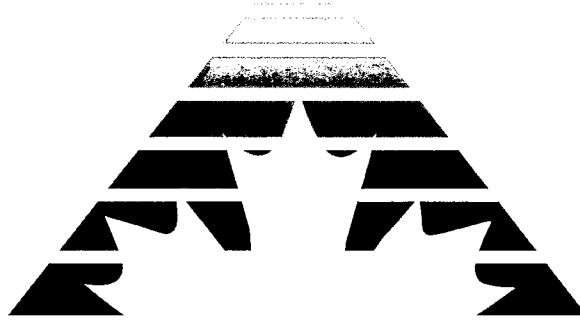


Serving the community for over 30 years



KAWARTHA LAKES
Community Futures Development Corporation

**Welcomes You to Our
Nineteenth Annual General Meeting
June 19, 2019**

With the support of the Government of Canada
through the Federal Economic Development
Agency for Southern Ontario.

Canada

Suite 211, 189 Kent Street West, Lindsay, ON K9V 5G6

Phone: 705.328.0261 Fax: 705.328.3684 E-mail: info@klcfdc.com

www.klcfdc.com



Annual General Meeting

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The Kawartha Lakes Community Futures Development Corporation

Background Information

The Kawartha Lakes Community Futures Development Corporation formally began in 1986 as the Victoria County Employment Development Group. The Corporation was incorporated for the purpose of providing jobs through investment and counseling services within the County of Victoria. The organization, at the time, fell under the guidelines of the Federal Government's Local Employment Assistance and Development Program, or L.E.A.D., which was overseen by the Ministry of Employment and Immigration predecessor to what, is now the Ministry of Innovation, Science and Economic Development and was previously Industry Canada.

The L.E.A.D. program provided funds to create new jobs keyed to local development and economic stimulation through investment in projects that meet the community's own economic priorities, thereby generating new employment opportunities for its citizens. L.E.A.D. corporations were community based, non-profit, business led organizations. It also outlined that corporations operating within its mandate provide counseling services and technical assistance to local residents to help them establish new businesses or expand existing ones. It would also provide loans to local business projects, which would produce new employment opportunities. L.E.A.D.'s overall purpose was to create new, continuing jobs for unemployed residents of a given community, having a population of less than 50,000.

The Corporation's Objectives, at its inception were:

- To provide planning resources, technical and professional support to businesses in Victoria County and to invest in those businesses in Victoria County to assist in the development of permanent employment;
- To support employment growth and foster the growth of viable and continuing employment opportunities in Victoria County;
- To receive contribution funds from the Government of Canada to cover wages, overhead and capital costs, and grants with which to invest in business endeavours in Victoria County; (Note: This funding activity stopped in 1993).
- To accept donations, gifts, legacies and bequests.

In 1999, the Board of Directors expressed their interest in joining the Ontario Community Futures Program to Industry Canada. As a Community Futures Development Corporation, there was an opportunity to extend beyond small business financing and business counseling to support community economic development.

The first step was to have Victoria County recognized as a region eligible to receive support through the Federal Government's Community Futures Program. This was accomplished thanks, in no small part, to the efforts of our Member of Parliament and work undertaken by the Board and staff in providing economic data, as well as information about both current and proposed activities we would undertake as a CFDC.

In December of 2000, we presented an extensive submission to Industry Canada outlining our plans. In July of 2001, the Secretary of State for Rural Affairs, responsible for the Community Futures Program, joined our MP, members of the community, and our Board of Directors in officially announcing the new Kawartha Lakes Community Futures Development Corporation and presented our Chairman with a cheque in the amount of \$767,000 to support both our operations as well as to contribute to our ability to provide loans to small and emerging businesses from the community.

The Kawartha Lakes Community Futures Development Corporation is committed to the goals as established in 1986 and to the objectives of the Community Futures Program. We look to build on our reputation as one of the leading lenders within the network of Ontario Community Futures Development Corporations. Our strong operational and financial management is something we will continue to utilize as a cornerstone within establishing ourselves as a key partner in the development of future economic plans for the City of Kawartha Lakes and the rest of Eastern Ontario.

