

WD does not require a signed copy of the Annual Performance Report as the Board Motion will demonstrate Board approval. Please email, in WORD format only, a copy of the approved Annual Performance Report to xxxxxxxxxx@canada.ca by May 31, 2020

SECTION 1
Board Motion

Motion from your Board of Directors that approved the 2019-20 Annual Performance Report.

Date of Board Meeting:	
Motion:	
Moved By:	
Seconded By:	

SECTION 2
Executive Summary on Overall Performance for 2019-20

Please provide a short narrative (1/2 to one page) summarizing your organization’s overall performance, successes, challenges and issues for the past fiscal year. Highlight any governance improvements undertaken (board training, new policies, etc.)

Fiscal year 2019/20 was a productive year for CFNCD. The Corporation recorded positive results in programs as well as financial performance. The Corporation remained focused on performance under the direction of the board and guided by the Executive Committee.

From a governance perspective, the Board of Directors met as follows:
 Board of Directors Meeting – Thompson, September 2019
 Annual General Meeting – Thompson, September 2019
 Board of Directors Meeting - conference call, March 2020

The Executive, Business Development and Community Development committee’s meet an ongoing basis throughout the fiscal year. Management made recommendations to the Executive/Board on September 5 & 6, 2019 regarding governance including policy and procedures changes, in hopes that committees will reach its full capacity, and the need to host meetings by Tele-conference, as well as changes to the Corporate By-Laws regarding Board composition and appointments process.

The Corporation has a full complement of staff. CFNCD continues with both Contract and Part Time positions (Thompson and Winnipeg).

Financially, the Corporation once again performed well.

From a program perspective, the Corporation continued to meet expectations and targets in both community and Business development.

In **Business Development**, the Corporation once again exceeded the WED target for the number of loans. However, the target fell short with respect to the loan dollar amount. This was due to requests for smaller amounts. The Corporation continued to deliver the SE Program on behalf of the Province of Manitoba.

In **Community Development**: The Corporation continues to focus and achieve success with community development initiatives that support and assist communities on a local and regional level. Some areas to note over the last year include, Northern Manitoba Snowmobile Project, Northern Values initiative [partnership with Ducks Unlimited Canada continued], Northern Tourism and Settlement Services. CFNCD continued to provide strategic planning, facilitation and research services during the fiscal year.

SECTION 3

Success Stories

Please provide 3 success stories with a short description, the role your organization played and why you feel this is a success for the community. *Note: Client approval should be obtained to share information about them.*

WD uses these stories to demonstrate the impact of the CFs in Western Canada and to outline concrete examples of positive outcomes for western Canadian stakeholders.

Client Name	Service Provided (loan, bus. services, comm. planning & implementation)	Description should include: <ul style="list-style-type: none"> • Did it align with GOC/WD Priorities? <ul style="list-style-type: none"> • What role did the CF play? • Describe how this project/loan/service/initiative made a difference in the client's organization and/or community? <ul style="list-style-type: none"> • What were the final outcomes* from the activity? • How has this positively affected the community? • How has this service enhanced the economy in the community? <p style="text-align: center;">(6-8 sentences)</p>
Maple Grove Equine Ranch Ltd. o/a Maple Bus Lines	Business Service	When Greyhound Bus Lines ceased services in the north for Thompson and the surrounding Communities, Lori Mann decided to expand her current business to include both customer and freight carrier service for parts of northern Manitoba and with CFNCD assistance, Lori launched her business in June 2019. Maple Bus Lines plays a vital role in the lives of those living in and around Thompson. There are regularly scheduled passenger services for medical appointments, family visits and freight being shipped from Nelson House, Thompson, Cross Lake and Wabowden to and from Winnipeg. Employment outcomes 25 f/t and 10 p/t created.
Thumper Auto Service Ltd.	Business Service	Derek Maude owns and operates an auto repair shop in Thompson. He had to continually contract out tire repair and some auto repair because he did not have the required equipment. With assistance from CFNCD, Derek was able to purchase a wheel alignment machine as well as a four-post hoist thereby saving him the expense of contracting this work out and it also meant that he could better serve his clientele. Employment outcomes 3f/t positions maintained.
10031946 Manitoba Ltd. o/a KNC Electric Ltd.	Business Service	With the assistance from CFNCD, York Factory First Nations, through a numbered company, purchased the assets of KNC Electric. The company currently is staffed by 6 electricians and 2 administrative staff and as the company is generating profits, the purchase will increase York Factory First Nation's available resources and allow them to fund future projects. This sale maintains KNC Electric as the only commercial electrical company serving Thompson and the surrounding communities. Employment outcomes 6 f/t and 2 p/t positions created.

