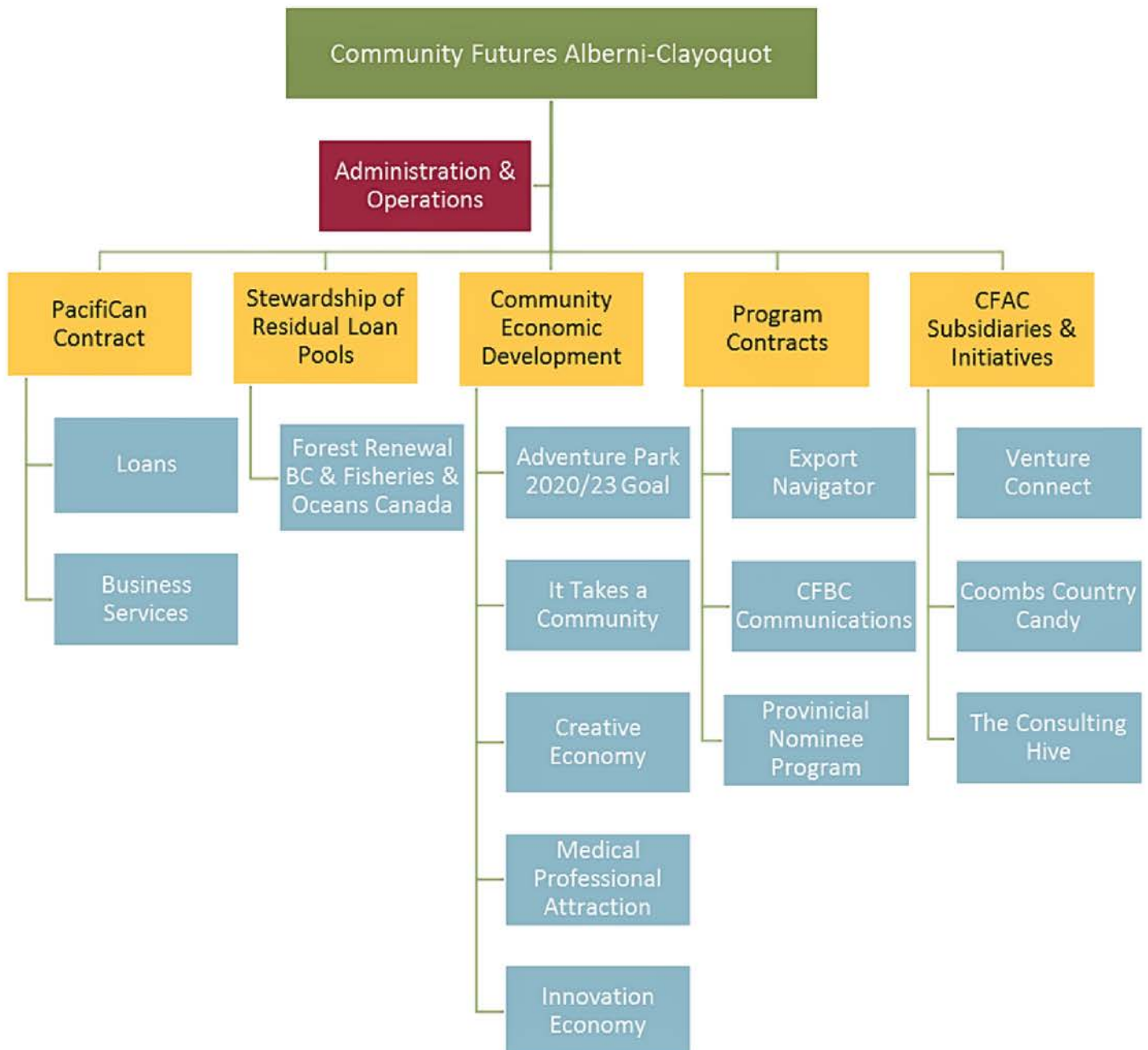


**2023**  
-  
**2024**

# **ANNUAL** **REPORT**

Community Futures  
Alberni-Clayoquot

**Growing Communities One Idea at a Time**



## CFAC Staff Members



**Lori Camire**

Executive Director  
Team Member for 26 Years



**Reana Miller**

Communications & Community Development  
Team Member for 5 Years



**Susan Payne**

Finance & Accounts Officer  
Team Member for 1 Year



**Meena Rai**

Commercial Loans Officer  
Team Member for 3 Years



**Ashley Van Vliet**

Executive Assistant  
Team Member for 3 Years



**Erica Beaugie**

Marketing Coordinator  
Team Member for 10 Months



**Rachael Corry-Danieluk**

Communication & Client Services  
Team Member for 10 Months



**Darrell Goertzen**

Business Consultant  
Team Member for 12 Years



**Brady Calancie**

Export Navigator  
Team Member for 4 Years

## Board of Directors & Committee Members

**Geoff Lindsay**

Board Chair & Investment  
Committee Member  
Volunteer for 8 Years 3 Months

**Todd Patola**

Board Chair & Investment  
Committee Member  
Volunteer for 13 Years 9 Months

**David Robertson**

Board Chair & Investment  
Committee Member  
Volunteer for 17 Years 3 Months

**Norm Donald**

Board Chair & Investment  
Committee Member  
Volunteer for 12 Years 2 Months

**Jerry Linning**

Board Chair & Investment  
