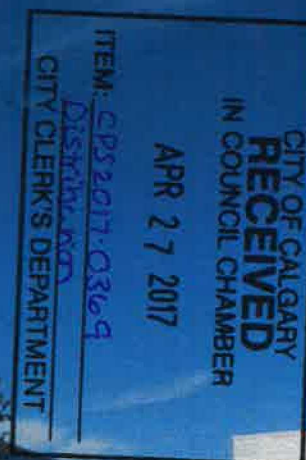


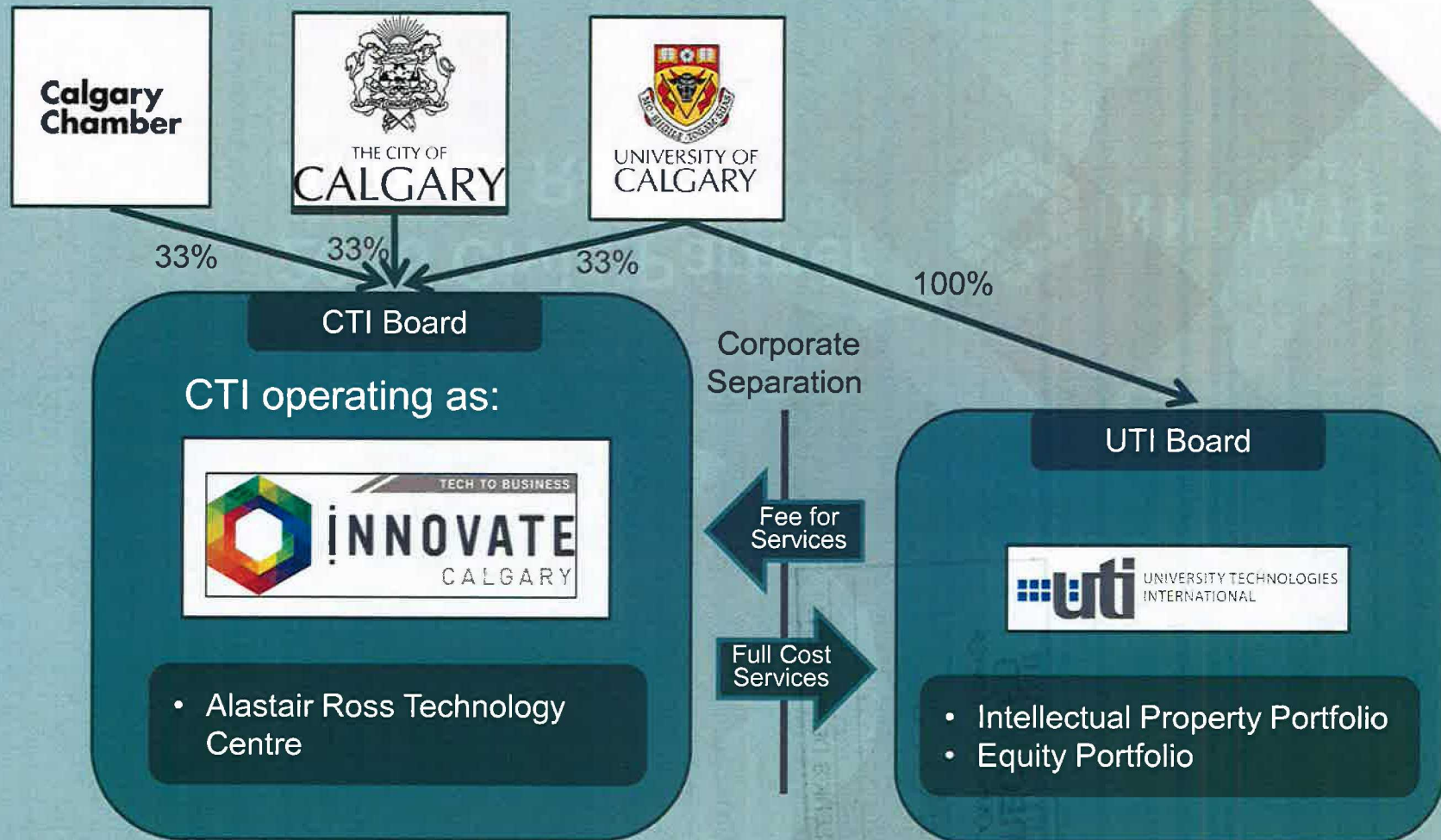
Calgary



# 2016 Civic Partner Annual Report



# CTI Ownership and Operating Model





