

FOOD STARTER

Building great food businesses

Progress Report
September 27, 2017

Thank you!

Economic Development & Culture Committee



From Start-up to Scale-up

We grow food businesses by providing a place where innovative new food products that fill market gaps are commercialized

Idea



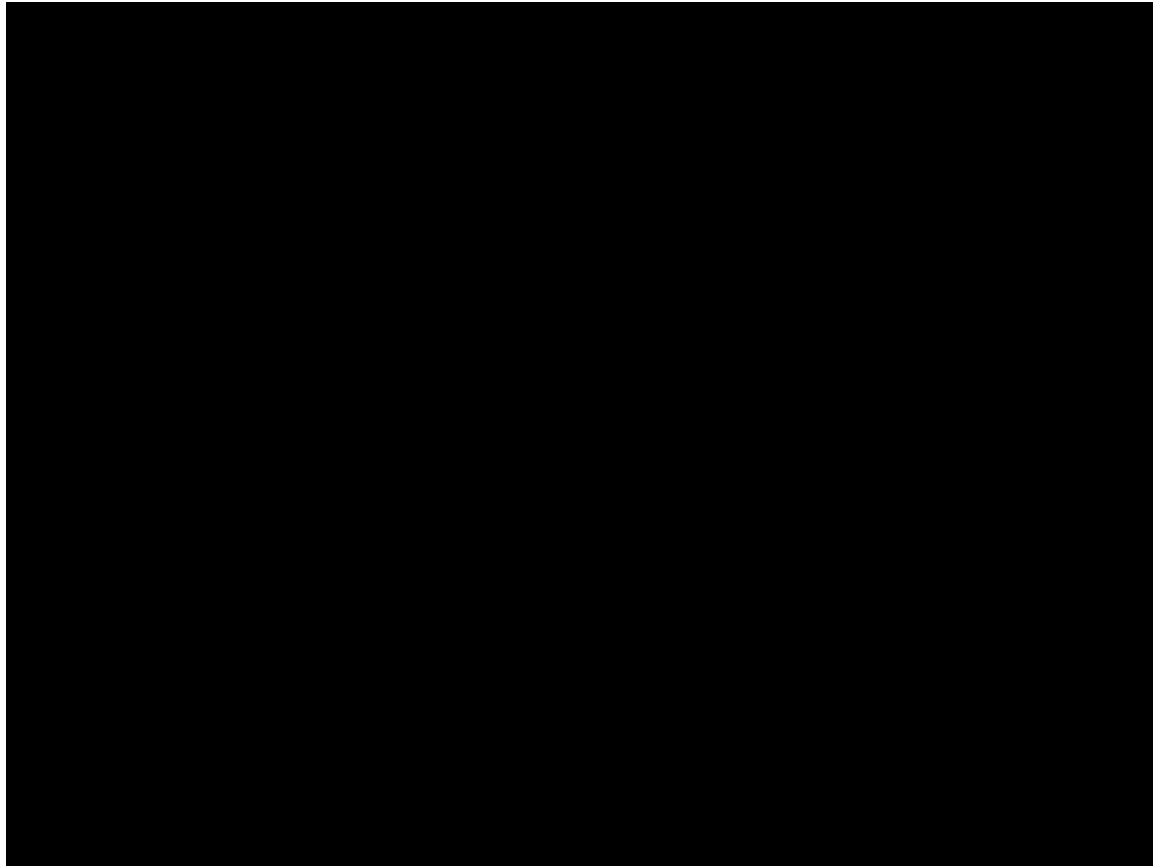
Incubation



Acceleration



This is Food Starter!




OVERVIEW



150 CLIENTS SERVED
160 JOBS CREATED

+1000 TOURS ATTENDED

SUCCESS

73% COMMERCIALIZE AT LEAST
+  **1 PRODUCT**

18% OF CLIENTS REPORT
+ 76-100% REVENUE GROWTH
SINCE STARTING WORKSHOPS

37% CLIENTS ARE IN 50+ STORES 

FOOD ENTREPRENEUR CHALLENGES



CASH MANAGEMENT



SCALING THE BUSINESS



TECHNICAL CHALLENGES

COMPANIES CHOOSE FOOD STARTER



QUALITY OF EQUIPMENT



ACCESS TO STORAGE



PRICE

Our Academic Collaborations



The World Has Noticed Food

Starter!

International visitors see Food Starter as

- a 'soft landing space' for companies coming to Canada
- A source for Best Practices
- Collaboration Partners: Invitations extended by Netherlands and Ecuador to exchange ideas and build programs
- a source of Innovation Inspiration and Commercialization Leadership
- **Result:** They see Toronto, Ontario, Canada as place where Innovation thrives!



Appendices

Food Starter Five Year Plan

