

A YEAR IN REVIEW

For 2006/2007

Our Vision...

We have human resources, facilities and financial ability to partner with others to continually advance community economic development within our region.

Our Mission...

To promote community economic development by providing high quality services to clientele. Through training, financial assistance, related support and guidance we will enhance the social and financial position of the citizens of our region.

Chair Report

By Faye Sigurdson

The Board of Directors is encouraged and pleased by the organization's overall performance in 2006-07. The Board's commitment to CFDC's underlying mission, combined with sound organizational planning, continues to guide us in the right direction. At the same time, it has ensured that CFDC's programs, services, and initiatives remain focused on the needs of the clients we serve. The information contained in this Annual Report, in large part, reflects this fact. It also reflects the Board's strong organizational governance and fiscal oversight.

There were a number of notable achievements and events in 2006-07. First, all of the Board's vacant positions were filled by quality community members. These members have already contributed in many ways, and have made the Board's governance capabilities that much stronger. The introduction of a Board training fund will continue to strengthen these capabilities. We also introduced an important reserve fund that included related policy guidelines and procedures. The 2006 business awards, "Celebrating the Spirit of the Entrepreneur", continued to be a well attended and successful event. The Annual Governors Meeting in Fernie, which included a downtown tour hosted by Mayor McNair, proved just as successful.

In conclusion, I want to thank and acknowledge the efforts of our individual Board Directors. These volunteers' are vital, and serve as the voices for communities throughout the entire East Kootenay. Their insights, hard work, and guidance, combined with CFDC's capable staff, have helped us strengthen these communities. I also want to thank Western Economic Diversification and Service Canada for their ongoing support and commitment to community-based economic development.





Board of Directors

Sharon Malmberg – Chair (Central Valley)
Faye Sigurdson – Vice Chair (Elk Valley)
Glen Leyden (Elk Valley)
Bert Banks (Central Valley)
Scott Frank (Columbia Valley)
Ted Ralfe (Elk Valley)
Sonja Walker (Central Valley)
Dick Mulholland (Elk Valley)
Gayle Taylor (Elk Valley)
Will Pearce (Central Valley)
Jon Wilsgard (Golden & Area)

CFDC Staff Members

Rob C. Gay – *General Manager*
Colleen Becking – *Financial Controller*
Nikki Bradshaw – *CED Coordinator*
Aleisha Thorrougood – *Client Services Representative*
Wendy Cullum – *Commercial Loans Manager*
Cindy Moellenbeck – *Business Analyst*
Cheryl Peters – *Commercial Loans Administrator*
Susan Lussier – *Client Development Services Manager*
Pauline Swanson – *Client Development Services Coordinator*

Our Consultants:

Isabelle Simard – *Golden & Area*
Jodie Parker – *Elk Valley*
Jacqueline Pinsonneault – *Columbia Valley*

General Manager Report

By Rob Gay

As CFDC's general manager, I am pleased to report that over 2006-07 the organization continued to witness strong, wide-ranging results. In brief, we continued to build upon our economic partnerships, improved operational performance, introduced the MentorMatch program, revised and implemented a new strategic planning and monitoring process, and updated the Board's policy manual and human resource procedures. Further, we invested in improved technologies, including new computers for our training lab.

Our accomplishments regarding partnerships, organizational stability, and operations management, I think, are especially noteworthy. CFDC played a crucial role in the development of the Kootenay Rockies Regional Economic Alliance (KRREA) and the Kootenay Rockies Innovation Council (KRIC). Both organizations are now fully functioning, and are key actors in regional economic development. Our partnerships with Chamber of Commerce organizations, for example, also continued to gain strength. In terms of operations, staff turnover was reduced from 50% in 2005 to 0% in just over two years. This, including our renewed emphasis on employee satisfaction, wellness, compensation, and training, has resulted in improved productivity. Plus, CFDC's revenue streams diversified and grew, outstanding debts were collected, and our budget was balanced. Overall, CFDC's in excellent operational and financial shape.

In conclusion, 2006-07 was another good year. CFDC met most of its strategic and operational goals, and its clients continue to be well served. Much of this success can be attributed to the work and energy of our staff, Board members, and partners, including the Government of Canada. But it is the ongoing successes of our clients that continue to inspire us all.

