
ANNUAL REPORT 2021-2022

Community Futures Alberni - Clayoquot

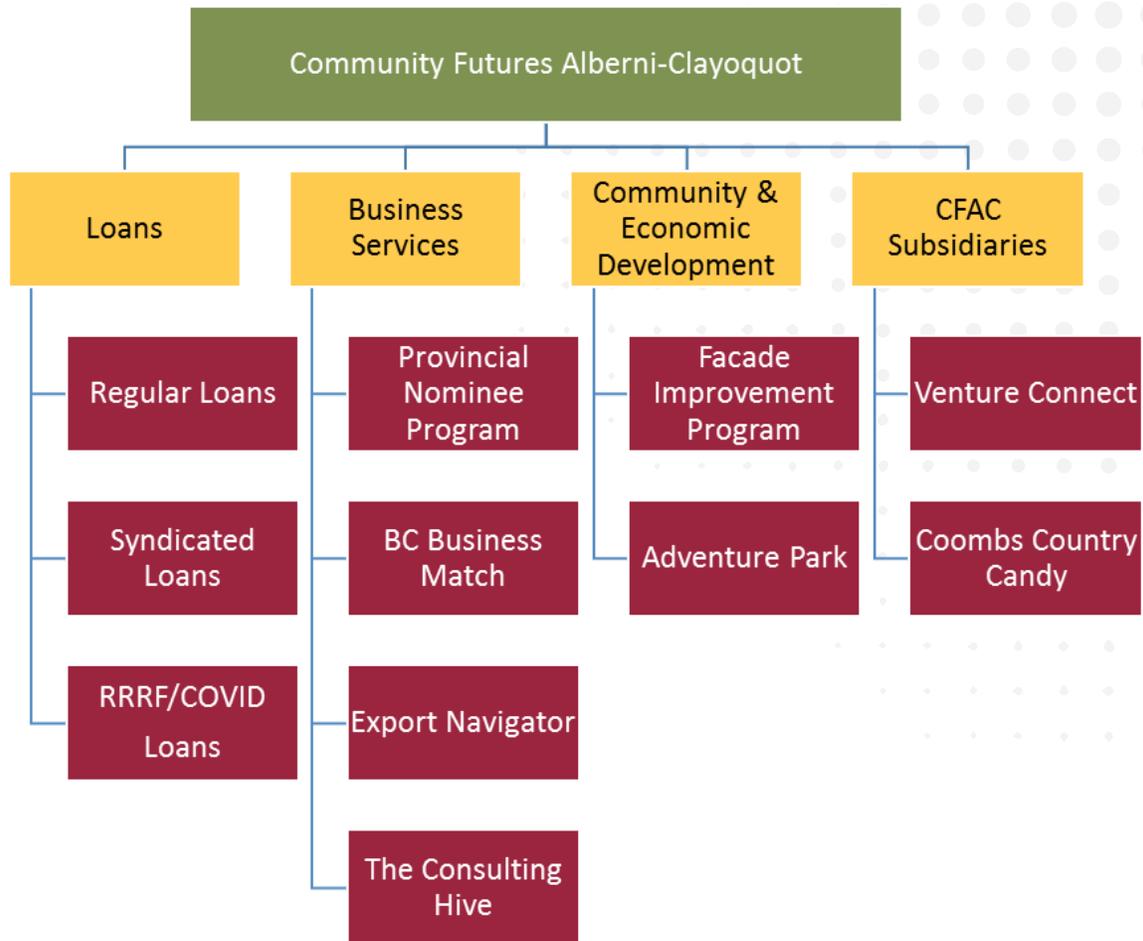
Business Loans

Business Services

Community Economic Development

CFAC Subsidiaries





Staff

Lori Camire, Executive Director
Team Member for 24 Years

Janis Abbott, Accounts Officer
Team Member for 23 Years

Jaclyn Buttle, Executive Assistant
Team Member for 4 Years

Reana Miller, Communications and Client Services
Team Member for 3 Years

Meena Rai, Loans Officer
Team Member for 1 Year

Ashley Van Vliet, Administrative Assistant
Team Member for 1 Year

Darrell Goertzen, Business Consultant (Contract)
Team Member for 10 Years

Brady Calancie, Export Advisor (Contract)
Team Member for 3 Years

Board of Directors & Committee Members

Susan Payne, Chair & Committee Member
Volunteer for 17 Years

Geoff Lindsey, Vice Chair & Committee Member
Volunteer for 6 Years

Todd Patola, Director & Committee Member
Volunteer for 12 Years

David Robertson, Director & Committee Member
Volunteer for 16 Years

Marilyn Oldfield, Director & Committee Member
Volunteer for 13 Years

Jerry Linning, Director & Committee Member
Volunteer for 4 Years

Norm Donald, Committee Member
Volunteer for 13 Years

