

## Performance Results for 2016-17 Community Futures Centre West

Community Futures (CF) is a program that supports community economic development and builds the capacity of communities to realize their full sustainable potential. The purpose of the CF Program is to help communities develop and implement *local solutions to local problems*.

| <b>Community Futures Performance Results</b>  | <b>Results as of 2016-17</b> |
|---|------------------------------|
| <b><i>Strong rural community strategic planning and implementation</i></b>  |                              |
| 1. Total number of community-based projects (new & on-going)  | <b>54</b>                    |
| 2. Total number of local and regionally-based community strategic plans developed and/or updated  | <b>5</b>                     |
| <b><i>Rural access to business development services</i></b>   |                              |
| 3. Total number of business training session participants   | <b>771</b>                   |
| 4. Total number of business advisory services   | <b>202</b>                   |
| <b><i>Rural access to capital and leveraged capital</i></b>   |                              |
| 5. Dollar value of loans  | <b>612,500</b>               |
| 6. Total number of loans  | <b>12</b>                    |
| 7. Number of jobs created/maintained/expanded through lending <sup>1</sup>  | <b>29.50</b>                 |
| Provide additional Information (e.g. Success stories, Links to priorities, leveraging work, communication events, etc...)   |                              |
| <p><b>Bow Valley BBQ Inc. Canmore, Alberta</b></p> <p>In 2013, Jamie Ayles was part of CFCWest’s Self Employment Program where he received entrepreneurship training as part of the provinces Self Employment Training Program. Jamie wanted to commercialize his formula for BBQ sauce and other condiments. CFCWest’s introduced Jamie to the Leduc Processing Facility and assisted him with a grant application through Growing Forward. CFCWest also lent him \$25,000 in seed money to help him commercialize 5 initial products. By 2014/15 the company had outgrown the Leduc facility and it was determined a processing facility was required if the company was to expand. Jamie made the decision to acquire a Canmore food manufacture and purchased Boccalino Fine Foods. CFCWest assisted with the purchase by providing business support and a loan. The purchase of the new manufacturing facility provided the businesses with the much needed production capacity and as a result, opened new markets to Bow Valley BBQ and the Bow Valley Region. In the 2016-2017 year Jamie Ayles has continued to expand his two businesses &amp; acquire many new contracts. Below are the highlights for the past year.</p> <ul style="list-style-type: none"> <li>• Listing with Loblaws (Boccalino)</li> <li>• Listing with GFS, Sysco Foods, Overwaitea (Bow Valley BBQ Inc)</li> <li>• participated in ATB Booster campaign (raised \$17,000 and pitched at live stage event) (Canmore Co-packing Collective)</li> </ul> |                              |

<sup>1</sup> Estimated at the time of lending

Performance Results for 2013-14 Insert Name of CF Here

- Started new company offering development and small scale co-packing for start-ups, chefs and producers
- working with 13 full time current clients with Co-pack collective
- joined District Ventures Cohort 2 (working on equity deal with District Capital)
- Developed single serving pouches launched with Boccalino (all Overwaitea stores, going into Sobeys/Safeway)
- Set up with three major Co-packers and 3pl logistics as well as Canmore plant and warehouse
- Launched Parkway Premium Caesar works brand (Premium all natural Clamato Juice (now in 27 restaurants)
- Working on canned Caesar collaboration with Raw distillery (Current loan client of CFCWest) for spring 2018 retail launch

Click into the following link to view **“The Story of the Sauce”** and to view other products and services.

<http://www.bowvalleybbq.com/>