

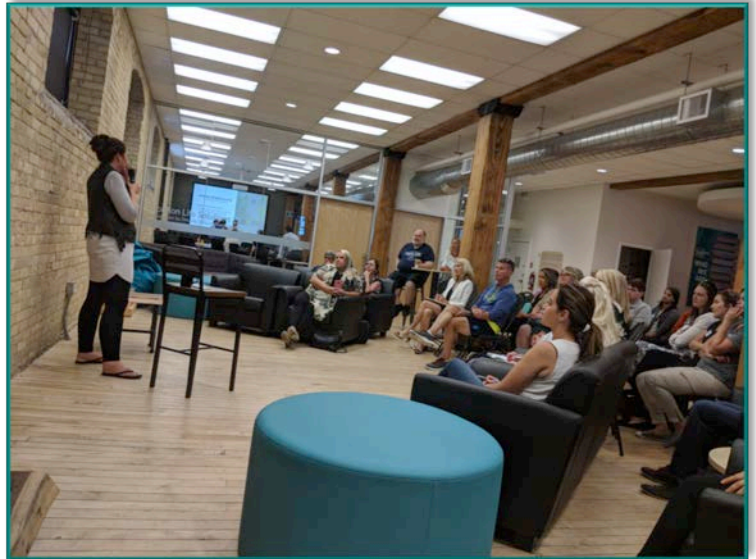
2019 COMMUNITY BOND REPORT



Connecting People. Sparking Impact

Like our tagline suggests, Innovation Works is in full swing and will be celebrating three years as London's only place intentionally designed for social innovators.

Last year, we saw more than 12,000 people walk through our doors. Whether it was for an event, a community conversation or one of over 200 co-tenants, we connected. Some of the least likely sparks occurred – a leadership expert with an acro yogi; an inquisitive student with a potential summer employer; a nonprofit with a business advisor – the list is extensive and exciting. We remain London's coolest place to work, collaborate and succeed.



We came through our second year with a sound business model and strong financials. Thank you for your belief in making this possible.

In this report, you will find an update on our co-tenant survey, key milestones and the financial results for the year.



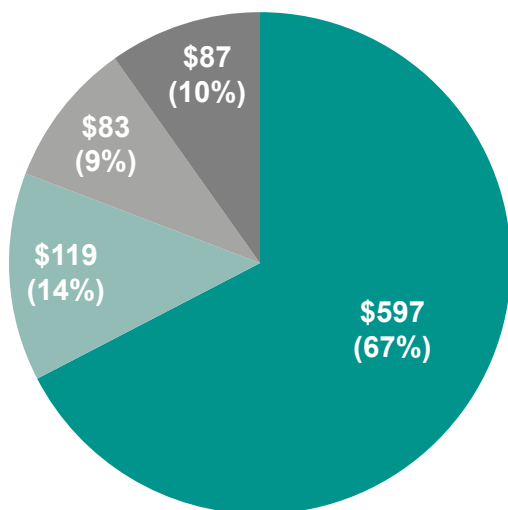
Ensuring Fiscal Governance and Financial Viability

Through prudent governance, risk assessment and a keen eye on expense management, we have hit our financial targets. Since we opened, our reliance on grants is declining and we are moving towards a sustainable revenue model. The two pie charts below provide details of the revenue sources and the expenditures related to operating Innovation Works.

We have finished construction of two additional offices on the third floor and while we are about 90% full in our offices, we are consistent in our flex and permanent desk targets.

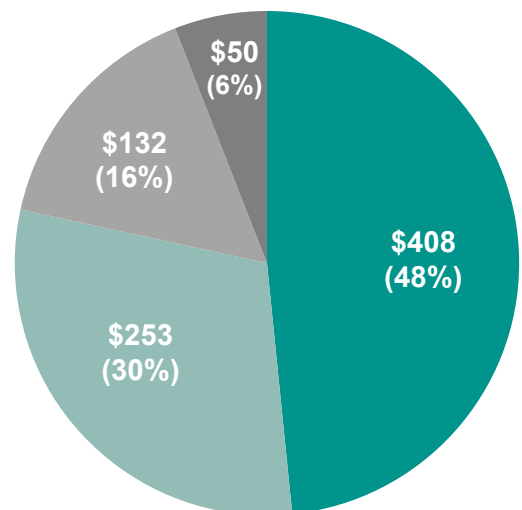
Thanks to a significant federal grant and generous donations, we are on track to have a new elevator by this fall. We have put in motion the work required for a replacement of our elevator (rumour has it it's the 2nd oldest in London!).

