



NEW STANDARDS OF NORMAL

ANNUAL REPORT 2018

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REALIZING INCLUSIVE DEVELOPMENT

A Letter from Boris Martin

The world more than ever needs people who feel the outrage of global injustices and who believe that the social, environmental and economic challenges we face today are shared problems that require a collective response. Over the past year, EWB Canada has placed a strong emphasis on collective action, investing in the talent of engineers, data analysts, social scientists, academics, business leaders and policy advocates to better our understanding of how to address root causes of social and economic realities.

In 2018, EWB Canada worked alongside the private sector, public institutions and civil society to emphasize inclusivity and sustainability and shift the status quo of development. I am proud we took our first steps to integrate a gender lens into our investment and leadership development programs across sub-Saharan Africa and Canada. We created a Gender Analysis Framework and Gender Scoring Tool

to evaluate the impact of prospective and existing investments on women and girls. These tools equipped us to support social innovation partners across sub-Saharan Africa in adopting similar practices.

Across our national chapter network, we delivered training on gender inclusion, development policy and advocacy. This led to community mobilization efforts that pushed Canada to increase its Official Development Assistance (ODA) in 2018, aid funding used specifically for the purposes of reducing poverty. The Canadian Government's Feminist International Assistance Policy, announced in 2017, is ensuring Canada's international assistance programs, like ODA and FinDev Canada, maximize impact on gender equality and the empowerment of women and girls.

I am also humbled by the personal and professional growth of our staff, volunteers and Fellows, which stems from lessons of leadership, active global

“Over the past year, EWB Canada has placed a strong emphasis on collective action to better our understanding of how to address root causes of social and economic realities.



EWB Canada CEO Boris Martin, Toronto © Connie Tsang Photography/ EWB Canada

citizenship and entrepreneurship. Fellows working with innovators in new environments learned about their resilience by stepping far outside their comfort zones. Chapter members championing the Sustainable Development Goals discovered the depths of their passion by inviting thousands of Canadians into our community. These wins did not come without challenges, and I am grateful for the effort and commitment from our staff to maintain the pace of program delivery and impact as senior staff moved on from EWB Canada.

I hope you enjoy the stories in this report. They highlight some of the impact that took place as EWBers—across disciplines, geographies and sectors—critically examined social and economic systems and tested themselves to inspire change. Over 19 years, our experiences have shown us transformative impact occurs when it happens at the institutional level, individual level and everything in between.

The milestones we reached in 2018 are not about writing history but steps toward defining a future with new standards of normal. None of this would be possible without supporters like you and partners like Global Affairs Canada, Aeroplan, Professional Engineers Ontario and Ontario Society of Professional Engineers. Thank you. I hope you, too, are proud of how your support has shaped leaders and contributed to inclusive and sustainable global development.

With everything that was achieved in 2018, we are energized to realize our plans for 2019.

Sincerely,

Boris Martin, Ph.D.
CEO, EWB Canada

YOUR SUPPORT ADDS UP



GreenPath Food staff prepare seedlings at their nursery, Ethiopia
© GreenPath Food / EWB Canada

100+

Social enterprises across
sub-Saharan Africa received
support and mentorship from
EWB's Investment team



1,796

Fellowship placements
completed to date since
EWB's inception in 2000

50



Partnerships with organizations working
within the entrepreneurship, innovation and
social development ecosystems

13,000

Smallholder farmers received financial services and other resources to grow their productivity and livelihoods



2,000

Women entrepreneurs, such as small business owners and smallholder farmers, accessed financial services and products from EWB Canada's portfolio ventures



9,000

Canadians signed their name to advocate and build a better world through the Sustainable Development Goals



500,000

Organic seedlings distributed to 150 smallholder farmers across Ethiopia



3,000

Teaching and advocacy hours delivered to students since 2015 to advance leadership, community and change



3,600

Kenyan elementary students got access to personalized learning support through M-Shule



BUILDING CAPACITY TO SCALE SOCIAL INNOVATIONS



Fellow Chris Morgan (2016-2018) welcomes EWB Investment Director Muthoni Wachira to Kwangu Kwako's manufacturing facility, Kenya © Rithu Rajan / EWB Canada

Resource constraints affect everyone. Not enough money. Not enough time. Not enough information. Not enough support. Over the past year, EWB Canada has worked to strategically address these gaps in funding and capacity with partner organizations developing solutions to systemic issues.

M-SHULE: BUILDING THE CONFIDENCE OF KENYAN ELEMENTARY STUDENTS

Since its inception in 2017, the Kenyan education technology startup M-Shule has reached 7,000 students and more than 65 schools in low-income communities in Kenya. M-Shule provides students with customized learning via text messaging and equips teachers and school leaders with powerful learning insights to fuel better instruction. M-Shule is the first e-learning solution that meets the education needs for both educators and students.

