



THE IMPACT YOU CREATED

ANNUAL REPORT 2016

EWB | 2016 AT A GLANCE

2 NEW VENTURE
INVESTMENTS

Kwangu-Kwako
and FarmDrive



650
DELEGATES



at xChange 2016 conference in
Hamilton, Ontario

17



Fair Trade campuses in Canada.
Welcome, Concordia University!



341

National Engineering Month
events reaching 35,000
people

9X



LEVERAGE
on our investments



150
MEETINGS

with Parliamentarians to advance
more effective aid

1,600



ACTIVE CHAPTER
MEMBERS

10



PROVINCES
with EWB chapters.
Welcome, UPÉI!



240
MONTHLY
DONORS

Thank you, thank you, thank you!



The team at Numida Technologies, one of the ventures we supported in 2016.



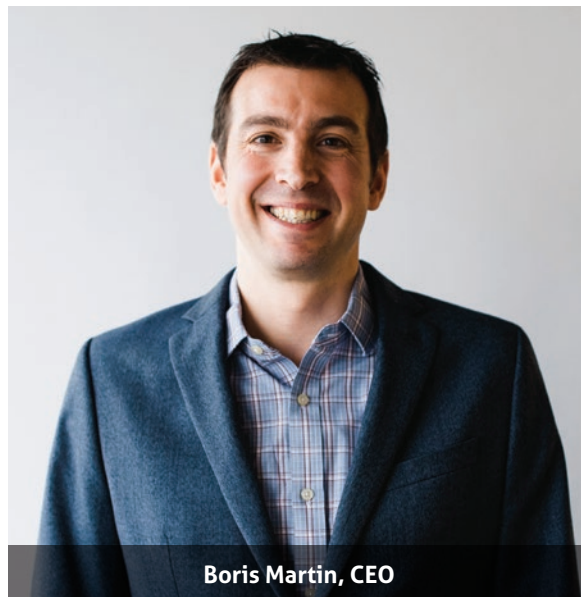
LishaBora sales staff Steve Mwaura pitches the social enterprise's model to prospective farmers.

THE WHOLE IS GREATER THAN THE SUM OF ITS PARTS

Dear friends,

In Kampala, the noise of motorcycles rushing, minibuses honking, and workers' hammers pounding away fills the air. It's a city where everyone is rushing to make a living. Boris visited this past October to spend some time with the team at Numida Technologies. Numida helps entrepreneurs access financing to grow their businesses with more accurate financial records and is one of six social enterprises EWB supports in sub-Saharan Africa.

Meeting with the small business owners who use Numida's TrackApp to record their transactions and build financial credit, Boris was blown away by how engaged the venture team is with these clients. Numida staff is constantly seeking user experience feedback and works to improve TrackApp so that it serves the needs of African entrepreneurs. With EWB's investment of seed funding and four talented fellows to provide support in financial modeling, investor preparation, networking and strategy, Numida was able to hire eight salespeople to present the app to potential clients last spring. This brought their user count to about 1,200 and they're continuing to grow. The young and passionate team at Numida fits right into the hustle and bustle of Kampala.



Boris Martin, CEO



Shayne Smith, Chair, Board of Directors

EWB focused on investing in ventures that can help create a thriving and sustainable world, we succeeded this year in further unifying our work in investing in ventures, community & leadership development, and advocacy for greater impact.

In 2016, we continued to refine and build a robust founding-stage investment model for our growing portfolio of ventures in sub-Saharan Africa. The success of this work in making change at the local and systemic level was recognized by the MaRS Centre for Impact Investing—they named EWB as their 2016 Impact Investor of the Year award. The portfolio of ventures was able to leverage our seed investments over nine times with subsequent raises and impacted the lives of millions of people. This is possible partly thanks to the EWB fellows like Alanna Howell at Numida, who oversees the day-to-day activities of the marketing staff and works with the CEO to monitor and support TrackApp's user experience. A longtime EWBer and former Junior Fellow, Howell plays the critical role of connecting her placement at the venture in Africa back to the larger EWB community across Canada.

Alongside EWB's impact investing work to boost social entrepreneurship in places like Kampala, back in Saskatoon, Ottawa and Toronto, the community here contributes to the same goals by advocating for the implementation of a Development Finance Institution (DFI) to help increase access to financing for companies looking to address poverty in developing countries. Over 60 EWB members from chapters across seven provinces joined our Day of Action on Parliament Hill to meet with 90+ parliamentarians to ask that the government the DFI operational and commit aid dollars to tackling the UN Sustainable Development Goals.

