

# 2020 - 2021 ANNUAL REPORT



## Community Futures Manitoba Inc.

Presented at:

**2021 Annual General Meeting  
October 22, 2021  
Holiday Inn Airport West, Winnipeg; and via Zoom**

Community Futures Manitoba Inc. is supported by the Government of Canada through  
Western Economic Diversification Canada



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## CHAIRPERSON'S MESSAGE

2020-2021 was an unprecedented year for CF Manitoba; one that put on full display the potential of our CF network as an on-the-ground delivery system for federal supports.

With our communities reeling from the impacts of COVID-19, CF organizations across the country stepped up to take on the challenge of delivering the Regional Relief and Recovery Fund to rural Manitoba businesses. The impacts were immense, with Manitoba CFs making 501 regular (up to \$40,000) loans by March 31<sup>st</sup>, 2021, worth more than \$18.9 million that kept 1,881 people working in our communities. We also made another 337 “expansion” loans of up to \$20,000 worth \$6.7 million that supported another 838 jobs. Delivering the RRRF was a huge undertaking, and my thanks go out to our amazing staff and board members in Manitoba that made it happen.

While RRRF was nearly all-encompassing, there were still lots of “regular” activities going on.

Our provision of association management services to CF Saskatchewan entered its seventh year. Both boards of directors feel that the arrangement is working well, and it has generated efficiencies and the ability to deliver additional services for both organizations, including \$2,000 of support to each Manitoba CF for board or staff training. Other significant project activities included managing the \$7 million CRED Fund, which has funded 97 projects to help Churchill and the rest of Northern Manitoba.

Though the pandemic meant Manitoba CF volunteers and staff were not able to gather for an annual CF Conference and Awards Gala, there remained CF volunteers and projects worthy of celebration. Congratulations to Florence Campbell from CF Winnipeg River, who received the Community Futures Award for Volunteerism and to CF Parkland, who received the Community Futures Award for Excellence in Innovation for their Side Hustle MicroGrant program.

CF Manitoba continued to be actively involved on a national and western scale. The Community Futures Network of Canada continued to provide a national forum to share ideas and best practices for program delivery and continued to take an active role as the chief advocate for program renewal and increased funding. We have also been promoting the capacity of the network to deliver other programming, which was definitely noted through the success of the RRRF.

The CF Pan West Network, for which I was honoured to serve as Chair, delivered long-needed supports to community economic development projects through the \$4.1 million Rural Opportunities Fund that supported 22 projects across the West, including seven projects in Manitoba.

In closing, thanks again to all of the volunteers and staff involved in the CF program in Manitoba who contributed to our success in 2020-2021. Thanks also to WD, our primary funding partner, for their ongoing support.

My time chairing this organization will come to an end in the coming year, and I cannot thank my fellow board members enough for their support over the past seven years. I leave this role confident that we have a strong board, a strong association and a strong CF program that will only continue to grow. Best wishes to CF Manitoba for success in the future.

Jim MacMillan, Chairperson

## 1.0 OVERVIEW OF 2020-21

### 1.1 CF Manitoba Role and Responsibility to Members

Community Futures Manitoba was formed in 1991 as an association of Community Futures Organizations. Its main goals are:

- Coordination, Consultation, and Liaison in CED Delivery
- Representation of the Membership
- Build the Capacity of Community Futures Boards and Staff
- Marketing and Visibility
- Administration of Community Futures Manitoba

The Board's Vision for the corporation is:

***To have strong, effective and responsive CF organizations in Manitoba that work synergistically and who are recognized as champions.***

The activities undertaken to achieve the Vision are encapsulated in the corporate Mission statement:

***Community Futures Manitoba boldly leads in advocating for capital, training and resources that will strengthen and support Community Futures Organization through collective action.***

The organization sets its priorities in achieving its Vision every three years as part of a joint volunteer and staff strategic planning process; with all Manitoba CFs invited to participate. The 2020 exercise, which set long-term strategic goals for the 2020-2021 year, identified three areas of focus:

1. Resources/Advocacy
2. Training & Support for Boards & Staff
3. Increase Awareness of CFs in Manitoba

Activities to address these priorities are further outlined in Section 2.