M-Shule's dynamic growth across Kenya has been accelerated by EWB Canada Fellow Amrita Kalsi. For 12 months, Amrita was responsible for mapping out key stakeholder segments and creating communication guidelines to help M-Shule respond to their unique needs. Understanding M-Shule's audience and their needs led Amrita to design promotional materials like videos, organize school events and personalize mobile messaging to excite students and educators about digital learning. A recent survey of 150 learners and parents by M-Shule in 2018 showed unanimous agreement that the platform was helping build the students' performance and confidence, which are key

drivers for continued learning and engagement.

M-Shule is now seeing the impact of the platform on students like Matthew, a refugee from Sudan who scored As and Bs on his Class 8 National Standardized Exam. These are scores that will earn him a spot at a good secondary school to further his education and set him on a path where he can realize his potential.

! Since M-Shule's launch in 2017, the number of students on the platform has grown to 7,000, and they are now partnering with more than 65 schools in Kenya.

In Amrita's own words, "I really am grateful for the opportunity to advance a field that I am passionate about. This fellowship gave me confidence to work independently, come up with ideas, and exposed me to the struggles that students go through, while realizing what local businesses are doing to address these challenges."

Following Amrita's departure, M-Shule co-founders Claire Mongeau and Julie Otieno hired a full-time communications lead from Kenya who is building upon the communications strategy Amrita developed.

"Amrita was instrumental in building communication strategy. Her work made it easy for the new person to pick up where she left off and follow the plan she put together," said Claire Mongeau, co-founder of M-Shule.



A student studies using M-Shule, Kenya © Amrita Kalsi / M-Shule

GREENPATH: ENRICHING ETHIOPIA'S ORGANIC AGRICULTURE ECONOMY

In Ethiopia, there is a growing business helping smallholder farmers cultivate productive livelihoods. GreenPath currently provides 150 farmers with diverse seedlings to grow organic-certified greens that can be farmed year-round on their small plots of land (average size is 0.35 hectares). The company then purchases what is produced by the farmers, such as avocados, mint, green beans and snap peas, for export.

In 2018, GreenPath's highest-earning farmer made \$4,500 USD by converting his half-hectare plot to a mix of annual and perennial plants. This farmer more than tripled his previous annual income and receives payment biweekly, compared to once a year.

GreenPath is helping farmers find a more consistent and sustainable income, as compared to growing only maize, a common and prohibitively competitive crop that can limit family earnings to less than \$1,000 annually.

! In 2018, GreenPath's highest-earning farmer... more than tripled his previous annual income.

Staff at GreenPath prepare seedling packages for farmers at their nursery, Ethiopia © GreenPath Food

Since closing their Series A in April of 2018—an important round of investment for startups—GreenPath has upgraded its production facility making it possible to partner with an additional 300 farmers to service 450 farmers. More than 100 people are employed at GreenPath’s service center to process and ship fresh produce and dried herbs to retailers around the world, including Amsterdam, London, Dubai, Canada and the United States.

EWB Canada Fellow Ele Gower helped develop GreenPath’s sales channels by building the case for high-end buyers to purchase high-quality products from a new, small company based in a country not well-known for its horticulture economy. Ele is now GreenPath’s

full-time sales and marketing manager, continuing to attract retailers looking for organic-certified and sustainably-grown food.

With support from EWB Canada, GreenPath has established a business with a wide breadth of impact for smallholder farmers in just a few years, as well as the environmental and food sustainability and economic trajectory of agriculture in Ethiopia.

“At the time EWB Canada invested in GreenPath, we were piloting a complex and unproven model. We acknowledge the risk EWB Canada took to invest in us, and we are extremely grateful for the role they played in getting us to where we are today,” said Jacie Jones, GreenPath Food.



GreenPath Food’s production manager, Thomas Lilay surveys a newly planted permaculture farm, Ethiopia © GreenPath Food

VIAMO: 7 YEARS, 50 COUNTRIES AND 40 MILLION CONNECTIONS LATER

One of the biggest challenges organizations face in serving marginalized communities is being able to reach them. Viamo, one of EWB Canada's earliest investments, found a way to do just that. Using any mobile phone, Viamo's platform uses both text and voice messaging in multiple languages to reach isolated populations no matter the distance or literacy barriers.


The platform provides individuals with information to make informed decisions to improve their quality of life. In 2018, Viamo worked with more than 200 clients, such as government agencies, for-profit companies and charitable organizations to develop customized messaging to inform and educate rural families on important issues that can shape their way of life. These projects ranged from educating farmers in Madagascar about mitigating risks of climate change to encouraging savings behaviour of small businesses in Ghana to broadcasting health information to help people seek clinical care. People are interacting with Viamo's platform to make important decisions like if they should take their feverish child to a clinic.

Viamo has reached more than 40 million people since their inception. Seven years, one investment and 30 Fellows later (including Viamo founders Louis Dorval and Mark Boots, both former chapter members and Fellows), Viamo now operates in 50 countries, with 24 offices and more than 120 staff around the world.

Viamo is a success story of scaling a social enterprise. They are financially independent and have proved the sustainability potential of investing in social enterprises. EWB Canada is proud to have played a

role in its development and growth.

