

Good Foot Annual Statement



2016

What is Good Foot?

A social enterprise and a charity providing employment, training and social programs for people with Developmental Disabilities.

Good Foot provides a personalized point-to-point delivery service on foot and via public transit. In doing so we provide employment opportunities to people with disabilities. Our mission is to empower people with disabilities to lead lives that are more independent and fulfilling through employment, a critical component of any happy person's life—disability or otherwise.

Staff at Good Foot learn valuable skills and access multiple communities of new people. The skills, income and connections made at Good Foot is improving the lives of our staff and has a ripple effect throughout society every day.

"I love helping new staff pick up the skills I first learned at Good Foot."



— EST 2010 —
KATHLEEN
IS ON THE GOOD FOOT



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Director's Message

This year has been one of excitement, growth and change. We have grown so much over the past few years from an idea into an organization with 30 staff members. 2016 brought us management changes, new operational staff, new couriers, a new website, a new dispatch system and of course new partnerships and customers.

I joined the team at Good Foot in late 2016, of any of my career moves in the past 10 years; this was by far the best I've made to date. I was welcomed by an amazing team and feel grateful I was chosen to help build and grow this amazing organization. In my very short time so far at Good Foot I have rediscovered the meaning of hard work and true dedication. I have never experienced a team that is as excited every day to work, to grow and to learn. This makes my job easy, day-to-day as we work towards growing Good Foot even more. I count myself as one of the fortunate ones to be able to work with the Good Foot crew every day.

As we look to the future of Good Foot we will explore ways of growing the delivery service, expanding the mandate of the charity, increasing the overall capacity to hire more staff and continue to advocate for those who need these vital employment opportunities. Good Foot is so much more than a courier service; Good Foot is an avenue to independence, a chance to be a part of a community and truly an extended family.

I am excited as we enter into 2017 and what that will hold for Good Foot as an business, as a charity and as a team.

I hope you will join us, grow with us and discover what it truly means to be a part of the Good Foot family.

Sincerely,



Ryan Hollinrake. Managing Director. Good Foot Delivery.



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Our Team

Staff & Couriers

- Ryan Hollinrake (Managing Director)
- Courtney Ayukawa (Operations Coordinator)
- Alan Bernstein (courier)
- Ari Margolis (courier, trainer, dispatcher, and customer relations)
- Chris Butler (data management)
- David McNamara (courier)
- David Weiser (courier)
- Eric Weiner (courier)
- Harley Colero (courier, trainer, and skills assessments)
- Jack Westgate (courier)
- James Purdy (courier)
- Jeremy Lyons (courier)
- Jared Dickie (courier)
- Jon Gauthier (courier and social media coordinator)
- Justus Zela (courier)
- Kathleen Babbs (courier, trainer, and dispatcher)
- Kelvin Sue (courier and graphic designer)
- Kenneth Freeman (courier)
- Kevin Schmidt (courier)
- Melissa Macintosh (courier and dispatcher)
- Michael Greco (graphic designer)
- Mike Zwarts (courier)
- Tim Magee (courier)
- Zachary Perlmutter (courier)

Welcomed the following couriers to the team in 2016:

- Braden Anderson (courier)
- Jen Ward (courier and blog editor)
- Jens Burrows (courier)
- Katherine Allcorn (courier)
- Bas Wynberg (courier in training)
- Josh McQuillan (courier in training)

Board of Directors

- Kirsten Gauthier (chair)
- Daniel McNamara
- Dominique Michaud
- David Wilkinson
- Jason Chapnik
- Daniel Klass

“I’ve never felt more included in something than I have since starting at Good Foot”



— EST 2012 —
ARI
IS ON THE GOOD FOOT



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Our Board of Directors

Kirsten Gauthier – Chair

Kirsten Gauthier is a creative thinker and production leader with over 20 years of award winning experience. Among her accomplishments Kirsten founded The Production Kitchen, a creative production management company for 24 years, well known for its high quality and innovative production direction, management and efficiency across multiple touch points. Co-Founded The Inn, a creative think tank where business meets branding. Then VP, Creative Production at Jackman, a retail reinvention company specializing in Management Consulting, Creative and Brand Activation. Presently, Kirsten is Founder and President at Public Office, a creative Concept and Brand Activation Company.

In 2010, Kirsten founded Good Foot Delivery. Kirsten's passion for Good Foot stems from a lifetime exposure to the frustrations and challenges that people living with developmental disabilities battle.

