



# 2021/2022 Annual Stakeholder Report

**Growing  
communities**  
one idea  
at a time.

The **Community Futures** program  
was established nationally in 1986  
and is federally funded through  
Prairies Economic Development Canada (PrairiesCan)

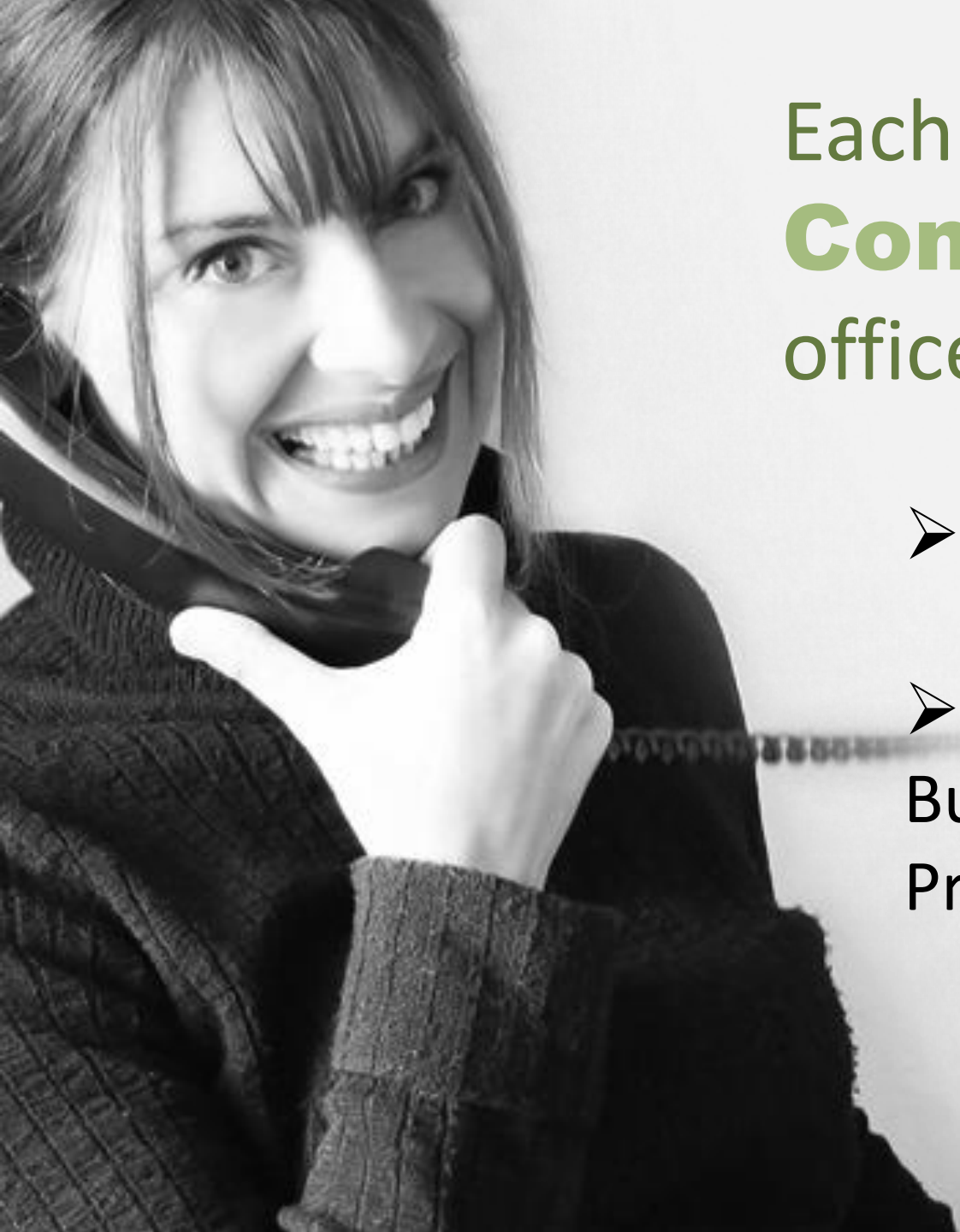
- 'Rural Grass Roots' program
- 1 of 7 CF offices in NE Alberta
- 1 of 27 in Alberta (CFNA)



