



Presentation to Town of Markham
November, 2011

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President & CEO

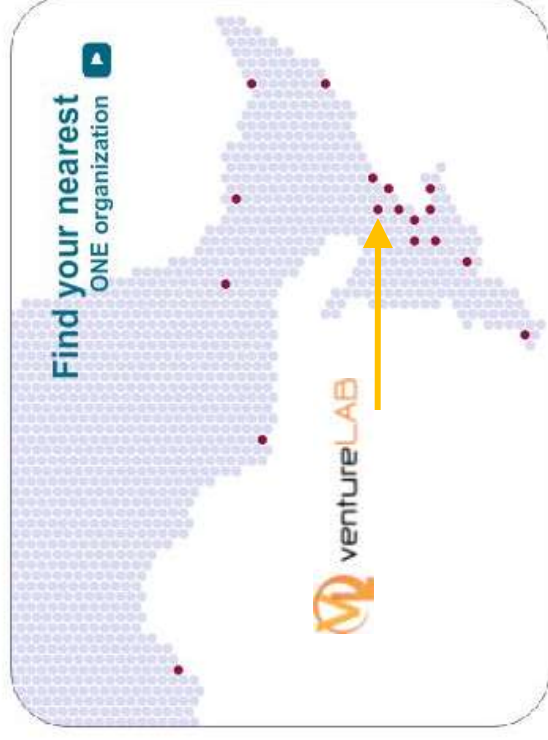


ventureLAB

ONE is here for you

The Ontario Network of Excellence (ONE) is a collaborative network of organizations across Ontario, designed to help you commercialize your ideas.

Whether you are an innovator, a technology-based business, entrepreneur, or researcher, ONE will connect you with services and programs to help you innovate and gain a competitive advantage.



What is ventureLAB?

- ventureLAB is the Regional Innovation Centre for York Region and a member of the Ontario Network of Excellence.
- ventureLAB advises and develops talented entrepreneurs to build world-class growth companies in Ontario.

Ontario Network of Excellence (ONE)

COMMUNIT**E**CH

WE.tech
A L L I A N C E

nGen

niagara interactive media generator
unifies marketing using Facebook



elorin



ventureLAB



Northern Technology Alliance



ventureLAB is a member of



ventureLAB Mission Statement

To be the leading Regional Innovation Centre in North America as measured by the economic impact of support programs and services that target technology based entrepreneurs starting and growing global enterprises.

ventureLAB Vision Statement

Our mission will be realized through our BUILD program framework which helps technology entrepreneurs **B**egin, Ed**U**cate, **I**nvest, **L**aunch and Expan**D** global enterprises. BUILD's success will be measured through meaningful job creation, sales expansion, and other key metrics essential to be the leading Regional Innovation Centre in North America. Through ventureLAB, York Region will be recognized as a global leader in the ICT and Life Sciences sectors and a hub for multinational enterprises that value locating in a vibrant and robust community of technology oriented entrepreneurs with a second-to-none infrastructure and support system.

ventureLAB 2012 Strategic Priorities

Strategic Priority 1: Implement the ventureLAB B-U-I-L-D program

ventureLAB has created a suite of programs, boot camps and relevant outcomes all tied to the concept of building enterprise capacity SME's within York Region to become a best in class Regional Innovation Centre.

