

# Community Futures East Interlake Inc.

# 2016-2017

# Annual General Meeting



Supported by:



Western Economic  
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## COMMUNITY FUTURES EAST INTERLAKE OVERVIEW

*Community Futures East Interlake Inc (CFEI)* is a non-profit community-based Economic Development Organization. Community Futures (CF) is an initiative of the Federal Government of Canada, and administered by Western Economic Diversification Canada. CFs operates across rural and Northern Canada as a grassroots driven program created to stimulate and strengthen rural economies.

### Mission Statement

“Community Futures East Interlake strengthens communities in the region through innovative community economic development and business support services.”

*CFEI* is one of 16 Community Future Organizations that operates in the province of Manitoba. The region represents local municipal governments, businesses and local economic development groups within the East Interlake region. It is governed by a dedicated Board of Directors, each representing one of the areas which comprise the East Interlake region.

At Community Futures, our commitment is to facilitate the processes involved in all aspects of community economic development, including job creation, community decision-making, organizational development and long-term viability and prosperity.

In fulfilling this commitment, *Community Futures East Interlake* recognizes that a number of regional needs must be addressed. These needs are developed along 3 main themes - Business Development Services, Business Financing and Community Economic Development Planning.

### Business Development Services

*Community Futures East Interlake* provides general business counseling and technical assistance in the development and planning of a new business or business expansion. This includes many services and involves all aspects of starting and running a business, including:

- ✍ Business plan development
- ✍ Feasibility and market analysis
- ✍ Marketing
- ✍ Bookkeeping
- ✍ Financial statement analysis and cash flow projections
- ✍ Accessing financing
- ✍ Access to resource and research material, including access to one of the largest collections of business and trade information in Canada.
- ✍ Business training, seminars and referrals to additional professional services.

**Self-Employment Program** is a partnership between *Community Futures East Interlake* and Manitoba Education & Training (MET) where the objective is to assist eligible unemployed individuals to achieve economic self-sufficiency through the creation of their own jobs. This program provides participants with the training and support necessary to start a business while receiving financial benefits in the first months of establishing a business.

## Business Financing

Once a business plan has been developed, *Community Futures East Interlake* encourages clients to seek financing through traditional lenders. *CFEI* is also a source of alternate financing for qualifying clients within East Interlake geographic boundaries who are unable to obtain sufficient financing through traditional means. Interest rates are fixed for the term and repayment terms are set at a maximum of 10 years.

*CFEI* provides this higher-risk lending via:

- ✿ General Loan Investment Fund – up to \$150,000
- ✿ Micro Loan Program – up to \$20,000
- ✿ Entrepreneurs with Disability Loan Investment Fund – up to \$150,000
- ✿ Youth Entrepreneur Loan Investment Fund – up to \$25,000
- ✿ Youth Micro Loan Program – up to \$4,000

## Community Economic Development Planning

*Community Futures East Interlake's goal is to diversify and strengthen East Interlake's economic foundation and opportunities.*

Community Economic Development (CED) is defined as local people acting to stimulate, create and promote the economic potential of a community and enhance its social conditions and quality of life. CED is a vital community-directed process that is often the most overlooked yet most valuable aspect of community growth. Without proper planning and discussion, tangible growth can be difficult to achieve.

Community and Strategic Planning is a formal facilitation process which extracts vital opinions and goals and provides planning assistance to help develop a logical road map for the community to follow. Communities, service groups and organizations benefit tremendously when past accomplishments are reviewed and future goals established.

By creating partnerships with communities in the region, their agencies and organizations, *Community Futures East Interlake* provides an advisory role in solving long-term economic problems. This helps to identify opportunities and capitalize on project and product development.

## BOARD OF DIRECTORS

*Community Futures East Interlake* operates under the guidance of a Board of Directors. There are eleven volunteer community representatives nominated by their Municipal Councils that oversee the activities of *CFEI*.

*Community Futures East Interlake's* Board of Directors:

<b><u>Member</u></b>	<b><u>Position</u></b>	<b><u>Community</u></b>	<b><u>Date Appointed</u></b>
<b>Randy Woroniuk</b>	Director	Gimli	June 2015
<b>Warren Ostertag</b>	Director	RM of Bifrost-Riverton	November 2015
<b>Randy Sigurdson</b>	Secretary/Treasurer	Arborg	December 2010
<b>Jim Campbell</b>	Vice-Chair	RM of Rockwood	December 2014
<b>Tony Pimentel</b>	Director	Winnipeg Beach	November 2015
<b>Angela Emms</b>	Director	Rosser	December 2014
<b>Shannon Pyziak</b>	Director	RM of Fisher	December 2014
<b>Carol Lavallee</b>	Director	Armstrong	October 2013
<b>David Oberding</b>	Chair	Dunnottar	October 2010

<b>Ross Thompson</b>	Director	Stonewall	October 2016
<b>Evelyn Stocki</b>	Director	Member at Large	April 2016
<b>Steve Lupky</b>	Director	Member at Large	April 2016

### **EXECUTIVE COMMITTEE**

*The officers of the Corporation form the Executive Committee, elected by the Board for a one year term. Responsible for developing and recommending strategic plans, yearly operating plans, changes to policies and procedures and amendments to the by-laws:*

<b>David Oberding</b>	<i>Chairperson</i>
<b>Jim Campbell</b>	<i>Vice-Chairperson</i>
<b>Randy Sigurdson</b>	<i>Secretary/Treasurer</i>

### **Building Interlake Growth Program (BIG)**

*Responsible for the review and grant approval of up to \$5,000 to non-profit organizations undertaking economic development projects in the east Interlake region.*

**Tony Pimentel**  
**Carol Lavallee**  
**David Oberding**  
**Angela Emms**  
**Jim Campbell**

### **Personnel Committee**

*Responsible for the human resources of the corporation.*

**David Oberding**  
**Jim Campbell**  
**Randy Sigurdson**  
**Randy Woroniuk**  
**Warren Ostertag**

### **Marketing Committee**

*Works with staff to promote organization.*

**Randy Woroniuk**  
**Warren Ostertag**

## ***Board Member Participation***

### **ORGANIZATIONAL DEVELOPMENT AND GOVERNANCE**

- Board members have a vision of where *Community Futures East Interlake* needs to be going to encourage growth and development of our communities and the region. They have the principle responsibility for establishing and carrying out *CFEI's* mission and strategic objectives.

