

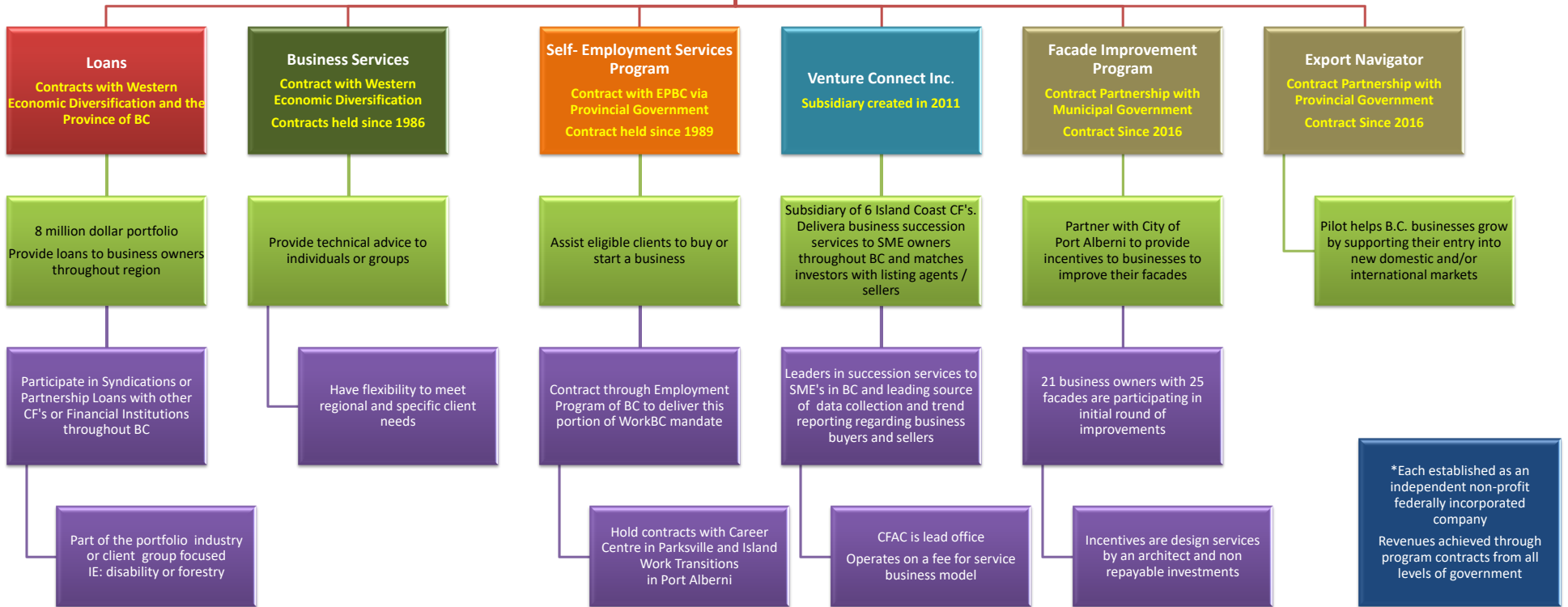
Community Futures Alberni-Clayoquot



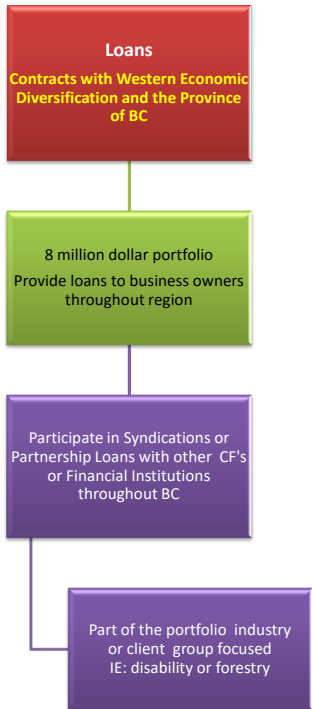
2017 / 18 Annual Report

**Community Futures
Alberni Clayoquot**

Established in 1986* and is 1 of 269 CF's providing business and economic development services throughout rural Canada.



