



ANNUAL REVIEW

2011



CELEBRATING 25 YEARS

**community futures**  
NETWORK OF CANADA



**réseau de développement**  
DES COLLECTIVITÉS DU CANADA



# CHAIRPERSON'S MESSAGE

2010-2011 marks the 25th Anniversary for the Community Futures Program. The silver anniversary is a significant milestone for the 269 offices across rural Canada. Community Futures organizations (CF/CBDCs) continue to be the catalysts in rural regions across the country, contributing to the effective revitalization of the rural communities and their economy.

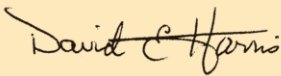
Since their inception, the CFs collectively injected in excess of \$3.6 billion into the rural Canadian economy and assisted more than 106,000 clients across the country. In addition, the CFs have assisted in the creation of 450,000 jobs.

This milestone is a testament to the dedication and passion shown by the volunteer board members and staff toward the Community Futures movement across Canada. I would like to express a heartfelt thank you to the continued loyalty of the regional development agencies for their tireless commitment toward the CF program.

We anticipate the next 25 years will bring great potential for the Community Futures Program and we look forward to our continued role in helping clients and small business owners realize their dreams, which will benefit the lives of future generations across the nation.

I am pleased to present to you the 2011 Community Futures Network of Canada Annual Review.

Yours truly,



David E. Harris  
Chairperson, CFNC



**David E. Harris**  
Chairperson, CFNC



# MESSAGES FROM THE MINISTERS

## MESSAGE FROM THE HONOURABLE LYNNE YELICH, MINISTER OF STATE FOR WESTERN ECONOMIC DIVERSIFICATION



I would like to congratulate the Community Futures (CF) organizations on their 25th anniversary. Since 1995, Western Economic Diversification Canada has worked closely with the CFs to support business development and economic growth in western Canadian communities.

From supporting Northern B.C. communities in developing new biofuels, to helping deliver a business development conference for women entrepreneurs in Northern Alberta, and from providing business learning sessions and pathfinding services to help an entrepreneur become an emerging player in Saskatchewan's high-horsepower transmission industry, to assisting Manitoba's EvolveGreen.ca promote alternative and innovative energy products and solutions, we are all building a stronger West for a stronger Canada.

## MESSAGE FROM THE HONOURABLE TONY CLEMENT, MINISTER FOR FEDNOR



As we celebrate the silver anniversary of the Community Futures Program, it is fitting to reflect on the important contribution that this federal initiative has made to the economic well-being of our rural communities. As Minister for FedNor, I have witnessed first-hand the positive impact Community Futures Development Corporations have had on community economic development and small business growth in Northern Ontario. Whether it's providing a business loan to an innovative aquaculture plant on the shores of Manitoulin Island, or offering business counselling to a budding entrepreneur in the remote community of Kee-Way-Win, Community Futures organizations are helping grow Canada's rural economy, one small business at a time.

Please accept my heartfelt congratulations as you celebrate this special milestone.

## MESSAGE FROM THE HONOURABLE GARY GOODYEAR, MINISTER OF STATE FOR THE FEDERAL ECONOMIC DEVELOPMENT AGENCY FOR SOUTHERN ONTARIO



Our government is working to help communities and businesses across Southern Ontario become more competitive, innovative and diversified. A key part of this role is our partnership, through FedDev Ontario, with the 37 Community Futures Development Corporations located in the region. For 25 years, CFDCs have been bringing local partners and resources together to help local businesses grow and create new jobs. Our government is proud to continue to work with CFDCs to make sure that Southern Ontario businesses have the tools they need to succeed.

## **A MESSAGE FROM THE HONOURABLE BERNARD VALCOURT, MINISTER OF STATE FOR THE ATLANTIC CANADA OPPORTUNITIES AGENCY AND LA FRANCOPHONIE**

Our Government's priority is job creation and economic growth. Atlantic Canada's 41 Community Business Development Corporations (CBDCs) play an important role in achieving this objective by supporting businesses in rural communities across the region.