Policy campaigns are only one of the many activities that our community takes on. We arm our 1,600+ Systems Change Leaders with the skills, vision, values and strategies to create profound and positive change on a personal, local and global level. One highlight this year is

the EWB Calgary City Chapter partnership with Morrison Hershfield to establish the first Fair Trade workplace in Alberta. We're also excited to now have chapters in all 10 provinces, with two new chapters at the University of Prince Edward Island and Lakehead University.

2016 was a banner year of leadership growth for EWB and we will keep pushing ourselves to do more and do it better. We are continuing to refine and focus our organizational mission and strategy and strengthen our monitoring and evaluation, fundraising, and strategic communications efforts. We relaunched the ewb.ca website with a refreshed design and content and drastically improved functionality. We rolled out a new data-capturing effort with our chapters, which will allow the community to track its activities and share resources. We also want to thank the five members of our Board of Directors whose term ended this year and welcome our five new board members. And finally, we restructured our Executive Team to form a new seven-person Leadership Team to oversee the development and implementation of organizational goals and strategy and make key organizational decisions.

The dizzying and exciting amount of activity over this past year reminds us of the rush of Kampala. We hold onto that energy and that ambition every day and we thank you for supporting us with the same drive to help build a world that unlocks human potential for all.

Yours truly,

Shayne Smith, P.Eng.
Chair, Board of Directors

Boris Martin, PhD.
CEO

EWB VENTURES



Some of the Kwangu-Kwako team in front of one of their prototype houses.

In 2016, EWB invested in two new exciting social impact ventures: FarmDrive and Kwangu-Kwako.

FARMDRIVE, FILLING THE FINANCING GAP FOR SMALLHOLDER FARMERS

One of the social enterprises we've invested in is FarmDrive, a Kenyan startup that seeks to close the credit gap for smallholder farmers. By providing financial institutions with a holistic set of data, from the traditional (weather forecasts and soil conditions) to innovative (satellite imagery and socio-economic indicators), along with a credit score calculated through its proprietary machine learning algorithm, FarmDrive is reducing banks' cost of lending and opens up financing for a new class of business owners."

In addition to a seed investment, we've sent two Fellows to work with FarmDrive. One of them, Cale Ettenberg, has been in and out of EWB for more than 10 years, and is now the venture's product manager.

Co-founders Peris Bosire and Rita Kimani say that FarmDrive's effects could transfer through generations. Translating for a prospective user, Peris told Boris on his trip to Kenya, "for the next generation, they have to show a good example, have to work hard, have to show [young people] that farming can be profitable. That is where FarmDrive plays a role: they need the support of FarmDrive to be able to show the next generations how profitable farming can be."

KWANGU-KWAKO, BUILDING SAFER HOMES IN INFORMAL SETTLEMENTS

The other new investment was in Kwangu-Kwako, also based in Kenya. Kwangu-Kwako has significant potential to make things safer for people who live in the informal settlements of Nairobi. They manufacture small homes made of precast concrete, as opposed to the traditional mabati structure of corrugated tin and wood poles. These homes represent a stepping stone for people living in mabati-style homes who have some money to spare, but cannot yet afford an expensive stone home.

As co-founder Winnie Gitau says, in places where there aren't yet mabati homes, "we advocate to build precast concrete, because it is safer, it's more secure, it doesn't burn, it reduces the spread of fire."

"We want to make it affordable, so people [living in mabati homes] who actually have a bit of money to spare can move into our houses and then leave other people, who have very little, to move into a better house," Gitau says.

2016 HIGHLIGHTS

In addition to our new investments, our staff and fellows continued to support a host of other ventures, many of which have been part of EWB for years and are scaling rapidly:

- **WASH Catalysts** wrapped up their support of Malawi's Sector-Wide Approach (SWAp) and have begun exploring scaling their impact beyond their base in Malawi; the team spoke at the WASH Symposium in Kampala, Uganda last June.

- **Mining Shared Value** produced a report on how Canadian mining companies engage with Indigenous businesses. The report, produced with the Canadian Council for Aboriginal Businesses, strengthens the business case for the extractives sector to procure goods and services from Indigenous partners.
- **VOTO Mobile** had another year of substantial growth, doubling their sales. One project of note was a mobile extension service in Ghana, which provided maize farmers with agronomy tips—and led to a 9% increase in their incomes.
- **Rent-to-Own** expanded to 10 offices, from eight, allowing them to provide more clients with affordable productive assets.
- **Numida Technologies**, in their second year, attended the Unreasonable Institute East Africa and partnered with two financial institutions who will incorporate their data into credit profiles, opening up financing for Numida's customers.
- **LishaBora** has pivoted from a hydroponic solution to a dairy feed and silage product, which will help customers avoid feed shortages in dry seasons. This has increased the number of customers and their customers' incomes.

