Community Futures East Interlake

2018-2019

Annual General Meeting

Supported by:

Western Economic Diversification Canada

Diversification de l'économie de l'Ouest Canada

Canada

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. CF's operate across Rural and Northern Canada as a grassroots driven program created to stimulate and strengthen rural economies.

Mission Statement

"Community Futures East Interlake strengthens diverse communities in the region through strategic 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. A dedicated Board of Directors, each representing one of the areas comprised of the East Interlake region, governs this organization.

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 regional needs must be addressed. These needs are developed along three 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 and Training (Industry, Training and Employment Services)* where the objective is to assist eligible unemployed individuals to achieve self-sufficiency by become an entrepreneur and creating their own job. 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 is 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 terms 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) 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 project 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 as of November, 2018 is as follows:

Member	***Position***	***Community***	***Date Appointed***
Lynne Greenberg	*Director*	Gimli	November 2018
Morley Nordal	Director	Bifrost-Riverton	November 2018
Ron Rogowsky	Director	Arborg	November 2018
Wes Taplin	Director	Rockwood	November 2018
Tony Pimentel	Director	Winnipeg Beach	November 2015
Angela Emms	Secretary-Treasurer	Rosser	December 2014
Shannon Pyziak	Director	Fisher	December 2014
Susan Smerchanski	Director	Armstrong	November 2018
David Oberding	Chair	Dunnottar	October 2010

Ross Thompson	Director	Stonewall	October 2016
Michael Ledarney	Director	Teulon	April 2017
Evelyn Stocky	Director	Member at Large	April 2016
Steve Lupky	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:

David Oberding	*Chairperson*
Shannon Pyziak	*Vice-Chairperson*
Angela Emms	*Secretary/Treasurer*

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
Michael Ledarney
David Oberding
Angela Emms
Steve Lupky

Personnel Committee

Responsible for the human resources of the corporation.

David Oberding
Shannon Pyziak
Angela Emms

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 need help, she will assist.

Deanna Fridfinnson, *Business & Community 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 provides community development project coordination. She offers business counseling, planning assistance, business start-up, financing assistance, lending services, project development and training development. She helps you find the business resources you need and helps communities to succeed.

Eugene Zalevich, Community Growth Settlement Officer
Eugene joined the team in March 2010. Eugene coordinates and oversees the Build Interlake Growth (B.I.G) and Build Interlake Growth Regionally (BIG-R) Program, assists with loans and provides community development project coordination. He offers business counseling, 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

Monday, June 17, 2019
Fisher Branch Golf & Country Club, Fisher Branch, Manitoba

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 2018-2019 Fiscal Year
6. Election of Officers
7. Review of 2018-2019 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, Inc.
Meeting Minutes
Annual General Meeting - Stonewall Quarry Park 06/18/2018 - 6:00 PM

Present: David Oberding, Steve Lupky, Tony Pimentel, Randy Sigurdson, Warren Ostertag, Ross Thompson, Jim Campbell, Randy Woroniuk, Carol Lavallee, Angela Emms

Absent with notice: Mike Ledarney, Shannon Pyziak, Evelyn Stocki

Others: Tammy Dziadek, General Manager**; Lisa O'Neill,** Office Administrator**; Deanna Fridfinnson**, Business Analyst amp & Community Development Advisor**; Eugene Zalevich,** Community Growth Settlement Officer

1 **CALL MEETING TO ORDER**

The meeting was called to order by the chair at 6:33 pm.

2 **ADOPTION OF AGENDA**
Moved By: Randy Woroniuk
Seconded By: Tony Pimentel

THAT the June 18, 2018 agenda be adopted as circulated.

CARRIED

3 **CONFIRMATION OF MINUTES**
Moved By: Randy Sigurdson
Seconded By: Warren Ostertag

THAT the June 15, 2017 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 2016-2017 FISCAL YEAR**
Moved By: Jim Campbell
Seconded By: Angela Emms

THAT the actions of Community Futures East Interlake for the operation year of April 1, 2017 to March 31, 2018 be accepted.

CARRIED

6 **ELECTIONS 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.

6.1 **Secretary Treasurer**
Moved By: Tony Pimentel
Seconded By: Warren Ostertag

Carol Lavallee nominated Angela Emms.
Second call for nominations - none
Third call for nominations - none

THAT nominations for Secretary Treasurer cease.

CARRIED

6.2 **Declared Secretary Treasurer**

Angela Emms was declared Secretary Treasurer of Community Futures East Interlake by acclamation.

6.3 **Vice-Chair**
Moved By: Carol Lavalle
Seconded By: Tony Pimentel

Warren Ostertag nominated Jim Campbell for Vice-Chair.

Second call for nominations - none
Third call for nominations - none

THAT nominations for Vice-Chair cease.

CARRIED

6.4 **Declared Vice-Chair**

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

6.5 **Chair**
Moved By: Randy Woroniuk
Seconded By: Tony Pimentel

Ross Thompson nominated David Oberding for Chair.

