

**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 [ABC@wd-deo.gc.ca](mailto:ABC@wd-deo.gc.ca) by **June 10, 2015****

**SECTION 1  
Board Motion**

**Motion from your Board of Directors that approved the 2014-15 Annual Performance Report.**

<b>Date of Board Meeting:</b>	June 9, 2015
<b>Motion:</b>	Motion to Accept and Approve the 2014-2015 Annual Performance Report and submit to Western Economic Diversification, as presented.
<b>Moved By:</b>	Rosemary Trehearne
<b>Seconded By:</b>	Netty Tam

**SECTION 2  
Executive Summary on Overall Performance for 2014-15**

**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.)

In April, 2014, SCF launched the **STÓ:LŌ MEANS BUSINESS (SMB)** initiative, brand and logo at the Coqualeetza Longhouse, as SCF’s new innovative approach for Aboriginal business development. The brand, logo and the words **STÓ:LŌ MEANS BUSINESS** have been registered by our patent attorneys, as the property of SCF.



The **SMB** logo was created by a Seabird Community Member and has been well-received within the Aboriginal communities and by community members and the private sector. This brand will be identified with all future SCF business initiatives.

In October, 2014, SCF partnered with Raven Events and Communications and held the **STÓ:LŌ BUSINESS MATCH (SBM)** at the Ramada Inn in Abbotsford. The **SBM** two day event brought together decision makers from the Stó:lō Communities and Aboriginal businesses, with decision makers from Private Sector Companies, to discuss business opportunities, partnerships, joint ventures, and provide networking opportunities. There were over 1,000 appointments for meetings and networking connections. **SBM** received \$65,000 in sponsorship dollars from 20 different sponsors. In addition, SCF made several major announcements at **SBM**, that significantly leveraged new funding sources for SCF:

1. **SCF/Vancity – Stó:lō Community Loan Fund** - In a partnership between SCF and Vancity, was the creation of the new Stó:lō Community Loan Fund. Vancity provided \$1 million in funding directly to SCF, targeted to assist Stó:lō First Nation Communities in financing any existing or expanding community-owned business, or to start a new community-owned business.
2. **SCF/Bank of Montreal Micro Loan Program** – In April, 2014 at the launch of **SMB**, the Bank of Montreal announced that they were providing \$100,000 directly to SCF, to administer the new SCF/BMO Micro Loan Program, to help Aboriginal entrepreneurs in Stó:lō, seeking to loans up to \$10,000 to help them start, or expand a business. This Program was so successful, that at SBM, BMO announced the doubling of their funding for the SCF/BMO Micro Loan Program, for a total of \$200,000.

3. **Aboriginal BEST Training Program** - This training program was held at SCF in November, 2014, that filled the SCF Boardroom with 20 aspiring and active Aboriginal entrepreneurs. This was made possible by Vancity, who fully funded the Program for SCF. This, of course, is crucial in meeting WD’s priorities and ensuring SCF is providing the skills and training for our Aboriginal entrepreneurs to have the tools necessary to be strong Aboriginal business leaders.

Through **SBM**, SCF secured over \$1.6 million in partnerships and available funding, that will be significantly levered, with the success of the new SCF/Vancity Stó:lō Community Loan Fund. These levered funds will greatly benefit the Stó:lō Communities and Aboriginal entrepreneurs. In addition, the media coverage that SCF had, such as the Vancouver Sun, UFV Today, Business in Vancouver, the Abbotsford News, the Chilliwack Times, the Chilliwack Progress, coverage on the CBC French National network, CBC Regional radio network, several website postings, as well as Facebook and Twitter; all brought focus to SCF’s - **STÓ:LŌ MEANS BUSINESS**.

Juno Award winner, Inez Jasper, was commissioned by SCF to create a song around Stó:lō and the business brand. She sang “Go Stó:lō ” at **SBM**, as well as at the initial launch of the song at **STÓ:LŌ MEANS BUSINESS** in April, 2014. In addition, there were two new promotional videos that were presented at SBM: one focuses on Aboriginal businesses in Stó:lō and the other video is on the history of Stó:lō, in a unique animated style. These two videos, plus all of the other information on **STÓ:LŌ MEANS BUSINESS** are on SCF’s website, which can be found at [www.stolocf.ca](http://www.stolocf.ca).

