



**Presentation – Economic Development
Committee, City of Markham
October 22, 2013**

**Jeremy S. Laurin
President and CEO**

ventureLAB Mission Statement

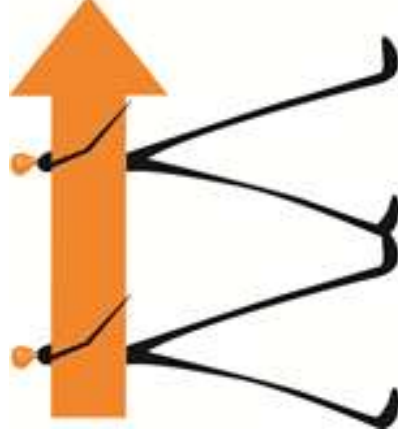
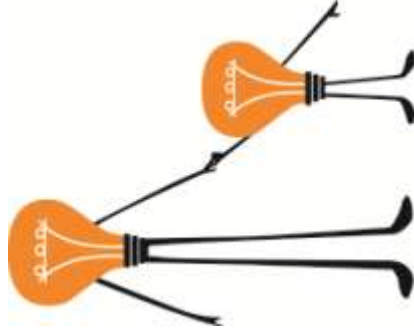
To be the leading Regional Innovation Centre in North America as measured by the economic impact of support programs and services that target technology based entrepreneurs starting and growing global enterprises.

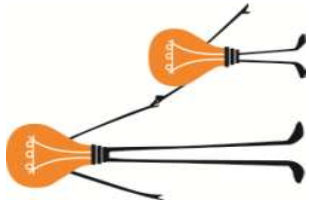
Since its inception in February 2011...

ventureLAB has supported 766 companies.

In 2012 ventureLAB supported 270 companies, 121 from York Region including 49 from Markham!

Mentoring, Partnering, Connecting...





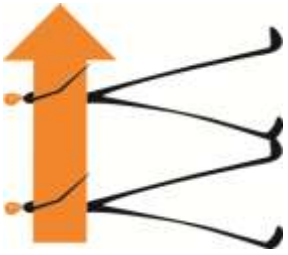
Mentoring



ENGAGE
BIOMECHANICS

*“ventureLAB was truly the catalyst that allowed us to take an idea in our heads and turn it into a reality. The mentorship that we’ve received from Jane Gertner, Jeremy Laurin, Paul Rivett and the whole team at ventureLAB has been invaluable. As exceptionally busy university professors, and not necessarily ‘business people’, **ventureLAB helped us to see the possibilities for our idea and our business. They’ve helped us meet new and potential partners; they’ve helped us raise approximately \$200,000 to date, with much more to come.** ventureLAB has helped us develop our plans, stick with them through the difficult periods, and enjoy the little wins along the way.”*

William Gage, co-founder



Partnering



*“ventureLAB has been a bridge for BrainFx. The resources and mentorship have strengthened, challenged and reinforced the structure of our business. They have facilitated connections to people, funding and opportunities that we would not have known about or thought difficult to obtain. They have helped us look ahead farther than we had ourselves envisioned all while ensuring we feel well supported. **The bridges ventureLAB has helped us build have ultimately accelerated our time to market, widened our vision, created opportunities, and have helped us build strong foundations for our future growth.**”*

Tracy Milner, Chief Executive Officer



Connecting



*“ventureLAB was the third ONE organization that we had become a member of and they were the one group that we felt closest to in both proximity and principles. Jeremy Laurin is a fearless leader and brings both the theoretical and practical know-how to get a company noticed and accomplish its key milestones. Like so many in his organization, he embodies what it means to be a successful business leader and he is a bona fide entrepreneur. Together with his core team of Paul Rivett, Brigitte Sharpe, and Mike Betts, **ventureLAB team was able to deliver the correct perspective, insights, advice and connections that have made the difference in bringing our company to market.**”*

Andrew Angus, Founder and CEO

ventureLAB 2013-2015 Strategic Priorities

1. **Support and grow investment grade SME's**
 - Programs already established – Genesis
2. **Build an entrepreneur based culture with best in class programming**
 - Programs already established - BUILD, Healthcare Ecosphere
3. **Build a world class community of social enterprise entrepreneurs**
 - Program in development with United Way York Region and York University
4. **Build on local partnerships in the support community (SBEC's, Boards of Trade, Chambers, BIA's, CFDC's, etc) to further enhance the ventureLAB brand, what it does and how it contributes to the entrepreneur ecosystem**
5. **Raise the brand awareness of ventureLAB over the next three years to create acceptance akin to MaRS (Toronto) and Communitech (Waterloo)**

