

2014/15 ANNUAL REVIEW: FUELING YOUNG ENTERPRISE



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Futurpreneur Canada has been fueling the entrepreneurial passions of enterprising young people in Canada for nearly two decades. We are the only national non-profit organization that provides financing, mentoring and support tools to aspiring business owners aged 18-39. Our industry-leading mentoring program matches young entrepreneurs with business experts from our network of more than 2,700 volunteer mentors.

VISION:

Young entrepreneurs flourish within a fully supportive Canada and create economic and social value for Canadians and the world.

MISSION:

To play an integral role in the entrepreneurship experience of Canadians aged 18-39 by providing financing, mentoring and tools that will help them build sustainable businesses and create value.

**VISIT OUR WEBSITE FUTURPRENEUR.CA
FOR MORE INFORMATION**



A MESSAGE FROM OUR CEO

"All of us at Futurpreneur Canada are thrilled to have given more young people than ever before the financing, mentoring and support they need to launch successful new businesses in Canada. Through our Action Entrepreneurship initiative, we've also inspired more leaders to take action toward a more entrepreneurial Canada. We look forward to building on this momentum as we work toward our goal to help launch 5,000 new businesses between now and 2020."

- Julia Deans, CEO



A MESSAGE FROM OUR CHAIR

"Futurpreneur Canada is coming off a record-breaking year in which we supported the launch of 70 per cent more business than in the two years before. Many people across Canada contributed to this success, including our community partners, our funders, our mentors and our people, led by our Senior Leadership Team and dedicated Board members. Working together, we will reach more young entrepreneurs with programs and resources that will help them succeed and grow."

*- John Risley, Chair
Board of Directors*

futurpreneur
canada™

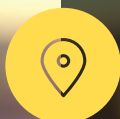
OUR STORY



Supported
8,000
young business owners*



250
Community partners
across Canada



Helped launch
6,400
Canadian businesses



More than
2,700
skilled volunteer mentors



More than
31,000
jobs created*^



50,000
people have used our
Interactive Business Plan Writer**



More than
\$194 million
in estimated tax revenue*^



80-90%
of our entrepreneurs repay
their loans



50-60%
of our entrepreneurs are still in
business after five years



5 jobs
are created by each
entrepreneur, on average

*From inception in 1996 to March 31, 2015

^Based on Futurpreneur Canada surveys conducted in 2009 and 2012

**From launch in 2012 to March 31, 2015



HIGHLIGHTS OF OUR YEAR

We helped launch

995

new businesses—a record-setting number that surpassed our annual goal

We supported

24%

more start-ups than in the previous year and 70% more than in 2012/13

Nearly

40%

of the businesses we supported are owned by women

Our Futurpreneurs launched businesses in

238

locations and almost every industry

DRIVING INNOVATION

We opened doors to financing, mentoring and skill-building opportunities through the fifth consecutive year of the [Spin Master Innovation Fund](#), accepting 10 innovation-focused young entrepreneurs to the program.

BUILDING MOMENTUM

We matched 164 young entrepreneurs with skilled mentors to help them navigate the critical early stages of launching a business through [moMENTum](#), our mentoring program for entrepreneurs who are not seeking financing.

TAKING ACTION

Our [Action Entrepreneurship](#) initiative brought more than 1,000 young entrepreneurs and leaders together to agree on how best to overcome the biggest challenges to business growth.

OPENING DOORS

We launched our new [ThriveNorth](#) initiative with BG Canada, which is increasing entrepreneurship opportunities for young people in Northern British Columbia, engaging more than 1,200 people through local community events and our first ever Business Challenge pitching competition.

GROWING OUR REACH

We ramped up our efforts on the East Coast to reach more entrepreneurs with our programs, opening our first office in St. John's and launching our popular [Owners Wanted](#) event series across Newfoundland.

THINKING GLOBAL AND ACTING LOCAL

We brought the best of Global Entrepreneurship Week to Canada with a series of events that celebrated young entrepreneurs, collaborating with nearly 600 partners to hold 536 events across Canada.

MAKING US PROUD

Kendal Netmaker, Founder and CEO of Neechie Gear, traveled to the United Arab Emirates as one of four finalists in Youth Business International's Young Entrepreneur Awards.

