Canadian Association of Business Incubation

Advancing Business Incubation Coast To Coast

Business Incubation and Economic Development: *Growing the Contribution*

CABI's 19th Annual Conference
October 3 – 5, 2010, Toronto, Ontario

2010 Program

Your Conference Host:

TORONTO BUSINESS DEVELOPMENT CENTRE

Celebrating 20 years!

Mayor

DAVID MILLER

October 3, 2010

Canadian Association of Business Incubation
19th Annual Conference
Toronto, Ontario

Dear Conference Delegate:

As the Mayor of the City of Toronto, it gives me great pleasure to welcome you to the 19th Annual Conference of the Canadian Association of Business Incubation (CABI).

With a growing population of innovators, and entrepreneurs exploring new ways of collaborating, business incubation is taking centre stage in cities around the world as a vital and dynamic instrument in the growth of new and emerging businesses, and CABI is at the forefront of this activity. CABI continues to play a stewardship role as a national organization dedicated to creating employment and economic activity through the development of enterprises supported by the business incubation industry.

Toronto is Canada's largest city and sixth largest government, and home to a diverse population of about 2.6 million people. It is the economic engine of Canada and one of the greenest and most creative cities in North America. Toronto has won numerous awards for quality, innovation and efficiency in delivering public services. Toronto's government is dedicated to prosperity, opportunity and liveability for all its residents.

Toronto is heralded as one of the most culturally vibrant and diverse cities in the world. We are ranked as the safest large metropolitan area in North America and are home to one of North America's largest public transit systems. While in Toronto, I invite you to take advantage of all that the City has to offer – a vibrant downtown with vast amenities, restaurants, shopping, entertainment and a myriad of attractions.

On behalf of the City Toronto and your conference host the TBDC, we wish you a successful and memorable conference experience.

Sincerely,

David Miller

Mayor David Miller
City of Toronto

TORONTO

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WELCOME

Dear Guests and Colleagues:

Welcome to the 19th Annual Conference of the Canadian Association of Business Incubation (CABI)! Along with our host, Toronto Business Development Centre (TBDC), and in collaboration with the City of Toronto, the Stiller Centre, MaRS Centre, and the Toronto Fashion Incubator, we have been hard at work to design a conference with a stellar line up of industry speakers, powerful workshops, content-rich interactive sessions, eye-opening incubator tours, and numerous networking opportunities. This year's theme is aptly entitled "Growing the Contribution" and is focussed on business incubation as a valid economic development tool.

The next few days promise to be a highly engaging and educational experience for our delegates. The all-day Bootcamp "Building Blocks for Your Incubator" will provide valuable information on best industry methodologies and practices and will introduce you to an array of templates being utilized across Canada.

From successful incubator graduates to foremost government experts and leading industry authorities, our panel of conference speakers will both energize and inform. There will also be plenty of opportunities to engage delegates and speakers, and we hope you will take full advantage and seek out your colleagues from across Canada and south of the border. Share your ideas and explore new opportunities – that is what this conference is all about.

We have made every effort to make this conference a memorable experience. Starting with your conference headquarters at the historic Le Meridién King Edward where you will be transported to a more majestic time and place. A gala dinner hosted at the MaRS Discovery Centre, Canada's premiere convergence centre for innovation, will include tours of this impressive and state-of-the-art facility – a must see!

We have worked diligently to ensure an exciting and focused conference agenda. We hope you will have an interesting, challenging and educational few days. On behalf of all the CABI members and its executive, along with all the dedicated staff who have worked tirelessly to bring you this conference, enjoy! We're glad to have you here!

Sincerely,

Marie Lussier
President
Canadian Association of Business Incubation (CABI)

Dear Guests and Colleagues:

Toronto Business Development Centre warmly welcomes you to the Canadian Association of Business Incubation's 2010 Conference, the theme of which 'Business Incubation and Economic Development: Growing the Contribution' captures the emerging trend across our nation.

