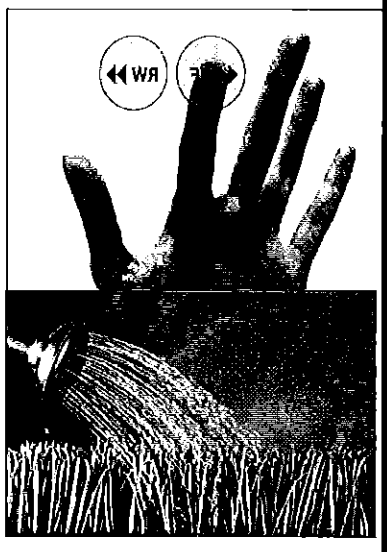
Community Futures East Interlake Inc.

2010-2011

Annual General Meeting



Community Futures East Interlake

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. 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, Inc. strengthens communities in the region through innovative business and community economic development 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 Employment Manitoba (Entrepreneurship, Training and Trade) 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
- Western 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 as of March 31, 2010 is as follows:

Member	Position	Community	Date Appointed
Gil Strachan	*Chairman*	*Gimli*	May 1991
Colin Bjarnason	*Vice Chairman*	*Riverton*	November 1995
Randy Sigurdson	*Secretary/Treasurer*	Arborg	December 2010
Mark Hidlebaugh	*Director*	RM of Rockwood	February 2011
Donald Vigfusson	*Director*	*Bifrost*	April 2002
George Boonstra	*Director*	*Rosser*	December 2002
Gord Wevursky	*Director*	RM of Fisher	December 2011
Micheal Ledarney	*Director*	*Teulon*	July 2005
Daryl Carry	*Director*	*Winnipeg Beach*	September 2004

Dave Kalnuk	*Director*	*Stonewall*	May 2008
Diane Woychyshyn	*Director*	*Armstrong*	February 2011
David Oberding	*Director*	Dunnottar	October 2010

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:

Gil Strachan	*Chairperson*
Colin Bjarnason	*Vice-Chairperson*
Randy Sigurdson	*Secretary/Treasurer*

INVESTMENT REVIEW COMMITTEE

Responsible for the review and administration of the Loan Programs/Portfolios:

Gil Strachan	
Diane Woychyshyn	
Daryl Carry	
George Boonstra	
Micheal Ledarney	Chairperson of committee

EAST INTERLAKE COMMUNITY DEVELOPMENT PROJECT SUPPORT INITIATIVE

Responsible for the review and grant approval of up to $10,000 to non-profit organizations undertaking economic development projects in the east Interlake region.

Dave Kalnuk	*Chairperson*
Colin Bjarnason	
Micheal Ledarney	
Daryl Carry	
Gord Wevursky	

Personnel Committee

Responsible for the human resources of the corporation.

Gil Strachan	*Chairperson*
Colin Bjarnason	
Randy Sigurdson	
Diane Woychyshyn	
Gord Wevursky	

Marketing Committee

Works with staff to promote organization.

Donald Vigfusson	*Chairperson*
Daryl Carry	

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 *CFE*, 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 Hudyma, *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 East Interlake Community Development Project Support Initiative, 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.

Claudia Toomey, *Office Administrator & Loans Administration (Currently on Maternity Leave)*
Claudia has been with *Community Futures East Interlake* since December 2003 and manages the corporation's administrative and loans accounting operations. She also provides BigOnline client assistance and assists with the marketing of the corporation.

Phil Thorkelson, Term Office Administrator & Loans Administration
Phil joined CFEI in June 2010. Phil manages the corporations administrative and loans accounting operations.

Community Futures East Interlake

ANNUAL GENERAL MEETING

Friday, June 24, 2011
Hecla Hall, Hecla, Manitoba

4:00 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 2010-2011 Fiscal Year
6. Election of Officers
7. Committee Appointments:
    a) Marketing Committee
    b) EICDPSI Committee
    c) Personnel Committee
8. Review of 2010-2011 Audited Financial Statements
9. Confirmation of Auditors
10. 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
11. Other Business
12. Adjournment

Community Futures East Interlake
Annual General Meeting
Monday, June 14, 2010
Inwood Golf & Country Club
Inwood, Manitoba
5:25 P.M.

Present: **Donald Vigfusson, Colin Bjarnason, Daryl Carry, Steve Lupky, Denis Dandeneau, Gil Strachan, Les Marchak**

Absent with notice: George Boonstra, Dave Kalnuk, Mike Ledarney

Absent without notice: Joe Thievin

Others: **Tammy Hudyma,** General Manager; **Claudia Krawchuk,** Office Administration ; **Deanna Fridfinnson,** Economic Development Coordinator; **Eugene Zalevich,** Economic Development Analyst; Gage Cherepak, Summer Student.

1. CALL MEETING TO ORDER:

-The meeting was called to order by the chair at 5:25 pm.

2. ADOPTION OF AGENDA:

Moved by: Colin Bjarnason
Seconded by: Donald Vigfusson

THAT the June 14, 2010 agenda be adopted as presented.

Carried

3. CONFIRMATION OF MINUTES

Moved by: Denis Dandeneau
Seconded by: Gil Strachan

THAT the June 22, 2009 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 2009/2010 FISCAL YEAR

Moved by: Les Marchak
Seconded by: Daryl Carry

THAT the actions of Community Futures East Interlake for the operation year of April 1, 2009 to March 31, 2010 be accepted.

Carried

6. ELECTION OF OFFICERS

-Steven Lupky stepped down as chair of the CFEI Board of Directors. Tammy Hudyma, *General Manager*, took over the meeting for the election of officers and called for nominations for Chair.

