

SECTION 1
Executive Summary on Overall Performance

Please provide a short narrative (half- to one-page) outlining your successes, challenges and issues over the past fiscal year. Please highlight any new services, processes, governance improvements (e.g. board training, new policies, etc.), or best practices introduced by your organization.

Loans

Loans were slower this year with total loans disbursed of \$908,536. The number of loans approved was also under budget – primarily due to limited uptake on 4H loans. The biggest 4H group in town had a fallout among the parents and split up in 2021-2022 leading to a reduced number of participants.

There were also 3 loans that totaled \$351,500 where the loan deal fell through after approval.

46 Regional Relief and Recovery Fund loans remain on the books. Siggie has contacted all our RRRF clients at least 3 times last year via e-mails and phone calls.

Write-offs are significantly under budget with a recovery of \$69,060 for the 2022/23 fiscal year.

Training

Business training KPIs are below target as a result of our inability to count DREAI-sponsored training as part of our Operations Reporting. We have been able to generate business training stats through our Sponsorships Fund – i.e., Seedy Saturday.

Advisory Services

There were 507 advisory services provided, which is 157 over target.

Advisory services saw an increase in working with First Nations resulting from:

- Increased efforts in connecting with First Nations – particularly through QDEES.
- Start-up of Artemis Gold and their strong push to involve First Nations as contractors.
- Working with one client successfully makes other aboriginal clients want to utilize our services.

Disaster Recovery and Economic Adjustment Initiative

Community Futures North Cariboo has been contracted to deliver the Disaster Recovery and Economic Adjustment Initiative (DREAI) on behalf of 17 Community Futures regions.

DREAI will provide significant benefits to businesses in the North Cariboo region through online workshops, reimbursement for training specific to the business's needs, consulting support and peer mentoring.

A separate report has been provided on this initiative.

Northern CFs Shared Services

Community Futures North Cariboo is contracted to provide digital marketing services and Microsoft Teams moderation/support to the 9 Northern CFs as well as 4 other CF offices.

SECTION 2
Success Stories

Please provide three success stories with a short description, the role your organization played and why you feel this is a success for the community. *Note: Please ensure you have approval from the client to include their success story, so PacifiCan can use the success story in future communication materials.*

Client Name	Service Provided (<i>Loan, Business Services</i>)	Description should include: <ul style="list-style-type: none"> • How did your support (e.g. business service, loan, community initiative) make a difference to your client and/or community? • What role did your organization play? • Did your initiative align with GOC/PacifiCan priorities? • What were the final outcomes from the activity (e.g. economic and/or socio-economic benefits for the client and/or community?) <p style="text-align: center;">(6-8 sentences)</p>
Disaster Recovery and Economic Adjustment Initiative (DREAI)	Business Advisory Services	The DREA Initiative provides businesses and Enterprising Not for Profits with new strategies and the skills necessary to prepare for and recover from disasters and to compete effectively in the global marketplace. DREAI provides resources to economic clusters that have been identified as having growth potential. CFNC has taken the lead role in project administration and overseeing the implementation of the program in 17 regions in BC. As of March 31, 2023, there were 332 businesses investing in sound business practices that have been maintained or expanded, including 259 woman owned businesses, 10 youth owned businesses, and 28 indigenous owned businesses totaling 674 jobs maintained and 19 new jobs created.
West Quesnel Day School	Business Advisory Services and Lending	Community Futures provided business advisory and lending services that assisted our client to purchase an existing daycare business. Ongoing support and succession planning resulted in retaining 24 daycare spots in the community and 5 employment positions being maintained. As a result of CF support, the client is now fully licensed and is extending her operation to offer daycare services on the weekend. The project aligned with GOC/PacifiCan priorities in helping women in business.
Quesnel Dakelh Education & Employment Society	Business Advisory Services	The Quesnel Dakelh Education and Employment Society is a non-profit organization established by the Lhoosk'uz Dene Nation, Lhtako Dene Nation and Nazko Nation to support education, training, and the employment of community members. Community Futures provided workshops to train participants in financial literacy and how to prepare a business loan. As a result of training provided, one indigenous client started their own business.

*Examples of possible outcomes: jobs created, businesses created, skills development / people trained, growth in sales, new office(s) opened, new products or services created, successfully assisted companies to enter new markets, new export sales, investment attracted to a business, successful joint venture established, etc.

SECTION 3
Alignment with Government of Canada and PacifiCan Priorities in key areas

Please describe the initiatives or projects your organization was involved in that aligned with the PacifiCan operational priorities listed below:

Inclusiveness: Enhance economic well-being and prosperity of under-represented groups in British Columbia. PacifiCan’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 sworking in a specific industry or region. PacifiCan 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	The Community Futures Business Analyst and the Financial Administrator taught a series of workshops on financial literacy and how to start your own business at the Quesnel Dakelh Education & Employment Society providing training and support to indigenous entrepreneurs seeking to start their own businesses.	As a result of these advisory and educational services, 5 indigenous clients received business training and 1 client successfully started their own business. Community Futures has experienced an increased uptake among indigenous clients for business advisory and lending services as a direct result of these relationship building endeavours.
1 (b)	Inclusiveness – secondary focus on youth and persons with disabilities	The Community Futures Business Analyst and Marketing Manager adjudicated business plan presentations for the Youth Entrepreneurship Class at the local High School (YELL Canada). The event was attended by several youth who gained valuable exposure, feedback, and knowledge about starting a business and creating an effective business plan.	Students received feedback and knowledge about how to start their own business and what should be included in a quality business plan.
2	Cluster growth – Clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.	Community Futures provided sponsorship funding and/or business advisory support for several value-added agriculture organizations in 2022-23 including: <ul style="list-style-type: none"> • a community wide seed exchange event with workshops about how to grow and preserve food locally, • a round table discussion and learning opportunity about agribusiness discussing trends and highlighting opportunities and challenges in this sector, • sponsorship for a local farm marketing initiative that connects producers to consumers providing educational resources and growth opportunities for those involved in agri-business. • business advisory services provided to a local small-scale food processing and innovation hub for local food manufacturing. 	Local food producers and manufacturers received increased access to opportunity and resources to support productivity and profitability among agri-business owners. New skills were developed to create marketing materials which contributed to the sustainability of the local food manufacturing industry.

