

Performance Results for 2015-16 Insert Name of CF Here

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*.

Community Futures Centre West Performance Results	2015-16 Results
<b><i>Strong rural community strategic planning and implementation</i></b>	
1. Number of local and regionally-based community strategic plan(s) developed and/or updated during the year:	<b>4</b>
2. Total number of community based projects ("new" and "on-going"):	<b>42</b>
<b><i>Rural access to business development services</i></b>	
3. Number of businesses created/ maintained/ expanded through business services	<b>58</b>
4. Number of business training session participants	<b>269</b>
5. Number of business advisory services	<b>260</b>
<b><i>Rural access to capital and leveraged capital</i></b>	
6. Dollar value of loans	<b>\$566,000</b>
7. Number of loans	<b>10</b>
<b>Provide additional Information (e.g. Success stories, Links to priorities, leveraging work, communication events, etc...)</b>	
<p><b>The Cake Company</b>            Grant's journey was a natural progression of his solid education, including an MBA and Bachelor of Commerce degree with specialties in Tourism and Marketing. Fueled by his experience in marketing while in the ski industry, he knew business ownership was in his future. When the Cake Company Café became available, he was confident he knew what it would take to run a successful operation. "When the idea of owning a coffeehouse first started to percolate, I had the desire, but lacked two things – experience and capital." That didn't go over well with traditional lenders, he recalls. "I understand why they are governed by numbers, but decisions are often made by people you never get to meet." "My experience with Community Futures Centre West was much different. I was actually referred to them by a bank who turned me down. Community Futures was remarkably helpful and I was given a very specific outline of what I need to do to move forward. They worked with me to find solutions, so I didn't hear the word "no" very often. Instead, I heard alternatives and great suggestions, such as how to mitigate the financial risk. They listened to my ideas, understood my vision and most of all, they took into account who I was as a person".</p>	
<p><b>The Hair Lounge</b>            After graduating top of her class in 2004, Wendy spent three years learning the business aspect of running a salon while working for another establishment. When a small house became available, it was as if her 5 year plan, written while still at school, was destined to become a reality. "I had written that within five years after graduation, I'd have my own salon, operating from a house, and here was the chance to do just that." Unfortunately two local banks didn't agree, so on the recommendation of a friend, Wendy approached Community Futures Centre West for financing help. "Right from the start, they believed in me", recalls Wendy. Armed with</p>	

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renewed confidence and a loan, she spent several months renovating, then opened her doors in December 2008. A second loan three years later enabled her to expand, and Wendy was able to pay them both in full within five years. She credits hard work, great staff, a sense of purpose and most of all, support from the community, as keys to her business growth and success.

### **KCP Energy**

Community Futures Centre West (CFCWest) helped when the banks could not. "The standard retail banks would only lend based on history, not on future potential. CFCWest was willing to look not only at our potential, but at the sales and partnerships we had worked so hard to establish. They considered who we were as individuals and also took into account my engineering and project management background. It was a much different financing experience," recalls Geoff." They were also an excellent sounding board on how to optimize our sales process."

KCP Energy worked with the City of Calgary to install solar panels on the roof of the Southland Leisure Centre. This is the largest solar project the City of Calgary has been involved in, to date.