



Sponsorship Opportunities

June 3rd, 5th & 12th, 2010
Downtown Toronto



Case Competition Endeavour™

Creating winning solutions for non-profits.



What is Endeavour?

Endeavour Volunteer Consulting for Non-Profits (Endeavour) is a non-profit organization that provides management consulting for non-profit groups that cannot afford professional consulting.

Endeavour envisions a world where access to professional consulting services is not a barrier to non-profits achieving their goals, regardless of their financial capacity.

What is the Case Competition?

Endeavour's inaugural non-profit case competition is a three-day event that will bring together a large and diverse group of professionals, students, businesses and community members to help a non-profit organization. This year, the selected partner is Windfall Basics, a Toronto-based non-profit organization that addresses poverty as a social issue.

Windfall is one of many non-profit organizations to which Endeavour has provided valuable consulting services. Endeavour is excited to be working with them once again to generate a real business case that will challenge the selected 48 competition participants from the Greater Toronto Area (GTA) and beyond in the areas of strategy, creativity, and innovation. Windfall will implement the winning strategy immediately.

Competitors will develop realistic strategies to address one of Windfall's key issues, while learning from and networking with like-minded individuals. The first, second and third place teams will be awarded \$1,500, \$1,000, and \$500, respectively. Winners will be determined by a panel of judges consisting of non-profit industry experts, local business leaders and representatives from companies sponsoring the competition.

Supporting Endeavour contributes directly to creating positive social change. Each time Endeavour assists a non-profit organization, it not only strengthens that organization, but also helps the individuals and communities that the organization serves. The impact ripples out into the entire community. Think about the possibilities!

Timeline of Events

Date	Event
Thursday, June 3rd, 2010	Launch event – delegates will meet their teams and network with industry professionals
Saturday, June 5th, 2010	Training session, case is released
June 6th to 11 th , 2010	Teams work on the case and prepare for presentation day
Saturday, June 12th, 2010	Presentations, winner announcement, networking event

History

Endeavour was founded in 2007 by eight University of Toronto business, engineering and MBA graduates who shared the goal of helping non-profit organizations build capacity.

Since its founding, Endeavour has worked with volunteers and provided management advice to non-profit organizations in many sectors, including the arts, children and family services, disabilities, education, environment, healthcare, immigrant services, rural development, skills training, poverty relief, and youth development.

Successes to Date

- Recruited and trained over 200 professional and student volunteers from universities, business schools, and industries to provide thousands of hours of consulting to client organizations
- Completed consulting projects for over 20 different not-profits in Ontario
- Formed strategic partnerships with CMC-Canada, Ted Rogers School of Management at Ryerson University, Volunteer Toronto, Management Advisory Service, TechSoup Canada, and Institute of Industrial Engineers
- Set up Advisory Board and Subject Matter Expert Committee of non-profit and consulting professionals, with expertise from academia, top consulting firms, and the non-profit and social service sectors



Helen Harakas, Executive Director of Windfall Basics and staff pose with Endeavour volunteers upon completion of the Windfall Bridal Project



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Message from Endeavour Case Competition Chair and President



Lucy Shin
Case Competition Chair



Andrea Wong
Endeavour President

Dear Endeavour Supporters,

What if every non-profit's aspirations could be realized? This is our vision at Endeavour. Non-profit organizations selflessly work to improve our communities, relieve hunger, enhance the quality of life, protect our environment, promote the arts, and help children and their families. Yet most of these organizations lack the human, financial and capital resources to fulfill their mission. While the private sector routinely relies on professional consulting to grow and improve, such valuable support is inaccessible to non-profits. Many are unable to thrive. They get by, but could do so much more with the proper resources.

Endeavour's inaugural non-profit case competition will bring together a large and diverse group of professionals, students, businesses and community members to help a non-profit organization solve some of their most pressing issues. Participants will address an important social issue while learning from and networking with like-minded individuals.