Western Economic  
Diversification Canada

Diversification de l'économie  
de l'Ouest Canada





# Each **Community Futures** office is

- Governed by a Volunteer Board of Directors
- Staffed with: Manager, Business Analyst, Project Coordinator/Administrator

# Purpose of **Community Futures**

To help rural communities develop and implement local solutions to challenges and opportunities

- Economic stability, growth and job creation
- Diversified and competitive local rural economies
- Economically sustainable communities





# Achieve our Purpose Through 3 Pillars:

- Business loans up to \$150,000
- FREE Business training and coaching
- Engaging in local economic development projects





# Business Loans up to \$150,000

- When the Bank says NO
- Customized, affordable loan options for small business owners and entrepreneurs from \$500 to \$150,000
- Our Goal is to help small businesses succeed so that our community becomes a better place to live and work.

# Funds Loaned out in 2021-2022 Year



**16 Business Loans Approved**

**\$440,000 Loaned Out**

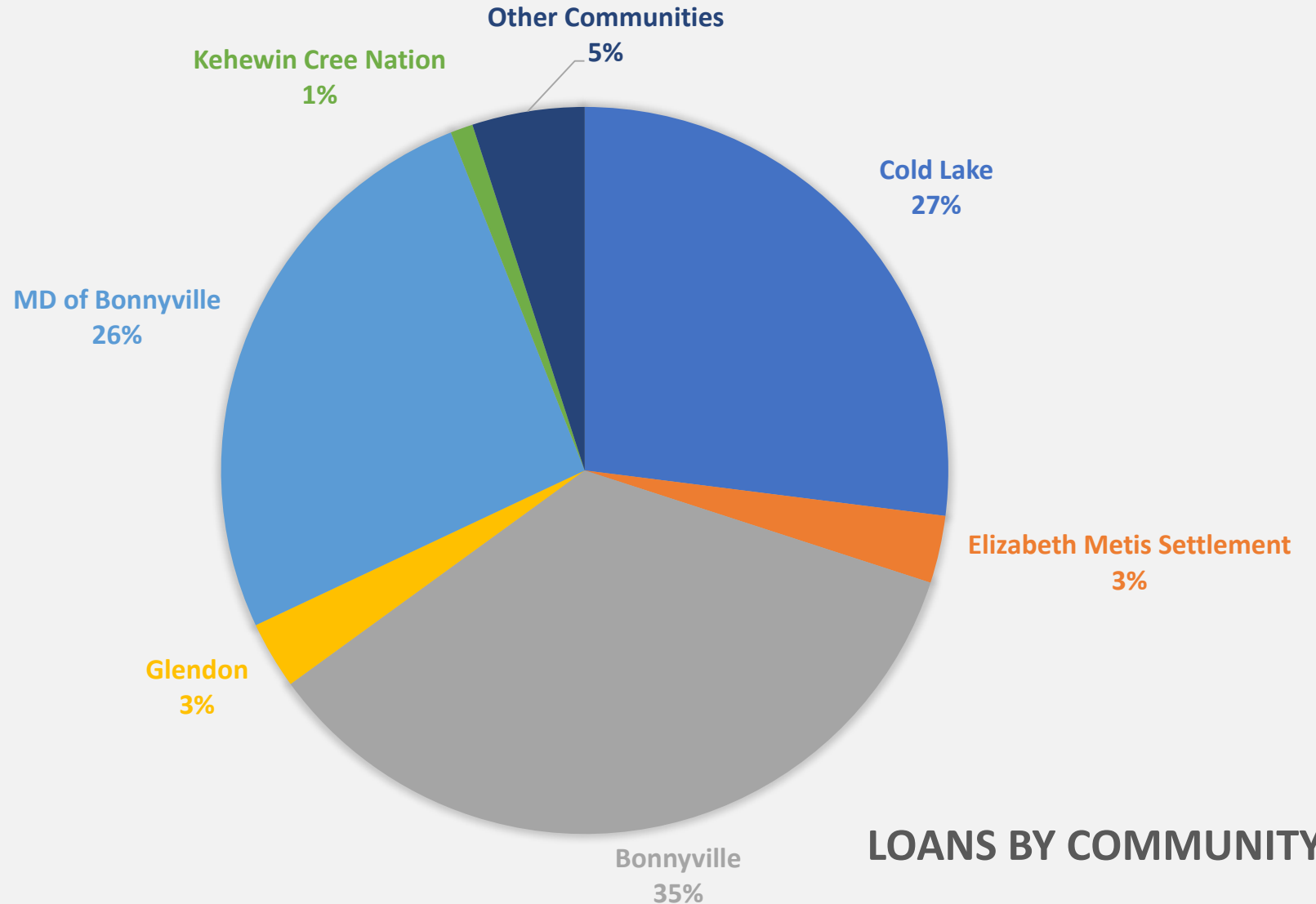
**\$125,000 Leveraged by  
Businesses**

# Current Funds Invested by Region

**Regular Loan Funds:**  
\$1,858,470.41

**RRRF Loan Funds:**  
\$ 2,207,883.75

**Total \$'s out:**  
\$3,886,354.16







# Current Funds Available to Lend

- Regular Funds - \$2,291,496
- New Provincial Women's Economic Recovery Funds - \$100,000

# FREE Business training and coaching

## What do we do? How do we help?



### One-on-One Business Counseling

- consultation on everything you need to know to get started, reevaluate or grow your business



### Learning, Networking & Events

- Practical, skills-based business workshops, networking, business week events



### Research Services

- Assist with conducting basic market research on clients' chosen industry



### Business Connections

- Provide referrals to services and local businesses to grow partnerships and meet needs