"Viamo wouldn't exist without EWB Canada," said Louis Dorval, Viamo's Chief Operating Officer. "Most significant to our success has been the support of Fellows. What ventures need more than anything at the start is cheap talent. EWB Canada's Fellows are high-quality talent that are mission aligned and work really hard for the success of your not-quite-yet-social-business. It's what you need most as an entrepreneur at the moment you need it most."

 Viamo has reached more than 40 million people since their inception.



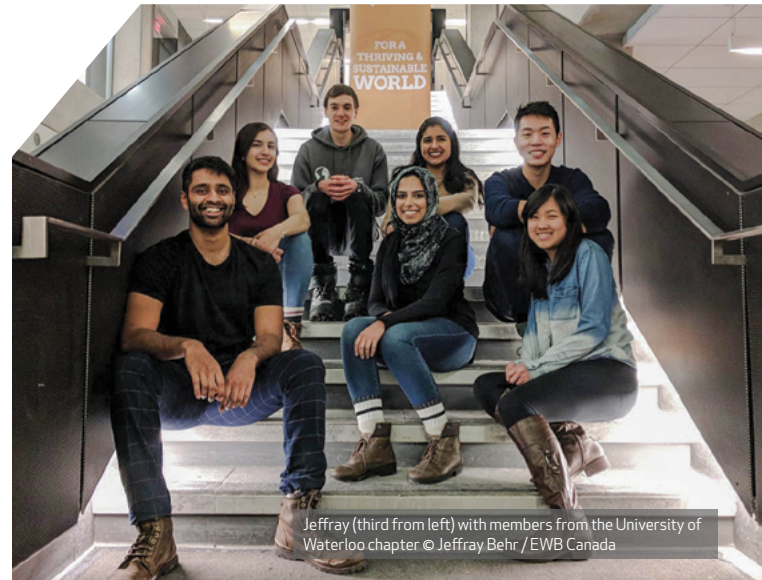
Viamo staff connect with a Nigerian man during a field visit © Leah Newman / Viamo

BECOMING A SYSTEMS-CHANGE LEADER AND GLOBAL CITIZEN

When Jeffray Behr graduates in 2020, he will have two years of experience from six different co-ops, working for companies like the Toronto Transit Commission (TTC) and engineering consulting firm WSP. More importantly, he will also walk away with a strong sense of leadership and critical thinking after four years of volunteering with the student-run EWB Canada University of Waterloo Chapter.

Jeffray joined EWB Canada seeking to have a positive impact on the world. It did not take him long to test out his leadership capabilities. Over the four years of his membership, Jeffray has held roles of VP Finance to VP Operations to Chapter President. Jeffray revamped chapter finances to diligently keep track of every transaction made, identifying inefficiencies and calculating return on investment. He also formed partnerships and secured sponsorship from local organizations, such as the on-campus restaurant and Zehrs to raise money or secure in-kind contributions for Chapter initiatives. His taste for operational efficiency led him to organize a successful fundraising event with Marble Slab Creamery that engaged several volunteers and raised funding to donate to EWB Canada's programming in sub-Saharan Africa.

“The time that I spent with EWB Canada is the highlight of my undergrad.”



Jeffray (third from left) with members from the University of Waterloo chapter © Jeffray Behr / EWB Canada

“At my current position at WSP, I am helping buildings become more energy efficient and buildings are one of the largest producers of greenhouse gases in Canada,” Jeffray said, “My involvement with EWB Canada gave me better insight into my actions. So at WSP, I also wonder if the money businesses are saving on energy efficiency is being invested in something else that could have a negative impact on the environment.”

“The time that I spent with EWB Canada is the highlight of my undergrad,” Jeffray said.



NATIONAL VOLUNTEER NETWORK LEADS CAMPAIGN TO A BETTER WORLD

The United Nations (UN) Sustainable Development Goals (SDGs) are the most ambitious and widely adopted goals to build a more equal, prosperous and sustainable world. EWB Canada's national student network led a countrywide campaign called Hello 2030 to encourage Canadians to speak up and take action to make that vision a reality. The campaign asked Canadians to pledge their commitment to the SDGs.

Young, grassroots leaders proved that even in an increasingly digital world, there is no replacement for meaningful personal connections. Of the 6,000 commitments made in 2018, half came through chapters.

Members from our 34 active chapters took in-person actions in every province in Canada. They canvassed on the street and in metro stations, met with their members of parliament (MPs) and took part in a national Twitter party to raise awareness about the SDGs and Canada's potential role as a global development leader. The University of New Brunswick went to a hockey game

to get signups; the University of Guelph organized a speaker series that brought in 16 partner organizations; Ryerson hosted the paint night; BCIT did a shoreline clean up. Concordia hosted an SDG conference with 350 people. The Carleton Chapter hosted an event with the Mayor of Ottawa.

💡 Of the 6,000 commitments secured in 2018, half came through chapter members.

