

Annual Report

2012 – 2013

Community Futures
Sun Country

Contents

Message from the Chairperson and General Manager..... 3

2013 – 2014 Strategic Priorities 4

2012 – 2013 Strategic Priorities 4

Accomplishments: (2012 – 2013)..... 5

About Community Futures 6

Location & Service Area..... 7

Board of Directors 9

Community Futures Sun Country Organizational Chart.....12

Community Futures Staff Members.....14

General Services15

Marketing Initiatives17

Loans Program19

Our Loan Products.....22

Community Economic Development25

CED Projects25

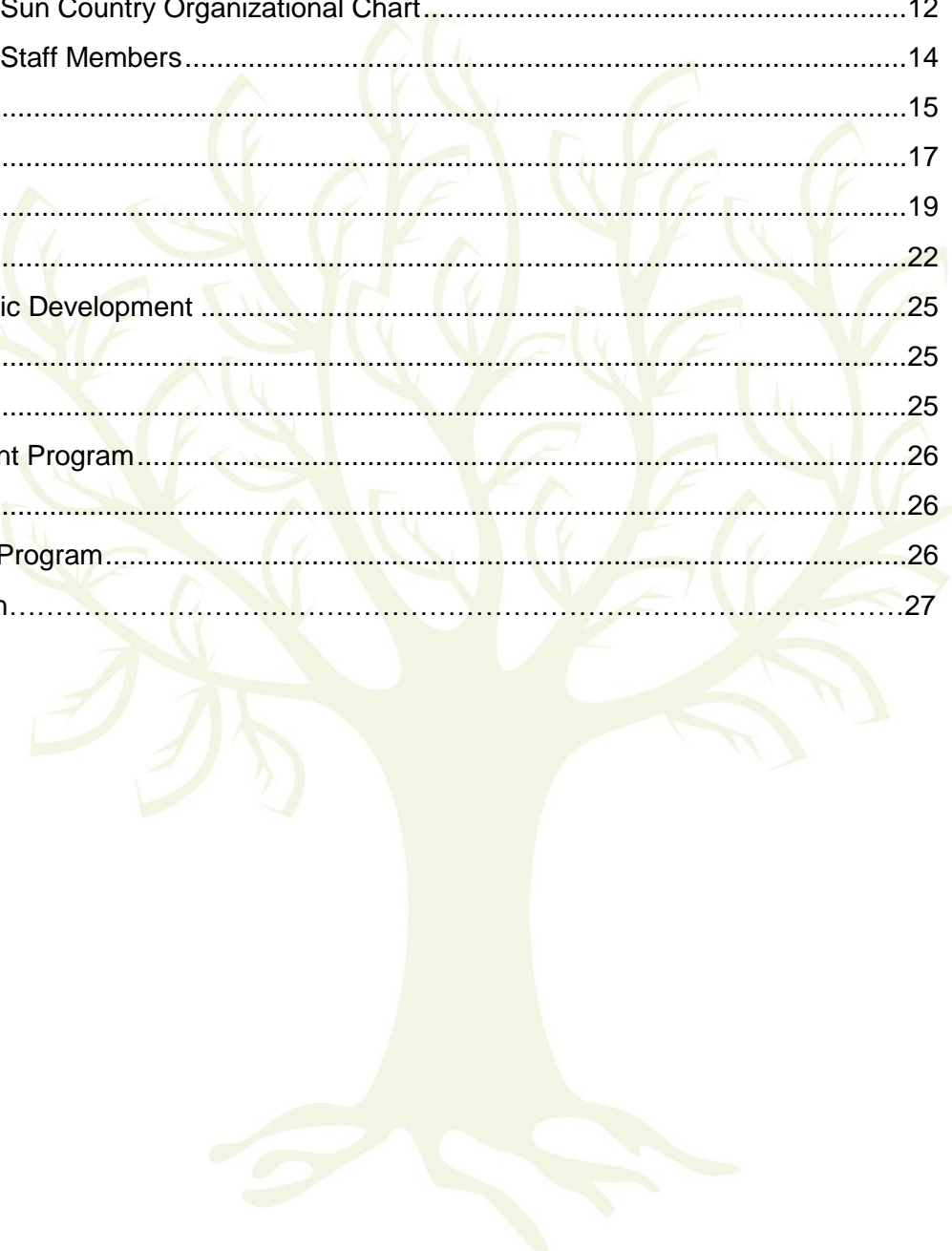
 Literacy Now.....25

 Venture Investment Program.....26

 Venture Connect26

 Self Employment Program.....26

Financial Information.....27



Message from the Chairperson and General Manager

Another year has passed and our organization continues to face the challenge of building strong economies and thriving small businesses in rural communities. This challenge is not unique to our region, as many others throughout Canada also face the uncertainty of economic change. Despite these challenges, Community Futures Sun Country is committed to growing communities and increasing economic development in rural areas.

To accommodate the changing needs of entrepreneurs, Community Futures Sun Country has partnered with Venture Connect to provide assistance with succession planning. Our office is committed to strengthening our relationships with the communities in our region. We continue to partner with local municipalities and organizations to offer the Venture Investment Program (VIP) Program, Literacy Now and the newly reintroduced, Self Employment Program.

Our core services of business counseling, financing and education remain an integral part of our organization. Our confidential counseling, flexible loans program and small business seminars and training can be tailored to fit the many needs of entrepreneurs. We are proud to offer services that assist business owners at any stage; from start-ups to existing enterprises.

The Board of Directors, Management and Staff look forward to supporting the growth of rural communities and are excited about the opportunities that will follow this coming year.

Sincerely,

Scott Medlock, Chairperson &
Debra Arnott, General Manager



2013 – 2014 Strategic Priorities

The Board of Directors and Staff complete an operation plan every year. The team sets priorities for the coming year as well as long term strategies.

Short-Term Strategies: (up to 2 years)

- ✧ Maintain travel for Business Development Officer and General Manager
- ✧ Enhance partnerships
- ✧ Provide support and mentorship to youth starting and running a business during the summer months of 2013
- ✧ Partner with Venture Connect providing support and counseling as businesses develop their profile.

Long-Term Strategies:

- ✧ Continue to provide regular community visits by General Manager and Business Development Officer
- ✧ Raise the profile of Community Futures as leaders in business development
- ✧ Provide capacity to youth-entrepreneurial skills and small business as an option-job creation youth to start a business
- ✧ Prepare business owners for succession planning

2012 – 2013 Strategic Priorities

Short-Term Strategies: (up to 2 years)

- ✧ Maintain travel for Business Development Officer and General Manager
- ✧ Build entrepreneurial capacity of youth
- ✧ Support 2 communities to deliver the Venture Investment Program for youth
- ✧ Business succession planning

Long-Term Strategies:

- ✧ Build capacity of entrepreneurs
- ✧ Bring community groups together
- ✧ Provide regular community visits by General Manager and Business Development Officer
- ✧ Raise the profile of Community Futures as leaders in business development
- ✧ Have “all” communities in Sun Country service area branded and market as a region
- ✧ Support youth to start a business

Mission Statement

“To plan and initiate development of our area through the promotion and facilitation of cooperative activities dedicated to the social, environmental and economical well-being of our citizens and communities.”

Accomplishments: (2012 – 2013)

- ✧ Community Futures Sun Country celebrates its 25th year in business.
- ✧ Completed a Strategic Planning session with Board of Directors and Staff in March 2013.
- ✧ Offered the Venture Investment Program in partnership with the District of Lillooet, Lillooet Chamber of Commerce and the Interior Savings Credit Union.
- ✧ Targeted the entire region with an online survey, identifying the needs of small business owners and the public perception of Community Futures.
- ✧ 16, number of activities improving leadership and expertise
- ✧ 1, Community planning exercises undertaken
- ✧ 5, number of partnerships developed or maintained
- ✧ 645, number of advisory services provided to clients
- ✧ 26, number of training sessions delivered
- ✧ 61, number of training session participants
- ✧ 93, number of jobs created, maintained or expanded due to our services



Andy Anderson, Mayor of Ashcroft, presents Debra Arnott with a plaque commemorating Community Future's 25th year of business.

