



HQ Nanaimo ~ Since 1998



innovate BC

modus operandi

BUILD ☐ GROW ☐ STAY ☐

<https://innovationisland.ca/>

Committee of the Whole Meeting April 8, 2019
City of Nanaimo

Funding, expertise and connections that power innovation and growth.

Innovate BC is a one stop service centre to connect innovators — large and small — with BC government funding, tools, resources and support.

**Get
funding.**



**Launch
your idea.**



**Connect
with experts.**



Who we partner with



THE UNIVERSITY
OF BRITISH COLUMBIA
entrepreneurship@ubc

Foresight

INNOVATION
BOULEVARD



VentureLabs®



#BCTECHSummit



REGIONAL HOUSES

innovate BC



The tech sector, by design, is a fast-moving ever-changing widely diverse **\$3 Trillion global industry.**

Canada accounts for approximately 4% of this activity (\$120 Billion) and British Columbia represents about 20% of Canada's performance at \$26 Billion.



MISSION:

Support technology entrepreneurs with starting and growing successful companies

REGION: ROI

79 Municipalities, 8 RD's and 13 School Districts

FOCUS:

Entrepreneurial Development & Community Building



WHAT WE OFFER:

1. Programs
2. Industry Intelligence
3. Resources
4. Events

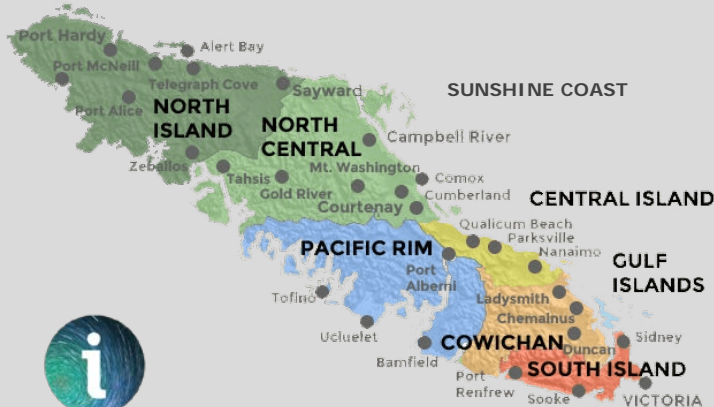


REGIONAL Relationships

Collaboration

Competition

Co-opetition

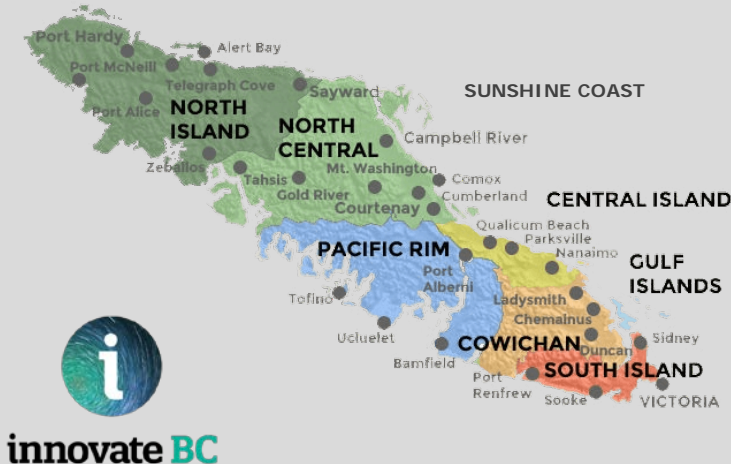


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TECH in the REGION

Random
Circumstantial
Sectoral
Early-stage



Client Profiles...

- ☐ 60% scalable product/market opportunity
- ☐ 1 to 5+ person teams, 30% PhD's or experts
- ☐ 75% developing intellectual property
- ☐ 63% are “at” or “near” revenue
- ☐ 37% need to hire staff within 12-24 months
- ☐ 1/3 are financeable



REGIONAL IMPACT

- Supported 50+ companies & 500+ entrepreneurs
 - Over \$32,000,000. of OKR's since program start
 - \$16.8M invested
 - \$15.2M revenue
- 12+ Investor Ready ~ at Revenue
78% over past 18-24 months
- 34X 5-year growth rate**
20X ROI / Core Funding
200X VAP-Client Fees
- Added 160+ new tech jobs to the regional economy



Ecosystem sequentiality

1. Development of Great Ideas (executable & marketable)
2. Development of Talent (driven & available)
3. Development of Capital (sufficient & strategic)
4. Development of Customers (leverageable & scalable)

Great ideas attract both talent and capital. With talent and capital you can find and serve customers. With customers you can leverage and grow.



How can we help?

Thank You!

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