# Innovate Calgary

## Vision

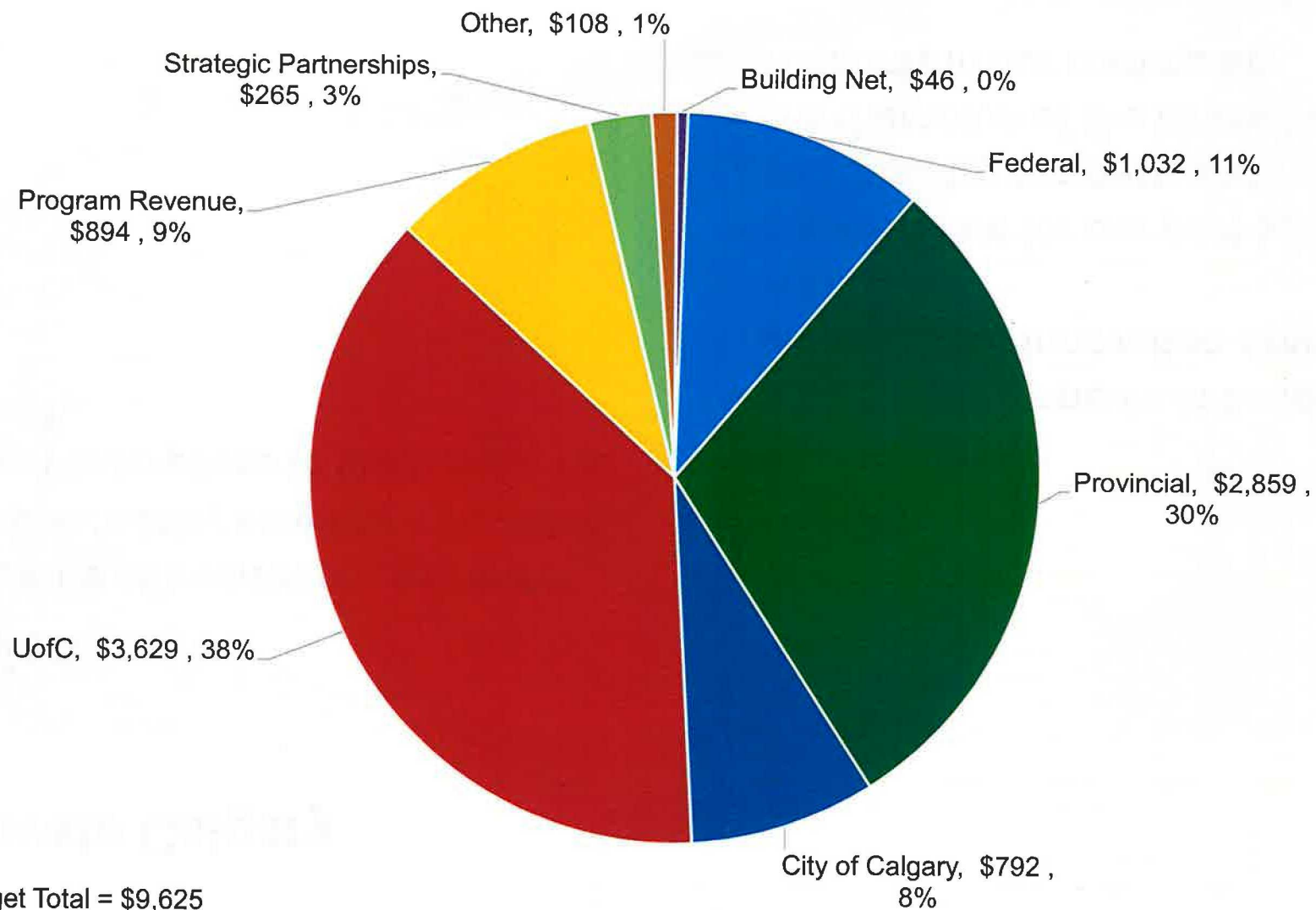
A culture of innovation permeates our community enabling innovation-driven enterprises to lead economic growth.