Second call for nominations - none
Third call for nominations - none

THAT nominations for Chair cease.

CARRIED

6.6 **Declared Chair**

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

7	**REVIEW OF 2017-2018 AUDITED FINANCIAL STATEMENTS** **Moved By:** Ross Thompson **Seconded By:** Jim Campbell THAT the 2017/2018 Financial Statements be approved. **CARRIED**
8	**CONFIRMATION OF AUDITORS** **Moved By:** Tony Pimentel **Seconded By:** Steve Lupky THAT Community Futures East Interlake appoint Thornton & Co as Auditors for the fiscal year 2018/2019. **CARRIED**
9	**REPORTS** **Moved By:** Angela Emms **Seconded By:** Carol Lavalle THAT all reports be received as presented. **CARRIED**
9.1	**Message from the Chair** - David Oberding presented this report.
9.2	**General Manager Report** - Tammy Dziadek presented this report.
9.3	**Business Development and Loans Report** - Deanna Fridfinnson and Tammy Dziadek presented this report.
9.4	**Community Economic Development Report** - Tammy Dziadek presented this report. - Eugene Zalevich presented the Immigration report.
9.5	**Marketing Committee Report** - Tammy Dziadek presented this report.
10	**OTHER BUSINESS** -There was no other business.
11	**ADJOURNMENT** **Moved By:** Randy Woroniuk **Seconded By:** Tony Pimentel THAT the meeting adjourn at 6:54 pm. **CARRIED**

COMMUNITY FUTURES EAST INTERLAKE INC.

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March 31, 2019

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Thornton & Co.
CHARTERED PROFESSIONAL ACCOUNTANTS
PROFESSIONAL CORPORATION

720 A St. Mary's Road, Winnipeg, Manitoba R2M 3N2
Telephone: 204.284.3717 Fax: 204.284.3746

INDEPENDENT AUDITOR'S REPORT

To the Members of Community Futures East Interlake Inc.

Opinion

We have audited the financial statements of Community Futures East Interlake Inc. (the Organization), which comprise the statement of financial position as at March 31, 2019, and the statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2019, 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.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with those requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the 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.

In preparing the financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting

(continues)

GARY T. THORNTON, FCPA, FCGA, CAFM
TODD T. THORNTON, B. Admin., CPA, CGA, CAFM

gary@thorntonandco.com
todd@thorntonandco.com

process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Winnipeg, MB

June 5, 2019 CHARTERED PROFESSIONAL ACCOUNTANTS

COMMUNITY FUTURES EAST INTERLAKE

Statement of Financial Position

March 31, 2019

	2019	2018
ASSETS		
CURRENT		
Cash	**$ 589,271**	$ 624,256
Term deposits	**1,145,619**	1,092,093
Accounts receivable	**26,732**	30,208
Interest receivable	**157,666**	154,879
Goods and services tax recoverable	**1,314**	1,361
Bank deposits - loan guarantees	**103,000**	83,000
	2,023,602	1,985,797
TANGIBLE CAPITAL ASSETS *(Note 5)*	**382,876**	382,876
LONG-TERM INVESTMENTS	**992,986**	908,886
CFIF INVESTMENT	**346,877**	346,877
	$ 3,746,341	$ 3,624,436
LIABILITIES AND NET ASSETS		
CURRENT		
Accounts payable	**$ 11,351**	$ 25,248
Wages payable	**12,879**	16,729
Employee deductions payable	**9,406**	20
Deferred income	**53,176**	40,512
	86,812	82,509
REPAYABLE INVESTMENT FUND	**475,000**	475,000
	561,812	557,509
NET ASSETS		
General fund	**1,714,841**	1,597,239
Investment in capital assets	**382,876**	382,876
Contributed surplus	**1,086,812**	1,086,812
	3,184,529	3,066,927
	$ 3,746,341	$ 3,624,436

ON BEHALF OF THE BOARD

_____ *Director*

_____ *Director*

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See notes in financial statements

COMMUNITY FUTURES EAST INTERLAKE INC.