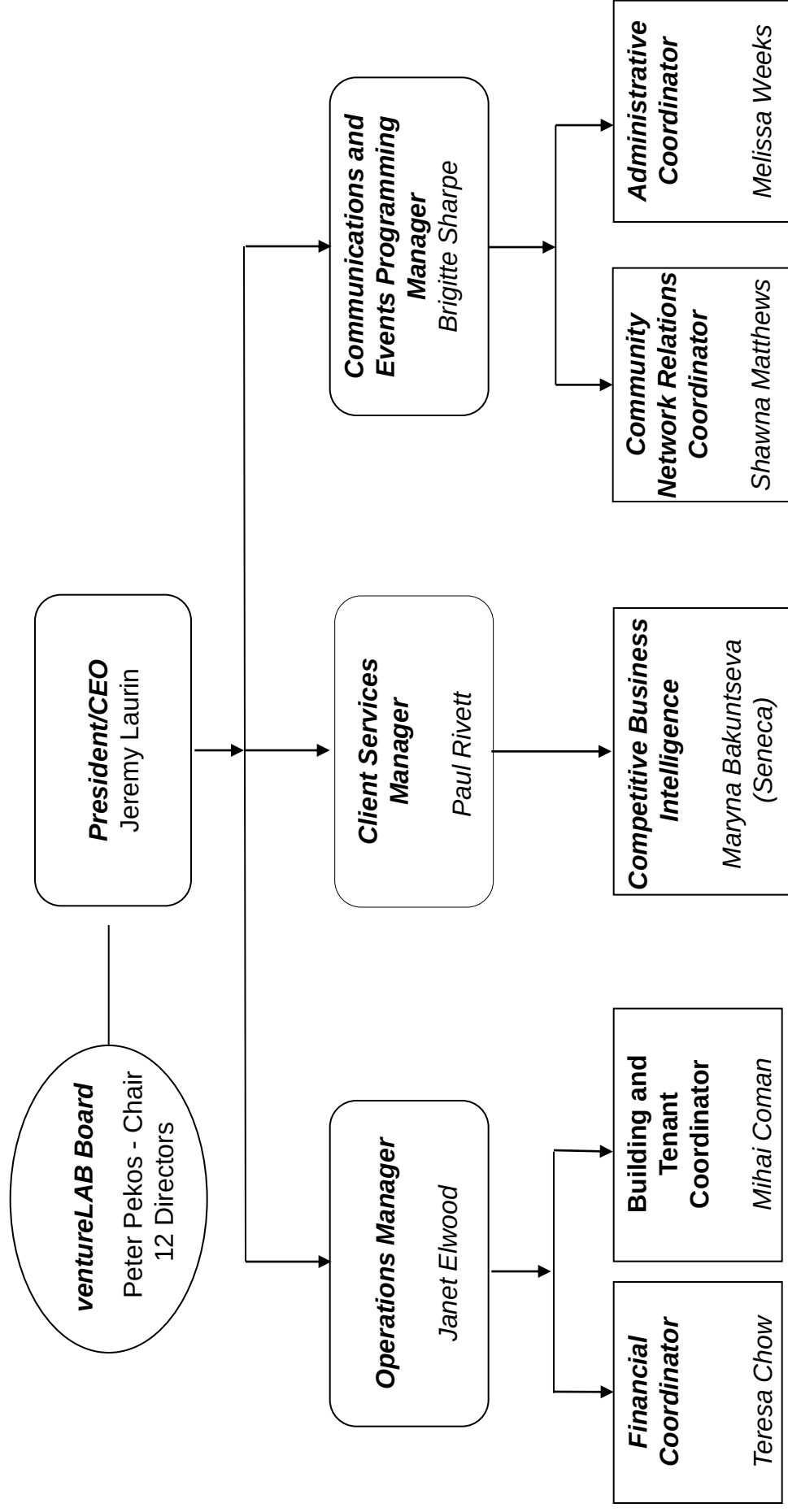
Strategic Priority 2: Build the Markham Convergence Centre Hot House

Since opening of the Markham Convergence Centre (MCC) in November 2010 all pillar tenants have forged strong working relationships built on the spirit of collaboration and share a vision for creating a Hot House for starting talented medical device companies in Markham.

Strategic Priority 3: Build a Capital Procurement Model for the MCC Hot House

Working first with IBM and the three regional hospitals (Markham Stouffville Hospital, York Central Hospital and Southlake Regional Health Centre) ventureLAB will build a successful capital procurement methodology for seeding the commercialization outcomes from the MCC Hot House and from existing vL SME's to build the first successful healthcare directed procurement system from a provincial incubator.