- Board members establish a clear organizational mission, develop a clear, long-range strategic plan and govern its operation by setting out the priorities, establishing the goals and objectives for *CFEI* then evaluating the plan's success.
- Directors are fully versed with the organization's goals, objectives, programs and services, projects, budget processes and financial situation. They regularly review monthly staff activity and financial reports and have a clear understanding of them. They accept responsibility for overseeing administration, assets, liabilities, contracts and overall policies of the organization. They ensure all disbursements, agreements and contracts are board-authorized.
- Board members are governed by the communities they represent. They effectively provide governance for the corporation, keeping board and staff focused on the issues that are important to the region and its communities, yet delegate the day-to-day operational matters and implementation of its policies to the management.
- Every board member is a "trustee" of *CFEI's* finances. They protect the integrity of *CFEI's* finances by establishing and approving financial policies, including annual operating budgets. They set the budget in support of the *CFEI's* activities and monitor expenditures. They work with management to ensure there are regular, clear and detailed financial reports provided to the board.
- Board members ensure accountability of the organization to government and participating communities. They ultimately accept legal responsibility for the organization.
- Board members and management regularly review their programs and services to ensure that the corporation's offerings reflect future rather than past needs of the community/region that it serves. They continue to be "leaders of change".
- Board members are knowledgeable, have diverse backgrounds and skills, and they bring these skills and experience to the corporation and to our communities. They are willing to share their knowledge and expertise. They encourage staff training and professional development and are always willing to take training themselves.
- Board members have a positive impact on our communities through bringing about change by actively participating at meetings and participating on committees and sub-committees. Enthusiastic about the activities of the corporation, they bring tremendous energy to the work of community and business development.

### **COMMUNITY DEVELOPMENT**

- Board members are community leaders who volunteer their time to provide community-based direction and support to the corporation. They provide a source for new directions for *CFEI* by capturing new community opportunities and ideas, bringing them to the attention of the organization for our participation. They effectively communicate the impact current *CFEI* activities are having on the community.
- The essential link between *CFEI* and their communities, directors are representative of the developmental interests and needs of their communities. They play a vital role in their community's economic development and diversification by bringing the needs and interests of the community, region and local organizations back to *CFEI*, and vice-versa.
- Acting on behalf of their constituents, board members are accountable to their communities. They work hard to mobilize their communities to achieve stronger, more sustainable, diversified futures for their communities.
- Board members take on regional projects. They participate on sub-committees as required to assist communities to successfully implement identified economic diversification strategies.
- Board members represent *CFEI* in the community, actively marketing and promoting our services. They are ambassadors to *CFEI*, lobbying on behalf of the organization, the region, and their communities.

## **BUSINESS DEVELOPMENT**

- Members of the board oversee the delivery of the loans programs, making all lending and Self-Employment Program approval decisions. They decide loan approvals, loan amounts and repayment terms. Board members assess the availability of funds and ensure that all financial resources of *CFEI* are utilized effectively.
- Board members provide an ongoing review of existing client files and bring knowledge of community needs into the business loan decision. As much as possible, they contribute input about the character of the loan clients within their communities. Keeping an ear to the ground, directors provide an informal monitoring of client business activities within their communities.
- Our loan committee members bring a wide variety of expertise to the table. They have experience in running a business, understanding cash flows, understanding the local consumer, etc. They offer this experience to all loan decisions.

## **STAFF**

### **Tammy Dziadek, *General Manager***

Tammy has been with *Community Futures East Interlake* since January 1994. In January of 2004 she became the General Manager of the corporation. Tammy presently provides business development services, lending services, strategic planning, project planning and development, assistance to community groups, directs corporation business and is the corporate liaison for the Board of Directors. If your business or communities needs help, she will assist.

### **Deanna Fridfinnson, *Economic Development Coordinator***

Deanna joined the team in February 2010. She brings over 11 years of business experience and numerous years of community development expertise. Deanna coordinates and oversees the Self-Employment Program, assists with loans, business training and community development project coordination. She offers business counseling, planning assistance, business start-up, financing assistance, project development and training development. She helps you find the business resources you need to succeed.

### **Eugene Zalevich, *Economic Development Analyst***

Eugene joined the team in March 2010. Eugene coordinates and oversees the Build Interlake Growth (B.I.G) Program, assists with loans and the self-employment program and provides community development project coordination. He offers business counseling, planning assistance, financing assistance, assistance with community development issues, and assistance to communities/groups with funding proposal development. He helps communities help themselves. He is also the Immigrant Settlement Service Officer.

### **Lisa O'Neill, *Office Administration & Loan Administration***

Lisa joined Community Futures in July 2016. She brings municipal government and accounting experience to the organization. Lisa manages all aspects of loan administration and the accounting functions of the office.



## ANNUAL GENERAL MEETING

Thursday, June 15, 2017

Winnipeg Beach Recreation Centre, Town of Winnipeg Beach

6:00 PM

### AGENDA

1. Call Meeting to Order
2. Adoption of Agenda
3. Confirmation of Minutes
4. Business Arising from Minutes
5. Approval of Corporation's Actions in the 2016-2017 Fiscal Year
6. Election of Officers
7. Review of 2016-2017 Audited Financial Statements
8. Confirmation of Auditors
9. Reports
  - a) Message from the Chair
  - b) General Manager Report
  - c) Business Development and Loans Report
  - d) Community Economic Development Report
  - e) Marketing Committee Report
10. Other Business
11. Adjournment

**Community Futures East Interlake  
Annual General Meeting  
Thursday, June 16, 2016  
Arborg and District Multi Cultural Heritage Village  
Arborg, Manitoba  
3:00 P.M.**

**Present:** David Oberding, Randy Sigurdson, Carol Lavallee, Randy Woroniuk, Steve Lupky, Warren Ostertag, Angela Emms, & Tony Pimentel

**Absent with notice:** Shannon Pyziak, Jim Campbell, & Evelyn Stocki

**Others:** Tammy Dziadek, General Manager; Philip Thorkelson, Office Administration ; Deanna Fridfinnson, Economic Development Coordinator; Eugene Zalevich, Economic Development Analyst.

1. CALL MEETING TO ORDER:

-The meeting was called to order by the chair at 3:07 pm.

2. ADOPTION OF AGENDA:

**Moved by:** Randy Woroniuk  
**Seconded by:** Tony Pimentel

**THAT the June 19, 2016 agenda be adopted as circulated.  
CARRIED**

3. CONFIRMATION OF MINUTES

**Moved by:** Carol Lavallee  
**Seconded by:** Randy Sigurdson

**THAT the July 25, 2015 Annual General Meeting Minutes be approved as presented.  
CARRIED**

4. BUSINESS ARISING FROM MINUTES

-There was no business arising from the minutes.

5. APPROVAL OF CORPORATION'S ACTIONS IN THE 2014/2015 FISCAL YEAR

**Moved by:** Randy Woroniuk

**Seconded by:** Tony Pimentel

**THAT the actions of Community Futures East Interlake for the operation year of April 1, 2015 to March 31, 2016 be accepted.**

**CARRIED**

6. REVIEW OF 2015/2016 AUDITED FINANCIAL STATEMENTS

**Moved by:** Randy Sigurdson

**Seconded by:** Randy Woroniuk

**THAT the 2015/2016 Financial Statements be approved.**

**CARRIED**

7. CONFIRMATION OF AUDITORS

**Moved by:** Warren Ostertag

**Seconded by:** Angela Emms

**THAT Community Futures East Interlake appoint Thornton & Co as Auditors for the fiscal year 2016/2017.**

**CARRIED**

8. ELECTION OF OFFICERS

David Oberding stepped down as vice chair of the CFEI Board of Directors. Tammy Dziadek, *General Manager*, took over the meeting for the election of officers and called for nominations for Secretary Treasurer.