Moved by: Gil Strachan
Seconded by: Daryl Carry

THAT *Steve Lupky* be nominated for Chair.

Carried

Second call for nominations – none

Third call for nominations - none

Daryl Carry moved that nominations for chair cease.

Steve Lupky was declared Chair of Community Futures East Interlake by acclamation.

Tammy Hudyma, General Manager, called for nominations for Vice-Chair.

Moved by: Donald Vigfusson
Seconded by: Gil Strachan
THAT *Colin Bjarnason* be nominated for Vice-Chair.

Carried

Second call for nominations – none

Third call for nominations - none

Les Marchak moved that nominations for Vice-Chair cease.

Colin Bjarnason was declared Vice-Chair of Community Futures East Interlake by acclamation.

Tammy Hudyma, General Manager, called for nominations for Secretary Treasurer.

Moved by: Colin Bjarnason
Seconded by: Daryl Carry
THAT Denis Dandeneau be nominated for Secretary Treasurer

Carried

Second call for nominations – none
Third call for nominations – none

Donald Vigfusson moved that nominations for Secretary Treasurer cease.

Denis Dandeneau was declared Secretary Treasurer of Community Futures East Interlake by acclamation.

Committee Apointments:

a) Marketing Committee:
Donald Vigfusson nominates Daryl Carry
Daryl Carry nominates Donald Vigfusson
Daryl Carry nominates Les Marchuk

Moved by: Gil Strachan
Seconded by: Colin Bjarnason
That nominations cease and Daryl Carry, Donald Vigfusson and Les Marchuk be appointed to the marketing committee.

b) Personnel Committee:
Moved by: Donald Vigfusson
Seconded by: Daryl Carry
That Gil Strachan be appointed to the personnel committee in addition to the executive members.

Carried

Tammy Hudyma turned the chair back to Steve Lupky.

7. REVIEW OF 2009/2010 AUDITED FINANCIAL STATEMENTS

Moved by: Colin Bjarnason
Seconded by: Gil Strachan

THAT the 2009/2010 Financial Statements be approved.

Carried

8. CONFIRMATION OF AUDITORS

Moved by: Gil Strachan
Seconded by: Denis Dandeneau

THAT Community Futures East Interlake tender for Auditors for 2010/2011.

Carried

9. REPORTS

a. Message from Chair
   i. Steve Lupky presented this report.

b. General Manager Report
   - Tammy Hudyma presented this report.

c. Business Development Report
   - Deanna Fridfinnson presented this report.

d. Loans Report
   - Tammy Hudyma presented this report.

e. Community Economic Development Report
   - Eugene Zalevich presented this report.

f. Marketing Committee Report
   - Tammy Hudyma presented this report.

11. OTHER BUSINESS

-There was no other business.

12. ADJOURNMENT

Moved by: **Colin Bjarnason**
Seconded by: **Les Marchak**

THAT the meeting adjourn at 5.52 pm.

Carried

_____ _____

Chair Secretary-Treasurer

COMMUNITY FUTURES EAST INTERLAKE INC.
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Thornton & Co.

AUDITORS' REPORT
ON COMPLIANCE WITH AGREEMENT

To Western Economic Diversification

We have audited Community Futures East Interlake Inc.'s compliance as at March 31, 2011 with the criteria established in the Contribution Agreement between Western Economic Diversification and the NEICFDC dated April 1, 2006 to March 31, 2011 and the interpretation of the Agreement as set out in Note 8 attached. Compliance with the criteria established by the provisions of the agreement is the responsibility of the Board of Directors of NEICFDC. Our responsibility is to express an opinion on this compliance based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether Community Futures East Interlake Inc. complied with the criteria established by the provisions of the agreement referred to above. Such an audit includes examining, on a test basis, evidence supporting compliance, evaluating the overall compliance with the agreement, and where applicable, assessing the accounting principles used and significant estimates made by management.

In our opinion, Community Futures East Interlake Inc. is in compliance, in all material respects, with the criteria established by the Contribution Agreement.

Thornton & Co.

CERTIFIED GENERAL ACCOUNTANTS

Winnipeg, Manitoba
May 31, 2011

Thornton & Co.

INDEPENDENT AUDITOR'S REPORT

To the Members of
Community Futures East Interlake Inc.

We have audited the accompanying financial statements of **Community Futures East Interlake Inc.** which comprise the Statements of Financial Position and Statements of Operations and Surplus, 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 generally accepted accounting principles, 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.

Auditors' 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 Inc. as at March 31, 2011, and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Thornton & Co

CERTIFIED GENERAL ACCOUNTANTS

Winnipeg, Manitoba
May 19, 2011

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF FINANCIAL POSITION – ADMINISTRATION FUND
As at March 31, 2011

	2011	2010
ASSETS		
CURRENT		
Cash	$ 45,351	$ 15,763
Accounts receivable	8,930	4,410
GST receivable	377	2,570
Due from EDP fund	0	1,313
Due from Investment fund	0	20,247
Due from Nelcom Inc.	795	2,000
Due from repayable fund	0	20
Prepaid expenses	9,450	9,269
	64,903	55,592
PROPERTY, PLANT AND EQUIPMENT (Notes 2 and 4)	308,946	308,946
	$ 373,849	$ 364,538
LIABILITIES AND SURPLUS		
CURRENT		
Due to Investment fund	24,645	0
Accounts payable and accrued liabilities	39,681	55,015
	64,326	55,015
INVESTMENTS IN PROPERTY, PLANT AND EQUIPMENT (Note 5)	308,946	308,946
SURPLUS	577	577
	$ 373,849	$ 364,538