2018 Cash Inflows (\$000's)



- Office Leases & Desks
- Flex Desks
- Events & Other
- Grants & Donations

2018 Cash Outflows (\$000's)



- Building Expenses
- Debt Servicing
- Programming
- Reserve

Survey Says...

Here are some top comments according to our co-tenants:

BEST THING ABOUT INNOVATION WORKS?



COMMUNITY THE
POSITIVITY PEOPLE
VARIETY LOCATION ENERGY
OF SPACES **DIVERSITY**
MEETING ROOMS STAFF
CONVERSATIONS ACCESS
DOGS **COLLABORATION**

THE SPACE

How many co-tenants have connected or done business with each other?



New in 2019

- Pillar Nonprofit Network has re-designed its membership program so that now as a co-tenant, you are also a Pillar member – another great advantage for our co-tenants!
- Even more co-tenant networking events like “speed networking“
- Introduction of a “Quiet Zone“ that is also our yoga studio, where we hold community yoga classes weekly, free to Londoners.
- We introduced the “Pillar Flex“ package for nonprofits – a reduced rate for nonprofits to engage in the space.

We are confident that 2019 will bring us even more success. None of this would be possible without your belief in us from the very beginning. **Thank you for your unwavering support and presence as champions for Social Innovation!**

Want to Get INVolved?

Would you like to come feel the vibe for yourself?

Become an “Innovator for a Day” and see the magic of Innovation Works in action (choose a Wednesday and join us at Salad Club!).

Follow along on social media and watch for upcoming events and activities that may be of interest.



www.facebook.com/innoworksldn



www.twitter.com/innoworksldn



www.instagram.com/innoworksldn

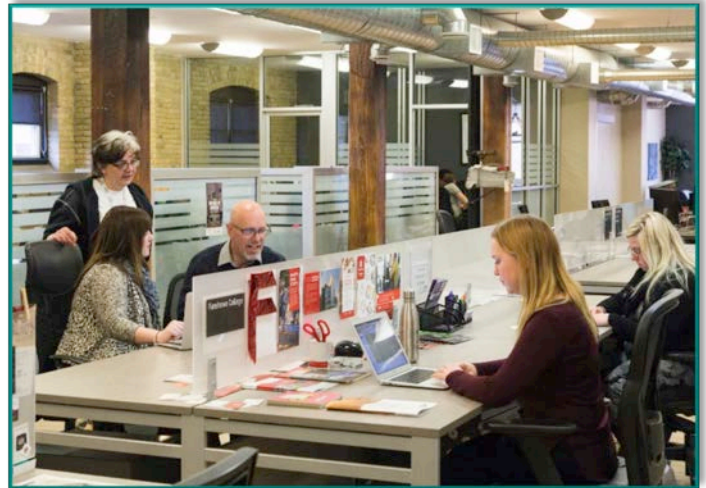
Meet Our Co-Tenants

@519Pursuit
Abby Grinnell
Alegria 3 Inc.
Anne Carbert
Ascend Applications
ASL Breaking Barriers
Authentic Essence Unleashed
Berteig Consulting Inc.
Big Brothers Big Sisters of London and Area
Bio-Medical Omics
Blanca Alagon
Bloom Coaching
BMO Bank of Montreal
Boost Innovations
Brain Injury Association of London & Region
Brescia University College
BudgetBoss
Cambia Development Foundation
Camp Dawn
Canadian Cancer Society
Carolinian Canada Coalition
Cecile Klerks

Centre for Organizational Effectiveness
Centre for Research on Health Equity & Social Inclusion
Changing Ways / Caring Dads
Cheshire
CHIMA
City of London - Service London
Clarity&Impact
CNIB
CNW Northern Resources Inc.
Coach House Marketing
Coder Scoop Inc
Community Barn
Community Mortgage Movement
Connect1 Consulting
Cowan Insurance Group
Creative Age
CTO Boost
David Redfern
DeafBlind Ontario Services
DIY Home Decoration
DTS Technical Inc.
Durham Reporting Inc.
Ecosystem Recovery Inc.



