

SECTION 1
Board Motion

Motion from your Board of Directors that approved the 2021-22 Annual Performance Report.

Date of Board Meeting:	
Motion:	Motion To Approve the CFDC of CIFN 2021/22 Annual Performance Report as presented.
Moved By:	Sonny Leonard
Seconded By:	Jaqueline Raphael

SECTION 2
Executive Summary on Overall Performance for 21-22

Please provide a short narrative (half- to one-page) summarizing your organization’s overall performance, successes, challenges, and issues for the past fiscal year, including any COVID-19 pandemic impacts. Highlight any governance improvements undertaken (board training, new policies, etc.)

COVID-19 Pandemic was still impacting the world and we were still shut down for the most of 21-22 fiscal year. Environmental issues also impacted our region with heat domes, wildfires, poor air quality due to smoke and atmospheric rivers with flooding. Within our region most clients were all impacted by evacuations, disruptions, and closures to their businesses, and these were all additional problems and obstacles contributing to businesses. Our economic recovery services became more and more apparent that this area needed some attention and strategic planning. We worked tirelessly developing this area and working with not-for-profits and corporations to access non repayable grants for individual and community businesses. We also developed the emergency recovery program with ETSI-BC in delivering support services and workshops.

For indigenous peoples and organizations, we were challenged with the 215 findings here on Tk'emlups te Secwepemc (Kamloops Indian band). CFDCofCIFN' s office is located within the residential school so many issues related to mental health and supporting our people took priority. Indigenous issues were on the forefront of planning with Truth and Reconciliation and calls to action which transpired as an outcome to the findings.

With so many challenges we needed to re-organize as our mandates were challenged and many new issues changed the way we conducted our business. We started the strategic planning process to address the everchanging needs within our region. This provided us with a working document to help guide us through and continue supporting our mandates as a CF for the benefit of our clients. The approved strategic plan was a success for CIFN as we implemented many of the strategies and continued our work through this overwhelming and challenging year.

I summarize CFDC of CIFN's performance in the 21-22 fiscal, with all the world changes to be outstanding and resilient.

SECTION 3
COVID-19 Summary

Please describe how your organization utilized the funds provided for RRRF administration costs (if applicable). Note: These are the funds provided by the CF Association.

CFDC of CIFN did not participate in the RRRF program.

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. This can include RRRF or pandemic-related success stories. Note: Please ensure you have approval from the client to include their success story.

PacifiCan uses these stories to demonstrate the impact of the CFs in the region and to outline concrete examples of positive outcomes for stakeholders.

Client Name	Service Provided (loan, business services, comm. planning & implementation)	Description should include: <ul style="list-style-type: none"> • Did it align with GOC/PacifiCan 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)
Well and Good Yoga Dolly Reno	Business Loan	<ul style="list-style-type: none"> • Assist with startup of Yoga boutique studio. • The client's studio offers in person and online classes, Mentorship and Training for teachers, retreats, and yoga equipment sales. • Employs 11 instructors and 2 front end staff. • Works with a local organization by offering free yoga classes to people in recovery.
Mackstir Food Services Kamloops Inc. Elijah Mack	Business Loan	<ul style="list-style-type: none"> • Owner of Kekuli Café -Merritt • Loan proceeds for startup of second franchise in Kamloops. • Employs 6 in Kamloops location. • Youth entrepreneur.
Skoden Martial Arts Marlan Hall	All services provided to implementation and loan	<ul style="list-style-type: none"> • Start-up for martial arts studio • Location in Penticton BC • Youth entrepreneur • Employs 2 people. • Providing a clean, safe environment for clients aged 3 and up

*Examples of possible outcomes: successfully guided companies to diversify and adapt during the COVID-19 Pandemic, jobs created or maintained, growth in sales, new office(s) opened, new product(s) or service(s) created impact on the community, successfully assisted companies to enter new markets, new export sales, investment attracted to a business, successful joint venture established, etc.

SECTION 5
Alignment with Government of Canada and PacifiCan Priorities in key areas

Please describe the initiatives or projects your organization was involved in that aligned with the PacifiCan 2021-22 operational priorities listed below:

Inclusiveness: Enhance economic well-being and prosperity of under-represented groups in British Columbia. PacifiCan'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. PacifiCan 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
2	Inclusiveness – primary focus on Indigenous peoples and women	We are an inclusive as an Indigenous organization serving Indigenous people. My board and staff are all Indigenous with three staff and two directors being women. We also have 2 directors in the youth	IWE outcomes are to provide lending capital, workshops, business resources and a dedicated staff member to work in this area.

		category. Developed our Indigenous Women's Entrepreneurial plan. (IWE)	
1 (b)	Inclusiveness – secondary focus on youth and persons with disabilities	5 out of our 8 loans for the 21-22 fiscal were in the youth category.	CFDCofCIFN supported youth clients.
2	Cluster growth – focus on specialized clusters within: clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.	In agriculture tourism we successfully ran the Kweseltken market for its second year. 18 market days and doubled in size in terms of vendors	Developed new clients, supported businesses, and provided additional advisory services by having our informational table at each market.