PAYING IT FORWARD

Jeff Ryzner, President of The Eureka Project and Futurpreneur Canada mentor, earned the 2015 BDC Mentorship Award for his outstanding contributions to mentoring Winnipeg's young entrepreneurs.



INSPIRING ACTION

In 2014, we launched our Action Entrepreneurship initiative, bringing together more than 1,000 young entrepreneurs and representatives from the government, corporate, non-profit and education sectors in a series of roundtable discussions across the country. The discussions culminated in a summit held in Toronto where some of Canada's best and brightest minds identified the most important actions needed to advance youth entrepreneurship in Canada. The resulting document, *Unlocking the Power of Youth Entrepreneurship: An Action Plan for Canada*, outlines more than 80 specific recommendations and, most importantly, identifies the stakeholder group best positioned to carry out each action. We are tracking all progress made in our online Action Entrepreneurship Link.

During the second run of Action Entrepreneurship, in 2015, we focused on business growth. We held 12 roundtables across Canada to identify the barriers young people face in growing their businesses and then gathered once again in Toronto for our annual summit to agree on how various stakeholders can help remove these barriers. The 2015 Summit also featured an expert exchange event, in which small groups of young entrepreneurs and experts shared insights on a variety of areas important to their development and growth, and a successful entrepreneur marketplace with 27 small businesses selling their products and services. Coming out of the Summit, we created a follow-up to our action plan, the *Guide to Growth*, which identifies the actions needed to increase growth and the right people to take them.



THE MANY FACES OF SUCCESS

The most important success stories we can tell belong to the young entrepreneurs we support. These are stories of overcoming fear, learning from failure, inspiring resilience and demonstrating incredible ingenuity. We're happy to share just a few of these stories from young entrepreneurs across the country, along with their advice for those who dream of following in their footsteps.



DYLAN, BRETT AND MEGHAN ZAHARI
BRONUTS
WINNIPEG, MANITOBA

Brett and Meghan Zahari got their first taste of gourmet donuts during a road trip to Portland and they were instantly hooked on the idea of fresh donuts every day. Upon their return they teamed up with Brett's brother Dylan to open the aptly named Bronuts gourmet donut shop right in Winnipeg. They spent their days and nights making their dream a reality—on top of their regular day jobs in construction—to have a successful, family-run business.

"Don't do it because 'it will be so fun!'. Be realistic and intentional all the way through. It's one of the most incredible experiences, but it takes work."



KIM KELLER AND HIMANSHU SINGH
FARM AT HAND INC.
VANCOUVER, BRITISH COLUMBIA

Farm at Hand Inc. is a cloud-based farm management platform that allows farmers to track everything from seed to sale, adding efficiency and productivity to the farming system by replacing traditional pen and paper methods. The idea for Farm at Hand first came to Kim, a third generation farmer, when she expressed her frustrations with the inefficiencies of existing farm management programs. Himanshu, who was a student at the time, suggested they build something better and, a few months later, Farm at Hand was born.

"Don't be afraid to stick to your vision of what you want your company to be. At the same time, be open to the guidance and advice from the mentors and advisors you surround yourself with. You don't know what you don't know."



ERIN KIRBY
FIBERLILLY
ST. JOHN'S, NEWFOUNDLAND

Erin, the owner of this fabric and yarn shop, always dreamed about being an entrepreneur and starting her own business. She liked the idea of making all the decisions herself and having full control over how things were done, something she struggled with when managing other businesses. Although she found it scary, once she took the first step and started working on her business plan her fears slowly subsided. Now she is happy to be able to be as creative and adventurous as she wants.

“Young entrepreneurs have drive, vision, and focus. They bring creative ideas to the communities they live in, which helps to diversify and support those communities.”



FALLON HUFFMAN
QUEEN V FASHION HOUSE
REGINA, SASKATCHEWAN

Queen V Fashion House offers a collection of progressive international brands and designers through its Regina-based boutique and online store servicing customers across North America. A former marketing account executive, Fallon realized her passion for fashion and opened her own boutique. Fallon loves being in control of her own vision and brand, and enjoys the fact that her hard work is now benefiting her, rather than a corporation. Since launching, she has grown her business to include five staff members.