Statement of Revenues and Expenditures

Year Ended March 31, 2019

	2019	2018
REVENUES		
Western Diversification Contributions	**$ 296,116**	$ 296,116
Interest income	**114,517**	113,378
Citizenship and Immigration Canada	**43,738**	42,501
BIGR Project revenue	**17,988**	22,000
NEICOM Inc revenue	**15,000**	15,000
Miscellaneous revenue and expense recovery	**6,128**	42,914
Elevate program revenue	**14,304**	10,500
Project revenue and workshops	**12,403**	4,033
SEA Program and small business training	**6,200**	14,000
CBDC contribution	**3,000**	3,238
Income from prior year deferred	**9,012**	2,050
Service income	**-**	875
	538,406	566,605
EXPENSES		
Administration contributions	**5,598**	5,545
Advertising and promotion	**2,996**	3,805
Annual General Meeting	**397**	342
Awards dinner	**-**	250
Bad debts	**12,474**	3,950
Business taxes, licenses and memberships	**12,216**	12,845
Credit checks	**1,375**	1,886
Delivery assistance tools	**3,911**	4,354
Equipment leases and purchases	**5,192**	6,576
GST expense	**47**	41
Insurance	**1,425**	1,388
Interest and bank charges	**123**	109
Miscellaneous	**2,287**	384
Office	**4,173**	4,411
Professional fees	**10,294**	10,247
Project and workshop costs	**39,261**	27,801
Property taxes	**2,159**	2,861
SEA program and small business training	**-**	168
Telecommunications	**3,066**	3,474
Training and development	**5,995**	6,558
Travel	**23,396**	29,737
Utilities and maintenance	**22,094**	24,683
Wages and benefits	**262,325**	257,670
	420,804	409,085
EXCESS OF REVENUES OVER EXPENSES	**$ 117,602**	$ 157,520

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See notes to financial statements

COMMUNITY FUTURES EAST INTERLAKE INC.

Statement of Changes in Net Assets

Year Ended March 31, 2019

	General Fund	Investment in Capital Assets	Contributed Surplus	**2019**	2018
NET ASSETS - **BEGINNING OF YEAR**	$ 1,597,239	$ 382,876	$ 1,086,812	**$ 3,066,927**	$ 2,909,407
EXCESS OF REVENUES OVER EXPENSES	117,602	-	-	**117,602**	157,520
NET ASSETS - END OF YEAR	$ 1,714,841	$ 382,876	$ 1,086,812	**$ 3,184,529**	$ 3,066,927

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See notes in financial statements

COMMUNITY FUTURES EAST INTERLAKE INC.

Statement of Cash Flows

Year Ended March 31, 2019

	2019	2018
OPERATING ACTIVITIES		
excess of revenues over expenses	**$ 117,602**	$ 157,520
Changes in non-cash working capital:		
Accounts receivable	**3,476**	5,886
Interest receivable	**(2,787)**	(2,912)
Accounts payable	**(13,897)**	(2,949)
Deferred income	**12,664**	(19,064)
Goods and services tax payable	**47**	597
Wages payable	**(3,850)**	297
Employee deductions payable	**9,386**	20
	5,039	(18,125)
Cash flow from operating activities	**122,641**	139,395
INVESTING ACTIVITY		
Long-term investments	**(84,100)**	22,588
FINANCING ACTIVITY		
Bank deposits - loan guarantees	**(20,000)**	(13,000)
INCREASE IN CASH FLOW	**18,541**	148,983
Cash - beginning of year	**1,716,349**	1,567,366
CASH - END OF YEAR	**$ 1,734,890**	$ 1,716,349
CASH CONSISTS OF:		
Cash	**$ 589,271**	$ 624,256
Term deposits	**1,145,619**	1,092,093
	$ 1,734,890	$ 1,716,349

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See notes to financial statements

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.

2. BASIS OF PRESENTATION

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

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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 other similar assets is accounted for in the fund owning the assets.

Measurement uncertainty

When preparing financial statements according to ASNPO, management makes estimates and assumptions relating to:

- reported amounts of revenues and expenses
- reported amounts of assets and liabilities
- disclosure of contingent assets and liabilities.

Estimates are based on a number of factors including historical experience, current events and actions that the organization may undertake in the future, and other assumptions that management believes are reasonable under the circumstances. By their nature, these estimates are subject to measurement uncertainty and actual results could differ. In particular, estimates are used in accounting for certain items such as revenues, allowance for doubtful accounts, useful lives of capital assets, asset impairments, legal and tax contingencies, employee compensation plans, employee benefit plans, retained interest in securitized receivables, income taxes, and goodwill impairment.

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

Net assets

a) Net assets invested in property and equipment represents the organization's net investment in property and equipment which is comprised of the unamortized amount of property and equipment purchased with restricted funds.

b) Internally restricted net assets are funds which have been designated for a specific purpose by the organization's Board of Directors.

c) Unrestricted net assets comprise the excess of revenue over expenses accumulated by the organization each year, not of transfers, and are available for general purposes.

Revenue recognition

The organization recognizes revenues when they are earned, specifically when all the following conditions are met:

- services are provided or products are delivered to customers
- there is clear evidence that an arrangement exists
- amounts are fixed or can be determined
- the ability to collect is reasonably assured.

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

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, 2019, loan guarantees total $103,000 (2018- $83,000).

