Community Futures Newsask

ANNUAL REPORT

APRIL 1, 2022 TO MARCH 31, 2023

Prepared: May 17, 2023

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NEWSASK COMMUNITY FUTURES DEVELOPMENT CORPORATION

BOARD OF DIRECTORS

CHAIRPERSON: KATHY LINDSAY

Kathy joined the Newsask Board on November 25, 2015 representing Zone 2 and she and her husband, Rick reside in the town of Arborfield operating a third generation family farm. Previously Kathy worked over 18 years with the Royal Bank in Saskatoon before relocating to Arborfield. Since arriving in Arborfield, she has volunteered on various organizations which work effectively as joint ventures between Arborfield, Carrot River and Zenon Park. She completed a term on town council as Deputy Mayor.

Kathy continues to spend her time volunteering with various organizations while balancing her time helping on the farm.

SECRETARY-TREASURER: DARA McMUNN

Dara McMunn joined the Newsask Board on June 15, 2017 and is representing Zone 4.

She was a Delegate for Affinity Credit Union for four years, spent ten years on the board for Star City Minor Sports, eight years on the Star City School Community Council, and has belonged to numerous other committees and boards with a focus on community development throughout her years working for three different Regional Colleges. She previously worked in various senior management positions including Executive Director, Director of Programs, Director of Development and Director of Human Resources at Cumberland College, Parkland College and Prairie West Regional College for 24 years. She currently owns and operates a grain farm near Star City with her husband.

DIRECTOR: GARY CLEAVELEY

Gary is from Tisdale and joined the Board in April 2014 and is Newsask's Zone 5 representative. Gary is a current K40 member and current Board member for Tisdale Minor hockey. He is a former Kinsmen member and refereed hockey for 25 years. He is a past coach for hockey and baseball and was on the provincial SIAST advisory board and Board member for OPET for 15 years. Gary is married, has two grown children and enjoys spending time with his grandchildren.

DIRECTOR: ALAN BISHOFF

Alan joined the Newsask Board on January 23, 2019 representing Zone 1 for the northern Village of Cumberland House. Alan is a Professional Engineer with a Teaching Certificate, Domestic Gas Fitter's License, Power Engineer 4th class, Refrigeration engines, Journeyman Gas Welder, Journeyman Heavy Duty Repair and currently in 4th

year as Apprentice Electrician. He won Eecol Electric award for highest 2nd year marks in Saskatchewan in 2010-2011. He currently is self employed as a plumbing and heating contractor. He has been an instructor with Northlands College and has worked as an apprentice electrician and Project Superintendent with New Careers Corporation in Cumberland House and a Powerline Construction Project. He has been on the School Division board, town council and deputy mayor and enjoys playing recreation hockey and recreational paddling and metal fabrication.
Alan resigned from the Newsask Board April 2023.

DIRECTOR: JOHN KLYNE

John Klyne joined the Newsask Board on April, 2014 and is representing Zone 3. He works for Gabriel Dumont Institute based out of Nipawin but covers Northern Region I, Eastern Region I & II. He has sat on many different boards in the Region; Shore Gold Board Member, Nipawin Ethanol Plant Subcommittee member, Frist Nations and Metis Steering Committee (Cumberland College) as well as a Steering Committee member of the Nipawin Oasis. John is a single parent raising a teenage son.

DIRECTOR: HAZEL BERG

Hazel Berg joined the Newsask Board on May 12, 2017 and is representing Zone 6. She is a former Outreach Manager, North East Outreach and Support Services, Social Worker, Child and Family Service Supervisor, Ministry of Social Services and farmer. She is the CASW representative on council at the Saskatchewan Association of Social Workers and board member of the Canadian Association of Social Workers.

DIRECTOR: CHERYL LEN

Cheryl Len joined the Board on March 31, 2017 representing Zone 7 and she and her husband Ken reside in the town of Kelvington operating the Sportsman Motel. Cheryl worked with Mosiac Marketing and was a crew leader for Census 2016. She has volunteered for many positions including Medical Advisory Board, Economic Development Committee and Town Council from 2005-2011 including Deputy Mayor.

DIRECTOR: JEANINE HOLOWATUIK

Jeanine was nominated to the Board November 24, 2017 representing Zone 9. Jeannine is currently the Community Development Director with the Town of Hudson Bay, and previously was an employee of the NE Enterprise region. Jeanine's community services include the Chamber of Commerce, Regional Park board member and Community Theatre Board member.

DIRECTOR FIRST NATIONS: MARCEL McKAY

Marcel currently works at Red Earth NCCFS Prevention Worker. He previously worked on the YES Program and as Principal in Red Earth. Marcel participates in Prevention and Intervention Programs for the Red Earth Community.

