

2015/16 ANNUAL REVIEW

FUELING YOUNG ENTERPRISE



futurpreneur
canada

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Futurpreneur Canada has been fueling the entrepreneurial passions of enterprising young people in Canada since 1996. We're the only national non-profit organization that provides financing, mentoring and support tools to aspiring business owners aged 18-39. Our internationally recognized mentoring program matches young entrepreneurs with a business expert from our network of almost 3000 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 FUTURPRENEUR.CA
FOR MORE INFORMATION



A MESSAGE FROM OUR CEO

"Over the past year, we've supported over 1000 new business owners with financing and mentoring to start their new businesses. But this only paints a partial picture of how we have supported entrepreneurs. We've also worked with and supported thousands more entrepreneurs through events such as Action Entrepreneurship, resources including our interactive Business Plan Writer, global initiatives like the G20 Young Entrepreneurs Alliance, and our frequent workshops and seminars. Our community of Futurpreneurs is growing every year, and inspiring us every day."

- Julia Deans, CEO



A MESSAGE FROM OUR CHAIR

"Futurpreneur is evolving its operations and its offerings to help more young entrepreneurs succeed. New programs, new services and a transformed funding model mean that more young people across Canada can access the financing, mentoring and resources they need to start and grow new businesses. These exciting improvements, combined with our almost 20 years of supporting young entrepreneurs, have prepared us to support more entrepreneurs, in more ways, than ever before."

- John Risley, Chair
Board of Directors

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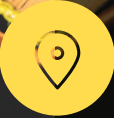
OUR IMPACT TO DATE



Supported
9,160*
young business owners
with start-up loans



350*
Community and referral
partners across Canada



Helped launch
7,479*
Canadian businesses



More than
2,900*
skilled volunteer mentors



More than
35,000†
jobs created



65,000**
people have used our
interactive Business Plan Writer



More than
\$224,000,000†
in estimated tax revenue

*From inception in 1996 to March 31, 2016

**From 2012-March 31, 2016

†Based on Futurpreneur Canada surveys conducted in 2009 and 2012



HIGHLIGHTS OF OUR YEAR

We supported the launch of
1,009
new businesses—more than ever before

Top three industries supported:
**service, retail
and food/beverage**

84%
of entrepreneurs we supported
were aged 18-34

40%
of the businesses we supported were
majority-owned by women

MAKING CONNECTIONS

Through our partnership with The Keg, we hosted almost 700 young business owners at Entrepeer Experience events. These networking events ignited and strengthened connections between entrepreneurs and mentors in communities across the country.

MENTORING MATTERS

We partnered with the Business Development Bank of Canada for the national launch of moMENTum, a mentoring-only offering providing six months of mentoring to aspiring entrepreneurs. This initiative was a direct response to new business owners who were looking for mentoring without financing.

ACTION ENTREPRENEURSHIP

Action Entrepreneurship 2016 brought over 1,000 young entrepreneurs and the people who support them together for regional and national events and the opportunity to make new connections, hear from inspiring speakers and attend engaging skill-building sessions.

OPEN FOR BUSINESS

Over the past year we've opened new offices, extending our in-person reach to more communities than ever before. We now have dedicated Futurpreneur staff in Edmonton (AB), Terrace (BC) and Yellowknife (NWT).

ON THE ROAD

In November 2015, we launched GEW Canada: On the Road, a national marquee initiative for Global Entrepreneurship Week (GEW) that sent three young entrepreneurs around the country as GEW Ambassadors.

THRIVENORTH

For the second year in a row we partnered with Prince Rupert LNG to increase entrepreneurship in Northern British Columbia. This year, we hosted an enlightening mentoring masterclass, a bustling entrepreneur marketplace and the second annual ThriveNorth Business Challenge.

GOING GLOBAL

Last year, over 400 of the world's best and brightest young entrepreneurs and change makers gathered in Istanbul, Turkey, for the 6th annual G20 Young Entrepreneurs' Alliance Summit. Futurpreneur led 20 Canadians to the summit to expand their international networks and urge G20 leaders to foster and support entrepreneurship.