About Community Futures

What is the origin of Community Futures?

Employment and Immigration Canada (now named Human Resources and Skills Development Canada), starting in 1986, was responsible for establishing 90 Community Futures organizations throughout rural Western Canada.

In 1995, responsibility for Community Futures was transferred to Western Economic Diversification Canada (WD) who continues to have contribution agreements with Community Futures.

Community Futures Sun Country

Community Futures Sun Country began operations in 1988 as an independent, non-profit corporation.

We are:

- ✧ Locally autonomous
- ✧ Not-for-profit
- ✧ Governed by a volunteer Board of Directors
- ✧ Community-driven
- ✧ Committed to local and regional economic development in all industry sectors
- ✧ Partnership oriented
- ✧ Apolitical

Community Futures Sun Country receives funding support from Western Economic Diversification (WD) to assist in delivering programs. The organization is **NOT** a government department or agency, although it often delivers services for all levels of government. The organization collaborates with government, corporate and community partners in order to deliver programs locally. Some of these programs include:

- ✧ Business Financing Programs
- ✧ OneStop Business Registration
- ✧ Business Resource Library
- ✧ Business Counselling
- ✧ Community Economic Development



Western Economic
Diversification Canada

Diversification de l'économie
de l'Ouest Canada

Doing business in BC

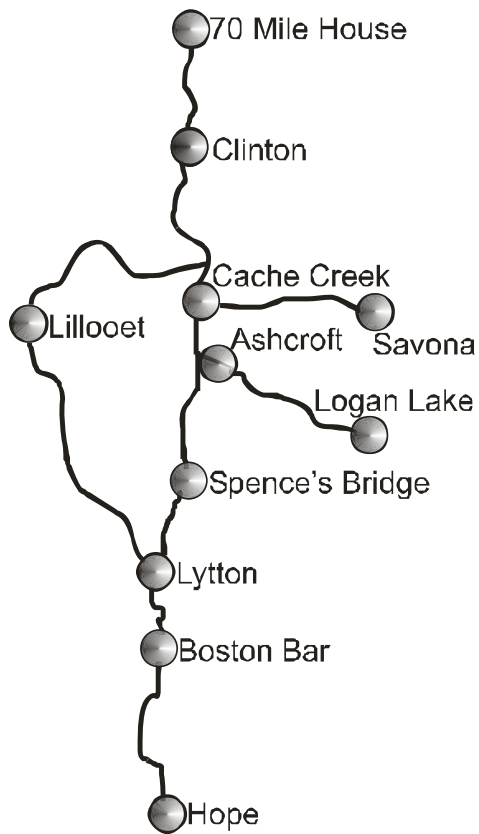
Starting, Expanding, or Moving
a Business?



Location & Service Area



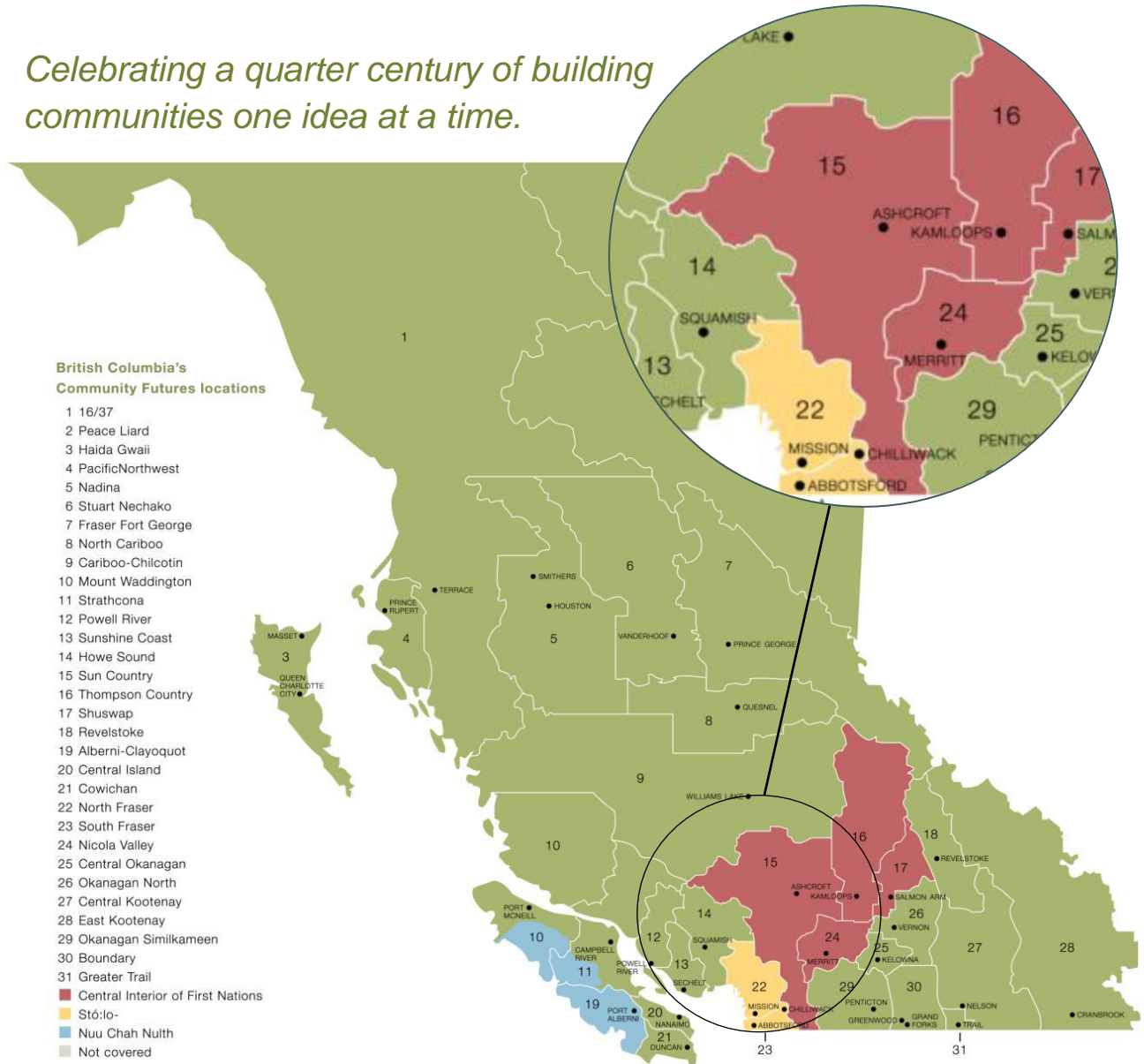
Community Futures Sun country is located in Ashcroft at 203 Railway Avenue. To accommodate our large service area, Community Futures also has office space in conjunction with Advantage Hope and TRU-Lillooet. Additionally, the General Manager is available to meet our clients in any of our communities at their request.



Community Futures Sun Country services a large geographical area that stretches from 70 Mile House in the north to Hope in the south and from Logan Lake in the east to Gold Bridge in the west. The service area covers approximately 35,000 square kilometres and the region's population is approximately 23,000 people.



Celebrating a quarter century of building communities one idea at a time.



Left: Local MLA **Jackie Tegart** joins General Manager **Debra Arnott** in celebrating Community Futures 25th year in business.

Right: Chairperson **Scott Medlock**, MLA **Jackie Tegart** and Director **John White**.

Board of Directors

Community Futures Sun Country is governed by a volunteer Board of Directors who are dedicated to community economic development in the region.

Community Futures Sun Country held their Annual General Meeting June 27, 2013.