	Loan Guarantee	Provision for Doubtful Loans	Balance
Investment Fund	$ 45.000	$ -	$ 45.000
Disabled Entrepreneurs Fund	30,000	-	30,000
Repayable Fund	10,000	-	10,000
Youth Fund	18,000	-	18,000
	$ 103,000	$ -	$ 103,000

5. TANGIBLE CAPITAL ASSETS

	Cost	Accumulated amortization	**2019 Net book value**	2018 Net book value
Land	$ 11,820	$ -	**$ 11,820**	$ 11,820
Buildings	190,738	-	**190,738**	190,738
Equipment	180,318	-	**180,318**	180,318
	$ 382,876	$ -	**$ 382,876**	$ 382,876

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.

7. LONG-TERM INVESTMENTS

	Loans receivable	Provision for Doubtful Loans	Balance
Investment Fund	$ 798,977	$ 50,141	$ 748,836
Disabled Entrepreneurs Fund	199,929	-	199,929
Repayable Fund	34,578	17,952	16,626
	$	$ 68,093	$ 965,391

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

		Investment in Capital Assets	Contributed Surplus	**2019**	2018
Fund					
Administration	$ 30,969	$ 382,876	$ -	**$ 413,845**	$ 399,676
Interlake Immigrant Settlement Services	(476)	-	-	**(476)**	(476)
Investment Fund	1,435,532	-	1,086,812	**2,522,344**	2,439,986
Youth Fund	139,408	-	-	**139,408**	131,605
Disabled Entrepreneurs Fund	126,236	-	-	**126,236**	113,138
Repayable Fund	(24,549)	-	-	**(24,549)**	(24,723)
B.I.G. Project	7,721	-	-	**7,721**	7,721
	$ 1,714,841	$ 382,876	$ 1,086,812	**$ 3,184,529**	$ 3,066,927

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.

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
	$ 475,000	$ 475,000

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, 2019.

(a) 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 customers. In order to reduce its credit risk, the organization reviews a new customer's credit history before extending credit and conducts regular reviews of its existing customers' credit performance. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information. The organization has a significant number of customers which minimizes concentration of credit risk.

Unless otherwise noted, it is management's opinion that the organization is not exposed to significant other price risks arising from these financial instruments.

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, 2021.

14. INTEREST ANALYSIS

	Long-term investments	Short-term investments	**2019**	2018
Investment fund	$ 60,988	$ 28,267	**$ 89,255**	$ 89,907
Youth fund	3,904	3,899	**7,803**	5,704
Disabled Entrepreneurs fund	12,618	2,551	**15,169**	14,201
Repayable loan fund	2,290	-	**2,290**	3,321
	$ 79,800	$ 34,717	**$ 114,517**	$ 113,133

15. COMMITTED FUNDS

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

	2019
2017/18 Approved projects	
Gimli Pavilion community commercial kitchen	**$ 5,000**
Stonewall Kinsman lake splash pad	**5,000**
	10,000
2018/19Approved projects	
Gimli Film Festival	**5,000**
Rosser Central CC Gym re-purposing	**5,000**
RM of Armstrong Interpretive Signage Project	**5,000**
	15,000
Grand total	**$ 25,000**

As of March 31, 2019, 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, 2019, Community Futures East Interlake Inc. has $346,877 principal ($346,877 - 2018), plus accrued interest of $135,951 invested in the fund.

17. LOANS RECEIVABLE

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

COMMUNITY FUTURES EAST INTERLAKE INC.

Administration

Year Ended March 31, 2019 **(Schedule 1)**

	2019	2018
REVENUE		
Western Diversification Contributions	**$ 296,116**	$ 296,116
NEICOM Inc. revenue	**15,000**	15,000
Elevate program revenue	**14,304**	10,500
Other	**2,948**	2,696
SEA Program and small business training	**6,200**	14,000
IBDS Pilot Project income	**5,000**	-
Project revenue and workshops	**3,500**	4,033
Skills Grant income	**3,223**	-
EDP Project income	**3,000**	3,238
Loan fees	**1,804**	1,385
Customer service training	**680**	-
Income from prior year deferred	**9,012**	2,050
Service income	**-**	875
	360,787	349,893
EXPENSES		
AGM	**397**	342
Advertising	**2,746**	3,555
Awards dinner	**-**	250
Bad debt expense	**20**	-
Credit checks	**1,375**	1,886
Equipment leases and purchases	**5,192**	6,576
Insurance	**1,425**	1,388
Interest and bank charges	**115**	110
Miscellaneous	**2,287**	384
Office	**4,172**	4,411
Professional fees	**10,294**	10,247
Project and workshop costs	**21,274**	5,801
Property tax	**2,159**	2,861
Repairs and maintenance	**18,946**	22,366
SEA program and small business training	**-**	168
Subscriptions & memberships	**12,216**	12,845
Telecommunications	**3,066**	3,474
Training and development	**5,595**	6,458
Travel	**20,262**	27,446
Utilities and maintenance	**3,148**	2,317
Wages and benefits	**231,929**	227,274
	346,618	340,159
INCOME FROM OPERATIONS	**$ 14,169**	$ 9,734

COMMUNITY FUTURES EAST INTERLAKE INC.