“Trust the process. Enjoy the hiccups along the way because, in the end, they will provide the most valuable lessons. Rebound from your failures quickly and trust that each day is a new day to succeed and be brilliant.”



GRAEME LUEY AND JOHNNY HOLLICK
#HASHTAG GALLERY
TORONTO, ONTARIO

After growing increasingly frustrated with the lack of suitable jobs in their fields, Graeme and Johnny saw an opportunity to create their own future. They opened #Hashtag Gallery, a contemporary art gallery in Toronto's trendy Trinity Bellwoods area that offers emerging and mid-career artists a professional environment in which to display their work. The gallery aims to push Canada's next generation of talented artists to the forefront of the contemporary arts world.

"I like knowing at the end of each day that I've made something that is uniquely mine. Being an entrepreneur has allowed me to create a career that I'm interested in, rather than simply spending my time making someone else's business successful. The feeling is truly exhilarating."



DAVID AND NATALIE WILSON
HOUSE OF AUTO DETAILS
BEDFORD, NOVA SCOTIA

David and Natalie always dreamed of owning their own business, but it took being unemployed to jump start the process. They liked knowing that their destiny was in their own hands, so they took the opportunity to fill a void in the market by opening a full-service auto detailing shop. Equipped with the latest in automotive detailing and steam technology, Auto Details offers professional cleaning for every budget.

"You can do awesome things in business if you get your information from the source. Ask questions!"



JAMES DOBBIN
GUMMI BOUTIQUE
CALGARY, ALBERTA

Gummi Boutique offers customers a wide selection of retro sweets, odd toys and wacky gifts, and has a cult following of candy and pop culture lovers across Alberta. From a young age, it was obvious that James had an entrepreneurial spirit—from shoveling snow and cutting grass, he always felt like an entrepreneur. Earlier on in life it was about making money to buy candy and comics. Now it's about doing something that makes him happy.

“It takes a certain type of person to be an entrepreneur. You have to be arrogant enough to believe you have what it takes to make your dream a reality. Don't listen to the people who say you can't do it. They're wrong, trust me.”



NATHON KONG
TAILOR2GO
MONTREAL, QUEBEC

Nathon Kong always dreamed about following in the footsteps of his mother, a single mother who started a business from nothing to provide for her four children and put them through university. He got his chance in 2007 when he graduated with an undergraduate degree and began interviewing for jobs. His struggle to find a reasonably-priced suit that fit well inspired him to create Tailor2Go, a mobile menswear boutique that uses a solar-powered truck equipped with a 3D scanner to ensure a perfect fit and a convenient service for busy professionals.

“Confront your fear and make sure you will never have your back against the wall.”

OUR FINANCIAL RESULTS: MANAGEMENT COMMENTARY AND HIGHLIGHTS

Futurpreneur Canada is committed to ensuring that the highest possible percentage of our resources goes directly to supporting entrepreneurs through loan capital and programs. In fiscal 2015¹, we invested in 995 new businesses across Canada.

We are actively supporting more than 2,800 Canadian entrepreneurs through a loan portfolio with a total net value of \$22 million as of March 31, 2015. Our entrepreneurs demonstrate the quality of our investment by repaying their loans at a consistently high rate. Four out of every five entrepreneurs repay fully in five years, and these repayments are re-invested in supporting more young entrepreneurs. We credit the role that our robust network of community partners and volunteer mentors play in contributing to this high repayment rate.

GROWING SUPPORT FOR YOUNG ENTREPRENEURS

	2015	2014
Number of new businesses supported	995	801
Number of entrepreneurs reached by Futurpreneur programs (in 12-month fiscal year)	1,433	1,128
Number of entrepreneurs reached by Futurpreneur programs (cumulative since inception in 1996)	8,003	6,570
Loan funds advanced to entrepreneurs (in 12-month fiscal year)	\$ 12,725,000	\$ 10,554,500
Cumulative balance of the net loan portfolio	\$ 22,044,000	\$ 18,803,000