Ontario's Innovation Landscape

By the Numbers

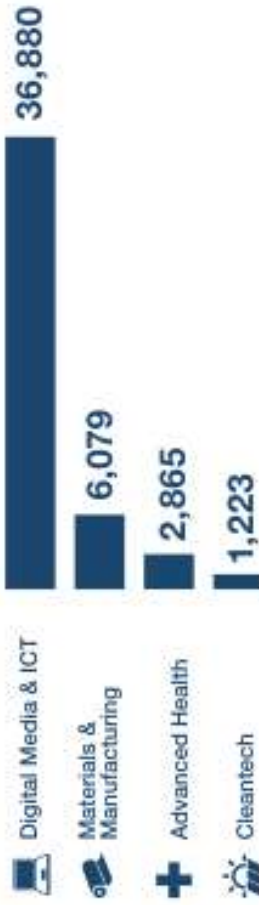
Ontario

Business Landscape

TOTAL NUMBER OF BUSINESSES IN KEY INNOVATION SECTORS
AS OF JUNE 2012 (1,2)

47,047

TOP INNOVATION SECTORS



NUMBER OF BUSINESSES IN KEY INNOVATION SECTORS BY SIZE



York Region's Innovation Landscape

By the Numbers

My Region

Business Landscape

TOTAL NUMBER OF BUSINESSES
IN KEY INNOVATION SECTORS
AS OF JUNE 2012 (1, 2)

30,642

TOP INNOVATION SECTORS



Digital Media & ICT

25,251



Materials & Manufacturing

3,297



Advanced Health

1,521



Cleantech

566

FASTEST-GROWING
INDUSTRY



CLEANTECH
3.3% growth in 2012
over previous year

NUMBER OF BUSINESSES IN KEY INNOVATION SECTORS BY SIZE



Government Funding

TOTAL GOVERNMENT INNOVATION
FUNDING FROM SELECT
SOURCES IN 2012 (3)

\$132M

Private Sector Funding

TOTAL SEED AND EARLY-STAGE
VENTURE CAPITAL INVESTED
BY KEY INNOVATION SECTORS
IN 2012 (4)

\$123M

ventureLAB Innovation Landscape

By the Numbers

My Regional Innovation Centre

Client Companies

NUMBER OF CLIENT COMPANIES IN 2011/2012

195

CLIENT COMPANIES BY SECTOR IN 2011/2012



JOBS CREATED BY CLIENTS IN 2011/2012 (FTE)

69

Government Funding

TOTAL GOVERNMENT FUNDING RECEIVED BY CLIENTS IN 2011/2012

\$1.71M

Private Sector Funding

TOTAL EQUITY FINANCING RECEIVED BY CLIENTS IN 2011/2012

\$0.55M

TOTAL DEBT FINANCING RECEIVED BY CLIENTS IN 2011/2012

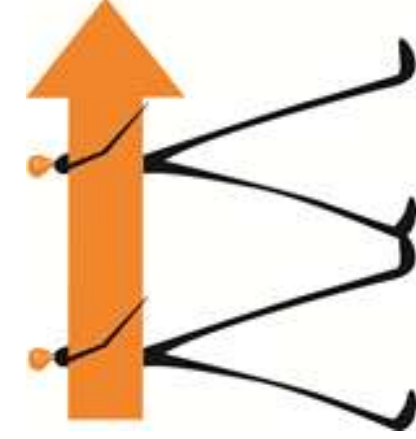
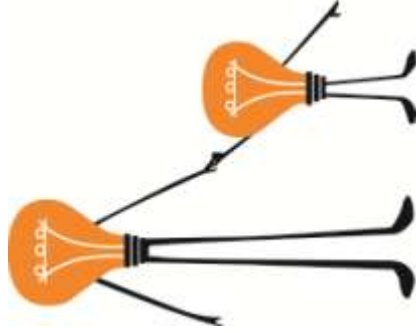
\$0.16M

Key Entrepreneur Outcomes in 2013

- Entrepreneur driven revenue - \$159M
- Employment supported (jobs) - 2,390
- Entrepreneurs attending BUILD – 195
- Mentorship hours delivered - 3,285
- Events hosted - 102
- Total event attendance - 2,573
- Total client interactions - 1,618

