

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 Officer by May 31, 2021.

SECTION 1
Board Motion

Motion from your Board of Directors that approved the 2020-21 Annual Performance Report.

Date of Board Meeting:	
Motion:	Motion To Approve the CFDC of CIFN 2020/21 Annual Performance Report as presented.
Moved By:	Michael LeBourdais
Seconded By:	Harold Aljam

SECTION 2
Executive Summary on Overall Performance for 2020-21

Please provide a short narrative (half- 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.)

CFDC of CIFN closed our doors March 15, 2020, due to COVID shutdown. The restrictions to meetings, workshops and training were not allowed and we had to start developing our online strategy to conduct business. 20-21 saw very little activity in our regular operations with no training. Up until the shutdown we had completed the “Economic Unity Conference”, Finalized the Junior Dragons Den program and completed a series of conferences with Emergency Management BC with the topic of how to rebuild your business after crises. CFDCofCIFN was also involved in the Cultural Livelihood program to assist businesses within our region after the wildfires of 2019, this work was done in conjunction with CFBC and Red Cross. Most of the year was all about developing our online presence and finding new ways to conduct lending and training.

20-21 was a complete restructure year for CFDCofCIFN. We had had no access to the office and had to Create our home offices.

The summer of 2020 we launched the Kweseltken Market which was deemed an essential service. Our target businesses were agriculture, tourism, and Artisans.

SECTION 3
RRRF Summary – Overall Performance for 2020-21

1. Please describe how your organization used the additional operating funding (\$66,000) you received under RRRF.

CFDC of CIFN was not engaged with the RRRF program but we did receive additional funding to purchase equipment for home offices, hiring of new staff to assist in developing online programs and assist in the website development. Funds were also used in the development of the Kweseltken Market, safety, signage, marketing, facility rental and staffing.

2. Please outline below the results you achieved with RRRF Funds.

RRRF / ELP Loans	# of Loans (Total)	79	\$-Value of Loans (Total)	2, 344, 500.00	# of Jobs Created, Maintained or Expanded	79 - Not a required field of ELP
RRRF Results: Please outline below 1 or 2 success stories achieved with RRRF funds (2-3 sentences). This could be initiatives the CF implemented and/or client success stories.						
<p>The indigenous equivalent the RRRF was the Emergency Lending Program (ELP) with the National Aboriginal Credit Corporation Association (NACCA). Most of 2020 was spent developing our policies to administer and disburse the emergency funds to Indigenous clients. ELP program disbursements commenced in July of 2020</p>						

**SECTION 4
 Success Stories**

Please provide three 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? • 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? (6-8 sentences)
Jayson Charters & Yvonne Charters	Business Loan	<ul style="list-style-type: none"> • The loan did meet WED priorities. With COVID shut down we were unable to develop more loans to meet the target of 6. • CFDCofCIFN assisted clients with business advisory services to develop the application along with the final approval for business loan disbursement. • Assisted community activities in logging, road maintenance. • Assisted with Start-up Logging/Water Truck Operations • The client’s job was ending, started his own employment, by purchasing 2015 Kenworth Truck and 2 Trailers. • Client was able to secure contract work with Upper Nicola Indian Band and other contract work. • Assisted his personal business venture to make revenue and contribute back to the economy and within his community.

*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 5
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 2020-21 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	Because of COVID shutdown we continued to provide limited services to our Indigenous clientele. By the 4th quarter we were able to provide services more services. All supports to Indigenous clients were maintain existing businesses and supporting Indigenous businesses with ELP loans. Deferred payments, interest only payments and emergency loans maintained the well-being of the businesses of that day.	Supported existing businesses by providing support to prevent them from completely shutting down. Provided resources to enable them to continue operating.
1 (b)	Inclusiveness – secondary focus on youth and persons with disabilities	CFDCofCIFN only does Indigenous Inclusiveness	Supported clients
2	Cluster growth – focus on specialized clusters within: clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.	The main cluster growth was the “Kweseltken Market” This project was an essential service that provided cluster growth in Tourism, agriculture, and Artisan businesses. The Market was open to all and supported the local and regional economy.	Developed the Kweseltken Market to provide a venue for sales of services, crafts, preserved foods for all Indigenous and non-indigenous sellers and buyers. The market also supported musical talents and was the main opportunity for CIFN to provide Business advisory services and information.

SECTION 6
Performance Indicator Variance

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

Performance Indicator	2020-21 Target	2020-21 Actual	If you did not meet an MPS, please provide a detailed explanation and a plan for ensuring the MPS will be met in 2021-22.
Indicate which Group the CF is in		Group 3	
Total # of community-based projects (New PLUS Ongoing)	2	2	Kweseltken project / community economic recovery
# of business training session participants	150	30	World Pandemic – No in person Training/Employees work from home.
# of business advisory services	150	366	
\$ value of loans (*)	\$200K	\$52,500	World Pandemic – Emergency Loan Program took precedence.
# of loans (*)	6	1	
# of Projects/Initiatives that align with GOC/WD priorities and (PLUS) # of Loans that align with GOC/WD priorities	1	3	2 community-based projects plus one loan

*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 link to the 2020-21 Performance Results posted on your website.

2020-21 Performance Report on Website	yes
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SECTION 8
Loans over \$150,000

Did your CF provide loans over \$150,000 in total to an organization in 2020-21 (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

SECTION 9
Syndicated Loans

Did your CF participate in any syndicated loans in 2020-21? 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

SECTION 10
Loans with Interest Rates Less than Prime Plus 2% (Excluding RRRF Loans)

In 2020-21, did your CF provide loans with interest rates less than prime plus 2%, excluding RRRF Loans? 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%

SECTION 11
Investment Fund

3. WD Investment Fund Activity as of March 31, 2021

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
\$941,997	22	\$107,304	8

4. Equity Investment / Related Entities / Subsidiaries as of March 31, 2021

Does your CF have investments in equity, related entities or subsidiaries as of March 31, 2021?

Yes No

If yes, please list them below.

Company Name	Percentage of Shares	Dollar Value

5. 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 2020-21? 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
	Choose an item.	
	Choose an item.	
	Choose an item.	
	Choose an item.	

6. 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 2020-21? Yes No N/A

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 2020-21. If there were no appeals, please enter “0” in the first box below.

Number of Appeals	0
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.

CFDC of CIFN’s participation in the Emergency Loan Program was unique to indigenous CF’s (we were one of 4 to provide) this program mirrors the non-indigenous RRRF.

Kweseltken market was unique to CFDCofCIFN as we developed it to highlight indigenous artisans and those involved in agriculture.

Although we only disbursed 1 general loan for the value of \$52,500.00 , we did process 2,344,500.00 in Emergency Lending (ELP) for the Indigenous inclusive program.

This year we lost our longtime accountant/bookkeeper of twenty plus years. We are currently trying to replace this internal position.