

One Calgary Civic Partner Presentation

*Calgary Technologies Inc.
(Economic Development and Tourism)*



About Our Work

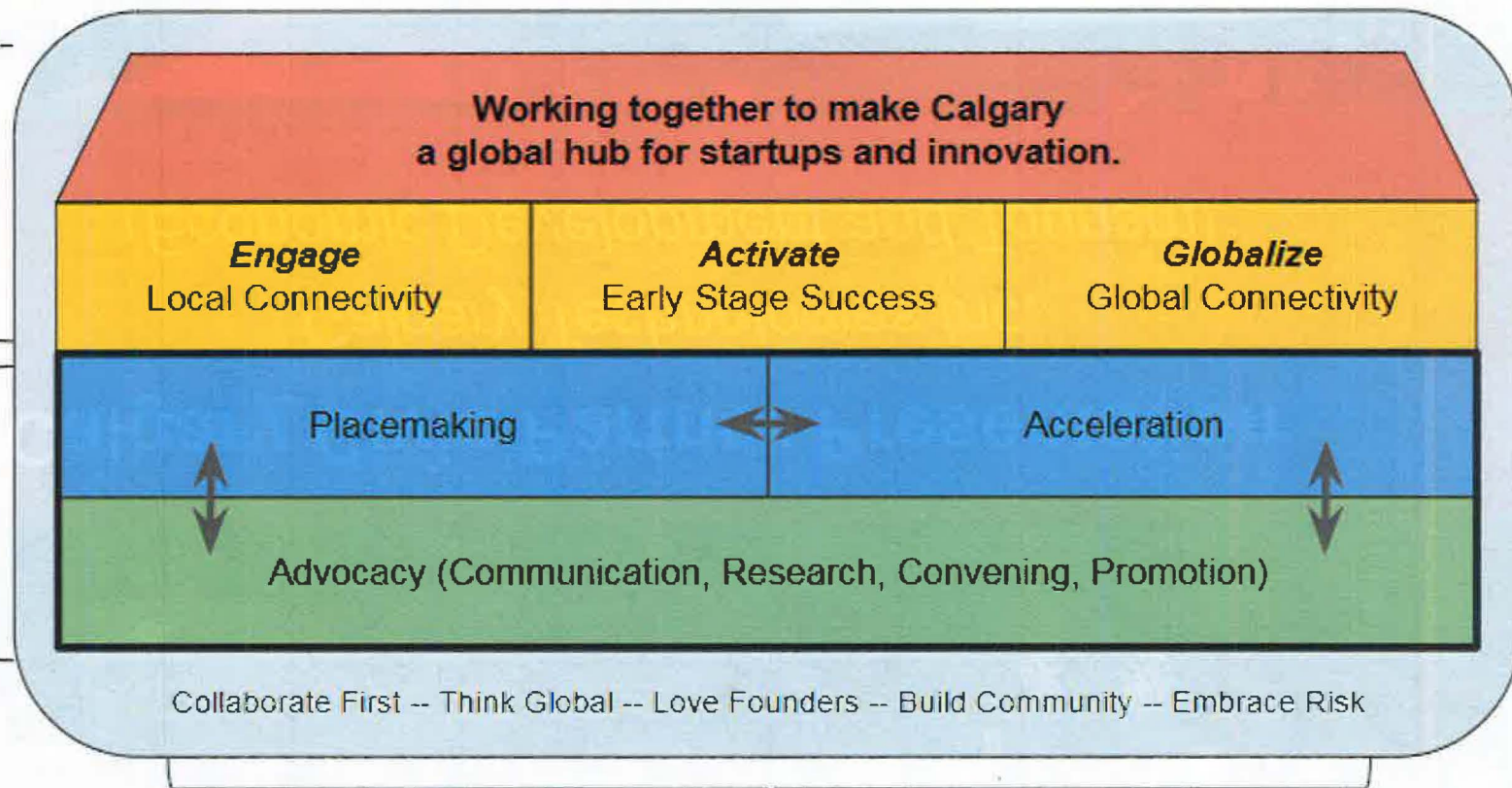
CITY OF CALGARY
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 CITY CLERK'S DEPARTMENT

CTI

{CALGARY TECHNOLOGIES INC}
 New name. New brand. Coming soon.