Committees:

- ✧ Personnel
- ✧ Finance including Loans
- ✧ Policy and Development
- ✧ Self Employment Selection

The Volunteer Directors:

The elected officials are:

Chairperson:

Scott Medlock

Vice-Chair:

Jim Ryan

Secretary/Treasurer:

Dona Radomsky



Top left: **Scott Medlock**, Chairperson

Top right: **Jim Ryan**, Vice-Chair

Bottom: **Dona Radomsky**, Secretary/Treasurer

Scott Medlock, Hope
Chairperson

Board member since 2007

Scott Medlock is a resident of Hope and manages an auto parts store. Scott is involved in the Hope Lions Club serving as 1st Vice President and also works with the Hope and District Chamber of Commerce as a director. Scott is also a member of the volunteer fire department and a director with the Brigade day committee. Scott is currently a Councillor for the District of Hope.



Jim Ryan, Resident of Spences Bridge
Vice-Chairperson

Board member since 2003

Jim has lived in the area since 1992. He has worked extensively in the tourism industry and is currently employed as a project manager for Telus Corp. Jim spends any spare time he has volunteering in Spences Bridge.

Dona Radomsky, Resident of Logan Lake
Honorary Secretary/Treasurer

Board member since 2010

Dona became a resident of Logan Lake in 2003 as the communities Pharmacist - Manager. She was instrumental in the formation of the Logan Lake Business Association and took the lead as chairperson in 2004. Dona is very involved in her community.

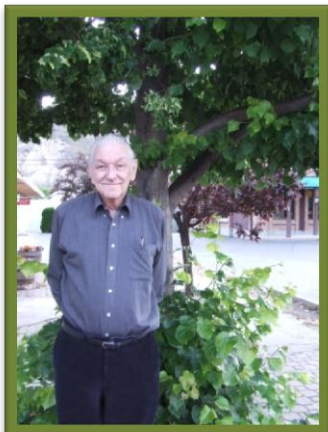


Jane Bryson, Resident of Lillooet

Director

Board member since 2003

Jane has been a resident of Lillooet since 1967. Over the years, she has been a strong advocate and volunteer for Lillooet and has worked extensively to promote tourism, economic and educational services in the region. Jane works with the Thompson Rivers University.



Michael Cobbe, Resident of Ashcroft

Director

Board member since 1995

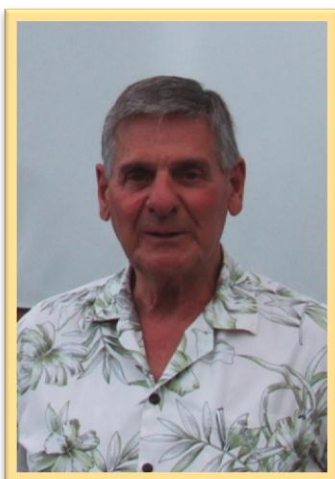
Michael’s background is in tourism and he has extensive experience in the resort and restaurant industries. Now retired, Michael serves on the Friends of Historic Hat Creek Ranch and has been a CF Board member since 1995.

Laurie French, Resident of Hope

Director

Board member since 1994

Laurie is a long time resident of Hope and has operated a number of local businesses. He has been a dedicated member of our Board for many years, both as Director and as Chair, and has made significant contributions to the Hope Chamber of Commerce, Mayor in local government and Lions Club to name a few.



John White, Clinton

Director

Board member since 1997

John has served with Community Futures since 1997 as Director, Vice-Chair and/ or Chairperson. Other experience includes Board and committee membership with the local Chamber, Credit Union, and numerous other community groups. John served as a Councillor in local government, and is now a retired Government Agent.

Introducing Our Newest Board Member!

Braden Fandrich, Resident of Lytton

Director

Braden lives in the community of Lytton, where he manages a Rafting Resort and also recently opened his own business; a fitness center. Braden is a professional athlete with interests including “anything outdoor related.” He has his commercial pilot license and has had an opportunity to travel the world. Braden has grown up in a home of entrepreneurs so it is not surprising he has chosen this as his way of life.





Farewell to Sandra

The Board of Directors and Staff bid a farewell to Sandra Gaspard at this year's Annual General Meeting on June 27, 2013. Sandra, who has served on the board since 2005, will be pursuing an education and career in Economic Development. We thank her for her hard work and dedication over the years and wish her the best of luck with her future endeavours!



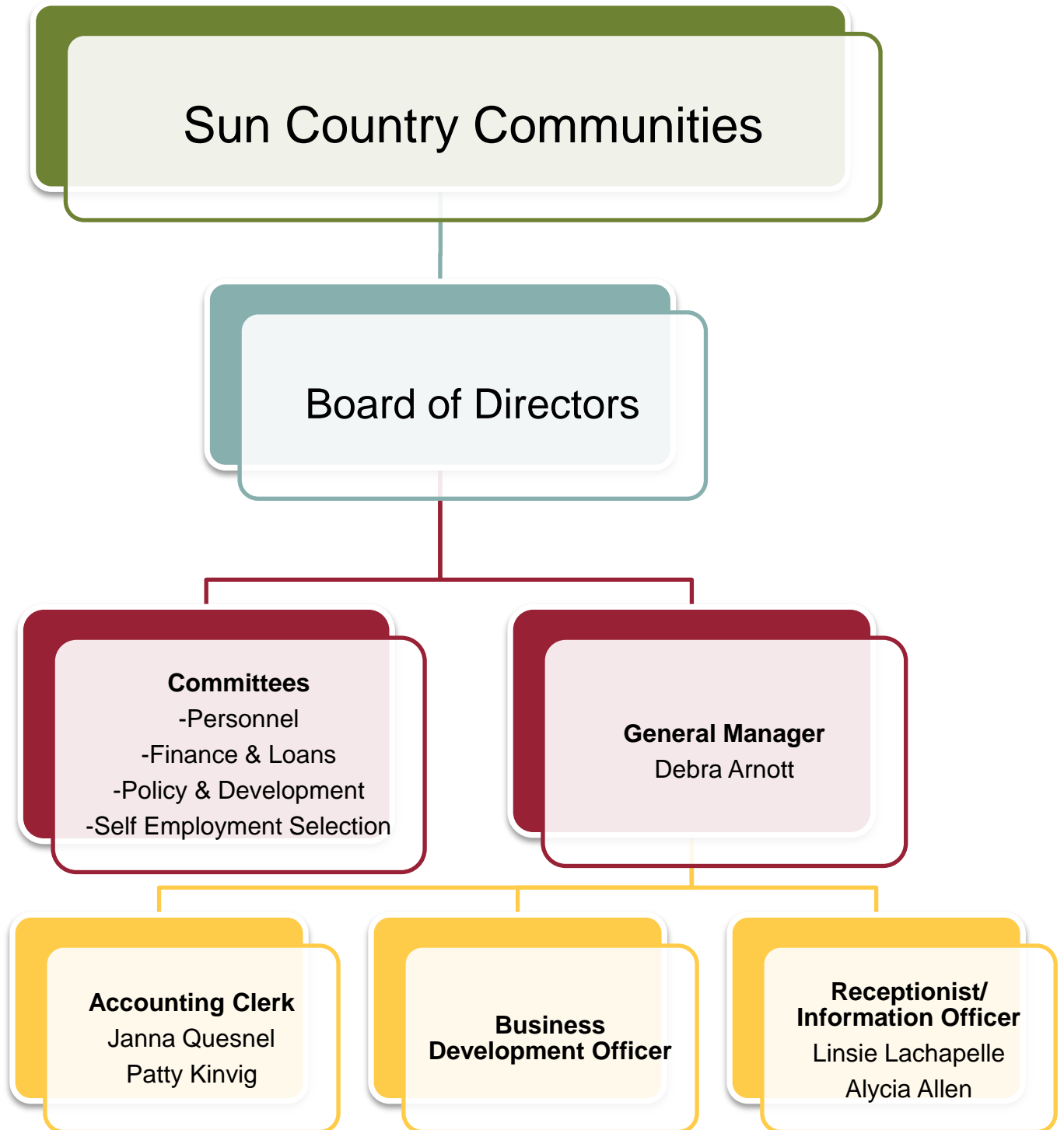
Top left: Chairperson **Scott Medlock** and **Sandra Gaspard**

Top right: **the Board of Directors**

Bottom right: Chairperson **Scott Medlock** and General Manager **Debra Arnott**



Community Futures Sun Country Organizational Chart



Community Futures Staff Members



Debra Arnott
General Manager

Debra is responsible for the overall operations of the Corporation, including negotiating programs for the area. She has a passion and years of experience in community economic development, and works diligently to try and ensure that programs remain in the rural communities that are serviced by Community Futures. Deb has been with the organization since February 1992 and is also a certified Aboriginal Economic Developer.



