



Annual Review
2010



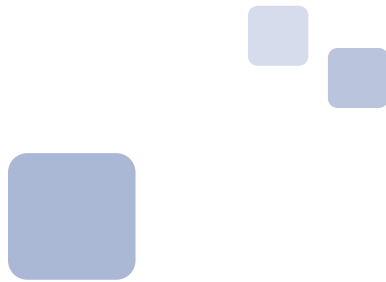
community futures
NETWORK OF CANADA



réseau de développement
DES COLLECTIVITES DU CANADA

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Chairperson's Message

Community Futures organizations (CF/CBDCs) continue to play a critical role in the economic sustainability of our rural communities across Canada. Community Futures is a true partnership and continues to be successful due to the commitment and devotion of the volunteer board members, staff and agency representatives.



As of 2009-2010, the CF Program has injected in excess of \$3.4 billion into the economy and assisted in the creation of 430,000 jobs. This is a strong testament to the great work being carried out on a daily basis by our member organizations across the nation.

I would like to take this opportunity to thank the volunteer board members and staff at our local offices for their continued dedication and commitment to the Community Futures movement across Canada. I would also like to acknowledge the support and assistance of our agency representatives for their continued contributions to the CF program, making it a tremendous success.

All Community Futures possess a firm belief that the most effective process for achieving economic renewal and growth comes from within their respective communities.

I am pleased to present the 2010 Community Futures Network of Canada Annual Review.

Sincerely,

A handwritten signature in black ink that reads "David E. Harris". The signature is written in a cursive, flowing style.

David E. Harris
Chairperson, CFNC

Messages from the Ministers **Canada**

The Honourable Tony Clement, Minister of Industry



It was 25 years ago that the Government of Canada announced plans to establish the Community Futures Program. Reflecting back, it is clear that the program's grassroots approach to community economic development and small business growth has stood the test of time.

Most recently, Community Futures Development Corporations in Northern Ontario have played a critical role in helping with the recovery of resource-based communities affected by the global economic downturn. Our investments in Community Futures organizations, along with our Economic Action Plan initiatives, are delivering tangible results for all Canadians and helping communities and businesses build for the future.

The Honourable Keith Ashfield, Minister of National Revenue, Minister of the Atlantic Canada Opportunities Agency, and Minister for the Atlantic Gateway



Building strong, vibrant communities is at the heart of the Atlantic Canada Opportunities Agency's mandate. That's why we continue to work with Atlantic Canada's Community Business Development Corporations (CBDCs) and their associations. These community-driven

organizations ensure that entrepreneurs in rural areas throughout Atlantic Canada have access to training, counselling and lending services. Over the

past 10 years, the 41 CBDCs in Atlantic Canada have provided more than 22,000 loans to help businesses start up, modernize and expand, making the CBDCs an important catalyst for economic growth.

Our government's continued investment in CBDCs demonstrates the importance we place on the services that they provide. We appreciate the commitment CBDC staff and volunteers have shown to the success of our entrepreneurs and to the economic growth of our region. Working together, we are building innovative, productive and competitive communities of the future.

The Honourable Gary Goodyear Minister of State for the Federal Economic Development Agency for Southern Ontario (FedDev Ontario)



Community Futures Development Corporations (CFDCs) and the services they offer play a key role in the economic development of communities across our country. Created last year, FedDev Ontario delivers economic development programs in collaboration with our CFDC organizations

to help southern Ontario rural communities and businesses build for the future.

Through the assistance of the 37 CFDCs located in southern and eastern Ontario, \$47 million in loans were provided in the last fiscal year to local businesses. This resulted in nearly 6,000 jobs being created or maintained, and an additional \$94 million in investments leveraged from other sources.

Our Government is proud to support CFDCs so they can continue to work with our businesses to build a more competitive and prosperous southern Ontario.

Messages from the Ministers **Canada**

The Honourable Lynne Yelich, Minister of State (Western Economic Diversification)



Since 1995, Western Economic Diversification Canada (WD) has worked closely with Community Futures (CF) organizations to support business development and encourage economic growth in Western Canada.

I would like to congratulate the Community Futures organizations and thank the many volunteers and staff who contribute their time, ideas and efforts in support of their communities.

CFs have a proud history partnering with WD in providing business and economic development services across the West. Our Government is pleased to support CFs and their efforts in meeting the needs of rural communities. Together we are building a stronger West for a stronger Canada.

The Honourable Robert McLeod, Minister of Industry, Tourism and Investment, Government of the Northwest Territories



The Government of the Northwest Territories (GNWT) is committed to building and maintaining a sustainable, diverse economy for all residents of the Northwest Territories. An important part of that strategy is supporting the Community Futures Program.

With seven Community Futures Development Corporations in the NWT, we are seeing positive results. These corporations have assisted our entrepreneurs in a variety of ways – from providing micro-loans and counselling services to helping develop business plans.

On behalf of the GNWT, I want to thank the board members and staff of the Community Futures Program. Your work is invaluable in helping provide a sustainable economic future for residents of the NWT.