## 1.2 Structure

### **BOARD**

The board of directors of CF Manitoba consists of one director chosen from each of the 16-member CFs. The officers of the corporation, consisting of a chairperson, vice-chairperson, secretary and treasurer are elected by the membership at the Annual General Meeting. The board can also have a past chairperson (currently vacant) who sits as an ex-officio member. Nominations for the executive committee can be put forward by directors of the board.

Meetings of the board of directors are held quarterly or at the call of the chairperson. The executive committee normally meets two to three times per year. Meetings are often in person, by Adobe Connect, or by conference call in emergency situations or to deal with specific matters. Travel expenses of the directors are covered by the individual CF organizations. Expenses for executive committee and other committee meetings are covered under CF Manitoba's budget.

The directors of Community Futures Manitoba at March 31, 2021 were:

Edwin Ballantyne  
Vice-Chairperson  
CF Cedar Lake Region

Stephen Prince  
Director  
CF Dakota Ojibway

Steve Lupky  
Director  
CF East Interlake

Cathy Fidierchuk  
Director  
CF Greenstone

Tyler King  
Director  
CF Heartland

Richard Robinson  
Director  
CF Kitayan

Darlene Beck  
Director  
CF North Central Development

Kurtiss Krasnesky  
Director  
North Red

Ralph Caribou  
Director  
CF Northwest

Jim MacMillan  
Chairperson  
CF Parkland

Furlon Barker  
Director  
CF Southeast

Tim Lewis  
Director  
CF Triple R

Diane Bottrell  
Director  
CF West Interlake

Tracy Williams  
Secretary  
CF Westman

Mike Tumber  
Treasurer  
CF White Horse Plains

Florence Campbell  
Director  
CF Winnipeg River

### **STAFF**

Core staffing in 2020-2021 was approximately 1.1 full-time equivalents spread across three staff, who were funded 31% through Manitoba core funding and 69% through special projects and the Saskatchewan management contract. Overall staffing was 4.8 FTE, with 20% of overall staffing costs funded through the Manitoba core contract.

The core and non-core staff employed in 2020-2021 were:

Staff Member	Position Title	Core Staff	Non-Core Staff	Funding Program
Jason Denbow	Executive Director	X		Total: 50% MB/50% SK. MB breakdown: 40% Core and 10% IBDS, EDP, CRED
Susan Bater	EDP Program Coordinator		X	47% MB EDP, 53% SK Core & EDP
Raena Baker	IBDS Coordinator		X	100% IBDS. On maternity leave since December 2019.
Bonita Lavallee	IBDS Coordinator		X	100% IBDS. Term maternity leave replacement.
Carly Forbister	Office Manager	X		66% Core, 33% EDP, SK EDP, SK Core, CRED and IBDS
Katie Daman	CRED Coordinator	X		33% CRED, 50% Core; 17% SK Core

## 2.0 2020-2021 YEAR IN REVIEW

### 2.1 Organizational Activities Overview

The following section details CFM's priority areas, with specific goals, actions, and results from the 2020-2021 corporate year.

CFM's action areas and goals were developed during a long-term strategic planning session as part of our ongoing planning process. The session was conducted in Winnipeg in February 2020 and involved input from staff and board members from CF Manitoba and Manitoba CF organizations. Short-term activities to achieve the long-term action areas and goals are determined annually as part of CF Manitoba's operational planning process.

