

# 2018-2019 Annual Report

A year of success.



250-724-1241 | [www.cfac.ca](http://www.cfac.ca) | 4757 Tebo Ave Port Alberni



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# How we supported businesses in the Alberni Valley last year!



**24 Businesses Launched**



**448 Business Advisory Services Provided**



**\$1,524,760 Lent to 21 Businesses**



**214 Entrepreneurs Attended Workshops**



**78 Jobs Created or Maintained**



**7 Community Project Partnerships**



**27 Business Façades Improved**



**49 Businesses Provided Export Services**

## Working together to support entrepreneurs!



Western Economic Diversification Canada / Diversification de l'économie de l'Ouest Canada



# Business Loans

In 2018-19, **28** loan applications were received and adjudicated. **Twenty one** loans were authorized. Fourteen loans supported local clients totaling **\$659,222** and seven were syndication loans assisting network partners totaling **\$865,538** for a grand total of **\$1,524,760**, representing an increase of **26%** from the previous year. The remaining 7 applications totaling \$783,000 were subsequently withdrawn or declined.

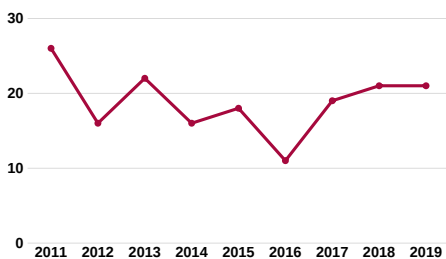
The average loan value for the year increased **12%** over the previous 8 year average, this year amounting to **\$63,823**.

Over **78** jobs have been maintained or created through our loan program.

For 2018-19 the total loan loss for the year was **.02%**. Over a 10 year average the loan loss is **2.7%**.



Loans Authorized

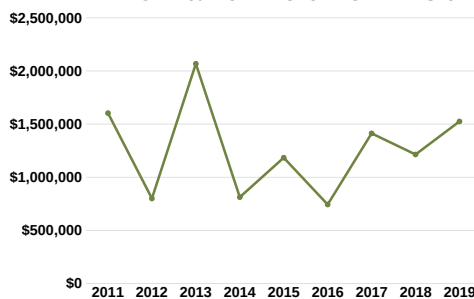


**\$63,823**

2018-19 AVERAGE LOAN



Dollars Authorized



**26%**  
TOTAL LOAN  
DOLLAR INCREASE



# Self-Employment Services

2018-19 marked our **30th** year delivering the SE program. In the 30 years, **975** businesses were launched.

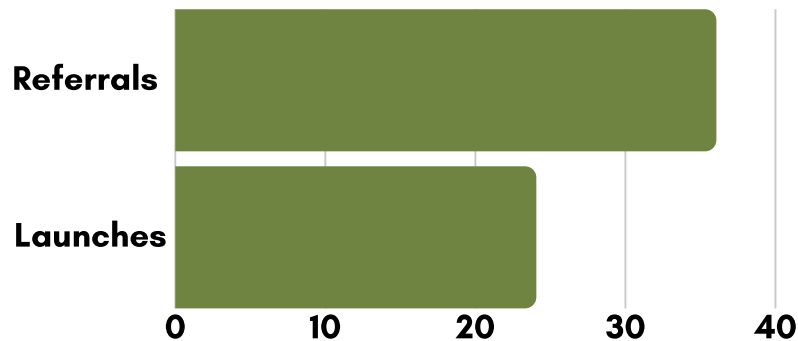
2018-19 was also a very successful year for the Self-Employment program. A record breaking **24** businesses were successfully launched.

Of those **24** businesses launched **70%** of the business were female led. The overall average age was **44**.

Parkville was the most active location representing **33%** of all new businesses. Port Alberni came in second representing **29%**.

Sole Proprietorship remains the most common business structure for the 2018-19 businesses launches.

Industries most commonly launched were arts, health care/spa and construction.



**243%**

INCREASE IN LAUNCHES FROM PREVIOUS YEAR

**70%** of business launches were female led.  
The average age was **43**.

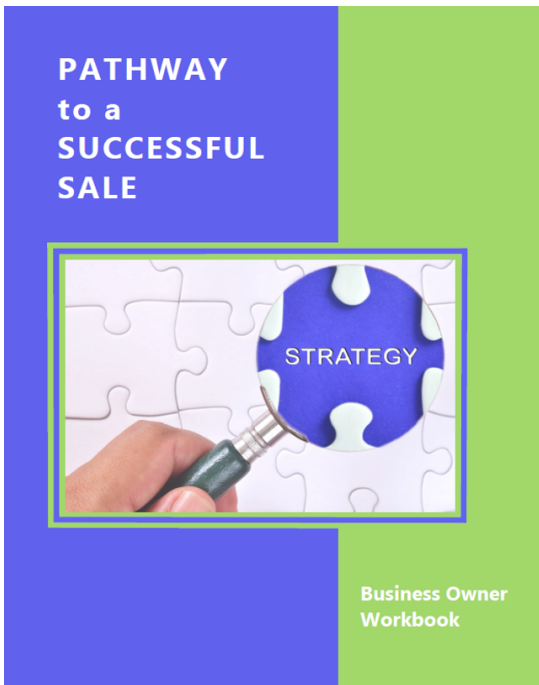


**30%** of business launches were male led.  
The average age was **45**.



In 2018-19 Venture Connect provided contract services to over **49** business buyers and sellers.