Within setting our direction for the future, we have established the following key objectives for the Corporation:

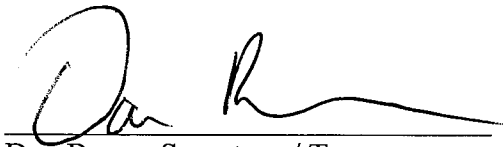
- 1) To continue to focus our activities and performance to support our mandate of creating and improving employment and economic prosperity in the area.
- 2) To remain an accessible and helpful resource for individuals and businesses seeking a wide range of information relating to Federal Government Programs, as well as information about business start-up and expansion, and in providing general business counseling.
- 3) To initiate an ongoing method of consultation, analysis, objective setting and partnerships by which efforts targeted at community economic development may succeed.

In August of 2009 the Federal Economic Development Agency for Southern Ontario, FedDev Ontario, was formed with the mandate of supporting excellence by making the Southern Ontario economy and its communities more competitive, innovative and diversified. FedDev Ontario is now responsible for overseeing the delivery, administration and distribution of our funding and the accountability for funds to Community Futures Development Corporations.

The Directors and staff of the KLCFDC are committed to the FedDev mandate and to striving to expand what we do in serving our community. We are proud of our accomplishments but look forward to achieving more.

KAWARTHA LAKES
COMMUNITY FUTURES DEVELOPMENT CORPORATION

I hereby certify, that the notice to the Directors of the Kawartha Lakes Community
Futures Development Corporation regarding the Annual General Meeting of
June 19th, 2019 was delivered according to the By-Laws of the Corporation.

A handwritten signature in black ink, appearing to read 'Dan Burns', written over a horizontal line.

Dan Burns, Secretary / Treasurer
Kawartha Lakes Community Futures Development Corporation

KAWARTHA LAKES
COMMUNITY FUTURES DEVELOPMENT CORPORATION

Annual General Meeting

Agenda

Wednesday, June 19, 2019 4:00 P.M.

The Victoria Room, City of Kawartha Lakes,
Administrative Building, 26 Francis Street, Lindsay

1. Call to Order and Confirmation of Notice Being Sent.
 2. Approval of the Agenda for the June 19, 2019 Annual General Meeting.
 3. Approval of the Minutes of the Previous Annual General Meeting.
 4. Chairman's Welcome and Address.
 5. Presentation of the Corporation's Financial Highlights for Fiscal Year Ending March 31, 2019; Mr. Dan Burns, Secretary-Treasurer, Mr. Erik Ellis, Barker Tilley KDN. LLP .
 6. Appointment of Auditors for KLCFDC Fiscal Year 2019 – 2020.
 7. Approval of All Acts of the Board of Directors for the Fiscal Year 2018/2019.
 8. The Appointment of the Directors and Executive Committee for the Forthcoming Year.
 9. Presentations.
 10. Closing Remarks.
 11. Adjournment.
-

**Secretary-Treasurer's Report
for the year ending March 31, 2019.**

As we review the Financial Highlights that mark the completion of my two-year term as Secretary-Treasurer of the KLCFDC, and I am proud to be providing the information about our performance and the current state of our financial position effective March 31, 2019.

Our Chair mentioned the total lending we have done in the past 24 months, although our actual loan volume for this past year was not as strong as the previous fiscal. That said, we were able to see one of the strongest gains in our Total Asset Base in nearly half a decade. This came in part as a result of our lower total operating expenses as well as lower loan repayments, driven primarily by our having fewer prepayments this past fiscal.

While this reduction in prepayments can be a positive thing for us, it is only to a certain limit. Early prepayments are likely a result of better terms and conditions, and in particular, lower interest rates being offered by the traditional financial institutions. As Community Futures organizations, we don't look to compete with our local banks, as we are mandated to maintain rates at least 2 to 3 percent higher. The fact we saw a year of fewer payouts, suggests to us that interest rates became somewhat more competitive, which would not be difficult to understand as interest rates did rise during the past 12 months. That said, it is important for us to still see our loan funds coming back, as we usually do not receive capitalization funds from the Government of Canada and having these amounts returned gives us the monies we ultimately need as demand increases—especially when credit conditions and rates tighten up.

The fact that the KLCFDC continues to show solid growth and possesses a well-managed loan portfolio is really not news per se but it does speak to the efforts of our Business and Loans Manager, Mitch Delenardo. Mitch approaches every inquiry for support with a clear objective of finding a way—if at all possible—to make a loan happen. We know that most often we are approached after all other avenues for support have been exhausted and yet we continue to write very solid deals, as evidenced by our zero dollars in loan write-offs for the year. The key to this is the due diligence done by Mitch and the Board.