Core Services	Specific Activity	Desired Outcome	Results to Date
<b>1.1 Coordination Consultation &amp; Liaison</b>			
Consultation with CF members	Timely updates provided to and feedback sought from CF board members and staff on pertinent matters	CF opinions and wishes are heard and recognized.	Many, many updates sent out to board and managers about COVID-19 and the RRRF.
	Set time aside during CFM Board meetings for Board member reports on their local CF activities and to bring local concerns to the CFM Board table	Board member reports given at a minimum of 2 meetings	Board reports delivered at August and January meetings.
	Attend CF Board meetings or events, either in-person or virtual, to seek input and provide updates	Staff attend a minimum of 4 CF meetings or events	Attended board meetings of both CF West Interlake and CF North Central Development in March.
	Facilitate meetings of CF staff to share information, address common challenges and work on common projects.	At least two Managers' meetings held.	A group of managers met via Zoom weekly through COVID-19 with CFM staff usually in attendance. Managers' meeting held January 13 <sup>th</sup> via Zoom.
Services are published on a website.	All required information posted on <a href="http://www.cfmanitoba.ca">www.cfmanitoba.ca</a>	All contractual requirements met; public are aware of CFM's services and results. CF 101 session focuses on CFM's services; seeking more opportunities to deliver it.	Found in the About section of the site.
Liaison with WD Region	Work collaboratively with WD and Manitoba CFs to strengthen the CF Program.	Information/challenges are regularly shared between all three parties.	Regular discussion with Bryce, Michel, Kristina and Lorne.

	Provide regular comprehensive reporting on CFM activities to WD and seek updates from WD staff	WD representative invited to attend all CFM regular Board meetings and Managers' meetings	WD attended August and January board meetings.
Liaison with other CF Associations	Continue participation in Community Futures Pan West to produce benefits for Manitoba CFs, share best practices, exchange ideas, raise issues and seek solutions; Provide a Manitoba voice at the western level	Manitoba attends regular CF Pan West Network meetings and participates in committees, research and project initiatives that further the Manitoba agenda. Manitoba speaks as part of a stronger western voice.	Over 50 meetings held of the PW board or the Executive Directors; many also included WD. Jason was the lead on the RRRF development and on a performance measurement initiative.
	Continue participation in Community Futures Network of Canada to produce benefits for Manitoba CFs, share best practices, exchange ideas, raise issues and seek solutions; Provide a Manitoba voice at the national level.	Manitoba attends regular CF Network of Canada meetings and participates in committees, research and project initiatives that further the Manitoba agenda. Manitoba speaks as part of a stronger national voice. Jason will continue to serve on the National Board in 20-21.	31 meetings of the CFNC board or committees held this year. Jason was one of two western members on the board of directors. Jason also on advocacy committee, communications committee, social finance committee and COVID-19 supports working group.
Facilitate CF Member Networking and Information Sharing	Organize an annual conference	Conference to be hosted Fall 2020. CFM will provide monetary and organizational support.	Conference not held due to COVID-19 restrictions.
	Organize team building activities	Some anticipated in conjunction with the Conference.	Weekly Zoom meetings did a lot to boost teamwork and keep spirits up. Sent staff appreciation care packages on behalf of the board in late January.
	Once a year conduct the CF Manitoba meeting outside of Winnipeg	1 meeting held per year (ideally AGM) in a rural community	Not an option this year due to COVID-19 restrictions.
	Maintain a provincial board contact list	CFM can better distribute information directly to Manitoba board members	Carly compiled & updates a CFM and Manitoba CF board member list.