"Asking people to make new commitments is hard, but the passion of EWB Canada's Chapters moved people to pledge to advance the SDGs. They showed their skills in effectively engaging with the public and showing change is desired," said Irena Smith, Community Mobilization Coordinator, EWB Canada.

YOUNG LEADERS IN ACTION ACROSS CANADA



Concordia University hosts a conference on the Sustainable Development Goals with 350 people © EWB Canada Concordia University Chapter



University of Toronto Chapter celebrates a better future through Hello 2030 with newly weds and the wedding party © EWB Canada University of Toronto Chapter



University of Alberta manages a booth on campus to acquire student commitments to the Hello 2030 campaign © EWB Canada University of Alberta Chapter



Chapter Members canvass the streets of Ottawa to raise awareness about the SDGs and Hello 2030 © Brittany Gawley / EWB Canada



Carleton University Chapter canvasses for signups for the Hello 2030 campaign on Parliament Hill © Mohammad Anas / Carleton University

IMPROVING THE ENVIRONMENT FOR SOCIAL INNOVATION



EWB Fellows connect at the Fall 2017 East Africa retreat © Monika Korczewski / EWB Canada

Systems-change demands more than direct support to independent businesses or development organizations. It is also about shaping conditions and making resources available to enable cross-cutting support within an environment. In 2018, EWB Canada emphasized efforts to share learnings, improve expertise and draw greater resources to global social innovations.


MINDING THE GAPS TO ADVANCE ENTREPRENEURSHIP

Entrepreneurship and the introduction of new economic solutions has grown in markets like Nairobi, Kampala and Accra; 22 percent of the African workforce is starting or running new businesses—the highest rate in the world. Last year, EWB Canada evaluated approximately 150 social enterprises for our impact investment portfolio, from reviewing pitch decks and business plans to meeting with emerging founders to understand their approach to creating social and economic change.

EWB Canada also committed to meeting the needs of entrepreneurs to get early-stage guidance from investors. Based on first-hand experience interacting with entrepreneurs and founders, two of EWB Canada's investment officers launched complimentary advisory hours for entrepreneurs at Innovation Village in Kampala. For many entrepreneurs, it was their first opportunity to talk to investors about their business model, practice their pitch and learn how to connect with investors.

In just a few months, EWB Canada connected with 22 entrepreneurs, seven of which were women. These complimentary services are powerful in encouraging individuals, especially women, to pursue their innovations.

Growing response from the entrepreneurship community also led EWB Canada to take its advisory services to ecosystem events across sub-Saharan Africa to provide another 60 entrepreneurs with support on reaching key milestones like raising their first \$100,000.

 In just a few months they met with 22 entrepreneurs, 7 of which were women.

Fellow Brittney Dudar helped establish EWB Canada's ecosystem support, creating a low-stakes, equitable space for entrepreneurs to learn. Brittney was published in Venture Burn after writing about the importance of understanding the power dynamic between investors and entrepreneurs.

EWB Canada is nurturing sustainable innovation ecosystems and delivering services that meet the needs of entrepreneurs and investors who share an equal commitment to catalyze innovations for social change. Due to the success of our office hours, the Investment team in Accra will be launching a similar initiative starting this June.



EWB Investment Director Elena Haba leads a session on boundless innovation at xChange 2019 © EWB Canada

UNLOCKING PUBLIC FUNDING THROUGH POLICY FOR SOCIAL DEVELOPMENT

In 2018, the world saw Canada make its biggest commitment to increasing development aid in a decade. The Canadian government announced a new commitment of \$2 billion over five years for Official Development Assistance (ODA) and \$1.5 billion for innovative financing to support the least developed countries to reduce poverty and inequality.

EWB Canada has advocated for both of these commitments over the past 10 years. Weeks before the announcement last February, EWB Canada was the only organization that was publicly active on the issue of Canada falling below its commitment to aid funding for developing countries. Through EWB's Bring Canada Back campaign and #BringCanadaBack that trended on Twitter, our chapter community raised awareness about Canada's ODA by sending cards to the prime minister and engaging with members of parliament.

! More than two-thirds of MPs signed our ask and sent letters to former Minister of International Development Bibeau.

After the win in Budget 2018, EWB Canada asked that the \$1.5-billion innovative financing allotment support small and medium-sized social enterprises, particularly those led by women. We asked at our annual *Day of Action* on Parliament Hill, where over 50 young Canadian advocates met with MPs to solicit their support for focusing the



Chapter members meet with former Minister of International Development Marie-Claude Bibeau during Day of Action 2018 © Brittany Gawley / EWB Canada

\$1.5 billion on women-led social enterprises. More than two-thirds of MPs signed our ask and sent letters to former Minister of International Development Marie-Claude Bibeau.

EWB Canada was also at the G7 Leaders' Summit in Charlevoix, Quebec, to witness a \$3 billion commitment to invest in businesses that advance opportunities for women by the G7 development finance institutes (DFI). EWB Canada played a leading role in establishing FinDev Canada, our country's DFI.