DIRECTOR METIS REPRESENTATIVE: DIANNE GENAILLE

Dianne Genaille was born and raised in Saskatchewan and has been a resident of Tisdale for the past 27 years. She has a Business Administration Certificate and is also certified as a Special Care Aide and Recreation Therapist. She has worked for the Kelsey Trail Health Region since March 1988 and during this time served on the CUPE Union as a Vice President and Steward. She has also worked as a Recreation Coordinator for Tisdale Housing Authority and was instrumental in setting up recreational programming for Tisdale and area.

Dianne is the President of the Tisdale Metis Local and she sits on the Metis Eastern Region II Board, as well as past Board member of Infinity Development Corporation. She has been a member of the Metis Nation since 1970 and has worked in the organization as an Aboriginal Family Alcohol Counselor.

Dianne is pleased to sit on the Community Futures Newsask Board as the Metis representative.

Dianne fulfilled her 9 year term on the Newsask Board November 2022.

DIRECTOR YOUTH REPRESENTATIVE: RYLAN FREED

Rylan Freed was born and raised in Melfort Saskatchewan, Rylan grew up playing many different sports through his elementary school days. As he got older he put his passion into hockey. He spent 3 years living in Tisdale, playing for the Tisdale Trojans then moved onto junior where he played for 4 years all in different provinces throughout Canada. Rylan is now studying through Lakeland College in the General Business Diploma Program.

Rylan has recently started his own hockey development company called "RF Hockey Development". Rylan is excited about his future business endeavors. Being a part of Newsask is going to be a great opportunity to learn from many great minds.

Rylan resigned his position on Newsask Board due to work commitents.

STAFF OF NEWSASK CFDC

TAYLOR WATT – CHIEF EXECUTIVE OFFICER

Experience:

- Newsask – June 2019 to present
- Farm Credit Canada – 2012 to 2019
- Affinity Credit Union – 2008 to 2012

Background:

Born and raised in Melfort, Sk. After graduation from M.U.C.C. in Melfort I took 3 years off from school to play hockey for the Melfort Mustangs in the SJHL. During this time I worked part time at the Affinity Credit Union as a teller and got involved in my family farm. After hockey was finished I attended Edwards School of Business in Saskatoon where I majored in finance. Graduated in 2012 from the U of S and started at Farm Credit Canada in Tisdale as a Relationship Manager. Worked at FCC for 7 years June 2019 when I came to Newsask Community Futures to be the CEO.

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TERRI BROMM – BUSINESS DEVELOPMENT OFFICER

Experience:

- Pharmacy practice July 1994 – March 2019
- Owner/Associate Shoppers Drug Mart July 1995 – August 2000
- Community Futures Newsask November 2019 – Present

Background:

I attended middle and secondary school in Tisdale and graduated from TUCS. After I completed my BSP from the University of Saskatchewan in 1994, we moved back to Tisdale where I managed the Bi-Rite Drugs. As an associate/owner, I operated a Shoppers Drug Mart first in Tisdale and then in Lacombe, Alberta. We moved back to Tisdale in the fall of 2000. I bring a range of experience as I have held roles with the Town of Tisdale as a Councillor and the Saskatchewan College of Pharmacists as an elected Council Member and Vice-President. I have worked in capacities with the KTHR/SHA and the University of Saskatchewan.

CONNIE RUSTON – EXECUTIVE ADMINISTRATOR

Experience:

- 13 years Branch Administration Officer - Royal Bank
- 9 years Accountant - TA Jellicoe, CA
- Newsask Community Futures - Accounting Aug 2016-Jan 2019
- Newsask Community Futures - Executive Administrator Jan 2019-present

Background:

- Business Administration Certificate
- 4th year Certified Management Accounting program

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Chairperson's Report – 2022-2023

I would like to thank the board and staff for the very positive direction we have moved over the past few years.

It isn't without a lot of work on everyone's part that this has been accomplished. And for this I thank you.

I would also like to take this time to thank Dianne, Garry and John who will unfortunately be leaving us this year. Each of you brought a very valued complement to the board and your input will be missed. However, we will be welcoming new board members, who I suspect will bring with them a new perceptive to the board.

It is great to see the progress made during the past COVID years. Taylor Watt, CEO, has the ability to see outside the box and has used this skill to benefit both our clients and the organization.

Looking back over the past year, we are seeing one of our strongest financial years to date while reducing our delinquency. Taylor and staff have been able to meet or exceed many of the targets established by Western Diversification. This is indicative of the work Taylor and his staff have continued to do. They continue work on many regional community projects while accessing grants and partners to ensure the project benefits the largest number of clients.

Time has been well spent networking to develop projects to benefit several Community Futures. It is with these relationships that successful projects are created. Taylor has worked at creating many opportunities for us to successfully partner with other provincial Community Futures.