*Examples of possible outcomes: jobs created, impact on the community, successfully assisted companies to enter global markets, new export sales for businesses, new office(s) opened in Western Canada, investment attracted to a business, new product(s) created or new service(s) created, successful joint venture established, etc.

SECTION 4

Alignment with Government of Canada and WD Priorities in key areas

Please describe the initiatives or projects your organization was involved in that aligned with the WD 2019-20 operational priorities listed below:

Inclusiveness: Enhance economic well-being and prosperity of under-represented groups in Western Canada. WD’s primary focus for this priority is on supporting Indigenous peoples and women, with a secondary area of focus on youth and persons with disabilities.

Cluster Growth: Clusters are networks of interrelated companies, researchers, investors and other partners working in a specific industry or region. WD will focus on supporting select clusters within: clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.

	Strategy	Project/Initiative (2 – 3 sentences)	Outcome Achieved
1 (a)	Inclusiveness – primary focus on Indigenous peoples and women	<p>Churchill Regional Economic Development (CRED)</p> <p>a) Promote and support applicants b) Participate on application review committee</p> <p>Corporation will strive for gender equality throughout operating structure.</p> <p>Continue focus on programs and activities which address economic development obstacles for Indigenous entrepreneurs including:</p> <p>a) Presence in Indigenous communities b) Administering the Peer Lending Loan Program (Artists and Crafters) c) Commitment to the City of Thompson Indigenous Accord d) Planning partner in Vision Quest event e) Referrals to the Indigenous Business Service Network</p>	<p>a) Supported potential applicants from various sectors throughout application process: tourism operators, regional initiatives, community organizations, agriculture, training & employment</p> <p>b) Participation on Review Committee, attendance at regular review meetings and strategic planning session. 60 applications approved since inception.</p> <p>Ongoing efforts. Equal participation on CFNCD Executive Committee.</p> <p>a) CFNCD presence in all 17 of CFNCD communities via board member representation, marketing, events, meetings, etc.</p> <p>b) one active client, marketing efforts throughout the region, staff trained as Product Assessment Adjudicators to assist clients in this sector.</p> <p>c) Attendance at quarterly meetings, participation in progress reports and at Strategic Planning Session (TIA and TUAS), ongoing efforts to infuse Truth & Reconciliation Calls to Action into every day operations of CFNCD as per resolution passed by the board in 2019.</p> <p>d) Continued as a planning partner. Full executive and core staff participation in Vision Quest 2019.</p> <p>e) Ongoing referrals to IBSN as appropriate.</p>

<p>1 (b)</p>	<p>Inclusiveness – secondary focus on youth and persons with disabilities</p>	<p>Work in partnership with Society for Manitobans with Disabilities to advocate for access to services in north.</p> <p>Elevate program delivery agent.</p> <p>Implementing and ensuring compliance with the Accessibility Act for Manitobans.</p> <p>Just Watch Me video contest partner.</p> <p>Administer the disability loan fund.</p>	<p>Staff trained as a trainer to deliver the Accessible Customer Service Standard workshop to clients, partners, staff, board and general community. CFNCD new policy approved re: Accessible Customer Service. Assistance provided to clients wishing to create their own similar policy.</p> <p>Assisted with Just Watch Me video contest marketing in the region.</p> <p>Disability Loan Fund administered and marketed to potential clients. 5 current EDP clients.</p>
<p>2</p>	<p>Cluster growth – focus on specialized clusters within: clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.</p>	<p>Sustainable Development of the Boreal in Northern Manitoba – Northern Values Document</p> <p>Participation in Northern Manitoba Tourism Advisory Committee</p> <p>Thompson 2020: a) Participating on the project management team b) Administering contract</p> <p>Thompson Place Branding: Participated on the Champions Committee to develop a place brand for Thompson with Travel Manitoba and the Thompson Hotel Association</p> <p>Northern Manitoba Snowmobile Project: Lead coordinator for proposal to CRED for funding the regional project to leverage \$69,000 towards project funding Coordinated proposal the Canadian Experience fund through WED for \$150,000.00 in project funding. Lead role in coordinating the objectives of the Northern Manitoba Snowmobile Project in areas of Marketing, Infrastructure, Special events and Product development.</p> <p>Real Northern Experience Project: Lead coordinator in developing project concept and pulling in CF regional partners and Travel Manitoba to begin project</p> <p>Northern Manitoba Tourism Market Place at the 2020 Manitoba Outdoor Show -Participated as team member with Travel Manitoba to showcase Northern Manitoba tourism products including communities, lodges, artisans and festivals.</p>	<p>Contract deliverables met, new contract signed with Ducks Unlimited for 2020/2021 fiscal year.</p> <p>Continued participation. Joint projects with advisory committee partners.</p> <p>Contract deliverables met, efforts made to attract investors to Thompson and region.</p> <p>-Participated in meetings, focus groups and planning sessions.</p> <p>Deliverables met; -Funds confirmed with WD and CRED -Committee and project management team created -Project Terms of Reference created -Regular reports and claims to funders</p> <p>Efforts made to coordinate partners And move forward. Project tabled due to COVID-19</p> <p>-Successful venue featuring all communities, several business, crafters and other artisans to the Winnipeg market over a 2.5 day period.</p>