## April 2021 to March 2022

Businesses Created, Maintained and Supported through Business Services

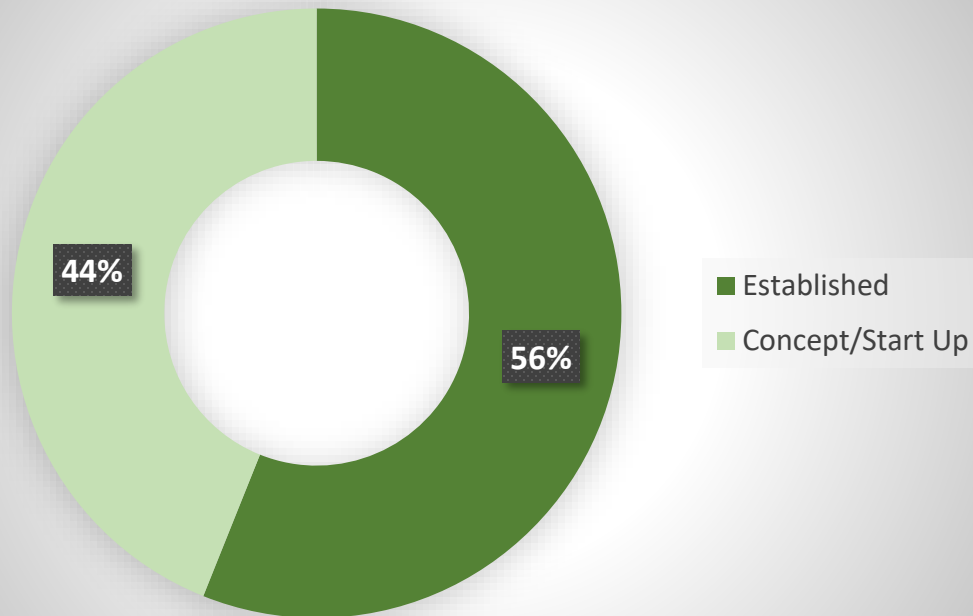
87

Business Advisory Consultations

717

Business Training Participants

679

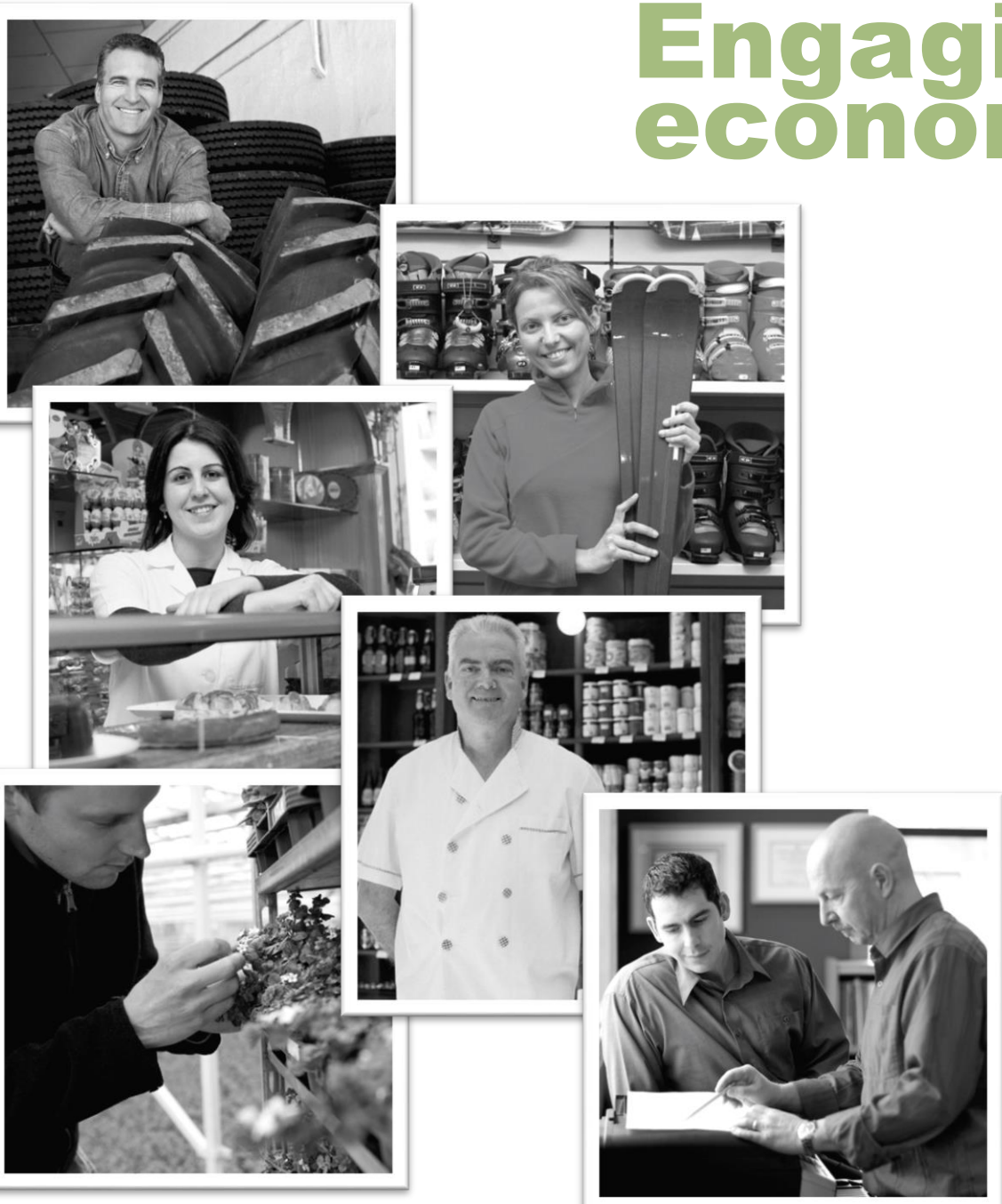


**Averaging 5-6 interactions per client**

Office – Average New Calls/Walk Ins per Day 3-4

# Engaging in local economic development

- Building entrepreneurial communities
- Focussing on those sectors of the economy that are wealth generating
- Work alongside community leaders to implement projects that support value-added activity and expansion into new sectors





# Engaging in local economic development



\$ Amount Invested in  
community-based projects

\$15,484



\$ Amount Leveraged (Partners)  
in community-based projects

\$76,829



TOTAL \$'s Invested in Lakeland  
community-based projects

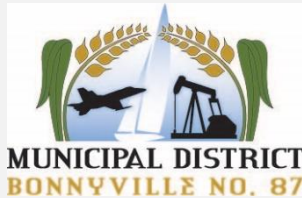
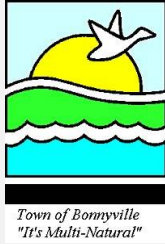
\$92,313



