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Local community economic development champions across Canada

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A NETWORK OF COMMUNITY FUTURES ORGANIZATIONS ACROSS CANADA

Who we are

The Community Futures Network of Canada (CFNC) is an interconnected network of 267 Community Futures Organizations (CFOs) serving rural and remote areas from sea to sea to sea.

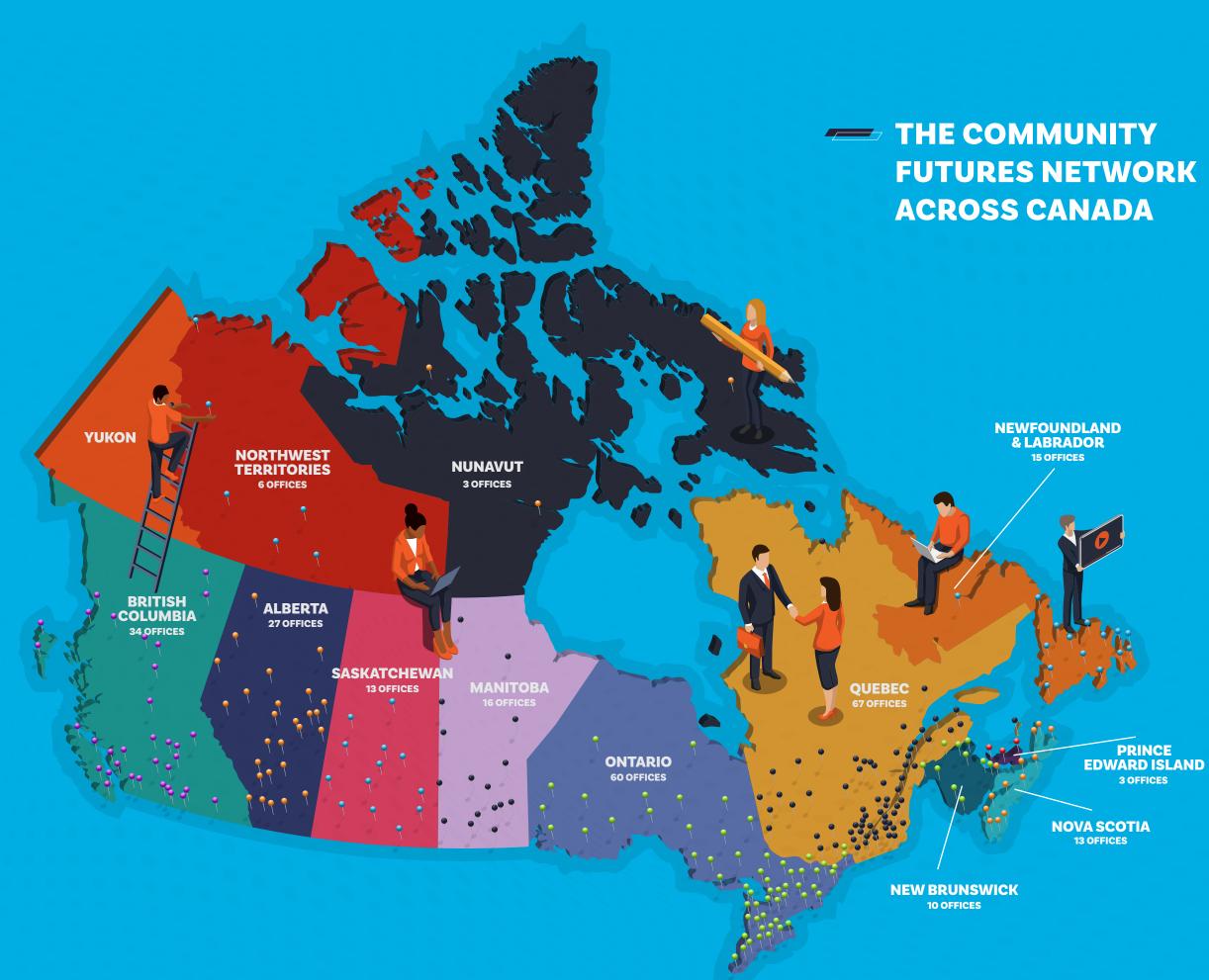
What we do

CFOs offer loan programs tailored to small businesses that are approved by community-based volunteers across rural Canada. In addition, over 1,270 seasoned employees provide business counselling to local entrepreneurs to make their businesses thrive.