Business Loans

Total Submissions

Withdrawn
29.6%



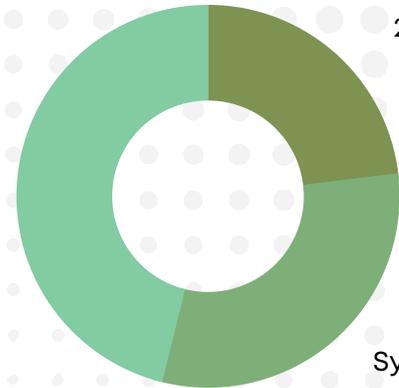
Approved
48.1%

RRRF/Covid
46.2%

Declined
22.2%

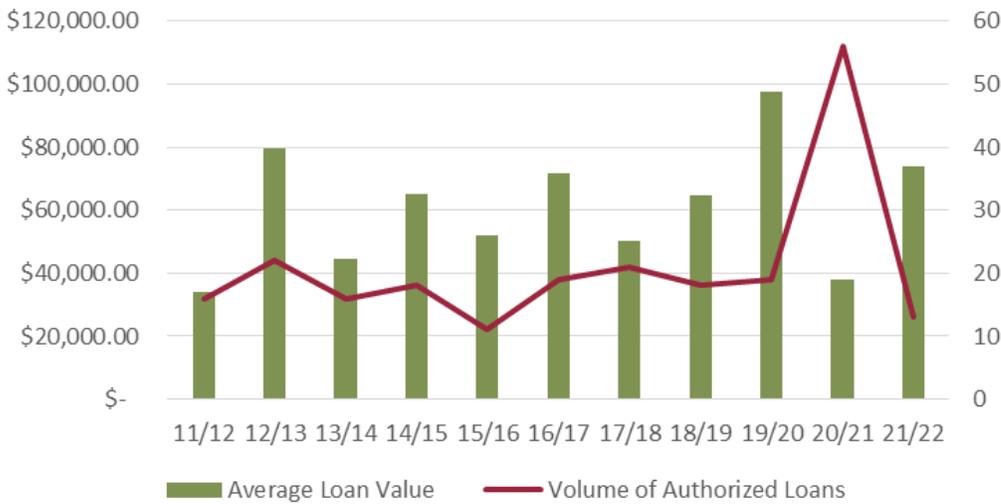
Loan Product

Regular
23.1%



Syndication
30.8%

Average Loan Value + Authorized Loans



In 2021-22, 27 loan applications were received. Thirteen loans were approved with the remaining fourteen applications subsequently withdrawn or declined.

Nine loans supported local clients totaling \$503K and four were syndication loans assisting network partners totaling \$455K for a grand total of \$958K.

Over 48 jobs have been maintained or created through our loan program.

Portfolio Value + Write-Off



69% of approved loans are male owned businesses.

Service and Retail are the top industry, representing 92% of approved loans.



Provincial Nominee Program

British Columbia welcomes entrepreneurs from around the world to discover the many business opportunities across all regions of the province. Through the Provincial Nominee Program (PNP) Regional Pilot, the Province offers an immigration pathway for enterprising individuals who are looking to start a new business in a small community and make BC their new home.

