

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 ABC@wd-deo.gc.ca by May 15, 2015

SECTION 1
Board Motion

Motion from your Board of Directors that approved the 2014-15 Annual Performance Report.

Date of Board Meeting:	June 25, 2015
Motion:	Approve 2014-15 Annual Performance Report
Moved By:	Wesley Water Chief
Seconded By:	Watson Kaquitts

SECTION 2
Executive Summary on Overall Performance for 2014-15

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.)

Community Futures Treaty Seven (CFT7) in the year 2014-15, had a very successful year in terms of networking, capacity building, loans and achieving and surpassing many targets set in the operational plan. CFT7 hosts (at a minimum quarterly) Treaty Seven Business Development and Resources Network meetings, which has grown and is very productive in Community Economic Development planning and strategizing for entrepreneurs in the Treaty Seven area. CFT7 continues to assist in the pre and aftercare of loan clients. Pre-care is still key in regards to capacity development and training, also development of a business plan for those who qualify for the assistance. CFT7 has been actively working on collections utilizing the strategy that was worked on previously to aid in aftercare to assist the small business owners who have loans with CFT7 to stay on path of communication and repayment of loans. Site visits are still key, minimum of two site visits a year, however, some clients require more aftercare and site visits than others. First Nations in Treaty Seven continue to request from CFT7 trainings and workshops on small business development, some topics are: Business Plan, Business Planning, Marketing, Financial Planning, Social Media, Contract Readiness, Bookkeeping and Time Management, also some communities have included the CFT7 workshops as a part of their grant distribution to their members. CFT7 will deliver any small business topics specified by the members of Treaty Seven that assists and aid entrepreneurs.

Six loans were disbursed in 2014-15 and close follow-up for aftercare is offered. The loans were generated through the capacity development workshops, marketing events and referrals from local Treaty Seven EDO's and various resources. CFT7 is pleased that the work that is being done in the communities who are portraying a positive and helpful image of CFT7 and the assistance that is offered for the Entrepreneur.

CFT7 hosted two Symposiums in 2014, the First Nations Entrepreneur Symposium in Calgary on June 12, 2014, had 102 people attended the event and 21 entrepreneurs were showcased at the evening mixer. The Symposium on the Blood Tribe on July 2, 2014, had 91 people attended the event and 11 entrepreneurs were showcased at the evening mixer. In August of 2014, CFT7 hosted the 16th Annual Entrepreneurial Symposium and the 5th Annual Disability Symposium was held in May 2014 as well, all were well received and attended and positive evaluations were reported, partnerships were created with various resources in the treaty seven area to assist in making the events a success.

August 2014 CFT7 Board and Staff attended Board and Staff Development training in St Eugene Resort in Cranbrook, BC. National Aboriginal Capital Corporation Association made a contribution, so CFT7 Board and Staff to have the training and it was well received.

CFT7 General Manager, Hank Shade was involved in the Treaty Seven Economic Opportunities Initiative Fund, which will allowed the bands in Treaty Seven to enhance their community through a fund for Community Economic Development.

In conclusion, the targets set in the 2014 – 15 operational plans, were achieved and in some cases exceeded. CFT7 continues to lead in capacity building and CED, which in turn allows CFT7 to market the programs and services offered.

**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 your 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 Canadian communities 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 clients organization and/or community? <ul style="list-style-type: none"> • What were the final outcomes* from the activity? • How has this positively affected your community? • How has this service enhanced the economy in your community? (6-8 sentences)
Siksika and Stoney Flood Recovery Project	Community Planning	Assisted flood stricken First Nations in business and entrepreneurs in Stoney First Nation and the Siksika First Nation. Built relationships with and supported existing businesses. Demonstrated and provided community support for Stoney and Siksika businesses to increase capacity of entrepreneurs and businesses to succeed through training and workshops. And, improved communication between community and local businesses. Was involved in strategic planning and workshop delivery.
2014 First Nations Entrepreneur Symposiums	Business Services	CFT7 hosted two Symposiums in 2014, the First Nations Entrepreneur Symposium in Calgary on June 12, 2014, had 102 people attended the event and 21 entrepreneurs were showcased at the evening mixer. The Symposium on the Blood Tribe on July 2, 2014, had 91 people attended the event and 11 entrepreneurs were showcased at the evening mixer both events were well received and attended and positive evaluations were reported, partnerships were created with various resources in the treaty seven area to assist in making the events a success for First Nation people in the Treaty Seven area.
Iktomi	Loan	Cindy Daniels and Rod Scout are very successful entrepreneurs and has a very clear message to other entrepreneurs. CFT7 will be showcasing them in the 2014-15 Annual Report a success story. They are diligent in paying on her loan and we always look forward to assisting with their aftercare needs.

