



# **Resource Guide for Women Entrepreneurs**

**for the Greater Toronto Area**

Updated April, 2021

## Resource Guide for Women Entrepreneurs for Greater Toronto Area

BDC is proud to provide you the Resource Guide for Women Entrepreneurs\*. This guide identifies the various initiatives of BDC partner organizations that can help women entrepreneurs grow their businesses. The initiatives are presented according to their needs and stage of development.

### Women entrepreneur needs

**Inspiration:** Benefit from sharing success with other women entrepreneurs

**Access to resources:** Learn more about relevant resources and available support options

**Financing:** Access to financing

**Development:** Knowledge and access to resources/initiatives that allow women to develop the necessary business skills to succeed

**Network of contacts, partners and mentors:** Connect with key players and a community of industry experts

### Growth stage of target businesses

**Start-ups:** Businesses in the early stages of development

**Expansion:** Businesses looking to grow or scale up

**Reaching new markets:** Businesses expanding in Canada or in international markets

| Organizations and initiatives                                      | Targeted revenues | Women entrepreneur needs |                     |           |             |   | Growth stage of targeted businesses |           |                      |
|--|-------------------|--------------------------|---------------------|-----------|-------------|---|-------------------------------------|-----------|----------------------|
|  |                   | Inspiration              | Access to resources | Financing | Development | Network of contacts, partners and mentors | Start-ups                           | Expansion | Reaching new markets |
| <b>Business Development Bank of Canada (BDC)</b>                   |                   |                          |                     |           |             |   |                                     |           |                      |
| Supplier Diversity   | All revenues      |                          | ✓                   |           |             | ✓   | ✓                                   | ✓         | ✓                    |
| Women Entrepreneurs  | All revenues      | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| Women in Technology Venture Fund                                   | All revenues      | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Canaccord Genuity Corp</b>                                      |                   | ✓                        | ✓                   |           | ✓           | ✓   |                                     | ✓         | ✓                    |
| The Canaccord Genuity Advisory Program for Women Entrepreneurs     | None              | ✓                        | ✓                   |           | ✓           | ✓   |                                     | ✓         | ✓                    |
| <b>Canada's LGBT+ Chamber of Commerce (cglcc)</b>                  |                   |                          |                     |           |             |   |                                     |           |                      |
| Supplier Diversity   | Not specified     | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Canadian Aboriginal &amp; Minority Supplier Council (CAMSC)</b> | \$250,000 to \$1M |                          |                     |           |             | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Canadian Intellectual Property Office (CIPO)</b>                |                   |                          |                     |           |             |   |                                     |           |                      |
| IP awareness and education program                                 | Not specified     |                          | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Canadian Manufacturers &amp; Exporters (CM&amp;E)</b>           | Not specified     |                          |                     |           |             | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Canadian Women's Chamber of Commerce (CanWCC)</b>               | Not specified     | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |

| Organizations and initiatives  | Targeted revenues               | Women entrepreneur needs |                     |           |             |   | Growth stage of targeted businesses |           |                      |
|--|---------------------------------|--------------------------|---------------------|-----------|-------------|---|-------------------------------------|-----------|----------------------|
|  |                                 | Inspiration              | Access to resources | Financing | Development | Network of contacts, partners and mentors | Start-ups                           | Expansion | Reaching new markets |
| <u>City of Toronto</u>   | Not specified                   |                          |                     |           |             | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Community Innovation Lab</b>  |                                 |                          |                     |           |             |   |                                     |           |                      |
| <u>The Refinery Accelerator for Women Entrepreneurs</u>                            | Up to \$50,000                  | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <u>SPICE - Seniorpreneur Program 4 Innovation, Creativity and Entrepreneurship</u> | Not specified                   | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Company of Women</b>  |                                 |                          |                     |           |             |   |                                     |           |                      |
| Networking/Educational   | \$50,000 to \$250,000           | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Ernst &amp; Young (EY)</b>  |                                 |                          |                     |           |             |   |                                     |           |                      |
| Entrepreneurial Winning Women™   | \$2M to \$30M                   | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Export Development Canada (EDC)</b>   |                                 |                          |                     |           |             |   |                                     |           |                      |
| <u>EDC Women in Trade</u>  | \$100,000 and over              | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Forum for International Trade Training (FITT)</b>                               | Not specified                   | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>The Forum</b>   |                                 |                          |                     |           |             |   |                                     |           |                      |
| <u>E-Series</u>  | \$0 to \$2M+                    | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <u>Mentor Program</u>  | Eligible for all revenue ranges | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <u>Pitch for the Purse</u>   | Eligible for all revenue ranges | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| Money Moves  | Eligible for all revenue ranges | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| Financial Fundamentals   | Eligible for all revenue ranges |                          | ✓                   |           | ✓           |   | ✓                                   | ✓         | ✓                    |
| <u>Podcast program – The Go-To: For Entrepreneurs in the Know</u>                  | Eligible for all revenue ranges | ✓                        | ✓                   |           | ✓           |   | ✓                                   | ✓         | ✓                    |
| <b>Futurpreneur Canada</b>   |                                 |                          |                     |           |             |   |                                     |           |                      |
| <u>Start-up Program</u>  | Not specified                   | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   |           |                      |

| Organizations and initiatives  | Targeted revenues   | Women entrepreneur needs |                     |           |             |   | Growth stage of targeted businesses |           |                      |
|--|---|--------------------------|---------------------|-----------|-------------|---|-------------------------------------|-----------|----------------------|
|  |   | Inspiration              | Access to resources | Financing | Development | Network of contacts, partners and mentors | Start-ups                           | Expansion | Reaching new markets |
| <b><u>Global Affairs Canada (GAC)</u></b>  |   |                          |                     |           |             |   |                                     |           |                      |
| Business Women in International Trade (BWIT)   | All revenues  | ✓                        | ✓                   |           | ✓           | ✓   |                                     |           | ✓                    |
| CanExport SMEs   | Declare between \$100K and \$100M in annual revenue in Canada during the last 12 months |                          |                     | ✓         |             |   |                                     | ✓         | ✓                    |
| Trade Commissioner Service (TCS)   | All revenues  | ✓                        | ✓                   | ✓         | ✓           | ✓   |                                     | ✓         | ✓                    |
| <b>Grand Erie Business Centre</b>  | Not specified   |                          |                     | ✓         |             | ✓   | ✓                                   | ✓         | ✓                    |
| <b>GroYourBiz Ltd.</b>   |   |                          |                     |           |             |   |                                     |           |                      |
| Peer to Peer Advisory Boards   | \$1M+   | ✓                        | ✓                   | ✓         | ✓           | ✓   |                                     | ✓         | ✓                    |
| <b>Innovation Canada</b>   | Not specified   |                          | ✓                   |           |             | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Magnet Export Business Portal</b>   | \$250,000 to \$1M   |                          | ✓                   | ✓         |             | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Mitacs</b>  | Not specified   |                          | ✓                   | ✓         | ✓           |   | ✓                                   | ✓         | ✓                    |
| <b>National Research Council of Canada (NRC)</b>   |   |                          |                     |           |             |   |                                     |           |                      |
| Industrial Research Assistance Program (IRAP)  | Not specified   | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Nottawasaga Futures</b>   | Not specified   | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Ontario Centres of Excellence (OCE)</b>   | Not specified   |                          |                     |           | ✓           |   | ✓                                   | ✓         | ✓                    |
| <b>Organization of Women in International Trade – Toronto (OWIT)</b>                                 | Not specified   | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b>PARO Centre for Women's Enterprise</b>  |   |                          |                     |           |             |   |                                     |           |                      |
| Network for Women Entrepreneurs  | Not specified   | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| Webinars/workshop for Women Entrepreneurs  | Not specified   | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| Women Entrepreneurs Knowledge Hub  | Not specified   |                          | ✓                   |           |             | ✓   | ✓                                   | ✓         | ✓                    |
| <b>Public Services and Procurement Canada (PSPC) – Office of Small and Medium Enterprises (OSME)</b> |   |                          |                     |           |             |   |                                     |           |                      |
| Doing Business with the Government of Canada   | Not specified   |                          | ✓                   |           | ✓           |   | ✓                                   | ✓         |                      |