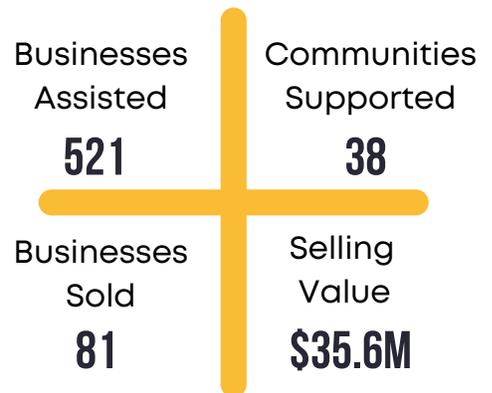
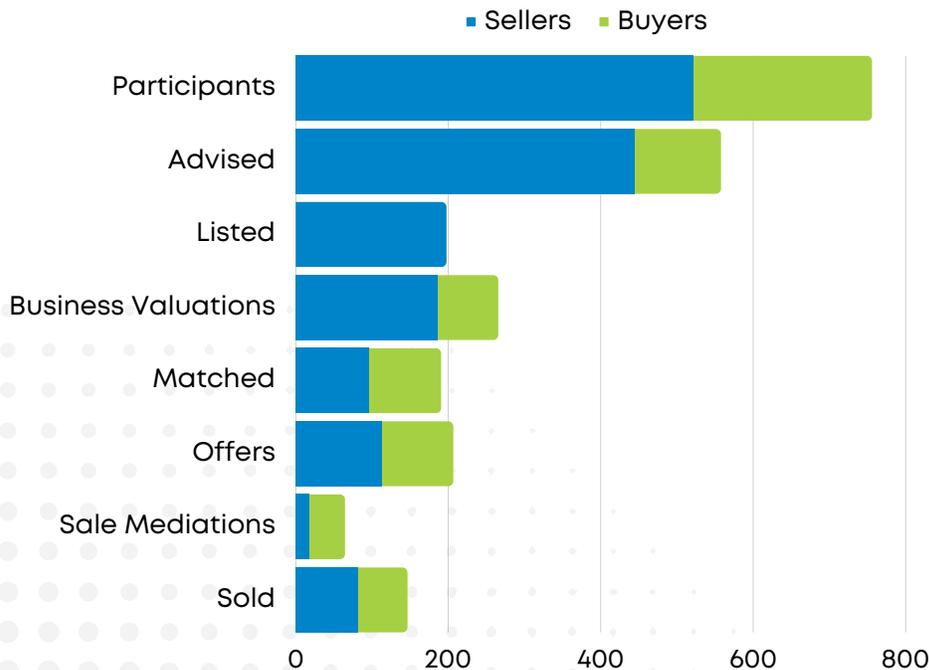
The Regional Pilot was introduced in March 2019 and Port Alberni is one of twenty six participating communities. The Pilot has been extended to March 31, 2024.

CFAC responds to and coordinates all Port Alberni inquires, exploratory visits and referrals on behalf of the City of Port Alberni.

For 2021/22, CFAC responded to twenty six applicants and coordinated two exploratory visits.



BC Business Match



BC Business Match (BCBM) was a program designed to sustain and grow the local economies of rural BC communities. The program helped entrepreneurs find the right business to purchase and helped business owners successfully exit.

BCBM heightens the exposure of businesses for sale in rural BC by providing services to both buyers and sellers at no cost due to the financial support from the Rural Opportunities Fund.

BCBM consulting services were contracted to Venture Connect.

Export Navigator

Export Navigator helps small and medium-sized businesses grow by supporting their entry into new domestic or international markets. CFAC holds the contract to support participating businesses in the central to northern regions of Vancouver Island and Powell River.

In 2021/22, Export Navigator supported 44 active clients, 16 of which were new to the program.

Featured Client Highlights

Tofino Kombucha, Tofino

Tofino Kombucha has been working on a steady, controlled path to expansion. Since joining the program they have moved into a new facility, opened an online store, and signed new cross-Canada distribution. They have begun their Safe Food for Canadian License and HACCP certification to begin international sales.



Brio Soul, Nanaimo

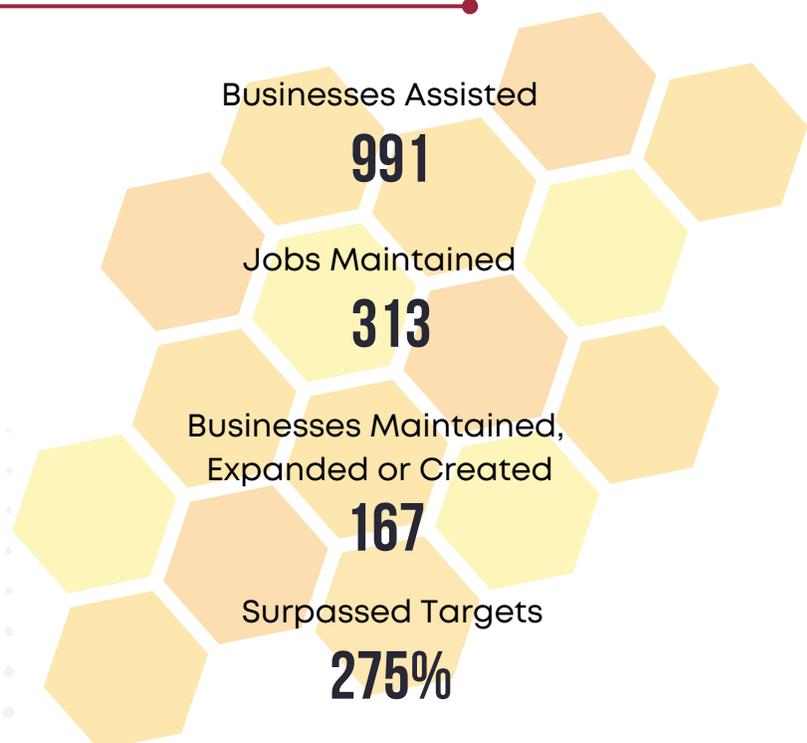
Brio Soul is an active wear company specializing in leggings. Over the past year they have grown from one employee to five, pursued distributors in Dubai, Alberta and Europe, and solidified a South American supply of their products. Brio Soul is a strong leader who isn't afraid to get on a plane to show up at a retailer's door.