APPROVED ON BEHALF OF THE BOARD

_____ Director

_____ Director

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF OPERATIONS AND SURPLUS – ADMINISTRATION FUND
For the year ended March 31, 2011

	2011	2010
REVENUES		
Awards night	$ 4,301	$ 0
Interest (Note 15)	299	473
Office and professional fees	761	1,593
Other	15,712	16,252
Project revenue and workshops	16,769	13,436
SEA program and small business training	13,600	13,000
Summer students	4,210	3,595
Transfer from Investment funds	5,355	20,247
Western Diversification Contributions	296,116	296,116
	357,023	364,712
EXPENSES		
Accounting and legal	9,962	10,233
Advertising	13,910	10,383
Awards dinner	3,964	0
Equipment lease and purchases	10,933	13,008
Insurance	1,064	1,797
Office	17,174	20,316
Project and workshop costs	24,667	16,060
Property taxes	3,296	3,485
SEA program and small business training	250	2,075
Summer students	4,228	3,595
Telephone	8,499	8,709
Training and development	11,303	10,749
Travel	28,292	32,309
Utilities and maintenance	16,927	30,942
Wages and benefits	202,554	205,051
	357,023	368,712
EXCESS REVENUES OVER EXPENSES	0	(4,000)
SURPLUS, BEGINNING OF YEAR	577	577
PRIOR PERIOD ADJUSTMENT	0	4,000
SURPLUS, END OF YEAR	$ 577	$ 577

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF FINANCIAL POSITION – INVESTMENT FUND
As at March 31, 2011

	2011	2010
ASSETS		
CURRENT		
Bank	$ 686,784	$ 39,274
Bank deposits – loan guarantees (Note 3)	61,600	73,313
Term deposits	268,345	753,843
CFIF Investment	304,354	297,413
Accrued interest receivable	4,159	6,823
Due from Administration	24,646	0
Due from Repayable Investment fund	0	772
	1,349,787	1,170,438
LONG-TERM INVESTMENTS (Note 14)	780,516	921,000
	$ 2,130,303	$ 2,091,438
LIABILITIES AND SURPLUS		
CURRENT		
Accounts payable	0	635
Due to Administration fund	0	20,247
	0	20,882
CONTRIBUTED SURPLUS (Note 6)	1,086,812	1,086,812
SURPLUS	1,043,491	983,744
	$ 2,130,303	$ 2,091,438

APPROVED ON BEHALF OF THE BOARD:

_____ Director

_____ Director

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF OPERATIONS AND SURPLUS – INVESTMENT FUND
For the year ended March 31, 2011

	2011	2010
REVENUES		
Bad recovery	$ 0	$ 11,864
Fees	575	1,115
Interest (Note 15)	81,725	99,575
	82,300	112,554
EXPENSES		
Administration contributions	5,355	20,247
Bad debts	17,188	0
Bank service charges	10	46
Fees	0	1,395
	22,553	21,688
EXCESS REVENUES OVER EXPENSES	59,747	90,866
SURPLUS, BEGINNING OF YEAR	983,744	892,878
SURPLUS, END OF YEAR	$ 1,043,491	$ 983,744

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF FINANCIAL POSITION – INVESTMENT FUND - YOUTH
As at March 31, 2011

	2011	2010
ASSETS		
CURRENT		
Bank	$ 123,011	$ 21,865
Accrued interest receivable	224	1,070
CFIF Investment	115,551	113,375
Term deposit	40,576	150,192
	279,362	286,502
LONG-TERM INVESTMENTS (Note 14)	11,973	0
	$ 291,335	$ 286,502
LIABILITIES AND SURPLUS		
LONG-TERM DEBT		
Repayable Investment fund (Note 10)	200,000	200,000
SURPLUS	91,335	86,502
	$ 291,335	$ 286,502

APPROVED ON BEHALF OF THE BOARD:

_____ Director

_____ Director

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF OPERATIONS AND SURPLUS – INVESTMENT FUND - YOUTH
For the year ended March 31, 2011

	2011	2010
REVENUES		
Interest (Note 15)	$ 4,748	$ 8,371
Other	93	22
	4,841	8,393
EXPENSES		
Bad debts allowance	0	0
Miscellaneous	8	1
	8	1
EXCESS REVENUES OVER EXPENSES	4,833	8,392
SURPLUS, BEGINNING OF YEAR	86,502	78,110
SURPLUS, END OF YEAR	$ 91,335	$ 86,502

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF FINANCIAL POSITION – INVESTMENT FUND - DISABLED ENTREPRENEURS
For the year ended March 31, 2011

	2011	2010
ASSETS		
CURRENT		
Bank	$ 62,166	$ 7,670
Bank deposits – loan guarantee (Note 3)	31,500	31,500
Term deposit	10,200	45,000
Accrued interest receivable	833	780
Other receivables	500	0
	105,199	84,950
LONG-TERM INVESTMENTS (Note 14)	111,400	122,860
	$ 216,599	$ 207,810
LIABILITIES AND SURPLUS		
CURRENT DUE TO ADMINISTRATION FUND	0	1,313
LONG TERM DEBT		
Repayable Investment fund (Note 10)	200,000	200,000
SURPLUS (DEFICIT)	16,599	6,497
	$ 216,599	$ 207,810

APPROVED ON BEHALF OF THE BOARD:

_____ Director

_____ Director

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF OPEATIONS AND SURPLUS - INVESTMENT FUND – DISABLED ENTREPRENEURS
For the year ended March 31, 2011