By providing Atlantic entrepreneurs with business counselling and skills development as well as investment capital, the CBDCs help small businesses across the region come into being, grow and prosper.

I am pleased with the work of the CBDCs and I congratulate the Community Futures Network of Canada on 25 years of unstinting effort in building strong and sustainable communities.



## **MESSAGE FROM THE HONOURABLE ROBERT MCLEOD, MINISTER OF INDUSTRY, TOURISM AND INVESTMENT, GOVERNMENT OF THE NORTHWEST TERRITORIES**

The Community Futures Program has long been a pillar of the Government of the Northwest Territories (GNWT) economic and business development efforts. Through this program, support is directed right to the community level, where the NWT's seven Community Futures Development Corporations are operated and managed.

These Corporations have been remarkably successful in helping businesses and communities take advantage of new opportunities, adapt new technologies and adjust to ever-changing markets. Community-based leadership is key to the success of many initiatives and Community Futures Development Corporations play a vital role in fostering that leadership.

On behalf of the GNWT, I want to congratulate, and thank, the many Community Futures Development Corporation board and staff members who volunteer their time, energy and creativity to help build a sustainable economic future for our territory.



## **THE HONOURABLE PETER TAPTUNA, MINISTER OF ECONOMIC DEVELOPMENT & TRANSPORTATION, GOVERNMENT OF NUNAVUT**

The Government of Nunavut is proud to provide support to Nunavut's three Community Futures Development Corporations (CFDCs). The staff and volunteer board members of our Community Futures offices work hard to provide business counselling, training and financing to our people.

The Department of Economic Development & Transportation is committed to helping small businesses participate fully in economic development opportunities. The support and counselling provided by Nunavut's CFDCs assists us in reaching this goal and promotes the success of small business in our expansive territory. *Working together, we will ensure that Nunavummiut participate fully in the benefits of economic growth.*



# WHO WE ARE, WHAT WE DO

Community Futures is a community-based economic renewal initiative established by the Federal Government in 1985. Our main objectives are to help rural Canadians start or expand businesses and to help sustain and improve communities and their local economies.

Each of our 269 offices are led by a local Board of Directors who lend their time, knowledge and passion to guide a team of professional staff in providing a wide array of business and community economic development services.

These services fall under several categories that strengthen and diversify our local economies, which include:

- Business development, training and counselling
- Community economic development
- Small business financing

The 2011 Annual Review highlights the success our organizations have had over the years; growing and sustaining our rural communities across Canada.



## SUCCESS STORIES

Within the next four pages the Community Futures Network of Canada presents success stories from across rural Canada that depict the diversity of our clients and community-based projects.





# COMMUNITY ECONOMIC DEVELOPMENT



## THE NORTHERN RURAL AND REMOTE COMMUNITIES GREEN HEAT INITIATIVE (GHI)

The Northern Rural and Remote Communities Green Heat Initiative (GHI) ([www.greenheatinitiative.com](http://www.greenheatinitiative.com)) was developed by the Communities Future Development Corporation of the North Cariboo (CFNC) in Quesnel, British Columbia. The purpose of the initiative was to develop awareness of biomass heating in Northern B.C.. It was also envisioned that GHI would be a resource for communities and businesses looking to develop heating projects.



For more information on this story, check out: [www.communityfuturescanada.ca/successstories](http://www.communityfuturescanada.ca/successstories)

## SPORTS COMMISSION WINS AWARD AS A COMMUNITY ECONOMIC DEVELOPMENT DRIVER

Sport is good for the body and mind, and it's also good for the health of the community and local businesses. With this in mind, Venture Niagara, a Community Futures Development Corporation (CFDC), started up the Niagara Sport Commission. Thanks to the great benefits to the local economy, Venture Niagara recently received the Community Economic Development (CED) Project Award for the Niagara Sport Commission at the annual conference of the Ontario Association of Community Futures Development Corporations in Niagara Falls.