## The handbook is showing popularity



“

*My wife and I have worked our way through it and found it gave us a very clear review of our business and where we would like to be heading.*

”

**30%** of referrals came from the website, showcasing that our SEO and content on the website have improved. In 2017/18, website referrals amounted to 17%; the least referred source for clients. Close second in referral this year was our CF network with **28.6%** of referrals.

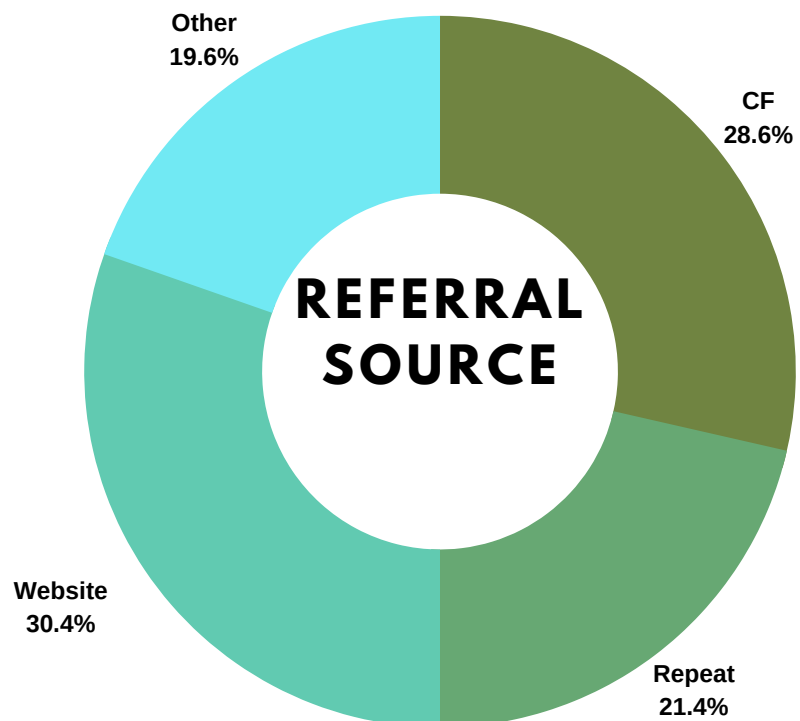
Vancouver Island/Coastal Region maintains the most active area representing **45%** of contracts received.

Price Determination/Validation services remain the most sought after representing **54%** of overall purchases.

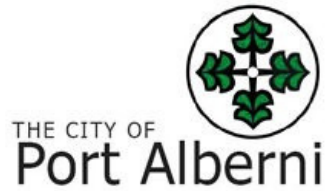
**60%** of the services purchased were from business sellers. Men represent **57%** of the market with couples following at **23%**.

**314** owners marketed their businesses for sale on the website.

Government programs impact website activity. In less than 3 months from the announcement of the new PNP, **165** views on our PNP services page had been received.



# FAÇADE IMPROVEMENT PROGRAM



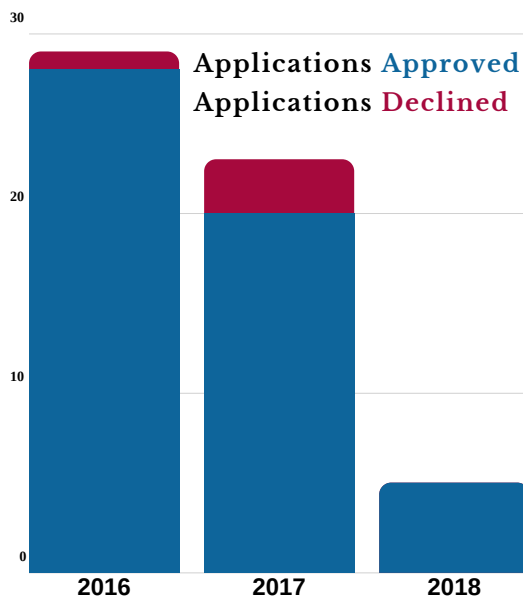
2018 marked the 3rd year that CFAC, in partnership with the City of Port Alberni, participated in the Business Façade Improvement Program. This program provides monetary assistance and design services as an incentive to building & business owners, to improve the character and physical appearance of their buildings. Façade improvements have significantly improved the visual appearance of businesses within the Community of Port Alberni. **27** Façades have been renovated since inception of the program.

In 2018, there was a significant decrease in applications. We believe the cause of this drop in applications was because the program marketing changed. 2019, will see a significant increase in social media to attract more applications.

