



ANNUAL REPORT

APRIL 1, 2021 TO MARCH 31, 2022

Prepared: May 19, 2022

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

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.

VICE CHAIRPERSON: 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.

SECRETARY TREASURER: 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.

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, First 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: VACANT

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.

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.

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

Chairperson's Report – 2021-2022

It's hard to believe we are still experiencing the effects of Covid after two years. However, It is becoming our new normal.

I am pleased to report through these challenging times, Newsask has continued to provide excellent service in the northeast. Taylor Watt and his staff continue to actively pursue and obtain new business. Some issues have arose but they have been a lot less than anticipated given the economic climate.

It is a pleasing moment when we lose an account to a financial institution who once turned them down for financing. Obviously, we are doing the job we are mandated to do.

The funds we have invested in community projects have been well received by the communities and our partners who were very willing to also invest with us.

Several projects have been carried through for our communities in the form of YBEX, Set Up for Success, Multi-Day Tourism Project and Celebrating 30 Years to name a few.

While Taylor and his staff work hard to support our communities and ensure Newsask remains a very viable entity. We are also focused on ensuring our organization meets or exceeds organization expectations. We are close to completely updating our Policy Manual which is a huge but necessary undertaking. Thank you to Dara McMunn for all her hard work ensuring this has become a reality.

We would like to take this opportunity to congratulate Taylor and his staff for a job well done again this year! We look forward to the new innovating ideas he will come up with again this coming year.

Kathy Lindsay

Chairperson, Board of Directors

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, 2021 TO MARCH 31, 2022

April 2021

- Board approval on term loan for for \$105k over 9 years with 1st Mortgage and GSA security.
- Board approval on term loan for \$60k over 5 years with GSA and PMSI security.
- Board approval on term loan for \$30k over 5 years with GSA and PMSI security.
- Discussed unaudited budget spreadsheet for final quarter. Newsask invested \$35k plus raised another \$64k from our partners to invest directly into our local business sector, which exceeded target rate of 10k/23k. We served 633 people, beating our target by 58%, administered 10 loans for 1.1M and 64 RRRF loans for over 2M dollars. Our loan portfolio (excluding RRRF) grew by 4% while our total arrears dropped by 15%. We collected over \$313k of interest revenue this fiscal, which is a 40% increase over our 3 year average.
- RRRF portal closed March 31, 2021. We disbursed over 2.1 million with roughly 725k possibly forgiven by government. We were able to collect 95k in admin fees from this program, allowing us to transfer only 5k of interest to balance our operating fund. This helps us grow our funds available to lend out.
- Renovations are completed other than some IT pieces, that are back ordered.
- YBEX – May 1 deadline for submissions. We have 4 schools working with their students on line. Due to COVID we were unable to go into the schools to pitch or hep kids with the program this year.
- Policy 540 Risk Management and 550 Loan Structure presented at last meeting were discussed and approved.

May 2021

- Annual Performance Report was presented by Mighty Networks and approved.
- Board approval on term loan for \$75k was approved.

June 2021

- Board approval to postpone our interest to second place GSA on existing client with adequate security.
- WD has renewed our contract for another four years.
- Set up for Success Program – hope to assist 10 clients this year with marketing video to promote their business.
- Celebrating 30 years – plan to host several BBQ's around our local regions through July and August.
- Budget 2020-21 Final Actual and 2021 Audited Financials was discussed in detail.
- YBEX report presented, we had 60 students participate with 48 Business Plan Submissions. Students received \$4k in cash prize money and their schools received \$1750 cash. Cost to Newsask was only \$3300 this year, mostly due to the fact we received sponsorship funds from our partners, and without a formal banquet the costs are significantly lower. Discussion on future YBEX presentations running without a banquet were favorable.

- Board Module Training – plan to do spring or fall online session. Will check with Terri Parent to see what availability is.
- Strat plan is in planning stage. Will determine at that time feasibility of combining zones that have vacancies.
- Board approval on request for policy exemption on obtaining a new valuation for existing client with current adequate GSA and mortgage for security.