The Consulting Hive assisted business owners and augmented existing BC CF consulting capacity by providing a wide range of consulting to support them through the recovery and retention phase post COVID.

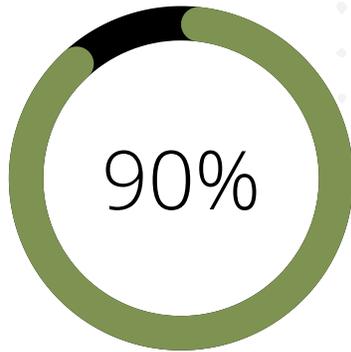
The program provided an inviting and easily accessible path for CFs and business owners to seek assistance.

The Hive assisted 28 of the 34 CFs in BC by increasing their in house service capacity and provided services to almost 1000 business owners; more than double the target!

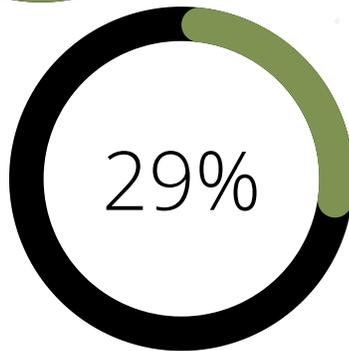


Façade Improvement Program

Since the program launched, 90 businesses have applied for the FIP of which 83 were approved. This represents an approval rate of 90%.



In 2021, the City of Port Alberni contributed \$50K to fund the program. Owner's contributed over \$170K. 29% is a small city investment to significantly improve the visual appearance of businesses within Port Alberni.



2021 marked the 6th year for the Port Alberni Business Façade Improvement Program (FIP). This program significantly improves the visual appearance of businesses in the city. The Business Façade Improvement Program has positively impacted the community economically as participant investment leveraged approximately \$4.50 for each dollar the program contributed.

In 2021, there was a decrease in applicants (8) and project completions (2) partially due to marketing and COVID related impacts.