| Organizations and initiatives  | Targeted revenues      | Women entrepreneur needs |                     |           |             |   | Growth stage of targeted businesses |           |                      |
|--|------------------------|--------------------------|---------------------|-----------|-------------|---|-------------------------------------|-----------|----------------------|
|  |                        | Inspiration              | Access to resources | Financing | Development | Network of contacts, partners and mentors | Start-ups                           | Expansion | Reaching new markets |
| <b><u>SheEO</u></b>  |                        |                          |                     |           |             |   |                                     |           |                      |
| SheEO Ventures   | \$250,000 to \$1M      | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b><u>Startup Canada</u></b>   |                        |                          |                     |           |             |   |                                     |           |                      |
| Startup Women Program  | Up to \$50,000         | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   |           |                      |
| <b><u>The Big Push</u></b>   |                        |                          |                     |           |             |   |                                     |           |                      |
| The Lift-Off Program   | \$100,000 to \$200,000 | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   |           |                      |
| <b><u>Toronto Region Board of Trade</u></b>                          |                        |                          |                     |           |             |   |                                     |           |                      |
| <u>Canada's Trade Accelerator Program (TAP)</u>                      | Not specified          | ✓                        | ✓                   | ✓         | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b><u>W NORTH</u></b>  | \$1M to \$2M           | ✓                        | ✓                   |           | ✓           | ✓   |                                     | ✓         | ✓                    |
| <b><u>WeConnect International</u></b>                                |                        |                          |                     |           |             |   |                                     |           |                      |
| <u>Certification and Global Market Access</u>                        | \$100,000+             | ✓                        | ✓                   |           | ✓           | ✓   |                                     | ✓         | ✓                    |
| <b><u>Women Business Enterprises Canada Council (WBE Canada)</u></b> |                        |                          |                     |           |             |   |                                     |           |                      |
| Supplier Diversity - WBE Certification                               | More than \$10M        |                          | ✓                   |           |             | ✓   | ✓                                   | ✓         | ✓                    |
| WBE Canada Toolbox   | More than \$10M        | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| Networking and Matchmaking Events                                    | More than \$10M        | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b><u>Women Entrepreneurship Knowledge Hub (WEKH)</u></b>            | Not specified          | ✓                        | ✓                   |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b><u>Women Initiative Foundation (WIF)</u></b>                      |                        |                          |                     |           |             |   |                                     |           |                      |
| Transatlantic  | Over \$1,000,000       | ✓                        |                     |           | ✓           | ✓   |                                     | ✓         | ✓                    |
| <b><u>Women of Influence</u></b>                                     |                        |                          |                     |           |             |   |                                     |           |                      |
| <u>RBC Canadian Women Entrepreneur Awards</u>                        | \$1M to \$2M           | ✓                        |                     |           |             |   | ✓                                   | ✓         |                      |
| <b><u>Women on the Move</u></b>                                      |                        |                          |                     |           |             |   |                                     |           |                      |
| <u>Moving to a Million</u>   | \$50,000 to \$250,000  |                          |                     |           | ✓           | ✓   | ✓                                   | ✓         | ✓                    |
| <b><u>Women Presidents' Organization (WPO)</u></b>                   |                        |                          |                     |           |             |   |                                     |           |                      |
| Annual International Conferences                                     | \$2M+                  | ✓                        | ✓                   | ✓         | ✓           | ✓   |                                     | ✓         | ✓                    |
| Chapter Affiliation  | \$2M+                  | ✓                        | ✓                   | ✓         | ✓           | ✓   |                                     | ✓         | ✓                    |

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for the Greater Toronto Area

Updated: April, 2021

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## Supplier Diversity

### Mission

#### Diversity makes good business sense

As the bank for Canadian entrepreneurs, BDC has an important role to play in promoting diversity and helping build world-class businesses.

As such, BDC is committed to expanding the presence of diverse suppliers in its procurement process.

Women entrepreneurs can register their business on [bdc.ca/supplier](https://bdc.ca/supplier), and find all procurement opportunities at BDC regarding goods, services and construction projects.

### Contact information

[bdc.ca/supplier](https://bdc.ca/supplier)

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** All revenues

## Women Entrepreneurs

### Mission

Help make Canadian entrepreneurs the most competitive in the world. Play a leadership role in the ecosystem by supporting the growth and success of women entrepreneurs by building relationships of trust and respect with all partners through our leadership, guidance, customized advice, as well as financial solutions and workshops throughout Canada.

### Objectives

- Improve access to BDC services for women entrepreneurs
- Meet the unique needs of women entrepreneurs by adopting a personalized approach
- Play a leading role in gender equality in relation to venture capital
- Be a thought leader and catalyzer of Canada's ecosystem of women entrepreneurs
- Support skills development and financial literacy for women entrepreneurs to help them access their ecosystem

### Contact information

[bdc.ca/women](https://bdc.ca/women)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** All revenues

## Women in Technology Venture Fund

### Mission

The BDC Capital Women in Technology (WiT) Venture Fund of \$200M is one of the world's largest venture capital funds dedicated to investing in women-led technology companies.

The fund invests in women-led technology companies (from seed, to series A and B financing) that bring together the right people, technology and resources to transform and disrupt today's markets. The fund invests in strong, scalable, revenue generating companies that want to grow quickly.

Most importantly, each company must be women-led—meaning it has a female founder, co-founder, CEO or executive driving the direction of the business. Executives must be in their role for a minimum of one year.