The **STÓ:LŌ MEANS BUSINESS** Strategic Planning Committee is now mandated by SCF to move forward with developing the strategic focuses for the implementation of the Vision of the SCF Board, which is:

*The Vision of Stó:lō Community Futures is for the Stó:lō Traditional Territory to become a leading center of Aboriginal business and entrepreneurial growth in British Columbia, within five years.*

In order to do that, SCF was required to develop an extensive database on the Aboriginal businesses that were in Stó:lō and how many. SCF partnered with the Province of BC and conducted a two month business survey in Sólh Téméxw. Some of the exciting results of that work identified that there are over 250 Aboriginal businesses in Stó:lō. This is a significant concentration of Aboriginal businesses in British Columbia. To share this exciting data, the Stó:lō Business Database was developed and is now posted as a live document on the SCF website at [www.stolocf.ca](http://www.stolocf.ca). Any new Aboriginal business interested in being part of the interactive Database, can sign up online. The SCF Database is now a unique form of networking and promoting these Aboriginal businesses.



**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.**

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"> <li>• Did it align with GOC/WD Priorities?</li> <li>• What role did the CF play?</li> <li>• Describe how this project/loan/service/initiative made a difference in the clients organization and/or community?                             <ul style="list-style-type: none"> <li>• What were the final outcomes* from the activity?</li> <li>• How has this positively affected your community?</li> </ul> </li> <li>• How has this service enhanced the economy in your community?</li> </ul> (6-8 sentences)
Cheam Fishing Village Campground	Loan, business services, community planning	SCF was approached by Cheam First Nation, for assistance in financing the new Community-owned Cheam Fishing Village Campground and RV development located directly next the Fraser River and adjoining islands on the River. This business provided support services to the sports and

		recreational fishing sector, that had a strong demand for a boat launch, parking, campsites and other related amenities. This created new jobs for Cheam First Nation Community Members and provided economic growth for the Community through a new source of revenue. The Project also created new partnerships with the Department of Fisheries, RCMP, Provincial Department of Transportation and Fraser Basin Council; in working together towards establishing a safe location for fishermen to enjoy. The Project also created a tourism based sector attraction, that has now attracted visitors from all over the Province and beyond, to the Cheam Fishing Village. Due to the success of the business, Cheam First Nation has now approached SCF for additional funding to expand its services and enhance the camping and RV sites.
MSK Steel Ltd.	Loan, business services	MSK Steel Ltd. (MSK) is a majority Aboriginal owned steel erecting business for large scale commercial property development, such as for tilt-up warehouses and office buildings. This new start-up company required funding for equipment and wages for additional staff, to meet the needs of the clients MSK secured through various contracts. SCF's funding provided employment opportunities to local community members; enabled MSK to gain new large clients, such as BC Hydro. MSK has been part of many projects, including building various schools in communities throughout the Lower Mainland.
Seven Generations Environmental Services Ltd. (SGES)	Loan, business services, community planning	SGES is equally owned by six Stó:lō First Nation Communities, who created a First Nation company providing a wide range of environmental and site restoration services, throughout the Province. As one of the leading Aboriginal environmental companies in BC, SGES continues to expand and grow its services, which also requires the need for additional vehicles to transport the monitors to various sites. Through SCF's financing, SGES's new trucks provided the means for additional revenue by gaining new contracts, that includes mileage to cover the costs of transporting the monitors. SGES has been able to continue to provide employment opportunities to the First Nation Community Members from the Communities who own SGES, with the use of these trucks. In addition, Kinder Morgan and BC Hydro are amongst the clients SGES is currently working with and these new vehicles helps in meeting the needs of these clients.

\*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 2014-15 operational priorities listed below:**

**Business Productivity and Growth:** Improving business productivity and furthering the development of long-term economic growth through access to business and financing services and the adoption of innovative business technologies, processes and practices.

