

WD does not require a signed copy of the Annual Performance Report as the Board Motion will demonstrate Board approval. Please email, in WORD format only, a copy of the approved Annual Performance Report to ABC@wd-deo.gc.ca by May 15, 2015

**SECTION 1
Board Motion**

Motion from your Board of Directors that approved the 2014-15 Annual Performance Report.

Date of Board Meeting:	May 7, 2015
Motion:	To accept the 2014/2015 WD Annual Performance Report as Presented
Moved By:	Glen Keiver
Seconded By:	N/A13131

**SECTION 2
Executive Summary on Overall Performance for 2014-15**

Please provide a short narrative (1/2 to one page) summarizing your organization’s overall performance, successes, challenges and issues for the past fiscal year. Highlight any governance improvements undertaken (board training, new policies, etc.)

2014/2015 Operating year was successful from a lending perspective as we attained a better than average performance for the year and significantly more successful than the last reporting period. This year 43 loans were disbursed (compared to 20 last year) for a total amount of \$1,636,000 (compared to 1,228,359 last year). This lending activity resulted in the creation/maintenance of 118.5 jobs. CF Wild Rose participated in a Syndicated loan project with two other CF’s and also a Pari-Pasu loan project with a different group of two CF partners

Most organizational targets were achieved or exceeded although improvements can be made in our activities and in some cases reporting on or capturing the information. Part of this can be attributed to the adoption of TEA X and the necessary application of proper database mapping and database entry.

Important successes were achieved with our training and youth programming partnerships for the Chinook Entrepreneurial Challenge competition, Alberta Youth Entrepreneurship Camp and Junior Achievement.

Community Futures Wild Rose is in a fiscally strong position with \$5,500,000 Equity in our Investment Fund, \$450,000 equity in Capital Assets for our Condo unit and an additional \$450,000 in Reserves which provides operational flexibility to our Board in the event of any funding disruptions.

Committees for Finance/Audit, Management/Personnel, Sustainability/Succession Planning and the Loans-Sub Committee continue to fulfill their functions. The Governance committee will take on a more active role in the coming year.

CED activities were somewhat hampered this year as we were only able to commit about 1/2 of the anticipated effort for staffing reasons. Two large local organizations were assisted to upgrade their social media in addition to website development or upgrades. A relatively new CED Coordinator is in place and anxious to elevate our attention to that discipline.

In the 2014/2015 year only one Board member was able to attend the CF Symposium as it conflicted directly with a regular Board of Directors meeting. No CF sponsored Board Development took place but several of our Board Members participated in generic Development as part of their role as elected officials.

One long-term (10 years) employee retired at the end of the year and during the course of the year a new CED Coordinator was recruited bringing a wealth of experience and knowledge of the local region through her previous position.

The organization continues to explore alternatives to implement efficiencies and to participate in activities and cost-saving programs developed for CF’s in the province.

**SECTION 3
Success Stories**

Please provide 3 success stories with a short description, the role your organization played and why you feel this is a success for your community. Note: Client approval should be obtained to share information about them.

WD uses these stories to demonstrate the impact of the CFs in western Canadian communities and to outline concrete examples of positive outcomes for western Canadian stakeholders.

Client Name *	Service Provided (loan, bus. services, comm. planning & implementation)	Description should include: <ul style="list-style-type: none"> • Did it align with GOC/WD Priorities? <ul style="list-style-type: none"> • What role did the CF play? • Describe how this project/loan/service/initiative made a difference in the clients organization and/or community? <ul style="list-style-type: none"> • What were the final outcomes* from the activity? • How has this positively affected your community? • How has this service enhanced the economy in your community? (6-8 sentences)
Strathmore & District Before and After School Care Program Inc.	Loan	The company has been existing client since the company opened in April 2007. The company has grown from having one full-time and one part-time employees with 30 spots for Before and After School Care to now having 14 full-time and 4 part-time employees and having 45 Day Care spots and 84 Before and After School Care spots. The company has 23 children on the waiting list to get in and they have run out of room in their existing space. The new space would accommodate another 42 spots. Three years ago the owner started a new program NEXT, Expand, Explore, Excel, which is program for older kids, grade 3 to 6 who don't want to be with the little kids and geared with activities for their age group. Her plans for the future is to have activities for the kids on her acreage that was recently purchased, such as growing pumpkins, gardens, campfires, swimming and a skating pond in the winter.
Target Fitness Inc.	Loan	The company is a fitness training center created in September 2009 and is owned by a brother and sister team. The company has recently moved to commercial condos, Bay A that was outright purchased by the owner's father and Bay B that is leased. The company has now added key fob access to the gym. The key fob access will give them the ability to provide unsupervised access on an 'early bird gym membership' option. Another added benefit is a security system that is accessible from their cell phones. It will also give them the ability to track staff hours as it logs when they come and go. The early hours front desk person will no longer be required resulting in significant cost savings They have recently added and filled a kickboxing class with sixteen new members. The Silver Sneakers and Zumba classes have built a loyal following. They have teamed up with a local hockey camp to provide the dryland training for their school this spring and summer. The fitness industry is growing in Canada as people are more and more aware of the fitness, strength and wellbeing of their bodies. The company employs 2 full-time and 1 Part-time employees
Pro Water Systems	Loan	The company has been in existence since 2002 and has had positive growth in sales every year. The company has established several distribution outlets in Strathmore and Gleichen. The client outgrew their leased space and purchased a larger building to service their current needs and future growth. The company employs three full-time employees.