**Tony Pimentel nominated Randy Sigurdson**

**Second call for nominations – none**

**Third call for nominations - none**

**Moved by:** Angela Emms  
**Seconded by:** Carol Lavallee

**THAT nominations for Secretary Treasurer cease.  
CARRIED**

**Randy Sigurdson** was declared Secretary Treasurer of Community Futures East Interlake by acclamation.

**Tammy Dziadek**, General Manager, called for nominations for Vice-Chair.

**Steve Lupky** nominated **Jim Campbell** for Vice-Chair.

**Second call for nominations – none**

**Third call for nominations – none**

**Moved by:** Warren Ostertag  
**Seconded by:** David Oberding

**THAT nominations for Vice-Chair cease.  
CARRIED**

**Jim Campbell** was declared Vice-Chair of Community Futures East Interlake by acclamation.

**Tammy Dziadek**, General Manager, called for nominations for Chair.

**Carol Lavallee** nominated **David Oberding** for Chair

**Second call for nominations – none**

**Third call for nominations – none**

**Moved by** Tony Pimentel  
**Seconded by** Angela Emms

**THAT nominations for Chair cease.  
CARRIED**

**David Oberding** was declared Chair of Community Futures East Interlake by acclamation.

Tammy Dziadek turned the Chair back to David Oberding.

## 9. REPORTS

- a. Message from Chair
  - David Oberding presented this report.
- b. General Manager Report
  - Tammy Dziadek presented this report.
- c. Business Development Report
  - Deanna Fridfinnson presented this report.
- d. Loans Report
  - Tammy Dziadek presented this report.
- e. Community Economic Development Report
  - Eugene Zalevich presented this report.
- f. Marketing Committee Report
  - Tammy Dziadek presented this report.

**Moved by:** Randy Woroniuk  
**Seconded by:** Carol Lavallee

**THAT all reports be received as presented.  
CARRIED**

## 10. OTHER BUSINESS

-There was no other business.

## 11. ADJOURNMENT

**Moved by:** Steve Lupky  
**Seconded by:** Tony Pimentel

**THAT the meeting adjourn at 3:42 pm.  
CARRIED**

# FINANCIAL STATEMENTS

FISCAL YEAR 2015/2016

## COMMUNITY FUTURES EAST INTERLAKE INC COMMUNITY FUTURES EAST INTERLAKE INC

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Year Ended March 31, 2017

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*Thornton & Co.*

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## INDEPENDENT AUDITOR'S REPORT

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To the Members of Community Futures East Interlake *lpc*

We have audited the accompanying financial statements of Community Futures East Interlake *lpc*, which comprise the statement of financial position as at March 31, 2017 and the statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Community Futures East Interlake *lpc* as at March 31, 2017 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Winnipeg, MB

CHARTERED PROFESSIONAL ACCOUNTANTS

Statement of Financial Position

March 31, 2017

	2017	2016
<b>ASSETS</b>		
<b>CURRENT</b>		
Cash	\$ 596,466	\$ 770,549
Term deposits	970,900	937,248
Accounts receivable	36,094	52,109
Bank deposits - loan guarantees	70,000	85,000
Interest receivable	151,967	135,990
Goods and services tax recoverable	1,958	1,855
	<u>1,827,385</u>	<u>1,982,749</u>
TANGIBLE CAPITAL ASSETS (Note 5)	382,876	380,304
LONG-TERM INVESTMENTS	931,474	683,582
CFIF INVESTMENT	<u>346,877</u>	<u>346,877</u>
	<u>\$ 3,488,612</u>	<u>\$ 3,373,512</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT</b>		
Accounts payable	\$ 28,197	\$ 26,248
Wages payable	16,432	14,571
Deferred income	<u>59,576</u>	<u>60,989</u>
	104,205	101,808
REPAYABLE INVESTMENT FUND	<u>475,000</u>	<u>475,000</u>
	<u>579,205</u>	<u>576,808</u>
<b>NET ASSETS</b>		
General fund	1,439,719	1,349,588
Investment in capital assets	382,876	380,304
Contributed surplus	<u>1,086,812</u>	<u>1,086,812</u>
	<u>2,909,407</u>	<u>2,796,704</u>
	<u>\$ 3,488,612</u>	<u>\$ 3,373,512</u>

ON BEHALF OF THE BOARD

\_\_\_\_\_  
Director

\_\_\_\_\_  
Director

*Thornton & Co.*

See notes to financial statements

COMMUNITY FUTURES EAST INTERLAKE INC

Statement of Revenues and Expenditures

Year Ended March 31, 2017

	2017	2016
<b>REVENUE</b>		
Western Diversification Contributions	\$ 296,116	\$ 298,118
Interest	102,509	102,591
Citizenship and Immigration Canada	43,011	43,805
NEICOM Inc. revenue	15,000	3,525
Elevate program revenue	14,000	-
Other	13,061	4,874
SEA Program and small business training	10,400	13,200
Projects	10,000	-
Project revenue and workshops	8,328	21,138
Income from prior year deferred	2,463	9,460
	<u>514,888</u>	<u>494,507</u>
<b>EXPENSES</b>		
Administration contributions	5,611	5,622
Advertising and promotion	3,710	11,822
Annual General Meeting	354	427
Bad debts	21,070	37,773
Credit checks	1,087	2,630
Delivery assistance tools	5,967	5,358
Equipment leases and purchases	10,801	7,810
GST expense	77	67
Insurance	1,409	1,215
Interest and bank charges	29	54
Miscellaneous	449	334
Office supplies and postage	3,333	7,849
Professional fees	11,203	11,914
Project and workshop costs	17,514	40,470
Property taxes	3,146	3,118
SEA program and small business training	319	13,200
Subscriptions and memberships	12,118	8,512
Telecommunications	3,080	3,918
Training and development	5,558	5,831
Travel	24,179	24,152
Utilities and maintenance	42,871	12,304
Wages and benefits	253,064	221,819
	<u>426,949</u>	<u>426,197</u>
<b>EXCESS OF REVENUE OVER EXPENSES</b>	<b>\$ 87,939</b>	<b>\$ 68,310</b>

*Thornton & Co.*

See notes to financial statements

COMMUNITY FUTURES EAST INTERLAKE INC

Statement of Changes in Net Assets

Year Ended March 31, 2017

	General Fund	Investment in Capital Assets	Contributed Surplus	2017	2016
<b>NET ASSETS - BEGINNING OF YEAR</b>	\$ 1,349,588	\$ 360,304	\$ 1,086,812	\$ 2,796,704	\$ 2,718,780
Excess of revenue over expenses	87,939	-	-	87,939	68,310
Prior period adjustments	2,192	-	-	2,192	-
Investment in capital assets	-	22,572	-	22,572	9,615
<b>NET ASSETS - END OF YEAR</b>	\$ 1,439,719	\$ 382,876	\$ 1,086,812	\$ 2,909,407	\$ 2,796,705

