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June 5, 2015

Mayor Maurizio Bevilacqua and Members of Vaughan City Council
City of Vaughan, 2141 Major Mackenzie Rd.
Vaughan, ON L6A 1T1

Re: Vaughan International Commercialization Centre (VICC)

C 4 COMMUNICATION CW (WORKING SESSION) <i>June 17/15</i> ITEM - 2

Your Worship and Members of City Council:

Based on our 27 years' experience of financing businesses to become globally competitive, we at INAC Services Limited believe it is paramount for Canadian companies to develop and embrace innovation as a means to sustain domestic sales and, more importantly to dominate world markets.

As barriers to international trade dissolve, initiatives such as academic/industrial partnerships, centres of excellence and commercialization funding will become more important to ensure the success of Canadian businesses. However, more can be done! Unprecedented partnerships between entrepreneurs, financial institutions and all levels of government (Federal, Provincial and Municipal) need to be created. And it is vital that these such partnerships provide support to innovation without the traditional caveats of only investing in proven technologies, well-established businesses or those native to Canada. Your City's vision for a Vaughan International Commercialization Centre reflects such a partnership. It is an initiative that will, by its own innovative approach, engender measureable contributions to the growth and success of local business in an ever expanding global marketplace.

INAC began in 1987 providing grant writing services to Ontario businesses. Our services expanded to include securing R&D tax credits, and energy rebates as our clients further embraced innovation to gain efficiencies. Today, much of the work we do is to secure private as well as government financing for the commercialization of "first to the world" technologies and products. These technologies and products are being developed by new and existing entrepreneurs in vibrant communities such as Vaughan. It is because of the profound depth of entrepreneurialism existing in Vaughan that we have established an office in this city. Moreover, we believe that there is a need to support your entrepreneurs in becoming global competitors through securing government funding for their endeavors. We are, therefore, excited that the proposed Centre may offer us the opportunity to provide such financial expertise to Vaughan's entrepreneurs.

Thank you for allowing me to express my company's endorsement of the Vaughan International Commercialization Centre. We hope that the Council and your Worship supports the Centre's creation.

Sincerely,

David Reynolds
President,
INAC Services Limited

INAC Services Limited

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