Patty Kinvig, CMA/Janna Quesnel
Accounting Clerk

Patty & Janna are the Accounting Clerks for Community Futures Sun Country and are responsible for assisting the General Manager in the management and administration of the Corporation's financial affairs, including operations and loans.



Linsie Lachapelle/Alycia Allen
Receptionist / Information Officer

Linsie & Alycia are the Receptionist / Information Officers for Sun Country. They provide secretarial, administrative and reception support to the Sun Country office. They also provide research, support and information services to existing and future clients.



Community Futures Program & Service Delivery

General Services

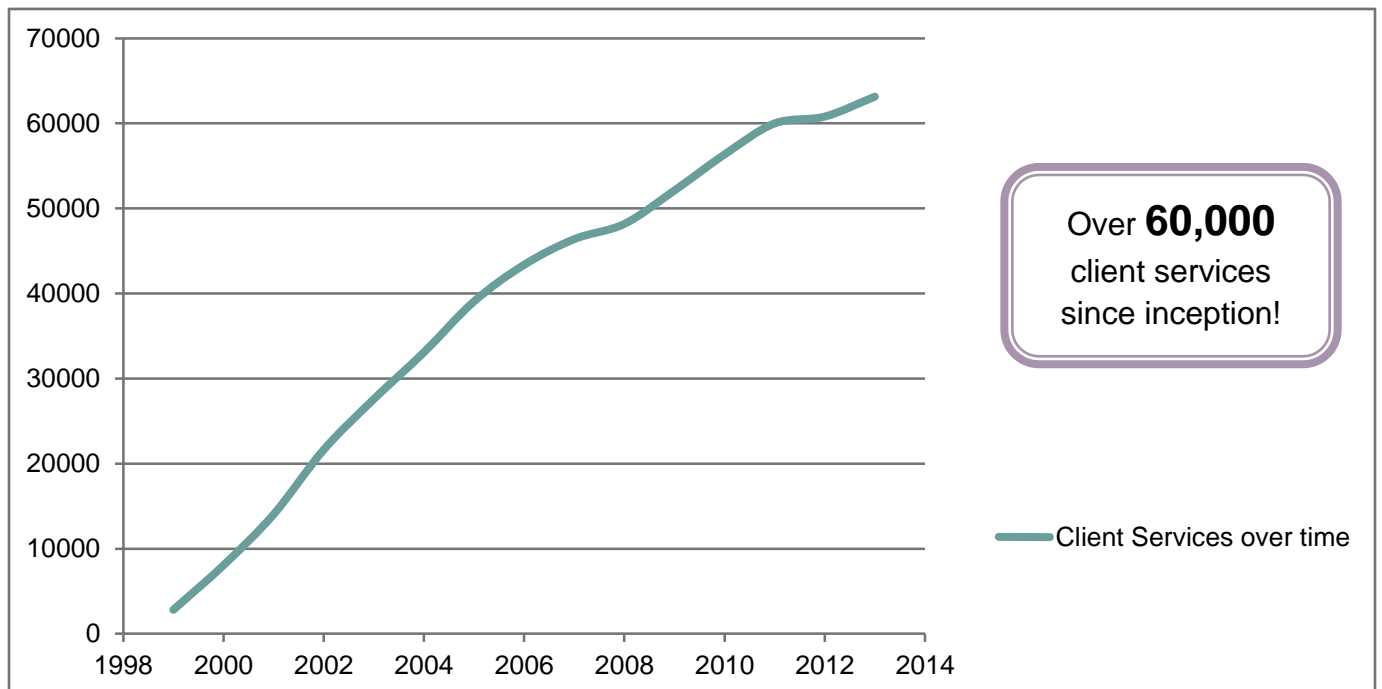
Business Resource Library

The office has hundreds of books available to assist clients in nearly every aspect of business. Everyone is welcome to browse the library and borrow a book or two at no cost. Arrangements can be made to have books delivered to communities within our service area. A wide selection of videos is also available. Please visit the company website for the list at www.cfsun.ca.



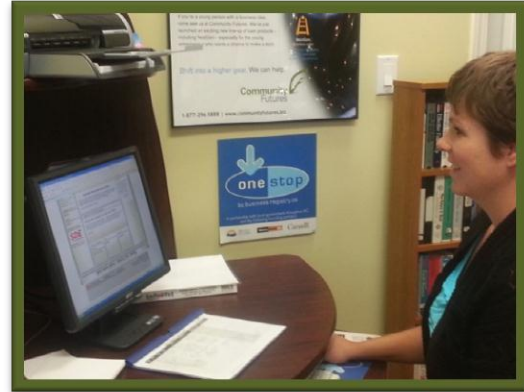
Business Counselling Sessions

One-on-one business counselling is available to anyone who is interested. This service is confidential and free of charge.



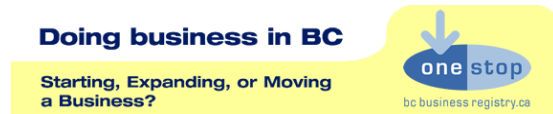
Public Computer Access

There is a computer in the reception area complete with the most updated versions of software programs. Computer use is available to clients and to the general public free of charge to assist with business research and business plan development.



OneStop Business Registry

This service allows clients to complete and submit registrations quickly and efficiently with provincial, federal and municipal departments. Some examples include HST, Corporate Registry and WorkSafe BC to name a few.



Video Conferencing

The Community Futures British Columbia Video Conferencing Network can improve your ability to effectively communicate with businesses, organizations and opportunities from across BC. With 33 locations available, this new and innovative way of sharing information using interactive audio, video and computer technologies allows participants to simultaneously see, hear and speak with one another at a distance. The applications of video conferencing are limitless and include training, meetings, announcements, and even staff recruitment, all at a fraction of the time and expense associated with sending participants to a single meeting location.

Community Futures has also partnered with Small Business BC to deliver training sessions via video conference. You can register through Small Business BC for all the seminars.

www.smallbusinessbc.ca



Marketing Initiatives

Community Futures Sun Country engages in a number of marketing initiatives to ensure that programs are both visible and accessible throughout the service area. This year, the following marketing initiatives were carried out:



The Futurescape

- ✧ Electronic monthly newsletter created through Blue Beetle Books
- ✧ Features business articles and tips for entrepreneurs
- ✧ Distributed through email, Facebook and website to approximately 250 businesses and individuals

Mid-Month Updates

- ✧ 1-page newsletter created in-house and distributed via email and Facebook to approximately 250 businesses and individuals.
- ✧ Keeps clients informed about upcoming events and new programs and services
- ✧ Features a loan program each month

Trade Shows

- ✧ Community Futures Sun Country attends local trade shows
- ✧ Participated in Business Expose in Logan Lake

Media Contacts

- ✧ Press releases are sent to regional media announcing events and programs offered through the Community Futures Sun Country office

Community Visits

- ✧ Presentations made regarding services provided to municipal Councils in region
- ✧ Business Development Officer and General Manager visit the communities on a regular basis. Communities are advised through a flyer distributed via our email database, Facebook, and Twitter.
- ✧ Attend Council and Chamber meetings

Website

- ✧ The Community Futures Sun Country website (www.cfsun.ca) is updated and maintained on a regular basis to provide key information and resources to the organization's clients and members

Print Ads

- ✧ 2 page spread in the Thompson Rivers University Brochure
- ✧ ½ page spread in the Ashcroft Connector Directory
- ✧ 1 page spread in the Logan Lake Program and Resource Guide
- ✧ ½ page spread in the Clinton Lariat

Facebook

✧ You can find us at www.facebook.com/cfsuncountry



Twitter

✧ You can find us at www.twitter.com/cfsuncountry



Business Owners Survey

- ✧ Online survey conducted to determine the needs of business owners and the public perception of Community Futures Sun Country
- ✧ Contact was made with over 1,000 small businesses within the region
- ✧ Survey was distributed via email, our website and on our Facebook page
- ✧ Results showed that while there is a positive perception of Community Futures Sun Country, many entrepreneurs were not aware of the services Community Futures provides
- ✧ As an incentive for participation, our office held a draw for business owners to win an iPad upon completion of the survey



Scott Medlock, Chairperson, holds the draw box while Paul Wiest pulls the winning name for the survey.