FUNDING FOODIES

In partnership with the Guelph Food Technology Centre, we supported food producers and manufacturers across Canada with financing and mentoring. We also launched an inspiring marketing campaign to raise awareness of food production as a strong business opportunity.



BUILDING ENTREPRENEURIAL SKILLS

Financing is often a must for starting a small business and mentorship is a key ingredient to success, but those aren't the only things young entrepreneurs need to launch and grow thriving businesses. At Futurpreneur, we offer a variety of high-impact resources that help aspiring and established entrepreneurs and mentors build their entrepreneurial skills and knowledge.

POPULAR

Our most popular online resource is our interactive **Business Plan Writer**, supported by BMO. This dynamic resource allows users to customize their business plan and provides tips, tricks and examples along the way to guide them through the process. As of March 31, 2016, this tool had been used by over 65,000 people as they tackled the important task of creating a viable business plan.

COMPREHENSIVE

Our **Business Resource Centre**, also supported by BMO, has tools, templates and articles for entrepreneurs at every stage of owning a business. From understanding entrepreneurship and writing a business plan to managing operations and excelling at sales and marketing, the Business Resource Centre is a hub of useful information and advice for any entrepreneur.

HANDS-ON

How do entrepreneurs know if their business plan is as good as they think it is? We have a team of in-house **Entrepreneurs-in-Residence** who hold regular webinars, boot camps and one-on-one sessions with entrepreneurs in the planning stages of their businesses. These entrepreneurial experts work closely with aspiring business owners to ensure they have rock-solid business plans to help them secure the financing they need and get started.

MENTOR-FOCUSED

Mentoring is a key component of business success, so we partnered with the BDC to create a series of mentoring crash courses to help mentors and entrepreneurs make the most of their mentoring relationships. From how to kick off a mentoring relationship to having difficult conversations with your mentor or entrepreneur, we cover the top topics that come up in even the strongest of mentoring relationships.

COLLABORATIVE

We collaborate with the Government of Canada and hundreds of government, business and non-profit partners across Canada and internationally to ensure that young entrepreneurs get the help they need to start and grow successful businesses. For example, we partner with BDC to secure more financing for Futurpreneurs. We've also partnered with the **Canadian Federation of Independent Business** (CFIB) to offer Futurpreneur-supported entrepreneurs a free, six-month introductory membership to My Start Up, CFIB's new resource for new Canadian business owners.

THE MANY FACES OF SUCCESS



The most important success stories we tell belong to the young Futurpreneurs 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 Futurpreneur across the country, along with their advice for those who dream of following in their footsteps.



JENISE LEE
CERTCLEAN

Jenise Lee knew that terms like “natural” and “organic” were not governed in the beauty sector in Canada. After losing her brother to cancer, Jenise realized that she wanted to solve the problem of potentially cancer-causing chemicals in products. With this passion and a determination to help consumers recognize what’s in the products they use every day, Jenise created CertClean, a certification that vets cosmetics and personal care products that are formulated without ingredients that pose risk to human health. In 2015, Jenise was one of 10 recipients of our Spin Master Innovation Fund.

“The Spin Master Innovation Fund facilitated the accelerated growth of my company as I was able to build a team and outsource work so that I could increase internal capacity and efficiencies.”



KRISTIN POCH
BEATNIK BUS

Kristin Poch spent her weekends growing up with her father, scouring thrift stores and garage sales for quality vinyl records. After graduating from university and struggling to find meaningful work, Kristin was traveling and came across mobile retailers that inspired her to revisit her passion for vinyl. With Futurpreneur’s support, she created Beatnik Bus, a mobile retailer selling vinyl records in Calgary. Since then, she’s been generating lots of positive buzz for her business, which is the first of its kind in Calgary, and was even featured on the Amazing Race Canada!

“The most rewarding part of this business is talking music with people. The nostalgia of my product and the deep connection people have with certain artists, albums or songs allows me to connect with people on such a unique level.”