EWB VENTURES PORTFOLIO

► FARMDRIVE | KENYA

Harnesses the power of data analytics to build comprehensive, dynamic credit profiles that allow financial institutions to provide financial services, such as loans, to smallholder farmers.

► KWANGU-KWAKO | KENYA

Builds safer homes using reinforced, precast concrete panels made by local artisans for families in informal settlements in Nairobi.

► LISHA BORA | KENYA

Produces dairy feed that is nutritious and affordable in order to increase the amount of milk produced by smallholder dairy farmers.

► NUMIDA | UGANDA

Mobile financial record-keeping app, TrackApp, constructs financials for entrepreneurs, enabling diagnostics and providing a pathway to access finance.

► RENT-TO-OWN | ZAMBIA

Sells productive assets with a package of credit and services, enabling small-scale farmers and rural business owners to profit from these assets.

► VOTO MOBILE | GHANA

Web-based platform and service to help partners distribute and collect information by engaging difficult-to-reach populations through their mobile phones.

A portrait of Chris Morgan, a young man with short brown hair and a beard, smiling. He is wearing a dark grey polo shirt. The background is dark and out of focus.

FELLOWSHIP PROFILE:

CHRIS MORGAN

Product Design & Manufacturing
Manager, Kwangu-Kwako

Chris has been with EWB since his days studying civil engineering in the Maritimes. He was an EWB chapter member at the University of New Brunswick, and even co-founded our University of Prince Edward Island chapter, which cemented our presence in all 10 provinces!"

After graduating in spring 2016, Chris began his long-term fellowship with Kwangu-Kwako, in Kenya. Putting his engineering expertise into action, Chris is the venture's product design manager, working on safe, affordable homes for people living in the informal settlements of Nairobi.

As Chris says, "I've been able to free up [the co-founders] time so they can focus on the financial side of things and make [the houses] available to the customer. And I've been able to take our simple, 7m-by-12m shed and get it ready to scale. We can produce up to 60 lbs of concrete, or about one house, per day."

Winnie Gitau, one of Kwangu-Kwako's co-founders, says Chris' work on the manufacturing side is crucial for the local economy. "By being in the factory all the time, Chris is also able to work with casual labourers; he's building the capacity of the local people." "That's important to us, because Fellows' placements don't last forever, but we have local people, and it's important for us to build the capacity. It makes us very hopeful." Chris is hopeful, too, about Kwangu-Kwako's potential.

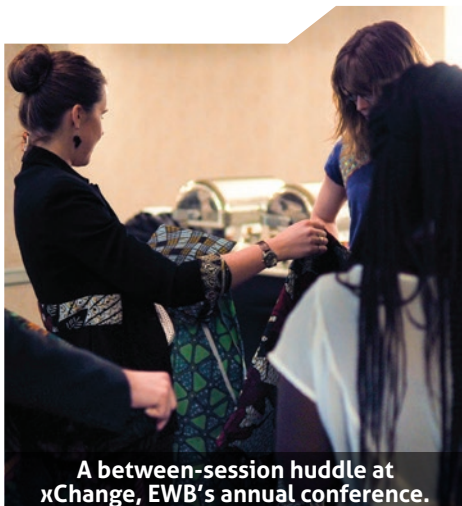
"Kwangu-Kwako is really important to me. I think it will have an enormous impact for people living in slums, but beyond that, it's adaptable, so it could go elsewhere in Kenya, or a refugee camp, or anywhere in the world. There are all kinds of possibilities."

A silhouette of a person standing in a field of tall grass, looking towards the right. The background is a blurred landscape with trees and a bright sky. The image is overlaid with a dark green filter and geometric shapes in teal and red.

THERE ARE ALL KINDS OF POSSIBILITIES.

OUR COMMUNITY IMPACT

EWB is more than an organization. It's a community of 32 university and 8 professional chapters across Canada that work toward creating social change in their universities, companies and communities. These chapters range from 10 to 140 members in size and total approximately 1,600 active youth members, most of whom are 18-30 years old. 75% are either working engineers or currently studying engineering. Chapters engage in a variety of activities that double as leadership development opportunities for their members as well as conduits for social impact in Canada and abroad. From holding workshops on leadership skills and discussions on development topics to supporting our global development advocacy campaigns and National Engineering Month, EWB chapters run over 1,000 events every year. They also advance our Evolving Engineering work by collaborating with university departments to developing certificate programs for socially responsible engineers.



A between-session huddle at xChange, EWB's annual conference.



Nik Choquette-Lévy from Calgary leads a discussion during a summer retreat for members from western Canada.