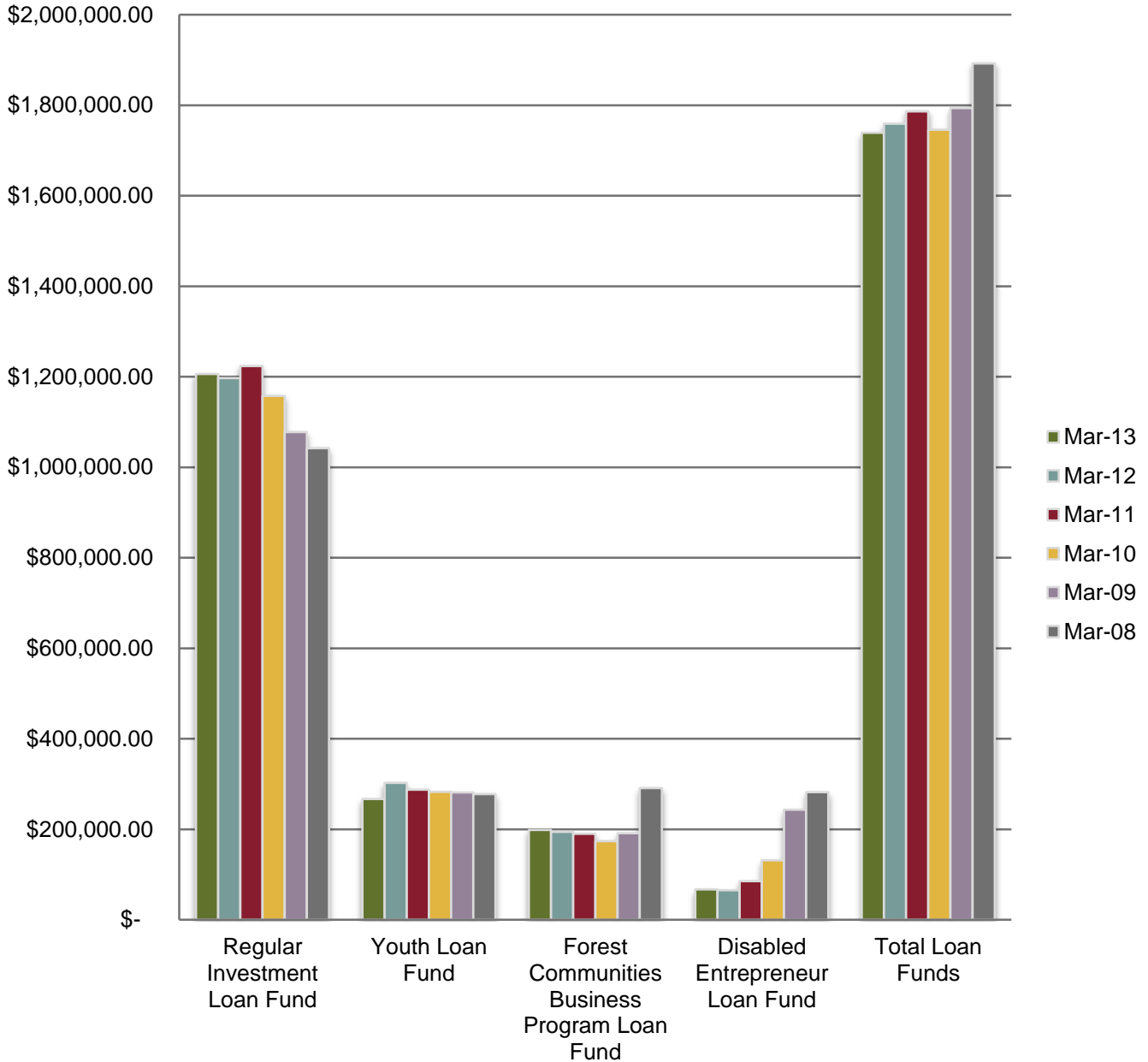
Debra Arnott presents winner David Durksen of Beans Roasted Rite Coffee Company with the iPad.



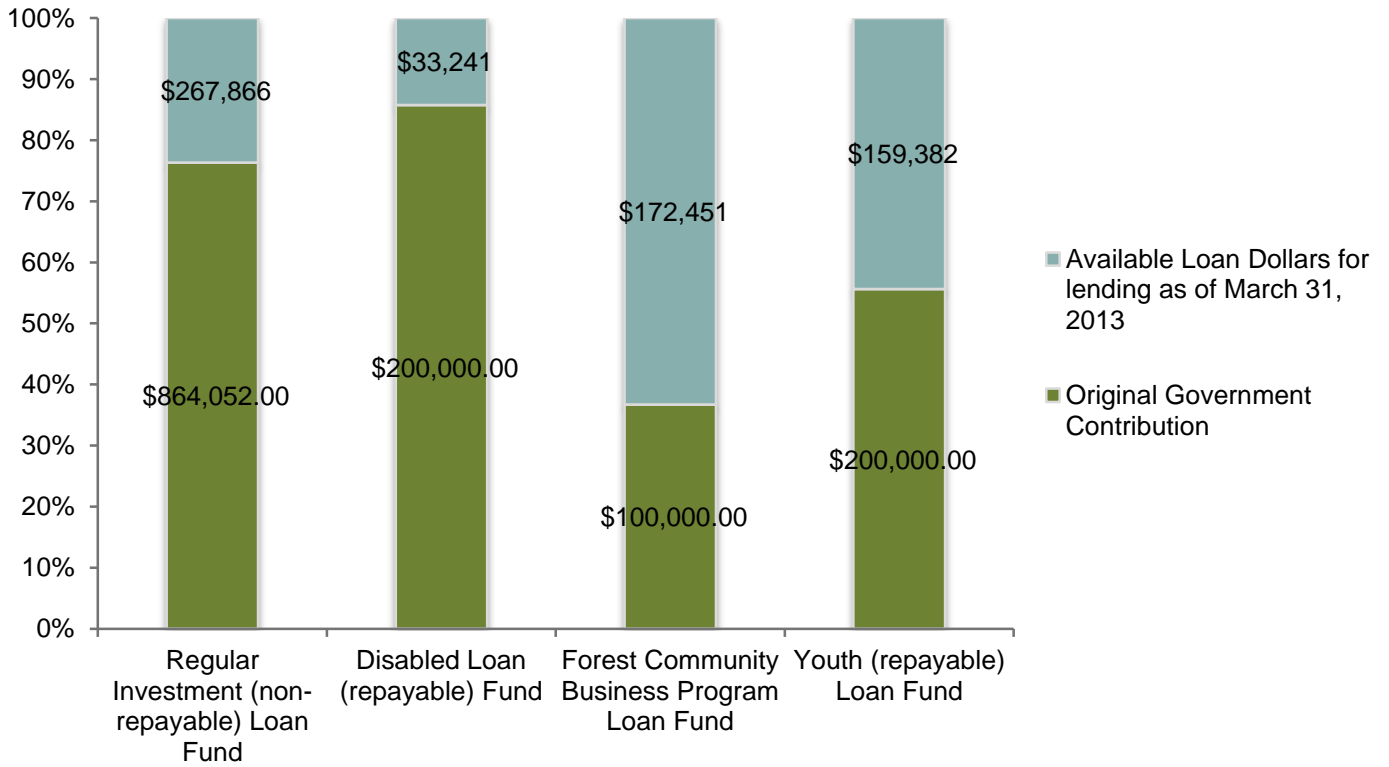
Loans Program

Community Futures Sun Country is *growing communities one idea at a time*. It provides secured, repayable loans to start up or expand businesses within its region. The organization has direct access to a number of diverse loan funds.