NANCY LIN & JULIA ZU
SUNBERRY FITNESS

Sunberry Fitness is a women-only fitness centre in Richmond, British Columbia that specializes in fun fitness classes in a safe and supportive environment. Sunberry Fitness took fun fitness classes to another level when they partnered with BandAids for Bunnies, a local organization that helps former pet rabbits that were abandoned by their owners, for a series of bunny yoga classes. Starting as an idea to help a local charity, bunny yoga attracted attention globally from media like CBC, BuzzFeed and Huffington Post, and landed them in the final round at the Small Business BC Awards for the Best Online Marketing Award.

"The most important lesson I learned is to seek for help early. The amount of resources available is one of best thing about starting a business in Canada."



DANIEL MARABOTTO
LAS SALSAS CORP.

Growing up, Daniel Marabotto's father was always making salsa. When his family moved to Canada from Mexico City and hosted parties, all the guests would ask if they could take home some of this homemade salsa, sparking the idea for Las Salsas, a salsa manufacturer that uses only natural ingredients in its products, inspired by the family recipe. Las Salsas released their products in 2012 and in just two years they were already in 25 stores in Winnipeg.

"Being with Futurpreneur has not only given my company some financial support, but also has given me some great contacts and advice!"



MICHAEL LODER & TRAVIS BARBOUR **BIOLANTIC SERVICES**

Michael Loder and Travis Barbour both knew they wanted to be in control of their own destiny, so together they started Biolantic Services Inc., a medical device service company that offers a range of services to clinics and hospitals, such as servicing and certifying medical devices. Due to Newfoundland's remoteness, these services can be often be very expensive and not profitable for major companies to provide. Biolantic solves this issue by giving companies the ability to do business in Newfoundland, while still offering the same service to their clients.

"Futurpreneur Canada is a great organization with great people. Their staff has a genuine interest in seeing entrepreneurship grow. They have provided resources to find funding, mentorship and continue to help us grow our company in every way possible."



APRIL LINK & CHRIS RIDLEY **OUTER COAST OUTFITTERS**

After dreaming about it for almost ten years, entrepreneur April Link and her husband, Chris Ridley, finally made their dreams a reality by opening Outer Coast Outfitters, an outdoor adventure company in Prince Rupert, British Columbia. The pair believed that entrepreneurship was an opportunity to shape the character of the small community. In spring 2015, the duo participated in the ThriveNorth Business Challenge, which motivated them to tighten their business concept and feel more confident about the probability of success.

"After the ThriveNorth Business Challenge, I really got to experience the value of both ThriveNorth and Futurpreneur with a number of different kinds of support such as the Peer Mentor Circle, one-on-one coaching, and start-up funding. All of these pieces really helped get me from ideation to execution."



DAVID LAMOUREUX
BRASSEURS DU MOULIN

A microbrewery located in Beloeil, Quebec, Brasseurs du Moulin was created by David Lamoureux, Pascal Dupont-Dorais, Annie Trudel and Claude Lamoureux. The four entrepreneurs with mixed backgrounds were eager to make their own decisions and have more rewarding and creative careers. Daniel was introduced to Futurpreneur by a friend at a time when finding money was a source of stress. After a year in business, the microbrewery employed 31 part-time employees, seven full-time employees and had exceeded their revenue projections by 30 percent.

“Our Futurpreneur mentor has been a very good support. I think what he did best was to highlight the times when we were lying to ourselves. His approach is the perfect fit and he pointed out the things we were avoiding to see and help us get over them.”



OUR FINANCIAL RESULTS: HIGHLIGHTS AND MANAGEMENT COMMENTARY

Our financial commitment is two-fold: to source and leverage financial resources from all sectors, and to invest the highest percentage possible of these resources to support young entrepreneurs through access to loan capital and programs.

INNOVATIVE AND DIVERSIFIED FUNDING MODEL

We continue to effectively diversify our sources of funds. In 2015, we launched an innovative way for young entrepreneurs to access bank capital for their start-ups, with us drawing on a line of credit from the Royal Bank of Canada guaranteed by the Business Development Bank of Canada. Non-government support increased in Fiscal 2016 to 67%, from 54% the previous year, as we continue to expand resources for young entrepreneurs from all sectors.