*Example 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 project that your organization was involved in that aligned with WD 2014-15 operational priorities listed below:

Business Productivity and Growth: Improving business productivity and furthering the development of long-term economic growth through access to business and financing services and the adoption of innovative business technologies, processes and practices.

Technology Commercialization: Developing and bringing new technologies to the marketplace.

Trade & Investment Enhancing access to international markets and attracting foreign direct investment to Western Canada.

	Strategy	Project / Initiative (2 – 3 sentences)	Outcome Achieved
1	Support businesses and initiatives to address productivity issues and/or adopting innovative business technologies, processes, and practices	On-going pre-care and aftercare	Business plan development, training, marketing, management, administration & coordination resources and capability to deliver entrepreneurship training to 261 individuals.
2	Support businesses and initiatives that can bring new technologies to Canadian and global markets	Doing Business Off Reserve	Input of Inventory/Website Directory for launch June 2014
3	Assist businesses to enter into global markets	CFT7 meets with Treaty Seven EDO's identifying needs of local economies and roles in the Canadian and global markets.	Continue to meet goals and objectives of 5 Year Strategic Plan because Input from local EDO's assisted and a greater understanding of needs and direction of initiatives allowed CFT7 to identify of planning of futures CED projects.
4	Other GOC Priorities	Aboriginal Economic Development	Continued service to Aboriginal members and communities.

SECTION 5

Cost Efficiencies

Please report back on the cost efficiencies* or collaboration* efforts (CFs, WCBSN or other business service providers) that the organization implemented during 2014-15.

	Collaborations and/or Cost Efficiencies Implemented	If Applicable, Names of WCBSN Partners Involved	Estimated Cost Savings and/or Benefits	Completed / Ongoing
1	Roundtables with WCBSN, other Aboriginal Financial Institutions, other economic development service providers and community business development officers.	Aboriginal Business Development Services	In kind services for workshop delivery and participation at various events held by CFT7	Ongoing
2	CFT7 Collaborates with Aboriginal Affairs and Aboriginal Relations GofA for Business Support Services	Paul Wyminga – Director Aboriginal Service Department	\$475,000	Ongoing

3	Purchasing notepads and self assessment guides thru CFNA	Jon Close	\$2,000	Ongoing
4				

*Examples could include: co-location and/or collaboration with other WCBSN partners /or other business service providers, sharing internal services, efficient use of technology, participating in group buying opportunities.

SECTION 6
Performance Indicator Variance

Please provide a report of your organization’s performance against the targets you established. Shading denotes performance indicator for which a *minimum performance standard* has been established.

In the table below, please ensure an explanation is provided in the last column in the following circumstance: where targets were not met or where there is a significant variance of 20% or greater.

Performance Indicator	2014-15 Target	2014-15 Actual	Rationale for Variance
			* Please provide an explanation where targets were not met or where there is a significant variance of 20% or greater
# of local and regionally-based community strategic plan(s) developed and/or updated during the year	5	7	
# of partners engaged in community strategic planning	5	5	
Total # of community based projects (new PLUS ongoing)	3	4	
Amount Invested in NEW and ONGOING community-based projects	\$75,000	\$55,700	
\$ leverage value from NEW and ONGOING community based projects	\$75,000	\$150,000	
Total \$ value of the community based projects (See Note A)	\$150,000	205,700	
# of partners engaged in community-based projects	10	9	
# of businesses created, maintained, or expanded through business services	25	28	
Dollar amount leveraged through business services	\$25,000	\$147,000	
# of business training session participants	200	828	
# of business advisory services	100		
\$ value of loans (See Note B)	\$200,000	\$181,505	
# of loans (See Note B)	6	8	
Amount Leveraged through Lending (EDP and non-EDP)	\$35,000	\$153,856	