Interlake Immigrant Settlement Services

Year Ended March 31, 2019 **(Schedule 2)**

	2019	2018
REVENUE		
Service income	**$ 43,738**	$ 42,501
EXPENSES		
Advertising	**250**	250
Administration expense	**5,598**	5,545
Delivery assistance tools	**3,911**	4,354
GST expense	**47**	41
Training and development	**400**	100
Travel - Director expense	**3,136**	2,291
Wages and benefits	**30,396**	30,396
	43,738	42,977
LOSS FROM OPERATIONS	**$ -**	$ (476)

COMMUNITY FUTURES EAST INTERLAKE INC.

Investment Fund

Year Ended March 31, 2019 **(Schedule 3)**

	2019	2018
REVENUE		
Interest income	**$ 89,256**	$ 89,908
Miscellaneous revenue and expense recovery	**1,314**	510
	90,570	90,418
EXPENSES		
Bad debts	**8,209**	3,766
Interest and bank charges	**3**	-
	8,212	3,766
INCOME FROM OPERATIONS	**$ 82,358**	$ 86,652

COMMUNITY FUTURES EAST INTERLAKE INC.

Investment Fund - Youth

Year Ended March 31, 2019 **(Schedule 4)**

	2019	2018
REVENUE		
Interest income	**$ 7,803**	$ 5,948

COMMUNITY FUTURES EAST INTERLAKE INC.

Investment Fund – Disabled Entrepreneurs

Year Ended March 31, 2019 **(Schedule 5)**

	2019	2018
REVENUE		
Miscellaneous revenue and expense recovery	**$ -**	$ 38,011
Interest income	**15,169**	14,265
	15,169	52,276
EXPENSES		
Bad debts	**2,066**	-
Interest and bank charges	**5**	-
	2,071	-
INCOME FROM OPERATIONS	**$ 13,098**	$ 52,276

COMMUNITY FUTURES EAST INTERLAKE INC.

Repayable Investment Fund

Year Ended March 31, 2019 **(Schedule 6)**

	2019	2018
REVENUE		
Interest income	**$ 7,803**	$ 5,948
Miscellaneous revenue and expense recovery	64	312
	2,353	3,570
EXPENSES		
Bad debts	**2,179**	184
INCOME FROM OPERATIONS	$ **174**	$ 3,386

COMMUNITY FUTURES EAST INTERLAKE INC.

Build Interlake Growth

Year Ended March 31, 2019 **(Schedule 7)**

	2019	2018
REVENUE		
BIGR Project revenue	**$ 17,988**	$ 22,000
EXPENSES		
Project and workshop costs	**17,988**	22,000
INCOME FROM OPERATIONS	**$ -**	**$ -**

MESSAGE FROM THE CHAIR

Greetings to the communities of the East Interlake.

It is my pleasure to welcome you to our 33rd Annual General Meeting.

I wanted to take the time to express my since pleasure of having been on the board for almost 9 years as the first representative of the Village of Dunnottar. Economic development has been a passion of mine my whole life and it has been a pleasure to witness the work done in the region these past almost 9 years.

We held the first, of what we hope to be many Regional Round table meetings, that brought together councils from across our region to hear about the changes happening in economic development and opportunities that might be explored in their communities.

Our office had a very busy year in economic development, with the continuation of the BIG program and working with numerous community groups across the region such as Interlake Tourism Association, the local chambers groups and numerous local community organizations.

This year saw a unique milestone for the Entrepreneurs with Disabilities Loan Fund. This fund has lent over 1 million dollars, from an initial capital investment of $200,000. The program has seen many successful entrepreneurs over the years who were able to start and grow their businesses with the help of Community Futures East Interlake.

I wish to extend a sincere thank you to all the community volunteers, recent past board members (Jim Campbell, Carol Lavelllee, Warren Ostertag, Randy Sigurdson & Randy Worniuk) 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 2018/2019

The majority of targets set out in our operating plan were met or exceeded. CFEI did not achieve the loan dollar-lending target set out by WD again this year, as the demand for loans continued to be for smaller loan dollar amounts.

Our office continues to provide client counselling and business planning assistance to new and expanding entrepreneurs. This includes path finding of programs that fit the unique needs of each client. This year we saw a greater need for restructuring of existing loans to better position businesses to meet their business needs.

Our office also worked on 2 new video projects that highlighted the EDP Loan program and Indigenous Entrepreneurship. As part of the projects, we updated our Interlake Mentor website: interlakementors.ca to include the Indigenous videos and add a section for indigenous entrepreneurs.

Our offices was extremely busy providing CED services and we worked very closely with a number of organizations in the region and province. New projects included a BR & E Project with the Town of Stonewall & Stonewall & District Chamber of Commerce and the East Interlake Municipal Regional Round table meeting.

Our office also provided numerous training throughout the region ranging from the new Accessible Customer Service Training to Social Media Training. We continue to partner with local chambers and groups to provide training on topics that they feel is needed in the region.

