

Dakota Ojibway Community Futures Development Corporation



Annual Performance Report April 1, 2015 to March 31, 2016

Supported by



Western Economic
Diversification Canada

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Canada

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 officer by June 30, 2016

SECTION 1
Board Motion

Motion from your Board of Directors that approved the 2015-16 Annual Performance Report.

Date of Board Meeting:	June 22, 2016
Motion:	To approve the 2015-16 Annual Performance Report
Moved By:	Bob Green
Seconded By:	Barb Esau All in Favor. Carried

SECTION 2
Executive Summary on Overall Performance for 2015-16

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.)

The 2015/16 fiscal year was an extremely busy year! During the year we met or exceeded our projected performance targets. We continue to experience an increase in the number of loans provided to new and existing businesses. During the year we provided 9 loans to new businesses and 4 loans to existing business for a total of 13 loans in the amount of \$219,171. We also leveraged \$353,520, therefore for every dollar loaned we leveraged \$1.61. We also provided 524 business services and served 41 clients, 11 of which were EDP Clients. We delivered 9 business training session to 168 participants. We accessed \$99,529 to delivered 2 on-going and 10 new community based projects within our region. Our nine member communities are all First Nation communities, therefore all investments made and services delivered align with WD’s priority of Economic Growth Acceleration for Indigenous Peoples.

Challenges related to staff retention, recruitment and training include a core budget that hasn’t increased for a number of years. Although we have long-term staff who are committed to the organization, the issue of salary increments comes up every year as wages do not keep up with the cost of inflation. Plans to address these challenges include accessing project dollars to generate other source revenues. Currently we access training dollars from the National Aboriginal Capital Corporation (NACCA) for board and staff training. This past year NACCA reduced funding from 100% of travels costs to 50%, therefore we must adjust our budget accordingly, adding even more strain on our limited budget.

In November 2014 existing policies were reviewed and updated as per WD’s directive, therefore all policies are current and no revisions were required this past fiscal year.

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.

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Client Name	Service Provided <i>(loan, bus. services, comm. planning & implementation)</i>	Description should include: <ul style="list-style-type: none"> • Did it align with GOC/WD Priorities? <ul style="list-style-type: none"> • What role did the CF play? • Describe how this project/loan/service/initiative made a difference in the clients organization and/or community? <ul style="list-style-type: none"> • What were the final outcomes* from the activity? • How has this positively affected your community? • How has this service enhanced the economy in your community? <p style="text-align: center;">(6-8 sentences)</p>
Vision Quest Conferences Inc.	CED Project Major Event	<p>The 19th Annual Vision Quest Conference and Trade Show was held on May 14-16, 2015 at the RBC Convention Centre. Vision Quest Conferences Inc. is a partnership of five Manitoba Aboriginal Community Futures Development Corporations: Cedar Lake CFDC, Dakota Ojibway CFDC, Kitayan CFDC, North Central CFDC, and Southeast CFDC. Vision Quest’s goal is to bring together innovators, entrepreneurs, leaders and youth to discuss and promote Aboriginal Business, Community and Economic Development. This year the conference had 933 participants taking part in workshops, keynote presentations, trade show, youth programming, networking events and gala banquet. Vision Quest offered 12 interactive workshops on a variety of business, community and economic development topics. The Dragon Quest Business Plan competition also took place during Vision Quest. The Dragon Quest competition is held in partnership with the Aboriginal Business Service Network. Vision Quest supports the arts and crafts sector by sponsoring six artists from the Manitoba Region to participate in the Trade Show. This years’ trade show attracted 75 exhibitors. Vision Quest Conference & Trade Show is the Premier Economic Development Conference in Canada!</p>
One Day Information Sessions, Business Plan Training and Financial Literacy (Banking)	CED – Increased Organizational Capacity	<p>One Day Information Session and Financial Literacy (Banking)/Business Plan Training Sessions were delivered to all 9 of our DOCFDC First Nation communities. These sessions were a huge success and encouraged better preparation for entrepreneurship development in our communities. Information from many different resource materials was available and provided to the client to enhance their learning experience and also provide a wider range of information from which to base their entrepreneurial decisions. Clients from all ages participated in the training sessions and some identified their disabilities during discussions. Additional resources were available for entrepreneurs who are dealing with disabilities. We had a total of 168 participants. These sessions have increased the number of clients inquiring about business start-up and expansion. It was a success.</p>
Construction Service	Loans	<p>We provided a loan to an existing business for the purpose of maintenance. The client required a small loan to continue with some contracts as he was short on cash flow and required insurance dollars. Client successfully completed his contracts and came back for another small loan for additional equipment. Foundations are the main construction area the business focuses on. Client very happy that he was able to continue with his business and follow through on existing jobs and attain some new ones.</p>

*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 2015-16 operational priorities listed below:

Innovation: Helping support the development and commercialization of cutting edge technologies. Facilitating and enabling western Canadian businesses to capitalize on research, development and commercialization opportunities.

Skills Development and Training: Helping to promote skills training opportunities in key sectors across Western Canada.

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

Building Capacity for Defence Procurement Opportunities: Helping western SMEs take advantage of federal procurement opportunities, for instance, by acting as a business facilitator and/or promoting western Canadian companies and their capabilities to domestic and international audiences.

Economic Growth Acceleration Opportunities for Indigenous Peoples: Engaging with Indigenous groups to explore opportunities to increase the economic participation of Indigenous peoples with a particular focus on business and economic development, and skills and training.

