

Client profile:

YoPRO™ Treats

Health professionals Chris Delaney and Amanda House had a common vision: creating a revolutionary natural frozen yogurt that rivaled the taste of fat-laden super premium ice cream, yet had health benefits unlike any product of its kind.



After two years of research and development, that vision became reality with the creation of "YoPRO™" — a combination of the words yogurt and protein — which not only tastes great but is low in fat, high in protein, and offers minerals essential for good health.

Based in Burlington, ON, Delaney and House set up YoPRO™ Treats Inc. and, with a proprietary blend of only the highest quality natural ingredients, a unique and distinct packaging design and a sound business plan, set out to introduce YoPRO™ to retailers and consumers.

That's when Delaney and House approached BDC to fund the costs associated with the launch of their new product. In partnership, YoPRO Treats Inc. and BDC were able to provide the necessary working capital to fund manufacturing, assist with marketing initiatives and help the business through its launch in early 2007.

In a very short time, YoPRO™ proved to be popular: the frozen yogurt is now sold in over 40 locations across Ontario, including such well-recognized grocers and health food stores as Costco, Whole Foods Market, Pusateri's and Bruno's Fine Foods.

Delaney and House are now planning to launch additional flavours and expand across Canada.

Delaney says their plan is to stay focused, do everything to the best of their ability and take one step at a time. BDC is proud to be part of Chris and Amanda's plan and looks forward to growing with them in the years to come.

For more information on YoPRO™ Treats visit them at www.yoprotrtreats.com



BDC Small Business WEEK October 14 to 20, 2007



A world without boundaries

Small Business Week celebrates the success of small and medium sized businesses in Canada as well as the hard work of the entrepreneurs who drive them.

During this week, the BDC, in partnership with our local Chambers of Commerce, will host conferences, seminars and workshops that will give you the opportunity to share success stories and talk to experts interested in small and medium-sized business and who are dedicated to their growth and development.

Please join us after consulting www.bdc.ca for the calendar of events that are scheduled for our area.

Taking on the world

BDC SBW pan-Canadian event

THURSDAY, OCTOBER 18th | 8:30 am to 11:30 am

BDC will be holding a pan-Canadian live broadcast event in 23 cities across the country. This interactive broadcast is intended at raising awareness about globalization and help you identify possible strategies. It will feature our president and CEO Jean-René Halde as well as a panel of BDC experts including Edmée Métivier, Bruce McConnell and Frank Pho from Venture Capital. Our area will host this event in two locations:

- **Holiday Inn, 2525 Wycroft Rd, Oakville, Ontario**
- **Hilton Garden Inn Kitchener/Cambridge
1150 Wellington Rd, Cambridge, Ontario**

Should you wish to participate in this event at either location, please contact:

- **Jane Davies at jane.davies@bdc.ca (Oakville)**
- **Agnieszka Rogaczewska at agnieszka.rogaczewska@bdc.ca (Cambridge)**



Contact us

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Starting a business

Are you starting your own company, purchasing a franchise or in business for less than a year? Do you need access to working capital in addition to your operating line of credit, or additional funds to supplement expenses and marketing costs?

BDC Financing

More financing to protect your cash flow: Get your company off the ground with flexible, long-term financing and limited security.

Unparalleled flexibility for repayment: Repayment terms are tailored to your business cycle and needs.

- Longer amortization periods.
- Seasonal or progressive repayment schedules to protect your cash flow.
- Initial principal payments may be deferred to get your project going.

BDC Consulting

Obtain affordable and quality consulting services specifically tailored to the needs of small and start-up businesses.

Our consultants in residence can assist entrepreneurs starting out in areas such as:

- Financial management
- Strategic and business planning
- Marketing management
- Business coaching

BDC recently provided start up financing for an environmentally friendly cleaning products business. BDC funded the initial inventory requirements and the Consulting cost to develop a detailed strategic plan in tandem with the owners of the company.

Project		Financing	
Inventory purchase	\$125,000	BDC Financing	\$145,000
Start-up costs	\$50,000		
BDC Consulting – Strategic planning	\$5,000	Shareholder investment	\$35,000
Total	\$180,000	Total	\$180,000

Did you know...

- BDC's consulting solutions allow you to analyze your employee satisfaction, attract and retain qualified, competent employees, and optimize your compensation and benefits policies.
- BDC Consulting offers a range of solutions designed to help entrepreneurs define their needs, plan the move and new space properly, and by finding the right resources, make the move easier and enjoy new opportunities for growth.