Notes:

- A) Total \$ value of Community based projects **EQUALS** Amount invested in NEW and ONGOING community-based projects **PLUS** Amount leveraged from NEW and ONGOING community-based projects
- B) Total value of ALL loans and other investments approved where initial disbursements made

Has your CF posted their CF Performance Indicator Results on your website? Yes No

SECTION 7

Loans over \$150,000

Did your CF provide loans over \$150,000 in 2014-15? Yes No

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

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

**SECTION 8
Syndicated Loans**

Did your CF participate in any syndicated loans in 2014-15? Yes No

If Yes, please provide a list of any syndicated loans your organization may have been a part of.

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 9
Report on 2 Community Based Projects that were completed during the fiscal year.**

Please complete the table and provide a short report on a minimum of two Community Based projects your organization completed during the fiscal year.

Project Name:	16 th Annual First Nations Youth Entrepreneur Symposium		
New this year or ongoing from previous year?	Ongoing	Dollar Amount Contributed by CF:	In kind
Number of Partners involved:	8	Dollar Amount Contributed by Other Sources:	\$70,000
Was this identified in your organizations' strategic plan and/or operating plan?			Yes
Description (a paragraph or two)			
<p>CFT7 hosted the 16th Annual First Nations Entrepreneurial Youth Symposium (camp) held at the Stoney Nakoda Resort in Morley, AB, on August 25th through to the 30th, 2014. To date, the camp has successfully trained over 379 First Nations youth ranging from 16 to 35 years of age in the area of small business ownership. The objective of each year's camp is to teach First Nation youth the key fundamentals of small business ownership and operation and to develop a business plan as a group and present to a bankers panel made up of developmental lenders for constructive feedback. On the agenda were a motivational speaker, guest speakers, team building, team work, risk taking exercises and entrepreneurial panel to assist the participants in creating the business plan to present to the bankers panel.</p> <p>The camp was created for, but not limited to, the Treaty Seven First Nations urban youth. This year's camp had 20 accepted applicants. With all of those accepted; 18 successfully completed the training program. Four participants failed to show up on opening day but we had four on standby that were able to attend. Most participants were from the Treaty Seven surrounding urban areas, such as Calgary and Lethbridge, as well as on reserve participants.</p>			

Project Name:	2014 First Nations Entrepreneur Symposium		
New this year or ongoing from previous year?	New	Dollar Amount Contributed by CF:	In kind
Number of Partners involved:	14	Dollar Amount Contributed by Other Sources:	65,090
Was this identified in your organizations' strategic plan and/or operating plan?			Yes
Description (a paragraph or two)			
<p>In April 2014 CFT7 along with 14 partners hosted two of the 2014 First Nations Entrepreneur Symposium at the Grey Eagle Resort and Casino, and the Blood Tribe Multi-Purpose Building, 193 people attended the one day event held at two locations. The topics were based on pre-start up, start-up and expansion. The theme to 2014 Symposium was "We're Open For Business" and the planning committee has decided to keep the theme for the symposiums moving forward. There was also a Mixer and each partner had an opportunity to showcase entrepreneurs that they had worked with or were from their community. Evaluations were completed and the overall symposium was a success.</p>			

**SECTION 10
Investment Fund**

1. Investment Fund Activity as of March 30, 2015

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
\$873,293	53	\$604,158	36

2. Equity Investment / Related Entities / Subsidiaries as of March 30, 2015

List any CF investments in equity, related entities or subsidiaries as of March 30, 2015

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

**SECTION 11
Appeals**

1. Please report on the following.

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 12 - 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, etc.

Business Resource Network, quarterly meetings to ensure all communities and entrepreneurs are being serviced.