

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.

In 2024, Community Futures Wild Rose proudly celebrates a remarkable 35-year journey of unwavering dedication to the communities it serves, encompassing Wheatland County, Kneehill County, parts of Rocky View County, the city of Chestermere, the towns of Strathmore, Three Hills, Bassano, and villages of Acme, Beiseker, Carbon, Hussar, Irricana, Linden, Rockyford, Standard, and Trochu.

Since its establishment in 1989, Community Futures Wild Rose has been a driving force behind economic development, infusing vitality into the region. With an impressive track record, the organization has facilitated over \$37 million in loans and investments, benefiting more than 2461 local businesses. This financial support has not only propelled these businesses towards growth but has also played a pivotal role in their inception and expansion, leading to the creation and sustenance of 7,682 jobs, thereby significantly impacting the local economy.

Beyond its direct investments, Community Futures Wild Rose has effectively leveraged an additional \$52,707,785 in funding for the region, underscoring its commitment to catalyzing economic growth and prosperity in the communities it serves.

Throughout the 2023/2024 fiscal year, several noteworthy accomplishments have been achieved:

- Approval of the Procurement Policy by the CFWR Board, outlining guidelines for procurement activities, credit card usage, supplier selection and evaluation, contract management, and reporting.
- Establishment of a lease agreement with the Strathmore and Wheatland Chamber of Commerce (SWCC) for the 2023/2024 fiscal year.
- Attainment of Diversity, Equity, Inclusion, and Reconciliation certification by all CFWR team members through AFIA, a federally funded organization by Women and Gender Equality Canada, along with Mental Health First Aid certification.
- Implementation of various Community Economic Development projects, including CFWR-led initiatives like the Regional Workforce Development Strategy Project, Digital Economy Program, and Capacity Building for Entrepreneurs, as well as collaborative projects with other Community Futures offices such as the Online Learning Management System, Youth Entrepreneur Training Initiative, and Disaster Recovery & Business Continuity Project.
- Delivery of the Capital Growth Initiative in partnership with the Government of Alberta to support women entrepreneurs, providing opportunities for unsecured, conditionally repayable loans ranging from \$10,000 to \$75,000 with a 25% forgivable portion. To date, 8 loans totaling \$133,000 have been disbursed.
- Approval of a motion by the Board in January 2024 to continue lending at a flat rate of Prime + 2% for an additional year to stimulate the loan portfolio growth.
- Disbursement of 26 loans amounting to \$1,556,975 during the 2023/2024 fiscal year, resulting in a total loan portfolio of \$6,667,878 as of March 31, 2024, achieving a lending rate at 259% of PrairiesCan target and 129% of the CFWR target goal.

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.*

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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?) <p align="center">(6-8 sentences)</p>
Timber Ridge Building Supplies	Loan Client	<p>In the summer of 2023, Carleyne Sianchuk approached CFWR for assistance in launching Timber Ridge Building Supplies in Strathmore, simultaneously managing Green Light Home Reclaimed Ltd., a company specializing in interior design, custom cabinetry, and professional installations.</p> <p>Carleyne's engagement with Siksika Nation for 21 kitchen renovations led to further opportunities, with the Nation seeking deck packages and siding from Green Light. Identifying the void left by Strathmore Building Supplies' relocation, Carleyne eagerly stepped in to serve the local demand, becoming the main supplier for the Nation.</p> <p>By July 2023, her enterprise, Timber Ridge, joined the Timber Mart network as Store #5008. Investments in delivery and handling equipment, along with a boost in inventory, were crucial steps toward their goal to be the top building supply store.</p> <p>Carleyne aspires to dominate the construction supply market by offering outstanding customer service, competitive pricing, and rapid delivery, aiming to cultivate enduring business partnerships.</p>
The Village Butcher	Loan Client	<p>Cory Haggerty's venture as The Village Butcher began at Trochu Family Foods, seeded by a startup loan from Community Futures Wild Rose in July 2023. Despite an early lease dispute and space limitations, the community's steadfast support spurred his resolve. Recognizing his growing potential, he returned to Community Futures for an expansion loan, setting the stage for his independent venture.</p> <p>With key contracts like supplying bacon to The Huxley Hutterite Colony, Cory's horizons broadened. Liberated from previous constraints, he could fulfill diverse customer needs, propelling The Village Butcher towards a promising future, backed by his supportive community.</p> <p>Cory's vision includes a multifaceted shop with a bakery/cafe, for which he's seeking the right partner. This growth is expected to create full and part-time jobs for residents in the area. Cory's journey exemplifies community empowerment, from humble beginnings to ambitious expansion.</p>
Sailor Lawn Care	Youth Entrepreneur Training Initiative	<p>In 2023, Tyson Sailer enrolled in the Youth Entrepreneur Training Initiative (YETI) with his landscaping business, Sailer's Lawn Service. Through YETI, Tyson found the support he needed to cultivate independence and confidence, leading to the successful expansion of his business.</p> <p>During the 8-week training, Tyson surpassed his \$5,000 financial target in just 6 weeks. Starting in June, Tyson's client roster grew to 31 by the end of the summer season, offering services like spring and fall clean-ups,</p>