*City's
 Future &
 Ecosystem
 Health: our
 vision &
 mission.*

*Key Areas:
 how we
 organize
 and
 measure
 ourselves.*

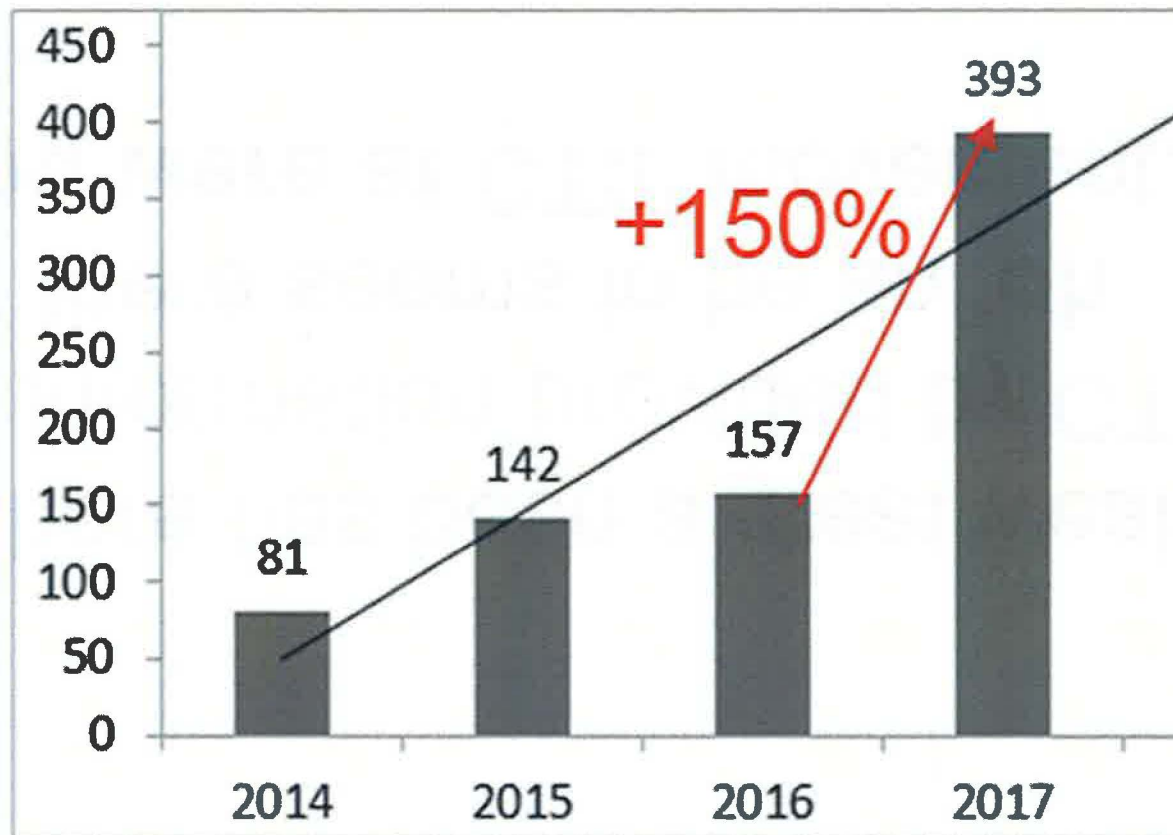


Collaborate First -- Think Global -- Love Founders -- Build Community -- Embrace Risk

Guiding principles infuse everything we do.

Meeting the Needs of Calgarians

Number of clients supported



“There has been a great wealth of information provided by CTI ... there seems to be an **‘oh you were at CTI!’** movement...”



“Special thanks to Scott Pickard, the facilitator of our CEO Roundtable.

