

Shinook Community  
Futures  
Annual Report 2010/2011



**TABLE OF CONTENTS**

Message from the Board Chair.....	3	Client Highlight.....	9
Board and Staff members.....	4	Chinook Challenge.....	11
Managers Report.....	5	AYEC.....	13
Financial Overview.....	6		



**MISSION**

Community Futures Chinook envisions a strong, diversified economy by providing opportunities to residents, businesses and communities in order to maintain a good quality of life in the region it services.

**VISION**

Community Futures Chinook assists anyone interesting in opening a business or those who are already in business with business plan assistance, counselling on the business operation, market research, business mentoring or overall planning. Community Futures Chinook is also a lender of last resort that can lend up to a maximum of \$150,000 to any one business. In addition, through its projects, Community Futures Chinook assists youth and employers.

**GOALS**

Increase activities in loans, business mentoring, and business counselling due to the economic conditions  
Increased partnerships with industry in order to meet the challenges posted by the economy.

**COMMUNITIES SERVED**

Barnwell, Coutts, Cranford, Enchant, Grassy Lake, Hays, Milk River, New Dayton, Purple Springs, Taber, Vauxhall, Warner, Wrentham



## MESSAGE FROM THE BOARD CHAIR

Community Futures Chinook has experience another good year. The organization has been actively involved in business and economics development through-out 2010-2011. We provide office space for Service Canada on every second and fourth Tuesday of the month and we also have representative attend every Wednesday from LaVar Payne's office, our local Member of Parliament in order to offer a wider range of services and give clients better access to government services.

The organization's success is attributed to the dedication and commitment of its board member and staff. Community Futures Chinook is more than an organization of number; it's a network of people working together to build strong, diversified economies by providing opportunities to resident, businesses and communities. Together we work hard within our communities for the benefit of the entire regional economy.

On a sad note, we must not let this opportunity go by without acknowledging the volunteer work of two past directors of our board. Earlier this year Rick Orcutt passed away suddenly and just recently Vickie O'Donnell passed away. We are truly saddened by these occurrences and our sympathies go out to the Orcutt and O'Donell families. We thank Rick and Vickie for their commitment to our board of directors.

I look forward each year in being active within Community Futures Chinook to help continue our role of helping to build businesses and communities. Growing communities on idea at a time.

*Harry Prummel*  
*Board Chair*

## **COMMUNITY FUTURES BOARD MEMBERS**

Harry Prummel  
Taber

Murray Rochelle  
Taber

Joan Paradee  
Taber

Emma Hulit  
Coutts

Linda Huvenaars  
Hays

Diane McKenzie  
Warner

## **COMMUNITY FUTURES STAFF**

Pete Lovering

Wanda Steinborn

Kayla Williams

## *Manager's Report for period ending March 31, 2011*

**D**uring the year, we finalized our work on the Core Project and said so long to three of our project workers. We thank them for their commitment to this and other projects and wish them well. We have one project in the works at this point and hope that it comes to fruition.

Our business services continue to be slow, although we have seen some renewed interest of late. This period of down time resulted in only twelve loans. In order to boost our fund usage, we also entered into two partnership loans with another Community Futures office. Our new year looks better but it will take some time to build our portfolio back to full use. We will continue with our Video Conference training and find new ways to market this service in our region. We will continue to work for the start of new businesses and to assist those existing businesses that require some help and we encourage people to “get the word out” that we can provide assistance. These troubling economic times have resulted in some people being uncertain about business ownership and, although it may take some time, we are committed to fostering the economic spirit in our region.

