


## Performance Results for 2016-17 Stó:lō Community Futures

Community Futures (CF) is a program that supports community economic development and builds the capacity of communities to realize their full sustainable potential. The purpose of the CF Program is to help communities develop and implement *local solutions to local problems*.

<b>Community Futures Performance Results</b>	<b>Results as of 2016-17</b>
<b><i>Strong rural community strategic planning and implementation</i></b>	
1. Total number of community-based projects (new & on-going)	<b>232</b>
2. Total number of local and regionally-based community strategic plans developed and/or updated	<b>3</b>
<b><i>Rural access to business development services</i></b>	
3. Total number of business training session participants	<b>72</b>
4. Total number of business advisory services	<b>476</b>
<b><i>Rural access to capital and leveraged capital</i></b>	
5. Dollar value of loans	<b>\$365,392</b>
6. Total number of loans	<b>10</b>
7. Number of jobs created/maintained/expanded through lending <sup>1</sup>	<b>42</b>
<p>Provide additional Information (e.g. Success stories, Links to priorities, leveraging work, communication events, etc...)</p> <p>Stó:lō Community Futures (SCF) with its Brand <b>STÓ:LŌ MEANS BUSINESS™</b>, had another stellar year in 2016-2017, with various exciting announcements, programs and services for the Indigenous business community Sólh in Téméxw, the Stó:lō Traditional Territory.</p> <p>At the Community Futures Association of BC Annual Conference in September, 2016, SCF was the recipient of two awards:</p> <div style="display: flex; align-items: flex-start;">  <div> <p>Louis De Jaeger, a proud Métis member of the SCF Board, won the Al McCracken Award as the Community Futures (CF) Volunteer in the Province for 2016. Louis recently joined the SCF Team as the Community Resource Manager, working with the First Nation Communities in Stó:lō.</p> <p>SCF brought home the coveted trophy of the Investment Fund Award for the best CF lender in the Province. This was due to SCF Staff's incredible work in increased loan volumes of nearly 300%, which is a reflection of the growth in Indigenous businesses in S'ólh Téméxw, as well as SCF's partnerships with the Bank of Montréal (BMO), Vancity, and the Community Futures BC Futures Fund.</p> </div> </div>	

<sup>1</sup> Estimated at the time of lending

In the recent Community Futures Network of Canada Annual Report of 2015-2016, **STÓ:LŌ MEANS BUSINESS™** was featured as the Networking Activity for BC. The Annual Report highlights the work of 269 Community Futures Development Corporations and Community Business Development Corporations serving rural and semi-urban Communities throughout Canada. As a Brand for Indigenous Entrepreneurs, **STÓ:LŌ MEANS BUSINESS™**, along with the **STÓ:LŌ STRATEGIC VISION** are featured on page 25 of the Report.

John Martin, MLA for Chilliwack and SCF, jointly announced at the Stó:lō Resource Centre in Chilliwack, that SCF was awarded a Province of BC contribution under the BC Rural Dividend Fund, for the implementation of key components of the **STÓ:LŌ STRATEGIC VISION**. SCF Chair, Colin Pennier was pleased to announce that prominent local Indigenous leader, Louis De Jaeger, has been retained by SCF to oversee the implementation of the Programs as Community Resource Manager.



SCF created a new partnership with the New Relationship Trust in providing two new funding Programs to Indigenous entrepreneurs and First Nation Communities in Sol Temewx, that will be administered by SCF, as one of six Aboriginal Financial Institutions to offer these Programs:

**West Coast Energy Fund** – A loan for First Nation Community-owned businesses and Indigenous entrepreneurs, that will be participating in the oil, natural gas, LNG and pipeline sectors within BC. There is a 25% forgivable port of the loan, once 75% of the is fully repaid and it must be in conjunction with an SCF Loan,

such as the SCF/Vancity Stó:lō Community Loan Fund.

**Equity Match Initiatives** – A grant for qualified Indigenous entrepreneurs and First Nation Communities in Sol Temewx, that can provide proof of cash equity up to \$5,000, that will be matched by SCF and must be in conjunction with an SCF Loan Program.

With these new partnership and Programs offered by SCF with the New Relationship Trust, the SCF Loan Funds Committee and SCF Board approved the addition of these two Programs to the SCF Loan Fund Policy, which was previously provided to WED, but is attached as information.

**BC Federal Caucus** - History was made on Wednesday July 27, 2016 in S'ólh Téméxw when the BC Federal Liberal Caucus members met with Indigenous and non-Indigenous leaders throughout the day. SCF hosted the full day's series of meetings and were excited to organize a truly historic event. This included private sessions each with the BC Turkey Farmers Association, the aerospace industry, the Chilliwack Economic Partners Corporation (CEPCO), and all the regional Mayors and the Fraser Valley Regional District at the Stó:lō Government House at Stó:lō Nation on Coqualeetza property.



The Stó:lō Chiefs and community representatives met with the BC Federal Liberal Caucus to open a nation-to-nation dialogue. It was an opportunity to share what is on the Stó:lō agenda with the current Federal Government. They all enjoyed a feast at the Squiala Longhouse prepared by Chef Andrew George, a world-renowned Chef from Wet'suwet'en First Nation who co-authored the book *Feast - Canadian Native Cuisine for all Seasons* and was head chef at the Four Host First Nations pavilion at the 2010 Winter Olympics.