Riverbend Cafe

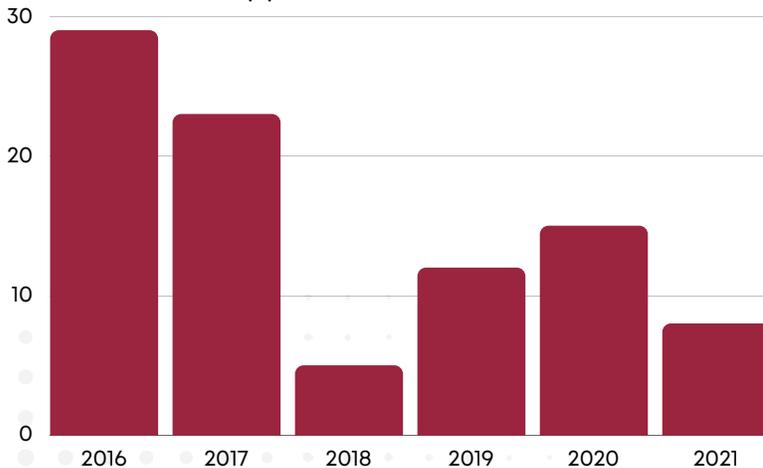
Before



After



Applications Received



Adventure Park

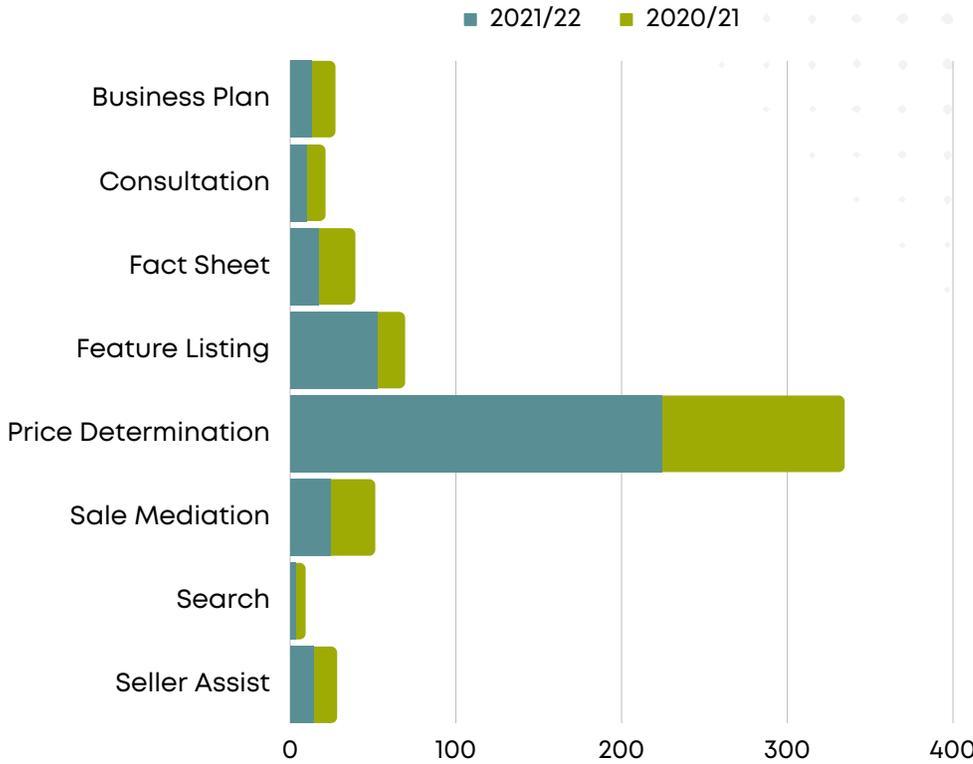


Proposed layout

CFAC and representatives from Riders of the Alberni Valley (ROAV) have been working with the City's Parks & Recreation Department regarding the feasibility of an Adventure Sport Park. A proposal had been drawn up including case studies from surrounding municipalities, budget and maintenance expectations. In spite of other priorities requiring the City's resources, this project continues to move forward. This project has a budget of \$1.6-1.65M.



2021/22 was an exceptional year for Venture Connect. The work resulting from BC Business Match and The Consulting Hive increased Venture Connect's revenues and services rendered. Comparing 2021/22 with the previous year, 62% more services were sold.



Price Determinations continue to be Venture Connect's most sought after service, representing 81% of annual revenues.



Over 357 business buyers and sellers were assisted with Venture Connect's services.



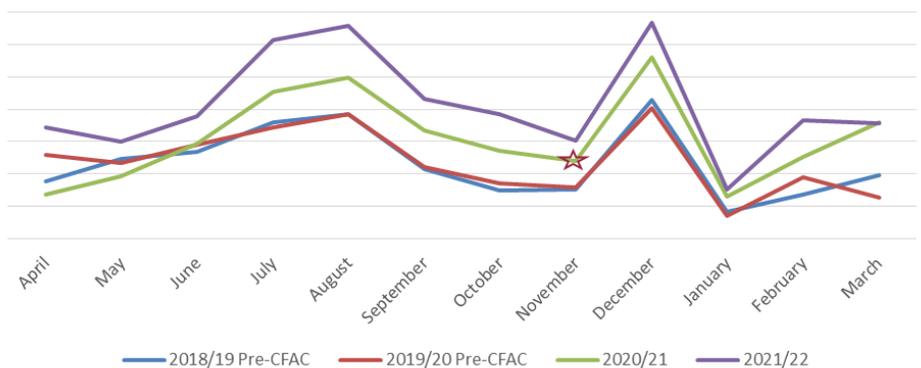
Since acquiring Coombs Country Candy in November 2020, this is the first full year of operation under our ownership. The concept of a non-profit purchasing a for-profit business and operating it as a social enterprise is of interest to other Community Futures offices across Canada, so much so that it will be a topic for presentation at the National CF Conference in Ottawa.

Highlights

- Streamlined ordering, shipping and delivery processes
- Established up-to-date POS system with detailed reporting
- Implemented e-commerce store
- Increased wholesale accounts
- Updated staff and building security
- Signed onto supporting brands (Island Good)
- Supported dozens of local fundraisers

Sales Trends

★ CFAC Possession



Community
Futures 
Alberni –
Clayoquot

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