

C31 - CW(ws) June 17/15 - Item 2

Driving Innovation: ventureLAB Regional Innovation Centre and Strategic Partnerships

Deputation to Vaughan City Council

Jeremy Laurin, President and CEO

June 17, 2015

WHO WE ARE

ventureLAB is where talented entrepreneurs can access proven tools, expert mentors and business support to grow their innovative, scalable and growth-oriented businesses. We are a member of ONE (the “Ontario Network of Entrepreneurs”), a collaborative network of organizations across Ontario, designed to help commercialize, scale and grow businesses.

MISSION

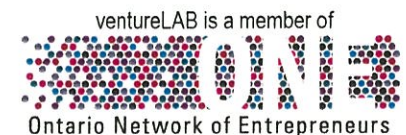
We help entrepreneurs BUILD high-growth, innovative, scalable businesses.

VISION

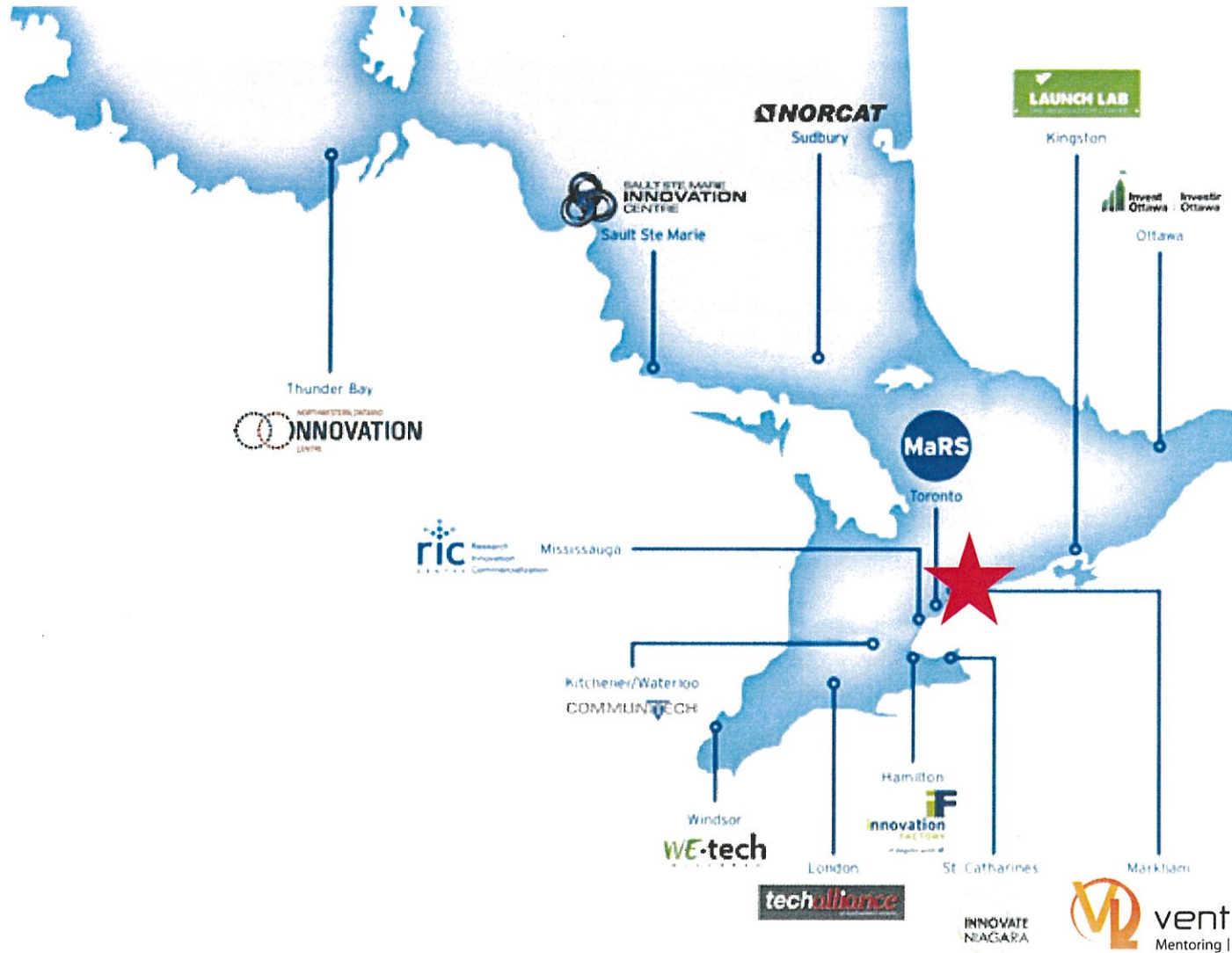
Where entrepreneurs create real businesses.

HOW WE MEASURE SUCCESS

Working with our communities and stakeholders, we will create a vibrant environment where innovation thrives and entrepreneurs launch and build dynamic, growing businesses.



