

# Community Futures



Stó:lō



Rocio Zielinski, General Manager

# Stó:lō Community Futures

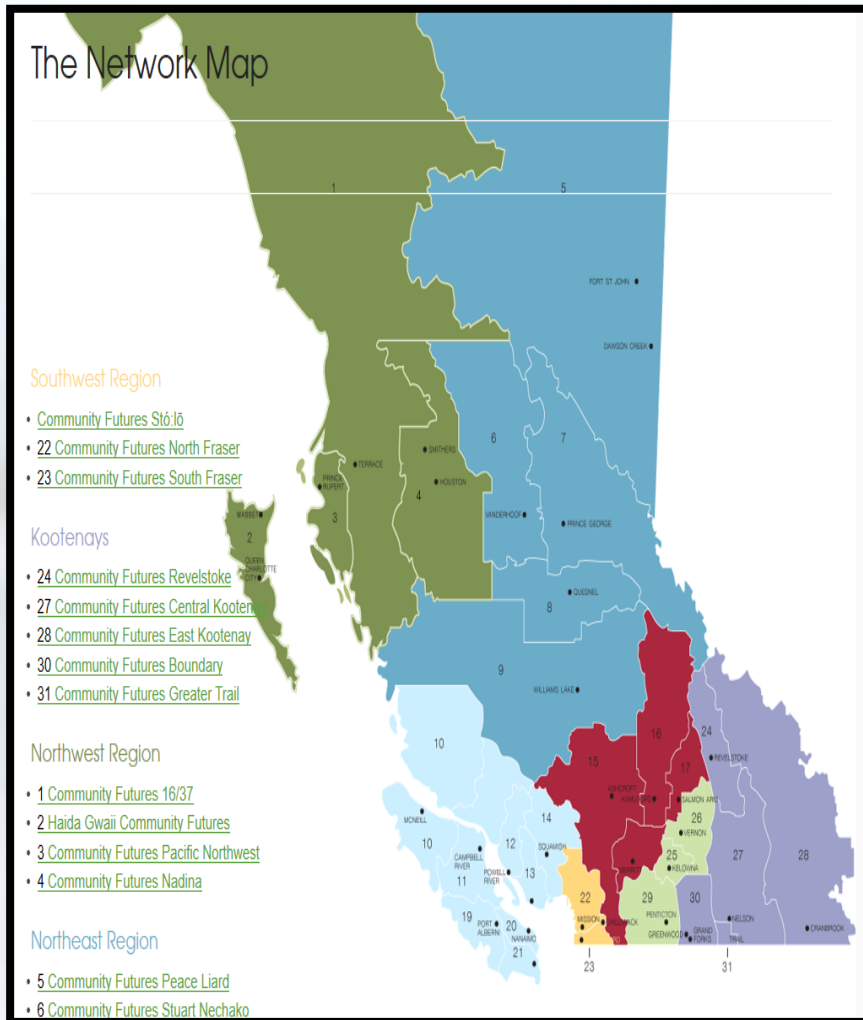


Stó:lō Community Futures (SCF), a non-profit organization Federally funded by Pacific Economic Development Canada (PacifiCan) mandated by to provide support in community economic development and business growth to Indigenous peoples living within S'ólh Téméxw (the Stó:lō Traditional Territory).

## **Our Vision:**

**The Vision of Stó:lō Community Futures is to facilitate and provide ongoing support to Indigenous businesses and to foster entrepreneurial growth in S'ólh Téméxw, the Stó:lō Traditional Territory, located in British Columbia.**

# Stó:lō Community Futures - CFBC



SCF is part of the Community Futures British Columbia Association (CFBC), which is made up of a network of 34 Community Futures offices throughout BC. SCF is one of four offices that are Indigenous-specific.