It is also important to keep in mind that our overall role is to provide greater access to capital for our community. Paul Reeds, our Chair, spoke about the City's Community Improvement Loan Program that was announced late last fall and enabled by our \$500,000 Interest-free loan matched by the City. This made funds available for developers and businesses, which in turn, impacts our downtown redevelopment, the preservation and gentrification of our local heritage, and even offers support for affordable housing projects. These are all critically important pieces in improving our prosperity, making our overall presence more appealing, and in attracting businesses, residents and of course, tourists to our communities.

As mentioned the KLCFDC works continually to collaborate with not only our local banks, but credit unions and the Business Development Bank as well. Being able to structure our loans in such a way as to make these multi-partnered deals happen is what's necessary in trying to do whatever we can to help grow our small business base.

We also work closely with our fellow CFDCs and in some instances directly with senior levels of government, to develop and implement lending to key groups and organizations that show promise and/or are identified for support by our Federal funding partners. This is how we can provide assistance not just locally but indeed regionally and beyond. Our view is that it need not always be right in the City of Kawartha Lakes to indeed have an impact right in the City of Kawartha Lakes.

A great example of this is our SOFII Loan Program, administered by our regional office for Eastern Ontario CFDCs and a program which services all of Eastern Ontario, starting with the northbound lanes of Highway 427 and running right to the Ottawa River. SOFII stands for the Southern Ontario Fund for Investment in Innovation, now nearly a \$30 million fund that supports technology-based companies challenged by the expense of late stage commercialization and those working towards the creation of innovative and/or disruptive technologies. Recently SOFII did receive a boost in its capital base, which will enable even more technology-based businesses to gain support at a critical time in their growth and development. We have also been working with our fellow CFDCs in Eastern Ontario in the development of potentially a new lending platform which can assist the Government of Canada in its quest to further support specific sectors and groups within the business and employment marketplace.

Another major contributor to our success over the past several years has been the Eastern Ontario Development Program administered by FedDev Ontario. As mentioned by our Chair, this past year marked the 15th and final year of EODP. Working with our local businesses, communities and social enterprises, as well as with the other CFDCs in Eastern Ontario, EODP has provided well over \$130 million dollars in direct grants and contributions since first being introduced by the Government of Canada in late 2004. It has also leveraged an estimated \$225 million, bringing the total economic impact to over \$350 million. In the City of Kawartha Lakes that figure is now \$8 million and in turn, some \$18 - \$20 million has been leveraged in community and private investment as well as additional government support. This past fiscal, through both our lending, advisory services and the business and community development initiatives including our EODP delivery, over 700 jobs were impacted—including a number within the skilled trades, as well as labour market advancement opportunities and community innovation. More importantly, a number of EODP projects that we supported were construction or manufacturing related, the latter being an area where many local economies are seeing a constant state of decline and we are thrilled that we are helping Kawartha Lakes to stave off this trend. Locally, EODP is also engaged in projects which provide a significant number of jobs and economic opportunities that extend into digital communications and technology, as well as involving local professionals and consulting services. We believe that the recently announced Rural Innovation Initiative should continue to raise the bar on innovative new products, processes and services being introduced to the community.

As a CFDC, we also invest directly into some smaller, select projects that can assist local community economic development efforts. These activities include Small Business Week and the annual Business Innovation Awards, where we developed a special loan opportunity as part of our celebration of 20 years of recognizing the newest products and services launched in Kawartha Lakes. This past year we also engaged in some very significant projects for our community including Local Employment Planning Council, a project of the Ontario Ministry of Advanced Education and Skills Development, the City's Starter Company PLUS program, as well as the very successful Spotlight on Agriculture event, which helped raise awareness around the important contributions made by our agricultural community.

It is through our drive for innovative, advanced solutions that we also formed the Kawartha Lakes Business and Community Development Corporation, the KLBCDC. While we are still exploring the full range of what our product offering will be, the KLBCDC already provides even greater access to capital with an emphasis on large lending decisions being made locally. From the capitalization aspect, it can look to extend beyond the current \$250,000 limit which the KLCFDC provides, as we impact more local projects being started and indeed, more local investors potentially getting involved.