His real-world experience is really appreciated!”

“I think it's crucial for entrepreneurs to have a like minded community to surround themselves with. The feedback, support, new ideas and (sometimes) kick in the butt are so important ...”

“CTI has provided me with immeasurable value. I have made **connections with really great people ... and best of all joined a very positive community.**”

GLOBAL METRO MONITOR 2018

Rank '14-'16	Metro	Country	Employment, '14-'16		GDP per capita, '14-'16		Rank '00-'16
			Growth Rate	Change (thousands)	Growth Rate	Change (thousands)	
296	Curitiba	Brazil	-3.9%	-143.2	-6.1%	-1.6	266
297	Edmonton	Canada	1.4%	20.9	-5.9%	-7.5	179
298	Sao Paulo	Brazil	-2.0%	-412.4	-5.8%	-1.9	120
299	Calgary	Canada	0.3%	4.6	-5.3%	-7.4	226
300	Macau	Macau	0.3%	2.5	-14.1%	-17.5	21

Innovation Cities Index

Toronto	8 (NEXUS)
Montreal	19 (NEXUS)
Vancouver	24 (NEXUS)
Quebec	57 (HUB)
Calgary	83 (HUB)
Edmonton	127 (HUB)

NEXUS: City is a critical nexus for large number of economic and social innovation segments, on an ongoing basis.

HUB: City has dominance on key economic and social innovation segments based on current global trends.

NODE: City has a strong performance across many innovation segments, with key imbalances or issues.