Committee Member  
Volunteer for 5 Years 8 Months

**Mary Dolen**

Board Chair & Investment  
Committee Member  
Volunteer for 1 Year 11 Months

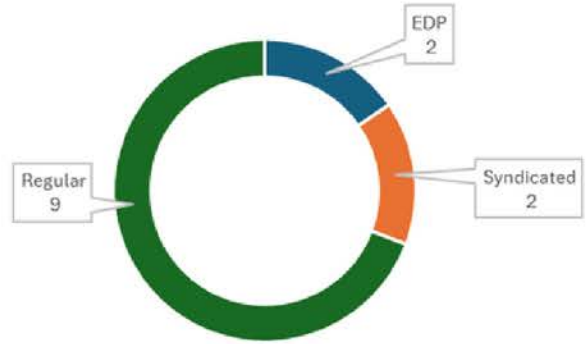
# Business Loans

In the fiscal year 2023/2024, our loan portfolio was busy, encompassing 20 loan applications and 2 syndicated loan applications from other Community Futures Offices in BC. We successfully approved 13 loans, 3 were declined, 3 were withdrawn, and one remains pending as further client information is required.

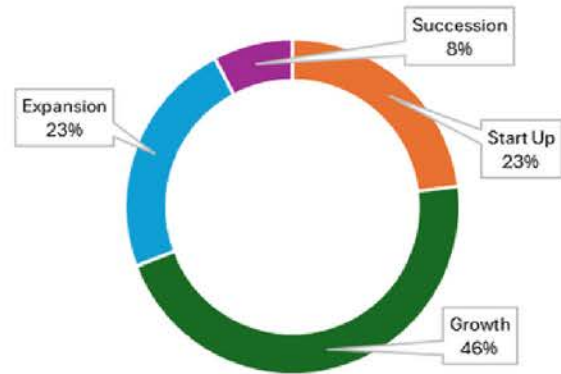
The year 2023/2024 posed significant challenges for small business owners and entrepreneurs on the West Coast. It saw the maturity of loans under the Rural Relief and Recovery Fund, alongside increases in interest rates and economic impacts stemming from labor shortages and natural disasters in our region. Particularly, the Cameron Bluff Fires in the summer of 2023 had a profound effect on local businesses and entrepreneurs, leading to supply chain disruptions, travel constraints, and a decline in tourism, consequently impacting sales.

Having access to cash on hand is crucial to keep a business running smoothly. Our proactive commitment to clients during the application process allows us to explore viable alternatives supporting their diversification and growth opportunities effectively.