		<p>The bottled water industry has increased considerably over the past five to ten years due to safety concerns as a result of the Walkerton issue. More homes are now using bottled water or are installing water conditioning equipment in their homes and businesses. This should bode well for the future of this industry.</p>
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*Example of possible outcomes: jobs created, impact on the community, successfully assisted companies to enter global markets, new export sales for businesses, new office(s) opened in western Canada, investment attracted to a business, new product(s) created or new service(s) created, successful joint venture established, etc.

SECTION 4
Alignment with Government of Canada and WD Priorities in key areas

Please describe the initiatives or project that your organization was involved in that aligned with WD 2014-15 operational priorities listed below:

- Business Productivity and Growth:** Improving business productivity and furthering the development of long-term economic growth through access to business and financing services and the adoption of innovative business technologies, processes and practices.
- Technology Commercialization:** Developing and bringing new technologies to the marketplace.
- Trade & Investment** Enhancing access to international markets and attracting foreign direct investment to Western Canada.

	Strategy	Project / Initiative (2 – 3 sentences)	Outcome Achieved
1	Support businesses and initiatives to address productivity issues and/or adopting innovative business technologies, processes, and practices	Provided advice, information and a loan to a new business venture who has developed a new technology which will be manufactured in the region and sold throughout Alberta , and potentially beyond for the O&G industry.	Production established but sales have been slower than anticipated due to the downturn in the industry
2	Support businesses and initiatives that can bring new technologies to Canadian and global markets	SEE 1 above – does have international potential	
3	Assist businesses to enter into global markets	N/A	
4	Other GOC Priorities	CF mandate to support rural communities through lending, training, advisory services and CED	As reported in TEA

SECTION 5
Cost Efficiencies

Please report back on the cost efficiencies* or collaboration* efforts (CFs, WCBSN or other business service providers) that the organization implemented during 2014-15.

	Collaborations and/or Cost Efficiencies Implemented	If Applicable, Names of WCBSN Partners Involved	Estimated Cost Savings and/or Benefits	Completed / Ongoing
1	Ongoing Management of Budgetary Expenses			Ongoing
2	Will continue to explore opportunities for any cost savings			Ongoing
3				

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*Examples could include: co-location and/or collaboration with other WCBSN partners /or other business service providers, sharing internal services, efficient use of technology, participating in group buying opportunities.

**SECTION 6
Performance Indicator Variance**

Please provide a report of your organization’s performance against the targets you established. Shading denotes performance indicator for which a *minimum performance standard* has been established.

In the table below, please ensure an explanation is provided in the last column in the following circumstance: where targets were not met or where there is a significant variance of 20% or greater.

Performance Indicator	2014-15 Target	2014-15 Actual	Rationale for Variance * Please provide an explanation where targets were not met or where there is a significant variance of 20% or greater
# of local and regionally-based community strategic plan(s) developed and/or updated during the year	2	1	One strategic planning initiative failed to get reported (Staff transition)
# of partners engaged in community strategic planning	4	0	Several partners failed to get reported (JASA, Wheatland County and the Town of Strathmore including several individual stakeholders in the Western District Historical Society initiative)
Total # of community based projects (new PLUS ongoing)	2	11	Interpretation of project description
Amount Invested in NEW and ONGOING community-based projects	6000	11350	More contribution than anticipated
\$ leverage value from NEW and ONGOING community based projects	30000	17300	Slowly developing projects that have yet to require concrete investment dollars
Total \$ value of the community based projects (See Note A)	36000	28650	OK
# of partners engaged in community-based projects	6	25	More partners than anticipated
# of businesses created, maintained, or expanded through business services	6	1	Reporting, Capture and data entry deficiencies
Dollar amount leveraged through business services	100000	1505000	More business investment than projected
# of business training session participants	200	378	
# of business advisory services	200		
\$ value of loans (See Note B)	840000	1636000	Higher average value for loans & larger Syndicated & Pari-Passu
# of loans (See Note B)	24	43	Several low value boutique loans (CBB, Social Economy, Quick Cash) contributed to an increase in loan numbers
Amount Leveraged through Lending (EDP and non-EDP)	840000	3029986	More loans, a couple of larger projects including a syndicated loan and a pari-passu loan on larger projects