For over 20 years, the city of Toronto's Economic Development efforts has been the driving force of Business Incubation throughout Toronto. As a key partner supporting the success of this year's conference, the city of Toronto's Economic Development and Culture Division is proud to showcase the various models which were developed and subsequently flourished through their efforts. For over two decades, the Toronto Fashion Incubator (TFI) has nurtured, supported and promoted thousands of fashion entrepreneurs who contribute to the economic development of Toronto and to communities across the country. The award winning Toronto Business Development Centre (TBDC) has been nurturing the growth of new and emerging business throughout Toronto for 20 years. The Centre has expanded to two locations and is planning a third location as part of the city's Regent Park Redevelopment Project. For the past three years, the Toronto Food Business Incubator's (TFBI) 'Pre-Commercial Program' has been helping its member companies to reduce the risk and to drastically lower the cost of developing a sustainable food manufacturing venture by offering access to a production space and fully equipped commercial kitchen. Each incubated company also shares TFBI's network of industry contacts to help them survive and grow during the critical start-up period when they are most vulnerable. Originally just a filename (Medical and Related Sciences) over the past five years MaRS has grown into a great mix of services and clients. In addition to its offices, the MaRS Centre's numerous offerings include advisory service and entrepreneurship education to emerging companies in health care/life sciences, information technology, cleantech and social purpose enterprises.

As Ontario's capital and home to more than 2.7 million people, Toronto is one of Canada's leading centres of cultural and entertainment. As host city to this year's CABI Conference, Toronto wants you to discover all our city has to offer. You'll find that Toronto's 'Infotogo' provides visitors with resources and information on what to see and do while in Toronto and how to get around the city.

We are proud to host this year's CABI Conference and to showcase Toronto's Business Incubation Programs at work. We hope that you not only enjoy the conference but that your time in Toronto is wonderful and truly memorable.

Regards,

Ed Hobbs
Toronto Business Development Centre

AT A GLANCE

Sunday, October 3, 2010

Pre-Conference Workshop
Registration
7:30 a.m. – 9:30 a.m.

Welcome and Overview
9:00 a.m.

Building Your Incubation Program
9:30 a.m.

Building Your Incubation Program - Panel Session
9:45 a.m.

Networking Break
10:15 a.m.

Building Your Incubation Program - Group Sessions
10:35 a.m.

Building Your Incubation Program - Panel Review
11:20 a.m.

Lunch with Keynote Speaker
12:15 p.m.

Taking Care of Building Businesses
1:30 p.m.

Networking Break
2:15 p.m.

Social Media Tools for Incubators
2:30 p.m.

Building Community Partnerships
3:15 p.m.

Resources for Incubator Managers
3:30 p.m.

Review – Q&A – Next Steps
3:50 p.m.

4:00 p.m.
Wrap-up

Conference Registration
and Information
9:00 a.m. - 7:00 p.m.

CABI's 19th Annual Conference
Opening Reception
7:00 p.m. - 9:00 p.m.

Monday, October 4, 2010

Conference Registration
and Information
7:30 a.m. - 11:00 a.m.

Welcome Breakfast
with Keynote Speaker
8:00 a.m. - 9:00 a.m.

Creating an Innovative Economy
For Growth and Community
Revitalization
9:15 a.m. - 10:30 a.m.

Networking Break
10:30 a.m. - 10:50 a.m.

Concurrent Sessions

Digital Technologies – The Building Blocks for a Competitive Economy
10:50 a.m. – 12:00 p.m.

A Passion for Fashion
10:50 a.m. – 12:00 p.m.

Luncheon with Keynote Speaker
12:15 p.m. – 1:45 p.m.

Concurrent Sessions

Firing Up the Oven for Regional Food Business Growth
2:00 p.m. – 3:15 p.m.

Accelerating the Growth of Biotechnology Start-ups
2:00 p.m. – 3:15 p.m.

Networking Break
3:15 p.m. –3:45 p.m.

A Visit to MaRS - VIP Tour
and Evening Dinner
5:00 p.m. – 9:00 p.m.

Tuesday, October 5, 2010

Networking Breakfast
with Keynote Speaker
8:00 a.m. - 9:00 a.m.

Attracting Seed and
Early Stage Investment
9:15 a.m. - 10:30 a.m.

Networking Break
10:30 a.m. - 10:50 a.m.

Social Innovation & Creative Entrepreneurship
10:50 a.m. – 12:00 p.m.

CABI Awards Luncheon
12:15 p.m. – 1:45 p.m.

Helping Companies Re-think, Re-imagine, Reset
1:45 p.m. – 2:30 p.m.

Networking Break
2:30 p.m. –2:45 p.m.

Year 2020 Vision:
Incubation in the Next Decade
2:45 p.m. – 3:30 p.m.

CABI Annual General Meeting
3:45 p.m. – 4:45 p.m.