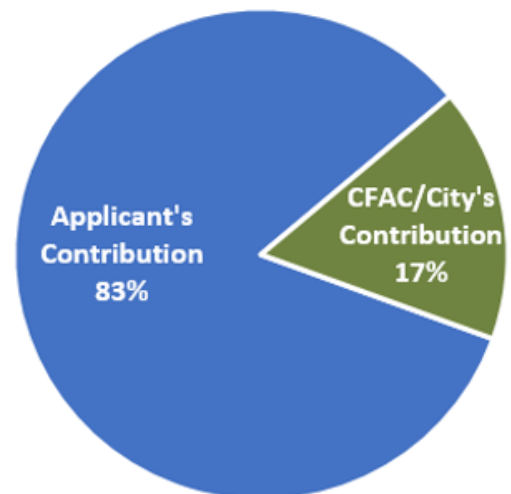
Grand total of estimated improvements from 2018 approved applications is **\$296,000**

- 2018 -

**100%**  
APPLICATIONS  
RECEIVED HAVE BEEN  
APPROVED



## 2018 FUNDS CONTRIBUTED BY





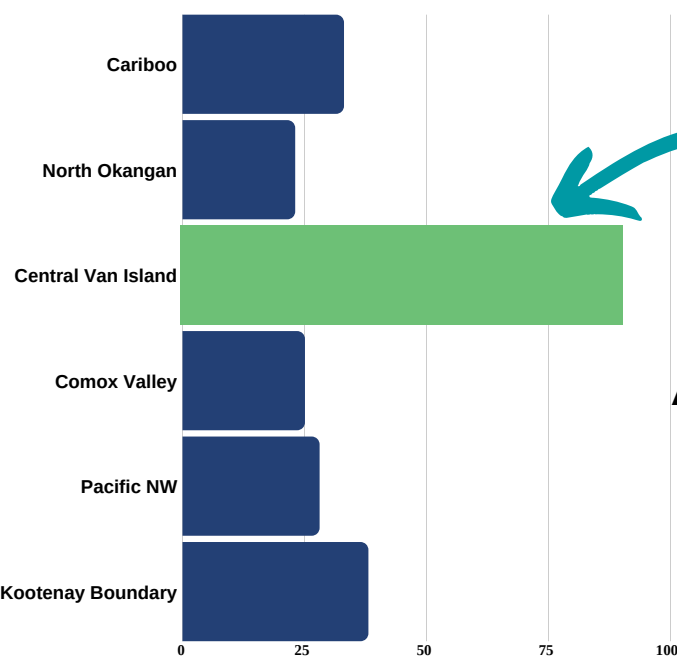
# EXPORT NAVIGATOR



Export Navigator helps small and medium sized businesses grow by supporting their entry into domestic and international markets. Community Futures Alberni-Clayoquot held the contract with the Province to support participating businesses in much of the Island Coast region.

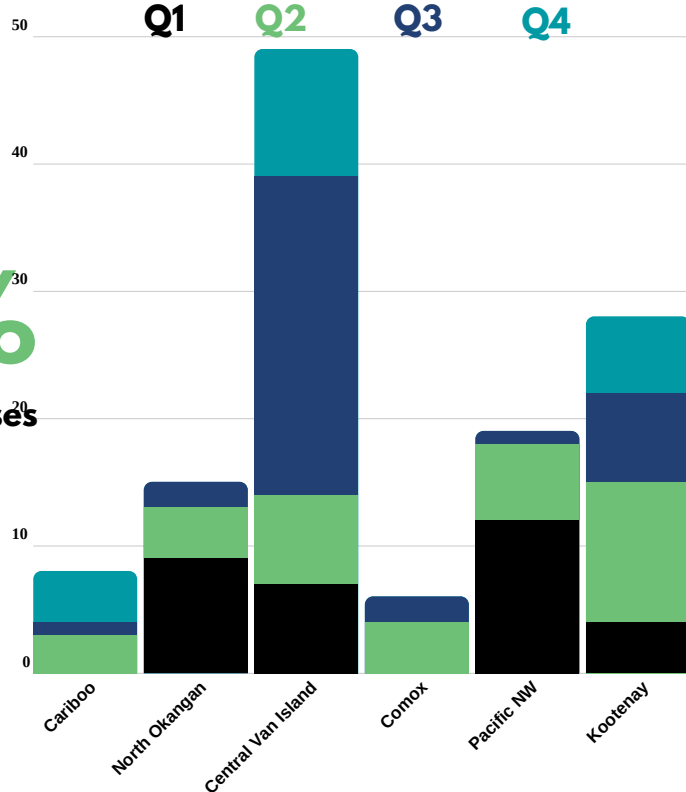


Active Status - As of 3/31/19



**38%**  
Active Businesses are from Central Van Island

Accepted Businesses by Region



After running as a pilot from September 2016, it was announced that Export Navigator will become a program effective April 2019. The program will come with a 3 year funding commitment and an expansion of service locations.



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