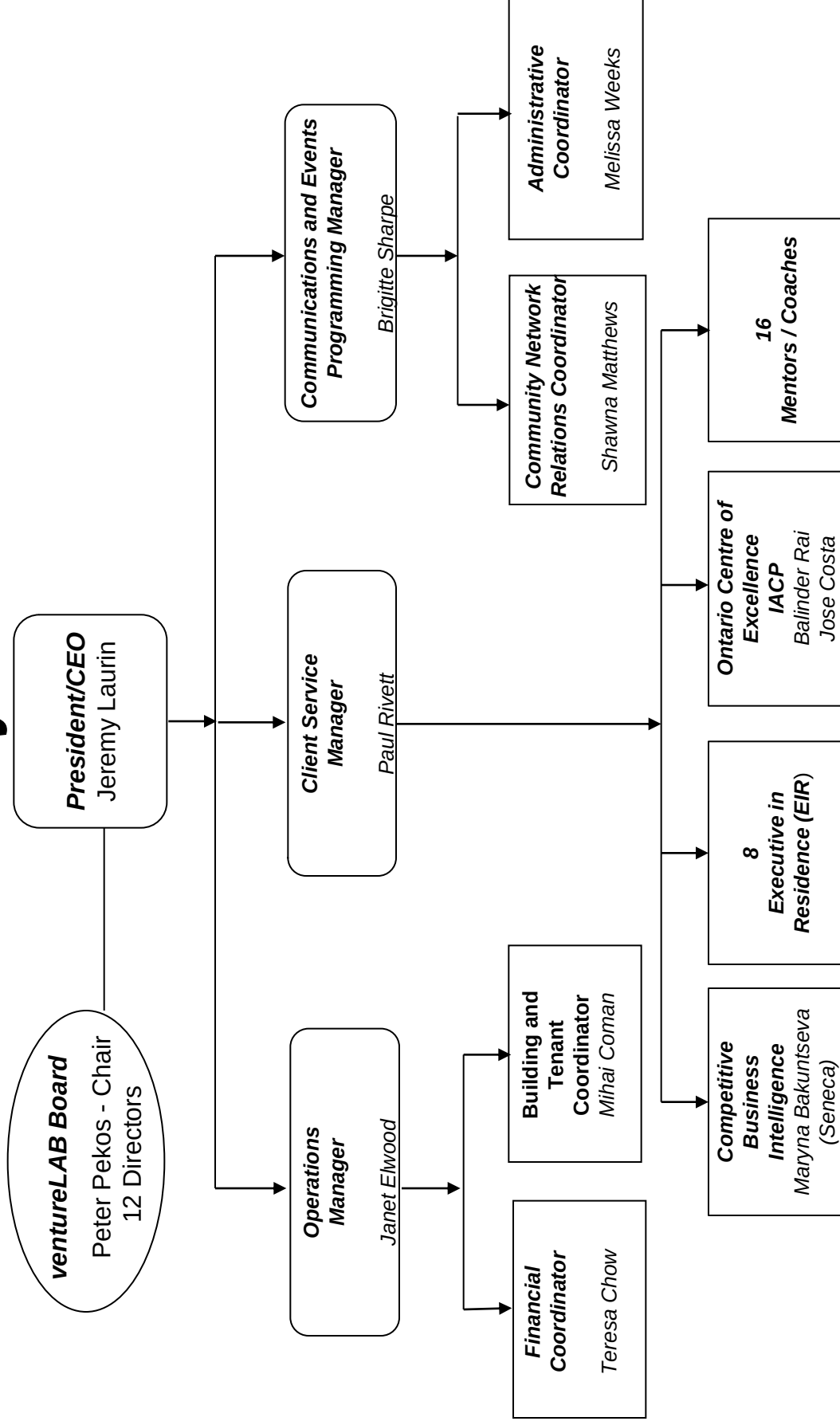
ventureLAB Core Organization



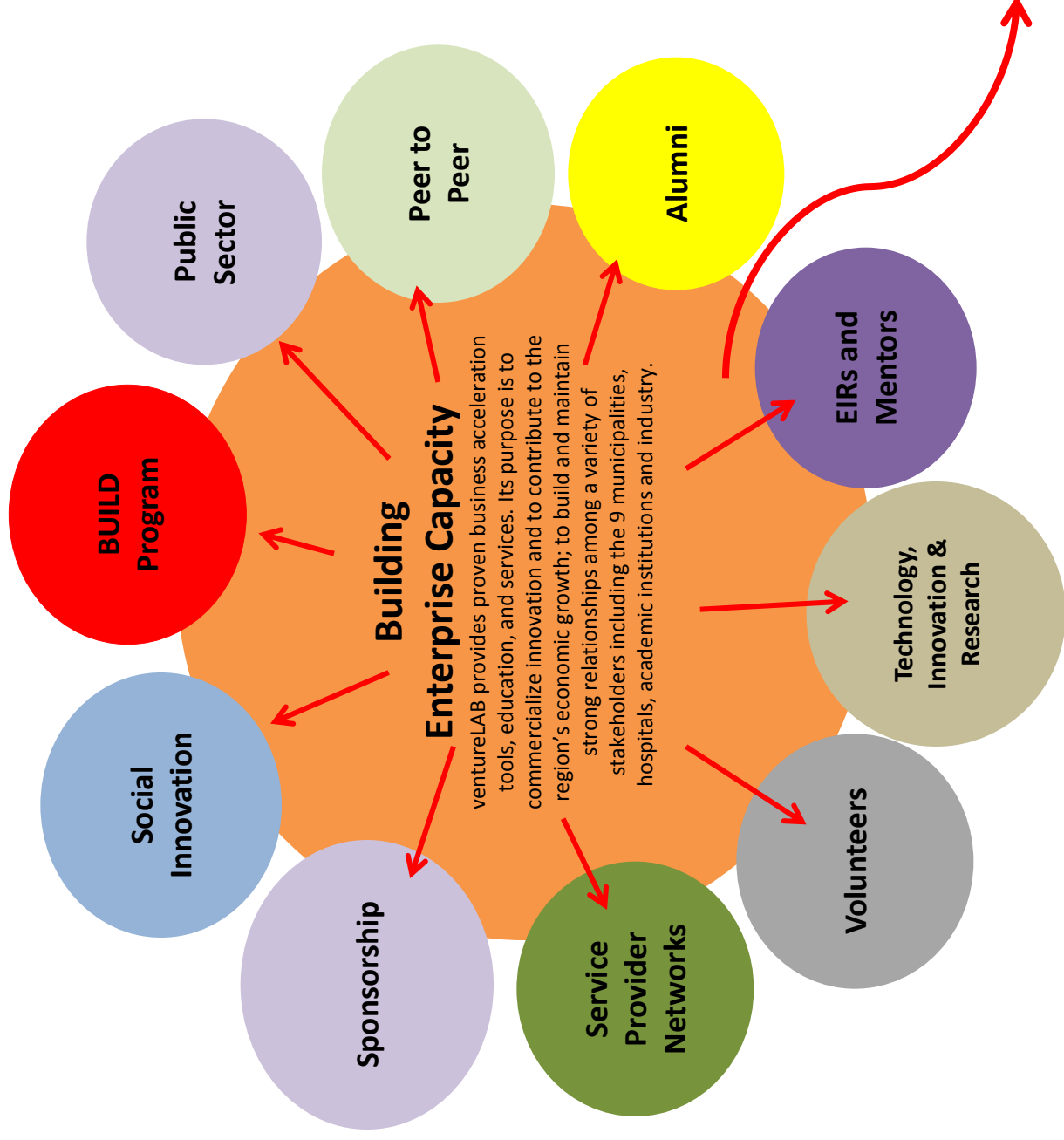
Additional ventureLAB Resources

- 8 Executives in Residence (EIR) – Senior advisors that bring a range of industry and sector experience
- 16 Mentors/Coaches - support used in addition to EIR program
- Ontario Centres of Excellence – Industry Academic Collaboration Program (IACP)
- MaRS - Business Acceleration Program (BAP)
- Professional Service Network – list of lawyers (IP, business issues etc., SR&ED tax specialists, accountants etc.)
- Peer to Peer Meeting – Executive meetings run by peers for peers.

ventureLAB Organization: Ecosystem



Enterprise Capacity Ecosystem



What is ventureLAB BUILD

BEGIN → EDU → INVEST → LAUNCH → EXPAND

BUILD is a suite of boot camps delving into each level of business requirement from pre-revenue to internationalizing. Each session will empower participant companies to enhance their entrepreneurship capacity which will ultimately increase their bottom line

BUILD works in conjunction with our EIR/Mentor Program

THE FIVE PILLARS OF BUILD

BEGIN