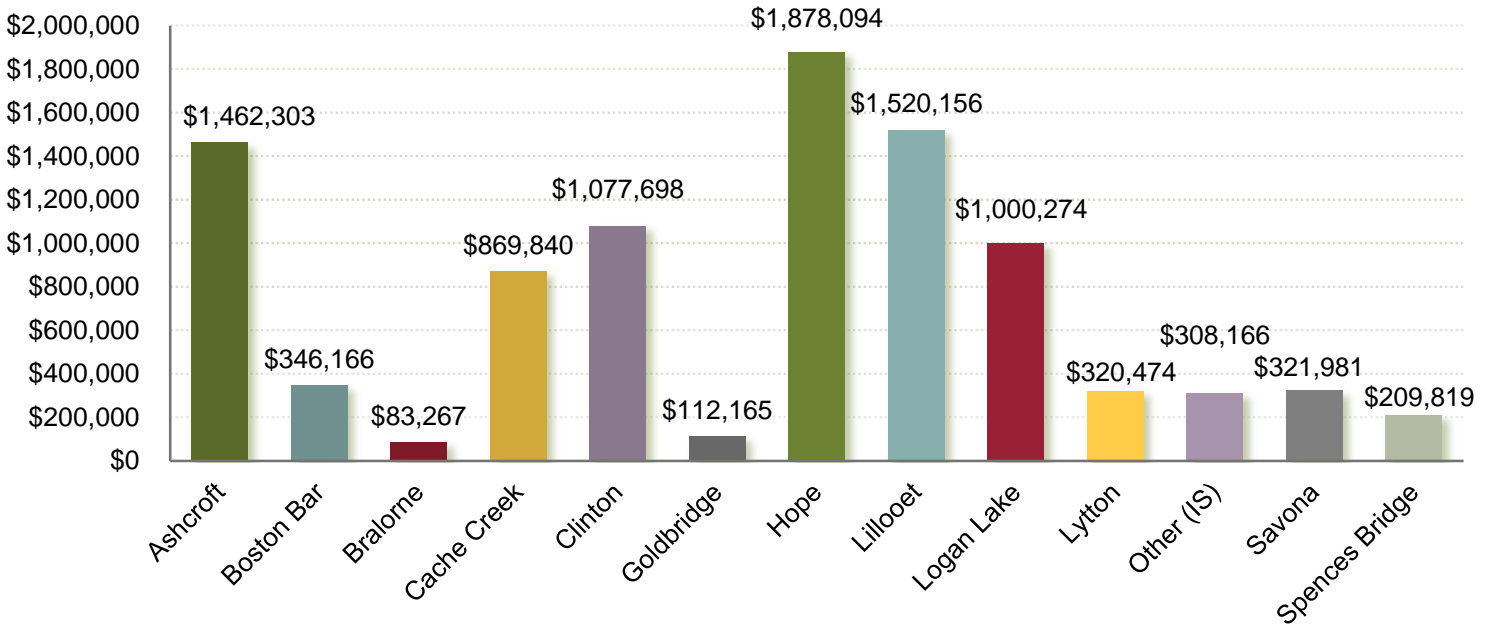
Loan Fund Assets as of March 31, 2013



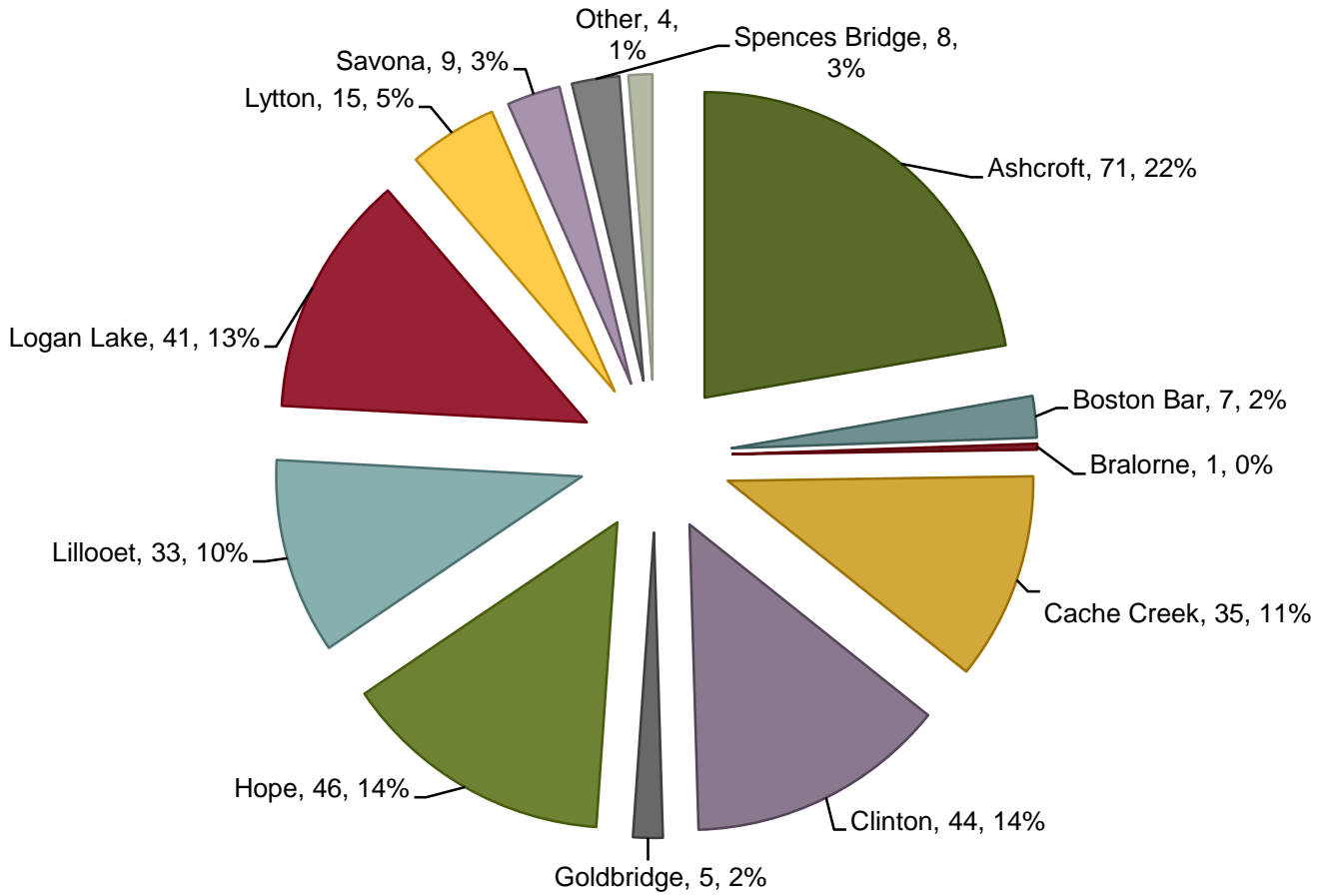
Available Loan Dollars (\$) at March 31, 2013