	2011	2010
REVENUES		
Bad debt recovery	$ 0	$ 9,313
Interest (Note 15)	9,602	9,835
Other fees	500	0
	10,102	19,148
EXPENSES		
Bank charges and interest	0	3
EXCESS REVENUES OVER EXPENSES	10,102	19,145
SURPLUS, BEGINNING OF YEAR	6,497	(12,648)
SURPLUS (DEFICIT), END OF YEAR	$ 16,599	$ 6,497

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF FINANCIAL POSITION – REPAYABLE INVESTMENT FUND
As at March 31, 2011

	2011	2010
ASSETS		
CURRENT		
Bank	$ 17,008	$ 9,888
Bank deposits – loan guarantee (Note 3)	40,000	40,000
Term deposit	10,200	30,000
Accrued interest receivable	1,311	692
	68,519	80,580
LONG-TERM INVESTMENTS (Note 14)	16,813	10,401
	$ 85,332	$ 90,981
LIABILITIES AND SURPLUS		
Due to Administration	0	
Due to Investments		97
	0	695
LONG-TERM DEBT		
Repayable Investment fund – (Note 10)	75,000	75,000
SURPLUS	10,332	15,189
	$ 85,332	$ 90,981

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF OPERATIONS AND SURPLUS – REPAYABLE INVESTMENT FUND
For the year ended March 31, 2011

	2011	2010
REVENUES		
Interest income (Note 15)	$ 4,027	$ 2,036
Fees	300	199
	4,327	2,235
EXPENSES		
Bad debt expense	9,184	0
Bank charges and interest	0	3
	9,184	3
EXCESS REVENUES OVER EXPENSES	(4,857)	2,232
SURPLUS, BEGINNING OF YEAR	15,189	12,957
SURPLUS, END OF YEAR	$ 10,332	$ 15,189

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF FINANCIAL POSITION – EICDPSI PROJECTS
As at March 31, 2011

	2011	2010
ASSETS		
CURRENT		
Bank	$ 14,984	$ 11,234
Accounts receivable	12,250	5,000
	$ 27,234	$ 16,234
LIABILITIES AND SURPLUS		
CURRENT		
Accounts payable	9,500	10,000
Deferred revenues	17,750	6,215
	27,250	16,215
SURPLUS (DEFICIT)	(16)	19
	$ 27,234	$ 16,234

The accompanying notes are an integral part of these financial statements.

Thornton & Co.

COMMUNITY FUTURES EAST INTERLAKE INC.
STATEMENT OF OPERATIONS AND SURPLUS – EICDPSI PROJECTS
As at March 31, 2011

	2011	2010
REVENUES		
Projects	$ 24,465	$ 34,997
Interest	0	0
	24,465	34,997
EXPENSES		
Projects	24,500	34,930
Bank service charges	0	0
	24,500	34,930
EXCESS REVENUES OVER EXPENSES	(35)	67
SURPLUS, BEGINNING OF YEAR	19	(48)
SURPLUS (DEFICIT), END OF YEAR	$ (16)	$ 19

The accompanying notes are an integral part of these financial statements.

COMMUNITY FUTURES EAST INTERLAKE INC.
NOTES TO FINANCIAL STATEMENTS
For the year ended March 31, 2011

1. ENTITY DEFINITION

Community Futures East Interlake Inc. is a community based organization that provides loans and financial services to small businesses in the North 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. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared in accordance with Canadian generally accepted accounting principles. The following are considered to be the more significant policies:

Revenue Recognition
Revenue is recognized in the period they are earned. Funds from external parties and earnings thereon restricted by agreement are accounted for as deferred revenue until used for the specified purpose.

Investments
Investments held by the Corporation consist of term deposits.

Property, Plant and Equipment
Purchased property, plant and equipment are recorded at cost less recoverable GST. New asset purchases are expensed and then set up as property, plant, or equipment. No amortization is taken on the capital assets.

Use of Estimates
The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. These estimates are reviewed periodically, and, as adjustments become necessary, they are reported in earnings in the period in which they become known.

3. 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 Corporate Mandate. These term deposits are therefore subject to potential loss. As of March 31, 2011 loan guarantees total $208,000.