2016 HIGHLIGHTS

Expanding Footprint: The University of Prince Edward Island and Lakehead University in Thunder Bay, Ontario became the latest chapters to join our community this year

A successful xChange: 650 young leaders and sector professionals got together at EWB's transformative national conference, xChange, to learn about issues of inequality and social change

21 Fellows recruited: Chapters play a key role in enabling and supporting our Fellowships, transformational leadership experiences that positively impact communities, workplaces and ventures in Canada and sub-Saharan Africa. 26 of our fellows last year were former chapter members

Over 150 Member of Parliament meetings were held by Chapter members in their home ridings and on Parliament Hill to advocate for EWB's development policy recommendations, including increases to Canadian aid spending in the federal

budget, operationalizing Canada's Development Finance Initiative and contributed to Global Affairs' International Assistance Review.

Fair Trade: Thanks to the effort of our chapters, Concordia University became Canada's 17th Fair Trade Campus and Morrison Hershfield's office in Calgary became the first Fair Trade Workplace in Alberta.

Indigenous reconciliation: This year marked an important new area of exploration for EWB as we launched a research initiative to better understand Indigenous reconciliation through participation in events like the Indigenous Innovation Summit and allyship training with Bear Standing Tall & Associates. With EWB's unique capacity to mobilize a large, passionate community of engineers around reconciliation in a thoughtful and strategic way, we are excited to see the potential impact this new area of work might bring to one of Canada's most pressing issues.



A sunrise session at a summer retreat in Ontario.



COMMUNITY PROFILE:

AATIF BASKANDERI

Ottawa City Chapter Alumnus
& Calgary-Pro Chapter Co-President

Like many EWBers, Aatif discovered EWB through engineering. After receiving his degree in electrical engineering from Memorial University in Newfoundland, he went to work for Blackberry in Ottawa. It was there that he met some like-minded people from EWB's Ottawa Professional Chapter, eventually serving as the chapter's co-president for a year.

Aatif said his experience with EWB changed the course of his life, motivating him to pack up and leave Ottawa in 2010 to complete a Masters in Social Policy and Development at the London School of Economics. "EWB changed the way I think—helping me to solve problems in innovative ways and teaching me to look at them from all angles. It's made me a better engineer."

After a role in Sierra Leone working on a public health and malaria prevention program for a year, Aatif initially

struggled to find work when he returned to Canada. There seemed to be few, if any, jobs available for engineers who care about social change. "It's not an easy journey, because you don't know where you fit in. You need to create your own opportunities, because they don't necessarily exist yet." He hopes that EWB will continue to promote entrepreneurship to its chapter members and the engineering sector at large, given there is still a long way to go in bridging the gap between social impact work and engineering. Thankfully, Aatif landed at an innovation accelerator called Innovate Calgary as a Commercialization Manager and is embodying the social change mindset that EWB builds through our leadership development work.



COMMUNITY PROFILE:

JONIQUE GARDIEN

Carleton University Chapter
President

A turning point for Jonique, a second-year undergraduate student at Carleton University, was attending her first EWB xChange conference in 2016.

Inspired by the sessions on food security and related local initiatives in host city Hamilton, she returned home to research what Ottawa was doing about the problem. Based on her findings, Jonique ran a workshop for her chapter, teaching them how they could address food security and poverty issues in their own community.

Having caught the EWB bug, Jonique was elected that same year as one of the youngest presidents in EWB history and went on to develop some new key fundraising relationships with the university. "This year she was able to send 16 members to the xChange conference, which was particularly meaningful for her as the conference had been so important to her: "EWB has opened my mind and influenced the direction of my life and career".

EWB HAS
OPENED
MY MIND AND
INFLUENCED
THE DIRECTION OF MY
LIFE & CAREER.

UNLOCKING THE ENGINEERING PROFESSION



Gathering of the Engineering Change Lab.

EWB believes the engineering profession has a unique and vital role to play in ensuring we move towards the world we want to see: one with more universal equality, sustainability and wellbeing. The reason is that engineers play a key role in shaping the relationship between technology and society, which will have massive implications on all aspects of humanity. The higher potential we seek is a global movement of engineers leveraging their deep technological understanding in collaboration with diverse leaders from a variety of sectors to anticipate challenges, frame opportunities to benefit society and deliver solutions.

Through our approach of being systemically focused, collaborative and experimental our Evolving Engineering portfolio currently consists of four initiatives targeted at fostering the evolution of engineering:

ENGINEERING CHANGE LAB

Bringing together senior leaders from multiple organizational bodies, the Lab draws on these perspectives to identify challenges and pursue opportunities for innovation.