These funding announcements are important steps toward establishing and advancing economic development ecosystems, particularly social entrepreneurship.

EWB CANADA MEMBERS SPEAK UP AT INTERNATIONAL FORUMS

EWB Canada's community members also participated in our first ever delegations to the UN, World Bank and Civil Society 7 (C7) to reiterate the ask for funding commitments to advance economic empowerment of women and girls.

David Boroto

University of Toronto

David Boroto attended the World Bank and International Monetary Fund's Annual Meetings where world leaders in international development and development financing speak about a wide range of global issues, including economic development, poverty alleviation and aid effectiveness. David had the chance to meet Mahmoud Mohieldin, the Senior VP of the 2030 Development Agenda and a thought leader on the SDGs, who is responsible for liaising with the UN to ensure that progress is being made towards achieving the SDGs by 2030.



© Brittany Gawley / EWB Canada



© Brittany Gawley / EWB Canada

Ian Connors

Memorial University

Ian Connors attended the C7 in advance of the G7 Leaders' Summit. At the C7, the Canadian government met with Canadian civil society organizations to learn about the work they are doing to improve lives domestically and internationally. These insights were shared with the other G7 members to establish common concerns across all member states and come up with effective responses.

Landon Reeves

Simon Fraser University

Landon Reeves attended the High-Level Political Forum on Sustainable Development at the UN as a youth delegate through the BC Council for International Cooperation. He met with people from all over the world, organizing meetings for himself and fellow youth delegates to learn about the UN and Canada's progress on the SDGs.



Landon (right) with Boris © EWB Canada



Fellow Laura Allan who worked at PEG Africa as their gender projects officer in 2018 © Jenn and Dave Stark Photography / EWB Canada

PEG AFRICA: CONVERGING TALENT, POLICY AND PRIVATE SECTOR RESOURCES

A company providing household solar systems to off-grid communities in West Africa is the first nomination for the 2X challenge by the UK's DFI, CDC Group. Headquartered in Accra, Ghana, PEG Africa received an investment from CDC Group in 2018. PEG currently employs approximately 160 people in Accra, has more than 40 field offices

“By the time I left, I saw my work being woven into many of PEG’s different departments. It was great to start these initiatives and see them continue even upon my departure.

across Ghana, and recently expanded to Cote d’Ivoire and Senegal.

Following their investment, CDC nominated the company for the 2X Challenge, a commitment made by the G7 DFIs last June to invest and mobilize \$3 billion in businesses that advance opportunities for women. Efforts led by EWB Canada Fellow Laura Allan played a significant role in qualifying PEG for the nomination by helping meet gender-specific standards, including the number of females in leadership, opportunities for women to grow in the organization and number of targeted female customers.

In November of 2017, PEG created their first Gender Action Plan to mainstream gender principles and policies to provide more economic opportunities for women. Laura led PEG’s considerations of gender inclusion for internal and customer-facing operations. She solidified the business case for gender inclusion for the growing company. A group-selling initiative to women’s savings groups in rural Ghana designed and implemented by Laura led to more female field staff, resulting in increased economic opportunities for women. She reviewed and added gender

sensitive policies, including a Paternity Leave Policy, Flexible Working Hours Policy and Standardized Promotions Policy. Laura also helped increase female representation in PEG’s leadership by implementing a mentorship program for the growth of mid-level managers and recruitment practices to build a pipeline of female candidates.

“By the time I left, I saw my work being woven into many of PEG’s different departments. It was great to start these initiatives and see them continue even upon my departure,” Laura said, “There were more women in management at that time and there was a clear shift in mindset by men in upper management in favour of the gender work being done at PEG.”

PEG’s latest achievements highlight how talent and policy networks create opportunities for social enterprises, and how those opportunities translate into impact for rural and marginalized communities.

THE VIGLIONE FAMILY: A DECADE OF DEDICATION AND CANADIAN LEADERSHIP

Montreal-based entrepreneurs, Anna and Louis Viglione, and their family, have partnered with EWB Canada for 10 years to alleviate poverty and inequality. Their support has helped early-stage social entrepreneurs in sub-Saharan Africa and young leaders from across Canada access the capital, training and networks to advance innovative solutions to systemic problems causing economic and social division and disparity.

"We were introduced to EWB Canada at a party by our friends, the Dorvals. Their son was a Fellow with the organization at the time," said Anna.

Their interest in EWB Canada clicked during their first annual conference, xChange, in 2009. "We met a lot of young people and heard what they were doing, their views, their goals," Anna said, "We loved the energy."

10 years later, the partnership has blossomed into something special.

The Vigliones are a tight-knit family with strong social and community values. Louis and Anna were aspiring young changemakers, starting a company in their 20s from their garage and growing it to 80 employees at its height. Their three children, Laura, Sergio and Roberto have taken after Louis and Anna to develop careers around education, technology and entrepreneurship, championing actions of inclusive development and environmental sustainability. The grandkids have also demonstrated an insatiable curiosity about the world.