### Contact information

[bdc.ca/womenintech](http://bdc.ca/womenintech)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** All revenues

## The Canaccord Genuity Advisory Program for Women Entrepreneurs

### Mission

Capital markets / wealth management firm.

### Objective

To help high-potential women entrepreneurs achieve their business goals and take their businesses to the next level, through a combination of mentorship, strategic advice and networking.

### Selection Criteria

Seeking applications from women founders/CEOs of revenue-generating companies, or of those with invested capital.

### Contact information

Kelly Bourque, Program Chair  
[womenentrepreneurs@cgf.com](mailto:womenentrepreneurs@cgf.com)

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☐ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** None



# Canada's LGBT+ Chamber of Commerce (cglcc)



## Supplier Diversity

### Mission

Connect LGBT+ enterprises with corporate and government partners, and each other, to create and leverage Canadian and international business opportunities.

### Objective

Supplier Diversity opens a door of opportunity for entrepreneurs to take their business to the next level. Identifying as a diverse supplier through a recognized certification process is the first step for LGBT+ owned businesses to connect to new supply chain opportunities.

### Selection criteria

To qualify for certification, businesses must be 51%+ owned, controlled and operated by individuals who self-identify as LGBT+.

### Contact information

Ryan Nearing  
Manager, Membership and Supplier Diversity  
416-761-5151  
[supplierdiversity@cglcc.ca](mailto:supplierdiversity@cglcc.ca)

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** Not specified



# Canadian Aboriginal & Minority Supplier Council (CAMSC)



## Mission

CAMSC offers a variety of programs and services to its corporate members and certified Aboriginal and visible minority businesses.

## Contact information

CAMSC offers a variety of programs and services to its corporate members and certified Aboriginal and visible minority businesses. You will find their contact information at the following link:  
[www.camsc.ca/uploads/File/CAMSC\\_contacts.pdf](http://www.camsc.ca/uploads/File/CAMSC_contacts.pdf)

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☐ Access to resources and available support options
- ☐ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** \$250,000 to \$1M



## IP awareness and education program

### Objective

Our aim is to ensure that IP is better understood by Canadians and is more strategically used as an integral part of innovation and business success. CIPO is committed to increasing IP awareness by delivering tailored and responsive products, services and training in collaboration with our partners and networks across Canada and around the world.

### Contact information

Caroline Lefebvre  
819-743-3350  
[caroline.lefebvre@canada.ca](mailto:caroline.lefebvre@canada.ca)  
[www.ic.gc.ca](http://www.ic.gc.ca)

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☒ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified

# Canadian Manufacturers & Exporters (CM&E)



## Mission

Support manufacturers facing labour, innovation and export issues, as well as represent members before provincial and federal governments to create a business environment that will allow manufacturers to compete at home and abroad.

## Objectives

- More female role models are needed to inspire and encourage young women
- Access to modern manufacturing facilities to help change the perception of manufacturing
- More efforts to encourage young girls to pursue an education in STEM and/or the skilled trades
- Businesses need to adopt more inclusive workplaces
- Business needs to find creative ways to improve work-life balance for employees

## Contact information

Camay Fortier  
Coordinator, Women in manufacturing  
819-665-6662  
[Camay.Fortier@cme-mec.ca](mailto:Camay.Fortier@cme-mec.ca)

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☐ Access to resources and available support options
- ☐ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified





# Canadian Women's Chamber of Commerce (CanWCC)



CANADIAN WOMEN'S  
CHAMBER OF COMMERCE

## Mission

The Canadian Women's Chamber of Commerce (CanWCC) is a national not-for-profit organization that advocates for the economic priorities of women-identified entrepreneurs and business owners.

## Our vision

An equitable opportunity for every Canadian woman-identified entrepreneur in a diverse, inclusive and thriving national and international economy.

## Contact information

Nancy Wilson  
Founder & CEO  
1-866-226-2879  
[hello@canwcc.ca](mailto:hello@canwcc.ca)

## Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** Not specified



## Mission

Enterprise Toronto is a one-stop resource to start and grow your small business.

City of Toronto offers a variety of programs and services to businesses in Toronto.

## Contact information

You will find their contact information at the following link:  
<https://www.toronto.ca/business-economy/business-operation-growth/>

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☐ Access to resources and available support options
- ☐ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified



## The Refinery Accelerator for Women Entrepreneurs

### Mission

To inspire, catalyze and advance a global community of entrepreneurs. We are an incubator for enterprising ideas and an accelerator for promising scalable ventures.

### Objective

To increase growth opportunities for women-led businesses across the Greater Toronto Area through creative pathways such as financing, revenue generation, networking and growth action planning.

### Selection criteria

Diverse Female owned businesses across Greater Toronto Area (over 1 year in business) and seeking resources to grow.

### Contact information

Skanda Skanthavarathan  
CEO  
905-576-6112  
[Therefinery@communityilab.ca](mailto:Therefinery@communityilab.ca)

### Women entrepreneurs' needs

- ✓ Inspiration from other women entrepreneurs
- ✓ Access to resources and available support options
- ✓ Financing
- ✓ Development of necessary skills to succeed
- ✓ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ Start-ups
- ✓ Expansion
- ✓ Reaching new markets

**Targeted revenues:** Up to \$50,000



## SPICE – Seniorpreneur Program 4 Innovation, Creativity and Entrepreneurship

### Mission

To inspire, catalyze and advance a global community of entrepreneurs. We are an incubator for enterprising ideas and an accelerator for promising scalable ventures.

### Objective

To increase acceleration support and the participation of seniors in mainstream entrepreneurship.

### Selection criteria

Aged 55+ with business or venture (start-up) and/or pre-start-up.

### Contact information

Dale Blakely  
Business Development and Program Coordinator  
905-576-6112  
[spice@communityilab.ca](mailto:spice@communityilab.ca)

### Women entrepreneurs' needs

- ✓ Inspiration from other women entrepreneurs
- ✓ Access to resources and available support options
- ✓ Financing
- ✓ Development of necessary skills to succeed
- ✓ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ Start-ups
- ✓ Expansion
- ✓ Reaching new markets

**Targeted revenues:** Not specified

## Networking/Educational

### Mission

To support, connect, educate and promote women entrepreneurs so they achieve success on their own terms.

### Objective

To bring the women together to network and support each other. To provide small business education to the participants. To encourage collaboration and connections between the women in attendance.

### Selection criteria

It is inclusive - can be women in business, women thinking of starting a business, women working for someone else, depends on topic.