		<p>Winter Weather Testing Centre of Excellence Initiative -assisted the Thompson Chamber of Commerce with funding applications, creating project terms of reference and governance structure.</p>	<p>Project successful in securing funds to commence initiative in the 20202021 fiscal year.</p>
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SECTION 5
Performance Indicator Variance

In the table below, please ensure a detailed explanation is provided if your organization did not meet an MPS.

Performance Indicator	2019-20 Target	2019-20 Actual	If you did not meet an MPS, please provide a detailed explanation and a plan for ensuring the MPS will be met in 2020-21.
Indicate which Group the CF is in :		Group 2	
Total # of community based projects (New PLUS Ongoing)	2	31	
# of business training session participants	75	64	
# of business advisory services	325	288	
\$ value of loans (*)	\$400,000	\$377,741	
# of loans (*)	8	8	
# of Projects/Initiatives that align with GOC/WD priorities and (PLUS) # of Loans that align with GOC/WD priorities	2	5	

*Total value of ALL loans and other investments approved where initial disbursements made

FOR REFERENCE ONLY:

MPS	GROUP 1	GROUP 2	GROUP 3
Total # of community based projects (New PLUS Ongoing)	2	2	2
# of business training session participants	400	400	300
# of business advisory services			
\$ value of loans	\$600,000	\$400,000	\$200,000
# of loans	12	8	6
# of Projects/Initiatives that align with GOC/WD priorities and (PLUS) # of Loans that align with GOC/WD priorities	3	2	1

SECTION 7
CF Web Reporting

Please provide the link to the 2019-20 Performance Results posted on your website.

2019-20 Performance Report on Website	https://cfmanitoba.ca/north-central-resources/north-central-financial-statements
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SECTION 8
Loans over \$150,000

Did your CF provide loans over \$150,000 in total to an organization in 2019-20 (i.e. include previous loans still outstanding)? Yes No

If **yes**, then please provide a list of all loans given over \$150,000 in total to an organization and provide the reasoning/justification behind providing those loans. Please use your internal file or client number and **not client name**. **Note: Your updated policy on loans over \$150,000 should have been provided to WD. If not, please attach to this report.**

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

SECTION 9
Syndicated Loans

Did your CF participate in any syndicated loans in 2019-20? Yes No

If **yes**, please provide a list of any syndicated loans your organization may have been a part of. Note: As per the Contribution Agreement (Attachment B, Investment Fund Terms and Conditions), each participating CF may only provide up to \$150,000.

Lead CF	Which CF reported the loan in the reporting system?	Amount Contributed by your CF	Total Loan Amount	Number of Partner CFs
CF Edmonton	CF Edmonton	\$75,000	\$300,000	5

SECTION 10
Loans with Interest Rates Less than Prime Plus 2%

Did your CF provide loans with interest rates less than prime plus 2%? Yes No

If **yes**, then please provide a list of all loans given and provide the reasoning/justification behind providing those loans with interest rates less than prime plus 2%. Please use your internal file or client number and **not client name**. **Note: Your new policy on interest rates less than prime plus 2% should have been provided to WD. If not, please attach to this report.**

File #	Amount	Interest Rate	Rationale for interest rate less than prime plus 2%
123456	\$165,000	Prime plus 1%	Explanation

SECTION 11
Investment Fund

1. WD Investment Fund Activity as of March 31, 2020

Total Value of Loans Receivable	Total Number of Loans Receivable	Total Value of Loans Receivable over 90 days	Number of Loans Receivable over 90 days
\$1,000,000	85	\$25,000	5
\$1,149,059.89	36	\$38,382.13	3

2. Equity Investment / Related Entities / Subsidiaries as of March 31, 2020

Does your CF have investments in equity, related entities or subsidiaries as of March 31, 2020? Yes No
 If yes, please list them below.