Highlights:

- 100 leaders from 55 organizations attended the three Lab workshops we held in 2016.
- We shared the Lab's big-picture thinking with 1,000 first-year students at Ryerson University along with with the boards and/or senior leadership teams at several key educational, business and regulatory organizations.
- The Lab's NICKEL initiative, which stands for National Initiative on Capacity Building and Knowledge Creation for Engineering Leadership, held its first dedicated conference on engineering leadership, which brought together 40 educators from 14 universities. NICKEL aims to create dialogue on how best to integrate leadership training into engineering curricula.



Ideas germinating at the
World Social Forum in Montreal

PIVOT

This initiative enables organizations to meaningfully engage their employees, empowering staff to positively impact their workplace, industry and society.

Highlights:

- Facilitated a number of workshops, including for approximately 35 people at the World Social Forum. Attendees included a cohort from YMCA Quebec, Marlboro College Graduate School, a faith-based leadership organization, startup social enterprises, and more.
- Conducted interviews with engineers from across the country to understand how their values align with their work.

GLOBAL ENGINEERING INITIATIVE

GEI and its certification program are changing tomorrow's engineering profession by reframing the role of the engineer for today's university students. 111 students are currently registered, with 14 students expected to graduate with the GEI certificate in 2017.

These students will be better equipped to collaborate effectively and apply appropriate technical solutions in cross-cultural and interdisciplinary environments.

Five engineering schools have a GEI Memorandum of Understanding or Letter of Support with their faculties.

- Nine engineering schools are working to have MOUs in place during the 2017 calendar year.
- One hundred and eleven students are currently registered, with 14 students expected to graduate with the GEI certificate in 2017. These students will be better equipped to collaborate effectively and apply appropriate technical solutions in cross cultural and interdisciplinary environments.
- We placed an EWB staff member with the initiative to support the implementation of the certificate at schools across Canada.

ENGINEERS OF TOMORROW

The EoT initiative aims to influence the general public's perception of engineering and to inspire the next generation of game-changers and innovators.

Highlights:

- 341 National Engineering Month events in Ontario in March 2016, which reached over 35,000 people
- Doubled the number of schools with the Engineer-in-Residence program in Ontario, reaching 156 in 2016.
- Partnered with Professional Engineers Ontario, the Ontario Association of Certified Engineering Technicians and Technologists, the Ontario Society of Professional Engineers and the Ontario Network of Women in Engineering.



Discussing effective aid with David Lametti MP.

High fives all around at xChange 2016, EWB's annual conference.



PUBLIC EDUCATION & AWARENESS

BY THE NUMBERS

- **150+** MP Meetings in home ridings and on Parliament Hill.
- Participated in **8 out of 9** pre-budget consultations.
- Participated in **3 International Assistance Review** consultations.
- **2 government committees** recommended EWB's policy proposals.
- **550+** young Canadian participants in campaign training.

EWB's policy work focuses on promoting Canadian aid effectiveness and helping our community of young leaders develop their campaigning skills. We do this by engaging with MPs and growing our base of engaged decision-makers; running public engagement campaigns that influence policy areas related to Canadian aid effectiveness; and educating and activating a growing number of young leaders. In turn, our community is more empowered to take action in our campaigns and we are better able to move the needle on Canada's international development policies.



Christine Livet, a former staff member participates in a policy review

2016 HIGHLIGHTS

XCHANGE 2016

At EWB's national conference in Hamilton, Ontario in January, we organized workshops for 90 community leaders focusing on strategic planning and skill-building. We also engaged over 150 of our members through in-depth workshops and panel discussions on development finance, what the day-to-day life of being an MP entails, and the importance of youth engagement in Canadian democracy. We were proud to welcome MP Karina Gould as our keynote speaker in her first public appearance as Parliamentary Secretary to the Minister of International Development.

CAMPAIGNING FOR AID INCREASES IN BUDGET 2016

In February, EWB campaigned for an increase of our Official Development Assistance (ODA) to 0.34% of GNI before the end of the 42nd parliament. EWB community members held 18 meetings with MPs and seven phone bank sessions while also persuading many MP offices to send letters to Finance Minister Bill Morneau. While the government had indicated there wouldn't be any major budget decisions until the International Assistance Review was complete, there were nonetheless modest increases to the ODA during Budget 2016.



Meeting with interim Conservative Party leader Hon. Rona Ambrose, MP.

Advocate and former politician Jennifer Hollett teaches Day of Action delegates how to lobby MPs.





A few of the 60 EWBers who gathered on Parliament Hill for our Day of Action

BIGGEST DAY OF ACTION YET

In May of 2016, EWB delivered the biggest Parliament Hill Day ever undertaken in our 15-year history. It aimed to both grow advocacy skills development through MP engagement and increase political momentum on operationalizing Canada's DFI. 60 young leaders from EWB's university and professional networks came from all across the country and helped us conduct 96 meetings with MPs from the Liberal, Conservative, NDP and Bloc Quebecois parties. We also held a full-day advocacy training boot camp the day before the Day of Action that focused on MP engagement skills, communications and development finance."