Dominique Michaud

Dom is a commercial litigation lawyer at Robins Appleby LLP. Dom obtained a BA from McGill University (2004) and an LLB from the University of New Brunswick (2008) and has worked as a litigation lawyer in Toronto since 2008. Dom has been a member of the Good Foot board since 2014.

Daniel Klass

Daniel founded Klass Capital in 2010. He has led 18 software investments and has successfully exited 3 of those investments. Daniel currently sits on the boards of Resolver (Chairman), Docebo, Nulogy, and Unoapp. Prior to founding Klass Capital, Daniel spent over 8 years as a private equity investor with TD Bank and Edgestone. Additionally, Daniel was one of the original investors of Freshii (TSX:FRII), a fast-growing restaurant brand serving a healthy and customizable menu built around high-quality ingredients.

Daniel holds a Masters of Business Administration (MBA) from the Rotman School of Management and a Bachelor of Science in Statistics and Mathematics from the University of Western Ontario, and is a Chartered Professional Accountant.

Our Board Of Directors

David Wilkinson

David Wilkinson is an Investment Advisor at RBC Dominion Securities. He received his BA in Economics and Political Science from McGill University and his Juris Doctorate (Hons.) from Australia's Bond University. He was admitted to the New York Bar in 2008 and has worked in Australia, China, Chicago, New York, and Toronto.

Outside of work, David can usually be found enjoying the outdoors of Northern Ontario. He is an avid sportsman and active contributor to the Georgian Bay Land Trust and Ducks Unlimited.

Daniel McNamara

Daniel McNamara is Senior Counsel at Bank of Montreal. He joined the Board of Good Foot Delivery in January 2014. Previously, he worked as corporate counsel to a large manufacturing company headquartered north of Toronto and as an associate in a large law firm in downtown Toronto. Daniel received his BA in Economics and History from Dalhousie University and his LLB from the University of Windsor. In his spare time, Daniel enjoys entertaining his daughters Caitlin and Erin, playing tennis, reading, cooking and spending time with family and friends.

Jason Chapnik

Mr. Chapnik, 46, has been an entrepreneur and investor for three decades, during which time he founded and exited several U.S. and Canadian companies including TouchTech Corporation, acquired by Move Inc., The .TV Corporation acquired by Verisign Inc., Dealer.com Inc. acquired by Dealertrack Inc., and Dealertrack Inc. acquired by Cox Automotive Inc.

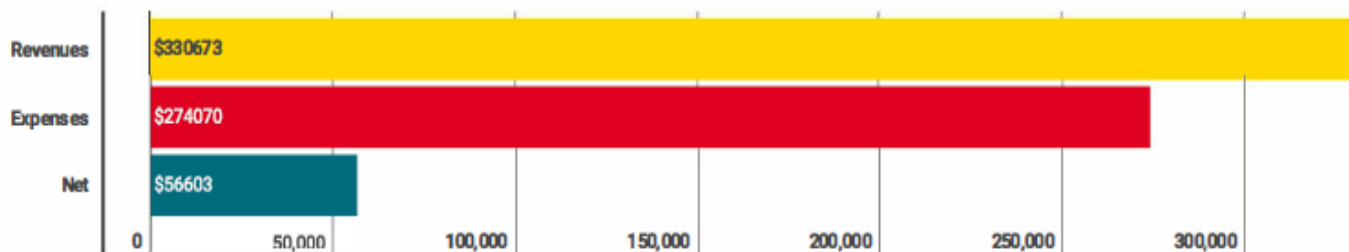
Jason sits on the boards of Resolver, Docebo, Guestlogix, Plex, Method CRM, StickerYou, Parsel, Layer, Kaboom Fireworks, and GoodFoot Delivery. Mr. Chapnik holds a Bachelor of Commerce degree from McGill University.