I look forward to seeing another very successful year for Newsask of meeting or exceeding targets and goals. Hopefully the COVID economic impact will become a distant memory for everyone.

Kathy Lindsay

Kathy Lindsay, Chairperson

Growing communities one idea at a time.

This initiative is supported by Western Economic Diversification Canada.

Western Economic Diversification Canada | Diversification de l'économie de l'Ouest Canada | Canada

SUMMARY OF MINUTES

APRIL 1, 2022 TO MARCH 31, 2023

April 2022

- Watt reported that with fiscal year end we have come very close to where our projections were on last report. We have exceeded 200% in both projects and lending areas on the goals set for CF's by Prairies Can. We invested over 22k in projects and raised another 55k from partners, allowing us to directly invest 77k in projects in our region. We served over 500 businesses last fiscal, did 17 loans worth 1.1M of new money, while collecting 295k in interest. This is an increase of 24% from three years ago. Our arrears have dropped from 16.8% to 11.6% today, which is a reduction of 121 k in past due debt.
- Projects currently in progress are Hire of Talent with 13 businesses completing the survey and 12 planning to attend the webinar focusing on people with disabilities. Cost to Newsask is 1k with 17k administration fee coming to compensate our time.
- YBEX is in full swing with 44 Business Plan entries and 7 Zoom entries.
- Winter Destination – Destinate Group is writing a grant application for PrairiesCan Tourism Relief Fund for $300k of funding to continue working on this project over the next 24 months. Cost to Newsask is $1k for grant writing, and we would be project lead and contracting out the work.
- 1000 Miles of Snow – season is wrapping up and we will be looking to undertake the project again in the fall. Cost to Newsask is $1k plus our time.
- Destination Creation Program SEDA has submitted an application to PrairiesCan for funding under this program, aiming to create destination businesses and assist communities in increasing their destination attraction quotient.
- Other CF virtual programs running that we are referring clients to are Succession Matching, Financially Fierce and Digital Literacy.
- Strategic Planning session is planned for June and may have new projects come from that.
- Plan to meet with Maxine Redicopp from Clarence Campeau to see if there is a partnership opportunity with them.
- Resignation from the Board from Rylan Freed – Youth Rep and Alan Bishoff – Cumberland House Region 1.
- Marcel McKay, First Nations Rep will begin his tem as director June 15, 2022.
- Discussion on implementing a policy under Operations-Administration regarding procedure for Staff/Board Member and their significant other's death and what Newsask should do in their honor. Decision was made to spend $500 on staff/board and $250 on significant other.
- Policies 103 Conflict of Interest, 104 Board Code of Conduct and Director Confidentiality, 105 Board Governance Protocol, Policy 106 Director Termination and Policy 109 Board In-Camera Sessions presented at last meeting were discussed once again and approved as presented.

- McMunn presented Board Structure and Board Technology policies. Discussion on number of board members and diversity of members (gender, age, experience and ethnicity) as well as technology (board tablet provided or an annual specific allowance)

May 2022

- Annual Performance Report was presented by Mighty Networks and approved.
- Board approval by Mighty Networks on term loan for $128k.
- Board approval by Mighty Networks on term loan for total $200k including payout of current loan of $50k.

June 2022

- Board approval by Mighty Networks on term loan for $100k.
- Len reported on CF National Conference in Ottawa. She attended a seminar on Board Governance in which they were informed that before Agenda is adopted at each Board Meeting, chair is to act if any Board Member has a Conflict of Interest to declare on the presented Agenda, and if so has to be excused. Another seminar of interest was PARO Organization that discussed a Microfinance program for women in which small Peer Lending Circles help women connect and network and access loans from 1-5k with matching grants of $500-1k.
- Lindsay acknowledged McMunn for all her hard work updating our Policy Manual.
- Watt reported Q1 continues to be busy with $175k lending disbursed and another $425k pending.
- Winter Destination Project underway, contracted Destinate Group has developed eight packages with the next phase being marketing, an online booking platform, managing project and expansion of packages.
- Cumberland College awards gala was virtual again this year, Newsask sponsored an award for $500.
- Newsask had a booth at the Hudson Bay trade fair in April for two days.
- Summer student will be starting next week with Rebecca Linnell hired.
- Discussion on advertising and increasing Newsask exposure ensued and recommended setting up a You Tube channel to get our message out.
- Amendment to Syndicate loan was reviewed, asking for 15 year amortization instead of 10 year previously approved. Approved by board.
- 2022 National Operations Cost Survey Overview and Pan West Core Funding Survey Results were discussed showing wage expense are 68% national average with Newsask sitting at 55%. Funding nationally is $341k, Newsask is $269k. Average shortfall after core funding nationally is $150k where Newsask is $133k.