PRE-CONFERENCE WORKSHOP

Business Incubation Boot Camp 101
Building Blocks for Your Incubator

This all day workshop is designed to equip your "Toolkit" with ideas, resources and a network to ensure the best development of your Business Incubation Program. We have gathered professionals who will provide you with invaluable examples of the best methodologies, practices and templates in use today in Canadian Business Incubation Programs. There will be opportunities for group interaction and discussions to delve into the topics that are important to you.

Our goals for this Boot Camp are to create a network of incubation professionals to share information, provide ideas to implement in your program and a resource CD-ROM filled with examples of documents and templates that have been vetted over time to reflect "Best Practices" across Canada.

This session is geared to all levels of incubation professionals looking to evolve and grow their programs.

Sunday, October 3, 2010

Location: Knightsbridge Room, King Edward Hotel

Welcome and Overview — **9:00 a.m.**

Building Your Incubation Program — **9:30 a.m.**

- Best Practices
- Overview of CABI
- The View from 40,000 feet

Building Your Incubation Program - Panel Session — **9:45 a.m.**

- Client Application and Screening
- Client Graduation
- Metrics
- Governance

Networking Break — **10:15 a.m.**

Building Your Incubation Program - Group Sessions — **10:35 a.m.**

- Participants will explore the key areas of building an incubation program
- Group Reports

Building Your Incubation Program - Panel Review — **11:20 a.m.**

Question & Answer Session

Lunch with Keynote Speaker — **12:15 p.m.**

Speaker: Julian Brass, Founder and CEO, Notable TV

PRE-CONFERENCE WORKSHOPS

Sunday, October 3, 2010 *(continued)*

Taking Care of Building Businesses — **1:30 p.m.**

- Training
- Coaching and Mentoring
- Building an Incubation Ecosystem

Networking Break — **2:15 p.m.**

Social Media Tools for Incubators — **2:30 p.m.**

Building Community Partnerships — **3:15 p.m.**

Resources for Incubator Managers — **3:30 p.m.**

- CD-ROM Toolkit
- CABI Communication Resources

Review – Q&A – Next Steps — **3:50 p.m.**

Wrap-up — **4:00 p.m.**

CONFERENCE SCHEDULE

Sunday, October 3, 2010

Conference Registration and Information - Knightsbridge Foyer — **9:00 a.m. – 7:00 p.m.**

Opening Reception - Lobby Lounge — **7:00 p.m. – 9:00 p.m.**

Please join your colleagues and other conference delegates from across the country for the Opening Reception at Le Méridien King Edward Hotel with guest pianist Mary Jane Jarvis.

Monday, October 4, 2010

Conference Registration and Information - Lobby Lounge — **7:30 a.m. – 11:00 a.m.**

Welcome Breakfast with Keynote Speaker - Sovereign Room — **8:00 a.m. – 9:00 a.m.**

Speaker: Honourable Glen Murray, Minister of Research & Innovation

Investing In A Winning Economy For The 21st Century
Come hear about Ontario's Innovation Agenda! As a key driver of the Provincial platform for economic growth, it provides the framework for building a strong and vibrant "culture of innovation" across Ontario. Innovation depends on people with the right talent, training and attitude to create products and services the customer wants and needs. Start-up and emerging companies play a significant role in the continuum as they bring new innovations to market that promote economic growth, advance business formation, and create jobs and wealth in our communities.

Creating an Innovative Economy For Growth and Community Revitalization - Sovereign Room — **9:15 a.m. – 10:30 a.m.**

An innovative economy requires planning and support. It needs appropriate infrastructure, a well-trained workforce, knowledge and expertise, strong partnerships, financial support, and an environment that recognizes, encourages, and rewards creative entrepreneurship. Hear what's happening in different jurisdictions to foster a "culture of creative thinking" to achieve economic and social gain.

Facilitator: Ed Hobbs, General Manager, Toronto Business Development Centre

Speakers: Mike Williams, General Manager, Toronto Economic Development & Culture
Dr. Tom Corr, President & CEO, Ontario Centres of Excellence
Tracy Kitts, Vice-President & COO, National Business Incubation Association

Networking Break — **10:30 a.m. – 10:50 a.m.**

Concurrent Sessions

Digital Technologies – The Building Blocks for a Competitive Economy - Sovereign Room — **10:50 a.m. – 12:00 p.m.**

Technology is a strategic component of today's economy. It drives the way we learn, how we work, and how we live. Find out how several top performing organizations support early stage entrepreneurs innovate, collaborate, and create digital solutions.