How we help rural Canada

Developing rural communities through small and medium-sized businesses leads to greater economic stability, improved community cohesion, and a stronger sense of identity. CFOs accelerate access to local investments and provide responsive solutions to support the scaling up and expansion of small businesses to stimulate growth in key industry sectors. While at the forefront of new trends, more than 2,900 community volunteers nationwide help entrepreneurs meet the capital needs to start, grow and sustain successful businesses, and always do their best to reach marginalized and underserved priority groups as well as supporting federal priorities. The network of CFOs will have a key role to play in helping rural and remote communities support Canada's competitiveness in the global economy.

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MESSAGE FROM THE PRESIDENT

As I reflect on our performance over this past fiscal year, my mind turns to our most significant asset: the Community Futures (CF) staff and volunteers who continue to make our achievements possible.

Our collective portfolio is impressive, with nearly **5,000 loans disbursed**, representing an investment of over **325 million dollars** and leveraging **three-quarters of a billion (725 million)** in funding from other sources. The current value of this portfolio is approximately **\$1.8 billion** in federally provided funds.

None of this financial support and advisory services for small businesses in rural and remote regions of Canada would occur without the dedicated efforts of our 1,270 staff members and 2,945 committed



volunteer board members. The country's 267 Community Futures Organizations (CFOs) have shown outstanding collaboration between the ten provinces and two territories. Recognition that the more we work together, the greater our impact has been a factor in the results detailed in this report. We share a vision of contributing to the development of all our rural and remote communities by eliminating barriers, working together for increased results, and sharing best practices to support new and existing businesses nationwide.

Our staff can uniquely connect with the clients and communities we serve. They understand existing and potential challenges and develop custom solutions to empower entrepreneurs and increase their chances of success. CF employees are innovative professionals who participate in skill enhancement training, work collaboratively, and demonstrate resilience in challenging times.

CF board members are the backbone of our not-for-profit organizational structure and donate invaluable expertise, experience, and guidance to our team. This governance structure is unique, even exceptional, as a conduit for supporting small businesses. I've had the good fortune to meet many CF board members, and one character trait exists in all of them – a genuine interest in helping others succeed.

Increasing the sustainability of our organization is essential as we move into the future. A focus on attracting and retaining a high caliber of staff, developing diverse boards to help us address the broader range of support services needed, and developing more autonomy and effectiveness in funds distribution will secure our position as a financial provider of choice, a valuable community asset, and a resource accessed by even more Canadians.

Troy Dungate

President of the Community Futures Network of Canada







The numbers speak for themselves!

The 2022-2023 results of our Community Futures Organizations demonstrate the support accessible to entrepreneurs amongst the **13.8 million citizens** living in rural and northern Canada. The human capital delivering the Community Futures Program includes more than **4,215 volunteers and staff** within the 267 offices extending their services to small and medium enterprises from sea to sea to sea.

The economic impact of our lending activity has surpassed pre-pandemic levels and reached a new high of **\$325 million to 4,910 small businesses,** leveraging over \$725 million from other financial investors (owners, friends and family) and traditional lenders.

Over the last 23 years of annual performance reporting, the Community Futures Program has now loaned \$5.9 billion and influenced 760,590 employment opportunities within more than 128,415 businesses.

Our organizations continue to work with the 15,000 businesses who received additional support through the Regional Relief and Recovery Fund as they begin repayment of more than \$500 million in interest-free pandemic financing.







A female-led Indigenous engineering company

Denise and Jamie Goosney are reaching new heights to provide exceptional engineering and unique in-person services using state-of-the-art drone technology-the first of its kind in Newfoundland and Labrador.