*Each established as an independent non-profit federally incorporated company
Revenues achieved through program contracts from all levels of government

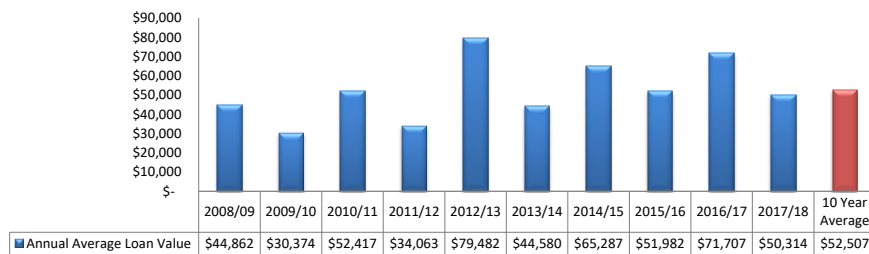


Loans

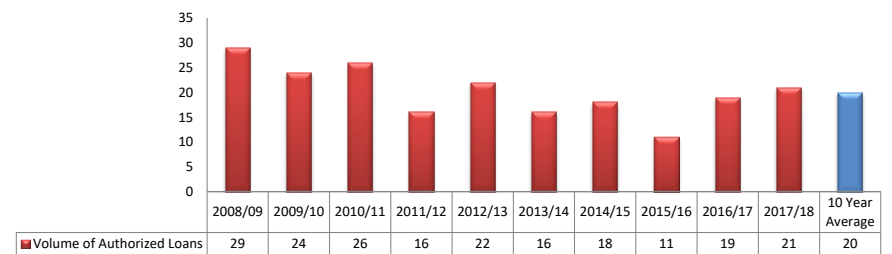
Applications Received:	26		
Loans Authorized and Disbursed:	21	Total Value \$	1,783,600
Alberni Clayoquot Loans:	17	Total Value \$	713,600
Syndication loans:	4	Total Value \$	450,000
Loans Authorized - Not Disbursed:	2	Total Value \$	80,000
Loan Applications Declined / Withdrawn:	3	Total Value \$	540,000
Total Active Loans:	53		
Jobs Created / Maintained:	57		

* Portfolio value reduced as dollars extracted to invest in community initiatives