## Performance Results for 2016-17 Stó:lō Community Futures

Stó:lō Community Futures, alongside SCF Board of Directors and its many partners, presented the **STÓ:LŌ MEANS BUSINESS** strategy to the BC Federal Liberal Caucus members. The presentation showcased the strength and diversity of Indigenous businesses in the S'ólh Téméxw, including Dan Kelly from Seven Generations Environmental Services, James Atebe, General Manager of Tzeachten First Nation and Lincoln Douglas, owner of K&L Contracting. SCF partners also spoke to the success of their partnerships with SCF, including the Métis Association, University of the Fraser Valley, RADIUS Simon Fraser University, First Nations Technology Council, Stó:lō Aboriginal Skills and Employment Training, Bank of Montreal, Vancity and Manning Elliot.

**Stó:lō Business Tradeshow** - Stó:lō Community Futures hosted a successful Stó:lō Business Tradeshow on Monday, November 7, 2016 at the Tzeachten Community Hall, in Chilliwack, BC. The Tradeshow demonstrated the Indigenous Business community is strong and diverse enough to create its own specific Tradeshow, and the non-Indigenous business community is interested in networking and creating business relationship and partnerships together.



The twenty-one exhibitors came from a range of industries and represented the strength of the Stó:lō business economy well. There were approximately 150 people from the business community throughout the Fraser Valley who attended the event to meet the Indigenous businesses., including the non-Indigenous business community. Many reported making excellent business connections. The sponsors, all valued partners with SCF, were honored to be a part of the Tradeshow and were eager to support the newly formed Stó:lō Business Association.

Aboriginal Business Services Network partnered with SCF and provided funding for the Tradeshow. Five various presentation were made, which included tax exemptions; social media; education and employment training; Aboriginal tourism; and SCF, BMO, Vancity and Tale'awtxw Aboriginal Capital Corporation spoke on the various financing opportunities.

**STÓ:LŌ STRATEGIC VISION Presented at the National Aboriginal Business Opportunities Conference (NABOC)** - Mike Watson shared with 180 delegates from the National Aboriginal Business Opportunities Conference at the beautiful Spirit Ridge Resort in Osoyoos, BC the **STÓ:LŌ STRATEGIC VISION**. He spoke about the Vision harnessing the knowledge of the 50 community committees members supporting the Vision, the strength of the Stó:lō economy with over 300 Indigenous businesses in the territory, and the successful partnerships with over 20 organizations that are being created with Stó:lō Community Futures on various projects to move the Vision forward.



**Aboriginal Business Entrepreneurship Skills Training (BEST)** – SCF's partner, Vancity Credit Union, generously provided the funding for SCF to hold another Aboriginal BEST Program. This intense two week program provides Aboriginal entrepreneurs training and education in all stages of business development, including financial literacy, building a business plan, market research, amongst several other business topics. Upon completion of the Program, the participants have a full comprehensive business plan completed and receive a Certificate of Completion. Approximately 15 candidates completed the Program.

**Aboriginal Business of the Year Award at the 22nd Annual Business Excellence Awards** - On January 21st, 2017, SCF was honoured to sponsor the Aboriginal Business of the Year Award. The Vedder Crossing Plaza at Tzeachten First Nation was the winner!



**SCF Team Visits UFV Agricultural Centre of Excellence** - The SCF Team was invited to tour the University of the Fraser Valley (UFV)'s Agricultural Centre of Excellence (ACE) on March 17th, 2017. The visit was arranged for the SCF Team to explore agricultural opportunities for Indigenous Communities in S'ólh Téméxw.

**Marc Dalton, MLA** - The SCF Team met with Marc Dalton, M.L.A. for the Maple-Ridge-Mission Constituencies. Joined by SCF Board Treasurer Louis De Jaeger, SCF General Manager Mike Watson, SCF Operations and Loans Manager, Rocio Zielinski, and SCF Executive Assistant Shannon Smith met with Mr. Dalton to share the exciting developments in S'ólh Téméxw



**10th Annual Fraser Valley Chamber of Commerce Business Showcase** - Louis De Jaeger, SCF's Community Resource Manager, attended the 10th Annual Fraser Valley Chamber of Commerce Business Showcase, at the Quality Inn and Conference Centre, in Abbotsford, on April 19th, 2017.



**Launch of Stó:lō Business Association** – As part of the key Recommendations of the **STÓ:LŌ STRATEGIC VISION**, and as part of the **STÓ:LŌ MEANS BUSINESS™** Brand, the creation of the Stó:lō Business Association (SBA) is an integral part of the Vision to make S'ólh Téméxw the centre of Indigenous business in the Province of BC. On October 20th, 2016, the SBA was officially launched as a new non-profit society, as an innovative and transformative approach to supporting and facilitating Indigenous business development. The SBA is membership based, driven by Aboriginal businesses and entrepreneurs, and is the voice for Indigenous businesses in the Stó:lō Territory. The SBA organizes key business and economic activities, to create the business partnerships and relationships, as well as promote Indigenous business, secure funding, offer entrepreneurial education, develop resources, and support the development of business acumen and skills of the Indigenous entrepreneurs in S'ólh Téméxw. More information is on the SBA website at [www.stolobusinessassociation.com](http://www.stolobusinessassociation.com).