July 2021

- Board approval for extra funds to cover budget overruns and payout current loan to maintain one loan payment. Total loan \$129k.
- Board approval on postponement until March/April 2022 on loan in the amount of \$75k over 5 years.
- Board approval on deferring June-August 2021 payments and extending amortization by 3 months for client with problems relating to COVID in getting business established.

August 2021

- Board approval on term loan in the amount of \$80k for 5 years, secured by GSA and guarantee.

September 2021

- CF Saskatchewan Annual Report 2020-2021. Len reported on the meeting she attended, concerns are mostly strat planning and staff training.
- PanWest Meeting in Calgary – Watt reported on the conference he attended. Focus mainly on where CF's need to go in the next 10 years and how to get there. Insight and ideas discussed on how to increase our brand, bring efficiencies to the organization and become a strong organization going forward.
- Had a couple payouts on our loan portfolio, from banks approaching clients to take on their debt now at a lower rate, now that the businesses have been established. These two clients were both declined initially, and without our assistance getting them started they would not be in the position today that banks would take them on.
- Pan West has applied for Community Futures to handle the Women's Entrepreneur Loan Fund for the west.
- CF Manager's Meeting – Saskatoon September 13 and 14. Watt attended.
- Board approval to contact W Law Group representing Newsask on loan in default to apply to the court to drop the asking price to \$80k as no activity has been forthcoming on the real estate sale.
- Actual/Projected Cash Flow for Quarter 1 2021-2022 and WD Quarterly Performance Reports and Quarter 1 Financials were discussed.
- Board Module Training – discussion on which training sessions would be most beneficial at this time. November 27 was chosen for Board Modules 9, 10 and 11 with Terri Parent as presenter. Board requested Christmas party be planned for this date as well.

- National Day for Truth and Reconciliation is a statutory holiday for federally regulated workplaces. Board discussed and decided the office should be closed that day to honour the day.
- CF National Conference May 8-9, 2022 in Ottawa. Details are forthcoming yet, Newsask would cover the flight, hotel and meals for Board or Staff members wishing to attend.
- Policy 305 Recruitment, Policy 306 Performance Management, Policy 307 Progressive Discipline and Policy 335 Travel Expenses were discussed. Policy 305 and 306 were approved as presented. Policy 307 and 335 were tabled for amendments.

November 2021

- Board approves the syndicate loan application of CF Ventures in the amount of \$70,979 for 10 years, secured by GSA and 2nd place mortgage.
- Board approves the loan application referred by North Battleford CF due to conflict of interest for \$150k over 7 years with GSA and Unlimited Guarantees.
- BBQ fundraisers were well received in the communities of Porcupine Plain, Carrot River and Hudson Bay, providing good exposure and funds for their projects.
- Multi-Day Snowmobile Project – Tourism Sask has been working on a project to promote winter tourism in the region. Carrot River is taking the lead on the project and other towns are on board to assist, with Newsask administering the financials.
- Actual/Projected Cash Flow 2nd Quarter July-Sept 2021 was discussed. Interest collected is well above our target. WD Performance Quarterly report was discussed, showing that our targets are on pace to exceed in most areas. Financials for 2nd Quarter were discussed, showing we are on target to reach our budget.
- CF National Conference May 8-9 in Ottawa, we have 2 board members and 2 staff scheduled to attend.
- Insurance policies were reviewed. It was noted that we have \$2million non-owned Automobile Liability Insurance in place, will investigate to see if this is sufficient to protect the Corporation. Insurance has increased by \$420/190 this year.

December 2021

- Board approves the loan application for \$150k over 7 years, syndicate loan with Northwest CF lending \$54k, with GSA security.
- Board approves paying the tax liens of two defaulting properties.
- Board approves loan application for \$75k over 10 years with GSA security and 2nd Mortgage.