# Community Partnership



- Connect For Food
- Open Farm Days
- Lunch N Learns
- Procurement Training
- SMARTstart Entrepreneur program
- Beautification Loan program
- Lemonade Day – Youth Entrepreneur program
- Business of the Year Awards
- Regional Economic Information Partnership
- Alberta iMarket



# local economic development projects

## Women Entrepreneur Strategy – Project Gazelle

This project is focused on mitigating the unique challenges facing women entrepreneurs in rural communities through:

1. Training
2. Mentoring & Coaching
3. Incubator development



More Info: [projectgazelle@albertacf.com](mailto:projectgazelle@albertacf.com)  
[www.projectgazelle.ca](http://www.projectgazelle.ca)

Community  
Futures   
Lakeland

# local economic development projects

## ➤ Procurement Training Doing Business With Government

HOSTED BY THE CITY OF COLD LAKE,  
COLD LAKE CHAMBER OF COMMERCE & COMMUNITY FUTURES

### WINNING the Contract

From security clearances to preparing bidding documents, this series of workshops will prepare your business to take advantage of federal contracts.

#### Workshop Lunch Sessions

**FREE LUNCH & LIVE WEBINAR**  
Cold Lake Chamber of Commerce

- JAN. 22** Get Registered As a Supplier
- FEB. 5** Security Clearance
- FEB. 19** Finding Provincial Opportunities
- MAR. 4** Opportunities with the Government
- MAR. 18** Bidding On Contracts
- MAR. 25** Industrial Technology
- APR. 1** Supplier Debrief - Vendor Feedback
- APR. 29** All sessions complete

To register for the Workshop Lunch Sessions, please contact COMMUNITY FUTURES at 780-826-3858.

### Procurement 2020

Learn to do Business with the Government

Are you interested in selling goods and services to the government?

This comprehensive series of workshops will help you learn what federal and provincial opportunities are available for your business to bid on. These webinars will show you the benefits of; registering as a supplier, how to obtain security clearance and how to structure a bid on opportunities and government tenders.

**Online Webinars : 12:00pm - 1:00pm**

#### SELLING TO THE PUBLIC SECTOR Introductory Supplier Seminar

   
Kris Ruiter      Fran Seary  
Thursday, September 17 12-1:00pm

Public Services and Procurement Canada  
Cold Lake  
Community Futures  
Alberta

### GOVERNMENT CONTRACTS/TENDERS

LEARN TO DO BUSINESS WITH THE GOVERNMENT

Are you interested in selling goods and services to the Government?

**ONLINE WEBINARS:  
Wednesdays 12:00 - 1:00 PM**

JUNE 2 | SECURITY CLEARANCE

### Indigenous Businesses and 5% of Federal Contracts

Want to do Business with the Government?

    
Mike Ricci      Kris Ruiter      Mark Smith

**Wednesday  
October 27, 2021  
1:00-2:30 pm**

**ONLINE WEBINAR**

Public Services and Procurement Canada  
Cold Lake  
Community Futures  
Alberta

### Government Contracts/Tenders

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**Online Webinars : 12:00pm - 1:00pm**

#### WEBCAST DATES

Myth Busting: Doing Business with the Government:	Wednesday April 7
Federal Procurement for Indigenous Businesses:	Wednesday April 14
Registering as a Supplier:	Wednesday April 21

### CITY OF COLD LAKE TENDER PROCESS

**WEDNESDAY, JUNE 23  
12:00 - 1:00 PM**

  
Kevin Nagoya

## Government Contracting

### Want to do Business with Government?

- Have you ever considered the government as a potential client?
- Do you think governments only contract for big ticket items and do business with large corporations?
- How certain are you that governments don't buy what you sell?
- Do government procurement processes confuse and deter you from exploring opportunities?

If you have ever pondered over these questions or think you know the answers, these information sessions are for you!