SECTION 4
Performance Indicator Variance

Performance Indicator	Target	Actual	If you did NOT meet an MPS, please provide a detailed explanation and a plan for ensuring the MPS will be met next year.
Indicate which Group the CF is in :		Group 2	
Total # of community based projects (New PLUS Ongoing)	20	22	
# of business training session participants	350	170	Business training KPIs are below target as a result of our inability to count DREAI-sponsored training as part of our Operations Reporting. We have been able to generate business training stats through our Sponsorships Fund Workshops.
# of business advisory services	350	507	
\$ value of loans (*)	1,000,000.00	\$908,536.48	There were 3 loans that totaled \$351,500 where the loan deal fell through after approval.
# of loans (*)	22	11	The number of loans approved was also under budget – primarily due to limited uptake on 4H loans.
# of Projects/Initiatives that align with GOC/PacifiCan priorities and (PLUS) # of Loans that align with GOC/PacifiCan priorities	5	22	

*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/PacifiCan priorities and (PLUS) # of Loans that align with GOC/PacifiCan priorities	3	2	1

SECTION 5
CF Web Reporting

Please provide the link to the Performance Results posted on your website for the previous fiscal year.

Performance Report on Website	https://cfquesnel.com/userfiles/file/Annual%20Preformance%20Report%202021-2022.pdf
--------------------------------------	---

SECTION 6
Loans over \$150,000

Does your CF have any loan clients with an outstanding balance (of all loans combined) over \$150,000?
 X Yes

If **yes**, then please complete the table below. Please use your internal file or client number and **not client name**.

File #	Total Outstanding Amount	Rationale
2015-201	\$451,304.30	Syndicated loan same client as 2012-205C
2012-205C	\$129,470.63	This loan is combined with 2015-201 (same client). The amount was justified on the basis of the client's importance to the community in terms of job creation and economic diversity.

Note: Your updated policy on loans over \$150,000 should have been provided to PacifiCan. If not, please attach to this report.

SECTION 7
Syndicated Loans

Did your organization participate in any syndicated loans in the past fiscal year? X Yes

If **yes**, please provide a list of any syndicated loans your organization may have been a part of.
 Note: As per the Contribution Agreement (Schedule "G" - Investment Fund Administration 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
Community Futures 16-37	16-37	\$80,240.00	\$240,720.00	2

SECTION 8
Loans with Interest Rates Less than Prime Plus 2% (Excluding RRRF Loans)

In the previous fiscal year, did your CF provide loans with interest rates less than prime plus 2%, excluding RRRF Loans? 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 PacifiCan. If not, please attach to this report.*

File #	Amount	Interest Rate	Rationale for interest rate less than prime plus 2%
2022-702	\$2,000	0%	4H youth loan, less than 1 year term

Note: "Prime Rate" means that floating rate of interest charged by the Bank of Canada and published, from time to time, as its "prime rate." <https://www.bankofcanada.ca/rates/daily-digest/>

SECTION 9
Investment Fund

1. PacifiCan Investment Fund Activity (as of March 31)

	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
PacifiCan Investment Funds (Exclude RRRF)	2,987,030.30	32	0	0
RRRF	1,824,194.85	46		

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

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

Company Name	Percentage of Shares	Dollar Value

3. Interest transfers up to 75% of net growth (net growth = interest and other revenue – bad debt and other expenses) up to a maximum of \$100,000

Did the CF transfer interest in the past fiscal year? No

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

Activity	PacifiCan Investment Fund Source	Amount Transferred
	Choose an item.	

4. Interest transfers above 75% of net growth (net growth = interest and other revenue – bad debt and other expenses) or \$100,000 (not included above)

Did your organization transfer more than 75% of net growth or \$100,000 in the past fiscal year? X No

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

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

SECTION 10 Appeals

1. Please report on the number of appeals your organization received in the past fiscal year. If there were no appeals, please enter “0” in the box.

Number of Appeals	0
--------------------------	---

ATTESTATION

I attest that the information contained in this document is true and correct, and has been presented to and approved by the appropriate authority.

Name:	Greg Lawrence
Title:	General Manager
Date:	June 14, 2023

SUBMISSION INSTRUCTIONS

- Please utilize the [PacifiCan portal \(https://pacifican.prairiescan.gc.ca\)](https://pacifican.prairiescan.gc.ca) to upload the document **by June 19**.
- Please upload a copy of your Annual Performance Report in WORD format only. Please do not submit a PDF format.
- Make sure to click the “Notify Officer & Exit” button to complete the upload.
- Please follow up with an email to your PacifiCan officer advising that it has been submitted.