

Campeau Fund thriving in tough times

By John Lagimodiere
Of Eagle Feather News

Despite a significant downturn in the economy, the Clarence Campeau Development Fund (CCDF) had a record year in 2009. And the board and management maintain a positive outlook and project even bigger and better things for the Fund in 2010.

Bob McLeod is the Area Director of Western Region II and has the portfolio of Economic Development Minister for the Métis Nation-Saskatchewan. He also sits as chair of the CCDF Board of Directors. McLeod believes there are several reasons for the success of the fund.

"CCDF is successful because we removed the politics from the board and have business people involved at the board table. The board members are geographically representative and selected based on strict criteria. The board has helped create trust and vision, but we also have a strong CEO in Roland Duplessis and a professional staff," McLeod says.

"When you have good people at the top, it filters through the organization. It is about strong relationships with our funding partners. It is difficult sometimes to get federal or provincial ministers to meet considering their busy schedules. However once we get them through our doors and show them what we do, they buy into it right away and become strong advocates for the Fund."

McLeod recalled a productive visit from First Nation and Métis Relations Minister Bill Hutchison. The one hour meeting turned into a three hour visit. The positive relationship that has been developed with the Province has resulted in an extra \$1.4 million from the Gaming

Fund for CCDF to invest this year.

"Two years ago we invested \$4.3 million dollars. In 2009, even during a slump in the economy, we invested \$4.5 million. This year we expect to do even better," said McLeod. "It shows we are doing something right."

The folks at CCDF are doing many things right. They have only a two per cent writeoff on bad investments. Most banks and developmental lenders would love to have that number.

"Other lending institutions are very envious of that. It shows that we have a close working relationship with our clients. They want to repay the money so we can lend it out to someone else," added McLeod.

Meyers Norris Penney recently completed a thorough review of the Fund.

"The report spoke highly of us," said Fund Manager Roland Duplessis. "That report led to the extra \$1.4 million this year, but it also identified we would need even more dollars if the trends continue. The demand is fantastic right now and has led to the opening of a second location in Regina, the creation of five new jobs as well as the intended expansion of our building in Saskatoon. We also expect to make a major announcement in the next couple few weeks that will really be groundbreaking."

The Fund, since its inception in 1997, has provided over \$28 million in funding to Métis businesses and leveraging \$95 million in conventional financing and helped create or secure well over 1,700 direct jobs. The Fund has helped with investments at the Back to Batoche site as well. With over \$1 million in funding from CCDF in the past several years, the site now has more cabins, electrified sites, two kitchens and also some much needed



BOB McLEOD

operating dollars.

"Imagine what we can do with Métis businesses in the North if the forestry industry fires up again," speculated McLeod.

"When we do well as Métis businesses, the whole province does well. These Métis businesses are paying taxes and creating jobs and wealth for everyone. We are helping Métis citizens.

"They come in the door with an idea, we assist them with a professional business plan, and before long a new business in the province is up and running," says McLeod.



Clarence Campeau
Development Fund

Employment Opportunity

The Clarence Campeau Development Fund is now accepting applications for the following position:

Business Development Specialist

Responsibilities:

The Clarence Campeau Development Fund (CCDF) is looking for the appropriate candidate to fill the position of Business Development Specialist to be located in either its Saskatoon or Regina office. Reporting to the Business Development Manager, this position will be responsible for an investment portfolio and will be expected to provide a high level of customer service to new and existing commercial clients. The candidate will be responsible for initial client contact, due diligence, credit submissions and recommendations, document preparation, loan disbursement and collection. A detailed job description will be provided to acceptable candidates prior to the initial interview.

Qualifications:

The candidate must possess a high degree of commercial lending experience and have a thorough understanding of financial statement analysis. The position also requires a self-starter with superior written and verbal communication skills. In addition, the Business Development Specialist must have a sound understanding of other service delivery agencies in the province and the different programs and services they provide. Understanding of Métis culture and the Métis Nation of Saskatchewan would be a definite asset.

Preference for this position will be given to Métis applicants.

The Organization:

More information can be obtained by visiting our website at www.clarencecampeau.com.

Start Date: Negotiable
Location: Saskatoon and Regina
Salary: Negotiable based on qualifications and experience
Deadline for receipt of applications: April 23, 2010

Please submit your resume and cover letter by mail, fax or e-mail to:

Attention: Business Development Manager
Clarence Campeau Development Fund
2158 Airport Drive
Saskatoon Saskatchewan, S7L 6M6
Fax: (306) 657-4890
E-mail: info@clarencecampeau.com



Clarence Campeau
Development Fund

Employment Opportunity

The Clarence Campeau Development Fund is now accepting applications for the following position:

Administrative Assistant

Responsibilities:

The Clarence Campeau Development Fund (CCDF) is looking for the appropriate candidate to fill the position of Administrative Assistant to be located in its Saskatoon Head Office. Reporting to the Business Development Manager, this position will be responsible for normal reception duties including greeting clients, telephone answering, file maintenance and the general organization of the clerical area. A detailed job description will be provided to acceptable candidates prior to the initial interview.

Qualifications:

The ideal candidate will have formal training and experience in general office administration. Experience working in a risk environment and a basic understanding of lending and collection procedures would be an asset. Exceptional verbal and written communication skills are necessary for this position, as is the ability to work in a team environment under significant time constraints. Applicants are required to have a good working knowledge of Microsoft Office with an emphasis on Microsoft Word, Excel, and PowerPoint. Understanding of Métis culture and the Métis Nation of Saskatchewan would be a definite asset.

Preference for this position will be given to Métis applicants.

The Organization:

More information can be obtained by visiting our website at www.clarencecampeau.com.

Start Date: Negotiable
Location: Saskatoon
Salary: Negotiable based on qualifications and experience
Deadline for receipt of applications: April 16th, 2010

Please submit your resume and cover letter by mail, fax or e-mail to:

Attention: Business Development Manager
Clarence Campeau Development Fund
2158 Airport Drive
Saskatoon Saskatchewan, S7L 6M6
Fax: (306) 657-4890
E-mail: info@clarencecampeau.com