By The Numbers

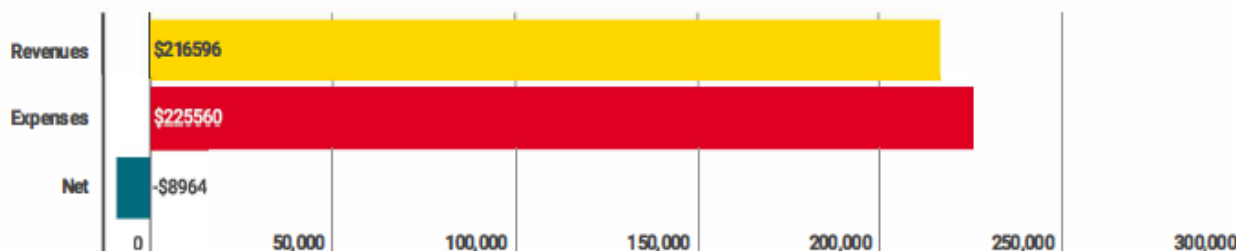
There are two main pillars of Good Foot: the business (delivery service) and charity (support services). Below we cover details of our expenses and revenues, and more specific financial information

Expenses Over Revenues

2016



2015



Our Workforce

We are growing month by month. When Good Foot started we had 5 staff, now we have over 25 staff working both through the charity and delivery service.

2016

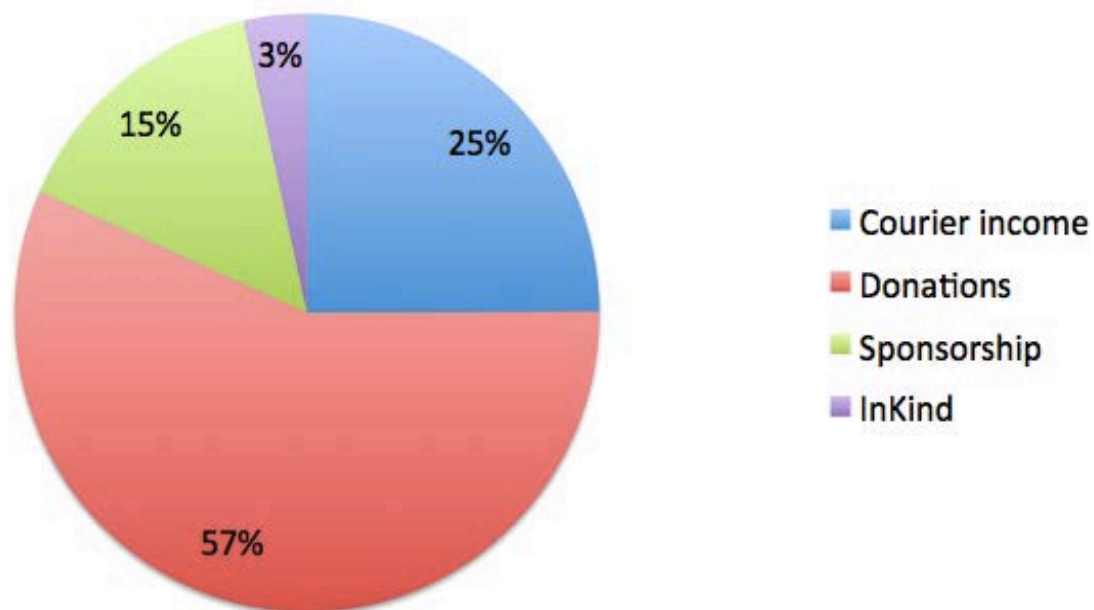


● Couriers ● Administrative ● Board (volunteers)

Where Our Funding Comes From

Good Foot operates a charity and a social enterprise delivery service. The delivery service works to be self-sustaining in order to carry all employment costs associated with our mission. The charity offsets the costs the social enterprise can't carry. This includes but is not limited to – courier training, operational costs, and fundraising.

In order to have the available funds to offset and continue to bring on more staff we are reliant on public donations, grants and partnerships. We are very fortunate to have amazing supporters for our in-kind and financial programs. This year as we grow there is a greater need for funding and continued support.

