# 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





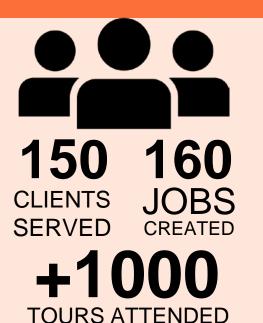






# This is Food Starter!







COMMERCIALIZE AT LEAST



18% OF CLIENTS REPORT + 76-100% REVENUE **GROWTH** 

SINCE STARTING WORKSHOPS

**CLIENTS ARE** 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**



Humber College S heridan Durham College Conestoga College College

MOU's Written/ in Draft U of Guelph George Brown Centennial Niagara College Paying Customers
Centennial
Niagara

Training Providers George Brown Conestoga



#### me world has noticed rood

# 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**

Secure public funding Strategies Secure corporate sponsorships Leverage current capacity by increasing utilization and margins including bakery Increase services: SME's, College & Universities **Groups in Ontario** New Food Starter services: shared facilities, training, licensing, financing, events

**Year** 1 - 3

**Year 4 - 5**