ONE: Supporting Entrepreneurs Across Ontario



What each Centre offers:

educational programs

advisory services


industry-academic programs

customer development

financing and investors



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Ontario Network of Entrepreneurs

Specialized Programs



BUILD Program

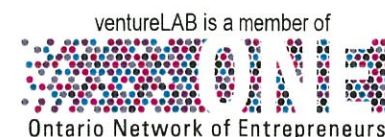
Support for launching a new business, from assessing if a concept is feasible to scaling a company in global markets.



A funding discipline for Ontario's start-up ecosystem, facilitating an effective connection between companies and investors.



A specialized ventureLAB program that connects hospitals with entrepreneurs, health services providers and academic institutions



ventureLAB Partnerships

MEMBERS



PARTNERS



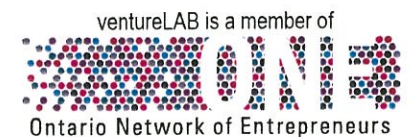
STRATEGIC PARTNERS



CORPORATE PARTNERS



INNOVATION PARTNERS



ventureLAB By the Numbers

2014 COMPANY FUNNEL

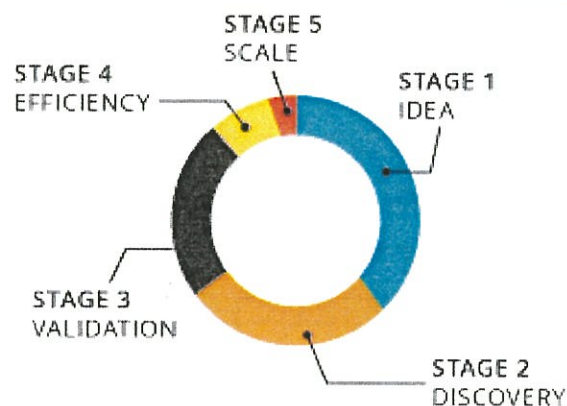
310 CLIENT APPLICANTS

ENTREPRENEURS ATTENDING **199**
BUILD BOOTCAMPS

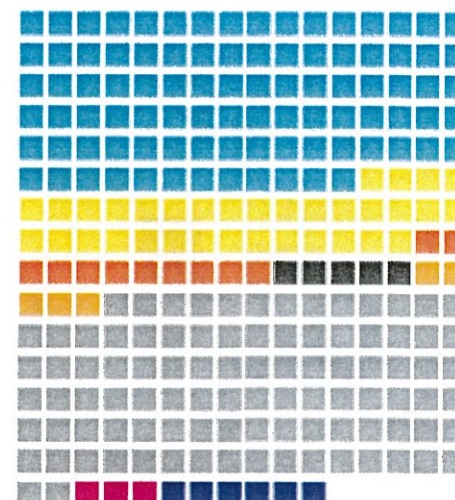
48 ENTREPRENEURS ENROLLED
IN **GENESIS** PROGRAM

GENESIS INVESTMENT
PIPELINE AT YEAR-END **\$13,265,000**

CLIENTS BY STAGE



CLIENTS BY SECTOR



ventureLAB By the Numbers



ENTREPRENEUR-
DRIVEN REVENUE
\$195,702,106



GENESIS
INVESTMENT
SOUGHT

\$46,450,000

COMPETITIVE
INTELLIGENCE

687
HOURS



2746
TWITTER FOLLOWERS

ENTREPRENEURS SERVED



310
in 2014

Exceeding the
total number of
entrepreneurs
served to

1027
in FOUR years



70
SPEAKING
ENGAGEMENTS

BUILD WORKSHOP
ATTENDANCE

245 WORKSHOP
ATTENDEES



CLIENT
SERVICES



1356
CLIENT
INTERACTIONS

3532
MENTORSHIP HOURS



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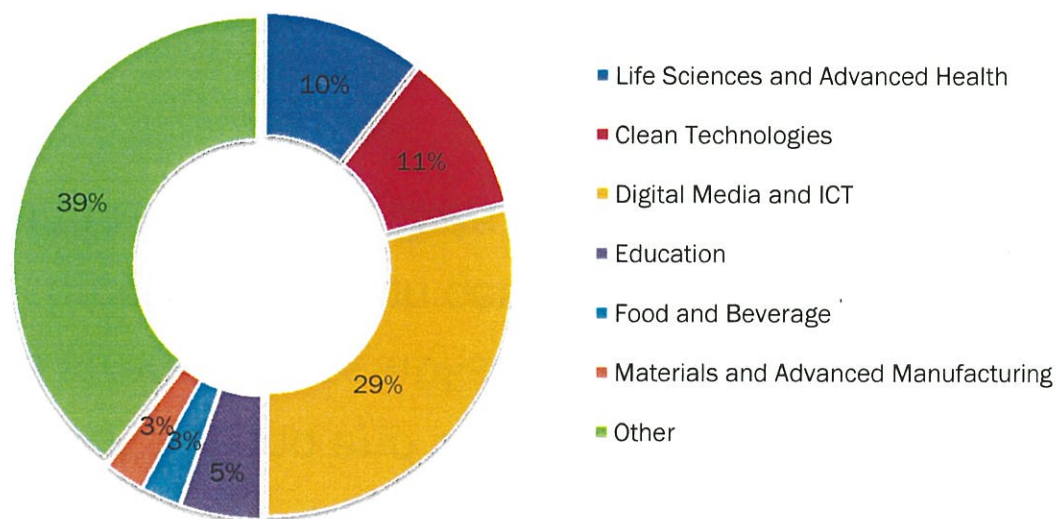
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ONIE
Ontario Network of Entrepreneurs