**SECTION 6
Performance Indicator Variance**

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

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

Performance Indicator	2021-22 Target	2021-22 Actual	If you did not meet an MPS, please provide a detailed explanation and a plan for ensuring the MPS will be met in 2022-23.
Indicate which Group the CF is in :		Group 3	
Total # of community-based projects (New PLUS Ongoing)	2	2	Kweseltken market and mobile processing kitchen(training)
# of business training session participants	150	48	World Pandemic no in person training/staff working from home.
# of business advisory services	150	208	
\$ value of loans (*)	\$200K	\$293,500	
# of loans (*)	6	8	
# of Projects/Initiatives that align with GOC/PacifiCan priorities and (PLUS) # of Loans that align with GOC/PacifiCan priorities	1	10	2 community-based projects plus 8 loans

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/PacifiCan priorities and (PLUS) # of Loans that align with GOC/PacifiCan priorities	3	2	1

SECTION 7
CF Web Reporting

Please provide the link to the 2021-22 Performance Results posted on your website.

2021-22 Performance Report on Website	yes
--	-----

SECTION 8
Loans over \$150,000

Did your CF provide loans over \$150,000 in total to an organization in 2021-22 (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 PacifiCan. 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 2021-22? 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 (Schedule "G" - Investment Fund Administration 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 2021-22, 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 PacifiCan. If not, please attach to this report.**

File #	Amount	Interest Rate	Rationale for interest rate less than prime plus 2%

SECTION 11
Investment Fund

1. PacifiCan 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
\$911,737	27	\$40,045.98	3

2. Equity Investment / Related Entities / Subsidiaries as of March 31, 2022

Does your CF have investments in equity, related entities or subsidiaries as of March 31, 2022? Yes No
 If yes, please list them below.

Company Name	Percentage of Shares	Dollar Value

3. FOR THOSE CFS WITH A FIVE-YEAR AGREEMENT : Interest transfers up to 75% of net growth (net growth = interest and other revenue – bad debt and other expenses) up to a maximum of \$100,000

Did the CF transfer interest in 2021-22? Yes No

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

Activity	PacifiCan Investment Fund Source	Amount Transferred
	Choose an item.	
	Choose an item.	
	Choose an item.	
	Choose an item.	

4. Interest transfers above 75% of net growth (net growth = interest and other revenue – bad debt and other expenses) or \$100,000 (not included in Section 3), and all interest transfers for those with two-year agreements

Did the CF transfer more than 75% of net growth or \$100,000 in 2021-22? Yes No

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

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

SECTION 12
Appeals

1. Please indicate the number of appeals the CF received in 2021-22. If there were no appeals, please enter “0” in the box.

Number of Appeals	0
--------------------------	----------

SECTION 13 - OPTIONAL
Highlights

1. This section is optional and is provided for you to showcase 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.

The 21-22 fiscal year saw the expansion of the Kweseltken market with the addition of the Kweseltken mobile processing kitchen. This Kitchen provided onboard and mobile training for processing foods. This was a big part of the food security programming and added value to our lending in agriculture along with community partnerships.

COVID 19 remained a negative impact, but we still disbursed 8 loans with a value of \$293,500.00. This total is substantial when you add the completion of the emergency lending program (ELP) of \$1,120,000.00 in the 21-22 fiscal.

Administratively we were still trying to fill our financial gaps and could not locate the appropriate fit to take on this task. We utilized the services of 2 bookkeepers which then lead us to hiring a CGA from Key Financial.

SUBMISSION INSTRUCTIONS

- **PacifiCan does not require a signed copy of the Annual Performance Report as the Board Motion will demonstrate Board approval.**
- Please utilize the [PacifiCan Portal \(https://account.wd-deo.ca/en-CA\)](https://account.wd-deo.ca/en-CA) to upload the document **by May 31, 2022.**
- Please upload a copy of your Annual Performance Report in WORD format only. Please do not submit a PDF format.
- Make sure to click the “Notify Officer & Exit” button to complete the upload.
- If there are any issues, feel free to contact your PacifiCan officer.