Company Name	Percentage of Shares	Dollar Value
ABC Company	25%	\$25,000

3. FOR THOSE WITH A 3 YEAR AGREEMENT : Interest transfers up to 75% of net interest up to a maximum of \$100,000

Did the CF transfer interest in 2019-20? Yes No

If Yes, please list all interest transfers amounts, the activities, and the WD Investment Fund type. Note: Your updated policy on interest transfers should have been provided to WD. If not, please attach to this report.

Activity	WD Investment Fund Source	Amount Transferred
Promotion of Business Loan Programs / Marketing	Repayable EDP	\$5,000
Promotion of Business Loan Programs / Marketing	Repayable	\$5,000
	Choose an item.	
	Choose an item.	

4. Interest transfers above 75% of net interest or \$100,000 (not included in Section 3) and all interest transfers for those with 1 year agreements

Did the CF transfer interest in 2019-20? Yes No

If yes, please list all interest transfer amounts, the activities, the WD Investment Fund type, and WD approved date. Note: Your updated policy on interest transfers should have been provided to WD. If not, please attach to this report.

Activity	WD Investment Fund Source	Amount Transferred	Amount and Date WD Approved
	Choose an item.		
	Choose an item.		
	Choose an item.		
	Choose an item.		

SECTION 12
Appeals

1. Please report on the number of appeals the CF received in 2019-20. If there were no appeals, please enter “0” in the first box below.

Number of Appeals	
Basis for the Appeals (please list all reasons)	
Number of Appeals Upheld	
Number of Appeals Denied	
Number of Appeals Pending Decision	

SECTION 13 - OPTIONAL
Highlights

1. This section is optional and is provided for you to show case anything the CF does that you feel may be different from other CFs. This could include; best practices, interesting processes, unique services, meaningful community based projects or events, etc.

Lions Manor 55

The construction of Lions Manor 30-unit affordable 55+ housing cooperative is almost complete, with occupancy expected to begin in Sept. 2020. Over this past year, CFNCD staff has continued to assist the board in all project areas (finance, construction, fundraising, marketing, sales and governance), meeting bi-weekly with the Project Management Team, as well as with the Board of Directors. Although the group continues to face challenges, they have been able to continue the project one step at a time. With construction near completion, the challenge now is to overcome some hurdles in registering as a co-op. The model might need to be adjusted to a rental model, rather than the planned co-op model, but CFNCD staff will continue to work with the Board in this process. The project, once complete will change the housing market in the north and aid in resident retention and the continued efforts to position Thompson as a hub for education, housing, employment, healthcare, retail, etc.

CFNCD continues to work outside of our CF region and pull other CF regions together to create a stronger north:

Northern Manitoba Snowmobile Project is a regional initiative with support from all corners of the north and has active members on the planning teams from Greenstone CFDC and Cedar Lake CFDC.

Real Norther Experience; Although this project is currently “on hold” due to COVID-19, CFNCD has managed to rally partnership with Greenstone CFDC, Cedar Lake CFDC and Northwest CFDC to work with Travel Manitoba on a innovated online product development and marketing platform for the Northern Manitoba Region.

Northern Manitoba Marketplace; CFNCD contributed funds and resources to showcase Northern Manitoba at the MB Outdoor Show in Winnipeg. This initiative was a sequel the Discover Manitoba project in which CFNCD in partnership with Westman CFDC developed and coordinated a marketplace to showcase rural and Northern Manitoba tourism in Winnipeg for 4 consecutive years.

Northern Manitoba Tourism Advisory Committee: commencing with active participating in created a new tourism marketing strategy for the north, CFNCD continues to place an active role on Travel Manitoba’s regional advisory committee to meet the goas and objectives set forth from the published strategy.