## Mission

Innovate Calgary

- guides entrepreneurs in building and growing their innovation-driven enterprises
- creates value for our post-secondary and industry partners, and
- is a champion of the innovation economy in our community

## 2017 Funding Sources



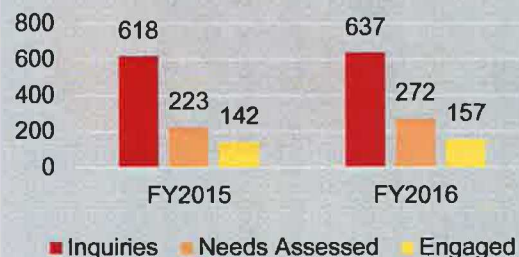
\*Figure above - Dollar figures above in 1,000s

# Innovate Calgary Efforts

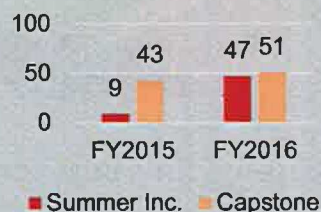
## How much did we do

### Entrepreneur Engagement

*\*Client intake volume has grown by 8x since 2010*



### Student Engagement



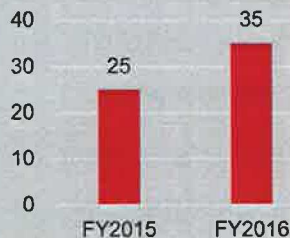
### 2 NEW Industry Partnered Accelerators

- TELUS: 15 applications & 3 accepted
- RBC: 38 applications & 9 accepted

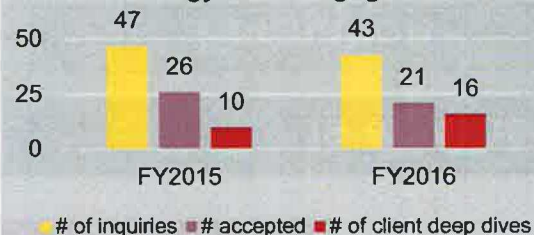
### Formation of new ecosystem groups

- The Rainforest
- The Calgary Innovation Coalition
- The Calgary Regional Innovation Network
- Clean Resource Innovation Network