Edgar & Joe's Cafe
eLearning Consortium Canada
Elevate Biz
Elizabeth Goldenberg Law Office
Family Network Thames Valley
Fanshawe College
First Nations with Schools Collective
Project
Forest City Film Festival
Fossil Free London
Full Body Efficiency Treatment
Gerda Zonruiter Research and
Evaluation
Goal Execution Inc.
Good Family Matters
Good Neighbors Canada
Growth & Co.
Heart Clench Designs (hand lettering)
Heart-Links Lazos de Corazón
Heenal Rajani
Henry Van Horik
Hive Media
Horizon Leadership Institute Inc.
Humanos
Huron University College
Impact Junk Solutions
Impact Loan (Goodwill Industries)
InademyComputing
Independent Social Arts
Indwell
Infinity School
Jason Jordan
Johnny Fansher Financial
Julia Campbell
Kate Graham
Kelsey Ramsden
Kenna Communications
Kids Kicking Cancer Canada
Kings University College
L'Arche London



LAMP [London Area Mentoring
Program]
LAVA (London and Area Association for
Volunteer Administration)
LemonTree Marketing
Liam Riley
Libro Credit Union
London Arts Council
London Community Resource Centre
London District Catholic School Board
London Economic Development
Corporation
London Environmental Network
London Food Bank
London Health Sciences Foundation
London Heritage Council
London Life
London Poverty Research Centre @
Kings
London Talbot Toastmasters
London Youth Advisory Council
Louise Pitre Coaching & Consulting
M.I.understanding
Manda Ivezic
Marla Marnoch, Social Impact Real
Estate
Mary Ann Colihan



Matt Ross Consulting
MAVerick
McCormick Consulting Group/The Beatles Festival (London)
Me & C.
MensaDora / Rebel Rags
Mikayla's Mobile Grooming
Mind Your Own Business
Mindful Investor
mindyourmind
Mischevious Cat Productions
Motiv8 Studios
Muslim Resource Centre for Social Support and Integration
Nachamada Simon
Nethandicap.com Corp & Pay2Park.io
Nico Jimenez Sierra
Odell Keller
Oliver & Associates, Sarah Oliver Real Estate Brokerage Inc.
OMhale Wellness / Wellness Works
OnX Enterprise Solutions
Out of Sound Rezonance
Pathway Leadership Group
Paul D Jubenville
Pennies For Preemies
PhD in Psychology at Western, Lecturer at King's University College
Pillar Nonprofit Network
PiPaPo: The Pink Pad Project

PlanEasy
PMI South Western Ontario Chapter
Praxica Services and Streetcity Realty Inc. Brokerage
Questcapade Inc
QuickBrasil Incorporated
Quiet Legacy Planning Group
Rachel Bake, Designer and Illustrator
Rachel Van Horik
RBC Royal Bank
RDH Building Science
Right Brained B.V.
Riopelle Interactive
River City Marketing
RollUP Solutions Inc.
rTraction
Samanta Krishnapillai
Sansys
Sara Ataya
School for Advanced Studies in the Arts and Humanities
Sean Meyer, Journalist & Content Writer
Sheila Simpson Associates
Shut The Front Door Improv
Sisters of St. Joseph
SixFive
snapd London
Sol Fried, Registered Psychotherapist
Solus Support Services
Something2do

Sonja Teichert
Spoken Advantage
Stewart McGowan
TD Bank
Technical Writing for StormFree Cloud
Thames Valley District School Board
TVDSB Experiential Learning
The Berger Law Firm
The BOG Connection
The Cooperators
The Global MINDS Collective
The H.I. Factor
The Influence of Indigenous Peoples in
International Relations
The Lawson Foundation
The Student Success Centre - Western
University
The Writer's Eye-View
Thrive Service Inc.
Ticketwindow Inc
Timothy Czynryj
Tish Fan
Tracey Church & Associates, Research
+ Consulting Services

TRANS* London
Trix VanEgmond
Turn-Key Limited
United Way Elgin Middlesex
VidHug
Village-Hut Home & Health Care
Vitalita Nutrition
web.isod.es
Why We March LGBT
Wood Environment & Infrastructure
Solutions
WordFrog Inc.
WOW Creative
WSP Canada Group Limited
YourTech London
Zealy
Zero Waste Forest City
Zoe York