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		<p>snow and ice removal.</p> <p>YETI supported Tyson in acquiring essential equipment enhancing service quality. Engaging with the Digital Economy Program, Tyson improved his digital marketing skills, expanding his online presence through platforms like Facebook, attracting new customers.</p> <p>Tyson's success showcases YETI's impact on empowering young entrepreneurs. Inspired by his achievements, Tyson plans to return to the YETI Program this summer to further enhance his entrepreneurial skills.</p>
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*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 projects or initiatives your organization was involved in that aligned with PrairiesCan's priorities listed below:

Inclusiveness: Enhance economic well-being and prosperity of under-represented groups (women, Indigenous peoples, youth (aged 15-34), 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; digital technology, value-added agriculture; precision healthcare; advanced manufacturing; and clean resources.

Strategy	Project / Initiative (2 – 3 sentences)	Outcome Achieved
<p>Inclusiveness:</p> <ul style="list-style-type: none"> • Women • Indigenous peoples • Youth (age 15-34) • Persons with Disabilities 	<p>Women: To support early-stage women entrepreneurs to increase their performance and growth potential, we will invite them to participate in all our scheduled entrepreneurial education and training programs whenever possible.</p> <p>We will strive to increase the awareness and capacity of women entrepreneurs through the establishment of marketing, connections, training, support, and lending. A focus will be on the Capital Growth Initiative (CGI) loan product and wraparound services for women entrepreneurs through that program.</p>	<p>Women: Community Futures Wild Rose (CFWR) is actively engaged in the province-wide Capital Growth Initiative aimed at providing crucial support to women entrepreneurs. Through a collaborative partnership with the Government of Alberta, this initiative offers valuable loans to female entrepreneurs, featuring a 25% forgivable portion and comprehensive wraparound service support.</p> <p>By directly supporting women entrepreneurs through the Capital Growth Initiative, CFWR is making a tangible and positive impact on the local economy, fostering growth and sustainability for businesses owned by women in our community.</p> <p>In the current fiscal year, through our regular loan portfolio, CFWR extended a total of 8 loans to</p>