Core Services	Specific Activity	Desired Outcome	Results to Date
<b>1.2 Representation of Members</b>			
Demonstrate to political and bureaucratic decision-makers the value for money provided by the CF program	Support National campaign to advocate and promote the great work we do and access the necessary funding to do it	Increased budgets, loan funds and CED project funding	Submission sent to Finance Committee for Budget 2021. Advocacy is focusing on need for sufficient operating funding to support RRRF loan repayment and COVID-19 recovery.
	Liaise with MP's, MLA's and support local CF liaison efforts	Federal representatives are invited to attend CF public events; CFs have the materials and advice they need to demonstrate the return they provide on the Government of Canada's investment. Provincial elected officials are more aware of the CF Program and its services. Local elected officials understand the value of the Program and carry the message forward to their federal counterparts	RRRF delivery received significant political notice. Was on two calls with Minister Joly regarding RRRF funding.  Held a joint announcement with Parliamentary Secretary Duguid regarding the final CRED project approvals.  Follow-up advocacy letters circulated in late January. As part of advocacy efforts, either met with or supported CF meetings with staff from the PMO and three members of the Opposition Shadow Cabinet.
Advocate for broad supports for rural economic development	Seek opportunities to engage CFs in federal priorities focused on initiatives like super clusters, broadband expansion, or the social economy. Seek opportunities for CFs to capitalize on provincial initiatives such as Look North or the provincial economic development strategy.	CFs access other federal and provincial programming to support rural economic development. Rural social enterprises are aware of supports available through the Investment Readiness Program. Efficiencies are realized and duplication avoided in the rollout of the new provincial economic development infrastructure.	CEDF is partnering on one of our ROF projects. Met with incoming CEDF Executive Director.  Part of the MB consortium delivering the Investment Readiness Program for the federal government's Social Finance Fund; Phase 2 review held in the fall. Met with provincial consultant to discuss ideal RMED structure.  Member of Manitoba Social Finance Working Group.

Core Services	Specific Activity	Desired Outcome	Results to Date
<b>1.3 Provide service, information, coordination, training and skills development to build the capacity of program support &amp; development</b>			
Provincial training development & delivery.	Promote the availability of CFLI board training	Encouragement of CFLI's utilization by Manitoba CFs. Reports provided to CFM board on CFLI usage and activities.	12 CFLI modules delivered in MB this year; not bad considering COVID-19 restrictions.
	Support delivery of board training	Assist CFs with group training session arrangements. Offer \$2,000 per CF to support their board and staff training expenditures.	Increased our training support to \$3,000 this year, but uptake was limited due to the RRRF admin funding.
	Coordinate staff training opportunities; offered free of charge if funds available	CFLI offerings for staff promoted according to its marketing plan. At least one staff training committee meeting held. At least one training opportunity provided.	Coordinated training from Shopify and Common Goals regarding the new RRRF expansion loan applications. Lots of MB participants in Pan West Cybersecurity training.
	Identify new Board training modules or staff training topics to the CF Leadership Institute	Continued participation in the Institute's governance and guidance through CF Pan West.	No activities this period.
	Deliver CF 101 sessions to boards and staff to assist with transitions	Sessions delivered as requested; will be encouraging uptake due to board turnover.	No deliveries this period, but it could be delivered remotely.
Provincial initiatives e.g. loan fund pooling, CED	Promote CF investor and borrower participation in the Community Futures Investment Fund to address discrepancies in the availability of and demand for investment funds between Manitoba CFs.	Manitoba CFs utilize CFIF to meet the capital needs of their entrepreneur clients.	CFIF is delivery agent for the RRRF. Created a delivery system and redistribution system. Distributed more than \$37.9M in loan funds in 2020-2021.
	Deliver Entrepreneurs with Disabilities project	MB CFs assist entrepreneurs with disabilities to start viable businesses; CFs access project funding for new EDP capacity building projects or marketing initiatives	Only 2 capacity building projects funded for \$4,900. 78 businesses received \$750 COVID-19 supports and 29 received \$250 bookkeeping supports offered with \$75k budget increase.