We continued our work on multi-year projects such as Townfolio, EDAM Economic Development Modules with the creation of CED Certification for Manitoba – Community Edge, Elevate program, the Village of Dunnottar Integrated Sustainable Community Plan and North Interlake Training Working group.

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 for the year.

Respectfully submitted by,

Tammy Dziadek, General Manager

BUSINESS DEVELOPMENT OVERVIEW

	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
Loans Advanced	7	12	9	10	8	8	11	9
Total Loan Value	$448,468	$387,407	$150,599	$425,100	$224,200	$440,617	$343,930	$280,899
Total Funds Leveraged	270,461	342,613	97,863	156,288	326,636	$664,418	$101,225	261,361
Total Jobs Created/Maintained	26	50.5	17	51.5	16.5	16.5	13	27
Training Sessions Delivered	10	8	11	4	7	8	6	11
Total Clients Trained	94	83	70	55	75	45	90	142
Number of clients assisted	186	213	258	123	144	254	143	166

Loan Application Statistics 2018/2019	
Loan Applications Processed	13
Applications Approved	9
Applications Declined	4
Applications Withdrawn by Client	0

Business Development Statistics – Comparison by Business Activities Only

Category	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Technical Assistance – hrs converted to % of overall time	18.8%	22%	31%	29%	42%	**34%**	**34.5%**
SE Assistance – hrs converted to % of overall time	15.4%	20%	10%	7%	3%	**6%**	**3.5%**
SE Inquiries	29	23	8	7	3	**5**	**6**
Loan Assistance/Assessment-hrs converted to % of overall time	60.9%	50%	51%	64%	55%	**52%**	**62%**
Loan Inquiries	63	54	34	36	36	**40**	**29**

Additional Business Development Statistics:

- 406 Advisory Services to business/loan clients
- Since the first loan in July 1986, CFEI has lent over $9.7 million to businesses in the region, creating/maintaining over 804 jobs.
- Provided 11 training sessions in the region to 142 people.

ELEVATE PROGRAM Pilot

Community Futures East Interlake Inc. participated in the pilot project that was delivered in the provinces of Alberta, Saskatchewan and Manitoba to provide entrepreneurs supports to Entrepreneurs with Disabilities or health conditions. The program had in total 120 spots. Community Futures East Interlake worked with 14 entrepreneurs on the program.

Our organization continued to work with these clients for the fiscal year of 2018/2019, which included ongoing supports to 3 clients. These supports included ongoing mentoring, videos of their business and mentor supports.

Loans Broken Down by Municipality
April 1986 to March 2019

Muncipality	Number of Loans	Total Dollar Funded	Jobs Created/Maintained	Leverages
Arborg	30	746,750.00	93.30	4,504,100.00
Armstrong	13	291,989.39	21.30	355,055.00
Bifrost-Riverton	65	2,893,711.09	233.45	7,184,227.33
Dunnottar	2	89,250.00	4.00	91,750.00
Fisher	12	414,988.62	26.00	452,873.00
Fisher River	19	273,043.06	18.10	301,689.35
Gimli	81	1,751,827.88	155.18	1,941,876.30
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	19	742,513.59	63.10	936,016.00
Rosser	0	0.00	0	0.00
Stonewall	42	1,286,593.44	83.50	1,363,254.00
Teulon	27	827,800.00	72.60	3,656,824.00
Winnipeg Beach	24	421,993.06	31.90	492,741.00
Total	**336**	**9,774,460.13**	**804.93**	**21,280,405.98**

SELF-EMPLOYMENT PROGRAM FISCAL YEAR 2017/2019 (2 year contract)

The Self-Employment Assistance program is a partnership between Community Futures East Interlake Inc. and *Manitoba Education & Training*. The SEA Program assists unemployed Manitobans who receive Employment Income Assistance or Employment Income, create jobs for themselves by providing them with the skills and supports necessary to start their own business. *Manitoba Education & Training* allows your business income to be re-invested into your business operation for a pre-determined period, 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, or an Employed individual who are low skilled, or in receipt of Provincial Employment and Income Assistance (EIA) benefits or an individual who is unemployed or about to lose their job. The 2-year contract will assist 10 unemployed Manitobans residing in the CFEI region to become successful in entrepreneurship through participation in the Self-Employment Program contract year.

