



Your destination. **The road map to get you there.**

Developing a clear plan that aligns with your mission and strategic goals can be a challenging task for any organization. Compound that task with the unique challenges shared by non-profits and social enterprises and it can seem daunting.

How we help

We understand your unique challenges because we only work with non-profits and social enterprises. That's all we do.

We've helped many develop some extremely successful strategies to reach their destinations.

We're quick studies. You explain your challenges and where you'd like to be. We ask questions. We listen to your answers.

Our deliverables include feasibility studies which critically assess social enterprise opportunities, business plans and clear 90-day action plans.

We provide ways to engage you and your stakeholders in solving your challenges. We build on your established strengths with an actionable business plan and ask that you review and validate our findings and recommendations throughout the project.

"Our experience... was great. We were challenged to provide information that made our business plan much stronger and we are very happy with the final document."

Stephen Learey, Executive Director
Strathcona Health Society

We've helped others

We've worked with large, national organizations and small start-up social enterprises; we've been retained on concise projects for 2 months and complex strategic programs for 5 years.

- Our efforts with MP Enterprises helped them launch a new service that provides opportunities for individuals with barriers to employment.
- We moved Strathcona Health Society one step closer to opening a new dental clinic in East Vancouver.
- Our sales/marketing and 90-day action plans for Tradeworks helped them make informed decisions on important cost-cutting measures, so their wood fabrication shop could continue to train and employ youth.
- Creation of 2 new for-profit enterprises helped fund restoration of a new school for Counterpoint Academy and established financial sustainability without relying on fundraising or grants.
- Development of a national training framework for Big Brothers Big Sisters of Canada streamlined existing programs and aligned them with the organization's strategic goals of serving more children and sustainable growth.

We can help you too

Whether you're starting out and need to assess the feasibility of a social enterprise concept; establishing operations; or ready to expand, diversify and/or strengthen your existing social enterprise, we can help.

We are experts at feasibility studies and business plans that establish clear relationships between your mission, strategy and ability to deliver. We provide you with a clearly detailed 90-day roadmap that outlines specific, actionable steps that are realistic and attainable so you'll see your business plan deliver measurable results.

Involving us in your projects also gives funding organizations some measure of assurance that you have a team in place that can get you there. Funders love to know you're making the best use of your resources.

propellor 

*social enterprise advisors

Bob Prenovost, CRM, PMP, LEED AP

Principal



Bob works with organizations and their senior leaders to help them transform business strategies into projects and programs that maximize opportunity, minimize risk and add real value to a client's business. His work with public, private and nonprofit sector organizations assists them with planning, feasibility studies, business cases and a broad scope

of operational, risk and project management issues. He has successfully delivered major programs and projects in the institutional, hospitality, retail and commercial real estate sectors, including:

- **Counterpoint Academy:** Successfully redeveloped and restored a 25,000 sq ft historic public school building for an independent school.
- **Strathcona Health Society:** Developed a business plan to support development of a new nonprofit dental clinic model.
- **Tradeworks Training Society:** led the development of a strategic risk assessment and management plan for their Fab Shop operations.
- **Big Brothers Big Sisters of Canada:** led the development of a National Training Framework
- **BC Hydro:** Managed a LEED® Gold project that assessed EOL of corporate buildings and interior office systems, including the fit-up of 600,000 sq ft of office tenant improvements and a projected budget of \$117 million.
- **Fraser Health Authority:** Delivered a feasibility study to consolidate office and clinical facilities into an existing 250,000 sq ft building. Led the development of the multi-phase study which included initial building assessment, high level programming and conceptual design, base building & tenant improvement cost estimation and project risk identification.
- **Boston Pizza:** Directed the opening of over 30 new franchised restaurants in Western Canada adding over \$60 million to system sales.
- **ICBC:** Managed ongoing tenant improvements and renovations for a large building portfolio. Initiated a comprehensive maintenance program for all owned buildings resulting in increased asset protection.

David Lee, HBA, MBA

Principal



David has over 15 years experience leading and facilitating significant local economic development, business planning and organizational change initiatives with non-profit, corporate and government organizations in Canada, Australia and China. He helps organizations take ideas and concepts to reality. His engaging, inclusive approach

develops pragmatic business/action plans that achieve tangible results, including:

- **MP Enterprises:** Assessed and identified specific opportunities for expansion of their graffiti removal service as well as new service areas.
- **Strathcona Health Society:** Developed a business plan to support the development of a new nonprofit dental clinic model.
- **Tradeworks Training Society:** Led the development of a strategic business plan for their Fab Shop operations.
- **Building Opportunities with Business (BOB):** Developed and/or validated the business plans of social enterprises and businesses based in Vancouver's Downtown Eastside to address key decisions such as growth or divestiture and market demand for products and services.
- **W2 Community Media Arts:** Developed financial projections for their social enterprise café to secure start up financing.
- **enterprising non-profits (enp):** Facilitated the development and validation of a 3-year integrated action plan to support their growth and sustainability.
- **VIVO Media Arts Centre:** Worked with management to establish an Excel-based analytical process to conduct a comprehensive review and complete the organization's annual \$400K+ budget.
- **Atira Women's Resource Society:** Implemented a local purchasing partnership with another community organization to increase revenues for local enterprises and employment for low-income residents in Vancouver's Downtown Eastside.
- **TELUS:** Led an initiative to align and integrate the business processes and tools across 6 business units to improve the management and delivery of projects.
- **ICBC:** Led a team of business analysts to develop the business model and processes for the Claims Division as a part of a major transformation initiative.

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