INCREASING EFFICIENCY AND EFFECTIVENESS

With 20 years of experience supporting young entrepreneurs, we're efficient at delivering our programs across Canada, leveraging our extensive national partnerships and mobilizing our volunteer network. In Fiscal 2016, our average program and operating costs decreased by 11%. A portion of those savings has enabled us to re-invest in our technology infrastructure, while also adding virtual and on-line tools to support our programs and support for young entrepreneurs.

MAINTAINING ASSET QUALITY

With a high quality loan asset (gross value at March 31, 2016 of \$27.6M) we have a built-in renewable source of funds. Based on consistent past experience, 83% of our loans will be repaid. This enables us to have a strong source of funds to sustain our programs and make new loans each year, which we do by diligently reviewing and adjudicating all applications and providing pre-application to post-disbursement support as needed.

SUPPORT FOR YOUNG ENTREPRENEURS

	2016	SINCE INCEPTION
Number of new businesses supported	1,009	7,479
Number of entrepreneurs who have received start-up loans	1,157	9,160
Loan funds advanced to entrepreneurs	\$ 11,457,000	\$ 97,000,000
Cumulative balance of the net loan portfolio March 31, 2016	\$ 23,200,000	\$ 23,200,000

FUTURPRENEUR CANADA

Condensed Statement of Financial Position As at March 31, 2016 with comparative information for 2015

ASSETS	MARCH 31, 2016	MARCH 31, 2015
CURRENT		
Cash and cash equivalents	\$ 12,132,818	\$ 11,748,375
Loans	8,304,160	7,856,430
Other current assets	888,331	1,040,392
	21,325,309	20,645,197
LOANS (non-current)	14,893,743	14,893,743
ADVANCES TO RELATED PARTY	-	14,583
CAPITAL ASSETS (net)	442,920	477,644
	\$ 36,661,972	\$ 35,325,205
LIABILITIES		
CURRENT		
Bank indebtedness	\$ 3,000,000	\$ -
Accounts payable and accrued liabilities	796,618	1,296,809
DEFERRED CONTRIBUTIONS AND OTHER	1,070,264	1,407,633
	4,866,882	2,704,442
NET ASSETS	31,795,090	32,620,763
	\$ 36,661,972	\$ 35,325,205

FUTURPRENEUR CANADA

Condensed Statement of Operations Year ended March 31, 2016 with comparative information for 2015

REVENUE	2016	2015
Contributions and sponsorships	\$ 9,673,232	\$ 13,115,109
Loan interest and fees income	2,018,537	1,761,991
Investment and other income	312,398	230,577
	12,004,167	15,107,677
EXPENSES		
Entrepreneur programs	8,616,109	9,389,373
Outreach initiatives	1,732,080	1,755,598
Partner development and fundraising	932,264	769,702
Administration	1,549,387	1,725,687
	12,829,840	13,640,360
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENSES	\$ (825,673)	\$ 1,467,317

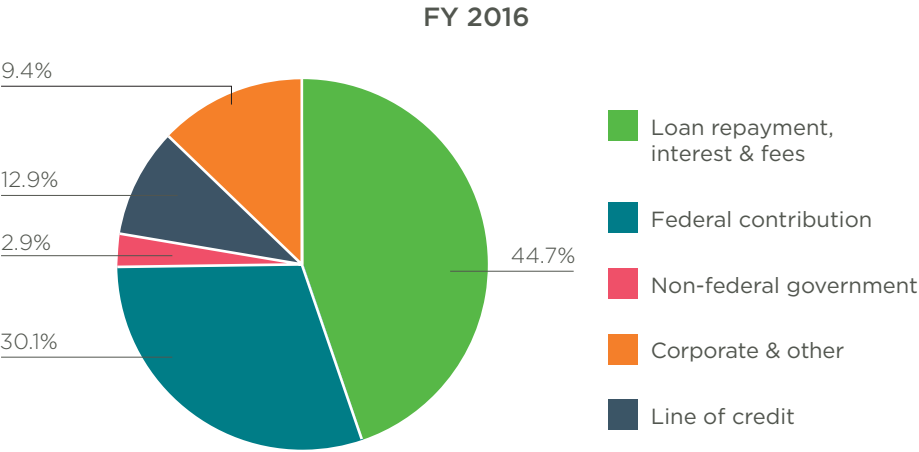
Condensed Statement of Cash Flow Year ended March 31, 2016 with comparative information for 2015