Aguathuna Drafting and Consulting Company Ltd. (ADC) is a female-led Indigenous engineering company with an experienced team of professionals who provide project management, engineering, construction administration, and drone services. "We started by helping local non-profits, and when we reached out to CBDC Long Range, they suggested that we transform ADC into an engineering and drone services company after seeing opportunities for these services in Newfoundland and Labrador," said Jamie.



Their innovative technology, passion for their work, and commitment to obtaining the best results for their clients have won them the CBDC Business of the Year Award.

Fine dining on the shore of Newfoundland and Labrador

Chef Kayla O'Brien and her husband, Chef Kyle Puddester, continue to bring award-winning casual fine dining to the southern shore of Newfoundland and Labrador with the financial support and business counselling of CBDC Celtic. They started **Fork Restaurant** in 2017 as a seasonal pop-up bistro located inside the Irish Loop coffee shop in Witless Bay, thanks to owner Judi Devine who let them operate after hours.

Now the couple have their own cozy and welcoming dining destination. **Fork Restaurant** reinvests in its community with local ingredients and elevates them in creative and imaginative ways. "As restaurant owners, we are so grateful to everyone who has supported us, from the new faces that came through our door to the many familiar faces that have turned into friends. It's because of your support that we get to do this," said O'Brien.





Providing vital health and safety training online and in person

Safety Check Inspections Ltd. is an occupational health and safety training and consulting company based in Sydney, Cape Breton. The company was originally started by Greg MacMillan in the summer of 2000 and was purchased by Jennifer Fahey, along with her husband, Operations Manager Frankie Fahey and Training Manager Chris Angione in 2015. The new team not only refreshed and expanded their course offerings in 2015, but they also reached out to CBDC Coastal for support and advice. "I meet with Patricia and her team at CBDC Coastal once a year," Jennifer said. "CBDC is fantastic to deal with!"

Safety Check works with a variety of clients, including oil and gas businesses, local municipalities, as well as power and construction companies. One of their specialities is confined space training which they have modified so that you can take the first day online and



the second day in person, saving their clients time and money.

Future plans for **Safety Check Inspections Ltd.** include keeping up with the latest trends in training and offering at least one new course each year.

Shelburne County Cold Storage: growing business keeps bait and seafood storage close to home

Located on a six-acre lot between Shelburne and Barrington, **Shelburne County Cold Storage** expanded their space for the third time since opening their doors. The facility now spans 20,000 square feet, with a capacity of about 9 million pounds. Nine million pounds is equivalent to 30 blue whales, the largest mammals on Earth, which can weigh up to 300,000 pounds each. Talk about a big fish in a small pond.

Brian O'Connor and Calvin Williams decided to go into business together in 2016. Brian, owner of O'Connor's Refrigeration, is an expert in refrigeration.



Starting out, Brian and Calvin reached out to CBDC Shelburne for funding. "We couldn't have done it without them," Brian said.



White's Fabrication: a nested business in a crowded market

In the smallest and most rural county on the island, Adam and Andy White are brothers who have been working together for nearly 17 years. They had the experience under their belt, but their profession required space and a lot of equipment. They originally tried to buy the business they were working for, but it ended up being easier to go out on their own.

Their idea may have been questionable in a crowded market, but they carved out into a successful niche. "Although there are many fabrication shops in the area, we could see that a lot of the work was being done off the island and being imported here where we knew we could do this ourselves," Adam said. "We didn't want to step on the toes of all the other guys in the area. So, we kind of picked up things that they didn't want to do, for one reason or another."

Whispering Hope Farm: Choosing CBDC over traditional banks

Kayla MacIntyre and her husband Cody were inspired to open a miniature petting farm attached to **Whispering Hope Farm,** near Tyne Valley. With each animal having a different "feel" it meant they could function as a sensory farm since their own children benefited emotionally and mentally from the experience of interacting with animals.