### Contact information

Anne Day  
Founder and President  
905-338-1771  
[anneday@companyofwomen.ca](mailto:anneday@companyofwomen.ca)  
[www.companyofwomen.ca](http://www.companyofwomen.ca)

### Women entrepreneurs' needs

- ☒ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☒ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** \$50,000 to \$250,000

## Entrepreneurial Winning Women™

### Objectives

Help women entrepreneurs achieve their potential through a personalized leadership program. Specifically:

- Grow their knowledge of business strategy and practices
- Identify possibilities for partnerships, strategic alliances, clients and suppliers as well as potential private capital sources
- Benefit from access to advice and support
- Build leadership skills and identify growth opportunities
- Gain greater national and regional visibility

### Selection criteria

- Be the founder and CEO of a private company in Canada or the United States (with at least a 51% interest)
- Have founded the company within the last 10 years
- Have declared company sales of at least \$2 million a year for the last two financial years (candidate companies generally report annual revenue of between \$2 million and around \$30 million)

### Contact information

Yen Bui  
514-940-0461  
Yen.Bui@ca.ey.com  
www.ey.com

Josée Rioux  
514-874-4471  
Josee.Rioux@ca.ey.com  
www.ey.com

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** \$2M to \$30M

## EDC Women in Trade

### Mission

Dedicated to helping Canadian companies of all sizes succeed on the world stage. As international risk experts, we equip Canadian companies with the tools they need – the trade knowledge, financing solutions, equity, insurance, and connections – to take on the world with confidence.

### Objectives

- Educate and provide knowledge to women entrepreneurs regarding export planning, financial risks and mitigation tools, and market strategies to help build skills and confidence to enter new markets
- Offer awareness of export opportunities and provide business connections
- Increase access to EDC's financial tools for women-owned and women-led businesses for exporting and international expansion including loan guarantees and credit insurance
- Personalized approach to providing advice, insights, long-term relationship, and added value
- Inspire and build a trade culture in Canada to ultimately have more Canadian women-owned and women-led companies exporting and growing in global markets

### Contact information

1-888-220-0047  
tradeadvisor-conseiller@EDC.ca  
<https://www.edc.ca/women-in-trade>

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** \$100,000 and over

## Mission

Building international trade competence. FITT is dedicated to providing international business training, resources and professional certification to individuals and businesses.

## Contact information

[fittfortrade.com](http://fittfortrade.com)  
[www.tradeready.ca](http://www.tradeready.ca)

## Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** Not specified



## E-Series

### Mission

The Forum is a national charity that educates, mentors, connects and energizes women entrepreneurs to be wildly successful, promoting strengthened economies and thriving communities.

### Objective

E-Series is a transformative educational program that provides in depth hands-on learning on a variety of topics that entrepreneurs in Canada need in order to grow. For continued support, participants can receive 12 months of 1:1 support with a tailor-matched Mentor. This is an opportunity for women entrepreneurs to work ON their business rather than IN their business. In a cohort-based setting, participants will connect with other entrepreneurs across Canada to build a community of like-minded individuals for peer-to-peer learning, and access to industry experts and advisors.

### Selection criteria

Any self-identified woman entrepreneur (majority shareholder and key decision maker) at any stage and any industry. Must be operating or in final R&D stage (i.e. beyond ideation stage) in Canada.

### Contact information

Erika Thomas  
Program + Community Manager  
604-682-8115  
[erika@fwe.ca](mailto:erika@fwe.ca)

### Women entrepreneurs' needs

- ✓ Inspiration from other women entrepreneurs
- ✓ Access to resources and available support options
- Financing
- ✓ Development of necessary skills to succeed
- ✓ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ Start-ups
- ✓ Expansion
- ✓ Reaching new markets

**Targeted revenues:** \$0 to \$2M+

## Mentor Program

### Mission

The Forum is a national charity that educates, mentors, connects and energizes women entrepreneurs to be wildly successful, promoting strengthened economies and thriving communities.

### Objective

The Mentor Program encourages women entrepreneurs to push their businesses to the next level and supports their growth by pairing them with experienced business leaders for custom-matched 1:1 mentorship (one hour per month) for 12 months. Matches can be made in-person or virtually across Canada.

Applications are open year-round for the Mentor Program.

### Selection criteria

Mentees are women entrepreneurs (majority stakeholder and key decision maker) in Canada willing to learn and develop skills to make good business decisions.

Mentors are men or women and come from a wide variety of industries and areas of expertise and are based across Canada.

### Contact information

Erika Thomas  
Program + Community Manager  
604-682-8115  
[erika@fwe.ca](mailto:erika@fwe.ca)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** Eligible for all revenue ranges

## Pitch for the Purse

### Mission

The Forum is a national charity that educates, mentors, connects and energizes women entrepreneurs to be wildly successful, promoting strengthened economies and thriving communities.

### Objective

Pitch for the Purse addresses a key concern facing women entrepreneurs...access to capital. The program is about sharing your unique business vision and building a community around yourself to pursue the chance to win \$50,000 cash to grow your business. Program is divided into four stages: Applications, Semi-Finals, Mentorship + Coaching, and Pitch Finale.

### Selection criteria

Any self-identified woman entrepreneur (majority shareholder and key decision maker) at any stage and any industry and operating in Canada.

### Contact information

Erika Thomas  
Program + Community Manager  
604-682-8115  
[erika@fwe.ca](mailto:erika@fwe.ca)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** Eligible for all revenue ranges



## Money Moves

### Mission

The Forum is a national charity that educates, mentors, connects and energizes women entrepreneurs to be wildly successful, promoting strengthened economies and thriving communities.

### Objective

Money Moves gives women entrepreneurs an understanding of the funding landscape (debt, equity, crowdfunding and grants) to fuel your business with capital that works for you, while building your community of supporters. This comprehensive, industry-inclusive capital education program includes multiple weeks of intensive co-learning so you can create a funding roadmap that is tailored to your business, to bring your business visions to life.

### Selection criteria

Any self-identified woman entrepreneur (majority shareholder and key decision maker) at any stage and any industry and operating in Canada.

### Contact information

Erika Thomas  
Program + Community Manager  
604-682-8115  
[erika@fwe.ca](mailto:erika@fwe.ca)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** Eligible for all revenue ranges



## Financial Fundamentals

### Mission

The Forum is a national charity that educates, mentors, connects and energizes women entrepreneurs to be wildly successful, promoting strengthened economies and thriving communities.

### Objective

A free online, self-paced Business Finances course for women entrepreneurs that want to increase their financial literacy and get better at seeing opportunities, making decisions, and building resilient businesses.

### Selection criteria

Any self-identified woman entrepreneur (majority shareholder and key decision maker) at any stage and any industry and operating in Canada.

### Contact information

Erika Thomas  
Program + Community Manager  
604-682-8115  
[erika@fwe.ca](mailto:erika@fwe.ca)

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☒ Development of necessary skills to succeed
- ☐ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Eligible for all revenue ranges



## Podcast Program – The Go-To: For Entrepreneurs in the Know

### Mission

The Forum is a national charity that educates, mentors, connects and energizes women entrepreneurs to be wildly successful, promoting strengthened economies and thriving communities.