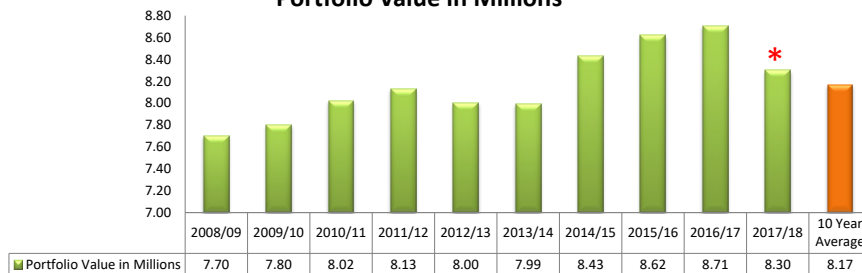
Annual Average Loan Value



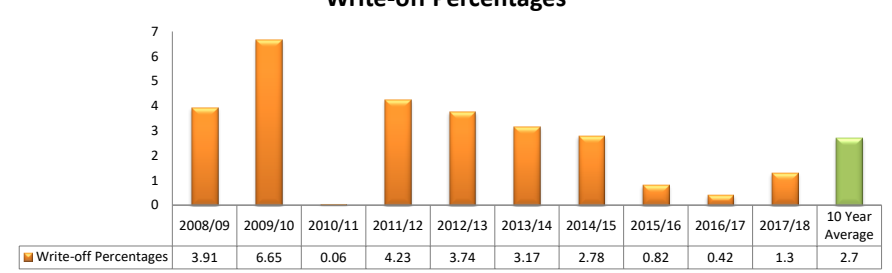
Volume of Authorized Loans



Portfolio Value in Millions



Write-off Percentages



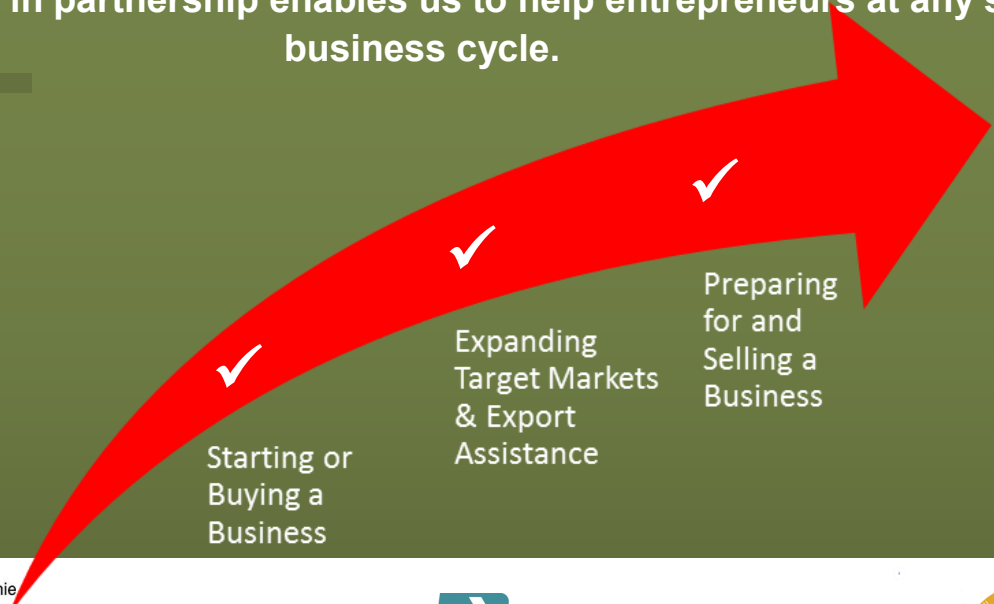
Business Services
Contract with Western
Economic Diversification
Contracts held since 1986

Provide technical advice to
individuals or groups

Have flexibility to meet
regional and specific client
needs

Business Services

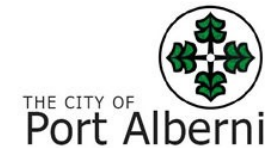
Working in partnership enables us to help entrepreneurs at any stage through their business cycle.



Starting or
Buying a
Business

Expanding
Target Markets
& Export
Assistance

Preparing
for and
Selling a
Business





Business Services Results

Supporting entrepreneurs at all stages through their business cycle

THINK

104 individuals attended Exploring Entrepreneurship workshops or Self-Employment orientations as they thought about entrepreneurship as an employment option.

LAUNCH

7 clients launched new businesses through the Self-Employment Services program.

120 of the 1,198 business buyer and seller matches made through the Venture Connect website are expected to have resulted in a sale.

GROW

21 entrepreneurs obtained loans that created or maintained **57 jobs**.

18 business owners applied for **20 facades** to be improved in the 2017 intake.

23 businesses completed their renovations since the program's inception.

EXPAND REINVENT

282 entrepreneurs received consulting services through Export Navigator or Community Futures.

24 Island Coastal (4 Alberni-Clayoquot) businesses were accepted into the Export Navigator program in 2017/18.

EXIT

1,198 buyer/seller matches were made through the Venture Connect website.

70 BC entrepreneurs received succession planning services through Venture Connect or Community Futures.

Self-Employment Services Program
 Contract with EPBC via Provincial Government
 Contract held since 1989

Assist eligible clients to buy or start a business

Contract through Employment Program of BC to deliver this portion of WorkBC mandate

Hold contracts with Career Centre in Parksville and Island Work Transitions in Port Alberni

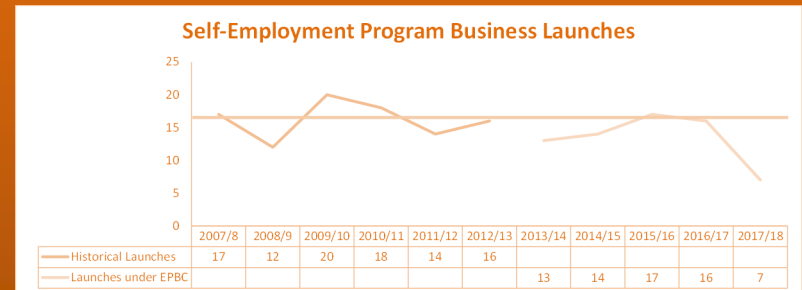
Self-Employment Services

An evaluation of Self Employment Services was undertaken to increase referrals, client participation and business launches.