January 2022

- RRRF deadline has been pushed back by one year by federal government, giving clients until December 31, 2023 to repay their loan to still receive the forgivable portion. Letters of Amendment to all RRRF loan clients are being prepared.
- 1000 Miles of Snow received \$10k from Tourism Saskatchewan with 10 local communities participating, contributing 5k as well.
- Multi Day Snowmobile Tour project will be changing the name to better represent the project not limiting it to snowmobiling. We have received 20k from Tourism

Saskatchewan to launch the project, as well as local operators, raising 30k total for the project. We have hired The Destinate Group to take on the project to setup travel package options from local tourism operators that consumers can purchase as a travel package to our region.

- SynGen Experience IT completed an IT risk assessment on all CF offices in western Canada. Newsask risk level came back “medium” which is fairly good compared to other offices. We will be reviewing this report in full, talking to our local IT consultant on how to mitigate these identified risks going forward. Panwest is contributing up to \$6500 per office to put these preventative measures in place.
- CF Provincial Conference is March 9-11 at Bessborough Hotel in Saskatoon. All board and staff are invited to attend, with Newsask paying hotel and travel expenses.
- Board approval to accept offer of 95k on property and have lawyer submit this back to the court to authorize this selling price.
- Actual/Projected Cash Flow – 3rd Quarter Oct 1-December 31 was discussed, showing actual interest received is higher than forecast. WD Performance Targets to December 31, 2021 were discussed, showing that our targets have all been met for the year, ensuring we will end the fiscal in good standing. 3rd Quarter Financials were discussed, showing we are on track within our expense categories and due to COVID restrictions still in place, have come under budget in many categories, resulting in not requiring the full proposed interest transfer to balance our account.
- Annual Operating Plan and Budget 2022-23 were presented and discussed in detail, noting variances from past years. Board approved as presented.
- Policy 125 CEO Evaluation and tools, Policy 335 Travel & Expenses, Policy 410 Harassment and Appendix A, Policy 415 Violence with appendix A and B and Policy 405 General Health & Safety from last meeting were discussed again and approved by the Board.

February 2022

- Board approves program to give back a fixed amount of \$750 for each loan business that qualifies as hardest hit sectors (recreation, tourism, hospitality and advertising) due to COVID. To be eligible, businesses must have been operational this year.
- Board approves loan for 91.5 over 5 years, with PMSI and GSA security.
- Board approves loan for 108.5 over 10 years with GSA and 2nd place Mortgage for security.
- Board approves going ahead with a pilot project to enter into revolving interest only financing product secured by actual inventory.

March 2022

- Board approves loan application for \$128k over 5 years with PPSA security.
- Hire of Talent – Newsask is 1 of 3 organizations in Saskatchewan participating in this national awareness campaign aimed at increasing employer confidence in hiring people with disabilities and provides resources to help employers tap into this talent pool during their search for skilled workers.
- Round 10 Stats Can data on CF clients vs non CF clients – overall the data presented demonstrates CF organization’s lending activity is making a difference.

- Youth and Gender Report – female entrepreneurs businesses saw greater increases in sales and employment and enjoyed greater longevity than male owned CF client businesses and western clients outperformed the national average of CF supported clients.
- Cyber Security Review, plan is being implemented to address the risks.
- 1000 Miles of Snow and Winter Destination project are both in full swing. We have increased our followers by 800 people on the 1000 Miles of Snow project due in large to the increase in marketing by Northern Escape Photography.
- YBEX is underway with formal presentations made virtually to 4 schools in our area, and a number of schools have shown interest in students submitting business plans.
- Board approves proceeding with Bailiff seizing security on defaulted client.
- Board approves amending loan application to \$75k from \$70,979 initially approved.
- Board approves nomination of Marcel McKay as First Nations Representative.
- Discussion on partnership opportunities with CF Prince Albert, deciding to send letter to PA CF Board to discuss.