Youth	$ 75,000.00
Repayable	40,000.00
EDC	31,500.00
Investments	61,500.00

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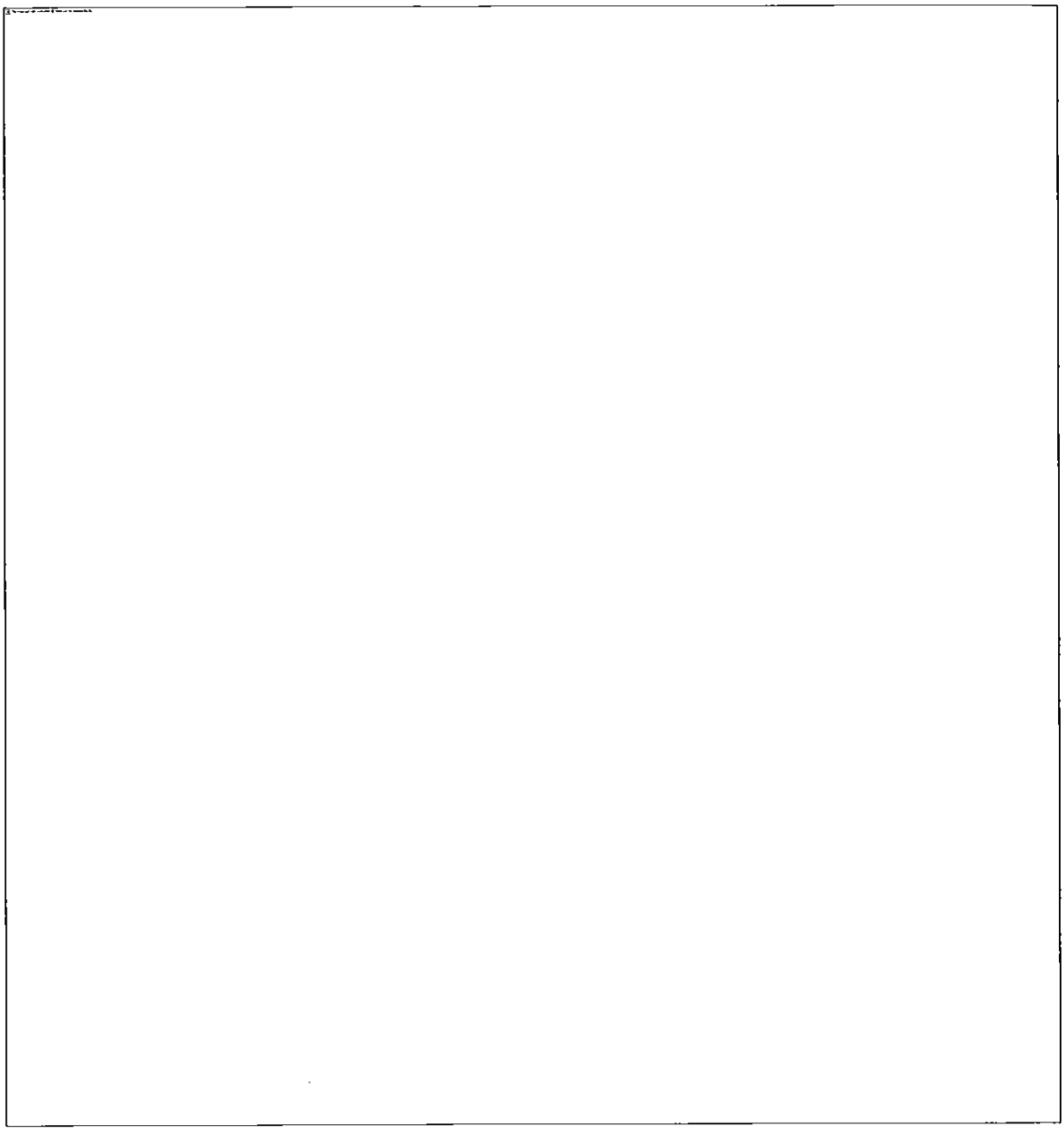

10. REPAYABLE TO W.E.D.

The Corporation 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 person 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.

	W.E.D. Repayable Loan	Disabled Persons Loan	Youth Repayable Loan	Total
Principle	$ 75,000	$ 200,000	$ 200,000	$ 475,000

The amount repayable may be adjusted as the outstanding loans in this fund are not fully collected at this time. Future losses that have not been realized may require an offset adjustment against the outstanding commitment.

11. FINANCIAL INSTRUMENTS

Financial instruments of the Corporation consist mainly of cash, accrued interest receivable, accounts receivable, and accounts payable. The carrying values of these financial assets and liabilities approximate their fair values based on their short term maturity.

The fair value of the loans receivable and repayable to W.E.D. have not been presented as these values are not readily determinable.

Credit Risk Management

The Corporation is exposed to credit risk on the accounts receivable from its customers. In order to reduce its credit risk; the Corporation has adopted credit policies which include the analysis of the financial position of its customers and the regular review of their line limits.

The Corporation does not have a significant exposure to any individual customer or counterpart. Its customers are mainly small business owners.

12. 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 Company has with the Department expires March 31, 2011.

13. STATEMENT OF CASH FLOWS

A Statement of Cash Flows has not been provided as it would not provide any further information to the users of the financial statements.

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14. LONG-TERM INVESTMENTS

	Investment Fund	Youth	Disabled	Repayable
Loans receivable	$ 930,432	$ 11,973	$ 158,909	$ 25,997
Less: Allowance for doubtful account	149,916	0	47,509	9,184
	$ 780,516	$ 11,973	$ 111,400	$ 16,813

Loans receivable are secured by personal guarantees and chattel mortgages on equipment and property where applicable.

15. INTEREST ANALYSIS

	Loan	Investment	Total
Administration	$ 0	$ 299	$ 299
Investment fund	61,150	20,575	81,725
Youth fund	2,357	2,391	4,748
Disabled Entrepreneurs fund	7,723	1,879	9,602
Repayable loan fund	3,057	970	4,027
	$ 74,287	$ 26,114	$ 100,401

16. COMMITTED FUNDS

As part of the year two EICDPSI Program, funding has been committed to the following projects:

Year Two	
Peguis Log Builder's Project	$ 10,000
IDA Suites	5,000
	$ 15,000
Year Three	
Riverton Campground Study	$ 5,000
Teulon Rockwood Arena	10,000
Stony Mountain Soccer & Baseball Fields	5,500
	$ 20,500

As of March 31, 2011, 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.

17. 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, 2011, Community Futures East Interlake Inc. has $360,000 principal, plus accrued interest of $59,905 invested in the fund. The amount is recallable and therefore recorded as a current asset in the financial statements.