	Deliver Indigenous Business Development Services project	Indigenous entrepreneurs; particularly those in rural communities; receive improved access to information and assistance to start a business.	New Coordinator working from home. 4 capacity building projects approved worth \$20,000. Received a \$75k COVID budget increase, with which we also offered COVID supports. Dragon's Quest competition awarded both first and second place winners this year.
Partnership development	Participate as a member of the Western Canada Business Service Network and partner with WCBSN members where practical to capitalize on our diverse organizational strengths and reduce duplication of expenditures.	Manitoba and Western WCBSN meetings attended; partnerships developed or maintained where mutually beneficial.	Lots of cross-promotion of events with the WTC. WTC approved for three CRED applications. CDEM is a partner in one of our ROF projects. Provided WECM with our RRRF application forms for use in their intake process.
	Leverage and support partner organizations such as EDAM, Futurpreneur, the BDC and CCEDNet. Memberships maintained and events attended as time/budget allows.	Supports accessed for CFs and their clients. BDC and CFs continue to partner on loans to access capital for rural Manitoba entrepreneurs.	Partnered with CCEDNet Manitoba on the IRP consortium but let our national membership lapse due to a divergence between the apparent goals and constituents served by our organizations. Limited contact with the BDC as we were both busy delivering COVID-19 supports. Supported EDAM's salary survey.
	Support partnership development between CFs and other federal programs that can assist in the delivery of their mandate.	CFs are aware of federal programs and initiatives that could assist local entrepreneurs and communities. CFM to continue as a partner in the delivery of the Investment Readiness Program in Manitoba	CFs informed of the Investment Readiness Program and encouraged to promote it to their clients. Second intake held in the fall.
Other	Access resources to support CFs in their work and mandates	Identify resources that can support CFs or rural entrepreneurs	Worked on a group "Shop Local" campaign but pivoted to e-commerce supports due to similar federal and provincial initiatives.

	Identify other funding programs that may be a fit with the mission of Manitoba CFs or CF Manitoba	Manitoba CFs enhance their revenues by providing CED services where there's a fit with their mandate	ROF and additional RRRF funding provided significant opportunity for MB CFs and their communities.
	Advise and/or assist individual CFs to overcome local operational or governance challenges	Manitoba CFs receive sound, appropriate advice to address and quickly overcome challenges with minimal consequences.	Estimate that, in the early days of COVID-19 and the RRRF, was averaging speaking with 12 CFs per day. Assisted one office with HR challenges and another with local politics issues.
<b>Core Services</b>	<b>Specific Activity</b>	<b>Desired Outcome</b>	<b>Results to Date</b>
<b>1.4 Develop and deliver cost-effective training materials, templates, policy manuals, etc. to ensure quality and a consistent delivery of the CF program in western Canada.</b>			
Training materials (templates, policy manuals, etc.) developed.	Create tools or access resources to support CF board and staff succession efforts	CF program knowledge is transferred, and the momentum continued	Worked with a couple of CFs on both board and staff succession issues.
	Continue to provide succession matching supports through sxnm.com	Entrepreneurs looking to buy or sell a business in rural MB have access to supports through CFs and to enhanced supports through the ROF project focused on Succession Matching	Coupons still available; Collaborated with SXNM.com on a joint MB/SK ROF project which was put on hold due to COVID but ramped back up virtually in September.
	Support CFs or groups of CFs to develop projects, resources, or opportunities of interest to other CFs in the province	CF rural economic diversification service delivery and/or revenue generation opportunities are enhanced. Support any successful ROF projects in Manitoba.	Reviewed a new ROF project submission from the three Interlake CFs. Partnered with CF East Interlake on their ROF project.
<b>Core Services</b>	<b>Specific Activity</b>	<b>Desired Outcome</b>	<b>Results to Date</b>
<b>1.5 Marketing &amp; Visibility</b>			
Promotion of the CF Program	Oversee a provincial marketing initiative; hopefully in partnership with other provinces.	Enhance awareness of CF services among our two main rural audiences: entrepreneurs and communities.	Only one CF ended up participating in Pan West's pilot project around targeted email marketing, with the intent being that it will lead to a full provincial initiative.