**Technology Commercialization:** Developing and bringing new technologies to the marketplace.

**Trade & Investment** Enhancing access to international markets and attracting foreign direct investment to Western Canada.

	<b>Strategy</b>	<b>Project / Initiative (2 – 3 sentences)</b>	<b>Outcome Achieved</b>
1	Support businesses and initiatives to address productivity issues and/or adopting innovative business technologies, processes, and practices	MSK Steel Ltd. (MSK) required additional equipment, such as welders, in order to start their business and meet the needs of their clients. In addition, the funding assisted MSK in obtaining additional staff.	
2	Support businesses and initiatives that can bring new technologies to Canadian and global markets	SCF partnered with the Aboriginal Business Services Network and held a one day regional workshop for Aboriginal entrepreneurs in Stó:lō. One of the sessions was held with Public Works Canada on how Aboriginal business can do procurement with the Federal Government and based on the product or business, could expand to all of Canada.	
3	Assist businesses to enter into global markets	Provided business support to Mussel Cranes, that are selling specialized cranes in the U.S. Market.	
4	Other GOC Priorities	N/A	

**SECTION 5  
Cost Efficiencies**

Please report back on the cost efficiencies\* or collaboration\* efforts (CFs, WCBSN or other business service providers) that the organization implemented during 2014-15.

	<b>Collaborations and/or Cost Efficiencies Implemented</b>	<b>If Applicable, Names of WCBSN Partners Involved</b>	<b>Estimated Cost Savings and/or Benefits</b>	<b>Completed / Ongoing</b>
1	Cost sharing of premises through office rentals	n/a	Reduction of costs and operational expenses	Ongoing
2	Aboriginal BEST	n/a	\$15,000	Completed
3	Community Access REACH Site, which is a free public access centre to access the internet and computer services, which is funded through ABSN for Aboriginals	Aboriginal Business Services Network	Reduction of costs for computers/programs	Ongoing
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**

Please provide a report of your organization’s performance against the targets you established. Shading denotes performance indicator for which a *minimum performance standard* has been established.

**In the table below, please ensure an explanation is provided in the last column in the following circumstance: where targets were not met or where there is a significant variance of 20% or greater.**

**CF NAME: STÓ:LÕ COMMUNITY FUTURES**

**Fiscal Year: 2014-15**

**ANNUAL PERFORMANCE REPORT**

Performance Indicator	2014-15 Target	2014-15 Actual	Rationale for Variance
			* Please provide an explanation where targets were not met or where there is a significant variance of 20% or greater
# of local and regionally-based community strategic plan(s) developed and/or updated during the year	1	2	
# of partners engaged in community strategic planning	1	3	
Total # of community based projects (new PLUS ongoing)	0	16	
Amount Invested in NEW and ONGOING community-based projects	\$60,000	\$361,547	
\$ leverage value from NEW and ONGOING community based projects	\$30,000	\$2,505,263.78	
Total \$ value of the community based projects (See Note A)	\$90,000	\$2,866,604.78	
# of partners engaged in community-based projects	6	44	
# of businesses created, maintained, or expanded through business services	21	23	
Dollar amount leveraged through business services	\$50,000	\$174,050	
# of business training session participants	0	75	
# of business advisory services	280	425	
\$ value of loans (See Note B)	\$201,200.00	\$236,211.45	
# of loans (See Note B)	7	8	
Amount Leveraged through Lending (EDP and non-EDP)	\$30,050	\$31,008	

**Notes:**

- A) Total \$ value of Community based projects **EQUALS** Amount invested in NEW and ONGOING community-based projects **PLUS** Amount leveraged from NEW and ONGOING community-based projects
- B) Total value of ALL loans and other investments approved where initial disbursements made

Has your CF posted their CF Performance Indicator Results on your website?  Yes X  No

**SECTION 7  
Loans over \$150,000**

Did your CF provide loans over \$150,000 in 2014-15?  Yes X  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.**

**CF NAME: STÓ:LŌ COMMUNITY FUTURES**

**Fiscal Year: 2014-15**

**ANNUAL PERFORMANCE REPORT**

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

**SECTION 8  
Syndicated Loans**

Did your CF participate in any syndicated loans in 2014-15?  Yes  No

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

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 9  
Report on 2 Community Based Projects that were completed during the fiscal year.**

Please complete the table and provide a short report on a minimum of two Community Based projects your organization completed during the fiscal year.