For more information on this story, check out: [www.communityfuturescanada.ca/successstories](http://www.communityfuturescanada.ca/successstories)



# SMALL BUSINESS FINANCING



## MARBLE ZIP TOURS

A cross between parachuting and flying, a Marble Zip Tour (MZT) experience is the ride of a lifetime. After graduating in adventure tourism in 2005, Martin Flynn took some time to explore the world as part of the Royal Caribbean cruise line. Upon his return to Newfoundland's west coast, Martin's entrepreneurial instincts and childhood dreams melded and he started Marble Zip Tours during the summer of 2008.



With the help of CBDC Humber, Martin's dream quickly became a reality. "Without the CBDC's support, it would have been more difficult to get where we are today. I am very thankful for their support and encouragement in making my dreams come true," he says.

For more information on this story, check out:  
[www.communityfuturescanada.ca/successstories](http://www.communityfuturescanada.ca/successstories)

## QILLAQ INNOVATIONS

Qillaq Innovations is an Inuit-owned company that was formed in 2008. The headquarters and main base of operations are located in Cambridge Bay, Nunavut. Qillaq Innovations offers a wide array of services from general contracting to large-scale construction and specialized overland hauling, called CAT Training.



Qillaq was originally established to meet the need in the local housing market for a contractor that would undertake large construction projects. Qillaq's first project was a five-plex public housing unit for Nunavut Housing Corporation. This building project was a great success; it achieved the highest efficiency rating for any public housing unit.

Kitikmeot Community Futures Incorporated is proud to have been able to provide support and assistance to Qillaq Innovations; assisting them from start-up to becoming a strong, successful presence in the marketplace.

For more information on this story, check out:  
[www.communityfuturescanada.ca/successstories](http://www.communityfuturescanada.ca/successstories)

# »»»» BUSINESS SERVICES

## PARKHILL PLACE RETIREMENT RESIDENCE

Both Rod and Tanyia Kingyens were viewed as “too young for such a large undertaking” by many potential lenders. However, when they met with their local CBDC for consideration, they were both surprised by the immediate feedback that they received from Ron Holley of CBDC Central P.E.I.. Rather than look for the reasons why this venture would not succeed, Ron was encouraging and really seemed to listen to their vision. He began to find ways through CBDC to support them. CBDC provided operating financing and a grant to assist with training in accounting.

For more information on this story, check out:  
[www.communityfuturescanada.ca/successstories](http://www.communityfuturescanada.ca/successstories)



## WOLFE TRAIL SLASHING INC.

In November 2003, Floyd Diamond-C was accepted into the Self-Employment Option program to start a new business, Wolfe Trail Slashing Inc. He wanted to get a piece of the more than 2,000 kilometres of winter road and seismic work that was going to be done that winter. By February of 2004, the 36-year-old aboriginal resident of Fort Liard, NWT, had decided that he was prepared to use his many years of experience in the field to start his company and to look for work. From the beginning, Floyd focused on his areas of expertise and sought outside assistance for other key areas. The local Economic Development Officer provided guidance related to setting up the business and doing business planning. Continued assistance from the EDO and the staff of the Deh Cho Business Development Centre (DCBDC), along with 21 loans from DCBDC and some non-repayable financial contributions, have helped the company grow and prosper.

For more information on this story, check out:  
[www.communityfuturescanada.ca/successstories](http://www.communityfuturescanada.ca/successstories)



# SUMMARY OF CF PROGRAM RESULTS

2010-2011

Province	No. of CFs/ CBDCs	Staff	Volunteers	Population Served	No. of Loans	Value of Loans \$	Amount Leveraged \$	Total Jobs
<b>N.B.</b>	10	94	125	521,500	597	21,964,000	26,330,000	2,096
<b>N.S.</b>	13	75	150	715,000	676	20,864,077	18,341,022	1,540
<b>N.L.</b>	15	66	111	380,000	376	15,691,459	13,072,934	883
<b>P.E.I.</b>	3	16	21	71,000	104	2,953,511	3,154,319	287
<b>Ont.</b>	61	369	718	4,000,000	1,095	69,100,000	182,683,345	9,090
<b>Que.</b>	67	400	1,350	4,200,000	1,333	70,759,607	302,487,604	23,408
<b>Nun.</b>	3	9	17	31,566	56	4,136,793	1,370,420	237
<b>N.W.T.</b>	7	10	37	41,080	127	4,594,277	1,961,233	413
<b>B.C.</b>	34	291	344	2,181,280	580	27,930,320	26,737,181	3,894
<b>Sask.</b>	13	62	149	622,510	252	10,800,000	17,100,000	826
<b>Man.</b>	16	71	231	490,206	164	6,122,252	9,570,875	605
<b>Alta.</b>	27	138	292	1,257,212	478	26,624,684	26,857,253	1,737
<b>Totals</b>	<b>269</b>	<b>1,601</b>	<b>3,545</b>	<b>14,511,354</b>	<b>5,838</b>	<b>281,540,980</b>	<b>629,666,186</b>	<b>45,016</b>



