

Newsletter # 19

April, 2014

Lori Camire, General Manager & Director

Current Month Client Contract Activity

Island Coast:

- Townsite Brewing
- Granite Valley Stone
- Mountain View Service
- Leaves & Petals Floral Studio

Southern Interior:

- Cariboo Jade
- Quality Glass

Northern Region:

- Houston Storage
- Country Wide Printing and Stationary
- Gwyn's Green Grocer
- Process 4 Circle Arts Gallery

Other:

- Immigration Consultant Activities
- Grant Thornton web ad

Bullet Legend

- CF Referral
- Following Presentations
- Results of Marketing / Website
- ✓ Client Referral / Word of Mouth

Business Buyer's Guides

● **Business Buyers Guides**

Island Coast, Southern Interior and Northern Spring Edition Guides were all completed during April. Distribution will be completed within the first week or two of May. Electronic versions are available on ventureconnect.ca. Go to Business Listings then to Business Buyer's Guides.

Thank you to the CF's for reviewing the documents prior to printing, communicating with REALTORS[®], submitting pictures for covers and advertisements. The Guides truly are the result of contributions from many CF sources and resources. Spring edition front covers are from Mount Waddington, Peace Liard and Thompson Country.

✓ **Business Buyer Guides Provincial Coverage**

I was hoping to have an update on whether the Province would be contracting to expand the Buyer's Guide but a decision has yet to be made.

Venture Connect Moving Forward

● **Expansion to New Regions**

Thank you to CF's North Okanagan, Boundary and Okanagan Similkameen, Venture Connect services are expanding in to the Okanagan, Similkameen and Boundary Regions. We will be working to create an inaugural Guide for Summer 2014.

Public Presentations, Workshops, Meetings, Tradeshows

- **Business Owner Succession Strategies (BOSS) Provincial Contract**

The (BOSS) Provincial contract is well underway with 17 of the 52 scheduled events now concluded. These events are bringing positive profile to Community Futures. Upcoming events are noted on ventureconnect.ca. Locations for future events are as noted.

Bullet Legend

- ✓ Confirmed
- Awaiting Confirmation

May 13 - 16

- ✓ CF Sun Country (Hope)
- ✓ CF North Fraser
- ✓ CF South Fraser

May 22

- ✓ CF Cowichan

May 26 – 29

- ✓ CF Peace Liard

June 10 -13

- ✓ CF North Okanagan
- ✓ CF Central Okanagan
- ✓ CF Okanagan Similkameen

June 23 – 26

- CF Revelstoke
- CF Shuswap
- CF Thompson Country

September 8 – 11

- CF Pacific Northwest
- CF 16/37
- CF Nadina (Smithers)

September 22 – 25

- ✓ CF East Kootenay
- ✓ CF Boundary
- ✓ CF Trail
- ✓ CF Central Kootenay

October (date to be determined)

- CF Powell River

- **Completed Events**

April 8 & 9

CF Sun Country (Ashcroft)
CF Nicola Valley

April 15

CF Mt. Waddington

April 23

CF Sunshine Coast

April 29 – May 1

CF Stuart Nechako
CF Nadina (Houston/Burns Lake)

Part of the contract is to train trainers to deliver BOSS Sessions. These individuals have been trained:

Larry Stranberg – CF Cariboo Chilcotin

Siggi Stoldt – CF North Cariboo

Deb Arnott – CF Sun Country

Patty Kinvig – CF Sun Country

Rob Miller – CF Merritt

Etelka Gillespie – Merritt C of C

Tammy Lyell – CF Stuart Nechako

Shelley Wall – Burns Lake C of C

Robson Herman – CF Nadina

Website

- **Web Site Changes**

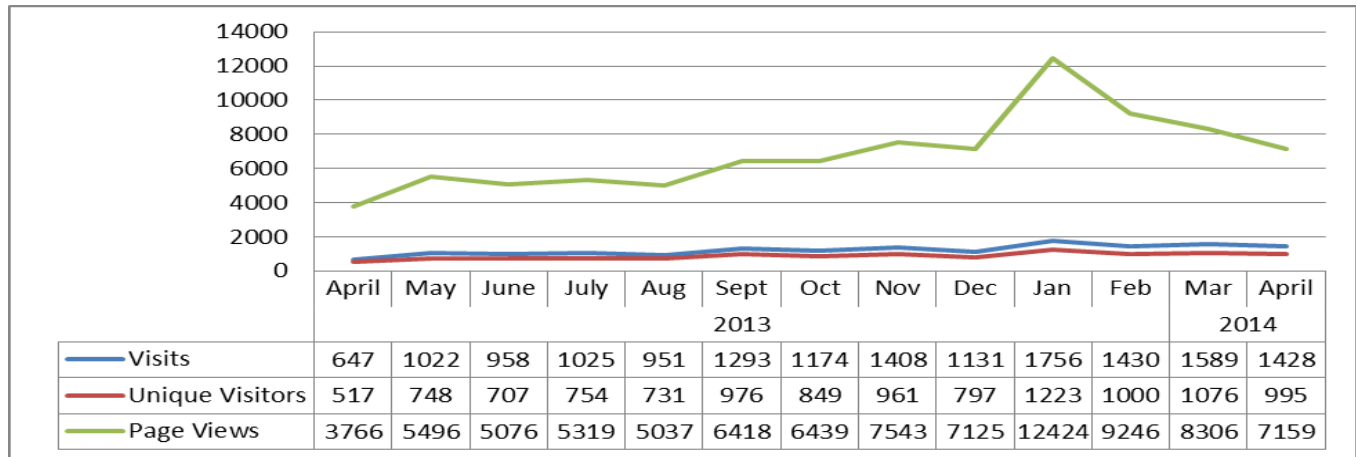
A secured Login for trainers has been created to accommodate materials for the BOSS trainers.

- **Web Site Enquires on Listings**

We received notifications that 32 enquiries were sent to REALTORS® regarding listings on our site. Enquiries for previous 3 months were: March 31; February – 14; January - 56. We have no way of tracking direct calls to REALTORS®.

- **Web-site visits April 1, 2013 – April 30, 2014**

It will be interesting to see if May views spike as they have done each time the Guides are distributed.



- **On-Line Buyer Guide Views** (check out page flipping software)

Unfortunately each time make an update to a Guide on this software, the count returns to zero.

- **Web-site hits from top 25 communities February – April, 2014**

14-Feb		14-Mar		Apr-14	
Nanaimo	172	Vancouver	146	Vancouver	191
Vancouver	159	Nanaimo	136	Nanaimo	82
Port Alberni	78	Port Alberni	111	Richmond	76
Parksville	59	Victoria	79	Surrey	71
Courtenay	53	Richmond	63	Port Alberni	66
Calgary	52	Parksville	54	Kelowna	49
Richmond	51	New York	50	Parksville	49
Duncan	44	Calgary	49	Burnaby	47
Victoria	42	(not set)	43	Victoria	42
Burnaby	38	Courtenay	39	Duncan	33
Surrey	33	Surrey	39	Toronto	30
Shanghai	28	Duncan	32	Kamloops	28
Williams Lake	27	Burnaby	30	Calgary	27
(Not Set)	21	Vernon	24	Courtenay	26
Kelowna	20	Beijing	21	Prince George	26
Edmonton	21	Shanghai	21	Fort McMurray	22
Beijing	16	Prince George	20	Abbotsford	20
Salmon Arm	17	Edmonton	19	New Delhi	20
Campbell River	15	Fort St. John	19	Coquitlam	19
Vernon	15	Kamloops	18	New York	18
View Royal	15	Ottawa	18	Ho Chi Minh City	18
Abbotsford	14	Abbotsford	17	(not set)	17
N. Vancouver	14	Kelowna	16	Edmonton	16
Prince George	14	N. Vancouver	16	Salmon Arm	16
Toronto	14	Haikou	14	North Vancouver	15