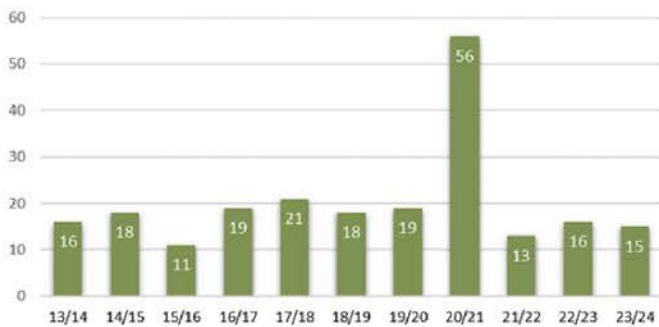
LOAN PRODUCTS



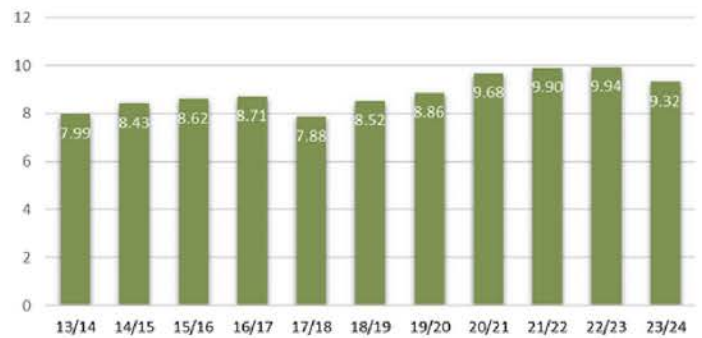
PURPOSE OF LOANS



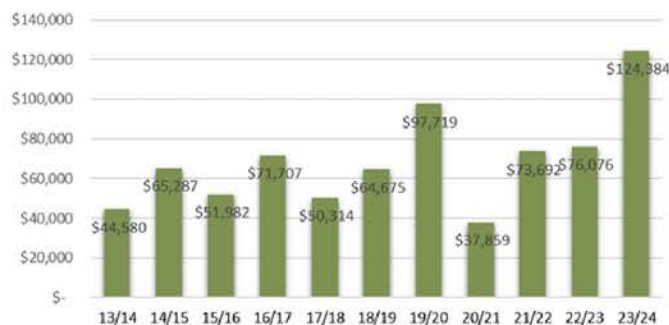
Volume of Authorized Loans



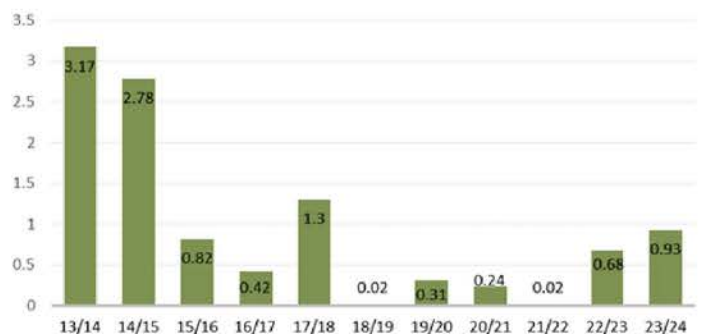
Portfolio Value in Millions



Annual Average Loan Value



Write-off Percentages



## Adventure Sport Park Initiative

Partners: City of Port Alberni Parks, Culture & Heritage Department, Alberni Valley Skatepark Association, Riders of the Alberni Valley (ROAV)

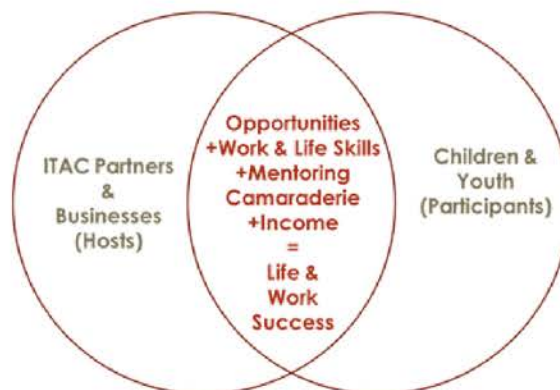
CFAC and ROAV continued to work with the City regarding the creation of an Adventure Sport Park in Echo Park. Project activities:

- Project update to City Council resulting in a Motion to include the project in the Parks, Recreation and Culture Master Plan in development
- Inclusion in the "Next" category of the City's "Now, Next, Later" Strategic Priorities and identified as a priority by the community in the Official Community Planning process
- Research into funding opportunities

**BMX PA** premiere.  
west coast.  
**SK8 PA** adventure sport.  
**MTB PA** skills park.

## It Takes a Community

Due to limited resources, this project has been placed on hold as the Medical Professional Attraction and Retention Plan has taken priority. It is hopeful it will see activity before the end of fiscal 2024/25.