- ✓ Communication, training and inter-agency participation was elevated, increasing referral volumes
- ✓ Process timing has been shortened by weeks, increasing client participation
- ✓ Procedural clarity and streamlining processes has increased engagement and participation
- ✓ Employees delivering program services have training and experience with clients that have barriers to self-employment

Early and significant results are noted by a sneak peek into Q1 - 2018/19 where 9 business launches are recorded. Two more launches than all of 2017/18!

This new energy and direction is positive, providing a signal that entrepreneurship is alive and well with indications that we are well-positioned to achieve solid results throughout our 30th year of delivering the Self-Employment Program.

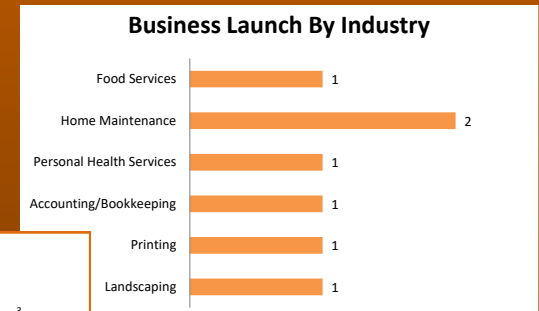
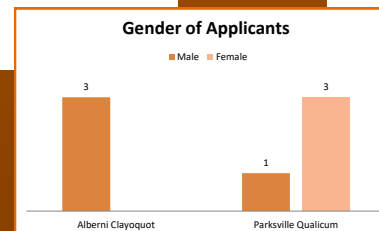
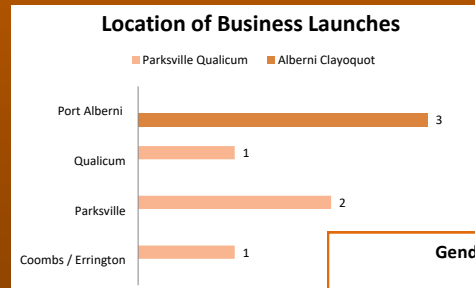


30 YEARS

On August 9, 1988 Community Futures Alberni-Clayoquot signed its first two clients to the program.

We are pleased to note that 2018/19 marks the 30th year of the Self-Employment Program.

By the end of fiscal 2017/18 951 entrepreneurs had launched their businesses with our assistance.



Venture Connect

Venture Connect Inc.
Subsidiary created in 2011

Subsidiary of 6 Island Coast CF's.
Delivers business succession services to SME owners throughout BC and matches investors with listing agents / sellers

Leaders in succession services to SME's in BC and leading source of data collection and trend reporting regarding business buyers and sellers

CFAC is lead office
Operates on a fee for service business model

Island Coastal Community Futures have, through its subsidiary Venture Connect, provided an extremely efficient and cost effective way to support the BCCF network in the provision of succession services.

During 2017/18 Venture Connect:

- ✓ Provided business valuation services directly to BCCFs to help their lending committees
- ✓ Supported CFs in BC to retain at least 37 businesses through the provision of succession loans
- ✓ Contracted with close to 6 dozen business owners assisting them with their succession plans
- ✓ Assisted close to 990 business owners and agents to market their businesses for sale

Regional Contract Activity	
Island/Coast	34%
North	17%
Kootenay	17%
Cariboo	14%
Thompson Okanagan	9%
G Vancouver RD	6%
Other	3%

Referral Sources	
Community Futures	40%
Repeat Clients / Clients	23%
Other	20%
Website	17%

Buyer / Seller Services	
Seller	71%
Buyer	29%

CF Succession Loans	
BC	37
Alberta	5
Manitoba	3
Saskatchewan	1

Services Provided	
Business Valuations	68%
Mediation Services	9%
Other	23%

Façade Improvement Program

Facade Improvement Program

Contract Partnership with Municipal Government
Contract Since 2016

Partner with City of Port Alberni to provide incentives to businesses to improve their facades

21 business owners with 25 facades are participating in initial round of improvements