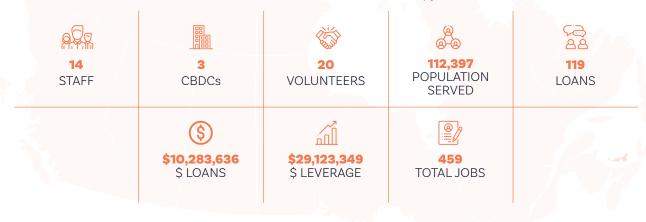
When asked, why CBDC and not the traditional bank Kayla chimed: "I choose CBDC for my loan because they provide small businesses support and guidance for operating a small business. CBDC Western PEI allowed me to bring my dreams to reality, by providing me with a small business loan to build a barn for my animals as well as a warm room where a bathroom, kitchenette and art studio will be."



"When we wanted to start this, we went to the traditional banks, and they basically laughed," Adam said. "We turned to the CBDC. We just walked in one day and they set us up with training to do our own business plan, and everything we needed."



In the fall of 2021, the farm opened to the public and Kayla and Cody have not looked back. Fast forward to 2023, the initiative has grown with Christmas on the Farm, Day Camps, Summer Camps, Art Camps, visits from schools and organizations, even a travelling farm exhibit or birthday petting farm. Add that Kayla has recently earned additional certifications to the business, and she is excited to see where this new avenue of therapy with animals takes her little farm.



Innovation and value-added products in northern New Brunswick

ThermalWood Canada in Bathurst offers high-quality, thermally modified wood products for a wide range of indoor and outdoor applications. Thermally modified wood adds beauty to the grain and durability, without the use of chemicals.

With owners Robert Lennon and Pierre Friolet, the company has processed over 200 different species: "The process was designed for softwoods but **ThermalWood Canada** prides itself on being a leader in the thermal modification and manufacturing of hardwood products." The company is the only one in the Atlantic provinces, and one of six in North America, using the thermal modification method. Unlike pressure-treated lumber, nothing is added to the wood but heat and steam, allowing products to be made from domestic woods and replacing the need to import exotic hardwoods. "After 15 years of educating



the marketplace on the benefits of thermally modified wood, architects are now starting to include thermally treated wood in their plans," said the owners. Since technology has entered decking, siding, and flooring markets, the opportunities have grown.

Promoting rural business succession

Settling in New Brunswick is becoming the new trend. Who would have imagined that ten years ago! After long studies and three young children, Heather Wright and Sébastien Després purchased a 4-star bed and breakfast in Shediac that they called Le Griffon. Shortly after this, they founded Le Moque-Tortue bistro not far from the bed and breakfast.

With support from CBDC Westmorland Albert, these new entrepreneurs were able to improve their business knowledge with Consultant Advisory Services and Business Management Skills Training. Finally, in 2023, they acquired a second business, the Adorable Chocolat factory. These innovative acquisitions and projects are all examples that strengthen existing resources in their new community and promote sustainable development in New Brunswick.





Sustainable development at the core of a business that is gaining ground

Bromont Campervan is a business that enabled over 2000 passengers to travel over the past three years. It is the first company in North America to rent 100% electric camper vans! The founder, Olivier Marcoux, achieved his dream to become an entrepreneur and make a difference by having an impact on the environment. **Bromont Campervan** has come a long way. With support from the CAE Haute-Yamaska et région, Olivier received funding and benefited from the Going Green program aimed at accelerating the integration of sustainable business practices in small and medium-sized businesses in Quebec regions.



Settling in a region to take over a business

Viandes Lafrance is a food company that produces and transforms meats directly from local farms. Eleven years ago, Indira Moudi dreamed of becoming an entrepreneur. That is when she acquired Viandes Lafrance with help from the SADC Shawinigan. Although the company had to face a number of challenges, Indira and the SADC advisor managed to project into the future and make the right strategic analyses. Indira was then able to successfully meet the challenges and today, Viandes Lafrance is a local model that stands out. The enterprise is even one of the few that meet the three ESG criteria, namely environmental, social and governance.







A succession project with Indigenous business support

Indigenous young electrician and entrepreneur Brad Bourrie has taken over the reins of a Peterborough area electrical company that has been in business for more than four decades. Founded by Gord White, **White Electric** has been providing construction, electrical, and special trade services to area residents since 1978. Bourrie, who has worked for the soon-to-be-retiree for nearly eight years, purchased the company from White in April 2023. "I've enjoyed taking care of clients while working for Gord and I've built quite a few friendships along the way," explained Bourrie. "I just want to continue serving the same people and uphold Gord's good name."