The Honourable Peter Taptuna, Minister of Economic Development and Transportation, Government of Nunavut



Community Futures Development Corporations (CFDCs) and Community Business Development Corporations (CBDCs), from coast to coast to coast, are a strong and positive force in community economic development and small business support in Canada. The Government

of Nunavut, through the Department of Economic Development and Transportation, is proud to provide support to the three CFDCs in Nunavut. Nunavummiut can rest assured that 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 and Transportation is committed to helping small businesses participate fully in economic development opportunities. The support and counselling provided by the CFDCs in Nunavut assists us in reaching this goal and promotes the success of small business in our expansive territory. Sustainable economic growth depends on many things: protecting our land and resources, education and training for our people, strengthening our communities, and building essential infrastructure. Working together, we will help achieve our primary goal – to 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 a business 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 volunteer their time, knowledge and passion to guide a team of professional staff, thus enabling them to provide 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 2010 Annual Review highlights the successful impacts our organization has had over the years as we continue to sustain and grow our rural communities across Canada.



Diversification

Powerbase Energy Systems

Since Robert Morley started his business in 1994 it has grown dramatically to a point today where the company designs, manufactures and sells state-of-the-art products throughout the world. It has been a challenging road with constant capital requirements needed for research and development in order to move into new or undeveloped markets.



Enter Valley Heartland Community Futures Development Corporation (CFDC) that covers the Lanark County and North Leeds area. This local CFDC believed in Mr. Morley and his business plan and invested in the company not only once, but three times, over this period of growth and development.

Based in Carleton Place, Mr. Morley now has two business operations: Powerbase Energy Systems Inc. and its sister company Sequence Controls Inc. Recently, he was honoured as “Entrepreneur of the Year” at a conference of the Ontario Association of Community Futures Development Corporations in Thunder Bay. He was nominated for the award by Valley Heartland CFDC, one of many nominations that were entered by CFDCs across the province.



“I am extremely proud to accept this award on behalf of our 40 employees. Valley Heartland, our local CFDC, has been instrumental in our success over the past eight years. They have supported us by providing timely loans to facilitate our expansion. They have also provided employee training incentives to enhance the skill sets required to meet the growing sophistication of our products. Their involvement has helped us get to where we are today, with world-class products in three markets,” Mr. Morley said.

“We were really pleased that Rob and Powerbase were recognized with this award. They have wisely identified niche opportunities in the marketplace and worked diligently to design products to address them. We are proud to have played a part in the growth of this business,” says John Doherty, executive director of Valley Heartland CFDC.

Powerbase Energy Systems designs, manufactures, installs, commissions and maintains renewable and clean energy systems for small hydro and biogas applications. Its containerized anaerobic digester biogas systems convert organic waste, such as manure, into heat and electricity for Canadian agriculture. Powerbase is the only company with a “Made in Canada” biogas system.



Community Economic Development

Winnipeg River Learning Centre recognized at National Event

That education fuels personal growth is an obvious truth, but education as a means for communities to grow is something the Winnipeg River Learning Centre is proving on an annual basis.

Located in the Town of Powerview-Pine Falls, the Winnipeg River Learning Centre (WRLC) provides diverse trades training, post-secondary education programs, and adult learning options that meet the needs of local residents, employers, and industries throughout the North Eastman Region of Manitoba.

“The need in our community is great and the opportunities that we can provide to our residents and all others who would come here to obtain advanced education is something we have long dreamt of being able to achieve,” said Bev Dube’, chair of the WRLC Board of Directors.

“Because the programming offered at the Learning Centre is aligned with regional labour market requirements, youth have an opportunity to obtain an education that will provide them with the skills to find employment in the region,” said Mary Greber, Executive Director of Community Futures Winnipeg River, which played a key role in developing the project.

“For example, they can obtain trades training leading to apprenticeship opportunities with major employers in the region involved in hydro production, forestry, and mining. Or they may take other post-secondary education leading to careers in the health care, education, natural resources, or environmental fields, within the service sector, or as entrepreneurs,” she said.

The Winnipeg River Learning Centre is not simply a satellite campus for a single post-secondary institution, Greber explains, rather it coordinates programs and course offerings through a number of colleges, universities, and training centres.

Community Futures Winnipeg River was recently recognized for their work on this innovative project at the 2009 Community Futures National Event, where they won the Community Futures Initiative Contest for Manitoba.



“As program options increase and become established at the WRLC, residents, business, industry, and organizations in the region will experience the benefits of a skilled and knowledgeable workforce – graduates of the Winnipeg River Learning Centre,” says Greber.

Since opening its doors, the response from the community has been nothing short of exciting. Fifty people have enrolled in post-secondary certificate programming and more than 150 people have completed shorter course offerings. Trades training began in 2009.

“From the community’s perspective I see the Winnipeg River Learning Centre as growing beyond our hopes and expectations,” said Dube.

Small Business

Patience pays off for Stack-A-Buoy founder

Slow but steady wins the race. It's the longstanding moral in the tale of the tortoise and the hare, but it also applies to the inventor and the product, specifically in the case of Blair Gotell, an Isle Madame, Nova Scotia entrepreneur whose unique stackable buoy is turning heads across Atlantic Canada.