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 2018/2019 fiscal year, the provincial funding had no interruptions and the Investment Review Committee was able to approve 2 participants and we received 11 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:

- Heating & Ventilation
- Carpentry/Construction

2018/2019 Statistics (3 inquires)	
3	Applications reviewed and assessed
2	Businesses approved on the program
2	Businesses still in operation
0	Clients withdrew voluntarily/left the country
2	Full Time Jobs Created
1	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 2018/2019

The Community Futures East Interlake (CFEI) region is characterized by its diversity and strong base of natural resources (lakes, agricultural land, peat moss, limestone etc). Community Futures East Interlake is working within the region to address issues and opportunities. We play 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 2018/2019 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:

- Argyle Skating Club
- Stonewall Business Visitation Project
- PATH – Creative Cocoon
- PATH – Business Client
- RM of Fisher Community PATH/Sessions

Project Assistance

Community Futures East Interlake provides project assistance or initiatives to several organizations. The following are some examples of projects undertaken;

Municipal Regional Round Table

- **Mayors, Reeves and Councils** attended a regional connecter exchange meeting. The intent is to foster regional collaboration, gain knowledge, determine issues, and discuss opportunities. Meetings occurring twice a year.
- **Regional CAO – CEO** meeting will be quarterly.

North Interlake Training Working Group

The project is working on advancing the economic and social prosperity of the region by identifying regional workforce development needs. The project has numerous community partners including Red River College with a goal to support the regions labour needs. The committee has only met once this years and the survey concluded training requirements are needed in the industry sectors of hospitality, agricultural, retail, government and community agencies. The project working committee will be creating a 3 to 5 year strategic plan for a Regional Campus.

Townfolio

Community Futures East Interlake Inc. collaborated 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 businesses. This was a three-year project advancing into its final year of 2019/2020.

Go to https://townfolio.co/ to see the latest information on these communities.

Survey Assistance

Town of Stonewall & Stonewall & District business visitation survey completed.

Grant Path Finding for Non-profit Groups

CFEI continues to use various resources to access information on federal government, provincial government, and private foundations for community projects. CFEI has worked with numerous community groups and non-profit to find funding.

Dunnottar Sustainability Planning 2015-current

The Sustainability project is an integration of environment, socio-cultural, economic and community alignment perspectives. The plan identifies the communities' objective for sustainable living and development. Congratulations to the Village of Dunnottar on implementing the plan and becoming a sustainable community. The Village is working towards its actions and goals.

Build Interlake Growth Program (B.I.G) - Build Interlake Growth program, administered by Community Futures East Interlake. The program's focus is on projects that create employment or the attraction of new residents to the East Interlake region. Total grant funds available this past year was $20,000, however only $15,000 awarded. In the program's eleventh year, the fund was able to support three organizations leveraging $122,570.

The following projects approved for funding in 2018-2019:

- Rosser Central Community Club Phase 2 Re-purposing - $5,000
- Armstrong Inwood & Meleb Parks Interpretive Signage- $5,000
- Gimli Film Festival Interlake Pilot Project - $5,000

These projects all provided great opportunities in attracting and marketing our region to others. Community buildings have been repurposed, tourism attraction signage has increased, and employment of larger scale film production attraction is being marketed to the world. The projects could not have been completed without the countless efforts of community volunteers who make these projects a reality.

Next grant project intake date will be December 15th, 2019.

Build Interlake Growth Program Regionally (BIG-R)

This program has the ability to grant out up to $25,000 to a regional project that support economic development. No applications received this year.

The next intake date for the program is September 27, 2019.

Special Projects

Entrepreneurs with Disabilities (EDP) Pilot Program – CFEI secured funds to create Videos with local entrepreneurs to celebrate the success of the program in our region and that the EDP program has lent over 1 million dollars from an initial capitalization of $200,000. This means the funds have been turned over 5 times from the initial capital received.

Indigenous Business Development Services Pilot Project – Our office was able to secure funding to create videos promoting Indigenous Entrepreneurship and to update our existing www.interlakementor.com website to add an Indigenous section.

Memberships - CFEI is an active member of Economic Development Association of Manitoba (EDAM), the Interlake Regional Economic Development Association and all chambers in CFEI's region.

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 National Conference, EDAM Forums, Interlake Tourism Association, CDC meetings and chamber meetings.

Business Training Sessions – Our office delivered 11 training session across the region to 142 clients. Session ranged from Social Media, Accessibility Standards to Understanding Financial Statements. Some session were held in partnership with the local chambers. Training delivered in Fisher Branch, Stonewall, Gimli and Arborg.

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 including their annual general meeting.

Interlake Immigrant Settlement Services – CFEI delivers the Immigrant settlement services for the Interlake region. Fifty-six (56) clients (permanent residents/refugees) were assisted this year.

The Interlake Immigrant Settlement Services assists immigrants in the Permanent Resident stage of their immigration process.

The settlement services assists newcomer immigrants throughout the Interlake area, between the Eastside of Lake Manitoba to the West side of Lake Winnipeg. This is a large area of 21 communities. It has two offices to service clients, one in Riverton and a second in Ashern (through partnership with Fieldstone Ventures).

Cultural inclusion events happen through-out the year. Culturama the largest event attracts a sellout crowd of up to 400 people. **The Culturama Event was recognized this year from the Interlake Tourism Association, and received the Event of the Year award.**

Other events include a Summer Safety Pool Party and Holiday Pot Luck. The settlement services make the transition for our newcomer easier and helps them to feel a part of the larger community.