	2016	2015
CASH PROVIDED BY (USED IN):		
OPERATING ACTIVITIES		
Cash received from contributors and sponsors	\$ 9,743,897	\$ 13,927,133
Cash received from principal payments	8,384,935	7,555,103
Cash received from loan interest and fees	2,007,872	1,746,142
Loan advances	(11,457,000)	(12,725,000)
Other program and operating activities	(11,126,950)	(11,238,000)
	(2,447,246)	(734,622)
FINANCING	3,000,000	-
INVESTING ACTIVITIES	(168,311)	(245,202)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS DURING THE YEAR	384,443	(979,824)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	11,748,375	12,728,199
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 12,132,818	\$ 11,748,375

A complete set of audited financial statements for the years ended March 31, 2016 and 2015 can be obtained by calling the National Office, Director of Finance at (416) 408-2923 ext. 2124

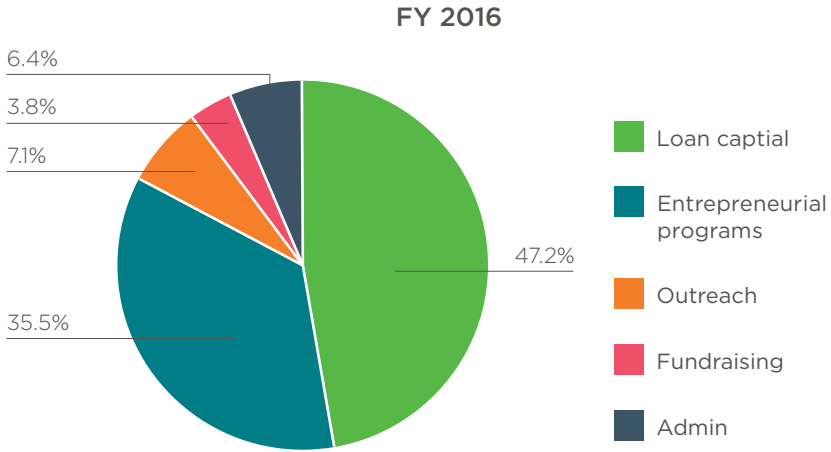
FINANCIAL RESOURCES

April 1, 2015-March 31, 2016

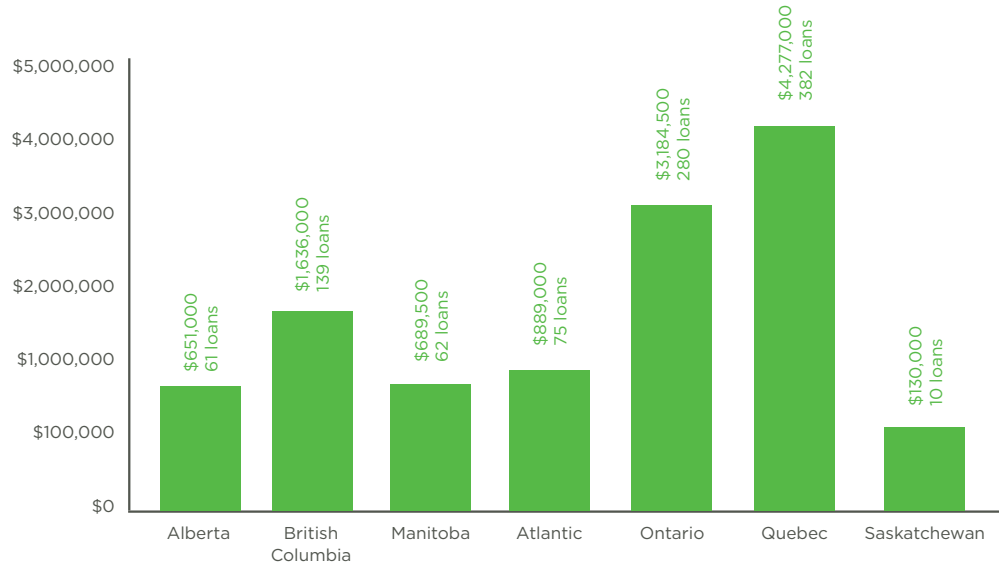


INVESTMENTS OF RESOURCES

April 1, 2015-March 31, 2016

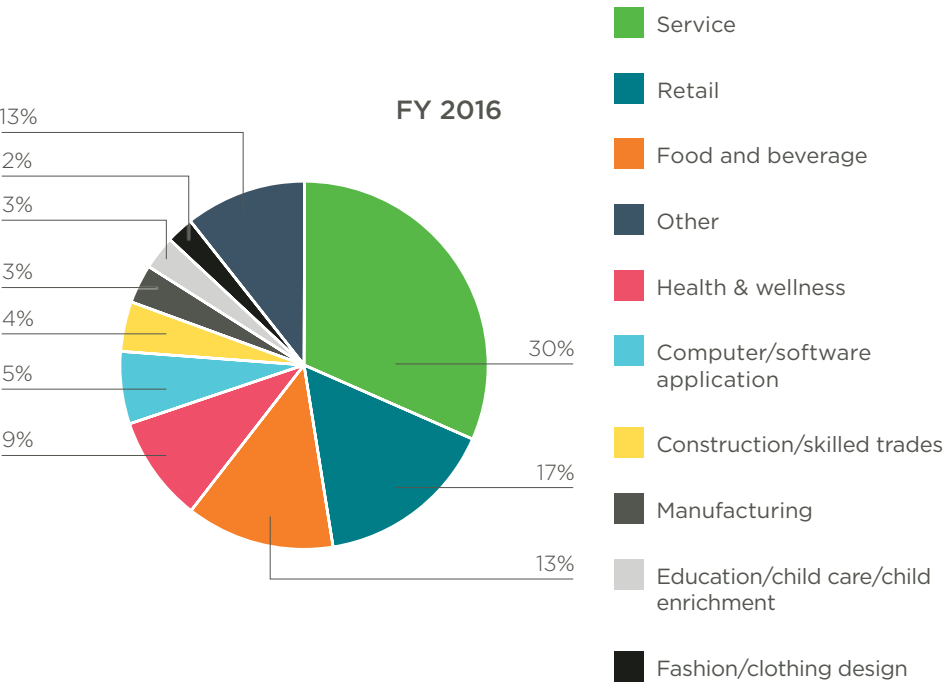


FY2015-2016 ALL LOANS DISBURSED BY REGION



ALL LOANS DISBURSED BY INDUSTRY

April 1, 2015-March 31, 2016