CFDC AGM Held in Fernie

Faye Sigurdson of Elkford was elected Chair of the Community Futures Development Corporation of the SE Region of BC at the Annual General Meeting held at the *Best Western Fernie Mountain Lodge* on June 21st. Faye is owner of *Hair Eloquence*. She is very active in her community and a Director of the Elkford Chamber of Commerce. Glen Leyden of Sparwood was elected Vice Chair. Faye and Glen, both longtime Directors of CFDC, were congratulated by staff and other members of the Board.

Rob Gay, General Manager, welcomed staff, Board members and invited guests to the AGM and CFDC department heads presented annual reports that brought the morning to a close.

At a luncheon celebration, three established companies in the Elk Valley were recognized: Dave Richards of *Mountain High Rafting*, Yvonne Molle of *Odyssey Clothing For Your Journey*, and Wilf & Theresa Lynk of *Valley Family Footwear* were all recipients of the CFDC Longevity Award.

Guest lunch speaker, Gary Tomlinson of Agri Green BioDiesel Inc., Sparwood, gave an informative introduction to BioDiesel and its potential beneficial environmental impact when used instead of conventional fuels. Gary pointed out that BioDiesel can be used in any unmodified diesel engine and that Agri Green BioDiesel Inc. is expanding its market and anticipates a strong future for his company.

Mayor Randal Macnair led directors and staff on an afternoon walk down Fernie's main street, complete with anecdotal glimpses into Fernie's history and updates on the City's revitalization projects.

Rounding out a successful and enjoyable day, owners Martin and Marilyn Brock treated the group to an exclusive tour of the Rocky Mountain Chocolate Factory.



Faye Sigurdson and Dick Mullholland with the longevity award winners Yvonne Molle, Dave Richardson and Wilf Lynk.



Guest Speakers Gary & Lila Tomlinson of Agri Green BioDiesel Inc.



Martin & Marilyn Brock of Rocky Mountain Chocolate Factory

SELF EMPLOYMENT PROGRAM

Quick Facts

- 35 new clients assisted by SE Program
- 26 businesses created
- 30 jobs created
- 41 of businesses surveyed
- 40 still in business
- 98% success rate

ROCKY MOUNTAIN BUSINESS DEVELOPMENT CENTRE SOCIETY

Rocky Mountain Business Development Centre Society (RMBDCS) offers over 100 training programs within the region with over 1000 Participants attending. It has generated revenues and attained funding to support training initiatives and community projects throughout the region. RMBDCS has increased services and linkages to many regional and local organizations. It has also participated in advisory committees and community groups that promoted and enhanced economic development activities throughout the region.

Over the past year, RMBDCS has brought to the region several high level courses, professional and community development programs, provided services to many organizations and been involved in various CED Committees.

Some highlights are the Grant Writing Workshop (offered every two years), Conflict Resolution Workshops, Export/Import Trade Event, Women's Forum held at The Fairmont Resort and Success by 6© Service Contracts.

Through its economic development role, RMBDCS has been involved in several community economic development (CED) committees over the past year: Leadership BC Advisory Committee, Leadership Kootenay Advisory Committee and Regional Economic Alliance.

During the fiscal year ending March 31, 2006, RMBDCS was undergoing a new and exciting transition. Due to staff changes and funding requirement changes RMBDCS took on more of a CED role which paralleled the CED work being done under Community Futures. It was a natural fit for Community Futures to ultimately decide that the work being done through RMBDCS could be better accomplished under Community Futures through the core funded CED position.

