

# 2024-2025 Wins

**BUSINESS  
LOANS**

**JOBS**

**IMPACT**

*Success*  
IS THE SUM  
OF SMALL EFFORTS REPEATED  
DAY IN AND DAY OUT



**VISION:** CFLR is a forward-thinking change agent that enhances partnerships, economic growth and makes business dreams happen.

**MISSION:** We provide regional entrepreneurs with accessible business development capital and grow communities one idea at a time.



### **Greetings from our Chairperson – Olen Hillaby:**

I would like to thank all the Board members and our staff team for their dedication to Community Futures over the last year. Thank you to all of our partners, clients, and communities for the outstanding work you do to grow our region in so many different ways. Thank you to our Board members for your insights and engagement, I know we all have enjoyed working together. We all have benefited from each other's knowledge and experience to grow our communities. I look forward to getting to see more of everyone in person and continuing to achieve great things over the next year. Congratulations to Tim Sawarin for receiving the CFNA Volunteer of the Year Award this past year! Tim has served our organization for nearly 25 years and his dedication is truly inspirational! Thanks for all you have done and continue to contribute to our success.

***Olen Hillaby***

### **Greetings from our General Manager – Corinne McGirr:**

Partnerships and a continued focus on meeting our clients' needs were key priorities this past year. We introduced several new services and programs such as the Expert On Demand, the Downtown Launchpad, the Business Security Summit, and embracing our collaboration with Startup Lloydminster. Our clients continue to thrive and pivot as they find new markets, new offerings, and new processes to improve their operations. Our communities are hard at work creating welcoming ecosystems for businesses. Thank you to all our community and business partners for supporting local entrepreneurs and local projects that lay the foundation for community economic development. Thank you to our team for going above and beyond for all our clients. Sharon's expertise and passion for seeing small business succeed is unmatched and making a true difference for our clients. Thanks to Reagan for taking on events and bringing your enthusiasm everyday. Additionally, a big appreciation for our Board of Directors for their continued leadership and guidance as we strive to improve as an organization serving our region.

***Corinne McGirr***

*We acknowledge that the rich and nourishing lands that we gather and do business on today are the ancestral home of the Cree, Dene, Nakota, Saulteaux, and Ojibwe First Nations within what we now call Treaty Six Territory, and the Homeland of the Metis. We commit to meaningful consultation and building respectful relationships to develop a shared vision for economic development and prosperity in our community. Together, we can ensure that all people have equitable access to education, training, and opportunities to develop entrepreneurial capacity and achieve their full potential.*

# BUSINESS LENDING

We continue to focus on smaller loans to more businesses, as well as lending to support women, youth, BIPOC, indigenous, and entrepreneurs with disabilities.



## BUSINESS LOANS

(April 2024 – March 31, 2025)

LOANS	VALUE	TYPES	LOCATION
<ul style="list-style-type: none"> <li>• 14 loans</li> <li>• 12 businesses</li> <li>• 8 of these were Women owned</li> </ul>	<ul style="list-style-type: none"> <li>• \$589,000 with \$444,000 leveraged investment from clients</li> </ul>	<ul style="list-style-type: none"> <li>• Start-ups x 4</li> <li>• Expansion x 8</li> <li>• Storefronts x 6</li> </ul>	<ul style="list-style-type: none"> <li>• Lloyd - 8</li> <li>• Vermilion- 3</li> <li>• Rural - 1</li> </ul>

177 clients served

6  
Entrepreneurs  
with Disabilities

419 Training  
Participants

46  
Women

6  
Indigenous

12  
Youth

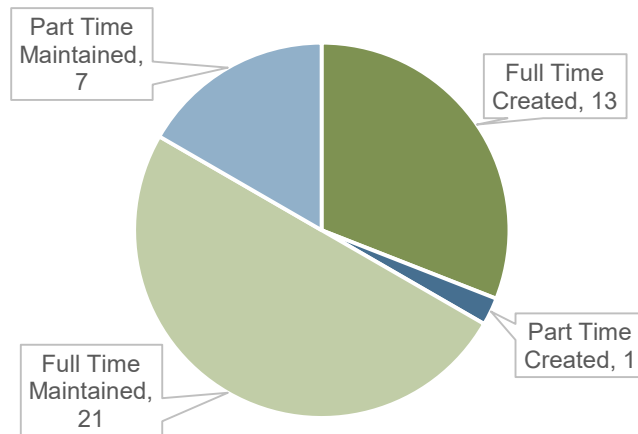
A key function we provide is one-to-one advice and support to entrepreneurs. We delivered business coaching, advisory services and/or loans 155 times over the past year (a slight decrease from previous year). We had 74 Businesses Created, Maintained, or Expanded through these services.



