

SECTION 7
CF Web Reporting

Please provide the link to the 2019-20 Performance Results posted on your website.

2019-20 Performance Report on Website	August 20, 2020
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SECTION 8
Loans over \$150,000

Did your CF provide loans over \$150,000 in total to an organization in 2019-20 (i.e. include previous loans still outstanding)? Yes No

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

File #	Amount	Rationale for Loans over \$150,000
123456	\$165,000	Explanation

SECTION 9
Syndicated Loans

Did your CF participate in any syndicated loans in 2019-20? 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.

Lead CF	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
Loans with Interest Rates Less than Prime Plus 2%

Did your CF provide loans with interest rates less than prime plus 2%? Yes No

If yes, then please provide a list of all loans given and provide the reasoning/justification behind providing those loans with interest rates less than prime plus 2%. Please use your internal file or client number and not client name. *Note: Your new policy on interest rates less than prime plus 2% should have been provided to WD. If not, please attach to this report.*

File #	Amount	Interest Rate	Rationale for interest rate less than prime plus 2%
123456	\$165,000	Prime plus 1%	Explanation

SECTION 11
Investment Fund

1. WD Investment Fund Activity as of March 31, 2020

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,	85	\$25,000	5
1155,146	26	\$339646	6

2. Equity Investment / Related Entities / Subsidiaries as of March 31, 2020

Does your CF have investments in equity, related entities or subsidiaries as of March 31, 2020? Yes No
 If yes, please list them below.

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

3. FOR THOSE WITH A 3 YEAR AGREEMENT : Interest transfers up to 75% of net interest up to a maximum of \$100,000

Did the CF transfer interest in 2019-20? Yes No

If Yes, please list all interest transfers amounts, the activities, and the WD Investment Fund type. Note: Your updated policy on interest transfers should have been provided to WD. If not, please attach to this report.

Activity	WD Investment Fund Source	Amount Transferred
Economic Unity Conference Feb 20-21	Repayable	20,000
	Choose an item.	
	Choose an item.	
	Choose an item.	

4. Interest transfers above 75% of net interest or \$100,000 (not included in Section 3) and all interest transfers for those with 1 year agreements

Did the CF transfer interest in 2019-20? Yes No

If yes, please list all interest transfer amounts, the activities, the WD Investment Fund type, and WD approved date. Note: Your updated policy on interest transfers should have been provided to WD. If not, please attach to this report.

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

SECTION 12
Appeals

1. Please report on the number of appeals the CF received in 2019-20. If there were no appeals, please enter "0" in the first box below.

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

SECTION 13 - 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.

In the fiscal year of 2019-2020 CIFN has made many improvements starting with our governance additions of two youth directors and a Metis director adding to our diversity and representation of indigenous peoples. We hosted many business, education and agriculture roundtables and have been a big part of innovational ideas and projects. I hired several new staff under contracts and have added a combined 40 plus years of indigenous lending experience to our organization. Our economic unity conference was amazing as we celebrated our 30th anniversary and to have Kandice Morrison and Cheryl Johnson there representing WED and CFBC to witness this event was an honor. We have worked hard during this time of pandemic and uncertainty with all the COVID related issues and closures. I commend my BOD and staff for their exceptional work and care as we continued providing supports to our clients and new clients during the closures. We had to develop new policies that complement the new HR policies and the reporting policies that were implemented during this time. We are continuing to grow and develop new partnerships, MOU's and community projects. All the work in agriculture that we have done has led to the start of the Kweseltken Farmer and Artisan market which supports our indigenous economy; This is all the result of all the work done throughout the past year.

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 xxxxxxxxxx@canada.ca by **May 31, 2020**

SECTION 1
Executive Motion

Motion from your Board of Directors that approved the 2019-20 Annual Performance Report.

Date of Executive Meeting:	August 6, 2020
Motion:	To accept 2019-2020 Annual Performance Review
Moved By:	
Seconded By:	

SECTION 2
Executive Summary on Overall Performance for 2019-20

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.)

CIFN had identified the need to diversify the existing board structure and with some members leaving the board as they moved for employment and another retiring after 30 years of volunteer service. We found we needed to look for at least one youth and a Metis representative to really have a well represented BOD. We found not one but 2 youth representatives who were educated in two different areas, one in training and the other in economic development as well as a Metis director who has brought a tremendous amount of knowledge to our table as well. When we add the new directors to our existing governance, and I am honored to have 12 great directors who represent all the areas of our region. we are having our first invitational training in cyber crime as this has impacted us here at CIFN with our directors being invited. We have our strategic planning session slated for this fall and I have been mandated to implement CFBC director training curriculum as well.

In the area of policies, we have improved our lending policy to accommodate the need for drastic change. With COVID issues impacting us all we needed to improve our staffing in this area and ensure we had the right policies for the emergency loan program. We made improvements to our HR policy for a more in-depth evaluation process to support our staff. We also approved new reporting templates so that I will be able to provide a detailed review of our organization at our quarterly meetings. Our financial reporting has also been improved with new templates we have developed for a more presentable and easier to follow format.