# Service Area – S'ólh Téméwx



From Fort Langley to Yale

Both sides of the Fraser River

All 24 Stó:lō Communities

# Indigenous-Specific Community Futures Services for Indigenous Peoples

- First Nation, Inuit and Métis
- Non-Stó:lō Indigenous Community Members who reside and will have their business located within S'ólh Téméxw
- There are approximately 15,000 Indigenous Peoples living in S'ólh Téméxw

# Free Support Services

## Tāl'ə Talk Series Video #1 – Who We Are.

Provide supports to help develop business plan and viability assessment

Provide business education and training

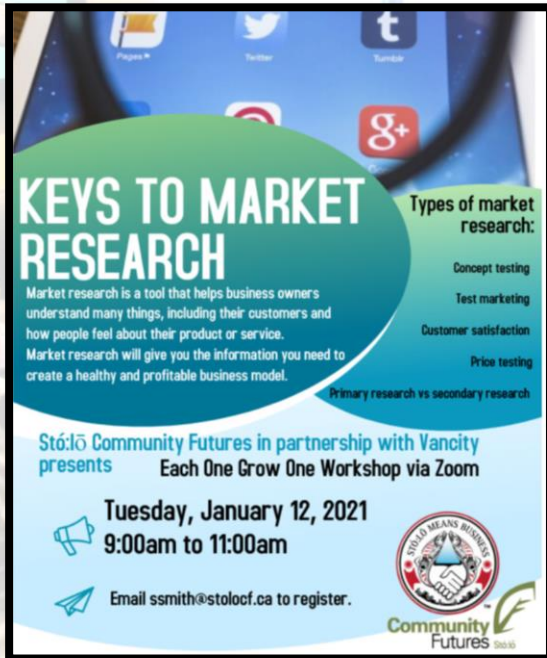
Provide loan fund programs

Provide after-care and ongoing business development

# Free Business Training/Workshops



Introduction to  
**Planning your  
Business Operations**



## KEYS TO MARKET RESEARCH

Market research is a tool that helps business owners understand many things, including their customers and how people feel about their product or service. Market research will give you the information you need to create a healthy and profitable business model.


Types of market research:

- Concept testing
- Test marketing
- Customer satisfaction
- Price testing
- Primary research vs secondary research

Stó:lō Community Futures in partnership with Vancity presents  
**Each One Grow One Workshop via Zoom**

**Tuesday, January 12, 2021**  
9:00am to 11:00am

Email [ssmith@stolocf.ca](mailto:ssmith@stolocf.ca) to register.




### MOVE YOUR BUSINESS FORWARD - GET YOUR BUSINESS ONLINE!

Stó:lō Community Futures is pleased to offer step-by-step courses through the Jelly Academy, in creating a simple website for your business. These courses are open to Indigenous businesses and entrepreneurs operating within S'ólh Téméxxw, the Stó:lō Traditional Territory.

Learn how to get your business online!

- What are the benefits to having your business online?
- Learn how to use SquareSpace and launch your new website
- Learn how to attract your target market online

With funding provided by  
**INDIGENOUS BUSINESS DEVELOPMENT SERVICES**

**Register TODAY!**  
These classes are free, but spaces are limited!  
Call (604) 807-0514 Email [ssmith@stolocf.ca](mailto:ssmith@stolocf.ca)

<b>SESSION 1</b>
Squarespace 101 - Why Sell Online? Friday, March 19 <sup>th</sup> at 1 - 1:45pm
<b>SESSION 2</b>
Squarespace 102 - Launching Your Website Monday, March 29 <sup>th</sup> at 1 - 3pm
<b>SESSION 3</b>
Squarespace 103 - Fine Tuning Your Website Wednesday, March 31 <sup>st</sup> at 1:30pm - 3:30pm



Stó:lō Community Futures PRESENTS in partnership with Vancity

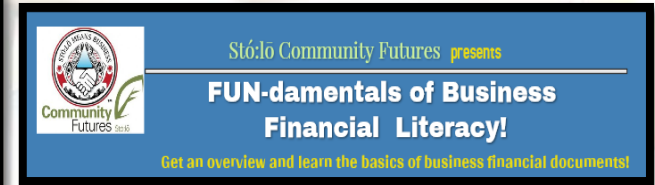
Each One Grow One Workshop  
**Tuesday, November 24, 2020**  
12:00 PM - 2:00 PM  
via ZOOM

## Building a Better Business Plan

EVERY SMALL BUSINESS NEEDS A BUSINESS PLAN YOUR BUSINESS IS A STORY. YOU'RE THE HERO. HOW WILL YOU OVERCOME THE OBSTACLES? WHAT ARE YOU SHORT AND LONG TERM GOALS?

**REGISTER NOW!**  
604-858-0009

**CALL TO RESERVE YOUR SEAT**

Stó:lō Community Futures presents  
**FUN-damentals of Business Financial Literacy!**  
Get an overview and learn the basics of business financial documents!