LOANS PROGRAM

Quick Facts

- Total loan dollars requested: \$4.9 Million
- Total loan dollars approved: \$3.0 Million
- Total loan dollars disbursed: \$2.5 Million
- Total number of loan applications: 51
- Average loan size: \$97,600
- Jobs created: 34
- Jobs maintained: 57
- Total jobs: 91
- Total new business created: 8
- Total loan dollars approved: \$3 Million
- Invested dollars per job: \$33,000
- Total loans dispersed: 14 new, 11 existing

Partners of CFDC



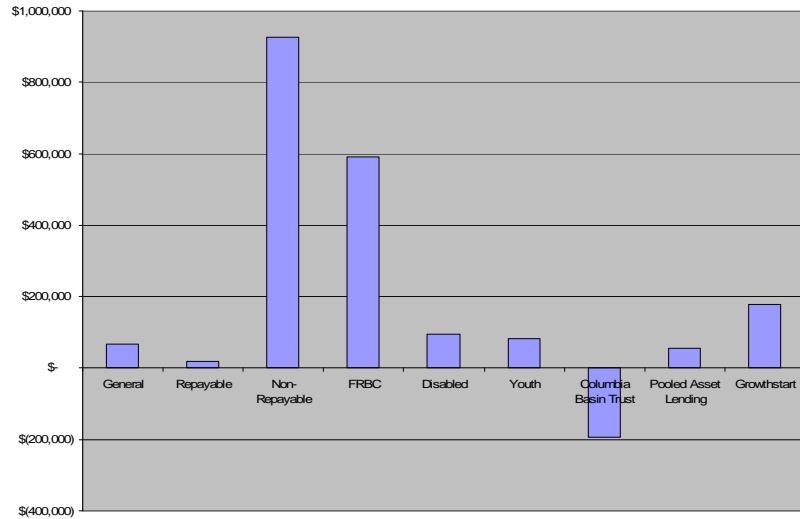
Western Economic
Diversification Canada

Diversification de l'économie
de l'Ouest Canada



COMMUNITY FUTURES DEVELOPMENT CORPORATION OF THE SOUTHEAST REGION OF BRITISH COLUMBIA
AUDITORS' PRESENTATION OF FINANCIAL STATEMENTS from Adams, Redding & Co., Certified General Accountants
For the period ending March 31, 2006