COMMUNITY FUTURES EAST INTERLAKE INC

Statement of Cash Flows

Year Ended March 31, 2017

	2017	2016
<b>OPERATING ACTIVITIES</b>		
Excess of revenue over expenses	\$ 87,939	\$ 68,310
Item not affecting cash:		
Prior period adjustment	2,192	-
	<u>90,131</u>	<u>68,310</u>
Changes in non-cash working capital:		
Accounts receivable	16,015	(17,702)
Interest receivable	(15,977)	(28,818)
Accounts payable	1,949	(7,550)
Deferred income	(1,413)	14,091
Goods and services tax recoverable	(103)	(517)
Wages payable	1,861	(3,548)
	<u>2,332</u>	<u>(42,044)</u>
Cash flow from operating activities	<u>92,463</u>	<u>26,266</u>
<b>INVESTING ACTIVITIES</b>		
CFIF Investment	-	13,123
Net change in Long-term investments	<u>(247,892)</u>	<u>97,883</u>
Cash flow from (used by) investing activities	<u>(247,892)</u>	<u>111,006</u>
<b>FINANCING ACTIVITY</b>		
Bank deposits - loan guarantees	<u>15,000</u>	<u>85,000</u>
<b>INCREASE (DECREASE) IN CASH FLOW</b>	<u>(140,429)</u>	<u>222,272</u>
Cash - beginning of year	<u>1,707,795</u>	<u>1,485,523</u>
<b>+</b> CASH - END OF YEAR	<u>\$ 1,567,366</u>	<u>\$ 1,707,795</u>
<b>CASH CONSISTS OF:</b>		
Cash	\$ 596,466	\$ 770,549
Term deposits	970,900	937,246
	<u>\$ 1,567,366</u>	<u>\$ 1,707,795</u>

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See notes to financial statements

## COMMUNITY FUTURES EAST INTERLAKE INC

### Notes to Financial Statements

Year Ended March 31, 2017

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#### 1. DESCRIPTION OF ORGANIZATION

Community Futures East Interlake Inc. is a community based organization that provides loans and financial services to small businesses in the East Interlake Region of Manitoba that are otherwise unable to obtain financing, and also provides community economic development services. The program which is being funded by the Community Futures Program was formed to foster the economic development of the region. The Corporation was incorporated under the Manitoba Companies Act as a non-profit organization on April 20, 1985. It is exempt from income taxes under the Income Tax Act section 149 (d) as a non-profit organization.

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#### 2. BASIS OF PRESENTATION

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNFPFO).

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#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

##### Revenue recognition

Community Futures East Interlake Inc. follows the deferral method of accounting for contributions.

Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Restricted investment income is recognized as revenue in the year in which the related expenses are incurred. Unrestricted investment income is recognized as revenue when earned.

Seminar fees are recognized as revenue when the seminars are held.

##### Investments and other non-cash assets

All gains and losses from the sale, collection, or other disposition of investments and other non-cash assets are accounted for in the fund that owned the assets.

Ordinary income from investments, receivables, and similar assets is accounted for in the fund owning the assets.

##### Tangible capital assets

Tangible capital assets are stated at cost less recoverable GST. Tangible capital assets are expensed in the year of purchase and added back to the Statement of Financial Position with an offsetting entry to Investment in Tangible Capital Assets. No amortization is taken on the tangible capital assets.

The Company regularly reviews its capital assets to eliminate obsolete items. Government grants are treated as a reduction of capital asset cost.

(continues)

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COMMUNITY FUTURES EAST INTERLAKE INC

Notes to Financial Statements

Year Ended March 31, 2017

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Measurement uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

4. LOAN GUARANTEES

Loan guarantees are term deposits that have been committed as security for client loans at various financial institutions for the purpose represented by the Board of Directors in its Organizational Mandate. These term deposits are therefore subject to potential loss. As of March 31, 2017, loan guarantees total \$70,000 (2016- \$85,000).

	Loan Guarantee	Provision for Doubtful Loans	Balance
Investment Fund	\$ 40,000	\$ -	\$ 40,000
Repayable Fund	30,000	-	30,000
	<u>\$ 70,000</u>	<u>\$ -</u>	<u>\$ 70,000</u>

5. TANGIBLE CAPITAL ASSETS

	Cost	Accumulated amortization	2017 Net book value	2016 Net book value
Land	\$ 11,820	\$ -	\$ 11,820	\$ 11,820
Buildings	190,738	-	190,738	188,168
Equipment	180,318	-	180,318	180,318
	<u>\$ 382,876</u>	<u>\$ -</u>	<u>\$ 382,876</u>	<u>\$ 380,304</u>

6. CONTRIBUTED SURPLUS - INVESTMENT FUND

Contributed surplus consists of grants from the Community Futures Program to be used for the purpose of local employment through loans, loan guarantees and equity investments.

*Thornton & Co.*

COMMUNITY FUTURES EAST INTERLAKE INC

Notes to Financial Statements

Year Ended March 31, 2017

7. LONG-TERM INVESTMENTS

	Loans receivable	Provision for Doubtful Loans	Balance
Investment Fund	\$ 904,443	\$ 94,888	\$ 809,755
Disabled Entrepreneur Fund	151,266	64,601	86,665
Repayable Fund	74,019	66,483	7,556
	<u>\$ 1,129,728</u>	<u>\$ 225,752</u>	<u>\$ 903,976</u>

8. PROVISION FOR DOUBTFUL LOANS

The Board of Directors and management have agreed upon and created an account for potential doubtful accounts. The Board of Directors and management review outstanding loan receivables and loan guarantees annually or as necessary. Loans that are determined to be uncollectible will be offset against the Provision for Doubtful Loans.

9. SUMMARY OF SURPLUS BY FUND

Fund	General Fund	Investment in Capital Assets	Contributed Surplus	2017	2016
Administration	\$ 7,084	\$ 382,876	\$ -	\$ 389,940	\$ 365,177
Investment Fund	2,353,334	-	-	2,353,334	2,268,402
Youth Fund	125,657	-	-	125,657	119,953
Disabled Entrepreneurs Fund	60,926	-	-	60,926	65,373
Repayable Fund	(28,172)	-	-	(28,172)	(29,921)
B.I.G.	7,721	-	-	7,721	7,721
	<u>\$ 2,526,530</u>	<u>\$ 382,876</u>	<u>\$ -</u>	<u>\$ 2,909,406</u>	<u>\$ 2,796,705</u>

10. LOAN WRITE-OFF

There are non-performing loans which have been reviewed by the Board of Directors and management and are determined to be uncollectible.

*Thornton & Co.*

## COMMUNITY FUTURES EAST INTERLAKE INC

### Notes to Financial Statements

Year Ended March 31, 2017

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#### 11. REPAYABLE TO W.E.D.

The Organization is in receipt of monies from the Government of Canada to provide loans to specific groups in their mandate area. These were:

1. \$75,000 to provide a repayable investment fund
2. \$200,000 to provide a repayable disabled entrepreneur investment fund
3. \$200,000 to provide a repayable youth investment fund

The repayment commencement date has not been determined under the terms and conditions of the agreement with the Government of Canada.

	Principle	Total Repayable
Repayable investment loan	\$ 75,000	\$ 75,000
Disable Entrepreneurs loan	200,000	200,000
Youth loan	200,000	200,000
	<hr/>	<hr/>
	\$ 475,000	\$ 475,000

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#### 12. FINANCIAL INSTRUMENTS

The organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the organization's risk exposure and concentration as of March 31, 2017.

##### Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The organization is exposed to credit risk from clients. In order to reduce its credit risk, the organization reviews a new client's credit history before extending credit and conducts regular reviews of its existing clients' credit performance. A provision for doubtful loans is established based upon factors surrounding the credit risk of specific loans, historical trends and other information. The organization has a significant number of clients which minimizes concentration of credit risk.

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#### 13. ECONOMIC DEPENDENCE

Community Futures East Interlake Inc. receives at least 80% of its operating revenue from the Department of Western Economic Diversification, a sub-division of the federal government, and is economically dependent on it. The present contract the Organization has with the Department expires March 31, 2018.

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COMMUNITY FUTURES EAST INTERLAKE INC

Notes to Financial Statements

Year Ended March 31, 2017



14. INTEREST ANALYSIS

	Long-term investments	Short-term investments	2017	2016
Investment fund	\$ 61,633	\$ 22,804	\$ 84,437	\$ -
Youth fund	2,745	2,959	5,704	-
Disabled Entrepreneurs fund	7,727	1,662	9,389	-
Repayable loan fund	2,330	649	2,979	-
	<u>\$ 74,435</u>	<u>\$ 28,074</u>	<u>\$ 102,509</u>	<u>\$ -</u>

15. COMMITTED FUNDS

As part of the Build Interlake Growth Program, funding has been committed to the following projects:

	2017
2015/2016 Approved projects	\$ 2,016
Arborg District Heritage Village Phase II	5,000
Stony Mountain BMX track	5,000
2016/2017 Approved Projects	2,017
Interlake Snow Trackers Groomer Drag	5,000
Arborg Frost CDC Central Interlake Training Centre	8,000
	<u>\$ 27,033</u>

As of March 31, 2017, these projects were not to the point of completion where the funds could be considered due and payable and therefore are not reflected in the financial statements.

16. COMMUNITY FUTURES INVESTMENT FUND

Community Futures East Interlake Inc. has contributed to the Community Futures Investment Fund, a fund administered by Community Futures Manitoba Inc. to provide loans to regional Community Futures organizations. As of March 31, 2017, Community Futures East Interlake Inc. has \$346,877 principal (\$346,877 - 2016), plus accrued interest of \$113,491 invested in the fund. The amount is recallable and therefore is recorded as a current asset in the financial statements. In 2012/13 one of the Investments was deemed uncollectible and was there for written off as bad debt. Previously this one time write down was reflected by CFIF as a reduction to the accrued interest. In 2015/16, CFIF reclassified the one time write down as a reduction in the principal balance of the investments and restored the balance of the accrued interest receivable. This reclassification by CFIF resulted in a decrease in principal balance for CFEI Inc of \$13,123 and an increase in accrued accounts receivable by this same amount.

17. LOANS RECEIVABLE

All loans issued by the Organization have been for the purpose represented by the Board of Directors in its mandate.

*Thornton & Co.*

COMMUNITY FUTURES EAST INTERLAKE INC

Administration  
(Schedule 1)

Year Ended March 31, 2017

	2017	2016
<b>REVENUE</b>		
Western Diversification Contributions	\$ 296,116	\$ 298,118
NEICOM Inc. revenue	15,000	3,525
Elevate program revenue	14,000	-
SEA Program and small business training	10,400	13,200
Project revenue and workshops	8,328	21,138
Loan fees	3,493	884
Other	3,439	1,218
Income from prior year deferred	2,463	9,480
	<u>353,239</u>	<u>345,539</u>
<b>EXPENSES</b>		
AGM	354	427
Advertising	3,710	11,822
Bad debt expense	375	2,803
Credit checks	1,087	2,630
Equipment lease and purchases	10,801	7,810
Insurance	1,409	1,215
Interest and bank charges	25	50
Miscellaneous	449	334
Office supplies and postage	3,333	7,849
Professional fees	11,203	10,915
Project and workshop costs	7,514	40,470
Property tax	3,146	3,118
SEA program and small business training	319	13,200
Subscriptions & memberships	12,118	8,512
Telecommunications	3,080	3,918
Training and development	5,531	4,370
Travel	23,174	23,179
Utilities and maintenance	42,871	12,304
Wages and benefits	222,740	191,498
	<u>353,239</u>	<u>348,420</u>
<b>LOSS FROM OPERATIONS</b>	<b>\$ -</b>	<b>\$ (881)</b>

*Thornton & Co.*

See notes to financial statements

COMMUNITY FUTURES EAST INTERLAKE INC

Interlake Immigrant Settlement Services  
(Schedule 2)

Year Ended March 31, 2017

	2017	2016
<b>REVENUE</b>		
Government of Canada - Citizenship & Immigration	\$ 43,011	\$ 43,805
<b>EXPENSES</b>		
Administration expense	5,611	5,621
Delivery assistance tools	5,967	5,358
GST expense	77	67
Training and development	27	1,461
Travel	1,005	974
Wages and benefits	30,324	30,324
	<u>43,011</u>	<u>43,805</u>
<b>INCOME FROM OPERATIONS</b>	<u>\$ -</u>	<u>\$ -</u>

COMMUNITY FUTURES EAST INTERLAKE INC

Investment Fund  
(Schedule 3)

Year Ended March 31, 2017

	2017	2016
<b>REVENUE</b>		
Interest	\$ 84,437	\$ 75,760
Other	500	2,053
	<u>84,937</u>	<u>77,813</u>
<b>EXPENSES</b>		
Bad debts	-	11,483
Interest and bank charges	4	5
Professional fees	-	1,000
	<u>4</u>	<u>12,488</u>
<b>INCOME FROM OPERATIONS</b>	<u>\$ 84,933</u>	<u>\$ 65,325</u>

COMMUNITY FUTURES EAST INTERLAKE INC

Investment Fund - Youth  
(Schedule 4)

Year Ended March 31, 2017

	2017	2016
<b>REVENUE</b>		
Interest	\$ 5,704	\$ 6,653
Other	-	32
	<u>5,704</u>	<u>6,685</u>
<b>EXPENSES</b>		
Bad debts	-	97
	<u>-</u>	<u>97</u>
<b>INCOME FROM OPERATIONS</b>	<u>\$ 5,704</u>	<u>\$ 6,588</u>

COMMUNITY FUTURES EAST INTERLAKE INC

Investment Fund - Disabled Entrepreneurs  
(Schedule 5)

Year Ended March 31, 2017

	2017	2016
<b>REVENUE</b>		
Interest	\$ 9,389	\$ 16,138
Other	<u>5,315</u>	<u>175</u>
	14,704	16,311
<b>EXPENSES</b>		
Bad debts	<u>19,151</u>	<u>16,302</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ (4,447)</u>	<u>\$ 9</u>

COMMUNITY FUTURES EAST INTERLAKE INC

Repayable Investment Fund  
(Schedule 6)

Year Ended March 31, 2017

	2017	2016
<b>REVENUE</b>		
Interest	\$ 2,979	\$ 4,042
Other	314	312
	<u>3,293</u>	<u>4,354</u>
<b>EXPENSES</b>		
Bad debts	<u>1,544</u>	<u>7,088</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ 1,749</u>	<u>\$ (2,734)</u>

COMMUNITY FUTURES EAST INTERLAKE INC

Build Interlake Growth  
(Schedule 7)

Year Ended March 31, 2017

	2017	2018
REVENUE	\$ 10,000	\$ -
EXPENSES		
Project and workshop costs	10,000	-
INCOME FROM OPERATIONS	\$ -	\$ -

## MESSAGE FROM THE CHAIR

Greetings to the communities of the East Interlake and guests.