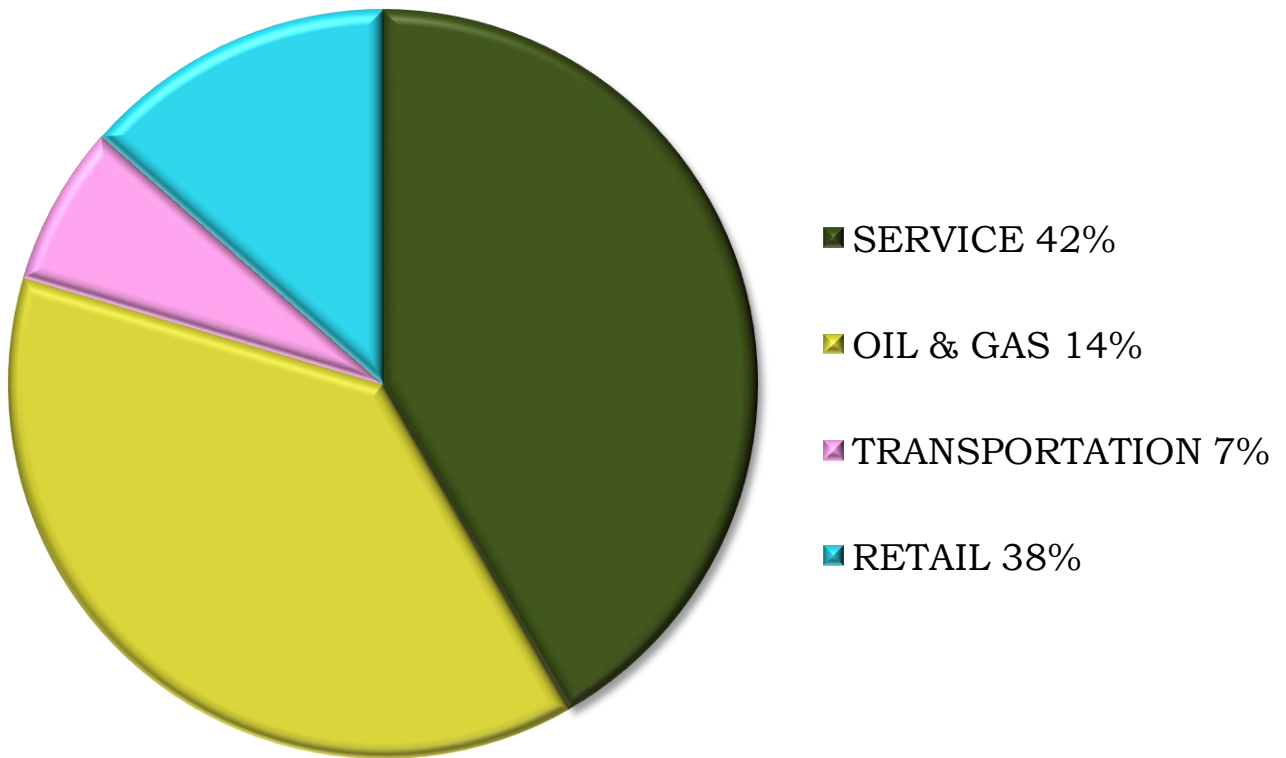
With our funding based on year-to-year contracts, it is harder to plan for the future but we continue to seek long term partnerships and projects that will have a lasting influence on the region.

With some of the economic uncertainty that our region has experienced, we continue to try to build our region. Our office will seek relevant projects and funding that will ensure our continued presence in the region for some time to come.