The program also provided presentations to the local English classes in Arborg and Selkirk that including hosting New Journey Housing and SEED Winnipeg.

MARKETING REPORT

FISCAL YEAR 2018/2019

Council & Community Visits

CFEI met with councils in the region at the first Regional Roundtable meeting, and promoted our services. CFEI has presented numerous presentations to groups such as financial institutions, community chambers, service provider meetings and other community groups regarding our services. Staff visit 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 2018 at Stonewall Quarry Park that included training on the new accessibility standards. CFEI held its annual strategic planning session and board orientation training in December; both Board members and staff participated and set priorities for the coming year.

Social Media

CFEI has an active Facebook page (https://www.facebook.com/eastinterlake/) and twitter account.

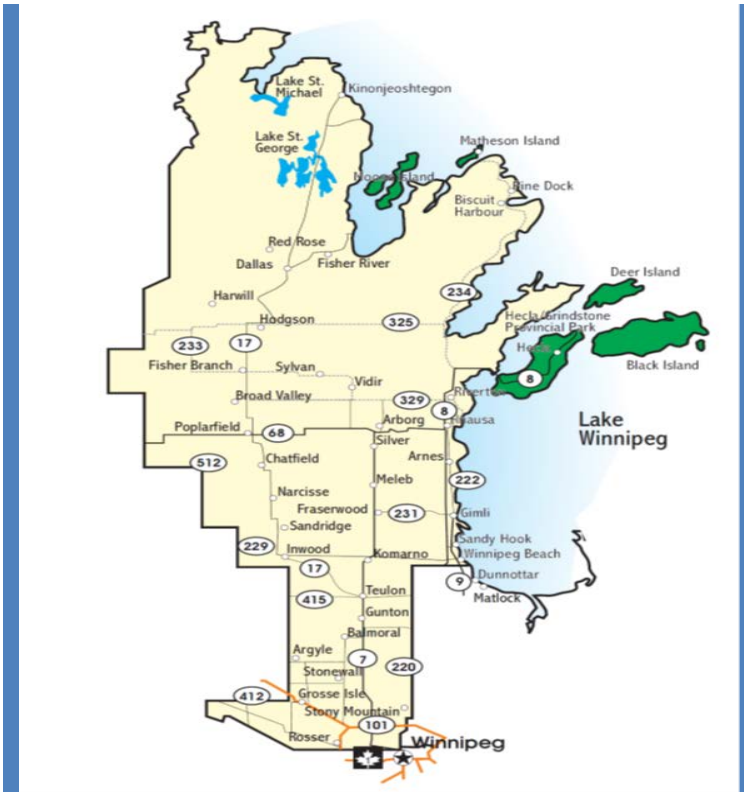
Celebration of Stars – Interlake Tourism Association

Partnering with Interlake Tourism Association and CF West Interlake. Partnership allowed us to present Community Organization of the Year award at the event held at Fraserwood Hall. This year's winner for the Community Organization of the Year award was the Riverton & District Friendship Centre.

PARTNERSHIPS

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

- Arborg & District Multi Culture Heritage Village
- Committee of the Interlake Immigration Settlement Services
- Gimli Community Development Corporation
- Business Development Bank of Canada
- Chambers of Commerce in region
- Communities Economic Development Fund
- Community Futures Manitoba
- East Interlake Conservation District
- EDAM
- Entrepreneurs with Disabilities Community Futures Provincial Program
- Fieldstone Ventures
- Financial Institutions of the region - Noventis
- Fisher River Cree Nation
- First Peoples Economic Growth Fund
- Freshwater Marketing Corporation
- Gimli Recreation
- Indigenous Business Development Services
- Interlake Community Foundation
- Immigration Refugee and Citizenship Canada
- Interlake Refugee Support Network Interlake Snowmobile Association
- Interlake Pioneer Trail Inc. Interlake Tourism Association
- Local Municipal Councils
- Health, Seniors & Active Living – Interlake
- MANSO
- Manitoba Education & Training (MET)
- NEICOM Inc.
- Other Community Futures Organizations
- Prime Meridian Trail
- Red River College
- Riverton Friendship Centre
- School Divisions – Interlake & Lakeshore
- Selkirk Community Service Providers Group
- Snowman Inc.
- South Interlake ATV Club
- Society for Manitobans with Disabilities
- Workplace Essential Skills Manitoba
- World Trade Centre



CONGRATS ON 25 YRS

TAMMY **DZIADEK**

Events of the Region Celebration of the Stars, BIG Grant presentation, Dunnottar Sustainability, CF National Conference

RIVERTON

Contact Us

Community Futures East Interlake Inc.

12 Main Street North

Box 10 Riverton, Manitoba

R0C 2R0

Phone: 1-800-378-5106

Fax: 1-204-378-5192

Email: info@eastinterlake.com

www.eastinterlake.com