# 2010-2011 COMMUNITY FUTURES QUICK FACTS

## DID YOU KNOW?

- Coastal Business CBDC client Michique was recently featured in the exclusive gifting suite at the Toronto International Film Festival, at the Golden Globes Awards in Hollywood and at the Cannes Film Festival in France. Michique handbags are worn by some of the world's most famous celebrities, including Angelina Jolie, who received a slick black evening clutch from Michique's Couture line while attending the Cannes Film Festival.
- Two young entrepreneurs, Megan Boudreau and Abigail Somer, attended a Kids Invent Toys! workshop offered by North Claybelt CFDC and were featured on CBC's *Dragon's Den*.
- Dynamic Air Shelters, a client of CBDC Burin Peninsula, was profiled on the Discovery Channel's feature program *Daily Planet*. Dynamic Air Shelters has also been nominated for the Ernst & Young Entrepreneur of the Year Award.
- Environmental Systems Research Institute Canada (ESRI) presented Community Futures Okanagan Similkameen with an Award of Excellence for advancing its economic gardening initiative with ESRI geographic information system (GIS) technology.
- Community Futures Stuart Nechako's Nechako Markets Development Society (NMDS) won the employment category in the Big Impact Challenge business contest for their Burrard Market Square. Sponsored by the CFIB and Scotiabank, NMDS won a prize of \$10,000.
- In November 2010, Tim Ray incorporated and launched FoodScrooge, the first company in North America to apply group buying to bulk food buying. FoodScrooge entered and won the Queen's School of Business and Prince Edward/Lennox & Addington Community Futures Development Corporation Business Plan Competition, earning him start-up capital for his venture.
- Carla Saunders, a CBDC Emerald client, recently placed third in a contest sponsored by Redpath Sugar with her fondant cake creation. Carla lives in Baie Verte, N.L., and the name of her business is "Create a Memory." She makes fondant cakes and other yummy treats for parties of all types. She will help with the design and customize the creation to match clients' wishes.



## THE COMMUNITY FUTURES PROGRAM STRENGTHENS AND DIVERSIFIES RURAL COMMUNITIES.

We support community-based economic development projects and provide financing, business counselling and training to local entrepreneurs.

We operate under the direction of volunteers in an accountable, efficient and effective manner.