As I complete my term as Secretary-Treasurer, I'd like to thank FedDev Ontario for the confidence it continues to demonstrate in the KLCFDC. FedDev, through the Government of Canada, assists with the majority of the costs of the activities that we plan, initiate and implement, and we are most appreciative of this support. We remain committed to deploying these funds wisely in meeting the goals of the Community Futures Program and the needs of our community.

Finally, I would like to thank our auditors, Baker Tilly for their work this past year and also extend my appreciation to my fellow Directors and the KLCFDC Staff for their input, hard work and the support they have provided to me.

Thank you.

Dan Burns.
Secretary-Treasurer.
June 19, 2019.

KAWARTHA LAKES COMMUNITY FUTURES DEVELOPMENT CORPORATION
SUMMARY FINANCIAL STATEMENTS
March 31, 2019

REPORT OF THE INDEPENDENT AUDITORS ON THE SUMMARY FINANCIAL STATEMENTS

To the Board of Directors of Kawartha Lakes Community Futures Development Corporation

The accompanying summary financial statements of Kawartha Lakes Community Futures Development Corporation, which comprise the summary statement of financial position as at March 31, 2019, and the summary statement of operations and changes in fund balances for the year were derived from the audited financial statements of Kawartha Lakes Community Development Corporation for the year ended March 31, 2019. We expressed an unmodified audit opinion on those financial statements in our report dated June 17, 2019. Those financial statements, and the summary financial statements do not reflect the effects of events that occurred subsequent to the date of our report on those financial statements.

The summary financial statements do not contain all of the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements, therefore, is not a substitute for reading the audited financial statements of Kawartha Lakes Community Futures Development Corporation.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these summary financial statements in accordance with the criteria described in note 2.

Auditors' Responsibility

Our responsibility is to express an opinion on these summary financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, "Engagements to Report on Summary Financial Statements".

Opinion

In our opinion, the summary financial statements derived from the audited financial statements of Kawartha Lakes Community Futures Development Corporation for the year ended March 31, 2019 are a fair summary of those financial statements, in accordance with the criteria described in note 2.

Baker Tilly KDN LLP

Chartered Professional Accountants
Licensed Public Accountants

Lindsay, Ontario
June 17, 2019



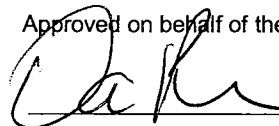
KAWARTHA LAKES COMMUNITY FUTURES DEVELOPMENT CORPORATION

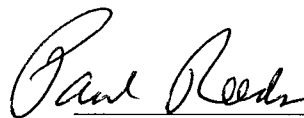
SUMMARY STATEMENTS OF FINANCIAL POSITION

As at March 31, 2019

	2019 \$	2018 \$
ASSETS		
Current assets		
Cash	2,116,427	1,943,765
Accounts receivable	29,517	45,078
Interest and fees receivable	29,364	20,317
	2,175,308	2,009,160
Capital assets	5,488	4,431
Loans receivable	6,555,456	6,373,717
	8,736,252	8,387,308
LIABILITIES AND FUND BALANCES		
Current liabilities		
Accounts payable and accrued liabilities	62,831	68,452
Note payable	1,435,505	1,435,505
	1,498,336	1,503,957
Deferred capital contributions	5,488	4,431
	1,503,824	1,508,388
Fund balances		
Unrestricted	116,379	105,258
Internally restricted	1,000,000	1,000,000
Externally restricted	6,116,049	5,773,662
	7,232,428	6,878,920
	8,736,252	8,387,308

Approved on behalf of the board:

 Director

 Director

KAWARTHA LAKES COMMUNITY FUTURES DEVELOPMENT CORPORATION

SUMMARY STATEMENT OF OPERATIONS AND CHANGES IN FUND BALANCES For the year ended March 31, 2019