NEWSASK GOALS AND OBJECTIVES

Mission Statement: - *For the last 30+ 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. *Maintain & Increase Lending Volume*
2. *Brand Awareness*
3. *Survive and Recover from Pandemic*

TECHNICAL SERVICES

Technical services are an integral part of Newsask's day-to-day activities. The service includes development of business plans, assessment of the viability of a business proposal; financial projections; computer services; bookkeeping assistance; guidance and liaison to other assistance programs (private or government); analysis of financial information of existing businesses; advice on legislative and regulatory requirements for business; management assistance; monitoring and support. We utilize Square One and PCensus information to assist clients with their business plans and feasibility. Twelve E-books are listed on our webpage that are free of charge to the client's that provide information on different business topics. An area of increased activity for CFDC staff is client counseling and business training. A service that is provided is a "business review".

Philosophy- Provide a business review as a business retention strategy and to enhance and ensure success of the business.

In 2021/22 technical services created and maintained twenty-four jobs and levered \$444,000 in the Region. Newsask staff prepared a total of sixteen business plans in the past fiscal year. Staff performed counseling and research activities for an additional 521 clients. In addition, Newsask was very active in Community Development Activities/Projects leveraging \$55,500. 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 2021:

- Strat Planning with Dale Botting postponed until summer*
- Newsask Regular Board Meeting in Tisdale office by ZOOM*

May 2021:

- Janke LLP Annual Audit*
- SEDA Conference and Career Fairs cancelled due to COVID*
- YBEX Awards Presentation – virtual and cheque presentations*

June 2021:

- Newsask Annual General Meeting and Regular Board Meeting*

July 2021:

Set up for Success Program

August 2021:

- 30th Anniversary BBQ fundraiser in Porcupine Plain, Carrot River and Hudson Bay*

September 2021:

- Newsask Regular Board Meeting in Tisdale office*
- CF Saskatchewan meeting of directors and strat plan*
- Pan West conference for Managers in Calgary*
- CF Managers Meeting in Saskatoon*

November 2021:

- Newsask Regular Board Meeting in Tisdale office*

December 2021:

- Regional EDO 1000 Miles of Snow meeting*

January 2022:

- Newsask Regular Board Meeting in Tisdale office*

- *SynGen Experience IT – IT risk analysis*

February 2022:

- *COVID Hardest Hit sectors 14 business received \$750 contribution*

March 2022:

- *Regional EDO 1000 Miles of Snow meeting*
- *Newsask Regular Board Meeting in Tisdale office*
- *CF Provincial Conference at Bessborough Hotel Saskatoon*
- *Winter Destination Project – Newsask administering financials*

NEWSASK SUMMARY OF ACTIVITIES

| | 2020 | 2021 | 2022 |
|---|---------|-----------|-----------|
| <i>Business Plans Prepared</i> | 19 | 42 | 17 |
| <i>Loans Processed (disbursed)</i> | 15 | 74 | 17 |
| <i>Funds Leveraged (All Programs)</i> | 783,647 | 4,254,802 | \$499,000 |
| <i>Training & Research Clients</i> | 548 | 633 | 579 |
| <i>Community Development Activities</i> | 48 | 13 | 33 |

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 \$19.8 million and levered over \$101 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.”¹Horizons Magazine Volume 1, Issue 2, 2011 (Regina Regional Opportunities Commission). Accordingly, the Board continues to support the Youth Business Excellence Awards in the region.*
- *CFP (Community Futures Performance) report round 10 (2012-2017) completed February 2022. This report is a continuation of a performance measurement strategy used to evaluate Community Futures (CF) loan client success by comparing several indicators of business success with results from comparable firms for the period 2012 to 2017. These indicators include industry concentration, employment growth, firm longevity, sales growth, and labour productivity growth, which are measured using data obtained from Statistics Canada.*
- *Overall, the data demonstrates Community Futures organizations’ lending activity is making a difference. While the comparable group appears to lend to a slightly more diversified clientele base, CF assisted businesses continue to increase in diversity according to the Herfindahl index. In general, CF assisted businesses are outperforming the comparable group.*