July 2022

- Board approval for term loan for $150k by Mighty Networks
- Board approval for term loan for $145k by Mighty Networks including payout of $100k initial loan

August 2022

- Board approval for term loan for $135k by Mighty Networks.

September 2022

- Board approval for change to term loan of $135k by Mighty Networks
- Board approval for term loan for $70k by Mighty Networks.
- Watt reported solid lending numbers, having surpassed the million dollar mark already, while exceeding targets of PrairiesCan already.
- Newsask taking lead role with Carrot River and Tourism Sask on Winter Destination project. Goal is to work with regional operators and Destinate Group has been hired to create pre-planned travel packages that people can purchase.
- Gabriel Dumont Institute in Nipawin hosted an Entrepreneur Workshop for two days to help youth explore the process of entrepreneurship and invited Newsask to give a presentation.
- PanWest meetings were held in July for managers, following up on the results of the discussions held earlier in Calgary of what Community Futures should look like in 2030 to be sustainable.
- In August McMunn and Watt met with Prince Albert CF to open the dialogue around possibly partnering opportunities.
- Board Approval to amend a delinquent loan as proposed.
- Consumer Proposal accepted to receive 26k over 5 years on a delinquent loan and board approves contacting auctioneers to determine best avenue to sell the business.
- Board approves accepting offer to sell trencher and apply balance to a delinquent loan and obtaining legal advice on best avenue to dispose of building and other collateral.
- Strategic Planning Session with Dale Botting is rescheduled to October 15, 2022.
- Board approval to amend Annual Performance Report 21-22 .business training and advisory projects actual total.
- Board agreed to close the office again this year in recognition of National Day for Truth and Reconciliation.

October 2022

- Board approval for term loan of $150k includes 76,500 payout of initial loan.

November 2022

- Board approval for syndicate loan total 204k, split either 50/50 or 1/3 with other CFs by Mighty Networks.
- Board approval for term loan of 150k includes 6.4k payout of initial loan by Mighty Networks.
- Board approval for term loan of 130k by Mighty Networks.
- Watt discussed 1000 Miles of Snow, with 12 towns participating this year. Applied for 15k grant, waiting on approval.
- Winter Destination has been approved for $299k grant, which will be disbursed as expenses are approved. Project is due to be complete by March 31, 2023, as extension was not allowed. Waiting on quotes, plan to contract out services to administer this project.

- Board approval to have bailiff seize the trencher and have it delivered to Yorkton Rentals to sell, as offer to sell trencher by former owner terms were not accepted.
- Semi annual financials were presented, showing our loan funds cash on hand at over 1.3M and loans receivable at over 5M.
- Board discussed contracting out services and advertising on media in different areas of our region.
- Discussed the Draft Strategic Plan presented by Botting Leadership Inc and decision was made to change Goal 4 to Diversify the Range and Scope of Client Services across Demographic and Economic Sectors, to increase overall loan portfolio and Strat Plan was approved as amended.
- PanWest Leadership Institute had a promotion on to receive two Board Module Training Sessions for the price of one. Board decided to table until new Board Members are in place to replace the two Board Members that will term out this year.
- Suggested that Board Orientation Manuals be placed on the Website so that board members have access to any manuals they would like to see.
- Board approves writing off interest of 7k on an old loan file that business had not been in operation for years, but client continued to make payments from their personal funds, and the property has now been sold.
- Board decision to not advance any more unconditional funds for additional loan proposal of an existing client, as a solid marketing plan is not in place.
- Board approves disbursing funds on new loan approved but mortgage documents are still in process at lawyers, as client needs funds for ordering Christmas stock immediately.
- Board decision to deal with new loans to payout RRRF loans in December 2023 so that clients do not lose the $20k forgivable portion be treated as standard loan procedure, any loans not within managers approval requirements to be presented to the board for consideration.
- Insurance policies renewed as presented.

January 2023

- Watt reported several projects on the go as well as loans in process. With Quarter 3 complete, we have exceeded all the PrairiesCan targets. This will be one of the strongest years Newsask has had financially.
- Winter Destination project – Newsask hosted a two day in-person workshop for local tourism operators.
- Working on a joint pilot project with Meridian CF to create a scorecard model within the online lending portal application where loan applications will be automatically approved or require a manual review, depending on the score they achieve.
- YBEX planning is underway with good response again from both sponsors and schools.
- 1000 Miles of Snow 15k funding from Tourism Saskatchewan was approved.

- Policy 101 Board Structure and Organization, Policy 102 Board Roles, Duties and Responsibilities, Policy 107 Board Committees, Policy 111 Board Succession Plan, and Board Profile Matrix and Policy 112 Board Governance Development were reviewed again and approved as presented.
- Board Remuneration was discussed and approved to amend Honorariums to $100 per meeting for board members and $125 for chairperson, pro-rated to beginning of this fiscal.
- Board approval of term loan of $175k by Mighty Networks.