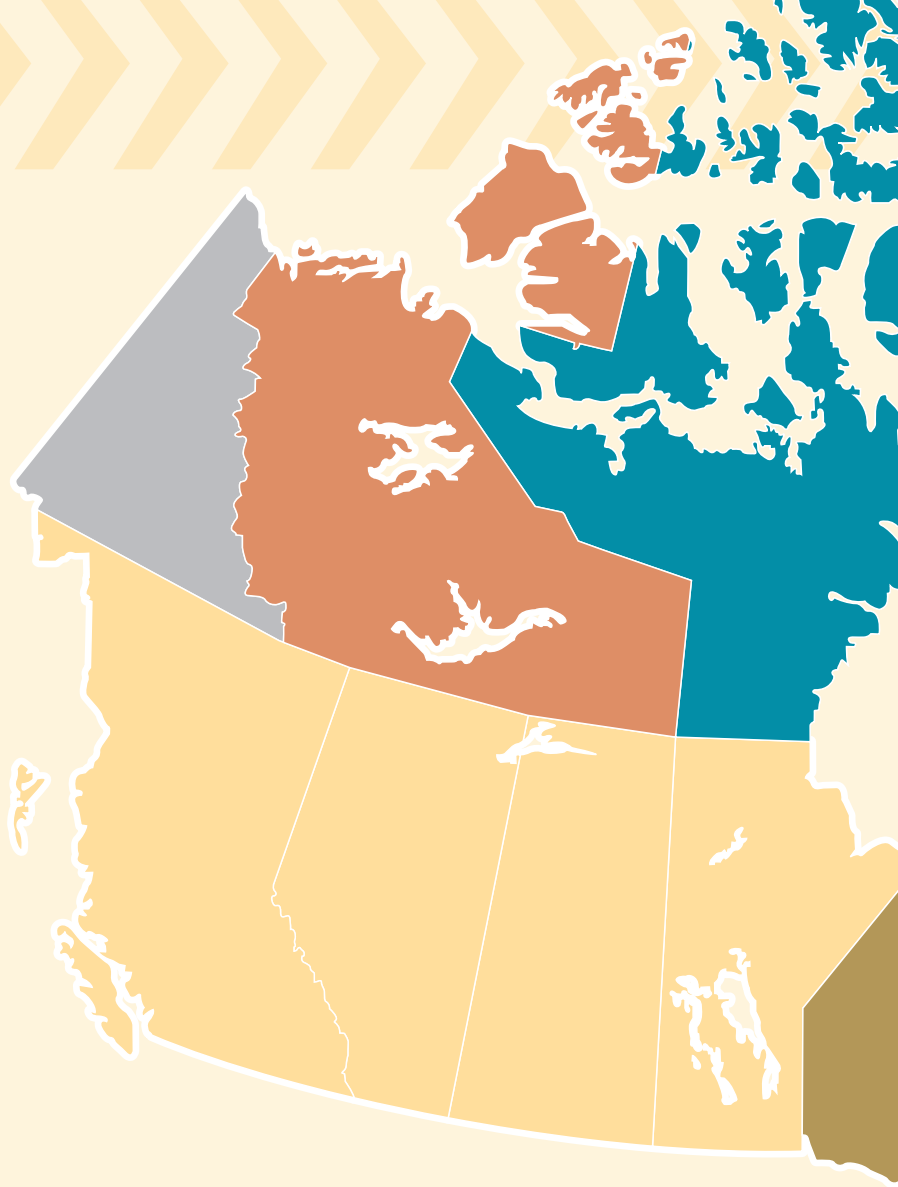
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For more information on Community Futures in your community, visit our website:

[www.communityfuturescanada.ca](http://www.communityfuturescanada.ca)



## COMMUNITY FUTURES MAP – CARTE DU RÉSEAU

### **■ NORTHWEST TERRITORIES TERRITOIRES DU NORD-OUEST**

Northwest Territories Community  
Futures Association  
867-695-2441

### **■ NUNAVUT**

Nunavut Community Futures Association  
867-979-1303

### **■ WESTERN CANADA OUEST CANADIEN**

Community Futures British Columbia  
604-685-2332

Community Futures Alberta  
403-851-9995

Community Futures Saskatchewan  
306-477-3030

Community Futures Manitoba  
204-943-2905



## AU DE DÉVELOPPEMENT DES COLLECTIVITÉS

### ■ ONTARIO

Ontario Association of Community  
Futures Development Corporations  
L'Association des sociétés d'aide  
au développement des collectivités  
de l'Ontario  
1-888-633-2326

### ■ QUÉBEC

Réseau des SADC du Québec  
418-658-1530

### ■ ATLANTIC CANADA CANADA ATLANTIQUE

N.B. Association of CBDCs  
L'Association des CBDC du N.-B.  
506-548-2406

N.S. Association of CBDCs  
L'Association des CBDC de la N.-É.  
902-883-4797

P.E.I. Association of CBDCs  
L'Association des CBDC de l'Î.-P.-É.  
902-853-3636

N.L. Association of CBDCs  
L'Association des CBDC de T.-N.-L.  
709-745-4406