It is my pleasure to welcome you to our 31<sup>st</sup> Annual General Meeting. Our program has been a strong supporter of business and community development in the East Interlake region for the past 30 plus years.

It is through strong partnerships with our local chambers, community development corporations and municipalities that we are able to do the work we do. We offer planning and project assistance while working with entrepreneurs to develop, start and grow their businesses. These key activities are provided on a daily basis to local non-profit organizations and businesses. Your success is our success.

We continue to strive to provide relevant programming, planning and lending services in our region. Our program continues to evolve with the needs of the communities and local entrepreneurs. This year we saw an increase in technical services that was directly related to the growing needs of entrepreneurs. Our program responded to the increased demand and worked with entrepreneurs to access additional resources and services.

I wish to extend a sincere thank you to all the community volunteers and to our dedicated board and staff for their hard work on behalf of our region.

Sincerely,

*David Oberding, Chair*



## GENERAL MANAGER'S CORPORATE OVERVIEW

FOR THE FISCAL YEAR 2016/2017

This has been a very busy year for our office on the business development side. We saw a major increase in our technical assistance services directly related to the Elevate Program. This program provided support and additional resources to Entrepreneurs with a Disability, enabling them to grow and move their business forward in a more efficient and effective manner.

We were also very busy working with various community groups and chambers to deliver surveys on topics such as membership needs, planning and community needs input. This is a valuable resource and service for our local non-profit organizations. They gather valuable input from their membership and community members.

We continue to work closely with many of our partners on community projects and development opportunities within our region. We are also working closely with the provincial Economic Development Association of Manitoba to provide community development training for economic development professionals and municipalities. This is important to our region and Province of Manitoba. Our region has seen new economic developers and will see the retirement of others in the next few years. With new people comes the need to train and grow our professionals to better serve their municipalities. We have seen the need over the years for a better understanding of economic development by our community leaders and the importance of its long-term benefits from investment today as the key to growing our region.

Our office continues to offer the Interlake Immigrant Settlement Services. This program provides a valuable resource to permanent residents and refugees. Our office works with clients to provide additional services such as English conversation circles to meet their settlement needs. There was an increase in the number of clients we worked with this year on this program.

I would like to send a big thank you out to our Board and staff for all of their hard work to meet our targets and goals this years.

Respectfully submitted by,

*Tammy Dziadek, General Manager*

## BUSINESS DEVELOPMENT OVERVIEW

	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
<b>Loans Advanced</b>	8	7	12	9	10	8	8
<b>Total Loan Value</b>	\$180,025	\$448,468	\$387,407	\$150,599	\$425,100	\$224,200	440,617
<b>Total Funds Leveraged</b>	14,139	270,461	342,613	97,863	156,288	326,636	\$664,418
<b>Total Jobs Created/Maintained</b>	18.15	26	50.5	17	51.5	16.5	16.5
<b>Training Sessions Delivered</b>	8	10	8	11	4	7	8
<b>Total Clients Trained</b>	100	94	83	70	55	75	45
<b>Number of clients assisted</b>	188	186	213	258	123	144	254

### Loan Application Statistics 2016/2017

Loan Applications Processed	14
Applications Approved	8
Applications Declined	5
Applications Withdrawn by Client	1

### Business Development Statistics – Comparison by Business Activities Only

Category	2010/2011	2011/2012	2012/2013	2013/2014	2014/2015	2015/2016	2016/2017
Technical Assistance – hrs converted to % of overall time	31%	18%	18.8%	22%	31%	29%	42%
SE Assistance – hrs converted to % of overall time	20.6%	20.5%	15.4%	20%	10%	7%	3%
SE Inquiries	13	26	29	23	8	7	3
Loan Assistance/Assessment-hrs converted to % of overall time	32.2%	52.6%	60.9%	50%	51%	64%	55%
Loan Inquiries	20	36	63	54	34	36	36
Client Administration - Loan-hrs converted to % of overall time	9.9%	7.6%	2%	4%	n/a*	n/a*	n/a*
Client Administration – SE	6.3%	1.3%	2.8	4%	n/a*	n/a*	n/a*

\*TEA 10 (switched over in June 2014) tracks differently in these areas, CFEI is not able to accurately compare these stats.

#### Additional Business Development Statistics:

- 485 Advisory Services to business/loan clients
- Since the first loan in July 1986, CFEI has lent over \$9.2 million to businesses in the region, creating/maintaining over 771 jobs.

## Elevate Program

Community Futures East Interlake Inc. participated in a pilot project which provided an Opportunities Fund for Entrepreneurs with Disabilities or health conditions. It was delivered in the provinces of Alberta, Saskatchewan and Manitoba. The program supported 120 entrepreneurs and Community Futures East Interlake worked with 13 of these participants in this program. Seven of these clients made it to the contract stage, which means they were able to start-up/expand their businesses with the help of the Elevate Program. The program provided increased supports for these 7 clients, including mentoring, bookkeeping, training and accommodation supports that they would not have been able to access without the support of the program. Funding for clients support contracts totaled \$44,097 in our region.

### Loans Broken Down by Municipality April 1986 to March 2017

Municipality	Number of Loans	Total Dollar Funded	Jobs Created/Maintained	Leverages
Arborg	29	721,750.00	92.30	4,501,600.00
Armstrong	13	291,989.39	21.30	355,055.00
Bifrost-Riverton	45	2,611,236.09	228.45	5,517,821.33
Dunnottar	2	89,250.00	4.00	91,750.00
Fisher	12	404,988.62	25.00	420,953.00
Fisher River	18	256,043.06	17.10	294,189.35
Gimli	76	1,651,686.04	132.68	1,874,185.74
Jackhead	0	0.00	0	0.00
Matheson Island	1	14,000.00	1.50	0.00
Pequis First Nation	1	20,000.00	1.00	0.00
Rockwood	16	686,300.00	60.10	936,016.00
Rosser	0	0.00	0	0.00
Stonewall	42	1,286,593.44	83.50	1,363,254.00
Teulon	26	758,800.00	72.60	3,654,324.00
Winnipeg Beach	24	421,993.06	31.90	492,741.00
<b>Total</b>	<b>305</b>	<b>9,214,629.70</b>	<b>771.43</b>	<b>19,501,889.42</b>

The Self-Employment program is a partnership between Community Futures East Interlake Inc. and *Manitoba Entrepreneurship, Training and Trade*. The SE Program is designed to assist unemployed Manitobans who receive Employment Income Assistance or Employment Income, it provides them with the skills and supports necessary to start their own business. *Manitoba Entrepreneurship, Training and Trade* allows your business income to be re-invested into your business operation for a period of time while your business grows. It can turn business ideas into reality. We assist by improving entrepreneurial potential with self-employment training programs:

Participant eligibility categories are;

- If you have a current or previous Employment Insurance claim,
- An Employed individual who are low skilled,
- In receipt of Provincial Employment and Income Assistance (EIA) benefits,
- An individual who is unemployed or about to lose their job.