February 2023

- Board approval of term loan of $95k by Mighty Networks.
- Board approval of amendment to loan application of $95k to $120k by Mighty Networks.
- Board approval of additional loan application of $15k from existing loan client by Mighty Networks.

March 2023

- Watt reported that this will be Newsask's strongest financial year to date in terms of interest generation, new loan disbursements, retained earnings in our loan fund and the amount we invest and raised to invest in our projects this fiscal year. We also reduced our delinquency in terms of percentage of our book but also total PND.
- Winter Destination project in partnership with our local EDO group and Tourism Saskatchewan contracted Canadian EcoTourism Services to complete our project with the one year extension that has been approved. There is 207k out of 300k left under our grant, and we will use up all those funds to complete the project.
- We had planned a luncheon and information session up at Cumberland House on March 1 in partnership with Gabriel Dumont and Clarence Campeau. Unfortunately had to postpone and hope to reschedule.
- We received $50k from PanWest to spend on eligible items this fiscal year. We ordered new board room chairs and upgraded our camera system and allocated $25k towards projects with towns and the balance will be applied against our interest transfer to increase our retained earnings. The projects that were selected are:
    - Cumberland House – two local businesses will be awarded a content creation shot with Broad Leaf Media valued at $2500 each. Two business have applied so far, and they both meet our requirements of being operational and having a social media presence. Deadline for applications is March 17.
    - Hudson Bay ran a micro-grant program, and we provided 5k where ten local businesses can get up to $500 each to help with marketing. The town of Hudson Bay is marketing and taking nominations and selecting the winners and had 22 businesses apply.

  - Carrot River is running a program the same as Hudson Bay and are taking applications until this Friday. We have contributed $5k.
  - Melfort is doing a photo shoot with Broad Leaf Media to highlight their local businesses to promote their city. We have contributed $5k.
  - Porcupine Plain is running a program the same as Hudson Bay and their program runs for two more weeks with $1k per business. We have contributed $5k also.
- Foreclosed Property in Nipawin will be listed with realtor in April.
- 1000 Miles of Snow project is winding down for the season, Krysten Sullivan was contracted to do an influencer campaign focusing on Tisdale, Star City, Melfort and St. Brieux areas this year. Also hired Broad Leaf Media to shoot additional content and Growth Media from Yorkton to perform a search engine optimization on our website to ensure we are closer to the top on a google search.
- Board reviewed again and approved Policy 130 Board Evaluation, Policy 135 Board Remuneration and Policy 140 Board Technology with the amendment to Policy 140 that Newsask will purchase said tablets if requested.
- Board reviewed and discussed Board Profiles. Nominating Committee of Len, McMunn and Klyne was appointed to begin the process of selecting candidates to present to the Board for consideration.
- Board approved extending the term of office for Klyne (Zone 3) and Cleaveley (Zone 5) until June 30, 2023 to ensure adequate succession.
- Board approval to write off portion of a delinquent loan as presented.
- Board approval to accept the Appeal request submitted for additional loan of client.
- Board defeats the Appeal request to provide additional loan to client as submitted.

NEWSASK GOALS AND OBJECTIVES

***Mission Statement: -**. For the last 35+ years, we have been here to enhance the economic development of our communities by assisting rural businesses start, expand and grow, through financial and technical services.*

Goals: Newsask CFDC will

1. *Enhanced Partnerships and Innovations – between CF's, the entire CF Network and with other Partners*
2. *Expansion of Digital-based Services to Clients*
3. *Complete the Board Restructuring and Succession Planning Processes*

4. *Diversifying the Range and Scope of Client Services across Demographic and Economic Sectors*

PROGRAMS AND ASSISTANCE

At Community Futures our mandate is to help entrepreneurs succeed in business. We offer a variety of programs and training to support you on your path to reaching your goals. Information on different business topics.

- *Community Economic Development - Community Futures works in partnership with communities throughout the province to promote and expand community economic development. We assist communities in organizing and planning for a self-directed future.*
- *Entrepreneurs with Disabilities – The Entrepreneurs with Disabilities Program (EDO) helps people with disabilities or health conditions start or expand businesses. This program is open to anyone with a viable business idea who has a self-declared disability or a health condition. We're funded in part by the Government of Canada's Opportunities Fund for Persons with Disabilities Program. Elevate provides assistance, support and resources to qualified individuals who wish to become self employed.*
- *Self-Employment Programs - The Self-Employment Program provides supports to assist eligible individuals to develop, implement and operate viable businesses. The program helps individuals obtain the necessary skills and knowledge to operate their own businesses. It is designed to assist unemployed or underemployed individuals to create and maintain self-sustaining jobs through the self-employment option*
- *Youth Entrepreneurship Community Futures - youth entrepreneurship programs connect students with financial literacy resources, mentorship from the business community and opportunities to showcase their entrepreneurial spirit.*
- *Indigenous Business Development Services Program - The Indigenous Business Development Services (IBDS) Program offers support for Indigenous entrepreneurs in Saskatchewan.*

