

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 5 loans totalling \$165,429 creating 6 new jobs and maintaining 4 jobs. We were just short 1 loan in meeting our targets; however, we are seeing an increase in loan activity within our Region so hopefully this fiscal year we can meet our loan targets. Our partnership with the IWE program is increasing loan activity (via community & regional workshops) for our CF. So far, we have 3 loan applications from participants attending the workshops.

Loan activity in our IWE loan program has improved over prior year, this fiscal we have disbursed \$23,000 and currently have 4 loan requests totalling \$46,000. A joint workshop was held in March 2024; 20 female entrepreneurs were in attendance. Information on the IWE program and our CF program was presented, additional resources regarding starting a business, taxation, pricing etc. was also presented.

We held our annual Vision Quest Conference & Trade Show in May of 2023, once again the event was a huge success. The conference & trade show sold out prior to the registration deadline date, both registrations had to be closed early. A total of 898 delegates participated in 14 workshops/training sessions throughout the 2 days and 45 SCFDC loan packages were given out at our booth to potential clients from our region. One application was received on site.

2 Staff from our CF are participating in a joint training initiative hosted by the Nation Aboriginal Capital Corporation Association and the Aboriginal Financial Officers Association, General Manager training and Business Development Officer training in addition to this, staff and Board Members attend the Pan west conference and participated in the training held at the Conference (AI).

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)
LBC Tobacco and Gift Shop	Technical & Loan	Helped with the development of the business plan and provided a loan to up-grade the existing business and purchase equipment. The business creates an additional revenue source for the community via revenue sharing with the tobacco tax rebate. The business continues to create much needed employment for members of the community. The business also provides a place for local artists to sell their products, via the gift shop. The business will continue to provide a restaurant service, and retail service to the community. This project aligns with GOC/PrairiesCan priorities under the strategy of Inclusiveness – primary focus on Indigenous Peoples and women.

Commercial Fishing Operation	Technical & Loan	Helped with the development of the business plan and provided a loan so that our client could continue operating as a commercial fishmen. The business creates 1 full-time equivalent position and preserves a traditional way of living, commercial fishing. The project aligns with the GOC/PrairiesCan priorities under the strategy of inclusiveness -primary focus on Indigenous Peoples.
Carpentry	Loan	Darryl is a self-employed carpenter and provides a much-needed service to the community in building and repairing homes. The project create/maintains employment within the community. The project aligns with GOC/PrairiesCan under the strategy of Inclusiveness – primary focus on Indigenous Peoples.

*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	Hosted a regional workshop with 20 participants. The focus is to promote entrepreneurship among Indigenous Women. Accessed additional dollars to develop a new website to promote all CF programs. Approved \$23,000 in loan funds (Micro loan program). Conference was held with 1572 participants registered and 898 participated in 14 different workshops/training sessions. 100 plus Trade Show exhibitors show 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	898	
# of business advisory services	12	15	
\$ value of loans (*)	200,000	\$165,429	Loan activity in our region is up compared to last fiscal year. Although we didn't meet our target we are confident that it will be met next fiscal year. Our Partnership with the IWE program is now proving to have positive effects on loan activity within our CF loan fund program (Increased awareness because of marketing initiatives).
# of loans (*)	6	5	Please see explanation above.
# 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)
-------------------------------	---

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)	602,349.39	18	190,407.93	7
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
--------------------------	---

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.