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Notes:

- A) Total \$ value of Community based projects **EQUALS** Amount invested in NEW and ONGOING community-based projects **PLUS** Amount leveraged from NEW and ONGOING community-based projects
- B) Total value of ALL loans and other investments approved where initial disbursements made

Has your CF posted their CF Performance Indicator Results on your website? **Yes**

**SECTION 7
Loans over \$150,000**

Did your CF provide loans over \$150,000 in 2014-15? **No**

If **yes**, then please provide a list of all loans given over \$150,000 and provide the reasoning/justification behind providing those loans. Please use your internal file or client number and **not client name**. *Note: your policy on loans over \$150,000 should have been provided to WD previously. If not, please attach to this report.*

File #	Amount	Rationale for Loans over \$150,000
N/A	N/A	N/A

**SECTION 8
Syndicated Loans**

Did your CF participate in any syndicated loans in 2014-15? **Yes**

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

Lead CF	Which CF reported the loan in the reporting system?	Amount Contributed by your CF	Total Loan Amount	Number of Partner CFs
Community Futures East Parkland	Community Futures East Parkland	\$100,000	\$552,500	4

**SECTION 9
Report on 2 Community Based Projects that were completed during the fiscal year.**

Please complete the table and provide a short report on a minimum of two Community Based projects your organization completed during the fiscal year.

Project Name:	Website Development/Social Media Adoption for two local non-profits (SRAC & WDHS)		
New this year or ongoing from previous year?	New	Dollar Amount Contributed by CF:	Summer Student Wages (\$5000)
Number of Partners involved:	7	Dollar Amount Contributed by Other Sources:	0
Was this identified in your organizations' strategic plan and/or operating plan?			CED / Capacity Building
Description (a paragraph or two)			
A Summer student with technology skills assisted two local non-profits to develop websites and to create and introduce them to the use of social media platforms Facebook & Twitter. The assistance involved beginning from scratch to complete and adopt these three elements of a robust technology platform.			

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Project Name:	Junior Achievement "World of Choices"		
New this year or ongoing from previous year?	New – repeated annually	Dollar Amount Contributed by CF:	\$600
Number of Partners involved:		Dollar Amount Contributed by Other Sources:	\$14,600
Was this identified in your organizations' strategic plan and/or operating plan?			Youth
Description (a paragraph or two)			
<p>CF Wild Rose has a seat at the table with the Junior Achievement Rural Leadership Council and participated and held a lead role in the JA World of Choices project which brought some 150 "regional" youth together at the Strathmore High School. Attendees included students from Beiseker, Chestermere, Standard and Strathmore. The event was designed to empower students by exposing them to a variety of career possibilities with the opportunity to learn about the education and qualifications necessary to fulfil an interesting and meaningful career path. Following the event youth were excited and more knowledgeable about the skills required to meet the challenges of the "modern" world of work</p> <p>There were a total of 39 Career Mentor participants including two Community Futures Wild Rose staff.</p>			

**SECTION 10
Investment Fund**

1. Investment Fund Activity as of March 31, 2015

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
\$3,867,437.31	105	\$195,086.24	10

2. Equity Investment / Related Entities / Subsidiaries as of March 30, 2015

List any CF investments in equity, related entities or subsidiaries as of March 30, 2015

Company Name	Percentage of Shares	Dollar Value
Chinook Credit Union Shares issued for 3 different bank account	.0000001	\$2592.54

SECTION 11

Appeals

1. Please report on the following.

Number of Appeals	0 (ZERO)
Basis for the Appeals (please list all reasons)	N/A
Number of Appeals Upheld	N/A
Number of Appeals Denied	N/A
Number of Appeals Pending Decision	N/A

SECTION 12 - OPTIONAL

Highlights

1. This section is optional and is provided for you to show case anything the CF does that you feel may be different from other CFs. This could include; best practices, interesting processes, unique services, etc.