INFLUENCING GLOBAL AFFAIRS CANADA'S INTERNATIONAL ASSISTANCE REVIEW (IAR)

In the summer and fall, EWB was very active in the lead-up to and during the Government's public consultation on the IAR to develop a new policy and funding framework for Canada's development assistance. EWB was invited to participate in early roundtable sessions with Minister of International Development Marie-Claude Bibeau and participated in several public consultations. Our Day of Action boot camp also included an exclusive pre-IAR consultation with Global Affairs Canada, which allowed young EWB leaders to share their perspectives on development effectiveness, innovation and partnerships. In addition to EWB's formal response to the review, we submitted three other IAR papers.

ADVANCING DEVELOPMENT FINANCE INITIATIVE (DFI)

In April 2016, EWB and the Canadian International Development Platform co-hosted a roundtable policy discussion to gather broader sector support and crowdsource ideas to advance Canada's DFI. The discussion centred around operationalizing Canada's DFI in a responsible "development-first" way. The event resulted in a DFI Brief co-authored by EWB staff/members, which was used as a foundational document for EWB's Day of Action on Parliament Hill in May. The brief was circulated to all decision-makers across Global Affairs Canada, Export Development Canada, the Offices of the Minister of International Trade, Finance, and International Development, as well as prominent MPs.



CEO Boris Martin rallies the troops before their meetings started on our Day of Action.

EWB DELIVERED THE BIGGEST PARLIAMENT HILL DAY EVER UNDERTAKEN IN OUR 15-YEAR HISTORY.



(L-R) Chris Morgan (Long-Term Fellow), Winnie Gitau (venture co-founder) and Herbert Kisara (EWB staff) work on a house prototype for Kwangu-Kwako

THANK YOU TO OUR 2016 DONORS

\$150,000+

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- Hamilton Community Foundation
- Suncor Energy Foundation

\$50,000 - \$149,000

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- Philip Miller
- Julia Milner
- Davey Mitchell
- Ali Molaro
- Laura Monteith Daniels
- Wanda and Tony Morris
- Eric Moutal
- Brian Muir
- Anna Murre
- Nawar Naji
- Ryan Nicoll
- Christa Novasat
- Niall O'Dea
- Melissa Oliver
- Michael Olynik

- Maxime Ouellet-Payeur
- Jonathan Pallett
- Steve Patitsas
- Bill Patrick
- Tassanee Payakapan
- Jill Pederson
- Kathryn Petepiece
- Nicholas Phelan
- Todd Phillips
- Jennifer Pick
- Richard Plourde
- Gregoire Poirier Richer
- Danny Polifroni
- Byron Poschwatta
- Jason Primeau
- Lauren Quan
- Michael Quinn
- Mais Rahmatalla
- Thomas Ready
- Jody Rechenmacher
- Lance Ridehalgh
- Kyle Robertson
- Ian Robertson, P. Eng
- John Roeleveld
- Kate Ross
- George Roter
- Benjamin Russell
- Derek Sahota
- Effie Sauer
- Robert Scalesse
- Robert Selby
- Vicki Semotiuk
- Ayon Shahed
- Dev Sharma
- Eoin Sheridan
- Dave Slaght
- Kent Smith
- Adam Smith
- Alexandra Sproule

- Spencer Stinson
- Jason Stusick
- Patrick Sylvain
- Yohannes Tadesse
- Janeen Tang
- Judit Tavaszy
- Robert Taylor
- Jason and Erin Teixeira
- Ishan Tikku
- Mark Timler
- Christina Tokarz
- Tetsuo Torigai
- Amelia Trachsel
- Sean Trithardt
- Samantha Turley
- Guadalupe Ugarte
- Julie Vale
- Donald Vanstone
- Josh Vanwyck
- B. Laila Virding
- Mike Volker
- David Vonesch
- Trevor Wasylyk
- James Weir
- Elizabeth Wells
- Walter Wells
- Paul Wheaton
- David Wilkinson
- Kaan Williams
- Richard Willingham
- Helen Wojcinski
- Tyler Woychyshyn
- Keith Wright
- Andrew Young
- Eleanor Young
- Victor Yung
- Emily Zhang



EWB 2016 BOARD OF DIRECTORS

Board of Directors

Shayne Smith, P. Eng;

Former vice-president,
Government and International
Relations
Tetra Tech

Tim Brodhead, O.C.