ventureLAB Impact in Vaughan

Clients Registrations from
Vaughan: 2014-2015



Industry Participation in Vaughan



ventureLAB Board: The Goal

Over the next 5 years, we will expand and enhance the ventureLAB ecosystem by harnessing the strength of established local industry clusters to be the leading global commercialization centre for enterprise ICT, healthcare and Big Data.

We will:


- Create an environment that harnesses agile/rapid commercialization.
- Enable strong academic links supporting campus led innovators.
- Leverage and engage business leaders.
- Attract talent and the next generation of knowledge based businesses.

2015 OBJECTIVES

- 1 Drive Client Milestones / Launch pulseHUB Accelerator
- 2 Increase Investment Capital with Strategic Partners
- 3 Establish Healthcare Cluster with Hospitals
- 4 Support Campus Accelerators and the ventureLAB Catchment Area



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PRIORITY 1

Develop and provide access to the best tools, expert guidance, networking and resources


Within the catchment area, ventureLAB is forecasting new client registrants in 2015 to be between 275 and 300. The estimated number of new clients accessing advisory series each month will be 20 to 25, and the total number of high potential clients will be between 75 and 100.

ventureLAB will measure and report milestone related activity and progress and will help active clients successfully complete 50 milestones collectively in 2015 within the BUILD™ Program. In addition, ventureLAB will develop the pulseHUB, an accelerator located in the MCC consisting of 2,000 sq. ft. for 4 high priority startup clients. This group of clients will have access to ventureLAB EIR's, targeted marketing/promotion and executive oversight. The program will be cohort based, meaning each group of 4 start-ups will have access to the pulseHUB free of rent for 9 months.

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PRIORITY 2

Support and facilitate access to capital for investment-grade and growth-oriented SME's

Since 2011, GENESIS™ has supported 41 companies with 269 employees seeking \$43M from 9+ Investment Groups. 19 GENESIS™ clients have raised \$11.3M to date.

ventureLAB will develop and build relationships with 3 new strategic funding groups which could include; venture capital, strategic MNE funds or crowdfunding investment organizations. Through our profiled client base, client screening process and due diligence process ventureLAB will develop alternative funding channels and enable a total of 8 new clients through the GENESIS™ Program. Of these 8 new clients, 5 clients will receive investment from these newly acquired funding organizations.

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PRIORITY 3

Work with leading institutional and industry/sector partners to test adopt and implement innovative solutions to address defined critical needs.

Since 2012 ventureLAB has been working with its local hospital community as well as the medtech startup community to brand, build and grow the Healthcare Ecosphere™. ventureLAB has delivered two joint intake sessions together with Southlake Regional Health Centre with a total of **29 company/innovators**, of which **14 active projects** are now underway. A third intake session will happen in 2015 which will include new hospitals and partner regional innovation centres to increase the number of firms gaining exposure to the Healthcare Ecosphere™.

ventureLAB will expand the Healthcare Ecosphere™ by adding **1 new hospital partner and/or strategic MNE** to grow and brand a healthcare cluster within ventureLAB's catchment area. This cluster will define the brand and project based program and engagement strategy for the ventureLAB Healthcare Ecosphere™.

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ventureLAB will pursue a CECR application around Big Data (including Healthcare) and leverage partnerships with MNE's. ventureLAB will lead all planning to manage concurrent projects: MNE partnerships, assessment of existing and recruitment of national partners including public partners.



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PRIORITY 4

Create inbound and outbound programming that is targeted at the unique international and multicultural business community represented within the ventureLAB catchment area

To effectively deliver a truly regional program and service delivery model, ventureLAB will work with its partners and collaborators throughout York Region and into Simcoe County and Muskoka District in 2015. The focus will be on building a pipeline of 25 to 30 entrepreneurs and innovative companies at different stages of development within the extended catchment area and represents approximately 10% of the total new client registration in 2015.

ventureLAB will launch an engagement and business development initiative to begin delivering its Mission and Vision across York Region and to its extended catchment area. This objective will include working with the City of Vaughan to launch the VICC (Virtual International Commercialization Cluster) as well as launching the 4 post-secondary campus led accelerators and leveraging the abundant international student talent that exists within these campus accelerators.

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Thank You!

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