<b>Project Name:</b>	STÓ:LŌ BUSINESS DIRECTORY		
<b>New this year or ongoing from previous year?</b>	New	<b>Dollar Amount Contributed by CF:</b>	\$5,955.00
<b>Number of Partners involved:</b>	2	<b>Dollar Amount Contributed by Other Sources:</b>	\$2,900.00
<b>Was this identified in your organizations' strategic plan and/or operating plan?</b>			No
<b>Description (a paragraph or two)</b>			
<p>In partnership with the Province of BC and Castlemain Group, a comprehensive survey of Aboriginal owned businesses in Stó:lō was conducted over the period of April and May, 2014. As a result of the survey, SCF found that there are over 250 Aboriginal businesses in the Stó:lō Traditional Territory. In addition, SCF completed a comprehensive marketing strategy on its businesses, that have provided extensive business intelligence. 45% of those businesses had some form of Stó:lō Community ownership. 55% were Aboriginal entrepreneurs. This information was shared through the creation of the Stó:lō Business Directory that is on the SCF website at <a href="http://www.stolocf.ca">www.stolocf.ca</a>.</p>			

<b>Project Name:</b>	STÓ:LŌ BUSINESS MATCH		
<b>New this year or ongoing from previous year?</b>	New	<b>Dollar Amount Contributed by CF:</b>	\$29,629
<b>Number of Partners involved:</b>	20	<b>Dollar Amount Contributed by Other Sources:</b>	\$46,956
<b>Was this identified in your organizations' strategic plan and/or operating plan?</b>			No
<b>Description (a paragraph or two)</b>			
<p>SCF partnered with Raven Events and Communications to offer the STÓ:LŌ BUSINESS MATCH, that was held in October, 2014 in Abbotsford, BC. The purpose of the event was to bring together decision makers from the Stó:lō Communities and Aboriginal businesses, with decision makers from Private Sector Companies, to discuss business opportunities, partnerships, joint ventures, and provide networking opportunities. There were over 1,000 appointments for meetings and networking connections.</p> <p>The results included attracting investment, new partners and business to the Stó:lō Territory.</p> <ul style="list-style-type: none"> <li>• Amplify the profile of the Stó:lō Communities and local Aboriginal businesses as:             <ul style="list-style-type: none"> <li>○ open for business;</li> <li>○ interested in sustainable development;</li> <li>○ a dynamic partner; and</li> <li>○ an integral economic driver in the region, who has done business here for thousands of years while being respectful to ancestral lands and true to traditional values.</li> </ul> </li> </ul>			

**SECTION 10**  
**Investment Fund**

**1. Investment Fund Activity as of March 30, 2015**

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
\$593,609	37	\$45,237	6

**2. Equity Investment / Related Entities / Subsidiaries as of March 30, 2015**

List any CF investments in equity, related entities or subsidiaries as of March 30, 2015

Company Name	Percentage of Shares	Dollar Value
None		

**SECTION 11**

**Appeals**

1. Please report on the following.

<b>Number of Appeals</b>	<b>0</b>
<b>Basis for the Appeals (please list all reasons)</b>	n/a
<b>Number of Appeals Upheld</b>	n/a
<b>Number of Appeals Denied</b>	n/a
<b>Number of Appeals Pending Decision</b>	n/a

**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, etc.

Levered over \$1.7 million in unique new loan capital, to support and expand lending throughout the Stó:lō economy, including:

- New Stó:lō Micro Lending Program with BMO - \$ 200,000
- New Stó:lō Community Loan Fund with Vancity - \$1,000,000
- PAL Lending supports from other CFs - \$500,000
- Aboriginal BEST with Vancity - \$15,000