### Objective

The Go-To is a podcast series offered on major podcast platforms such as Apple Podcast and Spotify. Covering topics that are fundamental to growing a company, from fundraising to branding, social impact and much more, with impactful conversations giving tangible resources and entrepreneurial secrets to help elevate business. Guests are successful Canadian entrepreneurs.

### Selection criteria

This program is available to anyone, regardless of gender, interested in learning about entrepreneurial insights from successful entrepreneurs.

### Contact information

Tracy Tran  
Project Coordinator  
604-682-8115  
tracy@fwe.ca

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☐ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** Eligible for all revenue ranges

## Start-up Program

### Mission

To provide early-stage financing, mentorship and other resources to help aspiring entrepreneurs aged 18-39 launch successful businesses that contribute to sustainable economic development in their communities and for Canada.

### Objectives

In addition to its core Start-Up Program, which offers young entrepreneurs loan financing of up to \$60,000 (co-financed with BDC) and up to two years of mentorship, Futurpreneur aims to help diverse, aspiring entrepreneurs go from idea to launch—and beyond—through a range of tailored programs:

- Rock My Business – A three-tiered, free, hands-on workshop that helps entrepreneurs develop their idea into a business plan
- Side Hustle – Financing + mentorship to help part-time entrepreneurs grow their side business
- Growth Accelerator – An intensive workshop aimed at successful business owners who want to take their start-up to the next level

### Selection criteria

- 18-39 years of age; viability of the business plan; personal credit score; Canadian citizens or permanent residents

### Contact information

Futurpreneur Canada  
1-866-646-2922  
[www.info@futurpreneur.ca](mailto:www.info@futurpreneur.ca)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- **Expansion**
- **Reaching new markets**

**Targeted revenues:** Not specified

## Business Women in International Trade (BWIT)

### Objective

The BWIT initiative seeks to open international markets to Canadian women-owned and women-led export-ready companies. BWIT offers targeted products and services to help women entrepreneurs go global with their businesses.

### Selection criteria

Businesses must qualify as TCS clients.

To qualify as a TCS client, a business must:

- demonstrate capacity for, and a commitment to, internationalization;
- maintain meaningful economic ties to Canada; and,
- demonstrate potential contribute significantly to Canada's economic growth

### Contact information

[www.bwit@international.gc.ca](mailto:www.bwit@international.gc.ca)

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☐ Start-ups
- ☐ Expansion
- ☒ Reaching new markets

**Targeted revenues:** All revenues



## CanExport SMEs

### Objective

CanExport SMEs provides direct financial assistance to small and medium-sized businesses (SMEs) registered in Canada to help them develop new export opportunities and markets, especially high-growth emerging markets.

### Eligible activities

To be eligible, activities must aim to promote international business development and must go beyond the applicant's core activities, represent new initiatives and provide an opportunity to yield incremental results. For illustrative purposes, these activities could include:

- Business travel
- Participation at trade fairs
- Market research
- Adapting marketing tools for a new market
- Legal fees associated with a distribution/representation agreement

### Contact information

[www.canada.ca/canexport](http://www.canada.ca/canexport)

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☐ Access to resources and available support options
- ☒ Financing
- ☐ Development of necessary skills to succeed
- ☐ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☐ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

### Targeted revenues:

Declare between \$100K and \$100M in annual revenue in Canada during the last 12 months

## Trade Commissioner Service (TCS)

### Objective

For more than 120 years, the Trade Commissioner Service (TCS) has been helping Canadian companies break into international markets. Canadian trade commissioners are located in more than 160 cities in Canada and worldwide, and can help with international business expansion by providing key business insights and access to an unbeatable network of international contacts.

### Selection criteria

Businesses must fit the TCS's definition of a client, including the ability to export immediately.

### Contact information

[trade@international.gc.ca](mailto:trade@international.gc.ca)  
[www.tradecommissioner.gc.ca](http://www.tradecommissioner.gc.ca)

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☒ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☐ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** All revenues

# Grand Erie Business Centre



## Mission

Community Futures Development Corporation. Support entrepreneurship and community economic development in rural Canada.

\*Provides services to Haldimand county and the Township of West Lincoln.

## Contact information

Tauri Caputo  
General Manager  
905-765-5005  
[tcaputo@granderie.com](mailto:tcaputo@granderie.com)

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☐ Access to resources and available support options
- ☒ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified



## Peer-to-Peer Advisory Boards

### Mission

To provide peer business advisory boards to like-minded business women who are ready and committed to take their business to the next growth level. To provide monthly problem-solving meetings in a confidential, professionally facilitated environment. To Provide B2B cross-marketing opportunities and ideas to gain new clients and markets. To provide expert advice, speakers and access to trusted advisors via strategic alliances. To provide physical advisory boards as well as virtual and global boards to access and learn from global connections.

### Objective

To support women business owners (WBOs) who want to take their business to the next growth level.

### Selection criteria

Must be second stage WBOs and NOT start-ups.

### Contact information

Barbara Anne Mowat  
President  
604-644-8298  
[Barbara.Mowat@GroYourBiz.com](mailto:Barbara.Mowat@GroYourBiz.com)

### Women entrepreneurs' needs

- ✓ Inspiration from other women entrepreneurs
- ✓ Access to resources and available support options
- ✓ Financing
- ✓ Development of necessary skills to succeed
- ✓ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- Start-ups
- ✓ Expansion
- ✓ Reaching new markets

**Targeted revenues: \$1M+**

## Mission

From funding to expert advice to driving new collaborations, the Government of Canada's flagship programs and services are designed to help businesses innovate, create jobs and grow Canada's economy.

The **innovation.canada.ca** digital platform brings it all together in one place. It's the place to go to get a tailored list of everything that government can do for your business.

## Contact information

[www.innovation.canada.ca](http://www.innovation.canada.ca)

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified

## Mission

The Magnet Export Business Portal delivers targeted export-related events, funding programs, resources and more to Canadian businesses through a customized dashboard. It was created with one goal in mind: to help Canadian businesses succeed in reaching export markets and grow their businesses with international customers.

## Selection criteria

The Magnet Export Business Portal leverages programs and services that are being offered by four primary providers: Global Affairs Canada, Business Development Bank of Canada, Export Development Canada and the Government of Ontario (expanding to other provincial governments, fall 2019). Many of these providers offer specific opportunities for women-owned businesses, and we target businesses that identify in the on-boarding process as women-owned with these opportunities to help their business grow.

## Contact information

<https://export.magnet.today>

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☒ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** \$250,000 to \$1M

## Mission

Mitacs is a not-for-profit organization that fosters growth and innovation in Canada by solving business challenges with research solutions from academic institutions.

We understand that the research needed to grow your business requires talent, time, and budget, but finding the ideal combination of these three elements can be a challenge. That's where we help, and we contribute up to 55% to the cost of your project.

## Selection criteria

Mitacs supports Canadian businesses as well as not-for-profit organizations. Many of these are led by female entrepreneurs.

