

## Staff and Board of Directors

### Inspiring Entrepreneurial Spirit....

Annual Addresses from the General Manager and Board Chair

This has been another year filled with rewarding challenges and opportunities. I am proud of the accomplishments that we achieved.

I would like to thank the dedicated staff and volunteer board and committee members who work together as a team and truly believe in the mandate and vision of the organization. We look forward to another year of new and exciting opportunities for the Central Kootenay region.

*Bob Wright, Board Chair*



We invite you to read this year's annual report that highlights the record loan funds approved and our continued high demand in the Self Employment Program. This is only achieved through a committed staff and volunteer directors who value consumer service above everything else.

Our organization has been very active in regional economic development initiatives and our Board of Directors continues to advocate for enhanced regional cooperation throughout the Kootenays.

We would like to thank our many community partners in the region, including: Arrow & Slocan Lakes Community Services, Ashlands Training Centre, Kootenay Career Development Society, Kootenay Employment Services, Kootenay Association of Science & Technology, Kootenay Aboriginal Business Advocates Society, West Kootenay Chambers of Commerce, and all of the communities in our area.

*Paul Wiest, General Manager*

## 2010 - 2011 Annual Report



Growing communities one idea at a time.

### Staff

Paul Wiest, General Manager  
Carmen Harrison, Manager of Operations & Finance  
Barb Williams, Self-Employment Coordinator  
Don McCulloch, Business Loans Manager  
Val Radcliffe, Business Loans Analyst  
Tammy Jackman, Bookkeeper  
Pamela Clausen, Self-Employment Counsellor  
Lisa Cannady, Project Coordinator  
Lynn Lock, Administrative Assistant  
Gord Jefferson, Systems Support  
Janeen Mather, Administrative Liaison  
Erika Woker, Creston Business Counsellor  
Kay Ryan Schweitzer, Nakusp Business Counsellor  
Wayne Schweitzer, Nakusp Business Counsellor

### Board of Directors

Bob Wright, *Board Chair*  
Rob Schwieger, *Vice Chair*  
Doreen Smecher, *Past Chair*  
Terry Bambrick  
Alec Dergousoff  
Susan DeSandoli  
Larry Dzuris  
Jim Holland  
Bill Maslechko  
Ron Ross

Canada



Funded in whole or part through the Canada-British Columbia Labour Market Development Agreement

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

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## Business Loans

The small business loan fund is a core service of Community Futures Central Kootenay. The purpose of the fund is to assist entrepreneurs within our service area in starting, expanding and, most importantly, succeeding in business.

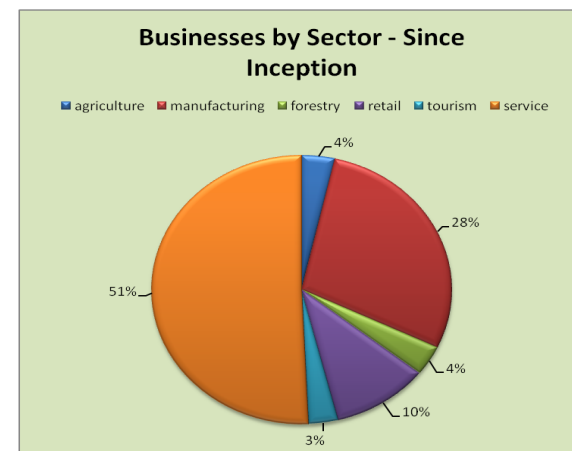
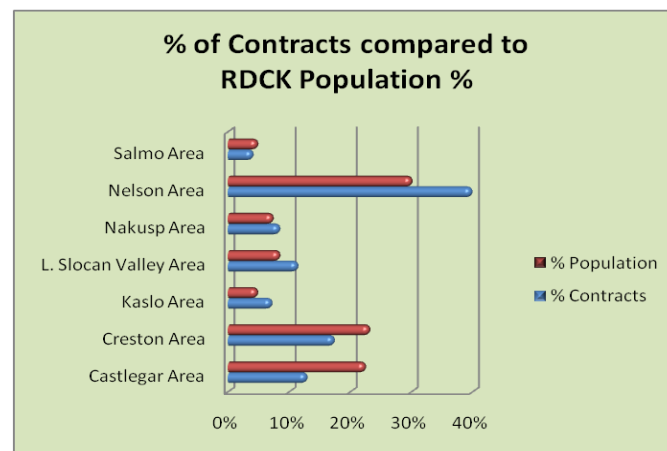
The loans staff reviews loans ranging up to a maximum of \$500,000. Throughout the past 26 years we have assisted 697 businesses with loans totaling \$27.4 million, creating or maintaining 2,217.5 jobs throughout the Central Kootenay area.