Incentives are design services by an architect and non repayable investments

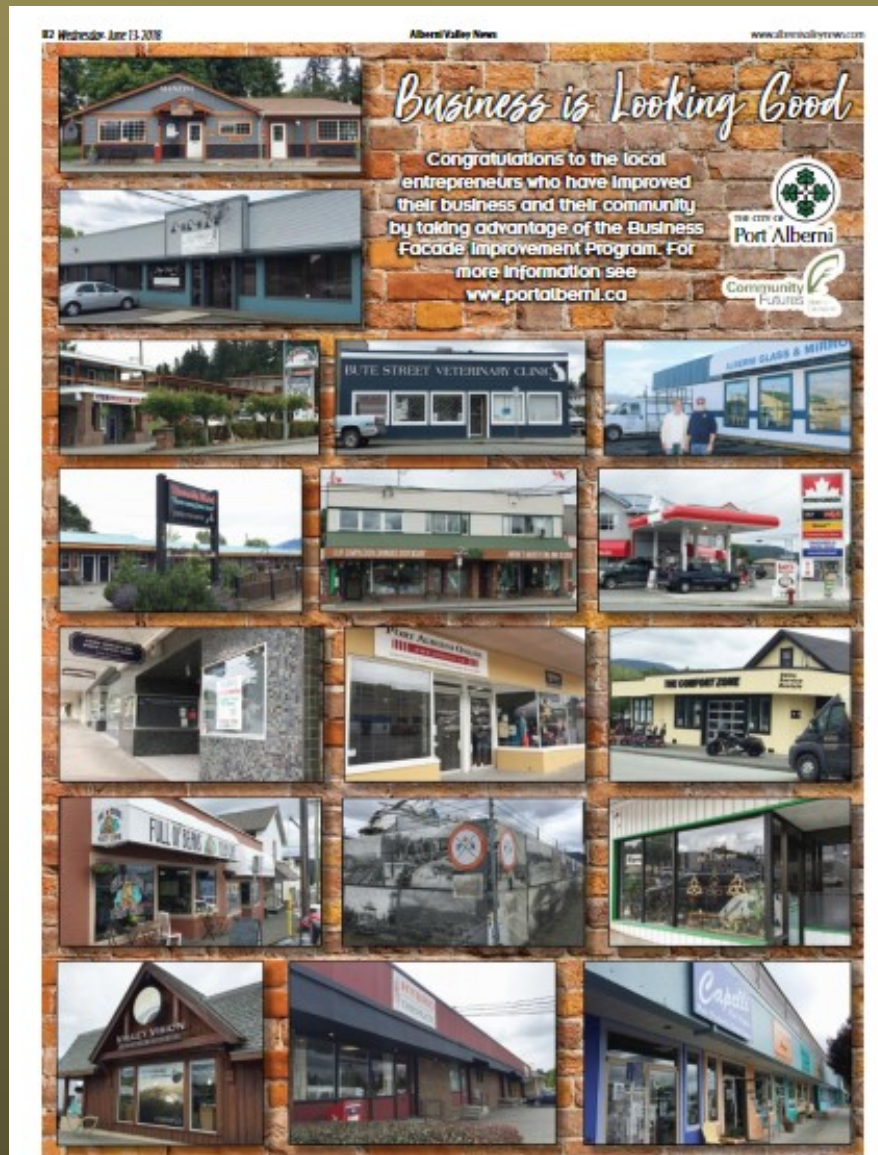
The Business Façade Improvement Program is a partnership between the City of Port Alberni and Community Futures Alberni - Clayoquot. Since its inception two years ago 23 business facades around the city have concluded their renovations and 13 more are in process.

In addition to significantly improving

the visual appearance in their areas, the program has positively impacted the community economically as participant investment leveraged \$4.60 for each dollar contributed.