The President and CEO of Stack-A-Buoy Marine Products officially launched his product in February 2009. This triumph for Gotell came nearly seven years after he conceived the Stack-A-Buoy concept during a family gathering in Prince Edward Island.

"The boys had to go out that day and haul in their traps, and I typically go fishing with the boys when I go over, and I simply noticed that there were probably 8,000 buoys or so, floating around in the Georgetown Harbour," Gotell recalls.

"I just started asking some general questions as to what kind of problems they experience with the existing buoy products. Some of the comments I got initially were, 'Well, they all float well during the season, but during the off-season, they're quite a thing to store and they take up space.'"

Gotell returned to Arichat and began developing a design that would allow buoys to rest in stacks while still connected to the ropes that fishermen use to toss them out to sea.

"There's a rope-nesting groove that allows them to be stacked with the rope tucked away," he explains.

"We really believe that it's going to enhance safety on the vessels. The ropes aren't going to be all tangled all over the place, and since the buoys stack up, they don't necessarily roll over like the typical ones. So they won't be all over the deck or rolling overboard." Gotell also investigated environmentally-responsible materials for his Stack-A-Buoy product, "Our product is made out of a fully-recyclable high-density polyethylene," Gotell points out.



With the help of InRich CBDC, Gotell was able to expand his client base around the four Atlantic Provinces. "The mentoring and counselling you get through the SEB program is wonderful, and they've also identified a number of programs that I may be utilizing in the near future," Gotell says of the InRich staff.

"They've been very encouraging and very, very helpful. They've got smart people working there. It's always good to have that network of people to call upon."

As he prepares to set up shop in a new production facility in Petit de Grat, and reflects on a successful lobster season that saw an estimated 600 Stack-A-Buoys in Maritime waters, Gotell feels his venture is just getting started.

Business Services

Panainaaq Construction

As a local Inuk, Airo Pameolik had experienced all what the north had to offer. He held various positions in both the private and public sector as he perfected his carpentry, construction and project management skills. In 2006, it was time for Airo to branch out on his own as he established his own contracting company.

In June 2006, Airo officially launched Panainaaq Construction just as the Government of Canada was kicking off the \$200 million public housing program; Airo was there to capitalize on the opportunity. Airo saw that there was a need for experienced contractors to provide quality workmanship and build housing units throughout many northern communities.

In its first year of operation, Panainaaq Construction did a lot of renovation work for the local housing association. Since that time, Panainaaq Construction has built over 35 housing units for the NHC Public Housing Program and is scheduled to build 10 more units this upcoming construction season.

“I’ve had to learn all the requirements of establishing and running a business. It sometimes gets frustrating and there are many stumbling blocks, but you just have to keep pressing on. I’ve had a lot of support from some great funding agencies, the Economic Development Department, Nunavut Business Credit Corporation and the Kivalliq Business Development Centre. I am grateful for these organizations – that they are there to support the local business community, giving us a chance to participate in the industry and growth of our communities. It is never enough but you have to take what you can get and try to make the rest work.” recalls Airo.

Airo hopes someday to see the apprenticeship program begin to work on getting the younger generation of the North educated and trained in the various trades.

Panainaaq Construction Ltd. is in its fourth year of operation and is still a young company by all accounts, but is focused on building quality homes for northern communities and their residents for years to come.



Summary of CF Program Results

April 1st, 2009 to March 31st, 2010

Province	# of CFs/ CBDCs	Staff	Volunteers	Population served	# of loans	Value of loans \$	Amount leveraged \$	Total jobs
NB	10	92	128	380,000	680	22,725,634	45,609,610	2,144
NS	13	73	143	715,000	697	19,859,509	10,459,135	978
NL	15	75	126	380,000	398	15,083,203	10,816,436	663
PEI	3	14	21	66,150	110	4,290,962	2,378,759	620
ON	61	264	781	3,400,000	1,352	73,821,774	137,825,279	7,815
QC	67	Data not available						
NU	3	9	15	29,474	45	3,678,130	666,130	224
NWT	7	11	40	43,580	147	4,758,724	878,945	453
BC	34	305	342	1,666,818	649	33,114,103	37,770,624	2,503
SK	13	62	155	539,623	181	5,672,049	8,090,466	480
MB	16	79	210	490,206	171	8,684,838	9,564,860	678
AB	27	145	289	1,257,212	594	31,737,006	31,139,491	2,043
Totals	269	1,129	2,250	8,968,063	5,024	223,425,932	295,199,735	18,601

CF Program Quick Facts

Did you know? Community Futures...

- has worked in our communities for **more than 25 years**;
- benefits from the expertise of over **2,200 volunteers**;
- employs over **1,100 staff members**;
- has assisted over **102,000 clients** across Canada;
- has injected more than **\$3.4 billion** into the Canadian economy;
- has assisted in the creation of over **430,000 jobs**.



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 local volunteers in an accountable, efficient, and effective manner.

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

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
204-975-0746



seau 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

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

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

PEI Association of CBDCs
L'Association des CBDC de l'Î.-P.-É.
902-835-3636

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