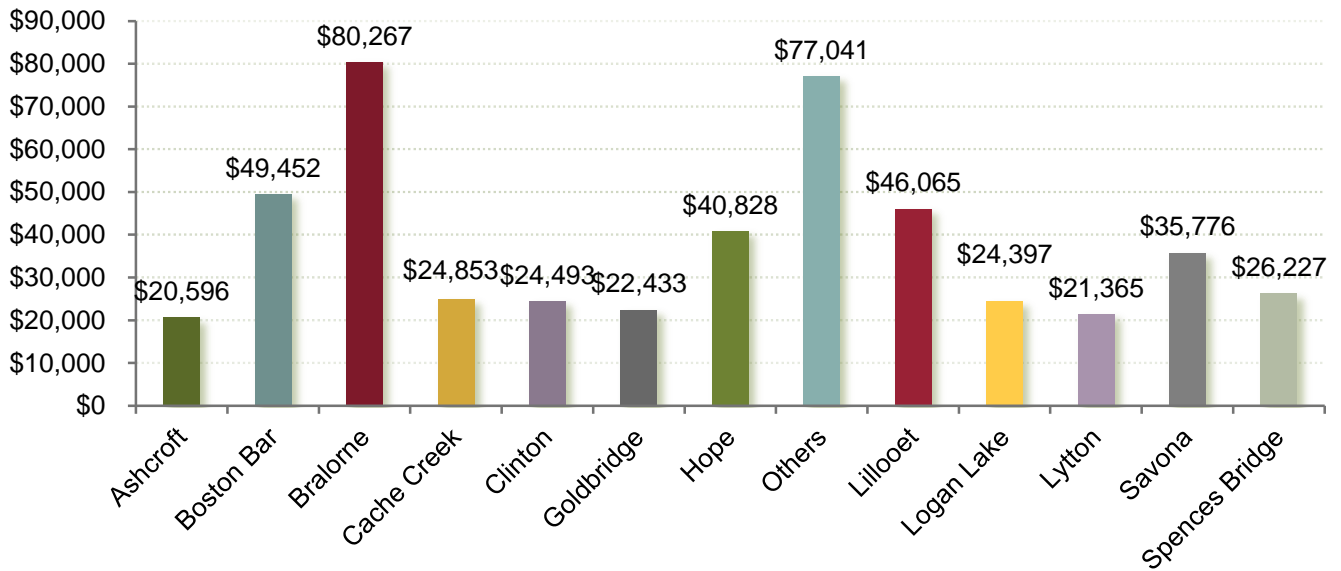
Value of Loans (\$) at March 31, 2013 (total value since inception \$9,510,402.59)



Number of Loans (319 since inception)



Average Loan Amount Per Community (\$29,813 for all loans)



Our Loan Products

Flexible, affordable Community Futures loan products are specifically designed to help entrepreneurs grow their businesses. Each one is tailored to meet a particular business need – and loan decisions are made locally and quickly.

Opportunity Loan » Fast access to capital – so you can make a decision to change, taking advantage of opportunities when they happen



In business, there are times when you just need a bit of cash to be able to react to a great opportunity. And during an economic downturn, the businesses that survive are often the ones that continue to pursue opportunities and keep moving forward.

If you see an opportunity that could help your established business, come see us at Community Futures. We've just launched an exciting new line-up of loan products — including Opportunity Loan — especially for the quick-thinking entrepreneur ready to seize an opportunity.

TechBlazer Loan » Financing for key investments in technology – to help stay competitive in our world of change.



During these tough economic times, investing in innovation can be more important than ever for businesses wanting to stay competitive and cater to a shrinking clientele. Developing new products and markets, value-adding, or training staff to use new techniques or equipment could give you the edge you need to survive.

If you're ready to take that extra step, come see us at Community Futures. We've just launched an exciting new line-up of loan products — including TechBlazer — especially for the innovative entrepreneur wanting to stay competitive.

GlobalReach Loan » Access to funds to reach into new markets – nowadays, every business has the potential to go global.



An economic downturn can mean opportunity for those who are focused, persistent and creative. Maybe your competition is pulling back, making more space for you and creating the perfect opening for expansion into new markets.

If you need to grow, come see us at Community Futures. We've just launched an exciting new line-up of loan products — including GlobalReach — especially for the forward-thinking entrepreneur looking for new places to grow.

BizBuyout Loan » Financing to buy an established business – sometimes, buying a successful business is the best way to go.



Great little businesses can be great little investments.

And in times like these, with unemployment rates climbing, buying an established business can make a lot of sense. If you have the dedication, commitment and creativity to be your own boss, self-employment could be exactly what you're looking for.

If you're interested in buying a successful business, come see us at Community Futures. We've just launched an exciting new line-up of loan products — including BizBuyout — especially for the entrepreneur who sees opportunity waiting.

FranchiseRoute » Funding to franchise your business – we can help with financing and professional franchising advice.



If you've got the right kind of business, franchising is a proven way to achieve success. And in uncertain economic times, it can make sense to get support from an established corporation.

If you're thinking of franchising your business, come see us at Community Futures. We've just launched an exciting new line-up of loans products – including FranchiseRoute – especially for entrepreneurs wanting to explore growth options.

NewBiz Loan » Funds for starting up a new business – if you've got what it takes to be an entrepreneur, we can help you get up and running.



You'd be amazed how many successful businesses were started during a recession. If you plan carefully and work hard, this could be the perfect time to launch your dream. Supplies may be cheaper, good people more available and customers could be looking for change.

If you've got a dream, come see us at Community Futures. We've just launched an exciting new line-up of loan products — including NewBiz — especially for the start-up entrepreneur with a great idea and the drive to make it reality.

NextGen Loan » Financing for young people who want to be entrepreneurs – we're here to see that you get your first chance to try.



If you think you have what it takes, maybe you can channel your ideas, energy and drive into becoming your own boss. An economic downturn is the perfect environment for fresh thinking, out-of-the-box solutions – and youthful perspectives.

If you're a young person with a business idea, come see us at Community Futures. We've just launched an exciting new line-up of loan products — including NextGen — especially for the young entrepreneur who wants a chance to make a start.

BizAble Loan » For people with disabilities – because entrepreneurship can be the best way to get back into the workforce.



If you're a person with a disability, self-employment can be a great option.

In good times or bad, it can offer people with disabilities the opportunity to create a work situation adapted to their particular needs. If you've got the right commitment and attitude, starting a business could be the perfect way to get into the workforce.

If you're a person with a disability with a great business idea come see us at Community Futures.

4H Loan » For current 4H members



Community Futures Sun Country introduced a loan program specifically designed for 4H members. It allows the youth to borrow funds for purchase of a 4H project with a low interest rate and customized repayment terms. We could not be happier to support such a great organization; one that teaches youth about respect, hard work and caring for others.

Community Futures Leaders in Community Economic Development

Community Economic Development

Community Futures Sun Country is committed to *Community Economic Development (CED)* in the region. Presentations are made to village councils, chambers of commerce, community organizations and interested groups on a regular basis in order to establish, foster and maintain community partnerships with other agencies, stakeholders and service providers within the region. Community Futures Sun Country is also a member of the Chamber of Commerce's in the region.

Community Futures Sun Country also assists organizations with accessing funding from a variety of sources. Over the past year, Community Futures has been successful in acquiring and/or leveraging CED program funding in the Sun Country region. Some of the projects initiated, completed or participated in during the past year include:

- ✧ Literacy Now
- ✧ Venture Investment Program
- ✧ Venture Connect
- ✧ Self Employment Program
- ✧ Village of Ashcroft – Implementing their brand
- ✧ District of Hope – Developing their brand



CED Projects

Literacy Now

Bridging to Literacy had a successful year last year. This year their plan is a focus on adult literacy. There will be tutoring at the libraries to help those who wish to improve their reading, writing and basic math skills plus help given to those who wish to take their GED exams. Information on this will go out through many avenues on a consistent basis. Partnerships with agencies will continue to be a focus in the area of adult literacy.

Bridging to Literacy will continue to support groups that foster different types of literacy (health, early childhood, family, computer, to name a few) during the year. This will be done through advertising, helping out, and supporting people so they can attend different activities in the community. Research shows that literate people are able to achieve their goals and develop their knowledge and potential.

Bridging to Literacy will, once again, hold their Family Literacy Week in late January. All activities will be free of charge and will focus on one of the many types of literacy families can do together in their home and community. There will also be free draws held throughout the year and a few new activities to be held during this coming year.