This year our contract will work to assist 10 unemployed Manitobans residing in the CFEI region to become successful in entrepreneurship through participation in the Self-Employment Program between April 1, 2016 and March 31, 2018.

CFEI offers a unique program with training and supports to develop business plans and gain entrepreneurial skills. This organization can provide research tools and demographics necessary for rural entrepreneurs:

- Business plan development.
- One-to-one business counseling.
- Guidance and follow-up before the start-up of a business.
- Client aftercare.

During the 2016/2017 fiscal year, the provincial funding had no interruptions and the Investment Review Committee approved 2 participants and received 7 inquiries for the Self Employment (SE) Program. Every participant is unique and requires individual consulting on implementing their plan. Each business venture varies considerably.

Current businesses supported on the most recent contract are as follows:

- Mechanical Service and repair
- Carpentry/Construction

2016/2017 Statistics (3 inquires)	
2	Applications reviewed and assessed
2	Businesses approved on the program
2	Businesses still in operation
2	Clients withdrew voluntarily/left the country

<b>3</b>	Full Time Jobs Created
<b>2</b>	Part Time Jobs Created

Support provided to our clients included:

- ✿ a complete self-assessment package;
- ✿ determining and obtaining necessary training requirements in areas such as; bookkeeping, marketing, research and specialized trade related training;
- ✿ assistance in the establishing of their business plan;
- ✿ assistance in the development of a marketing plan;
- ✿ counseling in other business related areas as requested.
- ✿ assistance in applying for potential financing to start a business.

## COMMUNITY DEVELOPMENT REPORT

*FISCAL YEAR 2016/2017*

The Community Futures East Interlake (CFEI) region can be characterized by its diversity and strong base of natural resources (lakes, agricultural land, peat moss, limestone etc). The past years have seen numerous changes to the primary industries and major shifts our region's various community's growth/declines. From the 2011 to 2016 census, our region overall grew slightly higher than the Manitoba average. However 4 out of our 14 communities declined in population and 2 were below the provincial average growth rate. Community Futures East Interlake is working within the region to address issues/opportunities, and plays an active support role with several community groups and organizations.

### *Community Support Services*

Community Futures East Interlake is a resource to communities in the region and offers a variety of community support services such as community planning, project assistance, business retention and expansion surveys, funding applications and research assistance. Several of the projects and initiatives that Community Futures East Interlake was involved with in the 2016/2017 fiscal year are highlighted below:

#### **Community Planning**

Community Futures East Interlake provided facilitation services ranging from community planning, strategic planning, strategic management planning and public meetings for the following organizations:

- Town of Teulon
- Arborg Bifrost Fire & Emergency Services
- Village of Dunnottar Community Sustainability Plan/Dunnottar Economic Development Committee Sustainability Plan

- BASIC
- ITA
- Riverton Co-Op – Directors
- Riverton Co-Op – Staff
- Creative Cocoon
- Fisher Chamber
- Gimli Chamber
- Town of Winnipeg Beach

## **Project Assistance**

Community Futures East Interlake provided project assistance to several organizations/initiatives and the following are some examples of project undertaken:

### **Arborg Aging in Place Campus 2014-current**

A feasibility study is complete for an 80 bed, 2 storey, 60,478 sq. ft. Personal Care Home (PCH) that will be attached to the existing Arborg Community Hall. It will have a link of 19,689 sq. ft. commercial space on the main level from the south and west of the Community Hall, which will attach to the existing 32 unit Assisted Living to complete the Aging in place Campus. An application for a lease has been submitted to Provincial Treasury. This concept is very similar to the Niverville Aging in Place campus. The election campaign commitment was for 1,200 beds over eight years at \$160 million — (that) is \$133,000 per bed.

As the project progresses the alinement of the local Arborg & District Chamber of Commerce (ADCC), Arborg-Bifrost Community Development Corporation (ABCDC), Fieldstone Ventures (FSV) along with the Town of Arborg and The Municipality of Bifrost-Riverton identified a need for centralized training in the Interlake. With the proposal of an Aging in Place Campus and new 80 bed Personal Care Home, these partners identified the need for Health Care Aides (HCA) and Licensed Practical Nurses (LPN) to be trained and fulfil the staffing demand of the facility.

The ADCC acquired the 2000 sq. ft. Kinsmen building (newly renovated valued at approximately \$250,000) and the 1600 sq. ft. Age Friendly building (newly renovated valued at approximately \$200,000). In kind contributions for this project \$313,500 and grant contributions of \$52,000.

- The HCA course started Feb 7th 2017 to coincide with the second Term at Evergreen School Division. There are 23 students enrolled, 3 of which are from the Evergreen School Division, with additional applicants currently be processed for the second HCA course. The Central Interlake Training Centre is currently working with Red River Community College (RRCC) to ensure the HCA course will continue to run every February for the next few years with supplemental courses to be added as needed.
- The strong commitment for the Central Interlake Training Centre was identified by the community's action to strengthen their proposed Aging in Place Campus and PCH Project.

It proactively solves a demand created for HCA and LPNS. The community is taking a lead in Healthcare excellence, committed to empowering people, stimulating economic development, sustainability and social inclusion.

### **Townfolio**

Community Futures East Interlake Inc. partnered with Town of Teulon, Municipality of Bifrost-Riverton, Town of Winnipeg Beach, Village of Dunnottar, RM of Fisher and Town of Arborg to help them access a new online community profile tool. The online tool provides a continuously updated community profile information in easy to use format for both investors and potential business development. Go to <https://townfolio.co/> to see the latest information on these communities.

### **Community Business Development Corporation (CBDC) National Survey 2015-2017**

A manufacturing survey was a completed project this year. In total 3 businesses participated in the survey from our region.

### **Survey Assistance**

Community Futures East Interlake helped the Gimli, Fisher & Teulon chambers in creating a needs assessment survey for membership. Further we assisted other groups to develop surveys for their organizations planning and service development. In total 15 survey's were developed for our community groups.

### **Grant Path Funding for Non-profit Groups**

CFEI uses various resources to access information on funding for community projects from private foundations, federal and provincial government. CFEI works with numerous community groups and non-profits to path find funding options.

### **Dunnottar Sustainability Planning 2015-current**

The Sustainability project is an integration of environment, socio-cultural, economic and community alignment perspectives. The plan is to identify the communities' objective for sustainable living and development. Strategic planning, project planning, facilitation and research has been provided to gather and develop the framework for future planning within the community. This project outline will be used as a resource for other communities through the province upon completion. The project partners are: Village of Dunnottar, Red River Planning District, East Interlake Conservation District & Community Futures East Interlake.