Former Vice-President,
Government and International
Relations
J.W. McConnell Foundation

Piers Cumberlege

Private equity advisor;
Chairman Europe
Veracity Worldwide

Kyela de Weerd

Queen's University chapter
member; former EWB Junior
Fellow

Mary Lynne Forestell, CA

Director, Finance IT
Bell Canada

Bruce Gregory

CEO
Corsa Technology

Miriam Hird-Younger

Former EWB fellow and venture
leader; PhD candidate
University of Toronto

Catherine Karakatsanis, M.E.Sc, P.Eng., FEC, FCAE

COO
Morrison Hershfield

Rebecca Kresta

Operations Management
Leadership Program, General
Electric; former Junior Fellow
and chapter president

Anita Lazurko

Masters candidate; former
Junior fellow and chapter
president

Boris Martin, PhD

CEO
EWB Canada

Manissa Patel, CPA, CA

Director, Finance, Admin &
Compliance, Convergence
Blended Finance

Rasheeda Yehuza

Social entrepreneur; software
engineer; former Kumvana Fellow

EWB Ventures Investment Committee

Kola Masha, MBA, M Eng.

Managing Director
Doreo Partners

Boris Martin, PhD

CEO
EWB Canada

Shirley Speakman, MBA

Partner
Cycle Capital

Sara Taylor

Impact Fund director
CDC Group

IMPACT PARTNER PROFILE:

JANELLE DE VRIES

WSP Canada



Since 2015, we've been proud to count WSP Canada as a committed partner. WSP and their employees have joined the conversation at our annual xChange conference, in addition to their financial sponsorship.

A unique part of our partnership is the engagement of expert WSP talent with our ventures based in sub-Saharan Africa. For the past two years, WSP has seconded an employee for six months to be on-the-ground with our ventures. Most recently, Janelle De Vries has been instrumental in helping Rent-to-Own Zambia scale its operations, and has been a terrific ambassador for EWB at her company.

Janelle's time with Rent-to-Own provided the opportunity for her to see first-hand the impact she and the venture has on entrepreneurs. On her WSP blog, she wrote, "Rent-to-Own's clients appreciated the fact that they no longer had to budget on a daily basis for candles and that the kits could be acquired through a flexible payment plan." We couldn't have put it better ourselves.

Their support and friendship means a great deal to us. We're proud to partner with WSP to accelerate development through small business development in sub-Saharan Africa.



REPORT OF THE INDEPENDENT AUDITOR

ON THE SUMMARY FINANCIAL STATEMENTS



To the Members of
Engineers Without Borders (Canada)/
Ingénieurs Sans Frontières (Canada)

The accompanying summary financial statements, which comprise the summary statement of financial position as at October 31, 2016, the summary statement of operations and change in fund balance for the year then ended, and a summary of significant accounting policies and other explanatory information, are derived from the audited financial statements of Engineers Without Borders (Canada)/Ingénieurs Sans Frontières (Canada) (the "Organization") for the year ended October 31, 2016. We expressed a qualified audit opinion on those financial statements in our report dated December 21, 2016.

The summary financial statements do not contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements, therefore, is not a substitute for reading the audited financial statements of the Organization.

Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of a summary of the audited financial statements on the basis described in the Note to the summary financial statements.

Auditor's Responsibility

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard ("CAS") 810, "Engagements to Report on Summary Financial Statements."

Opinion

In our opinion, the summary financial statements derived from the audited financial statements of the Organization for the year ended October 31, 2016 are a fair summary of those financial statements, on the basis described in the Note. However, the summary financial statements are impacted, to the same extent as the audited financial statements, by the possible effects of the limitation in the scope of our audit of the audited financial statements of the Organization for the year ended October 31, 2016.

Our qualified opinion on the audited financial statements is described in our report dated December 21, 2016, and indicated that the Organization, in common with many not-for-profit organizations, derives revenue from chapter fundraising, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of revenue from this source was limited to the amounts recorded in the records of the Organization and we were not able to determine whether any adjustments might be necessary to chapter fundraising revenue, excess of revenue over expenses, and cash flows from operations for the years ended October 31, 2016 and 2015, current assets as at October 31, 2016 and 2015, and fund balance as at November 1 and October 31 for both the 2015 and 2016 years. Our qualified opinion states that, except for the possible effects of the described matter, those financial statements present fairly, in all material respects, the financial position of the Organization as at October 31, 2016, and the results of its operations and its cash flows for the year then ended, in accordance with Canadian accounting standards for not-for-profit organizations.

A stylized, handwritten-style signature of "Deloitte LLP" in dark blue ink.