We are looking forward to another exciting year.

Venture Investment Program (VIP)

The VIP was designed to assist young entrepreneurs in starting up a business. Community Futures Sun Country successfully partnered with the District of Lillooet and the Lillooet Chamber of Commerce to bring this program to local students. It is open to students from grades 6-12 in the local schools. Successful candidates are given \$200 to start up their business and an opportunity to leverage another \$100 at the end of the program (September).

Venture Connect

A recent study indicates that 41% of small business owners are planning on retiring in the next five years. Without proactive projects that address the impact of business succession on local employment, small rural communities may not be able to retain businesses and expand local employment opportunities.

Venture Connect is a new program to our service area that will improve communications and create new linkages to potential buyers in groups most likely to buy B.C. businesses, including immigrants, young people and vacationers aged 50 and over. The program will create new electronic materials to highlight businesses for sale in B.C. matching sellers to buyers. Together Venture Connect and Community Futures Sun Country will help entrepreneurs with both business start-up and succession.



Self Employment Program

The Self-Employment Program, supported by the Provincial Government, helps people who are unemployed and wish to start their own business. The Self-Employment Program offers entrepreneurs assistance with writing their business plan, income benefits and business counseling for the duration of the contract to assist new entrepreneurs in managing their business.

COMMUNITY FUTURES DEVELOPMENT CORPORATION OF SUN COUNTRY

STATEMENT OF FINANCIAL POSITION

March 31, 2013

TENISCI PIVA
CHARTERED ACCOUNTANTS

	2013				2012			
	Operating Fund	All Loan Funds	Capital Fund	Total	Operating Fund	All Loan Funds	Capital Fund	Total
ASSETS								
CURRENT								
Cash	\$ 136,072	\$ 632,940	\$ -	\$ 769,012	\$ 68,065	\$ 834,109	\$ -	\$ 902,174
Accounts receivable (Note 2)	4,416	-	-	4,416	3,938	-	-	3,938
Interest receivable (Note 3)	-	19,864	-	19,864	-	24,381	-	24,381
Loans receivable (Note 4)	-	1,086,410	-	1,086,410	-	900,519	-	900,519
Prepaid expenses	2,500	-	-	2,500	2,500	-	-	2,500
	142,988	1,739,214	-	1,882,202	74,503	1,759,009	-	1,833,512
TANGIBLE CAPITAL ASSETS (Note 6)	-	-	7,826	7,826	-	-	11,630	11,630
	\$ 142,988	\$ 1,739,214	\$ 7,826	\$ 1,890,028	\$ 74,503	\$ 1,759,009	\$ 11,630	\$ 1,845,142
LIABILITIES								
CURRENT								
Accounts payable and accruals (Note 7)	\$ 92,300	\$ -	\$ -	\$ 92,300	\$ 58,702	\$ -	\$ -	\$ 58,702
Government remittances payable	4,683	-	-	4,683	493	-	-	493
Deferred contributions (Note 8)	-	-	-	-	59,195	-	-	59,195
	96,983	-	-	96,983	493	-	-	493
GOVERNMENT ASSISTANCE (Note 9)	-	400,000	-	400,000	-	400,000	-	400,000
FUND BALANCES	96,983	400,000	-	496,983	59,195	400,000	-	459,195
GOVERNMENT CONTRIBUTION (Note 10)	-	964,052	-	964,052	-	964,052	-	964,052
FUND BALANCES (Exhibit B)	46,005	375,162	7,826	428,993	15,308	394,957	11,630	421,895
	46,005	1,339,214	7,826	1,393,045	15,308	1,359,009	11,630	1,385,947
COMMITMENTS (Note 15)	\$ 142,988	\$ 1,739,214	\$ 7,826	\$ 1,890,028	\$ 74,503	\$ 1,759,009	\$ 11,630	\$ 1,845,142

Financial Information

COMMUNITY FUTURES DEVELOPMENT CORPORATION OF SUN COUNTRY

STATEMENT OF OPERATIONS

For the year ended March 31, 2013

	2013			2012		
	Operating Fund	All Loan Funds	Total	Operating Fund	All Loan Funds	Total
REVENUES						
Federal Government contribution (Note 11)	\$ 299,792	\$ -	\$ 299,792	\$ 300,284	\$ -	\$ 300,284
Interest from loans	-	90,212	90,212	-	90,658	90,658
Administrative billings (Note 12)	9,846	-	9,846	8,450	-	8,450
Interest from investments and deposits	1,512	7,060	8,572	1,070	8,304	9,374
Other contract revenue (Note 13)	26,700	-	26,700	5,447	-	5,447
Loan processing fee	5,481	-	5,481	2,396	-	2,396
Write-offs recovered	-	-	-	-	691	691
	<u>343,331</u>	<u>97,272</u>	<u>440,603</u>	<u>317,647</u>	<u>99,653</u>	<u>417,300</u>
EXPENSES						
Audit and legal	16,240	-	16,240	15,093	-	15,093
Advertising	16,096	-	16,096	6,186	-	6,186
Amortization	5,358	-	5,358	5,334	-	5,334
Conferences and seminars	18,538	-	18,538	12,774	-	12,774
Insurance	3,040	-	3,040	3,245	-	3,245
Licence, dues and fees	2,187	-	2,187	2,075	-	2,075
Office	34,323	-	34,323	22,849	-	22,849
Other contract expenses (Note 14)	1,266	-	1,266	3,624	-	3,624
Rent	13,500	-	13,500	13,500	-	13,500
Repairs and maintenance	3,426	-	3,426	3,125	-	3,125
Reserve for loan impairment and loan write-offs	-	117,067	117,067	-	127,299	127,299
Telephone and utilities	13,505	-	13,505	15,425	-	15,425
Travel	9,204	-	9,204	10,599	-	10,599
Venture investment program	1,000	-	1,000	1,000	-	1,000
Wages and benefits	178,755	-	178,755	205,376	-	205,376
Loss on disposal of capital assets	-	-	-	-	-	-
	<u>316,438</u>	<u>117,067</u>	<u>433,505</u>	<u>320,205</u>	<u>127,299</u>	<u>447,504</u>
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	<u>\$ 26,893</u>	<u>\$ (19,795)</u>	<u>\$ 7,098</u>	<u>\$ (2,558)</u>	<u>\$ (27,646)</u>	<u>\$ (30,204)</u>

Incorporated Communities

- District of Logan Lake □ Village of Ashcroft □ Village of Cache Creek □ Village of Lytton
- Village of Clinton □ District of Lillooet □ District of Hope

First Nations Communities

Ashcroft Indian Band	Skeetchestn Indian Band	Boston Bar Band
Cooks Ferry Indian Band	Canoe Creek Indian Band	Boothroyd Band
Kanaka Bar Indian Band	High Bar Indian Band	Chehalis Band
Lytton First Nations	Pavillion Indian Band	Seabird Island Band
Nicomen Indian Band	Bridge River Indian Band	Spuzzum First Nation
Oregan Jack Indian Band	Coyoose Creek Indian Band	Yale First Nation
Siska Indian Band	Xaxl'ip Indian Band	Sto'lo Chawathil Band
Skuppah Indian Band	Seton Lake Indian Band	Naiton/Skwahalook
Bonaparte Indian Band	T'it'q'et Indian Band	Shxw'pw'hamel First Nation

Regional District Communities

Thompson-Nicola Regional District (TNRD)

- Savona □ 70 Mile House □ Spences Bridge □ Walhachin □ Electoral Areas E, I, J

Fraser Valley Regional District (FVRD)

- Boston Bar □ Yale □ Spuzzum □ North Bend □ Hell's Gate □ Electoral Areas A, B

Squamish-Lillooet Regional District (SLRD)

- Bralorne □ Pavilion Lake □ Goldbridge □ Fountain □ Seton Portage
- Shalalth □ Electoral Areas A, B

Growing communities one idea at a time.



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