- An entrepreneur has an idea – what do you do with it – where do you go? How do you decide if it is a viable business idea?

EDUCATE

- The entrepreneur learns the components necessary to build a successful company.

INVEST

- The entrepreneur is coached on preparing a successful pitch to angels and other financial institutions.

LAUNCH

- Creating networks, sales, connecting the dots in the business world.

EXPAND

- Broadening the company's current market, nationally or globally.



ventureLAB - BUILD Enterprise Capacity

BEGIN → **EDUCATE** → **INVEST** → **LAUNCH** → **EXPAND**



EXPAND

Boot camps

Launching Your Business Globally (York Region/ FITT/ventureLAB)

- ✓ Intro to Global Domination
- ✓ Targeting the Right Markets
- ✓ Building Global Sales Strategies
- ✓ Establishing an International Footprint
- ✓ Financing Your Global Operations
- ✓ Hitting the Ground Running



LAUNCH

Boot camps

- ✓ Networking
- ✓ Negotiation
- ✓ Stakeholder Communications
- ✓ Selling to the Government
- ✓ Strategic Alliances: Connecting the Dots



INVEST

Boot camps

- ✓ Pitch + Valuation
- ✓ Exits/Liquidity (going public)



EDUCATE

Boot camps

- ✓ Introduction & Taking Your Enterprise to the Next Level