## Creative Economy Initiative

Partners: Community Arts Council, Capitol Theatre/Portal Players Dramatic Society, Theresa Kingston, Alberni Art Rave Society

- Coordination of participatory community art-making of a luminary at the AV Makerspace, led by Alberni Art Rave Society
- Advising to the Community Arts Council Board of Directors and Administrator
- Advising to the Five Acre Shaker's Planning Committee
- Sourcing, reviewing and preparing funding applications for the Capitol Theatre
- Researching building retrofit options and potential business models for the Capitol Theatre

## Medical Professional Attraction and Retention Plan

Community Futures Alberni Clayoquot was invited to the table late last summer when several attempts by numerous agencies to attract additional medical professions had not materialized.

It quickly became evident the missing link to a successful attraction plan is a facility that will meet the expectations of a new generation of medical personnels and can compete against other locations to attract personnel to Port Alberni. CFAC is now playing a leading role working with local medical professionals and agencies along with governments to identify a suitable location to build.



## Innovation Economy Initiative

Community Futures has engaged with a number of partners to further community and economic development goals and initiatives.

*Partner: City of Port Alberni*

Activities included:

- Content creation and maintenance of the City's investment website ChoosePortAlberni.ca
- Creation of a database of Vancouver-Island-based Outdoor Recreation Manufacturers + research into the model of the Kootenay Outdoor Recreation Enterprise (KORE)
- Coordination of professional photo documentation of the Somass Lands site prior to its decommissioning
- Marketing and assessing applications to the Ocean Community Climate Challenge and 'Making Waves' online discussion coordinated by the Ocean Startup Project
- Support for recruitment efforts to attract healthcare professionals
- Research and following with leads regarding a bio-processing facility
- Weekly contributions to the Business Examiner's Movers & Shakers column



## Export Navigator

Export Navigator (EN) helps small and medium-sized businesses grow by supporting their entry into new domestic or international markets. CFAC holds the contract to support participating businesses in the central to northern regions of Vancouver Island and Powell River. Since its inception in 2016, 223 clients within our region have participated in the EN Program and 127 clients remain actively involved.

In addition to managing the local service contract, CFAC is the lead CF playing a pivotal role since Export Navigators' inception and remains an advisor on the Provincial Export Navigator Advisory Committee and liaison between the CFs and the Advisory Committee.

### Results in our region in 2023/24:

- 33 new jobs, including 24 HQP\*
- 69 new businesses in the program
- \$34,696,096 reported average total revenue increase.  
\$6,228,264 outside BC. \$23,094,584 outside Canada.



*\*Highly qualified personnel (HQP) are defined as individuals with university degrees at the bachelors' level and above (or equivalent polytech level training).*

## CFBC Communications & Information Technology

CFAC was contracted in the summer to redevelop the Disaster Recovery Economic Adjustment Initiative (DREAI) CRM, website and marketing for Taking Care of Business (TaCoBiz). TaCoBiz was re-branded as myCommunityFutures.ca and launched in January 2024. Activities included:

- Updates to CRM processes
- Updates to client experience including application process
- Creation of a Helpdesk system to track and resolve IT concerns
- IT problem-solving
- Creation and issuing social media content across multiple platforms
- Creation of print promotions, swag orders, and presentations

This work has resulted in a higher uptake in the program's services of workshops, training funding, peer masterminds and consulting



## Provincial Nominee Program

British Columbia welcomes entrepreneurs from around the world to discover the many business opportunities across all regions of the province. Through the Provincial Nominee Program (PNP) Regional Pilot, the Province offers an immigration pathway for enterprising individuals who are looking to start a new business in a small community and make BC their new home.

The Regional Pilot was introduced in March 2019. Port Alberni was one of 28 participating communities that joined the pilot. Today there are 21 participating communities, a drop of 7.

Certainly there was a significant drop in enquiries resulting from the ability to travel during the pandemic, however there interest has not rebounded.

In addition to the limited enquiries we also reassessed our community's offering to potential immigrant entrepreneurs.

Entrepreneurs attracted to this pilot are those seeking to start a business with relatively restricted funds (\$100,000). In the current environment with limited housing stock and a very competitive labour supply it is difficult for an immigrant with limited financial backing and connecting to successfully start a business. Further, we did not see the applications with new business ideas that would add to the business community; rather the presented businesses ideas would place competition with existing businesses. An acquisition of a business may offer a better opportunity for applicants but that is not an option for this pilot program. As such we decided to exit the program.