¹April 1, 2014 to March 31, 2015

Condensed Statement of Financial Position

As at March 31, 2015 with comparative information for 2014

ASSETS	MARCH 31, 2015	MARCH 31, 2014
CURRENT		
Cash and cash equivalents	\$ 11,748,375	\$ 12,728,199
Loans	7,856,430	6,899,671
Other current assets	1,040,392	1,491,851
	20,645,197	21,119,721
LOANS (non-current)	14,187,781	11,903,457
ADVANCES TO RELATED PARTY	14,583	14,583
CAPITAL ASSETS (net)	477,644	512,695
	\$ 35,325,205	\$ 33,550,456
LIABILITIES		
CURRENT		
Bank indebtedness	\$ -	\$ -
Accounts payable and accrued liabilities	1,296,809	1,205,531
DEFERRED RENT, CONTRIBUTIONS AND GRANTS	1,407,633	1,191,479
	2,704,442	2,397,010
NET ASSETS	32,620,763	31,153,446
	\$ 35,325,205	\$ 33,550,456

Condensed Statement of Cash Flow

Year ended March 31, 2015 with comparative information for 2014

	2015	2014
NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES		
OPERATING ACTIVITIES		
Cash received from contributors and sponsors	\$ 13,927,133	\$ 10,950,158
Cash received from principal payments	7,555,103	6,805,597
Cash received from loan interest and fees	1,746,142	1,390,087
Loan advances	(12,725,000)	(10,554,500)
Other program and operating activities	(11,238,000)	(10,741,796)
	(734,622)	(2,150,454)
FINANCING AND INVESTING	(245,202)	(510,711)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS DURING THE YEAR	(979,824)	(2,661,165)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	12,728,199	15,389,364
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 11,748,375	\$ 12,728,199

A complete set of audited financial statements for the years ended March 31, 2015 and 2014 can be obtained by calling the National Office at (416) 408-2923 ext. 2124.

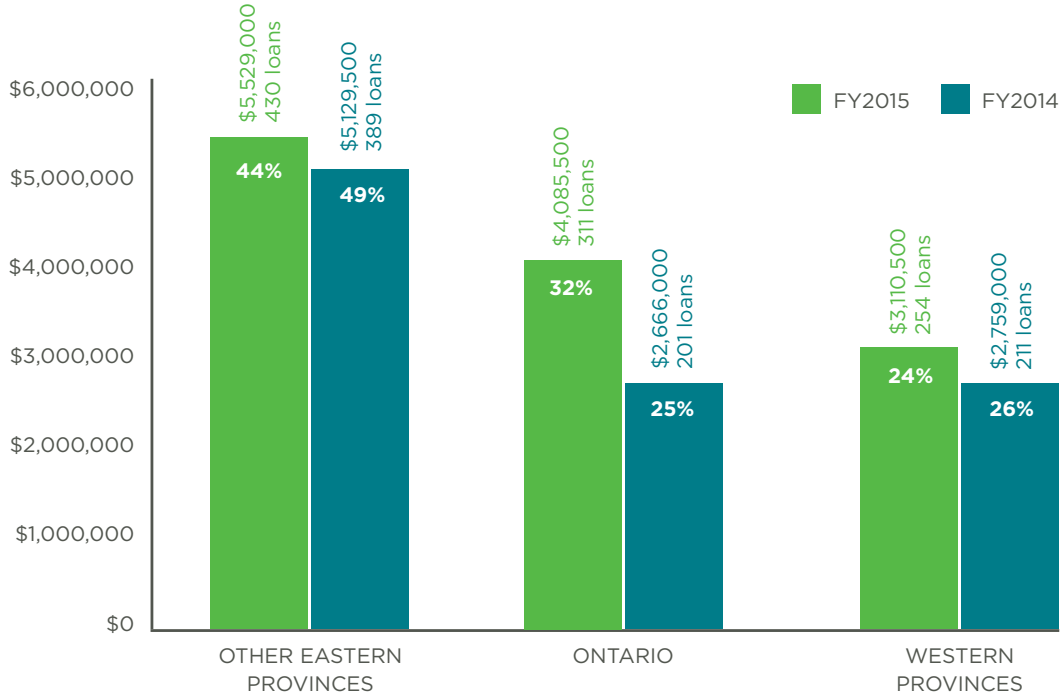
Condensed Statement of Operations

Year ended March 31, 2015 with comparative information for 2014

REVENUE	2015	2014
Contributions and sponsorships	\$ 13,115,109	\$ 12,641,690
Loan interest and fees income	1,761,991	1,391,767
Investment and other income	230,577	204,724
	15,107,677	14,238,181
EXPENSES		
Entrepreneur programs	9,389,373	8,744,798
Outreach initiatives	1,755,598	1,782,940
Partner development and fundraising	769,702	707,227
Administration	1,725,687	1,510,687
	13,640,360	12,745,652
EXCESS OF REVENUE OVER EXPENSES	\$ 1,467,317	\$ 1,492,529