Partnerships and communications is a huge area of success for us as we had education, agriculture and our economic unity conference as our major events. I was also a speaker at many conferences throughout the year to ensure that CIFN lending and training programs were promoted and utilized. We have several new partnerships that have developed and will help moving forward as we look at the new normal for lending and training.

The challenge of the year has been the covid closure right at the end of the fiscal and the shutdown at the office and the re-opening with safety measures in place. We had to get our communication strategy in place and communicate with our clients, governance and ensure that we remained visible as an organization. With all the online meetings and conference calls along with sorting through all the assistance programs we were very busy. We also had to add staff to accommodate the emergency lending program and develop policy in this area. I am happy to say that we not only survived the challenge and stayed healthy but we are thriving and getting the needed supports out to fulfill our mandates of developmental lending and business training.

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 the community. *Note: Client approval should be obtained to share information about them.*

WD uses these stories to demonstrate the impact of the CFs in Western Canada 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? • What role did the CF play? • Describe how this project/loan/service/initiative made a difference in the client's organization and/or community? <ul style="list-style-type: none"> • What were the final outcomes* from the activity? • How has this positively affected the community? • How has this service enhanced the economy in the community? <p style="text-align: center;">(6-8 sentences)</p>
Jadeon Rathburger	Loan/	The business services we provided this gentleman made it possible for him to acquire his loan for his gallery and purchase of first nation jewelry and crafts. From cash flow to identifying priorities we developed his loan application with him, and he has been successful. We provided dollars for the e-commerce side of his business which has proven very valuable in this time of COVID.
Julie John	Community planning	Julie John is an existing client and we have supported her with her loan with CIFN of the fiscal and continue to do so. As part of her business is event planning, we supported our client by offering her the event coordinator contract. She flourished and made many new contacts for her consulting business. The outcome of the economic unity conference was valuable to the services we provide. It also made us many new partners and opportunities and project and supported many projects within the community. Benefits to the economy from all the attendees and speakers were beneficial to the region as well.
Archie and Julie Antoine	Business services	These two existing clients have been a tremendous help with programming and events. As we assisted with advice and supports to their current loan and gave business advisory services to them, they also assist CIFN. For example, we had grand opening for our MOU and implementation with Junior Achievers of BC and they attended and supported fully and to have role models such as them showed how we work with our clients and how they support community events. The positive impacts to community are getting into schools and working with youth for entrepreneurial training.

*Examples 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 projects your organization was involved in that aligned with the WD 2019-20 operational priorities listed below:

Inclusiveness: Enhance economic well-being and prosperity of under-represented groups in Western Canada. WD’s primary focus for this priority is on supporting Indigenous peoples and women, with a secondary area of focus on youth and persons with disabilities.

Cluster Growth: Clusters are networks of interrelated companies, researchers, investors and other partners working in a specific industry or region. WD will focus on supporting select clusters within: clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.

	Strategy	Project/Initiative (2 – 3 sentences)	Outcome Achieved
1 (a)	Inclusiveness – primary focus on Indigenous peoples and women	Economic Unity Conference held in February, 34 speakers and 6 provincial ministries represented. 17 indigenous speaker and 17 non.	Developed new partnerships, discussed innovation along with training opportunities. We received new loan applications and business advisory service requests.
1 (b)	Inclusiveness – secondary focus on youth and persons with disabilities	Youth, to better serve our youth we added two youth to our BOD along with promoting youth programs with our MOU’s with junior dragons’ den and Junior achievers of BC	We now have more access through our youth reps on the board to issues and business needs of that sector. We are also frontline when it comes to providing training and loans to the indigenous youth of our region
2	Cluster growth – focus on specialized clusters within: clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.	Innovation in agriculture has provided several opportunities for indigenous peoples of the interior. I sit on the provincial steering committee for food hub development, food policy council for kamloops and have applications out in the area of agriculture for financial support. We also have a large loan portfolio just for agriculture	With all the work that took place we are receiving funds to our applications and most importantly we are supporting by implementing the Kweseltken Farmer & Artisan market. This will be a big event running 9 consecutive Sundays. This market is the best outcome possible in supporting indigenous farmers and artisans in the economy.

SECTION 5
Performance Indicator Variance

In the table below, please ensure a detailed explanation is provided if your organization did not meet an MPS.

Performance Indicator	2019-20 Target	2019-20 Actual	If you did not meet an MPS, please provide a detailed explanation and a plan for ensuring the MPS will be met in 2020-21.
Indicate which Group the CF is in :		Group 3	
Total # of community based projects (New PLUS Ongoing)	2	2	
# of business training session participants	150	111	
# of business advisory services	150	305	
\$ value of loans (*)	200,000	266,371.	
# of loans (*)	6	9	
# of Projects/Initiatives that align with GOC/WD priorities and (PLUS) # of Loans that align with GOC/WD priorities	6	26	

*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