## Contact information

mitacs.ca  
[accelerate@mitacs.ca](mailto:accelerate@mitacs.ca)

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☒ Financing
- ☒ Development of necessary skills to succeed
- ☐ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified

## Industrial Research Assistance Program (IRAP)

### Helping your business grow through innovation

NRC IRAP is Canada's leading innovation assistance program for small and medium-sized businesses.

If you operate an innovative small or medium-sized business in Canada, we can help you build your innovation capacity and take your ideas to market. We do this through financial assistance, advisory services and connections to the best business and R&D expertise in Canada. It's a winning model we've been using to drive business growth, and Canada's innovation system, for over 70 years.

### Eligibility Criteria

- You are an incorporated, profit-oriented small or medium-sized business in Canada
- You have 500 or fewer full-time equivalent employees
- You plan to pursue growth and profit by developing and commercializing innovative, technology-driven new or improved products, services or processes in Canada

### Contact information

[1-877-994-4727](tel:1-877-994-4727)

[CANADA.CA/NRC-IRAP](https://CANADA.CA/NRC-IRAP)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** Not specified



# Nottawasaga Futures



## Mission

To provide an environment of choice and opportunity to the businesses and community of South Simcoe.

## Contact information

[nottawasaga.com/contact/index.html](http://nottawasaga.com/contact/index.html)

## Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

## Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** Not specified



# Ontario Centres of Excellence (OCE)



## Mission

OCE's mission is to accelerate innovation through game-changing research leading to successful commercialization and vibrant collaboration between industry and academia, launching the next generation of products and jobs.

## Contact information

<https://www.oce-ontario.org/programs>

## Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☐ Access to resources and available support options
- ☐ Financing
- ☒ Development of necessary skills to succeed
- ☐ Network of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified



# Organization of Women in International Trade – Toronto (OWIT)



## Mission

OWIT-Toronto is a non-profit professional organization which promotes women doing business internationally, by providing networking opportunities, export education and global business contacts.

Members include women entrepreneurs, manufacturers, banks, universities and colleges, service providers and business women involved in international trade.

OWIT-Toronto was the first Canadian chapter of the Organization of Women in International Trade (OWIT), a worldwide network of chapters promoting international trade and commerce.

## Contact information

Helen Hemmingsen  
President

[helen@hemmingsen.com](mailto:helen@hemmingsen.com)

<http://www.owit-toronto.ca>

General Email: [info@owit-toronto.ca](mailto:info@owit-toronto.ca)

## Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** Not specified



# PARO Centre for Women's Enterprise

## Network for Women Entrepreneurs

### Mission

The Business Development Bank of Canada (BDC) and WEOC collaborate to increase support to more women entrepreneurs, via increased access to capital, advice, mentoring, guidance and networking opportunities.

PARO Centre for Women's Enterprise, as a member of WEOC, supports women in Ontario to access funding, counselling, training, networks, resources for expansion, exporting and mentorship opportunities.

### Contact information

Rosalind Lockyer  
Founder & Chief Executive Officer  
807-625-0328  
[info@paro.ca](mailto:info@paro.ca)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** Not specified



## Mission

Providing financing and support to women entrepreneurs across Ontario, PARO has business growth advisors stationed across the province in Northern, Eastern and the Greater Toronto areas.

Rosalind Lockyer  
Founder & Chief Executive Officer  
807-625-0328  
[info@paro.ca](mailto:info@paro.ca)

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

- ✓ Start-ups
- ✓ Expansion
- ✓ Reaching new markets



# PARO Centre for Women's Enterprise

## Women Entrepreneurs Knowledge Hub

### Mission

Women Entrepreneurship Knowledge Hub (WEKH) and PARO Centre for Women's Enterprise (Ontario Hub Member) as an Ontario Regional HUB Member of WEKH, PARO is working with a diverse group of organizations, partners and networks to develop an ecosystem of support for women entrepreneurs that will serve as a one-stop source of knowledge, data and best practices.

### Contact information

Rosalind Lockyer  
Founder & Chief Executive Officer  
807-625-0328  
[info@paro.ca](mailto:info@paro.ca)

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Not specified

## Doing Business with the Government of Canada

### Mission

The program is designed to give women entrepreneurs the information they need to help them find the opportunities they can pursue so that they may sell to the government.

### Objective

To increase the participation of women entrepreneurs in government procurement.

### Selection criteria

Women entrepreneurs capable of submitting bids and carrying out government contracts.

### Contact information

Office of Small and Medium Enterprises - Quebec Region

[quebpme.queosme@tpsgc-pwgsc.gc.ca](mailto:quebpme.queosme@tpsgc-pwgsc.gc.ca)

514-210-5770

<https://buyandsell.gc.ca/support-smaller-businesses>

Send us an email to receive our newsletter and keep abreast of our latest news

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☒ Development of necessary skills to succeed
- ☐ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☐ Reaching new markets

**Targeted revenues:** Not specified

## SheEO Ventures

### Mission

SheEO is a global community of radically generous women transforming the way we fund, support and celebrate female entrepreneurs who are creating a better world. Our goal is to reach 1M Activators and a \$1B perpetual fund which will support 10,000 women-led Ventures yearly for generations to come.

### Objective

Fund, support and celebrate female entrepreneurs creating a better world.

### Selection criteria

Ventures who apply are majority women-owned, women-led, revenue-generating with export potential.

Round 1 criteria:

- Women-owned (51%+) and majority women-led
- Generating \$50K to \$2M in revenues in the currency of the region
- Registered as a legal entity in the region
- New mindset, new model or new solution

Round 2 application process:

- Ventures must fill out a financial workbook
- Submit a 1-minute video for the Activators

### Contact information

Caitlin Pacini  
647-991-8524  
[caitlin@sheeo.world](mailto:caitlin@sheeo.world)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** \$250,000 to \$1M



## Startup Women Program

### Mission

We are entrepreneurs working together to build a Canada for entrepreneurs and give a voice to the Canadian startup community.

### Objective

In the month of March, in celebration of International Women's Day, Startup Canada, Startup Communities, leading women entrepreneurs, and government and industry partners will come together to celebrate the contributions and achievements of women entrepreneurs to the Canadian economy. Join us as we encourage Canada's 3.5 million entrepreneurs to #ChooseToChallenge to build a more gender-balanced world, to accelerate gender parity, and to unleash the economic potential of women.

### Selection criteria

The participation of women entrepreneurs is highly encouraged and free for all.

### Contact information

Angela Munro  
Program coordinator  
angela.munro@startupcan.ca

### Women entrepreneurs' needs

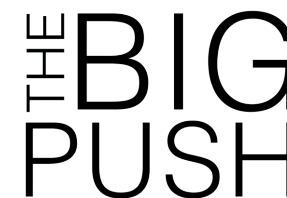
- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- **Expansion**
- **Reaching new markets**

**Targeted revenues:** Up to \$50,000

# The Big Push



## The Lift-Off Program

### Mission

Create better business results for women leaders through 'hands-on' expert resources and funding.