In 2022/23 lending services created and maintained twenty-nine jobs and levered $1.776k in the Region. Newsask staff prepared a total of fifteen business plans in the past fiscal year. Staff performed counseling and research activities for an additional 351 clients. In addition, Newsask was very active with Community Development Activities/Projects leveraging $200k. in the region.

The following are some of the activities that staff and the Board of Director's have participated in during the fiscal year:

April 2022

- *Hire of Talent*

- *Newsask Regular Board Meeting in Tisdale office*

May 2022:

- *Janke LLP Annual Audit*
- *Winter Destination Project*
- *Hudson Bay Trade Fair*
- *Cumberland College Awards gala*
- *Succession Matching Webinar*
- *Financially Fierce Webinar*
- *Digital Literacy Webinar*
- *YBEX Awards Presentation – virtual and cheque presentations to schools involved*

June 2022:

- *Newsask Annual General Meeting and Regular Board Meeting*
- *CF National Conference in Ottawa*

July 2022:

- *Pan West conference for Managers in Saskatoon*

September 2022:

- *Newsask Regular Board Meeting in Tisdale office*
- *Gabriel Dumont Institute Entrepreneurship Workshop*

October 2022:

- *Strategic Planning Session with Botting Leadership Inc.*

November 2022:

- *Newsask Regular Board Meeting in Tisdale office*

December 2022:

- Christmas Train Excursion

January 2023:

- *Newsask Regular Board Meeting in Tisdale office*

March 2023

- *Newsask Regular Board Meeting in Tisdale office*
- 50K PanWest Project – Micro Grants for Porcupine Plain, Hudson Bay and Carrot River; Videography Program for Cumberland House businesses and Melfort. Photo shoot to highlight busines

SUMMARY OF ACTIVITIES

..	1990-2010	2011-2015	2016-2020	2021	2022	2023	TOTAL
Business Plans Prepared	679	127	89	42	17	15	969
Loans Disbursed	307	65	65	74	17	19	547
SEB Clients	233	92	13	0	0	0	338
Funds Leveraged (all programs)	$117,653	$6,100,532	$3,945,487	$4,254,802	$499,000	$1,776,000	$16,693,474
Training & Research Clients	7638	7,422	2,443	633	579	460	19175
Community Development Activites	1681	501	320	13	33	21	2569

Observations That May Affect Activity

- *We no longer consider ourselves a last resort lender and have become more of a partner with lending institutions, real estate agencies, insurance agencies, accountants etc. We have lent out over $21million and levered over $102.5 million in the region which confirms that we are an effective partner with other lending institutions and communities in business development.*
- *"Eighty percent of businesses fail in the first five years. By contrast, eighty percent of businesses that have participated in a business competition succeed after five years."[1]Horizons Magazine Volume 1, Issue 2, 2011 (Regina Regional Opportunities Commission). Accordingly, the Board continues to support the Youth Business Excellence Awards in the region.*
- *Overall, the data demonstrates Community Futures organizations' lending activity is making a difference.*

INVESTMENT FUNDS

Newsask had nineteen loan applications approved in 2022/23, equating to $1,881,375. In analyzing the loans approved this year, ten of these loans were brand new clients, the rest were existing client expansions.

As at: March 31, 2023	Non Repayable Investment Fund	Repayable Investment Fund	RRRF Fund	Disabilities Investment Fund	Total
Total Investment Fund Assets at end of year	$4,330,187	$450,792	2,054,887	$348,560	$7,184,426
Cash on Hand (before commitments)	$660,105	$ 198,124	0	$ 266,336	$1,124,564
Loan Commitments	$ 0	$0	$0	$0	$0
Balance to Lend Out	$660,105	$ 198,124	$0	$266,336	$1,124,564
Loans Receivable at Year End	$3,670,083	$252,668	2,054,887	$ 82,224	$6,059,862
CFS Lending Pool		$0			$0
Allowance for Doubtful Accounts at Year End	$ 374,730	$ 85,038	0	$2,467	$ 462,235
Bad Debt Expense for Fiscal Year End	$ 64,751	$ -2,908	0	$-931	$ 60,912

	Non Repayable Investment Fund	Repayable Investment Fund	RRRF Fund	Disabilities Investment Fund	Total
# of Loans Disbursed	19	0	0	0	19
Value of Loans Disbursed	$1,881,375	$0	0	0	$1,881,375
Number of FT/PT Jobs Created or Maintained	29	0	0	0	29
Funds Leveraged	$1,776,000	$		$	$ 1,776,000