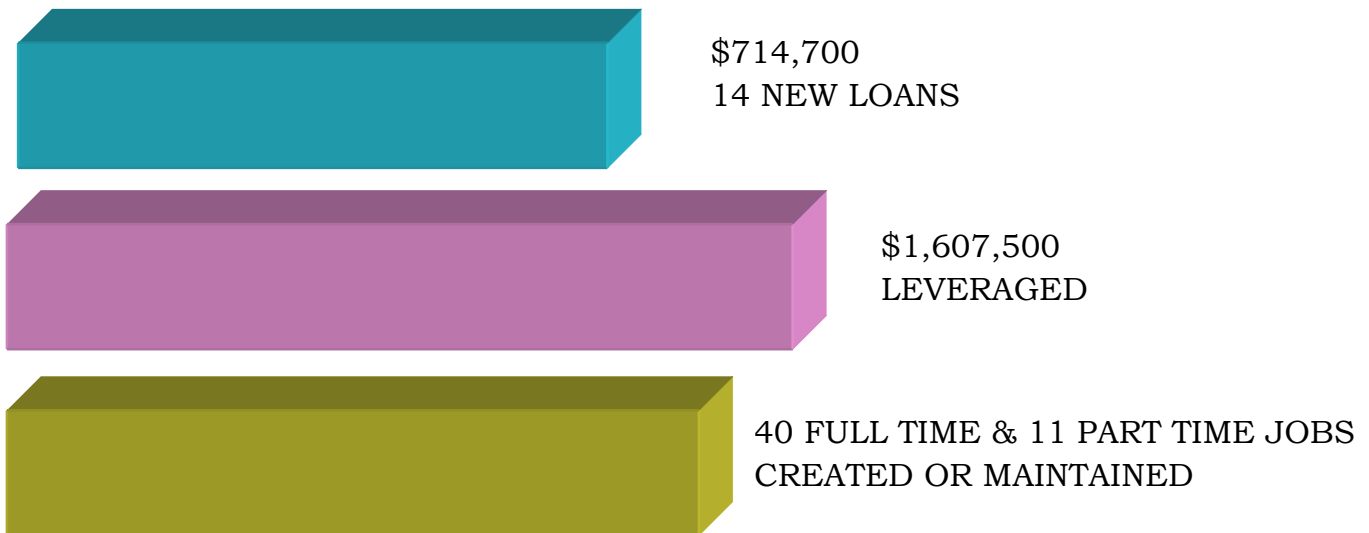
*Peter Lovering*

*Manager*

## LOANS BY BUSINESS SECTOR



### LOAN ACTIVITY



### CLIENTS SERVED

INFO AND ADVISORY SERVICES - 550  
TRAINING SESSIONS - 21  
CLIENTS TRAINED - 212  
WEBSITE HITS - 3428

**COMMUNITY FUTURES - CHINOOK**  
**STATEMENT OF FINANCIAL POSITION**  
As at March 31, 2010

	General	Loan investment funds			2010 Total	2009 Total
		Non-repayable	Repayable	Disabled		
<b>ASSETS</b>						
<b>Current assets</b>						
Cash	\$ 24,594	\$ 232,760	\$ 144,375	\$ 42,306	\$ 444,035	\$ 516,756
Accounts receivable	11,371	864	22,821	9,384	44,440	36,163
Advances to other funds	3,512	-	-	-	3,512	12,228
Current portion of loans receivable	-	106,000	272,000	3,000	381,000	320,480
Inventory of property held for resale	-	-	10,265	-	10,265	88,107
Prepaid expenses	-	-	-	-	-	1,395
	39,477	339,624	449,461	54,690	883,252	975,129
<b>Loans receivable (note 3)</b>	-	156,321	786,082	61,480	1,003,883	715,287
<b>Capital assets (note 4)</b>	11,865	-	-	-	11,865	21,189
<b>Investments (note 5)</b>	52,365	-	269,044	314,189	635,598	913,532
	\$ 103,707	\$ 495,945	\$ 1,504,587	\$ 430,359	\$ 2,534,598	\$ 2,625,137

<b>LIABILITIES AND FUND BALANCES</b>						
<b>Current liabilities</b>						
Accounts payable and accrued liabilities	\$ 8,334	\$ -	\$ -	\$ -	\$ 8,334	\$ 14,126
Advances from other funds	-	-	3,512	-	3,512	12,228
Current portion of long-term debt	-	-	-	-	-	1,560
Deferred revenue	2,166	-	-	-	2,166	-
Due to Government of Canada (note 6)	-	-	837,500	200,000	1,037,500	1,037,500
	10,500	-	841,012	200,000	1,051,512	1,085,414
<b>Deferred capital contributions (note 7)</b>	1,611	-	-	-	1,611	4,972
<b>Long-term debt</b>	-	-	-	-	-	280
	12,111	-	841,012	200,000	1,053,123	1,070,666
<b>Fund balances</b>						
Equity in capital assets	10,254	-	-	-	10,254	14,377
Externally restricted funds	-	495,945	663,575	230,359	1,389,879	1,470,826
Unrestricted	81,342	-	-	-	81,342	69,268
	91,596	495,945	663,575	230,359	1,481,475	1,554,471
	\$ 103,707	\$ 495,945	\$ 1,504,587	\$ 430,359	\$ 2,534,598	\$ 2,625,137

**COMMUNITY FUTURES - CHINOOK**  
**STATEMENT OF OPERATIONS**  
For the year ended March 31, 2010

	General	Loan investment funds			2010 Total	2009 Total
		Non-repayable	Repayable	Disabled		
<b>Revenue</b>						
Western Diversification contributions	\$ 294,960	\$ -	\$ -	\$ -	\$ 294,960	\$ 289,179
Bank interest	1,251	656	8,060	6,473	16,440	33,335
Administration fees	-	-	654	-	654	1,438
Loan fees	-	-	2,700	-	2,700	525
Loan interest	-	26,397	67,895	3,715	98,007	117,427
Amortization of deferred capital contributions	3,361	-	-	-	3,361	3,361
Youth Camp	-	-	-	-	-	1,100
Miscellaneous	6,837	-	-	-	6,837	6,330
Unrealized gain on investments	-	-	2,049	3,334	5,383	2,799
Realized gain on investments	-	399	2,744	-	3,143	-
	306,409	27,452	84,102	13,522	431,485	455,494
<b>Expenditures (schedule 1)</b>	306,970	30,923	161,631	4,957	504,481	407,593
<b>Excess of revenue over expenditures</b>	\$ (561)	\$ (3,471)	\$ (77,529)	\$ 8,565	\$ (72,996)	\$ 47,901