Your support for Endeavour's case competition is integral to the personal and professional development of our community. More importantly, your support will enable a non-profit organization, like Windfall, to grow so that they can continue to provide valuable services to those in need.

Sincerely yours,

Lucy and Andrea

www.endeavourvolunteers.ca



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As a Gold, Silver, Bronze or Community Sponsor of the Case Competition, you will have the opportunity to represent your brand at all related events: the Formal Launch, the Consultancy Training Workshop, the Main Competition Event and the Networking Cocktail Evening. Your support for this event will give you privileged access to an exclusive talent pool while making a significant difference in the community. It will also provide you with the opportunity to fulfill your organization's social goals.

Gold Sponsor

\$5,000

- Recognized as the title sponsor of the Consultancy Training Workshop and the Main Competition Event
- Ample advertising and promotional opportunities via signage, pamphlets, etc.
- Company logo in all promotional materials and on Endeavour website
- Up to two representatives to sit on the judging panel

Silver Sponsor

\$3,500

- Title sponsor of the Launch Event – a kick-off event where all competitors, judges and guests first meet
- Company logo in most promotional materials and on Endeavour website
- One representative to sit on the judging panel

Bronze Sponsor

\$1,000

- Company logo in program booklet and on website
- One representative to sit on the judging panel

Community Supporter

\$250

- Company logo in program booklet and on website

Gift-in-kind donations are also welcome and appreciated.

If you are interested in sponsoring the Inaugural Endeavour Case Competition, please contact:

Lisa Kendrick
Sponsorship Coordinator
Endeavour Case Competition Committee
lisa.kendrick@endeavourvolunteer.ca
416.819.4143

Lucy Shin
Case Competition Chair
Endeavour Case Competition Committee
lucy.shin@endeavourvolunteer.ca
647.407.9779

Message from Windfall Basics – Recipient of Winning Case Competition Solution



Helen Harakas
Windfall Executive Director

Dear Supporters,

I am so pleased to write this letter of support for Endeavour Volunteer Consulting for Non-Profits.

Windfall was established in 1991 to assist homeless and emergency shelters meet their clients' needs for new clothing. Today, Windfall is an award-winning charity that receives donations of NEW clothing and other basic-needs items. Last year, our programs distributed over \$14 million (retail) worth of these items to over 64,000 people (1/3 children) through partnerships with over 100 social service agencies in Toronto. Half our partner agencies work with children who are dealing with issues of abuse, abandonment, and dire poverty. Several of our partner agencies assist recent immigrants or refugees who are having a difficult time adapting to life in Canada as they also struggle with poverty. Other partner agencies offer job training and placement programs where clothing and personal care items are critical. Community centres in high-risk neighbourhoods are also included; these clients are facing many life difficulties including poverty and isolation so the programs at these centres are essential. For all clients, new clothing and other basic-needs items help build dignity, ease the stress of poverty and free up money for other necessities such as food and shelter.

All of the above is accomplished with a staff of only five; reliance on volunteers of all types is critical to our success at Windfall. In 2009, we began working with a group of exceptional volunteers from Endeavour. Their assignment was to develop a strategic plan for a self-sustaining discount bridal boutique on-site in our warehouse/office location. We needed help determining the best way to operate this boutique and to see if it could be turned into a source of annual revenue for our charitable programs.

The Endeavour volunteers worked tirelessly to develop our plan. They conducted an incredible amount of top quality research into the bridal industry. In addition, they physically came into our space to see it and to observe and interview our staff, our volunteers and our bridal customers during a warehouse sale. In the end, the Endeavour volunteers produced an incredibly professional and thorough strategic plan that we have already put in place. Their recommendations were smart and very clear, enabling us to implement them easily and with great success.

We greatly appreciate the quality of the work that the volunteers did on our behalf and we are so excited about working with them again on our upcoming initiative.

Sincerely,

Helen Harakas, Executive Director