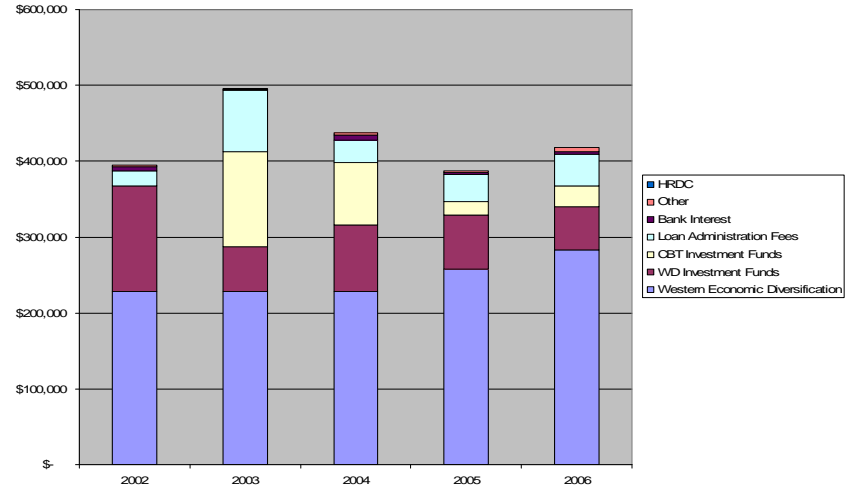
CURRENT ASSETS – CURRENT LIABILITIES



CFDC OF THE S.E. REGION OF B.C. - 2006

Adams Redding Wooley, Certified General Accountants

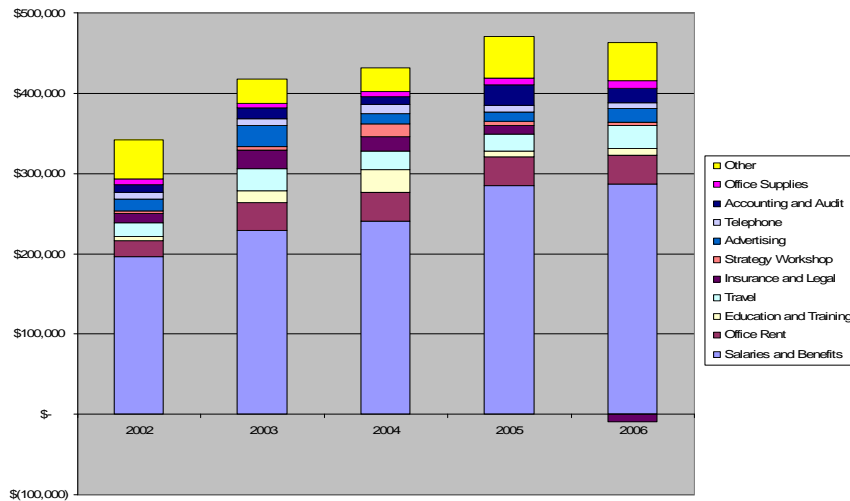
SOURCES OF REVENUE



CFDC OF THE S.E. REGION OF B.C. - 2006

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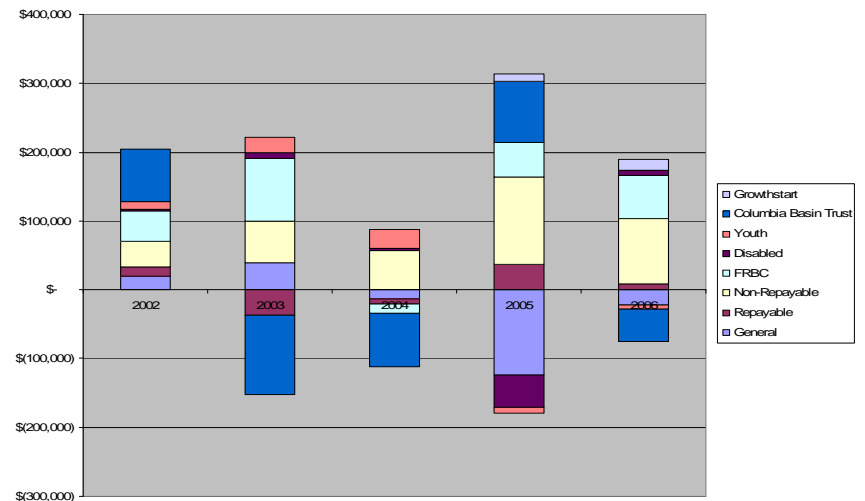
OPERATING EXPENSES