- ✓ Business Plans
- ✓ Building the Team
- ✓ Sales & Marketing
- ✓ Product Strategy
- ✓ Intellectual Property
- ✓ Legal, Accounting & Banking
- ✓ Human Resources (Recruiting CEOs)
- ✓ Government Funding
- ✓ SR&ED



BEGIN

Boot camps

- ✓ From Concept to Commercialization - Begin Your Business (4 Sessions)
- ✓ HBVC – Team Formation (1)
- ✓ HBVC – Educational Seminar (2)
- ✓ Young Entrepreneurs in Action (tour & presentations)

Outcomes

- From Concept to Commercialization Showcase
- HBVC Showcase
- Young Entrepreneurs Program
- Business Plan Competition
- York/Angel Networks
- Money Chase
- Co-Investment Summit
- Canadian Innovation Exchange (CIX)
- OCE Discovery

- Innovative Entrepreneur Awards Gala

- ventureLAB Excelsior
- Virtual Excelsior
- Ontario-on-a-Chip

Making Connections/Outreach/Networking

- York Region MedEdge Summit • Business Awards (York Technology Alliance, Markham, Vaughan, Newmarket, Richmond Hill)
- Speed Dating for Entrepreneurs • Economic Trends in the ICT & the Life Sciences Industries • Breaking U.S. Dependency
- What to do When the Bleep Hits the Fan • Inbound Trade Missions