Chartered Professional Accountants
Licensed Public Accountants
December 21, 2016 | Toronto, Ontario

ENGINEERS WITHOUT BORDERS (CANADA)/ INGÉNIEURS SANS FRONTIÈRES (CANADA)
SUMMARY STATEMENT OF FINANCIAL POSITION AS AT OCTOBER 31, 2016

	2016	2015
	\$	\$
ASSETS		
Current assets		
Cash	2,230,916	1,669,109
Accounts receivable	402,530	347,405
Prepaid and other expenses	28,257	29,709
	2,661,703	2,046,223
Investments	207,801	127,445
Capital assets	198,056	-
Intangible assets	30,081	32,240
	3,097,641	2,205,908

LIABILITIES

Current liabilities

Accounts payable and accrued liabilities	297,511	138,769
Loan payable	-	112,180
Deferred lease inducements	157,168	3,807
Deferred revenue	1,460,356	930,853
	1,915,035	1,185,609

FUND BALANCES

Internally restricted	20,000	-
Invested in capital assets	198,056	-
Unrestricted	964,550	1,020,299
	1,182,606	1,020,299
	3,097,641	2,205,908

ENGINEERS WITHOUT BORDERS (CANADA)/ INGÉNIEURS SANS FRONTIÈRES (CANADA)
SUMMARY STATEMENT OF OPERATIONS AND CHANGE IN FUND BALANCE

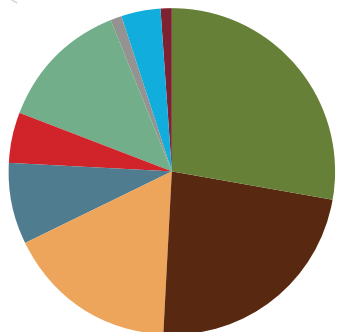
	2016	2015
	\$	\$
REVENUE		
Government support	1,428,534	603,776
Individual donations	1,178,207	885,396
Foundation support	894,230	1,314,592
National conference	395,079	516,320
Corporate contributions	282,701	272,020
Venture generated revenue	684,468	673,377
Other income	57,985	20,648
Chapter fundraising		
Donations	57,584	191,922
Canadian University support	186,775	223,396
	5,165,563	4,701,447
EXPENSES		
National conference, leadership/chapter development	1,211,646	1,200,906
Ventures	2,421,585	1,857,201
Public education and awareness	451,817	459,415
Fundraising	498,042	415,962
Management and administration	420,166	346,063
	5,003,256	4,279,547
Excess of revenue over expenses	162,307	421,900
Fund balance, beginning of year	1,020,299	598,399
Fund balance, end of year	1,182,606	1,020,299

BASIS OF PRESENTATION

The Organization has prepared these summary financial statements to be included in its annual report. These summary financial statements present an aggregated view of the same information as contained in the audited financial statements, except that it does not include the statement of cash flows and the notes to the audited financial statements.

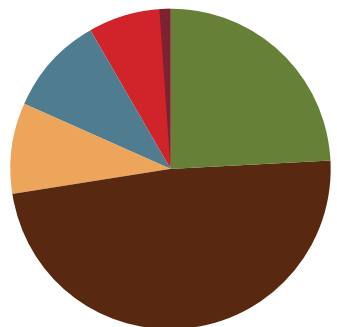
The audited financial statements can be obtained from the Organization.

EWB 2016 INCOME & EXPENSES



Engineers Without Borders Canada 2016 REVENUES

- Government support **28%**
- Individual donations **23%**
- Foundation support **17%**
- National Conference **8%**
- Corporate contributions **5%**
- Venture-generated revenue **13%**
- Chapter fundraising - donations **1%**
- Chapter fundraising - university support **4%**
- Other **1%**



Engineers Without Borders Canada 2016 EXPENSES

- National Conference, Chapter / Leadership Development **24%**
- Ventures **48%**
- Public education and awareness **9%**
- Fundraising **10%**
- Management and administration **8%**
- Other **1%**

WE SUCCEEDED
THIS YEAR IN UNIFYING OUR
WORK IN INVESTING
IN VENTURES, COMMUNITY
& LEADERSHIP DEVELOPMENT,
AND POLICY CAMPAIGNS
FOR GREATER
IMPACT.

Special thanks to EWB's partners

Aeroplan; Aimia; Canadian Energy Pipeline Association; Charitable Gifts Funds Canada Association; Engineers Canada; Global Affairs Canada; Hamilton Community Foundation; Hatch; Small Foundation; Suncor Energy; Suncor Energy Foundation; The Bill & Melinda Gates Foundation; The Calgary Foundation; The J.W. McConnell Family Foundation; The Kitchener & Waterloo Community Foundation; The Lundin Foundation; WSP Canada Inc.;



Cédrik Chouinard and Fatima Barron, two community members and public engagement all-stars.



engineers without borders
ingénieurs sans frontières
Canada

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