

Performance Results for 2019-20 COMMUNITY FUTURES LAKELAND

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

Community Futures Performance Results	Results as of 2019-20
<i>Strong rural community strategic planning and implementation</i>	
1. Total number of community-based projects (new & on-going)	19
2. Total number of local and regionally-based community strategic plans developed and/or updated	7
<i>Rural access to business development services</i>	
3. Total number of business training session participants	351
4. Total number of business advisory services	147
<i>Rural access to capital and leveraged capital</i>	
5. Dollar value of loans	\$455,859
6. Total number of loans	8
7. Number of jobs created/maintained/expanded through lending ¹	17
Provide additional Information (e.g. Success stories, Links to priorities, leveraging work, communication events, etc...)	
<p>Indigenous Economic Summit This event was hosted outside of our region in the community of Lloydminster but brought together business leaders from indigenous communities all-over north-eastern Alberta and north western Saskatchewan. The reported business activity coming out of the event exceeded the 3-million-dollar mark (<i>as reported through follow-up surveys after the event</i>) (<i>this number could in fact be larger and just not reported</i>). This event showcases indigenous owned businesses, both privately and community owned and operated. The Summit encourages non-indigenous companies to explore what opportunities might be available through collaboration. Numerous organizations partner to host this event and we are exceptionally happy to have been part of the successes. We will continue to participate as a partner in this project and hope to grow the event in years to come.</p> <p>Training, Training and more Training This past year saw our office delivering more training opportunities to our clients and communities than we have in many years. The <u>Leadership Development Series</u> that was offered over a 9-month period was directed at providing corporate level skills for managers and supervisors. This programing allowed for 360 feedback and encouraged long term growth in a multitude of leadership development areas. <u>Lunch n' Learns</u> were hosted in both Bonnyville and Cold Lake for both a spring series and a fall series. While these are short snippets of learning for local entrepreneurs and future entrepreneurs, we were very diverse in the subject matter and have gained a solid following that now attends most if not all the sessions offered. <u>Facebook for Business</u> was offered in Bonnyville and had 24 local business owners in attendance. This event was so well received that we will be bringing in the advanced programing</p>	

¹ Estimated at the time of lending

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in the next fiscal year. We already have a waiting list and date has not yet been announced. All Partners Meetings are meetings held to benefit both agencies and the community. Any and all service providers that do work with small businesses or entrepreneurs were communicated with. These meetings give the opportunity for each of our agencies to share what exactly we each do, what programming we have, what resources we can offer and how we can all work together to best assist our communities and our clients. We then collaborate to provide small business owners, community leaders, traditional lenders etc to come in and speak with each of the agency representatives. We will continue to network this way, given the positive feedback we have received from the agencies and the community members.

The Gazelle program was initiated this year and we have partnered with other northern CF's to provide services and assistance to women entrepreneurs. This is a wonderful program that helps women entrepreneurs learn the skills needed to excel in business. Services include business incubators, one on one business coaching, access to business courses and other resources. So far more than 500 women have been introduced to the concept of entrepreneurship through the Gazelle public events and promotion. We look forward to hosting more women focused workshops and training events in our community in the next year.

In the last quarter, we established new partnerships to promote procurement of federal and provincial services. This new partnership included the City of Cold Lake, 4 Wing Cold Lake, Procurement Services and Procurement Canada, Peraton, Cold Lake EDAC, Procurement Services Alberta, and other procurement related services. Together we collaborated to deliver 10 small sessions, that alternated in Bonnyville and Cold Lake, on the steps involved to get federal and provincial contracts. All sessions led up to a full one-day event to educate local businesses on how to secure contracts. Unfortunately, the last 4 sessions were cancelled due to COVID-19.