

SECTION 1

Executive Summary on Overall Performance

Please provide a short narrative (half- to one-page) outlining your successes, challenges and issues over the past fiscal year.

Please highlight any new services, processes, governance improvements (e.g. board training, new policies, etc.), or best practices introduced by your organization.

Our CF approved and disbursed 1 loan totalling \$150,000 creating 2 new jobs and maintaining 22 jobs. We are now seeing an increase in loan activity within our Region so hopefully this fiscal year we can meet our loan targets.

In May of 2022 we held our first in person Vision Quest conference, the conference was a huge success we were sold out and had to close our registration down the Trade show was at max capacity as well. A total of 582 delegates participated in 14 different workshops/training sessions throughout the 2 days of the conference. Our Board members participated in the Training put on by CFPM.

This past fiscal year we received notification/confirmation from NACCA that another portion of the Business Stabilization Loan Fund program is forgivable this will help our businesses remain viable. We recently received these funds and will be reimbursing our businesses that were successful in accessing this program. In 21-22 we were approved through NACCA to establish an Indigenous Women's Entrepreneurship program which included a micro loan program with a forgivable portion. The program was off to a slow start as we had trouble (very low expressed interest & limited skills) hiring a Business Support Officer. Finally in June of 2022, we were successful in hiring for this position and in February of 2023 we held our first workshop/training session, approximately 30 Indigenous women participated in the sessions. The IWE loan program has limited funds available, this provides an opportunity for our CF to fund those projects that the IWE program cannot. There is also an opportunity for our CF to joint fund projects given the loan limits placed on the IWE program.

Our CF accessed funding from Community Futures Pan West under the Building Capacity and Responding to Growing Regional Business Demand program, with these funds we purchased some equipment for the office and updated our HR policy manual and our financial policy manual, this past year we also had our IT consultants develop an IT manual for our office. All manuals were completed by March 31, 2023, but still need to be approved by our Board, once this is done, the up-dated policies will be forwarded to PrairiesCan.

SECTION 2

Success Stories

Please provide three success stories with a short description, the role your organization played and why you feel this is a success for the community. Note: Please ensure you have approval from the client to include their success story, so PrairiesCan can use the success story in future communication materials.

Client Name	Service Provided (Loan, Business Services)	Description should include: <ul style="list-style-type: none">• How did your support (e.g. business service, loan, community initiative) make a difference to your client and/or community?• What role did your organization play?• Did your initiative align with GOC/PrairiesCan priorities?• What were the final outcomes from the activity (e.g. economic and/or socio-economic benefits for the client and/or community?) (6-8 sentences)
OVO Leasing	Technical & Loan	OVO Leasing expanded their business (Airline service) to include a head office located in Little Grand Rapids First Nation. We developed their business plan and provided a \$150,000 loan, this resulted in the creation of 2 new jobs for the community and increased service to the community

		at large. 22 existing jobs were also maintained. OVO leasing provides a much-needed service in our Northern remote communities it is the only means of transportation during spring break-up for members to come out of the community to shop and attend appointments.

*Examples of possible outcomes: jobs created, businesses created, skills development / people trained, growth in sales, new office(s) opened, new products or services created, successfully assisted companies to enter new markets, new export sales, investment attracted to a business, successful joint venture established, etc.

SECTION 3

Alignment with Government of Canada and PrairiesCan Priorities in key areas

Please describe the initiatives or projects your organization was involved in that aligned with the PrairiesCan operational priorities listed below:

Inclusiveness: Enhance economic well-being and prosperity of under-represented groups in the Prairies. PrairiesCan's primary focus for this priority is on supporting Indigenous peoples and women, with a secondary area of focus on youth and persons with disabilities.

Cluster Growth: Clusters are networks of interrelated companies, researchers, investors and other partners working in a specific industry or region. PrairiesCan will focus on supporting select clusters within: clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.

	Strategy	Project / Initiative (2 – 3 sentences)	Outcome Achieved
1 (a)	Inclusiveness – primary focus on Indigenous peoples and women	SCFDC/NACCA Indigenous Women's Entrepreneurship Program In partnership with 4 other CF's host a conference on Indigenous business and community economic development including a Trade Show	Promotional material was developed for the program. Hosted a regional workshop with 30 participants. The focus is to promote entrepreneurship among Indigenous Women, received 3 applications for funding. Conference was held with 582 participants registered and participated in 14 different workshops/training sessions. 90 plus Trade Show exhibitors showed cased their products & services over the 2-day event. Pre-conference training was delivered by CFPM, majority of the participants consisted of CF staff & Board members.
1 (b)	Inclusiveness – secondary focus on youth and persons with disabilities		
2	Cluster growth – Clean technology; value-added agriculture; advanced manufacturing; digital industries; clean resources; and health and biosciences.		