MESSAGE FROM THE CHAIR

On behalf of the board and staff, welcome to our 2010/2011 annual general meeting. This year Community Futures East Interlake (CFEI) saw an increase in the number of the east Interlake communities working on community development projects in their respective communities. There has been a larger demand for CFEI's community development services; mainly due to the challenges facing many of the Interlake communities. Many are struggling with issues such as housing and the decline in the agriculture industry. The weather and the economy have each affected the way our communities are working and expanding. The traditional tourism and agriculture sectors in the region have each been impacted by weather and the economy in the past few years. This is creating the need for communities to adapt and to come up with creative solutions.

Our business development support service hours also saw a major increase over the past few years. The need for support to existing businesses over the past year seems to be one of the trends that developed; due to in some part the struggles we have seen in the communities. Many businesses were in the need of support services to assist them through some tough times. Our office worked very closely with a number of businesses in the region that were struggling and in need of additional supports. This meant we were spending more time on a one-to-one basis with many of our clients.

Our office successfully hosted numerous events over the year to celebrate our 25th anniversary, and was able to look back at some of the major accomplishments over the past twenty-five years, including the Lakeview Hotel Project in Gimli. It was a time to reflect on what we have done and to start looking at the future. Over the history of the program over 101 directors have served on our board. They have helped us deliver our programs and gave countless hours of volunteer time to the program.

Over the past twenty-five years, our business services have now provided over $6.8 million to business start-ups and expansions to over 250 businesses. We have provided over 5000 advisory services to our clients and have worked with numerous other funders over the years to assist our local entrepreneurs with their projects.

I wish to thank the board and staff for all of their hard work this past year. This year we lost some long serving directors – Steve Lupky, Dennis Dandeneau, Les Marchuk & Joe Thievin. On behalf of the board, I wish to send my sincerest thanks to them for all of their hard work over the years.

Sincerely,

Gil Strachan, Chair

Celebrating 25 Years of growing Communities & Businesses

Community Futures East Interlake

GENERAL MANAGER'S CORPORATE OVERVIEW

FOR THE FISCAL YEAR 2010/2011

This year has been one of change to our organization and communities. Changes that included a definition in the new staff roles (all staff providing business and community services), new board members, and a change in some of the partners we work with. There also have been many changes in our local leaders/municipal politicians. There are many new faces on our councils and on our community boards. This has led to new viewpoints and increased leadership development and learning opportunities.

As we celebrated our twenty-fifth anniversary as an organization, we had a chance to look back at the program and regions' history. What we saw was that we are still seeing many of the same issues from twenty-five years ago – such as dependency on our resource based economy sectors (agriculture, tourism, water) and rural depopulation. Clearly this supports the ongoing need for the Community Futures program. These issues continue to exist; however, there are now new challenges with the changing economy – decline in rural retail (due to increased mobility, internet access/usage etc), aging infrastructure in rural communities, and the overall effects of weather on the agriculture sector and tourism. Some of our rural communities are suffering (dependency on agriculture sector) and others are seeing expansions that are creating new problems such as lack of housing for workers and a need for new infrastructure/replacement of existing (sewer, water etc).

Communities are adapting to these changes, however trying to find their niche as a community and be ready for what changes may come their way is becoming increasingly important. Communities have to be ready for opportunities as they come their way, and also need to be able to create the opportunities. Communities are recognizing the need to be reactive to and plan for change and are starting to work on the how they can be ready for change (creation/revitalizing of CDCs and community groups).

Community Futures East Interlake is continuing to evolve its services as needed, which has meant a greater emphasis on our community services and counseling for existing business. We worked with many business and community groups to meet the challenges they are facing in their business and communities. We have seen an increased need for our planning services and community development support services this past year and have worked more closely with many businesses than in previous years. The local economy has been suffering, this has meant fewer loans. We have however; been more directly involved in saving some valuable businesses in the region or helping our businesses find additional programs and resources.

Our organization worked with many community partners and we are very fortunate to get many different government organizations and community partners working on projects such as the Business Start in Fisher River. We are very thankful to all of the partners that worked with us to provide additional services in the region.

This year we said goodbye to some of our long serving directors – Steve Lupky, Dennis Dandeneau, Les Marchuk and Joe Thievin. We will miss their support of our program and wish to thank them for all of their efforts on behalf of our program. Of course, we would not exist if it were not for all the hard work and dedication of the current board members and staff. To them I say thank you and may we continue to work to grow our communities and region.

Respectfully submitted by,

Tammy Hudyma, General Manager

BUSINESS DEVELOPMENT OVERVIEW

	2008-09	2009-10	2010-11
Loans Advanced	8	11	8
Total Loan Value	$395,650	$ 380,077.91	180,025
Total Funds Leveraged	$1,060,100	$ 653,250	14,139
Total Jobs Created/Maintained	32	20	18.15
Training Sessions Delivered	27	50	8
Total Clients Trained	159	123	100
Number of clients assisted	268	228	188

Loan Application Statistics 2010/2011	
Loan Applications Processed	12
Applications Approved	8
Applications Declined	2
Applications Withdrawn by Client	2

Business Development Statistics - Comparison

Category	2008/2009	2009/2010	2010/2011
Technical Assistance – hrs	181.2	166.50	448.70
SE Assistance – hrs	264.3	196.45	297.80
SE Inquiries	27	13	13
Loan Assistance/Assessment - hrs	661.2	472.55	465.40
Loan Inquiries	63	29	20
Client Administration - Loan - hrs	114.45	137.45	142.60
Client Administration – SE	78.2	84.65	90.73

Additional Business Development Statistics:

- 916 business and information services provided to clients – this included general assistance, technical/advisory services and training and skill development
- With our assistance, business service clients (SE, technical assistance) leveraged over $368,000 for their businesses start-ups/expansions

- Since the first loan in July 1986, CFEI has lent over $7 million to businesses in the region, creating/maintaining over 606 jobs.