### Objective

To grow and scale women-led companies by matching vetted experts with founders to help design and execute business growth plans in order to prepare them for investment-ready stage. These growth plans include:

- Marketing /Customer success; Public Relations; BD/Sales; Finance; Product; Recruitment

### Selection criteria

- Women-led or founded (decision maker status)
- Pre-seed to seed stage
- Technology enabled or driven
- Product in market
- Clear path to revenue
- Team of 2 or greater

### Contact information

Sharon Zohar  
416-434-8700  
[sharon@thebigpush.ca](mailto:sharon@thebigpush.ca)  
[www.thebigpush.ca/liftoffprogram](http://www.thebigpush.ca/liftoffprogram)

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☒ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ **Start-ups**
- ☐ **Expansion**
- ☐ **Reaching new markets**

**Targeted revenues:** \$100,000 to \$200,000



## Canada's Trade Accelerator Program (TAP)

### Mission

TAP CANADA will arm your business for global growth in dynamic workshops featuring Canada's top exporting advisors, resources and contacts. In very little time you'll receive the training and support you need to become a successful international trader in your business sector.

### Eligibility Criteria

Generates a minimum of \$500k in annual revenue; has been operating for two years; is already exporting a product or service but wishes to diversify its export markets - OR - Has taken exploratory steps to start exporting.

### Date

TAP Women-specific cohort is starting on March 8, 2021 in partnership with the Sandbox Centre and the World Trade Centre Toronto.

Additional information and registration form are available online at <https://wtctoronto.com/tap>.

### Contact information

Dwan Dumas  
Program Coordinator, Trade Accelerator Program  
416-862-4562  
[ddumas@bot.com](mailto:ddumas@bot.com)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** Not specified

## Mission

Develop more women to leading positions in business, and in doing so we will elevate the teams they work in, the families they lead and the communities in which they live.

## Objectives

To prepare women for leadership at a C-Suite level, in corporate, entrepreneurial and public sectors. Delivers Leadership Development training through courses, masterclasses, masterminds and workshops, all delivered Virtually.

## Selection criteria

Minimum 5 years in business, mid-career on a trajectory towards senior executive leadership. Small businesses that are scaling (example growing from 10 to 100 employees).

## Contact information

Heather Odendaal, CEO & Co-Founder  
778-866-2343  
[heather@wnorthconnect.com](mailto:heather@wnorthconnect.com)

## Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

## Growth stage of targeted businesses

- ☐ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** \$1M to \$2M

## Certification and Global Market Access

### Objective

WEConnect International is a global network that connects women-owned businesses to qualified buyers around the world. Certification is a globally recognized verification status that meets the needs of multinational corporations seeking to increase spend with diverse suppliers. Once certified, the WECommunity benefits include a searchable database of 10,000+ suppliers and buyer, networking opportunities, training and capacity building through WEConnect Academy, brand visibility (Women Owned logo), preferential admission to local and global conferences and partner events, as well as exclusive introductions to buyers at Meet the Member events around the world.

### Criteria

The four criteria considered for WBE certification by WEConnect International are ownership, management, control, and independence. Businesses that meet the criteria are determined to be at least 51% owned, as well as managed and controlled, by one or more women.

### Contact information

[Registration@weconnectinternational.org](mailto:Registration@weconnectinternational.org)  
[Canada@weconnectinternational.org](mailto:Canada@weconnectinternational.org)  
[www.weconnectinternational.org](http://www.weconnectinternational.org)

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☐ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** \$100,000 +

# Women Business Enterprises Canada Council (WBE Canada)



## Supplier Diversity - WBE Certification

### Mission

WBE Canada is a Canadian non-profit organization providing globally recognized WBE (Women Business Enterprise) certification services for Canadian women-owned businesses. We promote diversity, equity and inclusion in supply chains and champion success of Canadian WBEs in corporate and government supply chains across Canada, US and globally.

### Objectives

- Provide WBE certification services to Canadian women-owned businesses to confirm eligibility for corporate and government supplier diversity program
- Access to closed-door tradeshows, events and meetings designed to connect certified businesses with corporate/government buyers
- Opportunities to network and build relationships with buyers and supplier diversity professionals from top national and international corporations
- Connect with government procurement officers and leaders
- Use our "Canadian Women Brand" logo and "Certified WBE" badge to attract more buyers to your products and services

### Selection criteria

Business must be 51% owned, managed and controlled by woman/women, must be either headquartered in Canada or owned by a Canadian. All taxes must be up-to-date. Can be at any stage, any profit level and any industry.

### Contact information

Silvia Pencak  
President  
416-646-6233  
[concierge@wbcanada.ca](mailto:concierge@wbcanada.ca)

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☒ Access to resources and available support options
- ☐ Financing
- ☐ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** More than \$10M



# Women Business Enterprises Canada Council (WBE Canada)



## WBE Canada Toolbox

### Mission

Provide training, resources and programs to help Women Business Enterprises (WBEs) understand procurement processes, win more contracts, scale up and grow their business.

### Objectives

- Education on how to leverage WBE certification, access commercial opportunities and market business to organizations through supplier diversity programs
- Training workshops focused on business capacity, responding to RFXs, preparation for Trade Missions, Matchmaker meetings, and more
- Coaching and mentoring from other certified WBEs and corporate mentorship programs
- Information about the latest updates in corporate and government supply chains

### Selection criteria

Only certified WBEs.

### Contact information

Silvia Pencak  
President  
416-646-6233  
[concierge@wbcanada.ca](mailto:concierge@wbcanada.ca)

### Women entrepreneurs' needs

- ✓ Inspiration from other women entrepreneurs
- ✓ Access to resources and available support options
- Financing
- ✓ Development of necessary skills to succeed
- ✓ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ Start-ups
- ✓ Expansion
- ✓ Reaching new markets

**Targeted revenues:** More than \$10M



# Women Business Enterprises Canada Council (WBE Canada)



## Networking and Matchmaking Events

### Mission

Provide B2B networking opportunities among Women Business Enterprises (WBEs) as well as with corporate and government buyers.

### Objectives

- Meet the Buyer events designed to provide connection and information sharing between buyers and women-owned businesses
- Matchmaker meetings to give women-owned businesses direct access to the buyers and supplier diversity leaders to shortcut the sales process
- Potential to do business with other WBEs run by like-minded, high-growth women business owners and create partnerships to increase capacity to bid on larger contracts

### Selection criteria

Only certified WBEs.

### Contact information

Silvia Pencak  
President  
416-646-6233  
[concierge@wbcanada.ca](mailto:concierge@wbcanada.ca)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ✓ **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** More than \$10M





# Women Entrepreneurship Knowledge Hub (WEKH)



## Mission

The Women Entrepreneurship Knowledge Hub (WEKH) shares research, resources and best practices on women entrepreneurs in Canada.