We would like to thank all of our partners for their financial and in-kind contributions, as well as multi-year commitments, during this fiscal year to help us reach a record number of young entrepreneurs.

\$1,000,000 – \$9,999,999

Innovation, Science and Economic
Development Canada (ISED)

\$250,000 – \$999,999

Prince Rupert LNG (Royal Dutch Shell)
Secrétariat à la jeunesse du Québec
Prince's Charities Canada

\$100,000 – \$249,999

BMO Financial Group
Business Development Bank of Canada
GFTC Legacy Fund
RBC Foundation
Spin Master Ltd.
TD Bank Group
TRICO Foundation

\$25,000 – \$99,999

Accenture
Barclays
Clearwater Fine Foods Inc.
Government of Manitoba
Government of Saskatchewan
Meridian Credit Union
Royal Bank of Canada
Scotiabank
The Keg

CONNECT WITH US IN PERSON:

Futurpreneur Canada
National Office
133 Richmond Street West, Suite 700
Toronto, ON M5H 2L2

Regional and satellite offices located in
Brandon, Calgary, Edmonton, Halifax,
Kelowna, Mississauga, Montreal, Ottawa,
Quebec City, St. John's, Terrace, Toronto,
Vancouver, Winnipeg, Yellowknife.

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

FIND US ONLINE: Futurpreneur.ca | Facebook.com/Futurpreneur | [@Futurpreneur](https://twitter.com/Futurpreneur)

**ENTREPRENEURS DON'T JUST CHOOSE A PATH.
THEY CREATE ONE.**