Trends and Research

Ecosystem Lifecycle Model

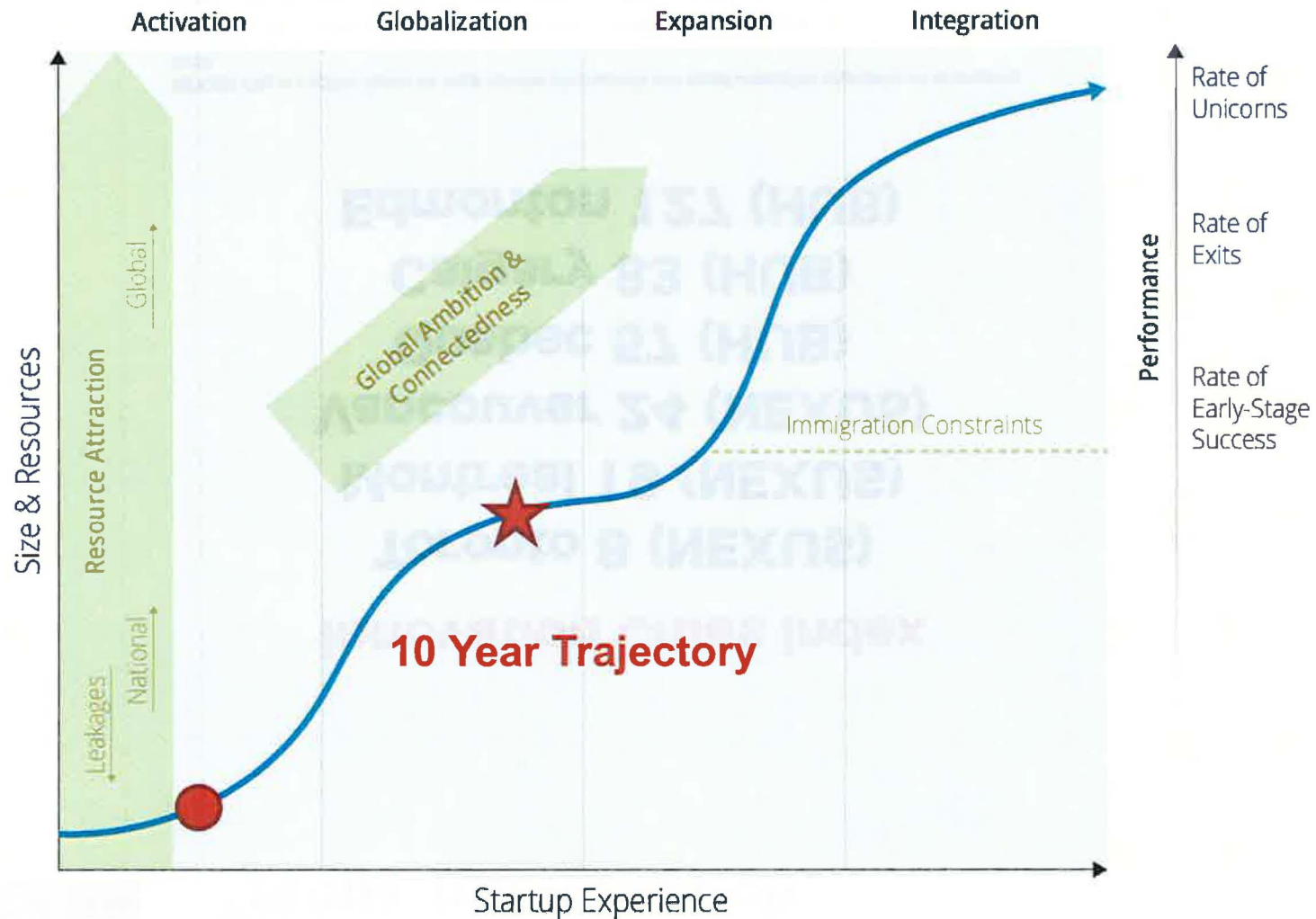
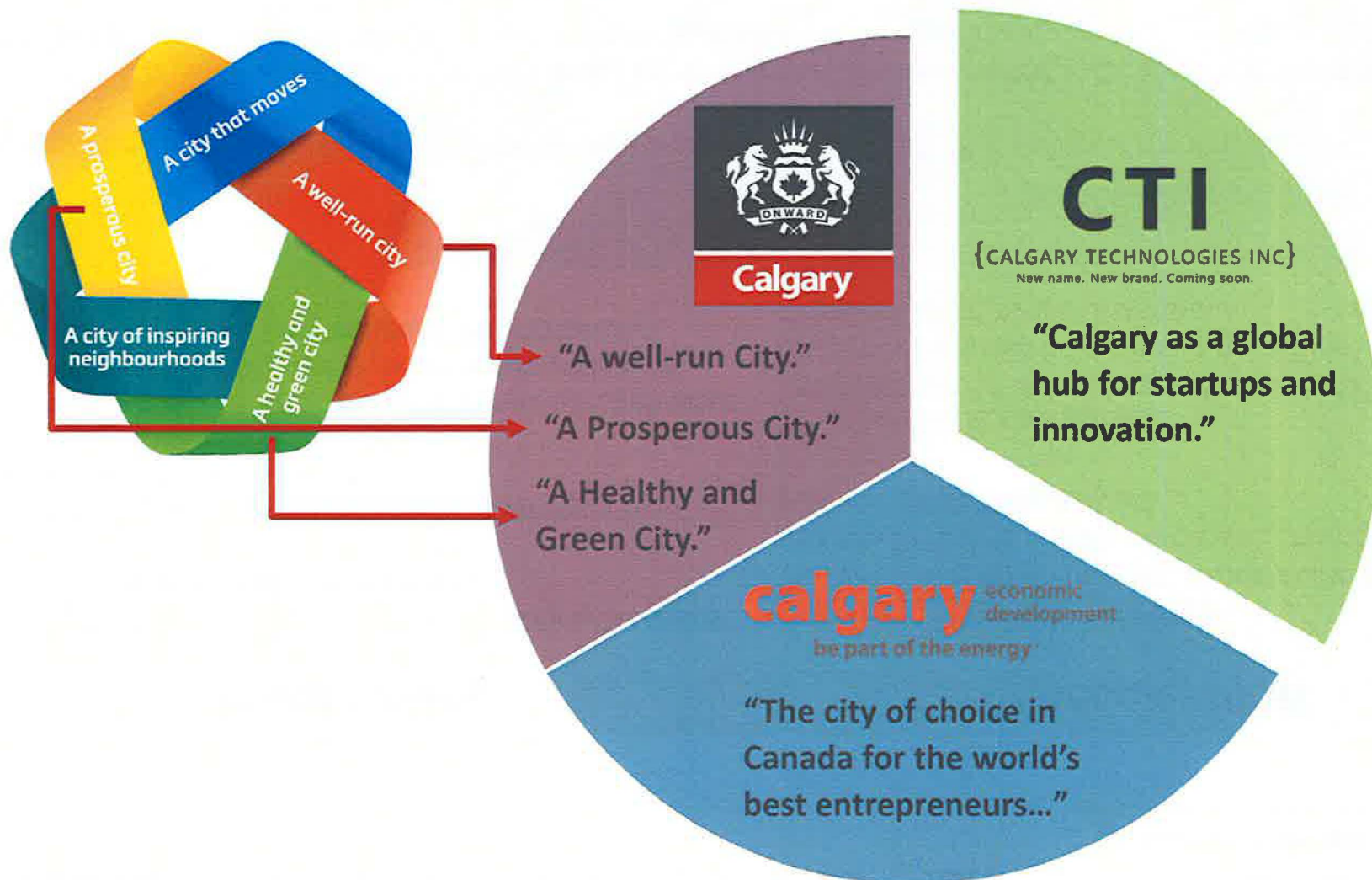