	<p>Youth: To engage in the YETI pilot project for the summer 2023. We will hire a full-time summer student as our youth coordinator that will assist in all aspects of delivering this program. Our goal is to encourage and promote long-term entrepreneurship within our region’s youth.</p> <p>Entrepreneurs with Disabilities: Pursue all opportunities to enroll those with disabilities in the EDP program offered through the CFNA. We will work with our partners to increase awareness and participation.</p>	<p>women entrepreneurs, amounting to \$458,000 in financial assistance. This strategic investment has not only empowered these women-led businesses to flourish but has also resulted in the creation and maintenance of at least 43 jobs within our region.</p> <p>Youth: Embarking on our inaugural year of implementing the Youth Entrepreneur Training Initiative (YETI), a collaborative program with CF Capital Region, our organization witnessed a remarkable success story unfold. A young entrepreneur from Trochu participated in the program and launched a lawn care business. The outcomes of his venture were truly impressive, surpassing his initial financial goal of \$5,000 for the summer season.</p> <p>EDP: Throughout the fiscal year 2023/2024, Community Futures Wild Rose (CFWR) extended its support and services to 4 clients as part of the impactful Entrepreneurs with Disabilities program. This program aims to empower individuals facing disabilities by offering tailored resources, guidance, and assistance to help them pursue their entrepreneurial aspirations.</p> <p>By engaging with these clients, CFWR demonstrated its commitment to fostering inclusivity and providing opportunities for individuals with diverse abilities to thrive in the business world. The dedicated efforts and personalized support provided through the Entrepreneurs with Disabilities program exemplify CFWR's dedication to creating a more inclusive and supportive entrepreneurial ecosystem within the communities it serves.</p>
<p>Cluster growth:</p> <ul style="list-style-type: none"> • Clean technology • Digital technology • Value-added agriculture 	<p>Digital Technology – Digital Economy Program will be extended into 2023-2024 for Phase 2 of the project.</p>	<p>During the 2023/2024 fiscal year, Community Futures Wild Rose successfully executed the second phase of the Digital Economy</p>

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<ul style="list-style-type: none"> • Precision healthcare • Advanced manufacturing • Clean resources 		<p>Program, a strategic initiative aimed at fostering digital transformation and innovation among local businesses. Through this program, CFWR has provided comprehensive support and resources to 227 businesses to date. The program will wrap up in September, 2024.</p>
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SECTION 4
Performance Indicator Variance

Performance Indicator	Target	Actual	If you did NOT meet a Minimum Performance Standard (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:		Choose your assigned group	
Total number of community-based projects (New PLUS Ongoing)	2	16	
Number of business training session participants	200	403	
Number of business advisory services	200	271	
Value of loans *	\$600,000.00	\$1,556,975	
Number of loans *	12	26	
Number of Projects/Initiatives that align with GOC/PrairiesCan priorities and (PLUS) Number of Loans that align with GOC/PrairiesCan priorities	3	29	

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

FOR REFERENCE ONLY:

Performance Indicator	GROUP 1 MPS	GROUP 2 MPS	GROUP 3 MPS
Total Number of community-based projects (New PLUS Ongoing)	2	2	2
Number of business training session participants	400	400	300
Number of business advisory services			
Value of loans	\$600,000	\$400,000	\$200,000
Number of loans	12	8	6
Number of Projects/Initiatives that align with GOC/PrairiesCan priorities and (PLUS) Number 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	https://wildrose.albertacf.com/about/reports
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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 #		Rationale
851-0323/RRRFREPAY870-0324	\$187,795.19	CFWR Loan and then second loan to repay RRRF loan, declined by bank

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*

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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
PrairiesCan Investment Funds (Exclude RRRF)	\$3,462,315.85	64	\$35,159.46	1
RRRF	1,333,877.21	43		

2. RRRF Investment Fund data (as of March 31)

RRRF Loans	Number	Value
RRRF Loans Approved (Total)	103	\$3,187,000
RRRF Loans Repaid (exclude portion forgiven)	60	\$1,292,873
RRRF Loan Portions Forgiven	60	\$559,250
RRRF Loans Converted to Term Loans due Dec. 31, 2026	7	\$150,000
RRRF Loans in Default	36	\$30,057

3. 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

4. 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

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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
Increased lending activity and CED projects	Non-Repayable	\$100,000
	Choose an item.	
	Choose an item.	
	Choose an item.	

5. 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

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 appropriate authority.

Name:	Chantale Sangster
Title:	Executive Director
Date:	May 2, 2024

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- Please utilize the PrairiesCan portal (<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 version.
- 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.