aligned with WD 2016-17 operational priorities listed below:

- Innovation:** Helping support the development and commercialization of cutting edge technologies. Facilitating and enabling western Canadian businesses to capitalize on research, development and commercialization opportunities.
- Skills Development and Training:** Helping to promote skills training opportunities in key sectors across Western Canada.
- Trade & Investment:** Enhancing access to international markets and attracting foreign direct investment to Western Canada.
- Building Capacity for Defence Procurement Opportunities:** Helping western SMEs take advantage of federal procurement opportunities, for instance, by acting as a business facilitator and/or promoting western Canadian companies and their capabilities to domestic and international audiences.
- Economic Growth Acceleration Opportunities for Indigenous Peoples:** Engaging with Indigenous groups to explore opportunities to increase the economic participation of Indigenous peoples with a particular focus on business and economic development, and skills and training.

	Strategy	Planned Project/Initiative (2 – 3 sentences)	Outcome Achieved
1	Innovation –support business and initiatives with the development and commercialization of cutting edge technologies.	1.We need to assist our clients in their marketing techniques. 2.Should we do some information sessions for our communities on Carbon tax?	The proposed 3 workshops will help.
2	Skills Development and Training – Support the promotion of skills training opportunities		
3	Trade & Investment – Assist business to enter into global markets	Plan 3 information sessions in 3 different areas of our region.	
4	Building Capacity for Defence Procurement Opportunities – Helping western SMEs take advantage of federal procurement opportunities	This is not applicable to us	
5	Economic Growth Acceleration Opportunities for Indigenous Peoples – Support participation of Indigenous peoples in economic development	All our activities are in this category.	

WD uses these stories to demonstrate the impact of the CFs in western Canadian communities and to outline concrete examples of positive outcomes for western Canadian stakeholders.

Client Name	Service Provided (loan, bus. services, comm. planning & implementation)	Description should include: <ul style="list-style-type: none"> • Did it align with GOC/WD Priorities? <ul style="list-style-type: none"> • What role did the CF play? • Describe how this project/loan/service/initiative made a difference in the clients organization and/or community? <ul style="list-style-type: none"> • What were the final outcomes* from the activity? • How has this positively affected your community? • How has this service enhanced the economy in your community? (6-8 sentences)
	We provided a loan to a client who is providing pedicure services to our First Nations Communities	She recently came back to us for a second loan. She is providing her services on the reserves to our Aboriginal Elders’. She has found her services are in high demand. She has the skills and training to provide training to others so she has expanded her business to do this and is training other People to provide the service. She is not only providing a much-needed Health Care Service but she is also training and hiring Aboriginal People so she is also providing Jobs and is very successful in her business. Even though this is a much-needed service many Aboriginal People would not have this done if they could not get an Aboriginal Service Provider.
	Publish an Aboriginal Business Directory	We recently had a planning discussion with one of our Bands. The purpose was to plan how we could serve them better and how the Band could assist us as we assist the individual Entrepreneurs. The Band indicated that they do not have a directory of the Aboriginal Businesses owned and operated by their Band Members. They indicated that they could give them work and contracts which would better support the Aboriginal Entrepreneurs in their community if they knew who they were and what type of service they provide. We currently have 3 summer

		students working with us and have made a commitment to contact our clients and put together an Aboriginal Business Directory. This will list the Business, Location, the First Nations Band they are a member of and how to contact them. This will assist the Businesses and the Bands to connect with and support their Community Members who are operating a business. Our Goal is to have this complete by the end of August 2017 and then to update it on an annual basis.
	Southern interior Beetle Action Coalition. (SIBAC)	SIBAC has been in place successfully for 8 years. It continues to be a viable working coalition with the regional districts, municipalities, Native Bands and Tribal Councils in the Southern Interior. Even though the focus on Forestry and the impacts of the Mountain Pine Beetle has changed with determined that the value of the working relationship SIBAC has in place is good for our overall economy we have collectively determined that we will continue to work together for the good of the region. Two years ago we planned and hosted a Rural Development Conference and this year, in June, 2017, we held a second one. We are planning a third one for 2019. The focus is on “Keeping it Rural” and having speakers knowledgeable about maintaining a vibrant rural economy and we have ensured that we have highlighted some positive Aboriginal examples. We are attempting to put forward the message that when the Aboriginal Community is doing well then the nearby non-Native Community usually does well too. The speeches and presentations will be up on SIBAC’s website over the next 2 weeks. It would be a positive learning experience for anyone interested in the economy of Rural BC to review these if you did not have the opportunity to attend the conference.

*Example of possible outcomes: jobs created, impact on the community, successfully assisted companies to enter global markets, new export sales for businesses, new office(s) opened in western Canada, investment attracted to a business, new product(s) created or new service(s) created, successful joint venture established, etc.

**SECTION 5
Collaboration & Cost Efficiencies**

Please report back on the cost efficiencies* or collaboration* efforts (CFs, WCBSN or other business service providers) that the organization implemented during 2016-17.