	2019	2018
	\$	\$
Revenues		
Contribution - Federal Economic Development Agency for Southern Ontario	796,577	791,167
Interest income - loan portfolio	355,634	351,203
Contributions - EODP Collaborative project WBD project	2,000	50,000
	-	22,165
Interest income - bank and short-term investments	50,273	21,951
Loan registration and late fees	8,098	9,300
Amortization of deferred capital contributions	2,840	1,866
Miscellaneous	450	550
Contribution from BCDC	18,000	18,000
	1,233,872	1,266,202
Expenses		
Program costs	451,157	450,000
Wages and benefits	279,978	271,452
EODP Collaborative project	21,909	53,770
Rent	43,345	43,345
Contribution to KLBCDC	-	35,000
Provision for uncollectible loans	-	26,848
Consulting fees	3,230	16,577
Professional fees	12,940	14,682
Advertising and promotion	9,357	11,181
Office and miscellaneous	11,270	10,231
Community economic development	6,642	9,906
Travel and accommodation	7,048	7,419
Telephone and internet	6,591	6,107
Meetings	7,600	4,872
Insurance	4,945	4,834
Software, systems and support	5,547	4,752
Conferences	2,270	3,000
Miscellaneous	-	2,272
Amortization of capital assets	2,840	1,866
Memberships	1,559	1,544
Interest and bank charges	1,205	1,213
Loan management fees	931	1,096
Minor capital	-	2,224
	880,364	984,191
Excess (deficiency) of revenues over expenses for the year	353,508	282,011
Balance, beginning of year	6,878,920	6,596,909
Balance, end of year	7,232,428	6,878,920

KAWARTHA LAKES COMMUNITY FUTURES DEVELOPMENT CORPORATION

NOTES TO THE SUMMARY FINANCIAL STATEMENTS

For the year ended March 31, 2019

1. NATURE OF ENTITY

Kawartha Lakes Community Futures Development Corporation was incorporated on July 11, 2001 under the Ontario Business Corporations Act as a corporation without share capital.

The Corporation operates as a Community Futures Development Corporation with the principal purpose to support community economic development and to stimulate job creation in the City of Kawartha Lakes through consultation, planning, facilitation and participation in community based initiatives, delivery of self-employment programs, small business counselling, and grants and loans to new and expanding small to medium sized enterprises.

2. SUMMARY FINANCIAL STATEMENTS

The summary financial statements are derived from the audited financial statements, prepared in accordance with Canadian accounting standards for not-for-profit organizations, as at March 31, 2019 and for the year then ended.

The preparation of these summary financial statements requires management to determine the information that needs to be reflected in them so that they are consistent in all material respects with, or represent a fair summary of, the audited financial statements.

Management prepared these summary financial statements using the following criteria:

- (i) the summary financial statements will have a summary of the statement of financial position, and a summary of the statement of operations and changes in net assets. Management has determined that the statement of cash flows does not provide additional useful information and as such has not included them as part of the summary financial statements.
- (ii) information in the summary financial statements agrees with the related information in the complete audited financial statements;
- (iii) in all material respects, the summary financial statements contain the information necessary to avoid distorting or obscuring matters disclosed in the related complete audited financial statements, including notes thereto.

The complete audited financial statements of the Kawartha Lakes Community Futures Development Corporation are available upon request by contacting the Corporation.



Directors for Fiscal 2019 – 2020

Adam Hayward

Dan Burns

Jill Quast

Paul Reeds

Moti Tahiliani

Mark Torrey

Carly Poole

Anna Friend

Rick Barfitt

Lynne Manning

Trina Connell

John Gundy

Chris Handley

Executive Committee for Fiscal 2019 – 2020

Chair – Jill Quast

1st Vice President – Dan Burns

2nd Vice President – Anna Friend

Secretary-Treasurer – Mark Torrey

Member at Large – Carly Poole

Member at Large – John Gundy

Past Chair – Paul Reeds

Chairman's Remarks

With this AGM I now complete my two-year term as Chair of the Kawartha Lakes CFDC. I have enjoyed the opportunity to gain more insights into the Community Futures organization and contribute to our community. As Chair the workload increases but so does the opportunity to make a difference.

As Chair I have also made a concentrated effort to build the culture of the CFDC itself. To foster a culture of inclusion where diversity of opinions is not just tolerated, but is welcomed and appreciated. Each of the Directors is counted on for their unique input. Staff are encouraged to provide honest input and know they will be heard, without repercussion. Good humour and compassion are utilized to bring out the best in people. Decisions are made by consensus, with a willingness to review the decision, if new information presents itself. In this positive culture, we are able to harvest the best the staff and board can provide and make decisions that achieve ever improving results.