- 101 volunteer directors have served on the board of Community Futures East Interlake.

Loans Broken Down by Municipality
April 1986 to March 2011

Muncipality	Number of Loans	Total Dollar Funded	Jobs Created/Maintained	Leverages
Arborg	27	711,750.00	91.30	4,491,600.00
Armstrong	13	291,989.39	21.30	355,055.00
Bifrost	13	676,320.00	48.00	1,621,500.00
Dunnottar	1	37,500.00	2.00	86,000.00
Fisher	9	221,088.62	20.50	190,000.00
Fisher River	9	173,267.49	7.10	111,264.00
Gimli	60	1,303,635.92	108.93	1,464,444.74
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
Riverton	27	1,110,303.00	90.45	1,746,314.78
Rockwood	13	356,300.00	40.10	899,316.00
Rosser	0	0.00	0	0.00
Stonewall	37	1,004,472.47	72.50	1,295,382.00
Teulon	23	758,800.00	72.60	3,654,324.00
Winnipeg Beach	21	388,993.06	28.90	483,597.00
Total	**255**	**7,068,419.95**	**606.18**	**16,398,797.52**

SELF-EMPLOYMENT PROGRAM
FISCAL YEAR 2010/2011

The Self-Employment program is a partnership between Community Futures East Interlake and Employment Manitoba. It is designed for individuals receiving financial assistance to become self-employed as a way to support them. EI may allow 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:

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

During the 2010/2011 fiscal year, we received 29 inquires and 8 participants were approved and took part in the Self Employment (SE) Program. Every participant is unique and requires different individual coaching/consulting on implementing their plan. Each business venture varies considerably.

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

- Painting Business
- Counseling Business
- Insulation Business
- Mechanical Business
- Retail
- Tourism Business
- Snow Removal and Lawn Maintenance Business

2010/2011 Statistics	
9	Applications reviewed and assessed
8	Businesses approved on the program
7	Businesses still in operation
1	Clients withdrew voluntarily
11	Full Time Jobs Created
20	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 2010/2011

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. Community Futures East Interlake has worked within the region 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, market surveys & data collection, funding applications and research assistance. Several of the projects and initiatives that Community Futures East Interlake was involved with in the 2010/2011 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:

- Riverton-Bifrost CDC
- Winnipeg Beach
- Arborg-Bifrost Community Development Corporation

Project Assistance

Community Futures East Interlake provided project assistance to several organizations/initiatives:

Interlake Pioneer Trail (IPT):

In 2010/2011 CFEI continued to work with the Interlake Pioneer Trail organization and the three management groups responsible for the trail. The Interlake Snowmobile Association operated the full trail during the winter months, and the South Interlake ATV club as well as The Prime Meridian Trail Association manages a section during the spring, summer and fall months. The trail remains a valuable resource for the region and is an opportunity to develop tourism initiatives along the trail.

GPS Tourism Database/Tourism Database

In partnership with the Interlake Tourism Association, our office completed a database of GPS waypoints of over 500 tourism business and attractions. The database has been used in the Interlake Tourism Guidebook (12,500 copies printed) that has been distributed throughout the region.

Fisher River Business Training

In partnership with the Ochekwi-Sipi Economic Development Corporation (Fisher River First Nations), Manitoba Entrepreneurship, Training and Trade and the Aboriginal Business Service Network, entrepreneur workshops were held. The business start was delivered to over 10 participants in Fisher

River and two pilot project sessions were held in Riverton and Fisher River regarding a customer service workshop. The customer service workshop was created to be a shorter version of training currently available to allow participants to get an understanding of customer service without missing a full day of work. Twenty-five people participated in the pilot workshops.

Interlake Business Assistance Guide

In partnership with MAFRI, our office updated an Interlake Business Assistance Guide and funded a portion of the production cost. The guide is given to all business clients and provides information on rural business and community programs for the Interlake.

Immigration:

Community Futures East Interlake continues to partner with Manitoba Agriculture, Food and Rural Initiatives as well as a number of local service providers including school divisions and municipalities to provide settlement services to recent immigrants to the region. CFEI continues to work with the group and help them to provide immigration services in the region. This year CFEI worked with the group to secure a $20,000 grant for a project to create awareness of cultural diversity and demonstrate that all the people are the same. The grant application was approved, however the organization was not able to commit to completing the project.

East Interlake Community Development Project Support Initiative (EICDPSI):

The EICDPSI grant program is jointly administered by Community Futures East Interlake and the Interlake Development Corporation. The grant program provides funding in support of community support initiatives that stimulate economies in the CFEI region. The projects primarily focus is on projects that create employment or the attraction of new residents to the region. The projects total grant funds available this year was $40,000. In the program`s Third year, the fund was able to support six organizations. The following projects were approved for funding on 2010/2011:

Stonewall-Drop in Phase 2 of Expansion
The project saw the development of a skate board park including ramps, tables, benches and landscaping. The Drop in Center is a main meeting point in the community. The center is active with kids and the center rents out meeting space for other community groups.

Winnipeg Beach - Reintroducing ice to the arena
The arena was once again developed as an ice arena. This further encouraged winter recreation in the Winnipeg beach area. The facility has been active meeting point for locals and visitors.

Riverton - Campgrounds Feasibility Area Study
The project is to survey a couple of potential areas to see which area would be best utilized in developing a camp ground. With a location established the group can further work towards making Riverton another camping destination for travelers to come visit and stay.

