



**EY Entrepreneur
Of The Year®**



Are you unstoppable?

Driven by their desire to better the world around them, they stop at nothing to achieve their greatest ambitions. They cut through the noise of this transformative age by breaking away from the pack – and then end up leading it.

If you've been inspired by an entrepreneur or are one yourself, submit a nomination for the Entrepreneur Of The Year® 2019 program.

Visit us online at ey.com/ca/eoy for nomination materials. The entry deadline is 22 April 2019.



The better the question. The better the answer.
The better the world works.

Founded and produced by



EY

Building a better
working world

Nationally sponsored by



THE FUTURE
IS YOURS TO SEE.



We're looking for the unstoppable.

There are a lot of successful people in the world. But to accomplish something truly remarkable, you can't let anything stand in your way. And only a few leaders are part of this special group.

The leaders who never give up.

They inspire innovation without limitation. These are the greatest entrepreneurs. They fuel growth and prosperity.

Since 1994, we have celebrated the accomplishments of hundreds of Canadian entrepreneurs.

Time commitment

Nominees – In addition to completing an application, nominees will be:

- ▶ Asked to attend an in-person interview in May 2019
- ▶ Invited to a reception with our regional judges in June 2019

Finalists – Should a nominee advance to the finalist round, there will be additional networking opportunities and material requirements:

- ▶ Celebratory finalist reception in the late summer
- ▶ Collaboration with our professional video production team to create a promotional video for your company in August 2019
- ▶ Attendance at the regional EY Entrepreneur Of The Year awards gala

Benefits of participating

Entrepreneur Of The Year winners and finalists represent the world's most influential, innovative and exclusive network of entrepreneurs. The award has become the mark of world-class individuals leading innovative companies. Get ready to:

- ▶ Expand your network and build relationships with successful entrepreneurs and thought leaders
-
- ▶ Elevate the prominence of your company's brand
-
- ▶ Increase exposure to potential customers and suppliers, M&A opportunities, and private equity and venture capital investors
-
- ▶ Celebrate and build morale by publicly recognizing your team and support network

Judging criteria

The information provided in your application will be reviewed by an independent panel of judges who will select finalists and award recipients based on the following criteria.

Entrepreneurial spirit

Strategic direction and innovation

Vision, leadership and achievement

Financial performance

Social responsibility

Personal integrity and influence

Submit your nomination today

Applying to the Entrepreneur Of The Year program is simple.

Just visit <https://geoy.ey.com> today.

Deadline for entries: **22 April 2019**

Application guidelines

A snapshot of the information required for a nomination to be complete is featured below.

► Nominee information

Personal information such as name, title, address, etc.

► General information

Company details such as company description, etc.

► Financial data

This information is considered confidential. Financial information is an important quantifiable indicator of success available to the panels of independent judges; therefore, it is required that the financial data section be completed in full.

- Company mergers (within the past three years)
 - Percentage of growth due to merger
- Three years of financial data, to include:
 - Fiscal year-end
 - Total employees
 - Annual sales
 - Income before taxes
 - EBITDA
 - Total assets
 - Total equity

► Essays

This is the opportunity to “tell the story” behind the nominee’s success. Four essay sections will highlight the entrepreneur. Each section is limited to a maximum of 2,000 characters, or approximately 250 words.

- About the nominee
- Type of business and current activity
- Innovative approaches and future plans
- Company initiative/culture



Measures that matter

Entrepreneur Of The Year nominees are evaluated by an independent panel of judges in each nominee’s region. The judges are past winners and business and community leaders. They know what it takes to be an outstanding entrepreneur, including which measures really matter when selecting award recipients in various sectors.

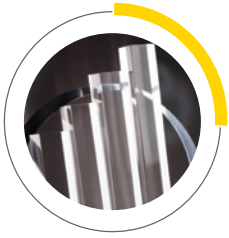
The business an entrepreneur creates, how successful it has been, its everyday employee practices and culture, and its impact on the community are among the factors the judges consider when selecting Entrepreneur Of The Year winners.

Compelling submissions tell the story of the nominee’s success, reveal the ingenuity that brought his or her vision to life, and help us understand what’s special about the company’s culture.

For more information, visit ey.com/ca/eoy

Join the conversation!
Follow us @**EYCanada**

Highlights of the Canadian class of 2018



Sales growth (y-o-y)

50%

Total revenues

\$12.3bil

Total employed

53,773

Participating executives

Nominees

338

Finalists

161

Winners

47



Eligibility

- ▶ The nominee must be an owner or manager of a private or public company who is primarily responsible for the recent performance of the company and an active member of top management.
- ▶ The nominee must have been in his or her current role for at least two years, dating back from the time of the application deadline in March.
- ▶ Non-founding entrepreneurs are also eligible if the individual manages the business and assumes the associated risks.
- ▶ Co-nominees are eligible if they share leadership responsibilities at the company.
- ▶ The nominee's company must be at least two years old for Emerging category candidates (companies two to five years old) and at least three years old for all other categories.



Canadian leadership

National

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About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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About Entrepreneur Of The Year®

EY Entrepreneur Of The Year is the world's most prestigious business award for entrepreneurs. The unique award makes a difference through the way it encourages entrepreneurial activity among those with potential, and recognizes the contribution of people who inspire others with their vision, leadership and achievement. As the first and only truly global award of its kind, EY Entrepreneur Of The Year celebrates those who are building and leading successful, growing and dynamic businesses, recognizing them through regional, national and global awards programs in more than 145 cities in 60 countries.

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In line with EY's commitment to minimize its impact on the environment, this document has been printed on paper with a high recycled content.

Some unstoppable visionaries across Canada

1994

Daniel Langlois
Soft Image Inc.

1995

Vic De Zen
Royal Plastics Group Limited

1996

Rod McPike
Propak Systems Ltd.

1997

Klaus Woerner
ATS Automation Tooling
Systems Inc.

1998

Kwok Yuen Ho Patel
Allied Research International

1999

Ronald Joyce
The TDL Group

2000

**Clive Beddoe, Don Bell,
Mark Hill, Tim Morgan**
WestJet Airlines Ltd.

2001

Kenneth Field
Commercial Alcohols Inc.

2002

David Robson
Veritas (DGC) Inc.

2003

Donald Triggs
Vincor International Inc.

2004

Bill Comrie
The Brick Warehouse
Corporation

2005

David Werklund
CCS Income Trust

2006

Guy Laliberte*
Cirque du Soleil

2007

Peter Gilgan
The Mattamy Corporation

2008

Dr. Piyush Patel
Allied Research International

2009

**Dan Themig,
Ken Paltzat,
Peter Krabben**
Packers Plus Energy
Services Inc.

2010

James Temerty
Northland Power
Income Fund

2011

Dani Reiss
Canada Goose

2012

Dr. Alan Ulsifer
FYidocors

2013

Geoff Smith
EllisDon Corporation

2014

Linda Hasenfratz
Linamar Corporation

2015

Michael Donovan
DHX Media Ltd.

2016

Murad Al-Katib*
AGT Food and
Ingredients Inc.

2017

Louis Roy
Optel Group

2018

Germain Lamonde
EXFO

*World EY Entrepreneur Of
The Year Award recipients