Figure 4

Alignment with Citizen Priorities & Council Directives





2019-2022 Business Plan

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Placemaking

Building out the Calgary innovation corridor with spaces that promote and celebrate innovation.

Purposefully curating and cultivating a community of innovators in our spaces.

Leading the creation and operation of multi-stakeholder labs, centres of excellence or other group initiatives aimed at building out subsectors of the innovation ecosystem.

Acceleration

Founders, Startups & Scaleups

Full wrap-around of services aimed at increasing velocity to revenue and investment, mixing local, regional and global players.

Corporations & Government

Initiatives aimed at helping corporations and government adopt next wave innovations, including those provided by local startups.

Advocacy

Building and supporting partnerships/coalitions that support and align the building of the ecosystem.

Building and sharing our expertise in how to accelerate innovation ecosystems (e.g.: Rainforest and Startup Genome) and the health of the Calgary/Alberta ecosystem.

Convening thinkers and doers focused on learning about and driving innovation and innovation ecosystems.

Making the case for supportive policy, investment and receptor capacity to government, investors and large corporations

Results and Measuring Performance

Global Connectivity

Top 3 globally connected innovation ecosystems in Canada

Early Stage Success

Highest average velocity (to first customer/investability) in Canada

Top 3 volume per capita of startups and scaleups
(From 300 to 3000 Startups)

The early stage investment capital of Canada

Local Connectivity

The most locally connected ecosystem in Canada



2019-2022 Operating Budget

DRAFT – Subject to final board approval

Operations (000's)	2019	2020	2021	2022
City of Calgary proposed operating grant	829	954	1079	1229
Other operating grants	2909	3413	3918	1900
Earned revenue from operations	2370	2770	4970	5870
Donations & fundraising revenue	0	0	0	0
Operating expenses	7529	8033	9738	9738
Net of revenue and expenses	-1421	-896	229	-739
Opening operating reserves	3000	1579	683	912
Ending operating reserves	1579	683	912	173

CTI intends to invest its accumulated reserves in both operations and capital to support our bold strategic direction.

2019-2022 Capital Budget

DRAFT – Subject to final board approval

Capital (000's)	2019	2020	2021	2022
Opening capital reserves	3000	2000	1500	1000
Requested City of Calgary lifecycle grants	0	0	0	0
Other City of Calgary capital grants	5000	0	0	0
Other capital revenues	0	0	0	0
Capital expenditures	6000	500	500	500
Ending capital reserves	2000	1500	1000	500

CTI intends to invest its accumulated reserves in both operations and capital to support our bold strategic direction.

The End

Backup Slides Following