Since White had been holding out on offers from other potential buyers, it was important for Bourrie to arrange for financing as soon as possible, which he promptly received from Community Futures Peterborough, in partnership with Kagita Mikam, a



service providing business support specifically to Indigenous entrepreneurs. "It's important for us that when someone retires, they don't just close up shop, because it negatively impacts the existing clients who have come to depend on them," said Braden Clark from Community Futures Peterborough.

A very young entrepreneur in the tourism industry

At the young age of 18, Avery Sheppard opened **Purvis Fish and Chips** in Gore Bay in 2021, hoping to address the lack of restaurants in the tourist town, a business she could operate while continuing her studies. Three years later, the seasonal business now has 11 employees three more than when it opened—and saw a 12 percent increase in sales over its recent season. Sheppard is a sixth generation of her family's fish business, continuing the tradition in a new way, serving fresh fish caught in the North Channel to locals and tourists alike.





A social enterprise support: seniors helping seniors and their community

When a few engaged and passionate residents decided they needed a place in the Hamiota area for older adults to gather, socialize, learn, and share, the answer was clearly a senior centre. The idea of forming a coop held so many benefits but the most important was ownership by members. Since August 2022, the Coop has acquired 170 members and the Senior Centre is averaging 250 visits a month. The Centre also has an "R Store," repurposing donated items and reselling them to the community. Community Futures Westman was instrumental in helping the steering committee establish their Co-op, set up governance roles, and provide ongoing support.



Tailored to post-stroke recovery

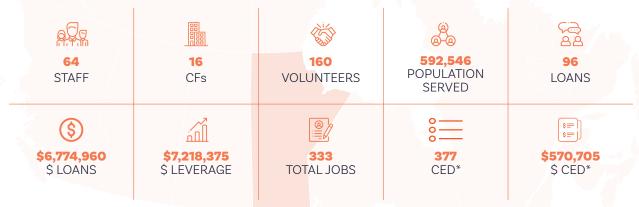
When Ashley Voth of Beauséjour had a stroke at age 26 during surgery to remove a brain tumour, she awoke to a total loss of movement in her right side. Told that her goal of having her physical movement return to the way it was before the stroke was "unrealistic and too hopeful", Ashley instead decided to use that as motivation during the four months of physical and speech therapy that were to come.

An avid practitioner of yoga and meditation before her stroke, Ashley used them as mental therapy to complement her traditional therapy, and together they helped her along the road to recovery.

Ashley wanted to use what she had learned during the recovery process to help others experiencing similar challenges. With the assistance of Community Futures Winnipeg River, she launched **Ashley Voth Stroke Recovery** to empower other young stroke survivors on their journey through recovery and to recognize their warrior within.



Ashley helps her clients navigate their new and unfamiliar post-stroke world, handle their emotions, and provides guidance to help lessen the stress of "not knowing" for her clients, which can be a barrier to recovery. She also offers therapeutic yoga sessions, in person or online and customized to the client's limitations, to help them slowly rebuild their strength and mobility.





Business succession thanks to Community Futures

Shawn Wheten could not believe it when he bought **Watrous Towing** in March 2018, but with help from Sagehill Community Futures, he and his wife, Susan, were ready to take on the challenge of ensuring the stability of their own business.

Countless industry contracts, being the only towing business in Watrous, and Shawn's passion for towing were the ingredients of the recipe for success. The breadth of their calls is something they are proud of and the long days during snowstorms—the longest being a 39-hour workday, according to Shawn—are more rewarding than inconvenient.



Shawn and Susan both agree that there would not be a continuation of **Watrous Towing** without financial backing from Community Futures, which allowed them to start their business: "Having the support of each other for sure is definitely a big part of it. Friends and family too," said Shawn and Susan Wheten.