	Collaborations and/or Cost Efficiencies Implemented	If Applicable, Names of WCBSN Partners Involved	Estimated Cost Savings and/or Benefits	Completed / Ongoing
1	In our region of CF Service we have 5 CF’s. We meet quarterly. We			
2	Have agreed that we will plan and implement some collective advertising that will assist all 5 cf’s in doing our marketing			This is ongoing
3				
4				

*Examples could include: co-location and/or collaboration with other WCBSN partners /or other business service providers, sharing internal services, efficient use of technology, participating in group buying opportunities.

**SECTION 6
Performance Indicator Variance**

In the table below, please ensure an explanation is provided for the following circumstances:

1. Targets were not met or where there was a significant variance of 20% or greater.
2. The organization did not meet the MPS for their group.

Community Futures Development Corporation of Central Interior First Nations
Fiscal Year: 2016-17
ANNUAL PERFORMANCE REPORT

Performance Indicator	2016-17 Target	2016-17 Actual	<ol style="list-style-type: none"> If you did not achieve your targets or exceeded them by 20% or more, please provide a detailed explanation. If you did not meet the MPS for your Group, provide a detailed explanation and plans for ensuring the MPS will be met in 2017-18.
Indicate which Group the CF is in :		Group 3	
Total # of community based projects (New PLUS Ongoing)	4	4	
# of business training session participants	250	290	
# of business advisory services	350	129	We misunderstood the definitions. In jan.2017 we discussed our interpretations when Amy Lee visited our office
\$ value of loans (*)	200,000	301,169	We disbursed 3 agriculture loans larger than we usually do – 2 for \$ 125K and 1 for \$ 49.4K
# of loans (*)	7	7	
# of Projects/Initiatives that align with GOC/WD priorities and (PLUS) # of Loans that align with GOC/WD priorities	1	3	

*Total value of ALL loans and other investments approved where initial disbursements made

FOR REFERENCE ONLY:

MPS	GROUP 1	GROUP 2	GROUP 3
Total # of community based projects (New PLUS Ongoing)	2	2	2
# of business training session participants	400	400	300
# of business advisory services			
\$ value of loans	\$600,000	\$400,000	\$200,000
# of loans	12	8	6
# of Projects/Initiatives that align with GOC/WD priorities and (PLUS) # of Loans that align with GOC/WD priorities	3	2	1

SECTION 7
CF Web Reporting

Please provide the hyperlink to the 2016-17 Performance Results posted on your website. (The template for Performance Results 2016-17 was provided to you along with this document.)

2016-17 Performance Report on Website	
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SECTION 8
Loans over \$150,000

Did your CF provide loans over \$150,000 in 2016-17? Yes No

If **yes**, then please provide a list of all loans given over \$150,000 and provide the reasoning/justification behind providing those loans. Please use your internal file or client number and **not client name**. *Note: your policy on loans over \$150,000 should have been provided to WD previously. If not, please attach to this report.*

File #	Amount	Rationale for Loans over \$150,000
123456	65,000	N/A

SECTION 9
Syndicated Loans

Did your CF participate in any syndicated loans in 2016-17? Yes NO

If **Yes**, please provide a list of any syndicated loans your organization may have been a part of.

Note: As per the Contribution Agreement (Attachment B, Investment Fund Terms and Conditions), each participating CF may only provide up to \$150,000.

N/ A	Which CF reported the loan in the reporting system?	Amount Contributed by your CF	Total Loan Amount	Number of Partner CFs
CF Edmonton	CF Edmonton	\$75,000	\$300,000	5

SECTION 10
Investment Fund

1. WD Investment Fund Activity as of March 31, 2017

Total Value of Loans Receivable	Total Number of Loans Receivable	Total Value of Loans Receivable over 90 days	Number of Loans Receivable over 90 days
\$1,000,000	85	\$25,000	5
\$		\$	

2. Equity Investment / Related Entities / Subsidiaries as of March 31, 2017

List any CF investments in equity, related entities or subsidiaries as of March 31, 2017

Company Name	Percentage of Shares	Dollar Value
ABC Company	25%	\$25,000

3. FOR THOSE WITH A 3 YEAR AGREEMENT : Interest Transfers up to \$50,000

Please list all interest transfers amounts, the activities, and the WD Investment Fund type.

Activity	WD Investment Fund Source	Amount Transferred
Sept7,2016 interest to be Transferred from General Investment to Operatin	Repayable	\$ 50,000
	Choose an item.	
	Choose an item.	
	Choose an item.	

4. Interest Transfers above \$50,000 (not included in Section 3) and Interest Transfers for those with 1 year agreements

Please list all interest transfers amounts, the activities, the WD Investment Fund type, and WD approved date.

Activity	WD Investment Fund Source	Amount Transferred	Date WD Approved the Transfer
	Choose an item.		
	Choose an item.		
	Choose an item.		
	Choose an item.		

SECTION 11
Appeals

1. Please report on the following. No appeals

Number of Appeals	
Basis for the Appeals (please list all reasons)	
Number of Appeals Upheld	
Number of Appeals Denied	
Number of Appeals Pending Decision	

SECTION 12 - OPTIONAL
Highlights

1. This section is optional and is provided for you to show case anything the CF does that you feel may be different from other CFs. This could include; best practices, interesting processes, unique services, meaningful community based projects or events, etc.