As well as to build a positive culture, a further objective for the CFDC during my two years was to ensure capital and support was provided local business owners and operators. This makes for both a strong CFDC and a strong community. The CFDC needs to stand on solid footing. With the right capital and support local businesses can be more innovative, more productive and ultimately, maintain or expand revenues and employment levels. Our statistics of loan Investment Fund activity, as well as our Jobs Created and Maintained shows that we have been successful. This is what the Community Futures Program is about...working at the local level in making our rural communities more prosperous.

Our Secretary Treasurer will provide many of the metrics that we use to gage our financial performance year-over-year, however, I do want to point out some key numbers that we achieved over the past 2 years.

- We have lent nearly \$3.4 million in the last 24 months. This is a very strong showing for us compared to a few years ago, where our annual lending amount was just over \$1 million.
- This year our interest earned revenues were at our second highest level ever and the strongest we've seen in over half a decade.
- We have revised our banking arrangements, helping to reduce operating costs and obtain a better return on working capital funds.
- Our net return of revenues over expenses grew by 25% from last fiscal to this one.

From the Directors right through to staff, we have an attitude of *"Let's find a way to help!"*

Being a former lender myself, I am extremely proud to work with a group dedicated to helping our small businesses, which are the backbone of our local economy.

Where can good lending lead? There are dozens of examples but here just a few;

- The KLCFDC has worked with Northern Casket for many years with accommodative programs. During the time we have seen the business adopt new technologies, enhance and innovate their product line, expand their business both physically and financially and increase their staff.
- The 2018 Innovation Awards winner, Belair Manufacturing of Omeme, continues to evolve, integrating robotics and using big data and predictive machining in order to grow what they do.
- The Pie Eyed Monk opened last summer, offering a number of craft beers and a diverse menu. They turned a historic century-old building into a destination for both residents and visitors alike. We have actually now assisted several local craft brewers in Lindsay, Bobcaygeon and Fenelon as well.

These are only a few of the businesses that we've been able to provide financial assistance to. The CFDC lending and support spans across our community and touches almost every aspect of our economy: construction, retail, agri-food processing, tourism, the service sector and manufacturing as well as numerous community-based and not-for profit groups.

There is no larger community group than the City itself. This past two years saw the results of funds provided directly to the municipality of City of Kawartha Lakes.

- With the support from CFDC the City has totally upgraded the municipal and tourism websites. They have won awards for these web sites.
- The City introduced the "Million Dollar Makeover" facilitated by CFDC's \$500,000 loan which was then matched by the City. It aligns with a shared desire to revitalize our municipality's downtowns and bring further prosperity to our community. This \$1M Community Improvement Loan Program saw tremendous uptake with nearly \$400,000 in loans and grants to date. These funds are used for upgrades to buildings, support for heritage districts and assistance to affordable housing. This program has recently been re-opened for fresh applications.

The work of the Kawartha Lakes CFDC goes well beyond financial contributions. We are responsible community members. Directors and staff have been providing valuable contributions to a number of activities including:

- Being a member of the Poverty Reduction Roundtable for Kawartha Lakes/ Haliburton,
- Participating in the Local Employment Planning Council for the area of Northumberland, Peterborough, Haliburton and Kawartha Lakes,
- Supporting and serving as a member of our local Funders' Forum, and also as a Starter Company PLUS "Mastermind" organization,
- Working with all Chambers of Commerce & Business Improvement Associations in the City,
- Being the initial supporter and Board member providing guidance to the inaugural "Spotlight on Agriculture" gala, and
- Being the primary organizer and supporter of Small Business Week.

Another aspect of my role as Chair is working with the General Manager co-ordinating with the 14 other CFDCs across Eastern Ontario. The Eastern Ontario Network identifies opportunities for regional initiatives to improve regional prosperity and community development. This was particularly evident this past year with the pending ending of the Eastern Ontario Development Program. The Network began an exhaustive effort to secure alternative support for business and community development across Eastern Ontario.

We travelled to Ottawa, meeting and making presentations on numerous occasions to the Ministry of Innovation, Science and Economic Development as well as to our regional development agency, FedDev Ontario. We proposed new grants and alternatives which were aligned with Government of Canada stated priorities. On our side was the clear evidence of the capacity of CFDC's to efficiently deliver program opportunities into rural communities across the region. The outcome of all of this effort was the recently announced Eastern Ontario Rural Innovation Initiative. We look forward to announcing the successful Kawartha Lakes recipients within the next few weeks.