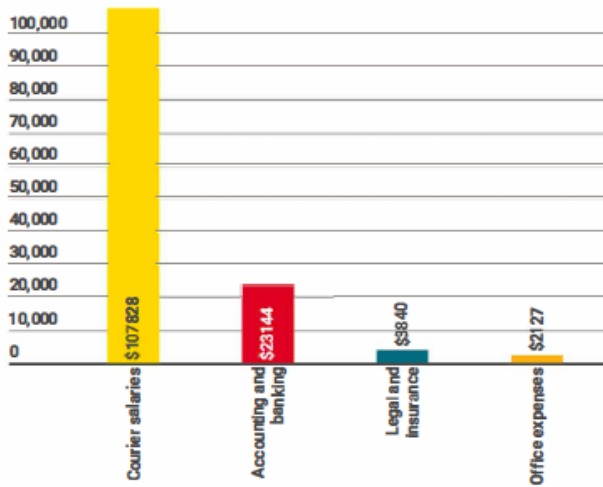


Expenses

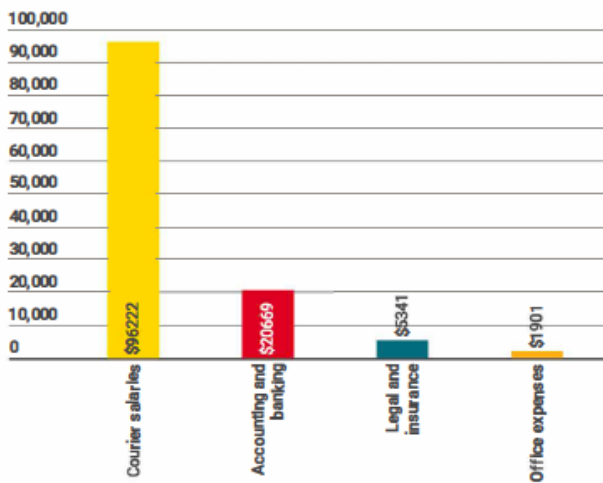
Running the charity and the social enterprise separately allows for a clearer picture of expenses.