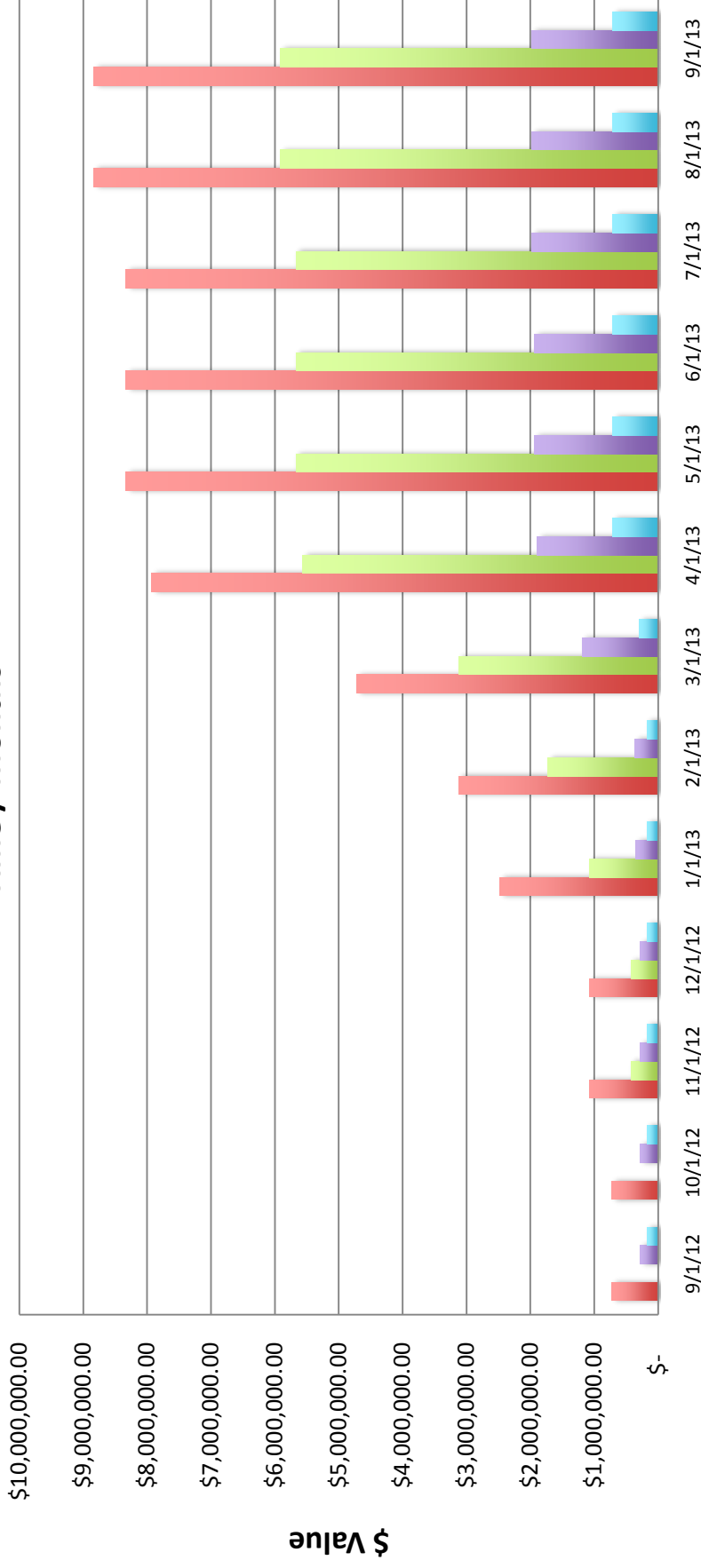
ventureLAB Genesis Program in 2013

**Federally funded for second year
\$355,000
up \$55K year over year**



ventureLAB GENESIS Status

Time / Months

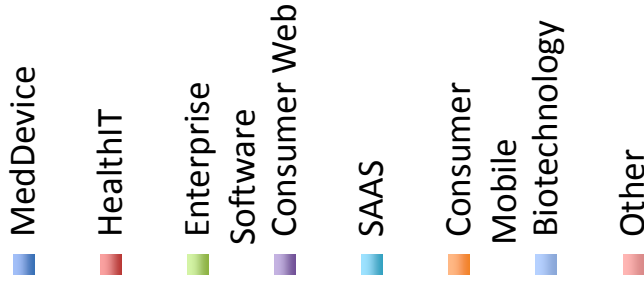


ventureLAB GENESIS Data

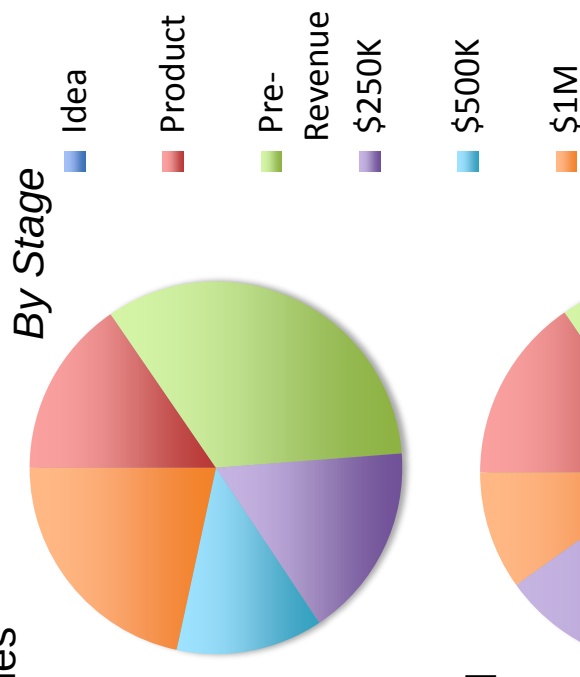
As at Sept 1/13

GENESIS supports **23** companies with **162** employees seeking **\$23,000,000.00** from 7+ Investment Groups. GENESIS clients have raised **\$5,920,000.00** to date.