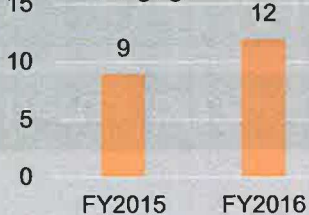
### Avg. Inc. Membership



### Energy Tech Engagement

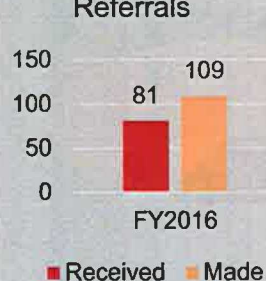


### Energy Industry Engagement

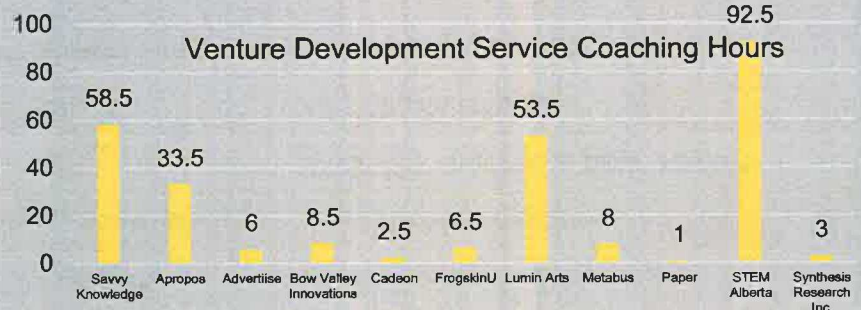


## How well did we do it

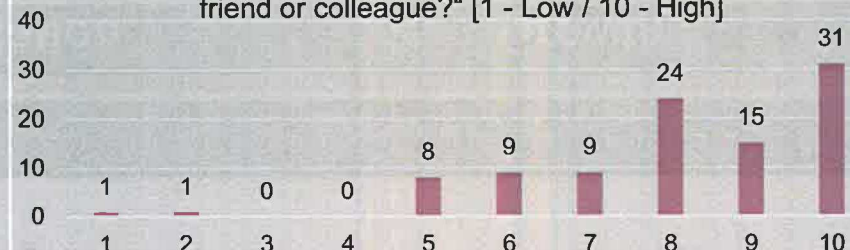
### Ecosystem Referrals



### Innovator's Toolkit Satisfaction



### "How likely would you refer Innovate Calgary to a friend or colleague?" [1 - Low / 10 - High]

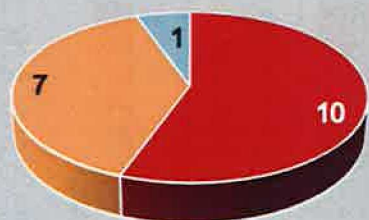




## Is anyone better off? (Results from our Annual Client Achievement Survey)

Formation	Validation	Growth
16 new incorporations	129 prototypes developed	98 SMEs invested ~\$30M in R&D
47 strategic partnerships formed	98 SMEs employ ~624 people	98 SMEs hired ~245 people
	48 SMEs have recurring revenue	89 products launched
	27 patents filed	34 SMEs entered a new market
	19 SMEs made their first sale	20 patents issued
	13 SMEs accepted into an accelerator	1 company was acquired

### Funds Raised by Clients



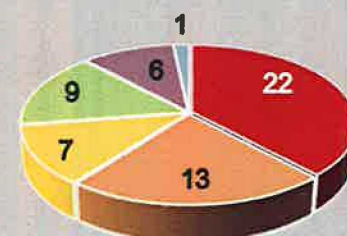
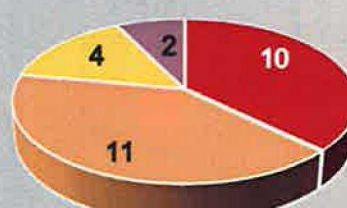
■ \$1 - \$100,000 
 ■ \$101,001 - \$250,000 
 ■ \$250,001 - \$500,000 
 ■ \$500,001 - \$1 Million 
 ■ Over \$1 Million - \$5 Million 
 ■ Over \$5 Million

~\$7M - Friends & Family

~\$23M - External Capital

= ~\$30 M

### Client Sales



~\$10 M - Government

~\$36 M - Sales

\*Totals are determined by multiplying the sum of respondents by the average of the dollar range.

- I. Continue to focus on meeting the needs of entrepreneurs through programs and services
- II. Champion collaboration in the innovation community
  - i. Calgary Innovation Coalition (CIC)
  - ii. AlbertaIN
  - iii. Western Canadian Innovation Offices (WCIO)
  - iv. Clean Resource Innovation Network (CRIN)
  - v. Rainforest Group
- III. Re-fresh of Innovate Calgary Strategic Plan





# Innovate Calgary Programs and Services

## FORMATION

Mission > Vision > Strategy

- Co-founder team formation
- What, to whom? & Why and how?

