



Annual Report 2015/2016



Because it's not always
apples to apples ...





About Us

Community Futures Thompson Country (CFTC) is a community based economic renewal organization supported by Western Economic Diversification that helps local residents start and grow their businesses. As a non-profit organization, CFTC works with community partners to help diversify the local economy to support business development and employment.

Established in 1987, CFTC is managed by a community representative Board of Directors who are drawn from the community-at-large and represent a wide range of interests including banking, business, and inclusive of both professional and government services.

CFTC is managed by a team of professional staff that provide a wide array of business services including:

- Business Information sessions
- Business Plan Development
- Business Coaching and Technical support
- Small Business Loans
- Self-Employment Services
- Employment Services – (WorkBC Merritt)
- Community Economic Development support

Business Information Services

CFTC provides its clients with business information resources to support, grow and develop their ideas. These services are provided free as part of the ongoing mandate as established by Western Economic Diversification.

Business Plan Development

CFTC offers business plan support for local entrepreneurs. This service offers limited one-on-one business plan development assistance for free or on a fee for service basis.

Business Coaching and Technical Support

CFTC offers business coaching to support local and regional business owners and entrepreneurs. CFTC has a number of **Business Analysts** that have extensive experience in developing, growing and assisting businesses. This service provides entrepreneurs with all the tools needed to successfully launch and start their new business.

Loans - Financing for Businesses

CFTC may provide loan funds for business start-ups, business expansions or to purchase an existing business. A business plan is required to access funds. CFTC provides one-on-one assistance to entrepreneurs who apply for a loan. Loans are repayable, and the terms and interest charges are determined with the client at the time that the client accesses the loan funds.

4H Program Loans

CFTC has established a 4H Lending Program for 4H Club members in the Thompson Region to apply for a maximum loan of \$1,500 to finance their project for that year. The proceeds are for the purchase of marketable livestock – beef, swine, sheep, goats and horses or other projects approved by the 4H organization.



Self-Employment Services

CFTC delivers Self-Employment Services in Kamloops, Merritt, Chase and Lillooet. This service supports new entrepreneurs through business plan development, by way of classroom instruction, professional mentoring and coaching support to ensure that new business owners acquire the tools needed to plan, launch and grow their businesses.

Employment Services (WorkBC Merritt)

CFTC delivers the Employment Program of BC (EPBC) at the WorkBC Merritt Employment Services Centre. The Merritt WorkBC Team provides support services for individuals looking for work, exploring career opportunities and acquiring new skill development.

Community Economic Development

CFTC works with its local communities and regional partners to develop and assist in the creation of projects that support the local economy.

Performance and Results

Loan (Investment Fund Performance) –Results

In 2015 Community Futures Thompson Country (CFTC) re-established quarterly Business Analyst meetings with their regional CFDC network partners and this has been a valuable tool to establish best practices for lending in the region.

Our 2015 CFTC loan target was \$600,000 in loans with the creation of 12 new businesses, In 2015 CFTC lent **\$716,567.00** to **17 new businesses** in the region. An additional **\$6 million dollars** have been leveraged through these loans which assisted in creating/maintaining 51 jobs direct jobs through this support. Our business services assisted in creating and maintaining an additional 107 jobs and we helped over 78 business throughout the year.



Number of Loans Approved	17
Value of Loans	\$716,576
Jobs Created / Maintained through loans	51
Jobs Created / Maintained through Business Services	107
Businesses Assisted through Business Development Services	78

Self-Employment - Performance Results

CFTC is consistently looking at ways to improve its programming to better support the needs of its clients. In 2015, we increased one-on-one coaching with clients which we believe will lead to better business advice and more mentoring opportunities translating into long term success for our clients and their businesses.

In 2015 - 29 clients successfully launched their businesses through Self-Employment Services.

New Self Employment Business Starts



Employment Services –WorkBC Merritt Performance Results

The WorkBC Merritt Employment Services Centre saw a steady increase of clients over the course of the year. In 2015, we provided employment related services to over 431 case managed clients and purchased \$195,535 worth of financial supports, including occupational skills training, wage subsidies, transportation support and work-related equipment for clients.



Community Economic Development

CFTC has continued to be actively involved in the communities that it serves. Over the course of the last year CFTC has participated in agricultural business development and education, business retention and expansion projects, labour market attraction and business development in the community. CFTC continues to assist community development by facilitating and getting involved, acting as a mentor and providing general guidance to communities, organizations and individuals.



School based Entrepreneurial Development

Partnering with the Chief Atcham School at Adams Lake in Chase – CFTC staff taught business plan development to local students. This interactive, hands-on program assisted these students to successfully develop a business plan for their business. The group launched Skookum Arts and Design Company which designed and produced 200 kid designed silkscreened t-shirts. The group promoted their shirts at the five bands community meeting and quickly sold out making a profit for their new business.



Business Walk Barriere

Partnering with the Ministry of Jobs, Tourism and Skills Training and the Barriere, Chamber of Commerce, CFTC assisted in a business walk program to support business retention in the community. The resulting process determined that succession planning was needed to retain local businesses in Barriere. Succession planning provides a critical link to maintain local businesses in the community by developing a plan to transfer businesses to friends, family or buyers of a business keeping that business in the community. A workshop session was planned in March but postponed until another suitable date.



Agriculture Water Demand model

CFTC provided financial support and partnered with the City of Kamloops to produce an Agriculture Water Demand Model to respond to population growth, climate change and the overall increased demand for water in the region. The water model will be used as a planning tool to support programs to manage water in our region and promote the growth and sustainability of our agriculture industry.



Downtown at the Market Feasibility Study

CFTC took a leadership role and provided funding support in the amount of approximately \$49,000 to examine the feasibility and viability of developing/implementing a 12 month Food/Farm Peoples Market in Kamloops. The final report for the “Feasibility Study for a year round public food/farm market in Kamloops” was presented on April 13, 2016 to the community.

The feasibility study determined that a 12 month market was viable but a number of pieces needed to be in place to make it successful. CFTC committed additional resources to support the findings and a Task Force (steering committee) was formed to develop an action plan to move the project forward. A total leveraged value of the project was \$ 55,000.

