

Spring Activator Inc.  
300-225 West 8th Avenue,  
Vancouver, BC, V5Y 1N3



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Yukonstruct  
NORTHLIGHT INNOVATION  
2180, 2nd Avenue,  
Whitehorse  
Yukon Territory Y1A 5N6

June 13, 2022

**RE: Letter of Support, Yukonstruct Proposal**

Spring is honored to submit this letter in support of the Yukonstruct proposal to work with FSC on advancing entrepreneurship and access to capital in Northern Canada.

Spring exists to change the world through innovation. In the past 8 years we have equipped over 2,100 entrepreneurs globally to launch and grow their innovative ventures, and to raise the right capital to help achieve those goals. Our entrepreneur community consists of 45% gender diverse founders, 50% BIPOC founders, and span all provinces of Canada. In the past three years our flagship Impact Investor Challenge has supported over 160 ventures, trained more than 180 investors, and catalyzed over \$16million in early stage capital into those ventures. Of those ventures, 60% have been BIPOC and 90% of the companies securing investment have been women led or co-led. Spring's Investment Readiness Program has supported more than 100 ventures across Canada, helping them secure over \$30million in funding to-date. Spring has a robust online learning platform with more than 100 learning modules available for founders and funders alike.

Spring's programs have been developed in a diverse range of communities such as the Yukon but also Campbell River, BC, and the Kootenay region of eastern BC. Spring's expertise has developed over the years to serve these communities. The support system, ecosystem and knowhow can be different from major urban centers however, the support needed in these communities is very similar for both entrepreneurs and investors. Spring has an investor community of over 500, including our own investor network and partnerships with Impact United, SVX, Vantec, Angel Forum Vancouver, the Yukon Venture Angels, and Women's Equity Lab. Spring has a mentor community of over 350. Spring has run programs in British Columbia, the Territory of the Yukon, Alberta, Ontario, and nationally.

Spring is able to bring extensive experience in capacity building founders for investment readiness, a proven model for catalyzing early stage investment capital, and delivering online national events to celebrate and amplify the voices of the founders. Spring is also able to bring deep experience in funding structures to allow a diverse range of investors to support ventures in the right models and structures to fit the goals and objectives of all involved.

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Spring will be able to bring possible incremental financial partners, partners with in-depth experience in legal and accounting capacity building and support, and a revenue stream via the Impact Investor Challenge program model.

We look forward to collaborating with Yukonstruct and the project team to create lasting positive change in access to capital.

Best Regards,

*Keith Ippel*

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