New opportunities in rural Saskatchewan thanks to Community Futures

Residing off the grid and working a trapline in Saskatchewan's Cumberland Delta, Mark Monsebroten, a visually impaired entrepreneur, developed a passion for learning where to find various wild plants and how they could be used as medicines, herbs and food.

Mark and his partner Cara Greyeyes decided to build that passion into a business and created **Blind Trapper Holistic Foods.** Mark and Cara believe in food as a medicine and in highlighting the immense health benefits that our natural surroundings can provide. Equipped with extensive knowledge and a deep respect for nature's provisions, their company intertwines the wisdom of traditional food sourcing methods with modern, sustainable harvesting practices.

Supported by Community Futures Newsask in Tisdale, Mark hired a dedicated crew of local harvesters to source their products; using their intimate knowledge



of the land and its offerings, passed down through generations. Mark then successfully established markets with pharmaceutical and food manufacturing companies and devised a digital marketing plan to sell his products online.

After shipping over 30,000 pounds of bulk product in their first year, **Blind Trapper Holistic Foods** is expanding markets for bulk sales and offers 33 products online, including fiddlehead, chanterelle, and morel mushrooms, as well as wild berries and many medicinal products.



For many people, business training is the key to making things happen

Café Verve opened its doors five years ago on Dunmore Road in Medicine Hat. The walls of the brightly lit premises are lined with works by local artists; evenings often feature musicians from around the area. The menu includes a selection of carefully brewed coffees and teas, as well as freshly baked pastries and homemade sandwiches, soups and salads.

Before opening their laid-back, contemporary-style café, owners Betty-Jean and Eugene Cleland took part in a six-week business program organized by Community Futures Entre-Corp, where they learned about opening and running a business.

"We feel Community Futures Entre-Corp has played a huge part in the business community in Medicine Hat



with their accessible resources and support. We started our business journey by taking the business course, and since then we've always felt welcomed to return for other support and advice," said Betty-Jean.

Community Futures is the proud sponsors of a youth entrepreneurship camp

The best part of the **Rotary Alberta Youth Entrepreneurship Camp** are the volunteers, and sponsoring the initiative also remains essential to bring kids together from all over the province. "Learning the entrepreneurial toolset is not something the participants may be exposed to at school. It's been a good educational experience for me, and it was also transformative from a social standpoint," said Sonja Mellema, a proud volunteer and former participant.

Mellema enjoys discussing her experience: "Why the camp has lasted 25 years, it's because everyone who attends is always ready to give back, whether it's their first year, or 25th year. If someone is struggling, there are so many people who are willing to help. And if someone is having a great time, they want to share that." Once participants reach the age of 16, they can



return as youth leaders, which is what Mellema did. "Being a youth leader is something I really cherished. It was exceptional. And here I am now working in the business world," she notes.







Community Futures supports commitment to sustainability

In 2017, Keith Wood approached Community Futures (CF) Powell River with an idea for a marine dock concept. With support from CF, his vision evolved into **Remote Marine Solutions Inc.**, a thriving marine construction business specializing in ecofriendly custom docks and more. Keith's commitment to sustainability shines through in his work.

In a region where marine environments are vulnerable, Keith took a green approach. He focused on minimizing the environmental impact by using high density polyethylene (HDPE) for his projects. This material resists growth, never rusts, and can withstand the harsh marine conditions. It also boasts a remarkable lifespan of over 100 years and is 100% recyclable, making it a responsible choice. CF plays a crucial role in Keith's journey, helping him create a strategic business plan, providing guidance, and supporting his expansion



efforts with loans. Today, **Remote Marine Solutions Inc.** is a leading custom marine fabricator in Powell River, completing numerous projects and contracts. Keith's dedication to sustainability sets a remarkable example for aspiring entrepreneurs, and CF is proud to be part of his journey.

Creating a business for people's dignity and independence

One of the biggest challenges of people living with disabilities is the ability to maintain their independence. Access to transportation is at the core of this and the reason why **This Rides for U Wheelchair Services** exists. Owner Rob Darwin has faced first-hand the challenges of using a wheelchair. Through his own "lived experiences," Rob, along with his wife Leticia, was motivated to create a transportation service that focused on upholding the dignity and independence of these travellers.