## VALIDATION

Lean Startup

Minimum Viable Product

Validate / Iterate (or pivot)

## GROWTH

Scale Up

Establish & Strengthen



## Ideating

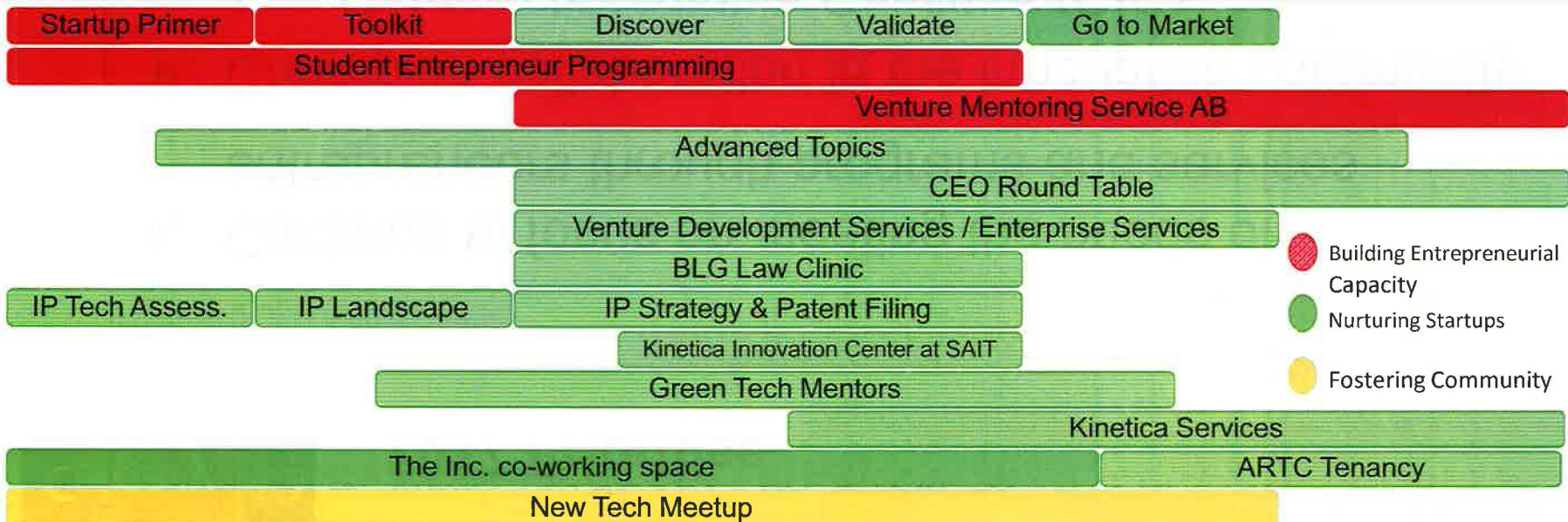
## Concepting

## Committing

## Validating

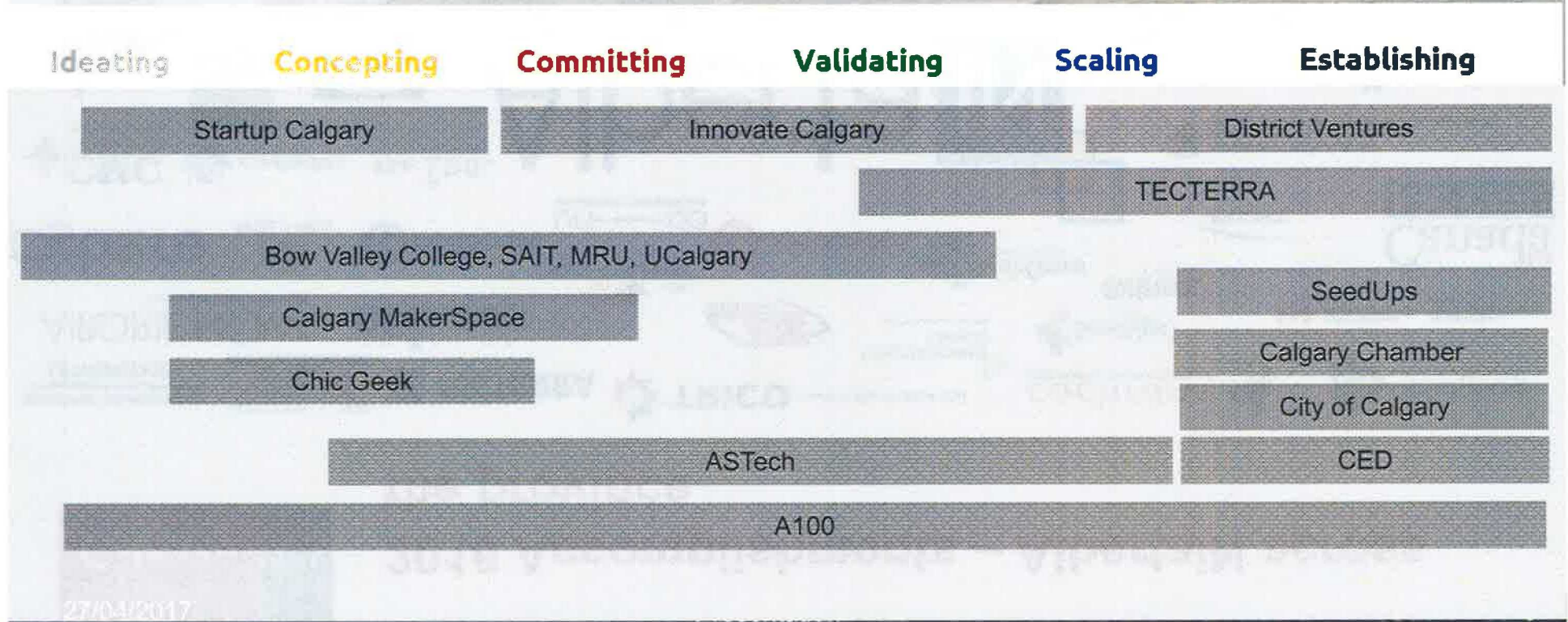
## Scaling

## Establishing





# Calgary Innovation Coalition





# 2016 Accomplishments – AlbertaIN across the province







## A Look Ahead – Key Risks

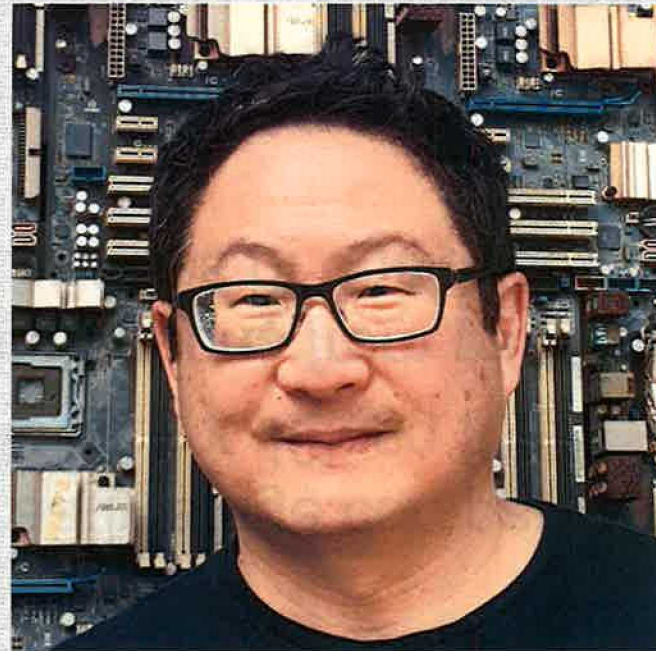
- Risk: Rebuilding ARTC occupancy rates after graduation of our largest tenant (40k sq ft, May 2017)
- Strategy:
  - Shift emphasis back to early stage companies (eg. 40 x 1k sq ft tenants vs 1 x 40k sq ft)
  - Offer continuum of space options from part time desk through to variety of sizes of enclosed offices
  - Expansion of 'The Inc.'
  - Quarterly Board review

## Governance – Board Chair



**Michael Whitt**

**Outgoing Board Chair  
Jan 2012 – July 2017**



**Evan Hu**

**Incoming Board Chair  
July 2017**



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**Board Chair**  
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