INVESTMENT FUNDS

Newsask had seventy-six loan applications approved in 2021/22, equating to \$2,492,905 with \$300k of that on hold. As of March 31, 2022, 17 new loans had been disbursed in the amount of \$1,099,850. In analyzing the loans approved this year, six of these loans were brand new clients, the rest were existing client expansions.

| <i>As at: March 31, 2022</i> | <i>Non Repayable Investment Fund</i> | <i>Repayable Investment Fund</i> | <i>RRRF Fund</i> | <i>Disabilities Investment Fund</i> | <i>Total</i> |
|--|--|--------------------------------------|------------------|---|--------------|
| <i>Total Investment Fund Assets at end of year</i> | \$3,030,632 | \$986,992 | 2,140,487 | \$331,169 | \$6,489,280 |
| <i>Cash on Hand (before commitments)</i> | \$698,748 | \$ 727,917 | 42,100 | \$ 239,446 | \$1,708,211 |
| <i>Loan Commitments</i> | \$ 300,000 | \$0 | \$0 | \$0 | \$300,000 |
| <i>Balance to Lend Out</i> | \$398,748 | \$ 727,917 | \$42,100 | \$239,446 | \$1,408,211 |
| <i>Loans Receivable at Year End</i> | \$2,850,427 | \$344,429 | 2,098,387 | \$ 95,113 | \$5,388,356 |
| <i>CFS Lending Pool</i> | | \$0 | | | \$0 |
| <i>Allowance for Doubtful Accounts at Year End</i> | \$ 488,000 | \$ 88,000 | 0 | \$3,399 | \$ 579,399 |
| <i>Bad Debt Expense for Fiscal Year End</i> | \$ 135,303 | \$ 1,775 | 0 | \$0 | \$ 137,078 |

| | Non Repayable Investment Fund | Repayable Investment Fund | RRRF | Disability Investment Fund | Totals |
|---|----------------------------------|------------------------------|-----------|-------------------------------|-------------|
| <i># of Loans Disbursed</i> | 14 | 0 | 3 | 0 | 17 |
| <i>Value of Loans Disbursed</i> | \$1,019,850 | \$0 | \$ 80,000 | 0 | \$1,099,850 |
| <i>Number of FT/PT Jobs Created or Maintained</i> | 23 | | 1 | | 24 |
| <i>Funds Leveraged</i> | \$444,000 | \$ | | \$ | \$ 444,000 |

**NEWSASK STATISTICS ZONE BY ZONE
FOR THE PERIOD APRIL1, 2021 TO MARCH 31,
2022 LOAN PORTFOLIO ONLY**

| 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 | 2 | 35,000 | | \$ |
| Klyne ZONE 3 | 3 | 0 | | 108,000 | 1 | \$310,000 |
| McMunn ZONE 4 | 3 | 0 | 5 | 325,600 | 11 | \$ 54,000 |
| Cleaveley ZONE 5 | 2 | 0 | 5 | 141,500 | 1 | \$10,000 |
| Berg ZONE 6 | 1 | 0 | 1 | 108,000 | 3 | \$0 |
| Len ZONE 7 | 0 | 0 | | | | \$ |
| Vacant ZONE 8 | 5 | 0 | 3 | 315,750 | 6 | \$5,000 |
| Holowatuik ZONE 9 | 1 | 0 | 1 | 66,000 | 2 | \$65,000 |
| TOTAL | 17 | 0 | 17 | \$1,099,850 | 24 | \$ 444,000 |