Coverage area within S'ólh Téméxxw

## ARE YOU READY TO START A BUSINESS?

Stó:lō Community Futures  
Tuesday, November 10, 2020  
9:00am to 11:00am  
Via ZOOM

**BEING YOUR OWN BOSS CAN BE VERY DIFFERENT FROM BEING AN EMPLOYEE.**

Workshop Offers:

- Does owning a small business fit your lifestyle?
- Do you have the support of your family and friends?
- How much time are you able to commit to your business?
- Have you considered all your start-up costs?
- What to do when you're not ready to start your business?

**CALL US NOW! 604-858-0009**



# Täl'ə Talk Series

Video 2- Loan Programs. Presented by SCF's Business Analyst, Shannon Smith.





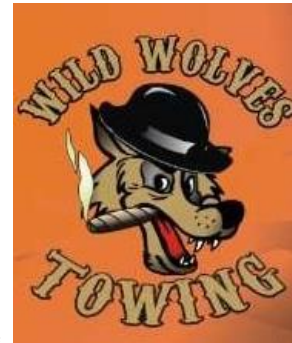
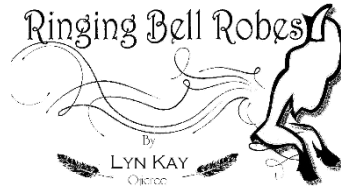
# Financial Support Program to Start or Expand

Micro Loans under \$10,000 to help start-up  
or grow your business

Meet with SCF

Provide brief  
strategy and  
cash flow

Itemized list of  
purchases, and  
source



iSto:lo Media Solutions



# SCF/Vancity Indigenous Impact Lending Program



*Cheam Fishing Village*

Maximum Loan of \$150,000 for Indigenous entrepreneurs with new or existing businesses in Sólh Téméxw.

Maximum Loan of \$500,000 for viable Stó:lō community-owned businesses, their respective development corporations, and joint ventures with the private sector or other Stó:lō communities.

With up to a five-year term for both opportunities for borrowing.

# Entrepreneurs with Disabilities



BRITISH COLUMBIA  
**Entrepreneurs**  
With Disabilities Program

Individuals who:

Self disclose a disability

Need additional support to overcome their barrier to entrepreneurship

Enhanced business services

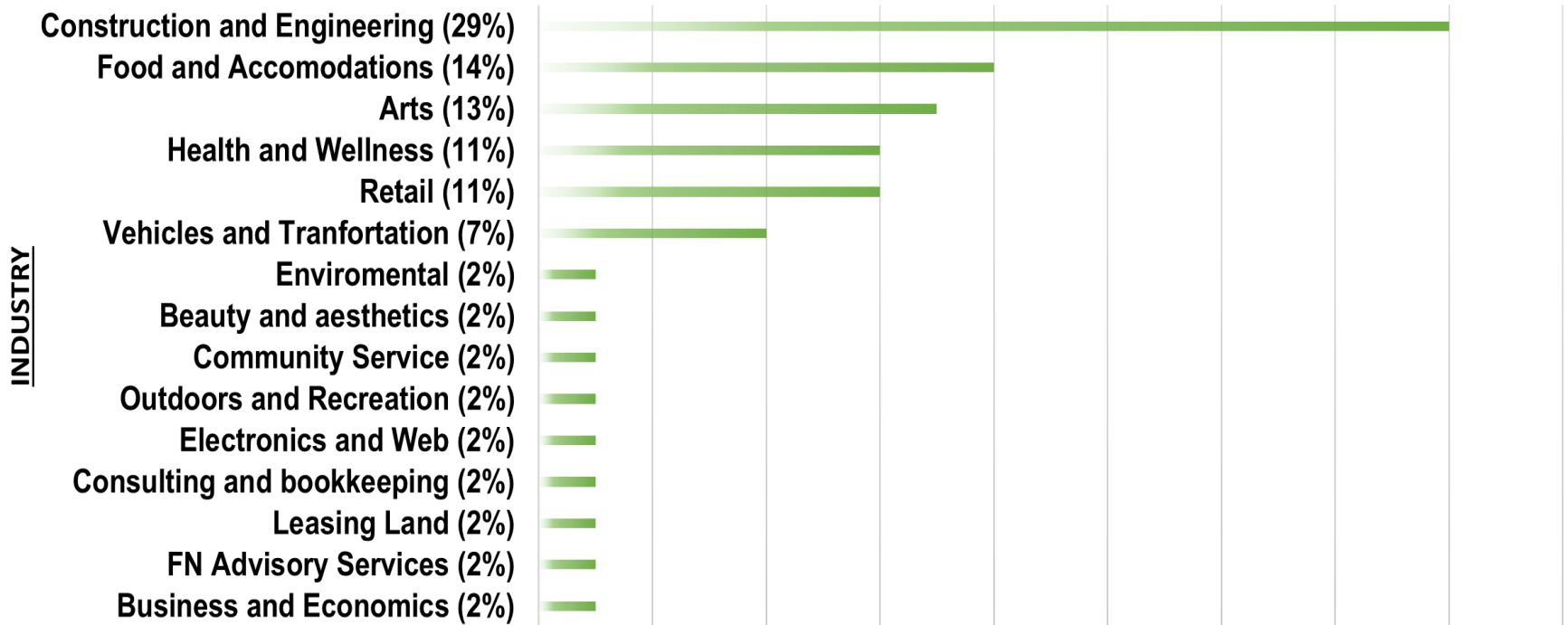
Business skills coaching

Mentorship and networking opportunities through Community Futures BC



**CNBS - Idris Hudson**

# Over 330 Indigenous Owned Businesses!



# Indigenous Women in Business

- 27% of the 330 businesses are owned by Indigenous women who own 100% of their business.
- 7% of the 330 business have some form of ownership by Indigenous women and partnerships



**Bear Image  
Productions  
Sandra Bonner-  
Pederson  
Tzeachten First Nation**



**Joy Farms  
Joy Hall  
Skowkale First Nation**

# SCF Client Success Stories



**Johnny 5's Tree Service**



**Red Road Driving School**



**Stó:lō Catering**



**Ringing Bell Robes**



**AJ Towing Inc.**

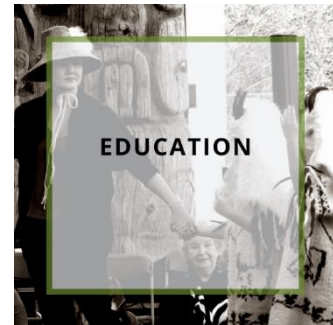
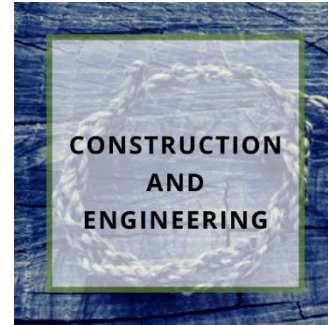


**MSK Steel**



**Zach McNeil-Bobb**

# Stó:lō Business Directory



# Engaging Youth



Young entrepreneurs are innovative, aware and passionate about many social issues, and have found ways to integrate key and important issues into new enterprises.

SCF has worked with many young Indigenous entrepreneurs, guiding them through the processes of business and marketing plan, provided education and training, and with the help of SCF's funding programs, launched their businesses.





# SCF Satellite Offices



**Sema:th**



**Sts'ailes**



**Seabird Island Band**



**Soowahlie**



**Leq'á:mel**



**Sq'éwlets**

# Application Process

- Schedule a meeting with our Business Analyst, Shannon Smith
- Once you have worked together in the confirming the viability of your business idea, you have finalized your business plan/strategy, the cash flow
- If you need financing, a 15% equity is required
- Then time to do paperwork! [www.stolocf.ca](http://www.stolocf.ca) – Business Loans
- Loan Funds Committee – For formal review and decision
- If approved, formal legal documentation will need to be prepared
- Funds disbursed
- This process takes time

# Visit Our Website!

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- Visit our website at [www.stolocf.ca](http://www.stolocf.ca) to view our:
  - Information on our programs and services
  - Loan application information, process, templates and forms
  - Training Courses and Workshops
  - Resources

# Visit Our Social Media!



Sign up for our weekly newsletter on our website

*MailChimp*



Stó:lō Community Futures  
Stolo Comm Futures



[stolo.community.futures](https://stolo.community.futures)



Stó:lō Community Futures



# SCF Staff



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# Kw'as Hoy!

(Thank you)



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Futures Stó:lō

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**Visit our website!**  
**[www.stolocf.ca](http://www.stolocf.ca)**