SECTION 4

Performance Indicator Variance

Performance Indicator	Target	Actual	If you did NOT meet an MPS, please provide a detailed explanation and a plan for ensuring the MPS will be met next year.
Indicate which Group the CF is in :	3	Choose your assigned group	
Total # of community based projects (New PLUS Ongoing)	2	2	
# of business training session participants	300	612	
# of business advisory services	12	12	
\$ value of loans (*)	200,000	150,000	Loan activity in our region has been down for the last few years due mainly to COVID-19 and the current state of the economy (increase in prices of gas, food etc.). With the start of additional programing in our region such as the IWE program and with having a youth program near completion we anticipate an increase in loan activity within these sectors.
# of loans (*)	6	1	
# of Projects/Initiatives that align with GOC/PrairiesCan priorities and (PLUS) # of Loans that align with GOC/PrairiesCan priorities	1	1	

*Total value of ALL loans and other investments approved where initial disbursements made

FOR REFERENCE ONLY:

MPS	GROUP 1	GROUP 2	GROUP 3
Total # of community based projects (New PLUS Ongoing)	2	2	2
# of business training session participants	400	400	300
# of business advisory services			
\$ value of loans	\$600,000	\$400,000	\$200,000
# of loans	12	8	6
# of Projects/Initiatives that align with GOC/PrairiesCan priorities and (PLUS) # of Loans that align with GOC/PrairiesCan priorities	3	2	1

SECTION 5

CF Web Reporting

Please provide the link to the Performance Results posted on your website for the previous fiscal year.

Performance Report on Website	Southeast_CF_Performance_Report_2021-2022.pdf (cfmanitoba.ca)
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SECTION 6

Loans over \$150,000

Does your CF have any loan clients with an outstanding balance (of all loans combined) over \$150,000?

☐ Yes ☒ No

If **yes**, then please complete the table below. Please use your internal file or client number and **not client name**.

File #	Total Outstanding Amount	Rationale

Note: Your updated policy on loans over \$150,000 should have been provided to PrairiesCan. If not, please attach to this report.

SECTION 7

Syndicated Loans

Did your organization participate in any syndicated loans in the past fiscal year? ☐ Yes ☒ No

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

Note: As per the Contribution Agreement (Schedule "G" - Investment Fund Administration Terms and Conditions), each participating CF may only provide up to \$150,000.

Lead CF	Which CF reported the loan in the reporting system?	Amount Contributed by your CF	Total Loan Amount	Number of Partner CFs

SECTION 8

Loans with Interest Rates Less than Prime Plus 2% (Excluding RRRF Loans)

In the previous fiscal year, did your CF provide loans with interest rates less than prime plus 2%, excluding RRRF Loans? ☐ Yes ☒ No

If **yes**, then please provide a list of all loans given and provide the reasoning/justification behind providing those loans with interest rates less than prime plus 2%. Please use your internal file or client number and **not client name**. **Note:** Your new policy on interest rates less than prime plus 2% should have been provided to PrairiesCan. If not, please attach to this report.

File #	Amount	Interest Rate	Rationale for interest rate less than prime plus 2%

Note: "Prime Rate" means that floating rate of interest charged by the Bank of Canada and published, from time to time, as its "prime rate." <https://www.bankofcanada.ca/rates/daily-digest/>

SECTION 9

Investment Fund

1. PrairiesCan Investment Fund Activity (as of March 31)

	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
Example	\$1,000,000	85	\$25,000	5
PrairiesCan Investment Funds (Exclude RRRF)	488,205.69	15	190,407.93	8
RRRF				

2. Equity Investment / Related Entities / Subsidiaries as of March 31

Does your CF have investments in equity, related entities or subsidiaries as of March 31? ☐ Yes ☒ No

If yes, please list them below.

Company Name	Percentage of Shares	Dollar Value

3. Interest transfers up to 75% of net growth (net growth = interest and other revenue – bad debt and other expenses) up to a maximum of \$100,000

Did the CF transfer interest in the past fiscal year? ☐ Yes ☒ No

If Yes, please list all interest transfers amounts, the activities, and the PrairiesCan Investment Fund type. Note: Your updated policy on interest transfers should have been provided to PrairiesCan. If not, please attach to this report.

Activity	PrairiesCan Investment Fund Source	Amount Transferred
	Choose an item.	
	Choose an item.	
	Choose an item.	
	Choose an item.	

4. Interest transfers above 75% of net growth (net growth = interest and other revenue – bad debt and other expenses) or \$100,000 (not included above)

Did your organization transfer more than 75% of net growth or \$100,000 in the past fiscal year? ☐ Yes ☒ No

If yes, please list all interest transfer amounts, the activities, the PrairiesCan Investment Fund type, and the date PrairiesCan approved the transfer. Note: Your updated policy on interest transfers should have been provided to PrairiesCan. If not, please attach to this report.

Activity	PrairiesCan Investment Fund Source	Amount Transferred	Date PrairiesCan Approved the Transfer
	Choose an item.		
	Choose an item.		
	Choose an item.		
	Choose an item.		

SECTION 10

Appeals

1. Please report on the number of appeals your organization received in the past fiscal year. If there were no appeals, please enter "0" in the box.

Number of Appeals	0
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ATTESTATION

I attest that the information contained in this document is true and correct and has been presented to and approved by the board.

Name:	Carol Johnston
Title:	Director of Economic Development
Date:	

SUBMISSION INSTRUCTIONS

- Please utilize the [PrairiesCan portal](https://pacifican.prairiescan.gc.ca) (<https://pacifican.prairiescan.gc.ca>) to upload the document **by May 31**.
- Please upload a copy of your Annual Performance Report in WORD format only. Please do not submit a PDF format.
- Make sure to click the "Notify Officer & Exit" button to complete the upload.
- Please follow up with an email to your PrairiesCan officer advising that it has been submitted.