## Self-Employment Program

The Self-Employment Program provides support to new entrepreneurs by providing a bi-weekly living allowance and access to business management training and counselling. Funding for the Self-Employment Program is provided in whole or in part through the **Canada-British Columbia Labour Market Development Agreement**.

Community Futures has been the delivery agent of the Self-Employment Program since its inception in 1988. Since inception to March 31, 2011, 1,462 entrepreneurs have been assisted in the Central Kootenay Region, creating or maintaining 2,184 jobs.



## Community Economic Development

### The Nelson and Area Economic Development Partnership

This is a partnership of the City of Nelson, Community Futures Central Kootenay, the Nelson & District Chamber of Commerce, and Regional Districts E & F. The partnership's goal is to take a unified approach in enhancing community economic development initiatives for Nelson in a way that most benefits the city and the region.

In 2010 - 2011 the economic development partnership and its partner organizations played key roles in numerous activities including the destination marketing organization, business succession seminars, peer mentorship programs for businesses, tourist way-finding signage, InvestKootenay.com, business forums including the New Resident Survey and the new 'Business Welcome' program. An event in the Spring entitled *Celebrating 2011; The Year of the Entrepreneur, with Gus Whalen* was a sell-out event with over 120 people attending.

An E-newsletter was brought to fruition with over 600 subscribers to the quarterly publication. The local newspaper highlights NAEDP activity in quarterly inserts throughout the year.

### Invest Kootenay Partnership

The Invest Kootenay Partnership began in Nelson and Castlegar in 2004, and has since grown to include Boundary, Revelstoke, Kootenay Lake, Radium Hot Springs, Fernie, Sparwood and Elkford. The partnership adopted a new governance model and signed a multi-year memorandum of understanding in 2011 that will support the continued expansion of the regional project.

Invest Kootenay raises the profile of local businesses in the Kootenays, with the aim of attracting, retaining and expanding investment. Invest Kootenay.com provides a one-stop shop for interested investors including community profiles, success stories, and local contact information. If you are buying or selling a business, or looking to raise capital for business in the Kootenays, this is a high profile website to consult. Check it out at [www.investkootenay.com](http://www.investkootenay.com).

### Nelson Welcome Wagon

Volunteers from the Nelson Welcome Wagon have gathered statistics for our New Resident Survey since 1992. The results from the survey are analyzed by Community Futures and distributed throughout the community. The survey gives us a sense of who is moving to the area, why they are choosing the Nelson area, and where they're coming from.

### Peer Mentorship—Castlegar and Nelson Business Exchange

The Business Exchange is a small business problem-solving initiative dedicated to bringing non-competing small business owners together in an informal atmosphere, with the goal of helping to solve each other's business problems.

### Business Succession Planning

Workshops on succession planning were offered to business owners to help them understand the importance of advanced succession planning and its key role in identifying potential opportunities and options, finding solutions and providing a smooth transfer. This was the fourth year in a row running these workshops, and momentum continues to build. These workshops will be expanded in the future to include extensive business valuation.

### Business Retention and Expansion

Around 200 businesses were interviewed to take the pulse of the current climate. The data collected gives business owners the opportunity to have a say about what types of economic development programs and services will best suit businesses. The data has provided information for follow-up actions that will benefit business and economic growth in Nelson for years to come.