ventureLAB is a member of



ontario network of excellence

ventureLAB FY2011 Clients

Clients	FY 2011												FY 2011 By Qtr			
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Projected Total	Q1	Q2	Q3
Goals	20	20	20	20	20	20	20	20	20	20	20	20	220	60	60	60
Jan	32	20	20	20	20	20	20	20	20	20	20	20	252	72	60	60
Feb		29	20	20	20	20	20	20	20	20	20	20	261	81	60	60
Mar			39	20	20	20	20	20	20	20	20	20	280	100	60	60
April				16	20	20	20	20	20	20	20	20	276		56	60
May					34	20	20	20	20	20	20	20	290		70	60
June						30	20	20	20	20	20	20	300		80	60
July							19	20	20	20	20	20	299			59
Aug								16	20	20	20	20	295			55
Sept									29	20	20	20	304			64
Oct										38	20	20	322			
Nov																
Dec																
TTD	32	61	100	116	150	180	199	215	244	282						

Budget	
Actuals	

- 244 Clients to 3rd Quarter
- 35% above Projected

BUILD Results & Outcomes

BUILD Results

- Building more successful companies in York Region
- Building a strong York Region investor network
- Building an ecosystem amongst all stakeholders

BUILD Outcomes

- 2011 York Region MedEdge Summit
 - successful introduction/ partnering of HandyMetrics and Markham Stouffville Hospital
 - 16 submissions for the OCE IACP
- 2011 Money Chase
 - 18 presenters
 - 4 follow on Angel and financial institution connections

ventureLAB BUILD Events

- In 2011 ventureLAB hosted 27 events
- Attended by approximately 1131 persons

Event Name	Event date	No. of Attendee
1 York Region RIC Launch	2/3/2011	100
2 Doing Business with the Government - Seminar 1	2/15/2011	51
3 Access FedDev Ontario Funding for Innovative Product Design & Development	2/25/2011	35
4 Doing Business with the Government - Seminar 2	3/1/2011	37
5 OCE - VAP New Ventures Course	3/10/2011	20
6 Industry Canada Round Table	3/15/2011	7
7 ventureLAB Partners Event	3/16/2011	51
8 Money Chase March 17th 2011	3/17/2011	34
9 DFAIT - Caribbean Trade Mission	3/24/2011	29
10 When The S@#! Hits The Fan	4/7/2011	50
11 Money Chase Workshop 1A April 26th 2011	4/26/2011	5
12 Money Chase Workshop 1B May 2nd 2011	5/2/2011	8
13 Money Chase Workshop 1C May 3rd 2011	5/3/2011	7
14 York University - Engineering Project Showcase	5/3/2011	40
15 Growing Canada's Exports in a Changing World - EDC	5/5/2011	28
16 Selling Up Selling Out - The Corum Group	5/10/2011	31
17 York Region MedEdge Summit 2011	6/16/2011	196
18 Money Chase - Test Presentations - June 28	6/28/2011	17
19 Branding Strategy Information Event	7/14/2011	26
20 BUILD Program Launch for EIRs/Mentors and some Partners	8/17/2011	16
21 Board Offsite Meeting - Full Day	9/15/2011	15
22 Healthcare & Biotechnology Venture Challenge - Team Formation (1/3)	9/20/2011	n/a
23 Trade Mission - Senior Public Servants from India - Town of Markham Initiative	9/21/2011	28
24 MCC Open House	9/24/2011	150
25 Money Chase Sept 28th	9/28/2011	74
26 Tap Into Government Incentives	10/6/2011	76
Total Attendees		1131

ventureLAB is a member of



ventureLAB Funding

Fiscal 2011

➤ Ministry of Economic Development and Innovation (MEDI)	\$560,000
➤ MaRS/BAP	\$375,000
➤ Town of Markham	\$300,000
➤ NRC/IRAP	\$175,000
➤ York University	\$ 65,000
➤ York Region	<u>\$ 20,000</u>
Total	\$1,495,000



ventureLAB

Thank you

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President & CEO

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