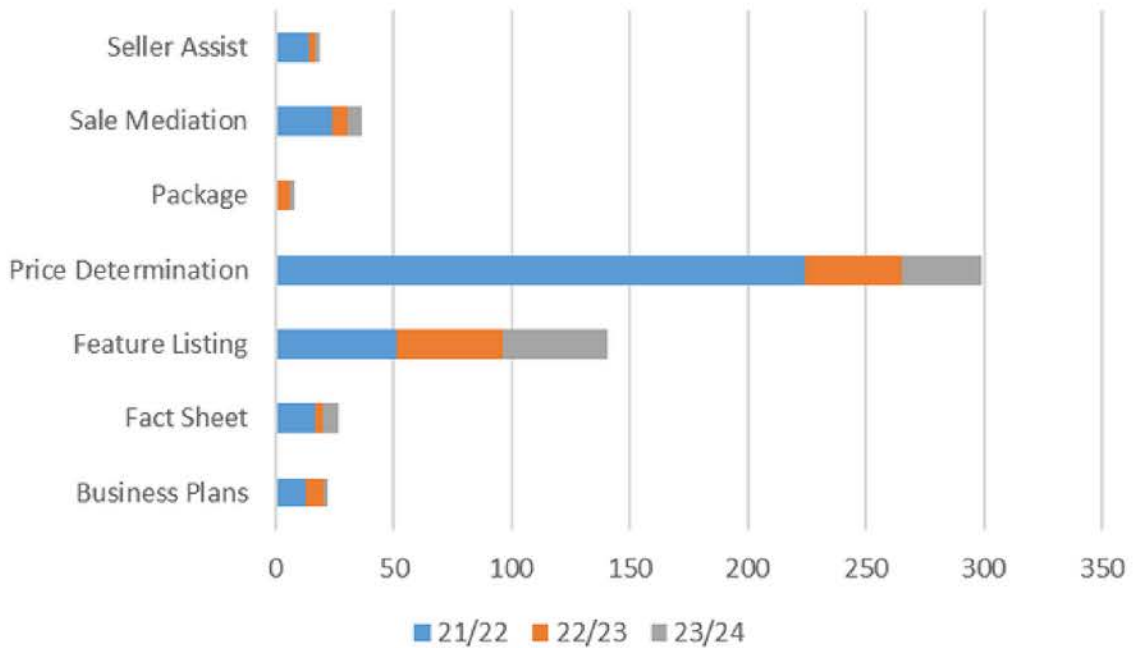


## Venture Connect & BCBM

In February, Darrell Goertzen our Senior Business Advisor presented Venture Connect and its services to attendees at the Community Futures PanWest Conference in Kelowna.

Venture Connects price determination remains the most sought after service. Its' demand is from business sellers, buyers and Community Futures Business Analysts.

In March 2024, just before the end of the fiscal year, the Province of BC announced they were again supporting BCBM to support business buyers and sellers to access Venture Connect services at no charge through the Rural Economic Diversification and Infrastructure Program (REDIP).