# JOBS

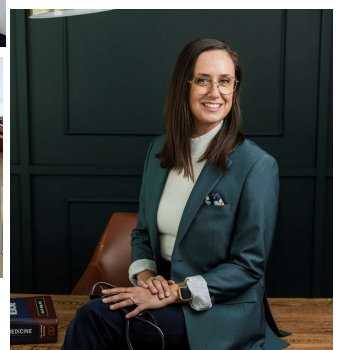
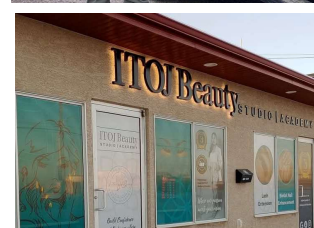
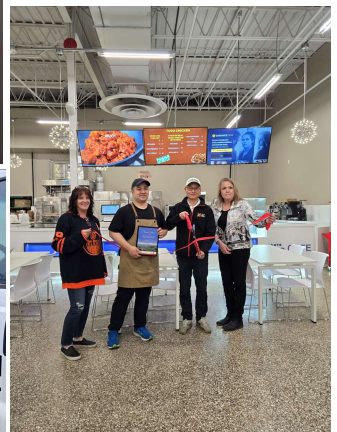
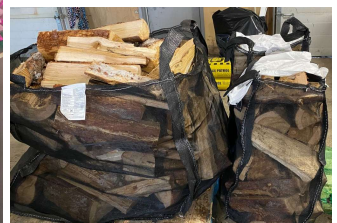
## Maintained and/or Created

A key metric we monitor are the jobs being maintained and/or created through lending activity. This past year saw 42 jobs impacted by our lending efforts!



## SECTORS & INDUSTRIES

Community Futures supports all sectors, all industries, and all types of businesses. A key Strategic Goal for our organization is the economic empowerment of women entrepreneurs and we had many opportunities to support and assist.



## EVERYDAY IMPACT

Our team strives to provide outstanding service and supports to our clients and community partners, but more importantly to nurture trusting relationships with them. We understand that every day is not all sunshine and cheer for entrepreneurs and they need to trust us in those times of gloom and challenge so that we can help in the best way we can. Statistics show that businesses that connect with Community Futures for assistance have a 16% higher rate of 5 year survival than businesses that do not seek us out and that they also see a 5% faster employment growth rate. This data shows that we generate positive community impact and assist in creating stronger businesses. This can only happen when we have great relationships and an amazing team of dedicated experts who contribute daily.

### ECONOMIC WINS:

*We have several clients who have surpassed their financial goals in the past year including two who reached more than 720K and 1.2 Million dollars in revenue for the year!*

*Another client expanded her retail sales market into British Columbia!*

*One client saw more than 5,300 client appointments in her first year of operations!*

### BUSINESS WINS:

*Entrepreneurs can't do it alone and we were excited to work with four partner and family units as they started or expanded their businesses this year.*

*We worked with 4 clients who exceeded expectations and paid off loans in 2024!*

*Our youth and BIPOC entrepreneurs continue to impress us with their passion, creative problem solving, and willingness to take calculated risks. They are building businesses that will support their dreams, their growing families, and the community.*

*It was great to work with the City of Lloydminster Downtown Façade improvement to help one retailer upgrade their store façade and install beautiful lighting.*

## PROJECTS & SERVICES

We are proud to be a partner on a wide variety of community projects that aim to connect entrepreneurs, build community capacity, and support regional growth.

- Digifutures.ca
- Business Walks
- LaunchPad Downtown Incubator
- Capital Growth Initiative
- Smarter Small Business
- Downtown Façade Improvements
- Saskatchewan Summer Games 2024
- Newcomers Mentorship
- Think Lloyd First
- Strategic Planning for community organizations
- Lemonade Day
- Entrepreneurs with Disabilities
- Social Media programs
- Northern Alberta Food Marketers Association & Connect for Food
- Economic Summit
- HOT 6
- Business coaching, mentoring, and advising
- Supports for business training

# STRATEGIC TAPESTRY

## How is our Progress?

Our 2021-2024 Strategic Plan saw measurable success against our targets and positive results for the long-term sustainability of our organization.



A new strategic plan is ready for 2025 with these primary goals in mind:

- **KNIT** a strong entrepreneurial ecosystem where businesses can thrive

<i>WEAVE opportunities for entrepreneurs to connect &amp; network</i>	<i>SEWING together solutions for small business</i>	<i>FABRICATE awareness of Community Futures</i>
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- **TAILOR** programs and supports to mend the gaps in the economic empowerment of underrepresented entrepreneurs

<i>STITCH equity into entrepreneurship with inclusive services to underrepresented entrepreneurs</i>	<i>INTERLACE resources for greater impact</i>
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- **STITCH** capital and entrepreneurs together

<i>PRODUCE creative and accessible loan programs</i>	<i>REINFORCE relationship development with funding sources</i>
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- **THREAD** ideas into communities through business, projects, and collaboration

<i>SEW the pieces together and be involved</i>
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*Thank you to Prairies Economic Development Canada for your continued support and dedication to rural entrepreneurs!*

With the support of:  
Prairies Economic  
Development Canada

**Canada** 