NEWSASK STATISTICS ZONE BY ZONE

FOR THE PERIOD APRIL1, 2022 TO MARCH 31, 2023

Board Mem/Zone	# OF LOANS DISBURSED	SEP STARTS	BUSINESS PLANS PREPARED	$ LOANS DISBURSED	TOTAL FT/PT JOBS CREATED/ MAINTAINED	TOTAL FUNDS LEVERAGED
Bishoff ZONE 1	0	0	0	$0	0	$0
Lindsay ZONE 2	2	0	1	245,000	1	$ 100,000
Klyne ZONE 3	6	0	4	565,000	13	$1,023,000
McMunn ZONE 4	4	0	5	589,675	8	$ 270,000
Cleaveley ZONE 5	1	0	1	70,000	0	$0
Berg ZONE 6	0	0	0	0	0	$0
Len ZONE 7	0	0	0	0	0	$
Vacant ZONE 8	2	0	2	42,200	2.5	$0
Holowatuik ZONE 9	0	0	0	0	0	$0
Out of Region	4		2	369,500	4.5	383,000
TOTAL	**19**	**0**	**15**	**$1,881,375**	**29**	**$ 1,776,000**

NEWSASK COMMUNITIES AND THEIR POPULATION

(2006 and 2011 and 2021 Census; Statistics Canada) (June 30, 2015; Ministry of Health*)

Zone #1:	**2021**	**201**
Village of Cumberland House	540	671
Cumberland House Cree Nation	750	795
Total Zone #1:	**1,290**	**1,46**

Zone #2:	**2021**	**201**
Village of Aylsham	85	65
Town of Arborfield	285	312
Town of Carrot River	950	973
Village of Zenon Park	175	194
RM of Arborfield	335	343
RM of Moose Range	945	1,00
Total Zone #2:	**2,775**	**2,88**

Zone #3:	**2021**	**201**
Town of Choiceland	345	359
Village of Codette	180	198
Village of Love	50	50
Town of Nipawin	4,570	3,98
Village of Smeaton	165	182
Village of White Fox	345	355
RM of Nipawin	965	1,00
RM of Torch River	1,220	1,47
Red Earth Cree Nation	490	334
Shoal Lake Cree Nation	615	424
Total Zone #3:	**8,945**	**8,36**

Zone #4:	**2021**	**201**
Village of Beatty	65	60
Town of Kinistino	670	654
City of Melfort	5,955	5,77
Town of Star City	375	387
Village of Weldon	160	197
RM of Star City	810	918
RM of Flett Springs	655	732
RM of Kinistino	605	554
James Smith Cree Nation	850	743

Zone #6:	**2021**	**2016**	**2015***	**2011**	**2006**
Village of Lake Lenore	290	284			
Town of Naicam	650	661	896	686	690
Village of Spalding	210	244	367	242	237
Village of St. Brieux	635	667	857	590	492
Village of Pleasantdale	80	76			
RM of Spalding	420	453	211	447	425
RM of Pleasantdale	600	596	407	611	607
RM of Lake Lenore	505	587			
Total Zone #6:	***3,390***	***3,568***	***2,738***	***2,576***	***2,451***

Zone #7:	**2021**	**2016**	**2015***	**2011**	**2006**
Village of Archerwill	155	166	453	200	185
Village of Fosston	0	45	93	55	55
Town of Kelvington	830	834	1,095	864	866
Town of Rose Valley	255	282	542	296	338
RM of Kelvington	365	398	167	499	514
RM of Ponass Lake	415	422	199	527	618
RM of Barrier Valley	485	431	211	498	576
Yellow Quill First Nation	65	50	659	547	420
Total Zone #7:	***2,570***	***2,628***	***3,419***	***3,486***	***3,572***