	Strategy	Planned Project/Initiative (2 – 3 sentences)	Outcome Achieved
1	Innovation – Support business and initiatives that can bring new technologies to Canadian and global markets	Expansion loans to increase business Productivity and Technology.	1 loan requested and approved.
2	Skills Development and Training – Support the promotion of skills training opportunities	Together with the Royal Bank of Canada, the EDP and ABSN Programs we delivered 9 - One Day Information Session and Financial Literacy (Banking)/Business Plan Training Session to all our First Nation communities.	Delivered 9 Business Development Information Sessions to 168 participants. Provided 524 Business Advisory Services.
3	Trade & Investment – Assist business to enter into global markets	Provided a loan for a business expansion request to do business in the United States	1 Loan Approved to assist client with business in the United States.
4	Building Capacity for Defence Procurement Opportunities – Support businesses to take advantage of federal procurement opportunities	N/A	
5	Economic Growth Acceleration Opportunities for Indigenous Peoples – Support participation of Indigenous peoples in economic development	Assisted Economic Growth Acceleration Opportunities for Indigenous People by providing access to capital to new and existing entrepreneurs. We also continue to deliver CED/Business development Projects within our region.	Provided 9 loans to new business and 4 Loans to existing businesses. 10 New CED Projects and 2 On-going CED Projects delivered in our region.
6	Other		

SECTION 5
Collaboration & Cost Efficiencies

Please report back on the cost efficiencies* or collaboration* efforts (CFs, WCBSN or other business service providers) that the organization implemented during 2015-16.

	Collaborations and/or Cost Efficiencies Implemented	If Applicable, Names of WCBSN Partners Involved	Estimated Cost Savings and/or Benefits	Completed / Ongoing
1	Group Buying for Insurance - Office Contents, Theft & Liability	Dakota Ojibway Tribal Council		On-going
2	Group Buying for Insurance -Errors & Omissions, Board & Staff Travel	Community Futures Manitoba		On-going
3	Utilizing texts and emails to communicate with Clients and Board		\$3,000	On-going
4	Utilizing conference calls for Board Meetings when applicable		\$2,500	On-going

*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

In the table below, please ensure an explanation is provided for the following circumstances:

1. Targets were not met or where there was a significant variance of 20% or greater.
2. The organization did not meet the MPS for their group.

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Performance Indicator	2015-16 Target	2015-16 Actual	1. If you did not achieve your targets or exceeded them by 20% or more, please provide a detailed explanation. 2. If you did not meet the MPS for your Group, provide a detailed explanation and plans for ensuring the MPS will be met in 2016-17.
Indicate which Group the CF is in :		Group 3	
Total # of community based projects (New PLUS Ongoing)	2	12	2 Ongoing Community Based Projects: 18 th Annual Vision Quest Conference & Trade Show 10 New Community-Based Projects: Canada Summer Jobs – BSO Intern ABSN/EDP Business Training Sessions Delivered to 9 Communities EDP Client Support TEA X training- Phase I 19 th Annual Vision Quest Conference & Trade Show TEA X Training – Phase II Dakota Nation Winter Fest All Nations Winter Fest Yellowquill College Career Fair Increase in projects due to increase in project dollars accessed.
# of business training session participants	50	168	Delivered 9 Business Training Session Increase in participation due to increase in local promotion.
# of business advisory services	500	524	Provided 524 Business Services, 41 Clients Served, 11 EDP Clients
\$ value of loans (*)	\$200,000	\$219,171	Leveraged Capital \$353,520 Leverage Ratio 1:1.61
# of loans (*)	6	13	9 loans to new businesses and 4 loans to existing businesses. Increase in number of loans due to business advisory/information services provided through local workshops and events. Increase in loans due to increase in new business start-ups and expansions.
# of Projects/Initiatives that align with GOC/WD priorities and (PLUS) # of Loans that align with GOC/WD priorities	1	25	13 Loans and 12 New & Ongoing Community Based Projects. We provide service to 9 First Nation communities within our region. All services provided directly or indirectly support Indigenous Economic Growth. Increase in projects and loans due to increase in project dollars accessed and number of new and expanding businesses.

*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

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SECTION 7
CF Web Reporting

Please provide the hyperlink to the 2015-16 Performance Results posted on your website. (The template for Performance Results 2015-16 was provided to you along with this document.)

2015-16 Performance Report on Website	www.docfdc.mb.ca
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SECTION 8
Loans over \$150,000

Did your CF provide loans over \$150,000 in 2015-16? Yes 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.*

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

SECTION 9
Syndicated Loans

Did your CF participate in any syndicated loans in 2015-16? 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
CF Edmonton	CF Edmonton	\$75,000	\$300,000	5

SECTION 10
Investment Fund

1. WD Investment Fund Activity as of March 30, 2016

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
\$1,000,000	85	\$25,000	5
\$547,708.09	23	\$345,420.07	8

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2. Equity Investment / Related Entities / Subsidiaries as of March 30, 2016

List any CF investments in equity, related entities or subsidiaries as of March 30, 2016

Company Name	Percentage of Shares	Dollar Value
ABC Company	25%	\$25,000
2309378 Manitoba Ltd.	22,383 Class A Preferred Shares	\$28,641

3. FOR THOSE WITH A 3 YEAR AGREEMENT : Interest Transfers up to \$50,000

Please list all interest transfers amounts, the activities, and the WD Investment Fund type.

Activity	WD Investment Fund Source	Amount Transferred
0	Choose an item.	0
	Choose an item.	
	Choose an item.	
	Choose an item.	

4. Interest Transfers above \$50,000 (not included in Section 3) and Interest Transfers for those with 1 year agreements

Please list all interest transfers amounts, the activities, the WD Investment Fund type, and WD approved date.

Activity	WD Investment Fund Source	Amount Transferred	Date WD Approved the Transfer
0	Choose an item.	0	
	Choose an item.		
	Choose an item.		
	Choose an item.		

SECTION 11
Appeals

1. Please report on the following.

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 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, meaningful community based projects or events, etc.