Business Expenses

2016

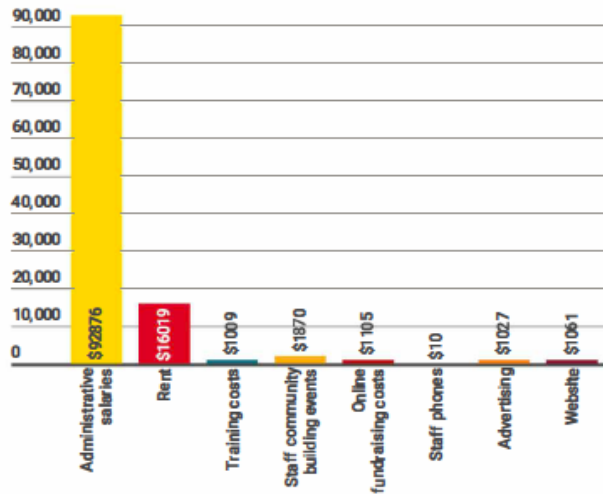


2015

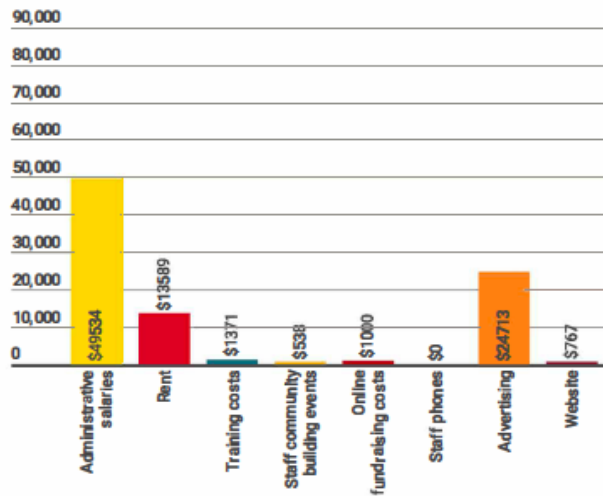


Charity Expenses

2016

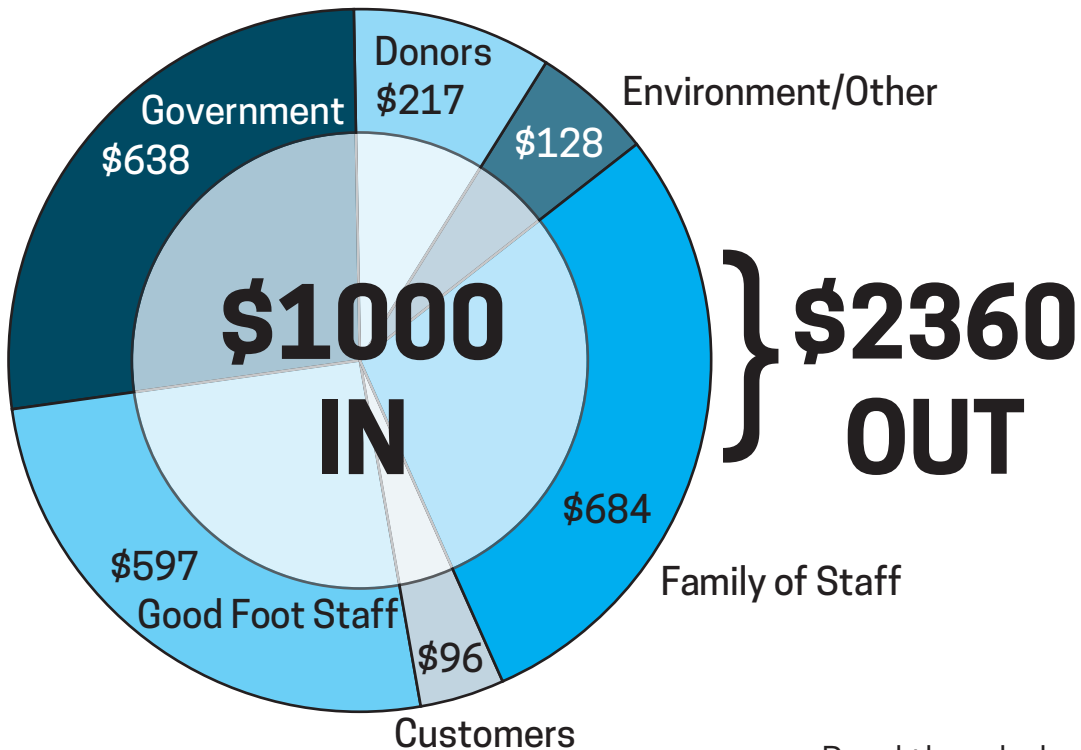


2015



Our Social Impact

For every \$1000 that comes into Good Foot - \$2360 is generated in social impact, impacting various stakeholders. While numbers never tell the whole story, this is a good way to understand the impact Good Foot has on society as a whole every day as we delivery package across the city.



Read the whole study
on our website!



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What's On for 2017

We are very excited as we enter into 2017. This year we are looking into expanding our programs, creating additional opportunities for staff, increasing our capacity and of course bring on more staff. As we continue to grow we are looking at bring on at minimum 20 new staff by the end of the year, which almost doubles our current capacity.

Of course with growth and new programs/ opportunity there has never been a greater need for new partnerships and funding. The greater capacity we create the more individuals with developmental disabilities we will impact, furthering our mission and continuing to make an impact.

We are happy to have your support and to have you join us in our continued growth. Some amazing things we have happening this year:

Good Foot Gives Back

As a social enterprise and a charity we believe in practicing what we preach. We work in a community that embraces us through donations, support, business and capacity. We are thankful and know that often it is community that helps define our growth. Starting in April 2017, the staff and everyone at Good Foot will be showing our appreciation for all of the support we have received by introducing a new program called – Good Foot Gives Back.

Investment into Technology

As Good Foot grows we quickly outgrow our technology. An investment into the creation of an app based system with web portal is imperative for our continued success

Good Foot Run Club Returns

For the past few years the Good Foot Crew and trained together in the Good Foot Run club. This Spring we will be training once again with the hopes of participating in a marathon.



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Partnership with Bonsai

As Good grows we are looking at alternate sources of income. We are proud to pilot fulfillment and delivery for Shop Bonsai.

New Business Model - Good Foot Errands

Keeping with the courier business stream GFD will be piloting a new business venture called - Good Foot Errands. This will allow for more income to build the delivery income to a more self sustaining place.

Expanded Training Program

This year we will be creating and rolling out a more robust training program for all Good Foot staff. This will include but not be limited to life skills, financial management, job succession, computer skills, online safety skills, and much more. We will be seeking partners to help administer some of these programs over the coming months.

Spring Fundraising

In order to fund future growth and continue to be able to offset costs for the delivery side Good Foot will be holding a new fundraising event in the spring of 2017. The Good Foot Get Down will continue again this fall but we wanted to introduce something a little different this year. Our goals will be ambitious but we feel it is worth it as it will allow us to grow, hire more staff and better train our current staff for life beyond Good Foot.

Good Foot Expansion

This year Good Foot will start to research and plan for future expansion. We feel the Good Foot model will work in cities outside of the GTA. There is a clear need all across Canada for employment opportunities supporting individuals with developmental disabilities. We will be looking into piloting in 2-3 cities in the near future.

Our Amazing Supporters



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THANK YOU to all of our supporters and customers. We could not do what we do without you. We continue to explore growth opportunities, challenge the norm and break down barriers that face individuals with developmental disabilities.

If you would like to partner with us or would like to know more about Good Foot and what we do please contact us info@goodfootdelivery.com