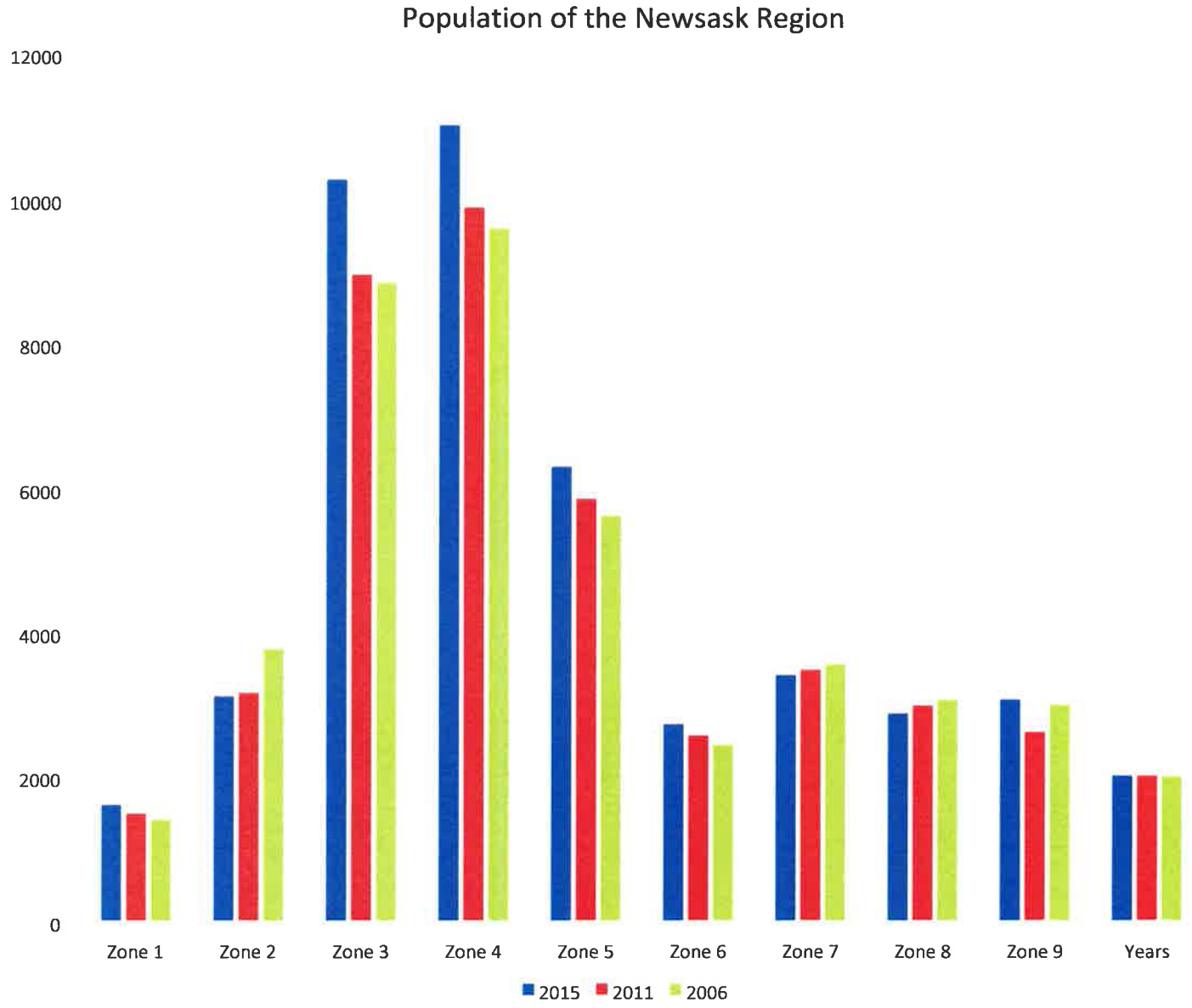
Zone #8:	**2021**	**2016**	**2015***	**2011**	**2006**
Village of Bjorkdale	145	201	354	199	201
Village of Mistatim	0	101	180	73	89
Village of Weekes	50	40	164	42	55
Town of Porcupine Plain	820	862	1,374	855	783
Village of Carragana	0	39	57	-	-
RM of Porcupine	735	803	392	920	949
RM of Bjorkdale	905	851	363	900	997
Total Zone #8:	***2,655***	***2,897***	***2,884***	***2,989***	***3,074***

Total Zone #4:	***10,145***	***10,023***

Zone #5:	**2021**	**201**
Town of Tisdale	2,960	313
Village of Ridgedale	65	55
Village of Valparaiso	0	15
RM of Tisdale	885	911
RM of Connaught	490	586
RM of Willow Creek	685	630
Kinistin Saulteaux Nation	305	321
Total Zone #5:	***5,390***	***5,65***

Zone #9:	**2021**	**2016**	**2015***	**2011**	**2006**
Town of Hudson Bay	1,400	1,397	2,363	1,504	1,646
RM of Hudson Bay	1,145	1,114	716	1,122	1,359
Total Zone #9:	***2,545***	***2,511***	***3,079***	***2,626***	***3,005***

Total Newsask Population:	**2021**	**2016**	**2015***	**2011**	**2006**
	39,705	***40,000***	***44,489***	***41,070***	***41,416***


Population of the Newsask Region
12000
10000
8000
6000
4000
2000
0
Zone 1
Zone 2
Zone 3
Zone 4
Zone 5
Zone 6
Zone 7
Zone 8
Zone 9
Years
2015
2011
2006