This drive led them to sell their company, Viconics, in 2011 and redefine their relationship with entrepreneurship.



From left: Laura, Louis and Anna Viglione pose for a photo at the Alizeti office, Montréal © EWB Canada

We were taken aback by the energy.

The Vigliones set up a foundation in support of sustainable development for local and global communities by leveraging renewable energy, technology and innovation.

Throughout the past decade, Louis and Anna have forged a deep connection with EWB Canada, with a shared belief that systemic social change happens by leveraging technology and entrepreneurship and amplifying

Canadian talent and leadership. “We can relate to entrepreneurs and the entrepreneurial spirit at the grassroots level. How you can help by giving people access to tools so that they can help themselves, their family and extend that into the community. In a way, that’s what we did,” Anna said.

The Vigliones made their first gift to EWB Canada in 2012, but prior to and following that donation, they have committed their time and passion to participate in our annual conferences. Across 9 conferences, they have engaged with countless members of our student network, and connected with Fellows and venture leaders from Canada and Africa.

“The relationship with EWB Canada has had an impact on our lives too,” said Louis.

Louis and Anna’s entrepreneurial spirit was reignited when they attended EWB Canada’s annual conference in 2012, bringing to fruition their latest innovation, Alizeti. They found their way through conversations with Fellows and students on how to address sustainability challenges with long-term maintenance and management of wells in remote communities.

Today, Alizeti is developing conversion systems that transform existing bicycles into e-bikes, keeping them out of landfills. The same system could eventually be used for community projects as part of an accessible solar/renewable energy solution to provide basic electricity, reliable water and well pump operation. “I love the technical aspect of building something and the challenge that comes along with it. That’s what drives me and most engineers,” Louis said.

Louis and Anna are also championing long-term generational social change by engaging their children in the partnership. Laura attended xChange 2019 for her first time—10 years after her parents’ first conference.

“The relationship with EWB Canada has had an impact on our lives too.”

“I realized why my parents really connected with EWB Canada, especially investing in people, courageously committing and dreaming big,” Laura said, “I could see how they were drawn to the energy and passion of the young students.”

“We’re hoping that we can motivate our children or our partners to continue that mentality further for others. That would be an achievement,” Anna said, “And the paradigm is shifting. Millennials see that it is necessary to give back and support sustainable development.”

Over the past seven years, the Viglione family has given close to half a million dollars to EWB Canada to advance the sustainable and inclusive development initiatives of entrepreneurs across East and West Africa, and by young Canadians. It is a privilege to have the Vigliones as part of our family, leading by example for emerging generations of changemakers, innovators and leaders.

To the Vigliones, thank you for believing in EWB Canada, and seeing us as an important contributor in building a legacy of sustainable and inclusive development through social innovation.

OUR SUPPORTERS

2,000,000+

- Global Affairs Canada

1,000,000+

- The Bill & Melinda Gates Foundation

100,000+

- Suncor Energy Foundation
- Fregin Family Foundation
- The Young Fund through Hamilton Community Foundation
- H.H.S.C. Buckley

75,000+

- The Anna & Louis Viglione Foundation
- Suncor Energy Inc.

25,000+

- Shayne Smith & Pam Girard
- Anonymous
- ANDE Catalyst fund for Impact Measurement
- Cedar Springs Foundation
- Concordia University

10,000+

- Tim Bancroft & Maureen Shane
- Mark & Jenny Guibert
- Don McMurtry
- Morrison Hershfield Group Inc.
- ITLMA Foundation
- Dietmar Bloedorn

5,000+

- Tim Brodhead
- University of Regina Chapter
- Paul & Beth Cescon
- 2Keys Corporation
- Joel Hilchey
- JJJ Lee Foundation
- Jon Shell & Jamie Donovan

2,500+

- AECOM Canada Ltd.
- Gavriel State
- Dan Hoy
- Jordan Daniow
- Sharon Lazare
- Jay Aber
- Patrick Windle

Cameron Charlebois

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Jerry Parkes

CEO

Injaro Investments

Morenike Olaosebikan

Founder/President
Ribbon Rouge Foundation

- Memorial University of Newfoundland
- University of Manitoba Chapter
- Cesta Family Foundation

1,000+

- Philip and Alison Lewis
- NA Taylor Foundation
- RL Holdings Inc.
- Jonathan Burgoyne
- Boris Martin and Family
- Catherine Karakatsanis
- David Wilkinson
- Yi Tang
- Gary Spraakman
- Dylan Loughheed
- James Ware
- Terry and Linda Gomke Family Fund at the Calgary Community Foundation
- Martin LeBlanc
- Heather Buckley
- Richard Venn & Carol Mitchell
- Mark Salomons
- The Hughrairie Fund
- Kathy Wright
- Thomas Simons
- Sophie Barbier
- Trevor & Heather Freeman