With the Entrepreneurs with Disabilities Program (EDP) and financial support from CF, **This Rides for U Wheelchair Services** is now entering its third year of operation, providing appointment-based



transportation service for individuals requiring additional care and support with their transportation needs in the Cowichan region.



Launching its own business can be an invaluable opportunity for people of northern Canada

A love of working with his hands and a need in the Fort Smith community for carpenters to take on smaller, residential-based jobs led **Stick Built Construction** founder Jody Doherty to open his own business in September 2020.

Through **Stick Built Construction**, Doherty provides a variety of carpentry services, including new construction, renovations, additions and woodworking. It's a service the people of Fort Smith have recognized; and the business is keeping Doherty working with tools six days a week.

"There's a big niche in this town for that sort of stuff - for kitchens, for decks, for non-government work," Doherty said.

While many contractors focus their efforts on bigger government jobs, Doherty went in a different direction when he launched his company during the height of the COVID-19 pandemic. Since he started **Stick Built Construction**, he has done carpentry work for a lot of bathrooms and kitchens, but Doherty said his breadand-butter work is framing. It's something that has made him happy – and that's clear in the way he talks about his work.

"It's a lot more rewarding, I find, just dealing with a client and giving them something at the end of the day that they wanted," Doherty said.

Doherty noted that he had always wanted to run his own carpentry business. He loves his work, and the timing turned out to be right. Starting in the middle of the pandemic was a little alarming, but he has no issues keeping busy in Fort Smith.



Thebacha Business Development Services was there to help lend a guiding hand. "Right from the beginning, Thebacha Business Development Services was a big source of information for me to access funding or get information on Canada Revenue Agency. And Linda, the Executive Director, was really instrumental in providing that information and saying, 'here's what you should think about," he said. "Sometimes that meant helping to learn bookkeeping, and sometimes it meant helping to facilitate funding."

Two years since launch, **Stick Built Construction** has constructed its own successful reputation in town and is as busy as ever.



*The number and amounts invested in Community Economic Development (CED) projects.

** Results are based on 3 of 6 offices reporting.



Nunavut CFs are empowering people

In the vast expanse of the Arctic, the Nunavut Community Futures Association is fostering resilience and economic growth within remote communities. At the heart of their mission are two transformative programs: the Indigenous Women in Entrepreneurship (IWE) and the Advisory and Mentorship Program (AMP). These programs are instrumental in empowering individuals, promoting local entrepreneurship, and driving sustainable development in Nunavut.

Kitikmeot Community Futures Incorporated (www. kcfi.ca) continues to support Inuit women through access to the IWE program in collaboration with Baffin Business Development Corporation (www.baffinbdc. ca) and the National Aboriginal Capital Corporations Association (www.nacca.ca). This four-year initiative is designed to empower Indigenous women involved in entrepreneurship coast to coast to coast. Nunavut offers a comprehensive range of resources, including

The Aqqiumavvik Wellness Society in Arviat, Nunavut, has undergone a profound transformation. Despite its humble beginnings, the organization now offers an array of programs catering to all age groups, alongside initiatives focused on climate change monitoring and Inuit knowledge activities. While their growth has been impressive, they faced challenges due to the unpredictability of project-based funding. Executive Director Kukik Baker admitted to ongoing struggles in managing their rapid expansion. To address this issue, Aqqiumavvik sought guidance from the AMP through Catalyste+ (www.catalysteplus.org) and the Nunavut Community Futures Association. By connecting with experienced advisors, Aggiumavvik harnessed the expertise needed to drive innovation, ensure sustainability, and navigate the complexities of their evolving journey. This collaboration not only



workshops, training, mentorship, and a specific microloan/grant fund. IWE provides mechanisms to ensure entrepreneurs have access to the necessary tools and knowledge to establish and expand their businesses, whether they are involved in traditional arts and crafts, retail, construction, or tourism-related enterprises.



transformed Aqqiumavvik but also left an indelible mark on the Arviat community, illustrating the profound impact that mentorship and support can have on local organizations.





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