# Stretch Fittin'.

In 2006, Tim “Stretch” Van der Hoek thought that there was more than just working for an oilfield company. If he was to get ahead, he might just as well work for himself. With the encouragement of family and friends he decided to look into borrowing some money to branch out on his own doing pipe, steam and gas fitting for oil companies. Upon talking to his banker, it became evident that, as a new business, he would have trouble securing the financing for his venture. His banker recommended he talk to Chinook Community Futures and he was able to get the assistance he required. Then the marketing started. Tim visited every oilfield operation he could think of in the area around Vauxhall, Brooks and Taber with his business card and some advertising. It worked, and just before his truck was finished, he got his first job and has not looked back.

The best advice that Tim can give to people just thinking about starting a business is not to give up too easily. It might take a bit of doing but it is worth it. The best part of running a business is the flexibility it gives you. Tim is able to schedule his work around his duties on the family farm. He also says that working for one’s self gives you a pride in your own abilities and earns the respect of others. With that freedom, however, comes a huge learning curve and the cost of making mistakes. But, Tim says, working for yourself is gratifying and provides him with the freedom he needed. Five years later and he is happy he made the choice to start Stretch Fittin’.

# Smuggler's Saloon

In 2003, Ross Tollestrup came across the opportunity to buy the restaurant and lounge in Coutts. Ross has always worked for himself, and he knew he was capable of running an additional business. He approached Community Futures Chinook and they helped Ross not only financially but he said that Pete was great for advice and counselling. So Ross' Restaurant & Lounge was born. Unfortunately on September 11<sup>th</sup> 2010, the worst happened and the building blew up. Not one to be held back, Ross decided to rebuild an even better facility. Thankfully Community Futures was again there to give a helping hand. Ross started re-building his restaurant and also got to start over with new ideas and plans. Ross has changed the name of the restaurant and lounge to Smuggler's Saloon, and is almost completely finished.

The best advice that Ross can give to people is that make sure you research carefully before you get into your business, make sure it will work. The worse part about running your own business is staffing and that you are "married" to the business and you don't have a lot of time off. Ross says the best part of running your own business is having the freedom to run it the way you want it, and the pride of ownership.

# CHALLENGE

## **CHINOOK ENTREPRENEURSHIP CHALLENGE**

The Chinook Entrepreneur Challenge was the first entrepreneur competition of its kind, to be held in a non-metropolitan setting in Canada. It was designed for individuals who have a sustainable business idea. It was targeted toward individuals with new and existing businesses, and post-secondary students. The Chinook Entrepreneur Challenge was a partnership effort between Community Futures across Southern Alberta.

The Chinook Entrepreneur Challenge was for anyone starting a business or expanding an existing business. It was designed to create solid stepping stones through the turbulent start up period of small businesses. These stepping stones were created by, Professor Craig Milner who is a business owner and a Professor of the University of Lethbridge. Craig Milner taught 8 seminars that were free to those who registered in the challenge. The seminars covered everything from human resources to financials to risk management. With Craig's first hand business experience and teaching background, his advise was very valuable to any current or future entrepreneurs.

## *Pink Tie Events*

Winning- \$10,000 &  
a prize package from  
CJOC & Clearly  
Interactive

*EarthStone Concrete*

*Countertops & Creations*

Winning- \$5,000 & a prize  
package from CJOC & Clearly  
Interactive

*Platinum Garages*

Winning- A prize package  
from CJOC & Clearly  
Interactive

# AYEC

What is Alberta Youth Entrepreneurship camp?

AYEC is a week-long camp long camp for youth ages 13-15 who are interested in learning about business and entrepreneurship. The main focus of this camp is to educate youth about marketing advertising, preparing a cash-flow statement and writing a business plan. Campers set up their own businesses and use real money which they borrow from actual bankers. The last day is “Business Day” at camp, where campers have the opportunity to open and operate their businesses. The youth also get to participate in many fun recreational activities throughout their week at camp.

A.Y.E.C campers get to partake in many activities designed to encourage youth to explore and overcome challenges in a safe and educational environment.



**Growing Communities one idea at a time**  
**Community Futures Chinook**