I must also take a moment here to acknowledge our General Manager, Andrew Wallen who was a key driver for new project funding. He has spent significant time in Ottawa from November to February and the Board has provided support and input every step of the way.

As mentioned, the EODP Program has now concluded. It made a significant impact in the City of Kawartha Lakes. In this last fiscal year we supported another 40-plus community and business-based projects and today you will hear about some of them from the recipients themselves.

Over the past 15 years Eastern Ontario Development Program has resulted in over \$135,000,000 in direct project support being injected into local economies and leveraging millions more. Some examples are;

- The regional Broadband GAP Analysis that we led. It resulted in nearly \$250,000,000 invested through public-private partnerships to dramatically increased high-speed internet capacity.
- An investment of over \$10 million since inception in training skills and skills development.
- The recent announcement of \$71,000,000 by the Province of Ontario on a study to improve mobile broadband coverage across Eastern Ontario and to support better EMS dispatch services.
- There have also been millions of dollars of investments into numerous local businesses and into sectors such as food and beverage production, hospitality, retail, agriculture, information technologies, manufacturing, and also supports for physical infrastructure enabling greater tourism and business opportunities in many of our waterfront communities.

Beyond our own municipality we actively participate in the Eastern Ontario CFDC Network (known as Community Futures Eastern Ontario). Our General Manager served as its Vice Chair for a number of years. The network oversees and delivers a variety of programs including;

- The Southern Ontario Fund for Investment in Innovation (SOFII) which has lent nearly \$30,000,000. This program targets funds to firms to fuel late-stage commercialization of new technologies.
- The Investment in Rural Diversification (IRD) loan pool
- The Collaborative Economic Development Projects initiative which provided increased support to larger business-based initiatives across the region.
- As a group, the Network also liaises with CFDCs in Western and Northern Ontario, providing inputs into provincial and national matters of importance to our rural communities.

The KLCFDC also plays a role in advocating on behalf of, not only Kawartha Lakes, but the entire region of Eastern Ontario. Our General Manager, Andrew Wallen, sits on the Eastern Ontario Leadership Council which is involved in the regional economic development and advancement of the Eastern Ontario region. The groups represented here include:

- Eastern Ontario Wardens' Caucus,
- Ontario East Economic Development Commission, and the
- Eastern Ontario Mayors' Committee.

Transportation is one of the three key objectives of the current Eastern Ontario Economic Development Strategy as established by the Eastern Ontario Leadership Council. Over the past 2 years and with the support of the KLCFDC Board, Andrew led a working group to assess integrated and intelligent transportation initiatives. A (report) list of key priorities has now been submitted that includes a number of regional recommendations to;

- Improve traffic flow,
- Integrate autonomous vehicles into our future traffic patterns,
- Reduce the steps needed assist in moving specialized transport through our region, and
- Provide economic and social benefit.

In addition, a research-based report outlined the case for the possible 4-laning portions of Highway #7, from Brock Township to Carlton Place. The study provides the data and analysis to assist in the decision-making by senior levels of government. I am proud of the prominent role our CFDC played on this project which can help all of Eastern Ontario to develop an improved transportation network.

We are not ready to rest on our past accomplishments; nor do we think we have all the best ideas. As Chair I appreciated staff and Board members embracing the locating of some of our meetings outside of Lindsay to key communities in Kawartha Lakes. This past year we combined Board meetings with “Meet and Greet” with local business owners and community champions in Bobcaygeon and Fenelon Falls. The staff and entire Board took the afternoon to travel and to meet, see and listen to our local businesses people first-hand. We look to continue to reach out to learn more about and from our communities and discuss with them how we can assist. Please just ask me or any KLCFDC Director or staff member, and we’ll work to set up an afternoon or evening in your community.

As we have for over 30 years, we want to continue to work and partner with others such as our local banks, credit unions and the Business Development Bank of Canada. Our relationship with the BDC reached new heights last fall when they partnered with us in our Small Business Week Innovation Day. With our partners we look to support many of our key commercial and industrial sectors, such as; agriculture, food processing, tourism, general services, recreation and manufacturing.

We deeply value our relationship with the Government of Canada through the Ministry of Innovation, Science and Economic Development and FedDev Ontario. We enjoy a tremendous working partnership with FedDev. I would be remiss if I did not acknowledge the support we get daily from our Officers, in particular Ann-Marie Kelleher and Paulette Prentice, FedDev’s Regional Manager in Peterborough. On behalf of all Directors and the staff of the KLCFDC, I extend our sincerest appreciation for your contributions of operational support and guidance. We also extend our thanks right on through the organization to the senior staff and its President, James Meddings, and the Minister, the Honourable Navdeep Bains.