# Applicant Locations	# Not Approved	# Not Proceeding
46	4	6

Locations Approved & Proceeding	# Completed	# Remaining	\$\$ Leveraged
36	23	13	4.6:1



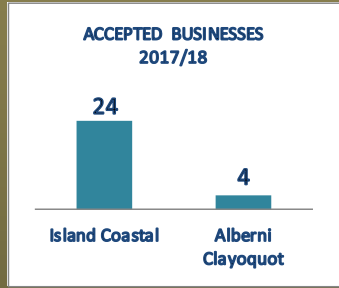
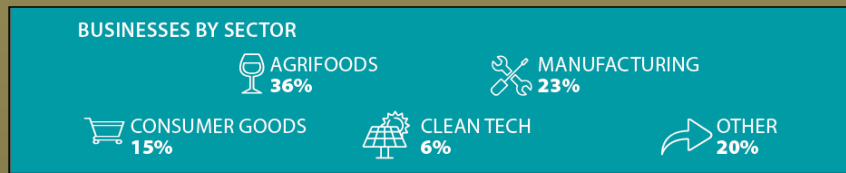
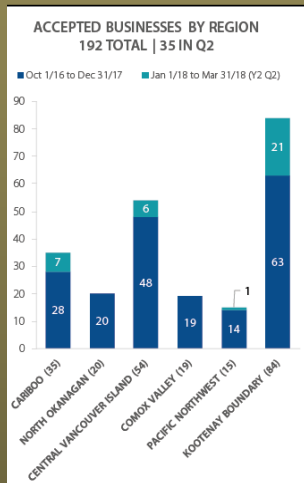
Export Navigator

Contract Partnership with
Provincial Government
Contract Since 2016

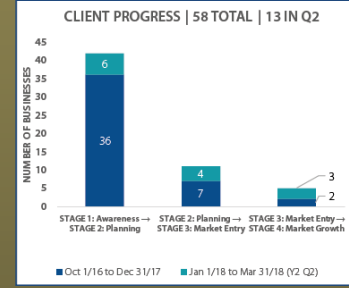
Pilot helps B.C. businesses grow by
supporting their entry into new
domestic and/or international
markets

Export Navigator

Export Navigator helps small and medium-sized businesses grow by supporting their entry into new domestic or international markets. Community Futures Alberni-Clayoquot holds the contract to support participating businesses in much of the Island Coast region.



	Q2	Pilot to Date
MJTT Trade & Invest BC	7	33
GAC Trade Commissioner Service	4	32
Export Development Canada	5	12
Community Futures	1	7
Ministry of Agriculture	1	6
Columbia Basin Business Advisor	1	4
Investment Agriculture Foundation BC	0	4
Comox CanadAsia Group	0	3
Industrial Research Assistance Program	2	3
Agriculture & Agri-Food Canada	0	2
Alberta Innovates	0	2
Build in Canada Innovation Program	2	2
Provincial Nominee Program (PNP)	0	2
Small Business BC	0	2
Other	6	15
TOTAL	29	129



Export Navigator helps small and medium-sized businesses grow by supporting their entry into new domestic or international markets.

The following summary data represents Export Navigator activities to date (October 1, 2016 to March 31, 2018).

TOP 3 CLIENT OPPORTUNITY MARKETS

- USA: **27%**
- Canada (Outside of B.C.): **25%**
- China: **10%**

Export Navigator is a joint-Ministry initiative led by the Ministry of Jobs, Trade and Technology with support from the Federal Government, Small Business BC, Community Futures and the Comox Valley Economic Development Society. The pilot project was initially launched in four pilot communities in October 2016, and in April 2017, the Rural Economic Development Strategy provided financial support to expand Export Navigator to two new rural regional communities. In order to continue to help small businesses and entrepreneurs in rural regions get their good and services to new international and interprovincial markets, the pilot was extended for an additional six month in September 2017 and an additional year in March 2018.

Performance Results

Community Futures Alberni-Clayoquot is a program that supports community economic development and builds capacity of communities to realize their sustainable potential. The purpose of the CF Program is to help communities develop and implement local solutions to local problems.

Community Futures Alberni-Clayoquot Performance Results (via TEA Reporting System)	Results as of 2017-18*
<i>Strong rural community strategic planning and implementation</i>	
1. Total number of community-based projects (new and ongoing)	12
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 sessions participants	104
4. Total number of business advisory services	282
<i>Rural access to capital and leveraged capital</i>	
5. Dollar value of loans	\$ 566,800
6. Total number of loans	14
7. Number of jobs created/maintained/expanded through lending ¹	46
¹ Estimated at the time of lending	
<small>* Data placed in TEA covers only CF PROGRAM activities. CFAC holds other contracts and thus this report does not reflect total office results</small>	