Made up of 10 regional hubs, WEKH operates in both official languages and includes a network of over 250 organizations, that reach more than 100,000 women entrepreneurs, as well as an expanding network of experts and researchers from across Canada and around the world.

## Objective

The WEKH shares research, resources and best practices to build an inclusive innovation ecosystem that breaks down stereotypes about women entrepreneurs and barriers for diverse women.

WEKH is a part of the Government of Canada's Women Entrepreneurship Strategy that seeks to double the amount of women entrepreneurs by 2025.

## Contact information

di.wekh.ryerson.ca  
www.wekh.ca

## Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☒ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

## Growth stage of targeted businesses

- ☒ **Start-ups**
- ☒ **Expansion**
- ☒ **Reaching new markets**

**Targeted revenues:** Not specified

# Women Initiative Foundation (WIF)



## Transatlantic

### Mission

Promote women in the world of business and the economy in general. WIF aims to promote women at all levels of business and shatter the glass ceiling they face, in terms of salary and career.

- Various events
- Training (Stanford)
- Access to women leaders to help them grow their business
- Canadian women have access to French mentors

### Selection criteria

- Minimum \$1M in sales
- Minimum of 3 years in business

### Contact information

Anne-Marie Hubert / [anne-marie.j.hubert@ca.ey.com](mailto:anne-marie.j.hubert@ca.ey.com)  
Christiane Bergevin / [christiane.bergevin@bergevin.me](mailto:christiane.bergevin@bergevin.me)

### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☐ **Access to resources** and available support options
- ☐ **Financing**
- ☒ **Development** of necessary skills to succeed
- ☒ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- ☐ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** Over \$1M



### RBC Canadian Women Entrepreneur Awards

#### Mission

At Women of Influence, we are empowering women to advance today — while changing the narrative to create a more inclusive tomorrow. How? By shining a spotlight on a diverse group of role models, champions, and organizations — to not only inspire, educate, and connect, but also to redefine our cultural perceptions of gender roles and abilities.

#### Objective

The RBC Canadian Women Entrepreneur Awards is the premier national awards program celebrating the achievements of the most successful in this inspiring group. The collective impact of our country's women entrepreneurs cannot be overstated. We are honoured to shine a spotlight on them.

#### Selection criteria

The seven award categories are designed to recognize women entrepreneurs at all levels of growth. Excepting the "Ones to Watch" category, entrepreneurs must be in business for a minimum of three years.

#### Contact information

Alicia Skalin  
1-877-208-4212  
[askalin@womenofinfluence.ca](mailto:askalin@womenofinfluence.ca)

#### Women entrepreneurs' needs

- ☒ **Inspiration** from other women entrepreneurs
- ☐ **Access to resources** and available support options
- ☐ **Financing**
- ☐ **Development** of necessary skills to succeed
- ☐ **Network** of contacts, partners and mentors

#### Growth stage of targeted businesses

- ☒ **Start-ups**
- ☒ **Expansion**
- ☐ **Reaching new markets**

**Targeted revenues:** \$1M to \$2M

# Women on the Move



## Moving to a Million

### Mission

Lead 10,000 Women Entrepreneurs to their first million in revenue.

### Objective

Provide a foundational system for sustainable revenue growth.

### Selection criteria

Committed to business growth in early stages across all industries in B2B.

### Contact information

Heather Gamble  
CEO  
647-347-4433  
[hgamble@womenonthemove.club](mailto:hgamble@womenonthemove.club)

### Women entrepreneurs' needs

- ☐ Inspiration from other women entrepreneurs
- ☐ Access to resources and available support options
- ☐ Financing
- ☒ Development of necessary skills to succeed
- ☒ Network of contacts, partners and mentors

### Growth stage of targeted businesses

- ☒ Start-ups
- ☒ Expansion
- ☒ Reaching new markets

**Targeted revenues:** \$50,000 to \$250,000



# Women Presidents' Organization (WPO)



## Annual International Conferences

### About WPO

WPO is a membership organization for women presidents of privately held, multi-million dollar companies. Through collaborative and confidential peer-learning groups, the WPO accelerates business growth and enhances competitiveness.

### Objective

WPO members address business concerns in a roundtable format and function as an informal board of directors for their businesses. The chapters are moderated by professionally trained facilitators. Each chapter serves as a peer advisory group based on the four Cs of the WPO: Collaboration, Confidentiality, Commitment, and Connections. WPO members address financial concerns, organizational development, hiring and firing, and other issues.

### Selection criteria

- Members and qualifying non-members
- Corporate sponsors (10 levels of sponsorship)

### Contact information

Judy Waak-Pearce  
Program Manager  
Women Presidents' Organization  
[judy@womenpresidentsorg.com](mailto:judy@womenpresidentsorg.com)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** \$2 million +



# Women Presidents' Organization (WPO)



## Chapter Affiliation

### About WPO

WPO is a membership organization for women presidents of privately held, multi-million dollar companies. Through collaborative and confidential peer-learning groups, the WPO accelerates business growth and enhances competitiveness.

### Objective

WPO members address business concerns in a roundtable format and function as an informal board of directors for their businesses. The chapters are moderated by professionally trained facilitators. Each chapter serves as a peer advisory group based on the four Cs of the WPO: Collaboration, Confidentiality, Commitment, and Connections. WPO members address financial concerns, organizational development, hiring and firing, and other issues.

### Selection criteria

- Gross annual revenues of \$2M for product based businesses and \$1M for services based businesses
- Ownership interest in the business, and senior management responsibilities for partners at legal and accounting firms

### Contact information

Tomi Jane DeTorres  
Manager of Membership Services  
Women Presidents' Organization  
[tomijane@womenpresidentsorg.com](mailto:tomijane@womenpresidentsorg.com)

### Women entrepreneurs' needs

- ✓ **Inspiration** from other women entrepreneurs
- ✓ **Access to resources** and available support options
- ✓ **Financing**
- ✓ **Development** of necessary skills to succeed
- ✓ **Network** of contacts, partners and mentors

### Growth stage of targeted businesses

- **Start-ups**
- ✓ **Expansion**
- ✓ **Reaching new markets**

**Targeted revenues:** \$2 million +



Thank you to our partners for their collaboration in the development of our indispensable guide for women entrepreneurs



Government  
of Canada

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du Canada



WOMEN OF  
INFLUENCE



CANADIAN WOMEN'S  
CHAMBER OF COMMERCE

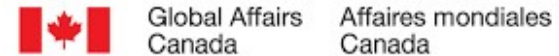


Ontario Centres of  
Excellence  
Where Next Happens



Ce document est aussi disponible en version française.

**Thank you to our partners for their collaboration in the development of our indispensable guide for women entrepreneurs**



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