	Connect to CFs via social media	Provincial Facebook page and Twitter account maintained.	Produced and circulated weekly batch of social media images/buttons promoting the support of local businesses, the RRRF fund, and other COVID-relevant posts. Staff took an active role in maintaining our SM feeds.
	Promote CFs at appropriate provincial trade shows or events and provide support to CFs for their trade shows.	Relevant trade shows attended.	All trade shows cancelled this year due to COVID-19.
	Recognize and celebrate CF successes.	Media recognition for CF achievements, including the winners of the Awards for Excellence in CF Innovation and CF Volunteerism.	Fed CF success stories to WD for use in their weekly #MainStreetMonday social media campaign. Had articles in the Free Press mentioning the Community Futures program on back-to-back Saturdays in December.
Recognition of federal contribution	Federal Identification Protocols followed; federal representative invited to public events	Contractual requirements met; federal representatives receive opportunities to promote their programs.	FIP followed.
<b>Core Services</b>	<b>Specific Activity</b>	<b>Desired Outcome</b>	<b>Results to Date</b>
<b>1.6 Administration of the Corporation</b>			
Management	Ensure effective fiscal management	Board and Executive Director to jointly establish corporate budget, regularly review actual performance versus projections, and amend as necessary.	Reports on activities vs. budget provided at August and January meetings. Budget amended in August to address new funding.
	Ensure effective human resources management	Competitive staff compensation package and training budget provided to encourage staff retention and skills enhancement	Staff benefits package continued to be offered; renewal came in at 0.03% increase. Would have decreased if not for industry-wide increase in LTD.
	The new 3-year strategic plan is implemented	The Corporation's goals and activities meet the needs of Manitoba CF organizations for the next three years.	New 3-year plan formally adopted at August board meeting.

Coordination of CF activities	Establish a committee to review and update the Manitoba CF Wage Chart (if program funding is renewed and enhanced).	CF compensation is consistent and competitive in the rural economic development field; increasing CFs' ability to attract and retain staff.	Supported the EDAM wage review; results should assist with a specific CF process at a later date.
Governance	Meet all accountability and transparency requirements	Open Annual General Meeting held; Annual report and audited financial statements posted on website; Board appointment policy posted on website	AGM held January 25th. Audited statements will be posted on site.
	Conduct regular Meetings of Board of Directors and Executive Committee	At least 3 meetings of the Board of Directors and 1 meeting of the Executive Committee are held	Board meetings held August 20 <sup>th</sup> and January 25 <sup>th</sup> . Several votes held by email.
Communication Sharing best practices through newsletters, etc.	Act as a vehicle to obtain CF success stories and disseminate them to a wider public audience	Include CF success stories in a visible location on our website.	Success stories on website, in our national annual report, and being sent to WD.
	Keep CF board members and staff aware of events and resources of interest from CF Manitoba and in the rural CED field.	Minimum of 11 Communiqués sent to CF Manitoba Directors & CFs on items of interest.	Katie compiled and sent out 11 Communiques; skipped July.
Communication Tools developed/implemented for CFs	Maintain shared Content Management System website	CF sites have a consistent look and feel from one site that can utilize SEO better	CMS Website probably due for a refresh. Katie manages our site and assists CFs with theirs.
	Advocacy materials from the CF Network of Canada are distributed to help our leaders advocate to their MPs.	Local members support the work of the national network to inform federal politicians of the value and utility of the CF Program	Budget submission prepared for 2021. Supporting advocacy material sent with a request that CF staff and board contact their local MPs.
Support WDs efforts to ensure WD/GOC priorities are well understood by CFs.	Liaise with senior bureaucrats in WD to provide CF input on decisions impacting the CF program and to better understand departmental goals for the program so the Program can maintain optimum results	An ongoing dialogue allows CFs to be informed about federal and WD priorities and allows WD to understand CF perspectives, potential, and challenges.	Spoke with staff from WD HQ weekly on average and almost daily during the development of RRRF. 2021-2026 contract renewal achieved for Core, EDP and IBDS.