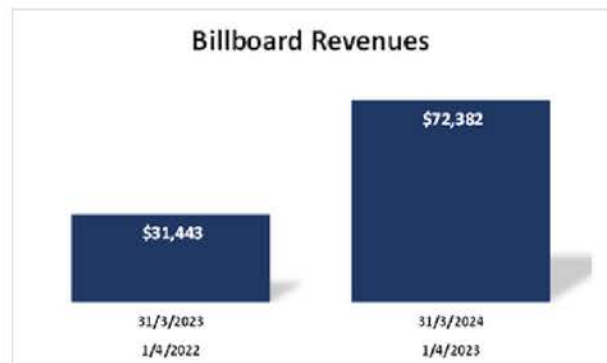
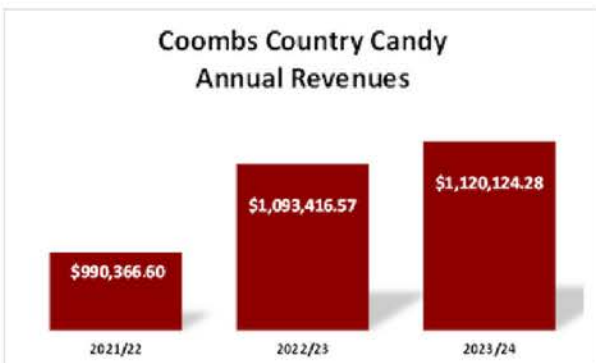
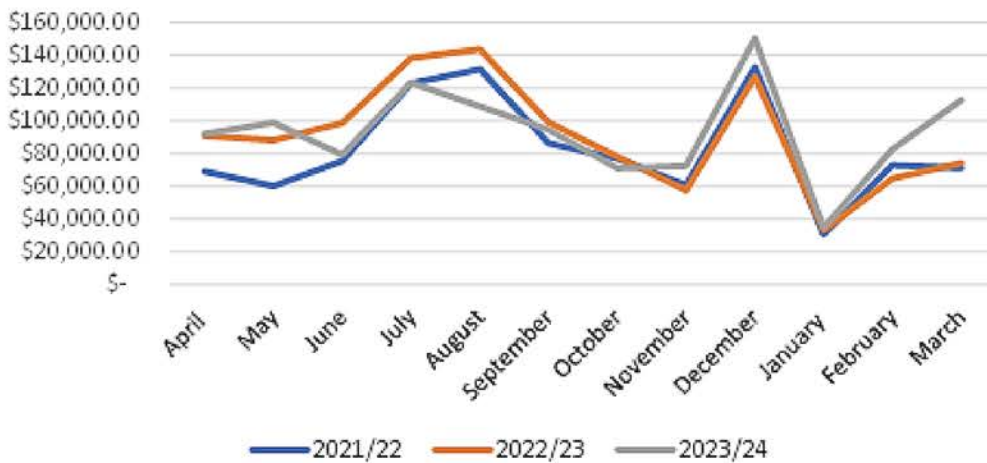
## Coombs Country Candy

The Camerson Bluffs wildfire resulted in full and partial road closures between June and September severely impacting summer revenues resulting in a drop in summer sales by approximately 23% from the same period in the previous year. Annual gross revenues for the business' fiscal year were down \$72,986.90 (approx. 7%) from the previous year. We committed and were pleased to maintain all full-time employees during this difficult time.

2023/24 represents the first full year of Billboard revenues.



**Coombs Country Candy Gross Revenue Trend  
April 2021 - March 2024**



## The Consulting Hive

Following a one year hiatus after pandemic funding elapsed the Consulting Hive (Hive) was called back into action with funding received from PacifiCan for the Disaster Recovery Economic Adjustment Initiative (DREAI). DREAI provides business supports to 17 CF offices that have been impacted by various economic and or natural disasters.

The Hive is a CFAC initiative which functions with local office administration and a team of consultants residing from around the province. On average there are 18 consultants who support business owners with a diverse range of concerns.

Between the projects start in the last week of November, 2022 to the end of the fiscal year, over 1988 hours of coaching and consulting were provide to 125 business owners.

DREAI continued to operate throughout 2023/24. Its end date is undetermined.





## CF Performance Results

Community Futures is a program funded by the Federal Government. The CF Program supports community economic development and builds capacity of communities to realize their sustainable potential by helping them develop and implement local solutions to local priorities.

Community-Futures Alberni Clayoquot (CFAC) is an organization and administers the CF Program for the Alberni-Clayoquot region. CFAC also manages contracts outside of the CF program and thus these Performance Targets do not reflect total office results.

Community Futures Program Results (via TEA Reporting System)	Results as of 2023-24
<i>Strong rural community strategic planning and implementation</i>	
1. Total number of community based projects (new and ongoing)	6
2. Total number of local and regionally based community strategic plans developed and/or updated	0
<i>Rural Access to business development services</i>	
3. Total number of business training session participants*	90
*Did not achieve our targets as CFAC was accepted into DREAI program at the end of Q3, and participants are tallied there	
4. Total number of business advisory services	167
<i>Rural access to capital and leveraged capital</i>	
5. Dollar value of loans	\$ 4,279,969
6. Total number of loans	72
7. Number of jobs created/maintained/expanded through lending <sup>1</sup>	36
<sup>1</sup> Estimated at time of lending	