- Steven Biancianiello
- Anonymous
- Walter Jansen
- Geoff Smith
- United Way/ Centraide (Central N.B) Inc.
- Jason Kempt
- Robert Brydon
- Julie Barnett
- Keith & Jennifer Armstrong
- Bill Patrick
- Anna Murre
- Conrad Kathol
- Sean Mascarenhas
- Gani Ablachim
- Phyllis Goertz
- Catherine Burke
- Christopher and Susan Corbin
- Jennifer Hiscock
- United Way Of Calgary And Area
- Jacques Aarts
- Sal Alajek
- Susie Heyworth
- Tacoma Engineers
- Emily Peddle
- Heather Ashe
- George Ma
- Lorraine Lewis
- Raymond Hutton

- Peter Real
- John McRory
- John McCullough
- Sandra Buffett
- Ralph Winship
- Don McAuslan
- David Black
- James Lammie
- Wesley Friesen
- Raphael Adams
- Saif Raza
- Ronald Nalewajek
- Tobi Kral
- Gail Pinter
- Marilyn & Mark Brown Family Fund at the Calgary Foundation
- Jordan Engineering Inc.
- City of Hamilton
- Memorial University Chapter
- United Nations Association in Canada- Calgary Branch

Piers Cumberlege

Director
Canada Council for Africa

Rebecca Kresta

Secretary

Kaitlyn Gillelan

Sophie Gupta

David Boroto (on leave)

OUR BOARD OF DIRECTORS

Directors whose term ended Jan 2019

Anita Lazurko

Rasheeda Yehuza

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, 2018, and the summary statement of operations and change in fund balance for the year then ended, are derived from the audited financial statements of Engineers Without Borders (Canada)/Ingénieurs Sans Frontières (Canada) (the “Organization”) for the year ended October 31, 2018. We expressed a qualified audit opinion on those financial statements in our report dated February 14, 2019.

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, 2018 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, 2018.

Our qualified opinion on the audited financial statements is described in our report dated February 14, 2019 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, 2018 and 2017, current assets as at October 31, 2018 and 2017, and fund balance as at November 1 and October 31 for both the 2017 and 2018 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, 2018, 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.

Deloitte LLP

Chartered Professional Accountants
Licensed Public Accountants
February 14, 2019
Toronto, Ontario

Note to Summary Financial Statements Basis of presentation

The Organization has prepared these summary financial statements to be included in its annual report. These summary financial statements present 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.

Engineers Without Borders (Canada)/ Ingénieurs Sans Frontières (Canada)

Summary statement of financial position As at October 31, 2018

	2018	2017
	\$	\$
Assets		
Current assets		
Cash	2,541,213	572,842
Convertible promissory notes	144,562	63,534
Accounts and other receivables	251,969	1,222,030
Prepaid and other expenses	60,364	76,233
	2,998,108	1,934,639
Investments	283,263	108,167
Long-term convertible promissory notes	65,710	458,473
Capital assets	148,020	173,038
Intangible assets	95,940	81,689
	3,591,041	2,756,006
Liabilities		
Current liabilities		
Accounts payable and accrued liabilities	327,279	393,067
Deferred lease inducements	120,293	140,624
Deferred revenue	1,992,337	844,982
	2,439,909	1,378,673
Fund balances		
Internally restricted	220,000	220,000
Invested in capital assets	148,020	173,038
Unrestricted	783,112	984,295
	1,151,132	1,377,333
	3,591,041	2,756,006

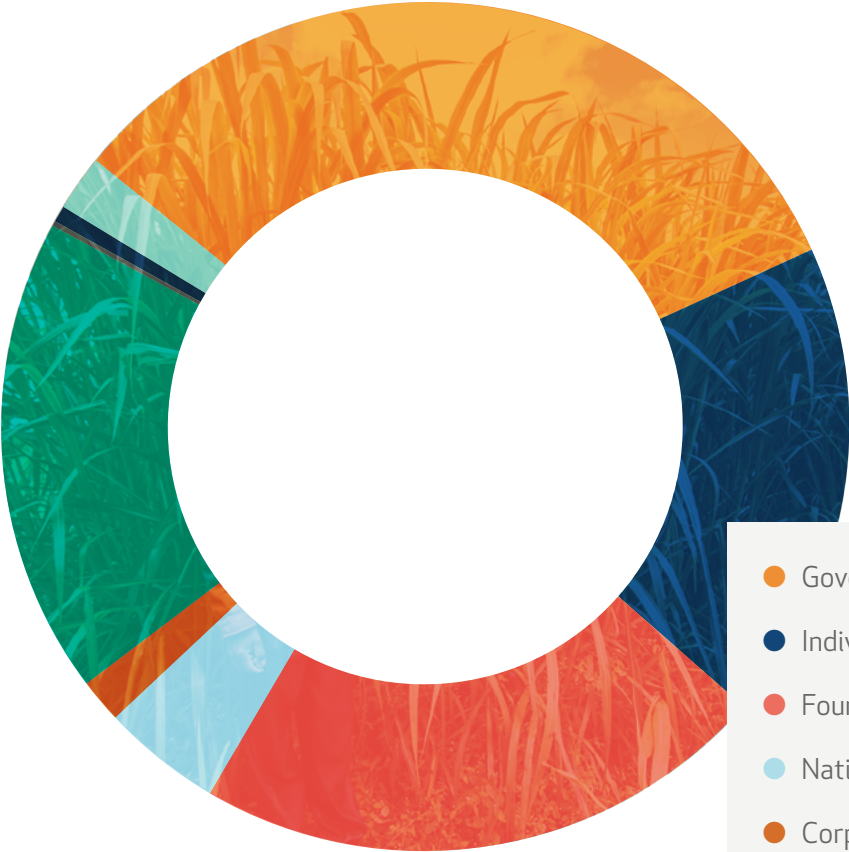
The accompanying note is an integral part of the summary financial statements.