Core Services	Specific Activity	Desired Outcome	Results to Date
<b>1.7 Revitalization</b>			
Opportunities for centralized efficiencies are realized	Deliver contracted association management services to Community Futures Partners of Saskatchewan	CFM and CFS realize savings through cost sharing; program stability in SK is maintained	Generated some efficiencies through cost sharing that allowed supports to be provided to CFs that could not have been in the past. SK now has full participation in their Association.
	Create savings for CFs via economies of scale through group purchases of goods and services	CFs realize savings on the purchase of D&O/E&O liability, cyber liability, staff benefits coverage, Board & Staff travel insurance, car rentals, software, or hardware	Was involved in a long, meandering and frustrating effort to obtain cyber liability insurance coverage. Moved the discussion to the national table.
	Manitoba CFs realize efficiencies by adopting new technologies, program delivery methods and structures.	New initiatives continue to be adopted	The RRRF Portal significantly reduced the workload on that project. Zoom/Teams is now the standard for meetings. COVID-19 forced new efficiencies and new ways of operating.
Deliver Churchill Region Economic Development Fund project	Deliver CRED project; overseeing assessments of applications, committee reviews, and monitoring approved project outcomes.	Enhanced economic development activity and community stability in Churchill and Northern Manitoba	Project extended to September 30, '21 to allow for COVID-19 delays. All funding is in essence extended.

## 2.2 Treasurer's Report

CF Manitoba posted a small surplus this past year of \$5,359.

Our Balance Sheet and Income Statement are still being greatly impacted by our existing major projects and the delivery of new operational supports for the Regional Relief and Recovery Fund (RRRF) on behalf of the Government of Canada.

Our Assets decreased by approximately \$940,000 this year, which was almost solely related to a comparable reduction in deferred revenues of \$1.01 million for the CRED program as the funds continued to flow to grant recipients. Our cash position dropped accordingly this year by \$1,002,226 but we still have a healthy cash position of \$1,019,881.

The delivery of the RRRF operational supports largely drove an increase in revenues totaling \$1,038,600 and a corresponding increase in expenditures of \$1,039,457. Specific expense categories that saw notable changes from the previous year included \$1,048,012 more in Service Delivery, an increase of \$57,000 in staffing costs due primarily to the return of two employees to full-time status, an increase of \$16,000 in professional fees related to RRRF, and approximately a \$50,000 decrease in travel and board meeting expenses due to COVID-19 travel restrictions.

Respectfully submitted,

**Mike Tumber**  
Treasurer

## 2.3 Manitoba CF Results

Due to a change in the reporting software used by Western Economic Diversification Canada, limited data was available regarding Manitoba CF organization 2020-2021 performance results through lending and client service. Accordingly, only a comparison of the total results for all 16 CF organizations to the previous year is presented.

The 2020-2021 results also include RRRF loans, making it very difficult to compare regular activity levels on a year-to-year basis. However, CF anecdotal reports indicate that Regular and EDP lending activity decreased significantly, which was directly related to the impacts on the business community of COVID-19.

	\$ Leveraged from Loans	# Clients served	Training / Advisory Services	# Jobs from Loans	# Loans	\$ Loans	Net Cash + Other Investment Assets	Adj. % Gross Cash
2020-2021	\$10,166,770	3,457	5,746	1,251	702	\$23,273,404	\$16,554,923	37
2019-2020	\$8,035,867	2,331	6,281	437	113	\$6,566,257	\$37,120,006	26

## 3.0 Closing Comments

Community Futures Manitoba is grateful for its strong working relationship with Community Futures Organizations. CFM would not exist without the support of these organizations; the members' vision and dedication for this organization are what makes it strong.

Community Futures Manitoba also wishes to acknowledge the support of Western Economic Diversification. Thanks to Barbara Motzney, Sean Barr, Lorne Pelletier, Gerry Marques, Kristina Braun, Michel Loiselle, Bryce Bullock, Declan Moulden, and Sarah Tait for their assistance and input into strengthening the efforts of Manitoba CFs.

Thanks also to the following for their contributions to CFM in 2020-2021:

- Nominations Committee – Darlene Beck, Florence Campbell, Cathy Fidlerchuk
- Staff Training Committee – Tammy Dziadek, Lana Cowling-Mason, Ken Reimer, Sharalyn Reitlo
- CF Network of Canada, CF Pan West Network, and CRED Management Committee Representative – Jim MacMillan
- CF Pan West Rural Opportunities Fund Committee Representative – Edwin Ballantyne

Thank you to all others who contributed to our successes in 2020-2021.