CFDC OF THE S.E. REGION OF B.C. - 2006

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EXCESS REVENUE OVER EXPENSE

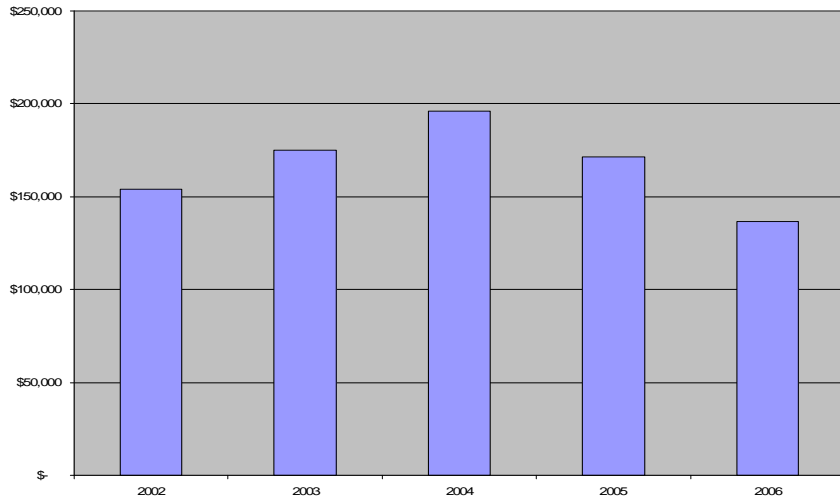


CFDC OF THE S.E. REGION OF B.C. - 2006

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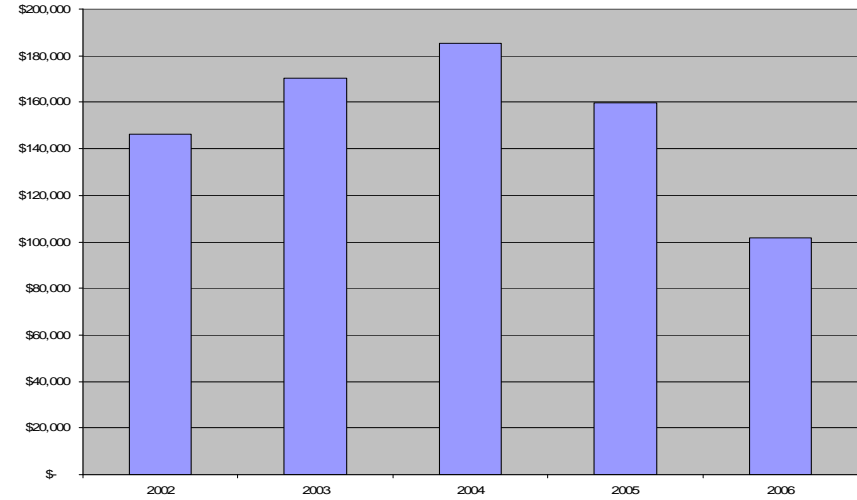
ASSETS - RMBDCS



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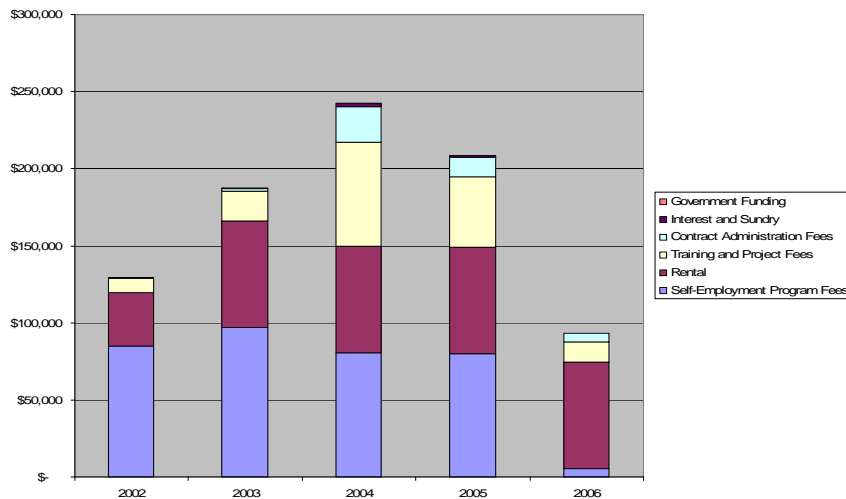
EQUITY - RMBDCS



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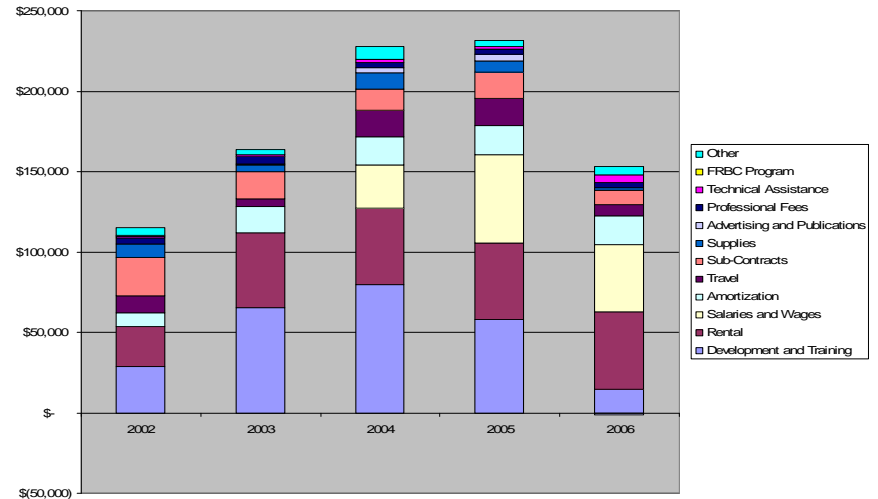
REVENUE - RMBDCS



CFDC OF THE S.E. REGION OF B.C. - 2006

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EXPENSES - RMBDCS



CFDC OF THE S.E. REGION OF B.C. - 2006

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