Engineers Without Borders (Canada)/ Ingénieurs Sans Frontières (Canada)

Summary statement of financial position As at October 31, 2018

	2018	2017
	\$	\$
Revenue		
Government support	1,869,720	1,459,278
Individual donations	1,046,302	1,078,226
Foundation support	1,240,579	1,452,977
National conference	262,317	301,812
Corporate contributions	95,512	231,916
Venture generated revenue	1,040,440	655,316
Other income	3,440	77,883
Chapter fundraising		
Donations	35,017	204,673
Canadian University support	127,329	161,008
	5,720,656	5,623,089
Expenses		
National conference, leadership/chapter development	1,301,042	1,598,620
Ventures	2,593,253	2,506,672
Public education and awareness	683,528	325,815
Fundraising	887,182	637,922
Management and administration	481,852	359,333
	5,946,857	5,428,362
(Deficiency) excess of revenue over expenses	(226,201)	194,727
Fund balance, beginning of year	1,377,333	1,215,026
Fund balance, end of year	1,151,132	1,409,753

The accompanying note is an integral part of the summary financial statements.

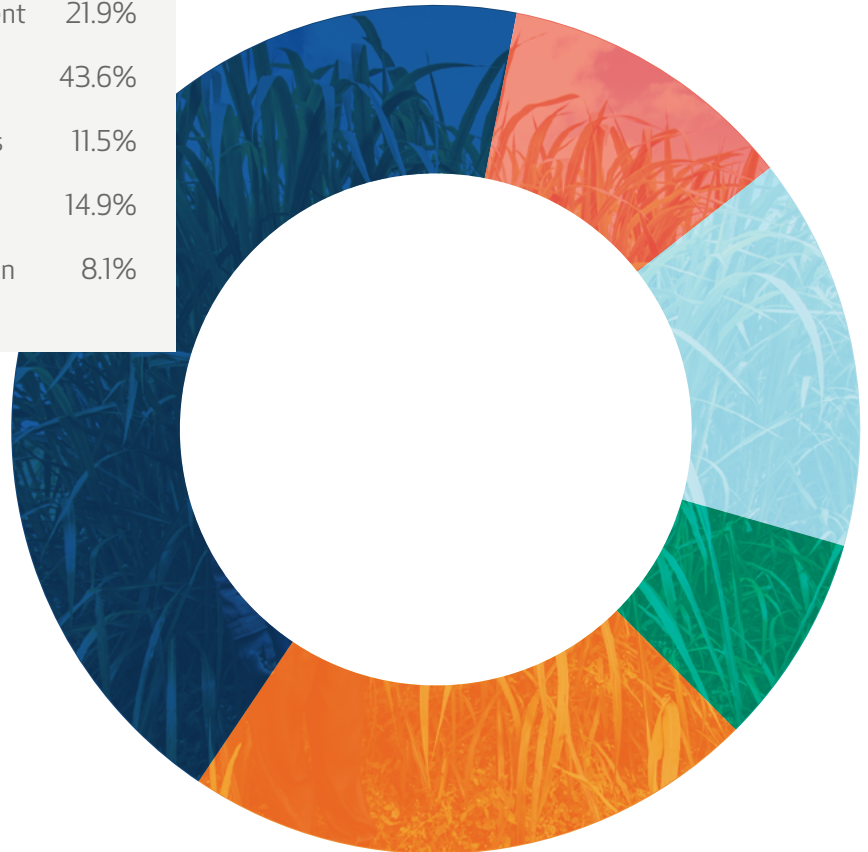


● Government Support	32.7%
● Individual Donations	18.3%
● Foundation Support	21.7%
● National Conference	4.6%
● Corporate Contributions	1.7%
● Venture Generated Revenue	18.2%
● Other Income	0.1%
● Donations	0.6%
● Canadian University Support	2.2%

2018 REVENUES

2018 EXPENSES

● National Conference, Leadership/ Chapter Development	21.9%
● Ventures	43.6%
● Public Education and Awareness	11.5%
● Fundraising	14.9%
● Management and Administration	8.1%





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EWB gratefully acknowledges the financial support of our donors, partners and the Government of Canada.



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