### **Build Interlake Growth Program Regionally (BIGR)**

In its second year, this new program provides up to \$25,000 to projects that will have an economic impact within the region and must have at least two municipal partners to qualify. This year CFEI funded the Central Interlake Training Facility in the amount of \$8,000.

## **Build Interlake Growth Program (BIG)**

Build Interlake Growth program is administered by Community Futures East Interlake. The program's focus is on projects that create direct or future economic development growth and employment in the East Interlake region. These projects enabled growth in our communities and the projects could not have been completed without the countless efforts of community volunteers and partnerships. Total grant funds available for this past year were \$20,000. In the program's ninth year, the fund was able to support 5 organizations leveraging \$138,176. The following projects were approved for funding in 2016-2017:

- Interlake Snowtrackers Groomer Drag - \$5,000
- Interlake Video Project (Interlake Tourism Association)- \$3,000
- Winnipeg Beach Caboose Improvement Project - \$5,000
- Integrated Community Plan – Village of Dunnottar - \$3,112
- Stony Mountain Community Centre – Canteen Improvements - \$3,888

Next grant project intake date will be December 15<sup>th</sup>, 2017.

## ***Special Projects***

**Entrepreneurs with Disabilities (EDP) Program Mentorship Projects** – CFEI secured 1 mentorship contracts for EDP clients. The program provides business mentors to EDP clients in need of additional assistance in their business.

**Entrepreneurs with Disabilities (EDP) Pilot Program** – CFEI secured funds to create a website to match mentors and mentees.

**Memberships** - CFEI is an active member of Economic Development Association of Manitoba (EDAM), the Interlake Regional Economic Development Association.

**Mentorship** - Our office acts as a mentor to other Community Futures organizations regarding various issues such as TEA and organizational and lending practices.

**Networking/Training** – Numerous events and conferences were attended throughout the year by CFEI staff and board to support our program and develop our staff/board. CFEI staff and board attended events such as: CFM Board Meetings, CF Managers Meetings, CF Provincial Conference, EDAM Forums, CDC meetings and chamber meetings.

**Business Training Sessions** – Sessions were held on Business Planning, Food Handler, and Social Media for SME's and financing for starting a business.

**Interlake Pioneer Trail** – Work with Board of Trail Association to ensure that management contracts are in place and that all records, accounting and administration for Trail board is completed each year.

**Interlake Immigrant Settlement Services** – The Interlake Immigrant Settlement Services, assists immigrants in the Permanent Resident stage of their immigration process. CFEI delivers the Immigrant Settlement Services for the Interlake region. Fifty-six clients (permanent residents) were assisted this year.

The settlement services assists new comer immigrants throughout the Interlake area, between the East side of Lake Manitoba to the West side of Lake Winnipeg. This includes 17 communities, with one office in Riverton and a second in Ashern in partnership with Fieldstone Ventures.

Cultural inclusion events happen through-out the year, the largest event Culturama attracts a sellout crowd of up to 400 people. Other free events include a Summer Safety pool party and Christmas Pot Luck. The settlement services makes the transition for our newcomer easier and helps them to feel a part of the larger community.

## **MARKETING REPORT**

*FISCAL YEAR 2016/2017*

### **Council & Community Visits**

CFEI visits councils in the region to promote our services, past year's accomplishments and new projects. CFEI has presented numerous presentations to groups such as financial institutions, community chambers, service provider meetings and other community groups regarding our services. Staff visited all member communities regularly to promote CFEI services during meetings and special events.

### **Local Chamber Membership**

CFEI continued membership with all of the local chambers in our region. CFEI is working to market the CF program to and better connect directly with local businesses.

### **AGM/Strategic Planning**

CFEI public AGM meeting was held in June at the Arborg Multicultural Heritage Village. CFEI held its annual strategic planning session/board training in December; both Board members and staff participated and set priorities for the coming year.

### **Social Media**

CFEI has a Facebook page and twitter account and can also be found at [www.eastinterlake.com](http://www.eastinterlake.com).

### **Celebration of Stars – Interlake Tourism Association**

Partnered with Interlake Tourism Association and CF West Interlake. Partnership allowed us to present Community Development Project awards at event. This year's winner was to the newly formed Gimli Chamber.

## PARTNERSHIPS

CFEI partners and works with numerous provincial, federal and other business & community development agencies. Some of these included:

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| <ul style="list-style-type: none"> <li>• Indigenous Business Service Network</li> <li>• Arborg &amp; District Multi Culture Heritage Village</li> <li>• Committee of the Interlake Immigration Settlement Services</li> <li>• Arborg-Bifrost CDC, Riverton, Gimli CDC, Teulon Economic Development</li> <li>• Business Development Bank of Canada</li> <li>• Futurpreneur Canada</li> <li>• Chambers of Commerce in region</li> <li>• Communities Economic Development Fund</li> <li>• Community Futures Manitoba</li> <li>• Conservation &amp; Water Stewardship</li> <li>• East Interlake Conservation District</li> <li>• Employment Manitoba/Manitoba Competitiveness Training &amp; Trade</li> <li>• East Interlake Planning District</li> <li>• Entrepreneurship Manitoba</li> <li>• EDAM</li> <li>• Entrepreneurs with Disabilities Community Futures Provincial Program</li> <li>• Financial Institutions – Noventis, C.I.B.C</li> <li>• Fisher River Cree Nation</li> <li>• Freshwater Marketing Corporation</li> <li>• Immigration Refugee and Citizenship Canada</li> <li>• Interlake Snowmobile Association</li> <li>• The Prime Meridian Trail Association</li> <li>• Interlake School Division</li> <li>• Evergreen School Division</li> <li>• Fieldstone Ventures</li> <li>• Lakeshore School Division</li> <li>• Community Business Development Corp.</li> <li>• Co-operative First</li> </ul> | <ul style="list-style-type: none"> <li>• Interlake Tourism Association</li> <li>• Louis Riel Capital Corporation</li> <li>• Local Municipal Government</li> <li>• Manitoba Agriculture Children &amp; youth Opportunity, Recreation &amp; Regional Services – Interlake</li> <li>• Manitoba Housing &amp; Community Development</li> <li>• Manitoba Hydro</li> <li>• Manitoba Marketing Network</li> <li>• NEICOM Inc.</li> <li>• Ochekwi-Sipi Economic Development Corporation</li> <li>• Community Futures Organizations of Manitoba</li> <li>• Pequis Economic Development</li> <li>• Riverton Friendship Centre</li> <li>• Riverton Recreation Facilities</li> <li>• Rural Entrepreneurs Assistance Program</li> <li>• Selkirk Community Service Providers Group</li> <li>• Snoman Inc.</li> <li>• South Interlake ATV Club</li> <li>• Society for Manitobans with Disabilities</li> <li>• Stony Mountain Community Association</li> <li>• Travel Manitoba</li> <li>• Women’s Enterprise Centre</li> <li>• Workplace Essential Skills Manitoba</li> <li>• Woodlands CDC</li> <li>• World Trade Centre</li> <li>• WCB</li> <li>• Stony Mountain Community Centre</li> <li>• Industry Training &amp; Employment Services Skills &amp; Employment Partnerships (MET)</li> </ul> |
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