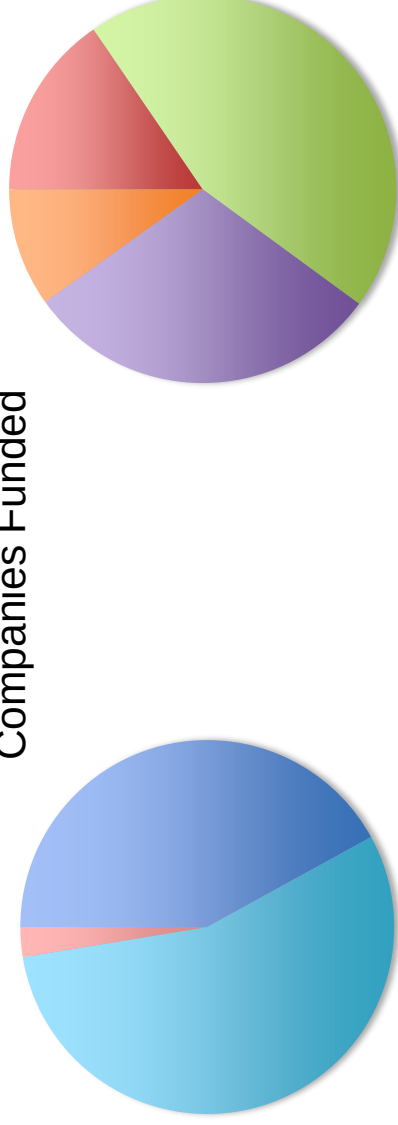
By Sector



All GENESIS Companies



Companies Funded

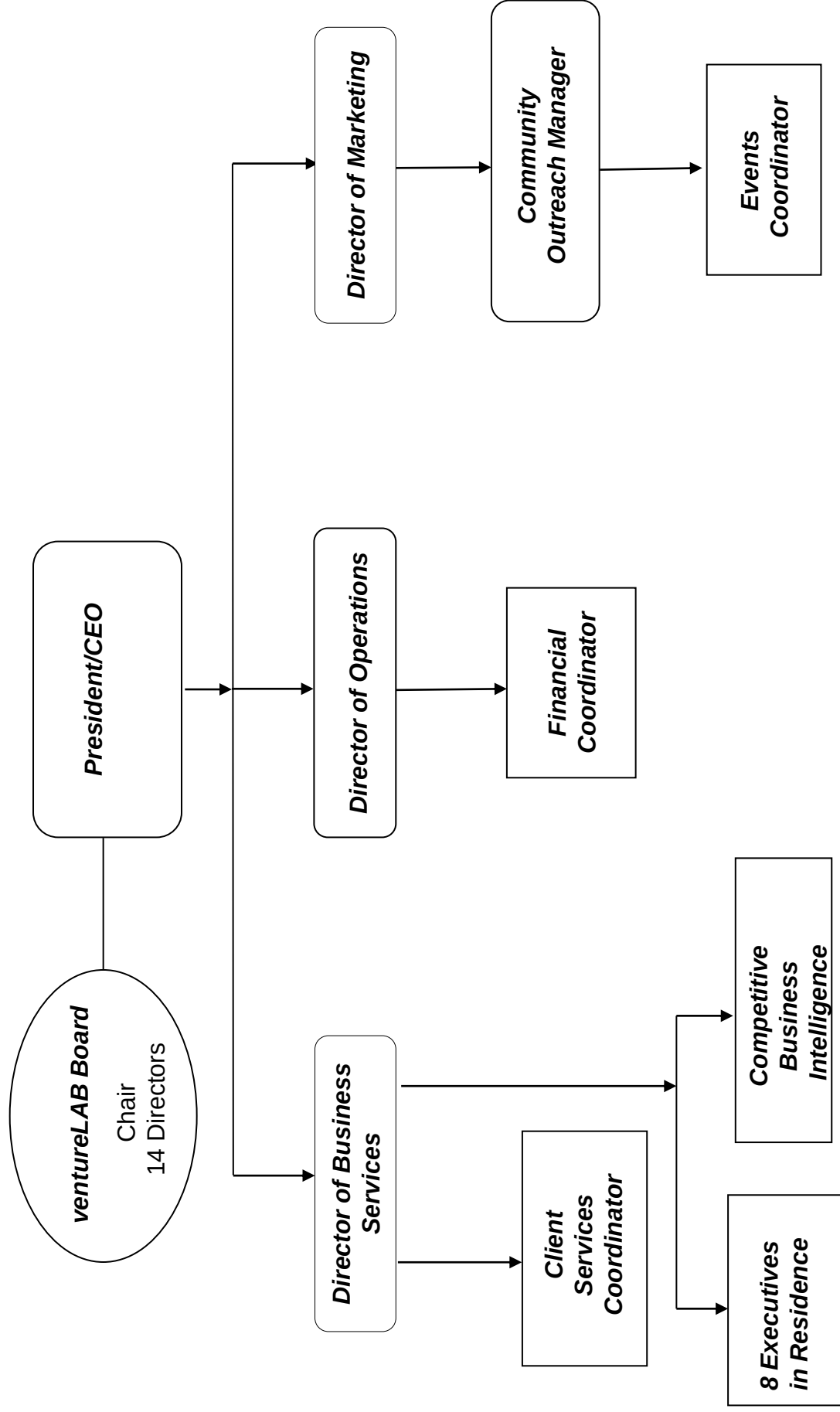


ventureLAB Funding

Fiscal 2013

Province (MEDI)	\$470,000 (\$40K increase a yr for three yrs)
MaRS/BAP	\$310,000 (\$70K increase a yr for three yrs)
City of Markham	\$300,000
NRC/IRAP	\$355,000 (\$55K increase yr over yr)
York University	\$ 65,000
York Region	<u>\$100,000</u>
Total	\$1,600,000

ventureLAB 2013 Organization Chart



ventureLAB Board of Directors

<i>Name</i>	<i>Title</i>	<i>Organization</i>	<i>Location</i>	<i>Sector</i>	<i>type</i>	
Doug Lindeblom	Director	Ec Strategy	Regional Municipality of York	Newmarket	Gov't -R	standing seat
Janet Beed	CEO	Markham-Stouffville Hospital	Markham	Hospital		standing seat
Robert Haché	VPRI	York University	North Toronto	Academic		standing seat
Stephen Chait	Director	Ec Dev	City of Markham	Markham	Gov't - M	standing seat
Andrew Wilkes	Chair	NAO	Ontario	Assoc		Association
Brad Ross	Co-Founder	Entrust	Ontario	SME		Industry
Gailina Liew	President	GeneNews	Richmond Hill	SME		Industry
Karna Gupta	President and CEO	ITAC	Ontario	Non-Profit		Association
Kris Shah	Vice-President	Baylis Medical	Mississauga	SME		Industry
Peter Pekos	CEO	Dalton Pharma Services	North Toronto	SME		Industry
Scott MacCannell	President	York Angels Investors Inc.	Vaughan	SME		Industry
Paul Bradley		Johnson & Johnson	Markham	LME		Industry
Ross Pellizzari	President	Avaya Canada	Markham	LME		Industry
David Agnew	President	Seneca College	Markham	Academic		Academic



ventureLAB™

Mentoring, Partnering, Connecting

Thank you

Jeremy Laurin
President and CEO