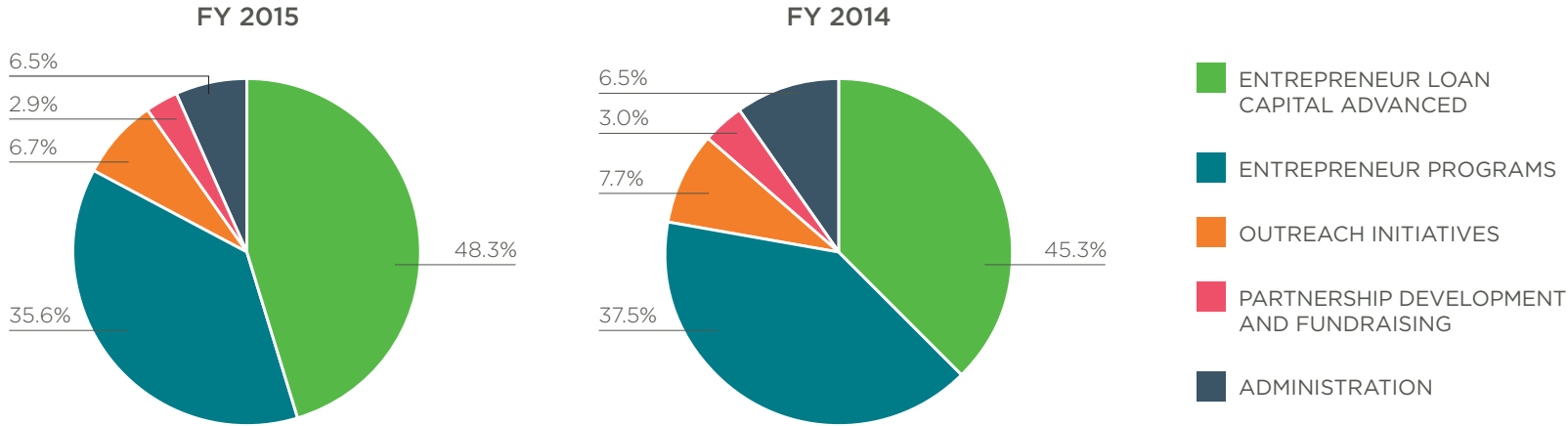
GROWING SUPPORT FOR YOUNG ENTREPRENEURS

Fiscal Year April 1-March 31



HOW OUR FINANCIAL RESOURCES WERE INVESTED

April 1-March 31



OUR VALUED CONTRIBUTORS

We would like to thank all of our partners who have provided financial and in-kind resources this fiscal year to help us reach a record number of young entrepreneurs.

\$1,000,000 – \$9,999,999

Industry Canada

\$250,000 – \$999,999

BG Group

Government of Ontario

Government of Québec – Secrétariat à la jeunesse

Prince's Charities Canada

\$100,000 – \$249,999

Accenture

BMO Financial Group

Business Development Bank of Canada

GFTC Legacy Fund

National Research Council – Industrial
Research Assistance Program

RBC Foundation

Spin Master Ltd.

TD Bank Group

\$25,000 – \$99,999

Barclays

Clearwater Fine Foods Inc.

Government of Saskatchewan

Meridian

Scotiabank

TELUS

CONNECT WITH US IN PERSON:

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Toronto, ON M5H 2L2

Regional and satellite offices located
in Halifax, Quebec City, Montreal,
Ottawa, London, Guelph, Winnipeg,
Saskatoon, Regina, Calgary, Kelowna
and Vancouver.

FIND US ONLINE:

Futurpreneur.ca

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A special thank you to the Foundation for an Entrepreneurial Canada.

²Total financial and in-kind value received between April 1, 2014 and March 31, 2015