In closing, I express my appreciation for the support and advice I have received from the great group of Directors I am honoured to work with. I also greatly appreciate the effort that has come from our dedicated and hard-working staff. Marie, Jenn, Mitch & Andrew, it has been my pleasure to get to know you better during my 2 years as Chair.

As I pass the gavel to our new Chair, Jill Quast, I am looking forward to the work we all share in building on the success of the CFDC organization and our community.

Thank you.

Paul Reeds P. Ag.

Chair of the KLCFDC Board of Directors.

June 19, 2019.

KAWARTHA LAKES
COMMUNITY FUTURES DEVELOPMENT CORPORATION
ACTIVITY SUMMARY - MARCH 31, 2018

	Year ending Mar 31/19	Year ending Mar 31/18	Year ending Mar 31/17	Year ending Mar 31/16	Year ending Mar 31/15	Year ending Mar 31/14
No. of Loans Approved	24	28	27	28	31	27
Total \$ Approved - for the year	\$2,140,165	\$3,002,577	\$2,788,199	\$2,287,661	\$2,944,463	\$2,301,215
- cumulative	\$54,422,748	\$52,282,583	\$49,280,006	\$46,499,807	\$44,212,146	\$41,267,683
No. of Loans Cancelled	11	9	8	6	9	10
No. of Loans Disbursed - for the year	16	21	19	33	23	25
- cumulative	814	798	777	758	725	702
Total \$ Disbursed - for the year	\$1,424,137	\$ 1,941,357	\$ 1,029,956	\$2,836,077	\$1,281,534	\$1,445,516
- cumulative	\$39,862,387	\$ 38,438,250	\$36,496,901	\$35,466,945	\$32,630,868	\$31,349,334
No. of Loans Written Off	0	2	0	0	2	2
Total \$ Written off - for the year	\$0	\$26,743	\$0	\$0	(\$70,928)	\$105,243
- cumulative	\$671,579	\$671,579	\$ 644,836	\$644,836	\$644,836	\$715,764
Loan Loss % - for the year	0.00%	0.40%	0%	0%	0%	1.90%
- cumulative	1.68%	1.75%	1.8%	1.8%	2%	2.20%
No. of Jobs Created/Maintained - for the year	715	401	781	437	665	412
- cumulative	7982	7267	6866	6085	5648	4983
No. of Inquiries for the year - loans	67	111	280	119	248	233
- general / EODP / SEB	546	753	616	334	301	404
- totals	613	864	896	453	549	637
- cumulative	14933	14320	13456	12560	12107	11558
Federal Funding received						
Gov't Operational Funding - for the year	\$ 296,577	\$291,167	\$ 306,753	\$295,037	\$297,384	\$295,745
- cumulative	\$6,300,955	\$6,004,378	\$ 5,713,211	\$5,406,458	\$5,111,421	\$4,814,037
Gross Revenue for the year	\$1,233,872	\$1,266,202	\$1,278,148	\$1,425,385	\$1,385,291	\$1,775,896
Excess (Deficiency) Revenue vs Expenditures	\$353,508	\$282,011	\$284,034	\$360,013	\$447,090	\$246,882
Cash Position at end of year Investment Fund	\$1,963,559	\$1,815,088	\$1,807,520	\$1,037,714	\$1,156,498	\$1,678,876
Loans Receivable Outstanding	\$6,656,282	\$6,474,543	\$6,396,894	\$7,164,225	\$5,857,862	\$5,716,552
Allowance for doubtful loans	\$100,826	\$100,826	\$100,826	\$100,826	\$100,000	\$200,000
Total Asset Base	\$8,736,252	\$8,387,306	***\$8,374,532	**\$12,001,847	\$8,132,749	\$7,633,379
Change in Asset Base	4.16%	0.15%	2.80%	4.00%	6.50%	-31.85%
No. of S.E.B. Clients	0	0	0	*15	43	54
Note - This information is compiled from information on the Consolidated Financial Highlights from the auditor and the Loan Approvals Report/Summary.						
** Represents full assets under management						
***Represents current KLCFDC assets under management						