Arborg - Prairies East Sustainable Agriculture Initiative (PESAI) - Diversification Research Centre
The project has assisted in getting land purchased and site prepared for a future research center. This crop research center well help the agricultural sector in the region find and develop

new crops and to look at ways to increase the suitability for new crops and obtain higher yielding crops.

Teulon - Rockwood Arena Canteen
Project approved to renovating the kitchen in the arena. The group is upgrading the kitchen to commercial standards. This will increase the uses for the arena.

Stony Mountain - Soccer & Baseball fields
The project is developing two soccer fields and two additional baseball fields. The Stony Mountain Community Association group has brought outdoor sports activities back to the community which was nearly vacant only a few years ago.

These projects all provided great opportunities in attracting new residents to the communities. The projects could not have been completed without the countless efforts of community volunteers who made these projects a reality.

The next project intake date is September 30 2011.

Community Futures East Interlake also provided support services to the following organizations:

- Interlake Tourism Association
- Arborg Riverton Immigration Settlement Services
- Town of Teulon
- Arborg-Biforst CDC
- Riverton-Bifrost CDC
- Camp Kan-Do
- Evergreen School Division
- Junior Achievement
- EPSI
- Ochekwi-Sipi Economic Development Corporation
- Fisher Branch, Stonewall & Teulon Chambers

Special Projects

Entrepreneurs with Disabilities (EDP) Program Mentorship Projects – CFEI secured mentorship contracts for two EDP clients this year. The program provided business mentors to EDP clients in need of additional assistance in their business and maintained two existing long term businesses in the region..

Entrepreneurs with Disabilities Pilot Project Program – Motivational Interviewing: CFEI organized a two day Motivational Training session. We had staff from 10 CF offices and 6 Service Providers in the area that took part in this innovative client counseling technique.

ABSN – Funding for two pilot project customer service training workshops and hosting Business Start in Fisher River was obtained through this program. Our office had 25 participants take part in the customer service workshop and 10 people participate in the Business Start program in Fisher River.

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

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

Junior Achievement – CFEI's staff provided entrepreneurship training to two grade 5 classes in Riverton – "Our Business Entrepreneurship Training.

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, CFM Annual Awards and Banquet, Vision Quest, Capturing Opportunities, EDAM Forums, Employment and Income Assistance Information Session, CDC meetings and chamber meetings.

Awards Banquet – Over 125 people attending the event in Arborg on October 28. Six categories were presented awards, including business of the year, youth volunteer and lifetime business achievement. Numerous nominations were received, and the top three from each category received tickets to the event. The event promoted our services to the region and celebrated the achievements of the East Interlake region. The events theme, Celebrating Past, Present and Future was designed to tie in with our 25th anniversary, and lead to the addition of the youth volunteer category, and a change to the lifetime award criteria.

25TH Anniversary Promotions –CFEI hosted various events throughout the year, such an open house and 25th celebration event on the day of our 25th. The events increased our exposure in the region, and articles were written in the local papers. Our office also had a 25th theme with all of the marketing items that went out.

MARKETING REPORT

FISCAL YEAR 2010/2011

Council & Community Visits

CFEI visited all the councils in the region to promote our services, past year's accomplishments and new projects. CFEI has presented numerous presentations to groups such as Employment and Income Assistance, AIM for Work, MAFRI, community chambers and others community groups regarding our services. Staff visited all member communities regularly to promote CFEI services during meetings and special events.

Satellite Offices

CFEI has two satellite offices, located in Town of Teulon and RM of Rockwood offices. Each satellite office is staffed as needed and our services are extended in the region.

Video Conference Training

CFEI recently secured the services to once again provide the services in our region.

Joined Local Chambers

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. Advertisements were placed in local newspapers inviting the public to attend. CFEI held its annual strategic planning session in December. Board members and staff participated in session that discussed current issues in the region and planning for the next fiscal year.

PARTNERSHIPS

CFEI provided satellite office space for the Interlake Tourism Association on the first Wednesday of the month. We also partner with numerous provincial, federal and other business & community development agencies. Some of these include:

- Aboriginal Business Canada
- Aboriginal Business Service Network
- A.I.M. for Work
- Arborg & Riverton Immigration Settlement Services
- Arborg-Bifrost CDC
- Argyle Community Action Group
- Business Development Bank of Canada
- Canada Manitoba Business Service Centre
- Chambers of Commerce in region
- Communities Economic Development Fund
- Community Futures Manitoba
- Eastern Plains Saskatoon Inc.
- Employment Manitoba/Manitoba Competitiveness Training & Trade
- EDAM
- Entrepreneurs with Disabilities Community Futures Provincial Program
- Financial Institutions of the region
- Fisher River Cree Nation
- Family Services
- Interlake Development Corporation
- Interlake Snowmobile Association
- Interlake Pioneer Trail Inc.
- Interlake Tourism Association
- Junior Achievement of Manitoba
- Local Municipal Councils
- Prime Meridian Trail Association
- Manitoba Agriculture Food and Rural Initiatives
- Manitoba Council for International Cooperation
- Manitoba Education, Citizenship and Youth – MB4 Youth Division
- Manitoba Community Service Council
- Manitoba Family Services and Consumer Affairs
- Manitoba Tourism Education Council
- NEICOM Inc
- Ochekwi-Sipi Economic Development Corporation
- Other Community Futures Organizations
- Riverton-Bifrost CDC
- Riverton Friendship Centre
- Rural Entrepreneurs Assistance Program
- SADICC
- Snoman Inc
- South Interlake ATV Club
- Society for Manitobans with Disabilities
- Women's Enterprise Centre
- Woodlands CDC