NEWSASK COMMUNITIES AND THEIR POPULATION

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

| | 2021 | 2016 | | 2021 | 2016 | 2015* | 2011 | 2006 |
|------------------------------|--------------|--------------|---------------------------|--------------|--------------|--------------|--------------|--------------|
| Zone #1: | | | Zone #6: | | | | | |
| Village of Cumberland House | 540 | 671 | Village of Lake Lenore | 290 | 284 | | | |
| Cumberland House Cree Nation | 750 | 795 | | | | | | |
| Total Zone #1: | 1,290 | 1,466 | Town of Naicam | 650 | 661 | 896 | 686 | 690 |
| | | | Village of Spalding | 210 | 244 | 367 | 242 | 237 |
| Zone #2: | 2021 | 2016 | Village of St. Brieux | 635 | 667 | 857 | 590 | 492 |
| Village of Aylsham | 85 | 65 | Village of Pleasantdale | 80 | 76 | | | |
| Town of Arborfield | 285 | 312 | | | | | | |
| Town of Carrot River | 950 | 973 | RM of Spalding | 420 | 453 | 211 | 447 | 425 |
| Village of Zenon Park | 175 | 194 | RM of Pleasantdale | 600 | 596 | 407 | 611 | 607 |
| RM of Arborfield | 335 | 343 | RM of Lake Lenore | 505 | 587 | | | |
| RM of Moose Range | 945 | 1,000 | | | | | | |
| Total Zone #2: | 2,775 | 2,881 | Total Zone #6: | 3,390 | 3,568 | 2,738 | 2,576 | 2,451 |
| | | | | | | | | |
| Zone #3: | 2021 | 2016 | Zone #7: | 2021 | 2016 | 2015* | 2011 | 2006 |
| Town of Choiceland | 345 | 359 | Village of Archerwill | 155 | 166 | 453 | 200 | 185 |
| Village of Codette | 180 | 198 | Village of Fosston | 0 | 45 | 93 | 55 | 55 |
| Village of Love | 50 | 50 | Town of Kelvington | 830 | 834 | 1,095 | 864 | 866 |
| Town of Nipawin | 4,570 | 3,989 | Town of Rose Valley | 255 | 282 | 542 | 296 | 338 |
| Village of Smeaton | 165 | 182 | RM of Kelvington | 365 | 398 | 167 | 499 | 514 |
| Village of White Fox | 345 | 355 | RM of Ponass Lake | 415 | 422 | 199 | 527 | 618 |
| RM of Nipawin | 965 | 1,004 | RM of Barrier Valley | 485 | 431 | 211 | 498 | 576 |
| RM of Torch River | 1,220 | 1,477 | Yellow Quill First Nation | 65 | 50 | 659 | 547 | 420 |
| Red Earth Cree Nation | 490 | 334 | Total Zone #7: | 2,570 | 2,628 | 3,419 | 3,486 | 3,572 |
| Shoal Lake Cree Nation | 615 | 424 | | | | | | |
| Total Zone #3: | 8,945 | 8,361 | Zone #8: | 2021 | 2016 | 2015* | 2011 | 2006 |
| | | | Village of Bjorkdale | 145 | 201 | 354 | 199 | 201 |
| Zone #4: | 2021 | 2016 | Village of Mistatim | 0 | 101 | 180 | 73 | 89 |
| Village of Beatty | 65 | 60 | Village of Weekes | 50 | 40 | 164 | 42 | 55 |
| Town of Kinistino | 670 | 654 | Town of Porcupine Plain | 820 | 862 | 1,374 | 855 | 783 |
| City of Melfort | 5,955 | 5,778 | Village of Carragana | 0 | 39 | 57 | - | - |
| Town of Star City | 375 | 387 | RM of Porcupine | 735 | 803 | 392 | 920 | 949 |
| Village of Weldon | 160 | 197 | | | | | | |
| RM of Star City | 810 | 918 | RM of Bjorkdale | 905 | 851 | 363 | 900 | 997 |
| RM of Flett Springs | 655 | 732 | Total Zone #8: | 2,655 | 2,897 | 2,884 | 2,989 | 3,074 |
| RM of Kinistino | 605 | 554 | | | | | | |
| James Smith Cree Nation | 850 | 743 | | | | | | |

| | | |
|---------------------------|---------------|---------------|
| Total Zone #4: | 10,145 | 10,023 |
| Zone #5: | 2021 | 2011 |
| Town of Tisdale | 2,960 | 3,134 |
| 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 | 5,659 |

| | | | | | |
|-----------------------|--------------|--------------|--------------|--------------|--------------|
| 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 |