**Online Webinars : 1:00pm - 2:30pm**

Busting Myths, Mysteries & Perceptions	Wednesday Oct 20
Indigenous Businesses and 5% of Federal Contracts	Wednesday Oct 27
Registering Your Business and Finding Opportunities	Wednesday Nov 3
Preparing a BID	Wednesday Nov 10
Defence Construction Canada and MERX	Wednesday Nov 17
Security Clearance	Wednesday Nov 24
Business Funding and Support Programs	Wednesday Dec 1

**REGISTER for Sessions:**  
[adminlkd@albertacf.com](mailto:adminlkd@albertacf.com)  
780-826-3858



# Upcoming local economic development projects

  
thanks!

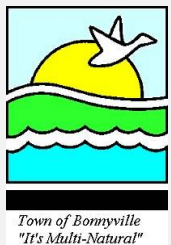
## Lemonade Day Sponsors:

CFCW – Regional \$23,100 (Northern Alberta)

City of Cold Lake – Community Leader \$4,000

Lakeland Credit Union – Awards Sponsor \$1,500

Town of Bonnyville - Lemonade Day Supporter - \$250



# local economic development projects

**SMARTstart**  
setting your business up for success

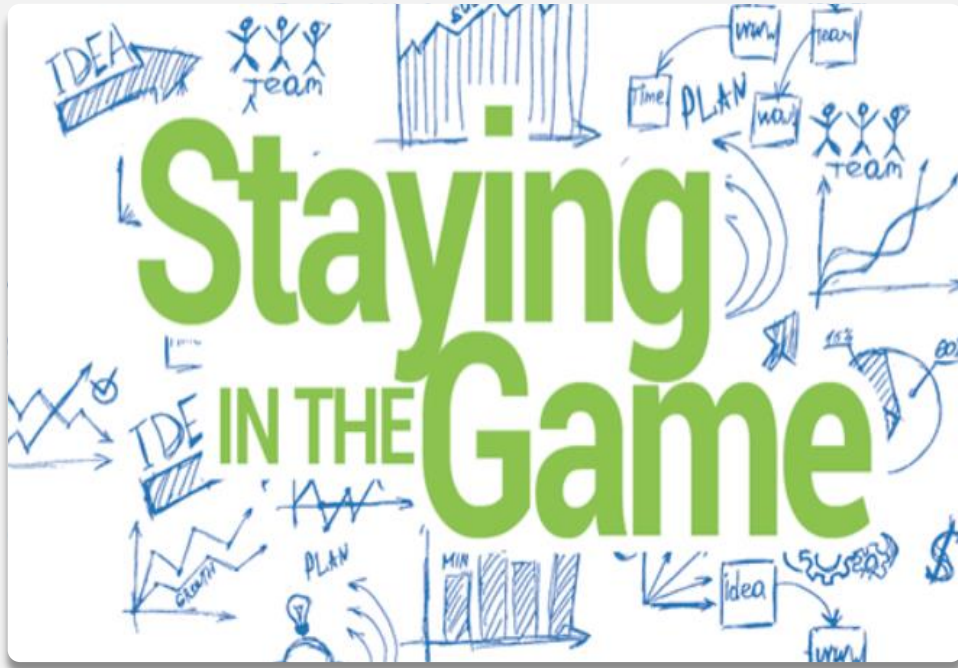


## What support is provided for participants?

A 50-hour program offered over 8 months consisting of:

- Online training – through GoForth Institute, a well established and recognized leader of online entrepreneurial training.
- Workshops – twice per month facilitated by local experts (lunch/evening)
- Mentorship – established business owners from the community paired with each entrepreneur

Each entrepreneur leaves the program with either an improved business plan or a feasibility plan for their business/idea.



## BUSINESS RETENTION MEANS...

**Follow Up, check ins,  
learning opportunities and  
more consultation.**

Many businesses require assistance to stay relevant after the pandemic, some need to:

- \* Re-evaluate and find a solution,
- \* Learn a new skill,
- \* Diversify & Identify new opportunities,
- \* Collaborate with another business.



*Thank You!*

- Lisa Ford
- Community Futures Lakeland
- 780-826-3858
- [lford@albertacf.com](mailto:lford@albertacf.com)