Facilitator: Nina Gazzola, Director of Operations, MaRS

Speakers: Michele Perras, Director, Mobile Experience Innovation Centre, OCAD
Valerie Fox, Director, Digital Media Zone, Ryerson University
David Senior, Co-founder, Burstyn
Mark Zimmerman, Advisor, IT, Communications & Entertainment, MaRS

CONFERENCE SCHEDULE

Monday, October 4, 2010 *(continued)*

A Passion for Fashion - Knightsbridge Room **10:50 a.m. – 12:00 a.m.**

The Toronto Fashion Incubator (TFI) is a unique, vibrant organization dedicated to supporting and nurturing Canadian fashion designers. TFI provides a nurturing environment through shared production space, in-house design studios, exclusive promotional and sales opportunities, education seminars, mentoring, and supply chain referrals. Learn how TFI's strategic programs, services, and resources translate to fashion business success!

Facilitator: **Faye Rose, Business Services Manager, Innovacorp**

Speakers: **Susan Langdon, Executive Director, Toronto Fashion Incubator**
Ben Barry: CEO, Ben Barry Agency

Luncheon with Keynote Speaker - Sovereign Room **12:15 p.m. – 1:45 a.m.**

Speaker: **Ben Barry**, Author of "Fashioning Reality: A New Generation of Entrepreneurship" and CEO of the Ben Barry Agency. Founded in 1995, The Ben Barry Agency is the first modeling agency in the world to challenge the status-quo beauty ideal by representing models of all ages, sizes, backgrounds, and abilities.

Concurrent Sessions

Firing Up the Oven for Regional Food Business Growth - Knightsbridge Room **2:00 p.m. – 3:15 p.m.**

More and more regions in North America are looking in their own backyards and fields to discover the increasing value of food as part of their economic development strategies for the future. "From Field to Fork" sounds simple but is highly dependent on a network of supporting businesses and services that will make or break a food entrepreneur's vision. This presentation will look at the vital role 'knowledge and engagement hubs', incubators, and post secondary institutions play in supporting emerging and innovative local food business entrepreneurs.

Facilitator: **Danny Brennan, Programs Manager, Toronto Business Development Centre**

Speakers: **Barb Shopland, President, 2gener8 Solutions Inc. and Past President, Toronto Food Business Incubator**
Jonathan McDonough, President, Chef Jono
Robert Gibson, Senior Manager, Agrivalue Processing Business Incubator

Accelerating the Growth of Biotechnology Start-ups - Sovereign Room **2:00 p.m. – 3:15 p.m.**

Find out how to optimize the space you provide for your biotechnology clients and ensure you are meeting their needs. This session will cover site selection, budgetary considerations, necessary infrastructure, and more. Industry leaders will share their perspectives regarding essential support services that incubators need to be providing to early stage technology businesses and the start-up models we need to be looking to now and in the future, given the current state of early stage funding.

Facilitator: **Lee Smithson, Managing Director, The Stiller Centre**

Speakers: **Dr. Rafi Hofstein, CEO, MaRS Innovation**
Grant Tipler, RBC , Head Life Sciences & Healthcare Markets
David Young, Managing Partner Actium Capital and CEO of Arius Research
Dr. Ingo Koenig, Managing Partner, Koenig Consultants

Networking Break **3:15 p.m. – 3:45 p.m.**

Monday, October 4, 2010 *(continued)*

PLEASE NOTE: Delegates should exit the East Doors of the hotel to Leader Lane where the bus will provide transportation to the MaRS VIP Tour and Dinner at 4:30 p.m.

A Visit to MaRS - VIP Tour and Evening Dinner — 5:00 p.m. – 9:00 p.m.

Leading jurisdictions around the world are investing in a variety of models to build globally competitive companies from their science and technology assets. In 2000, private and public sector leaders came together to create MaRS, an innovation hub that connects the worlds of science, business and capital with the goal of dramatically improving commercialization outcomes.

From its inspiring blend of modern and heritage architecture in a research-rich downtown location to its inventive entrepreneurial programming and dynamic mix of start-up companies and mature tenants, MaRS is fostering an entrepreneurial culture that is a model for the world. Join MaRS CEO, Ilse Treurnicht and your CABI colleagues — for an informative and inspirational look inside one of Canada's leading innovation centres.

CONFERENCE SCHEDULE

Tuesday, October 5, 2010

Networking Breakfast with Keynote Speaker - Sovereign Room — **8:00 a.m. – 9:00 a.m.**

Speaker: **David Madié, President of Startup Company**

David Madié is a life-long serial entrepreneur who will share insights and perspectives.

Attracting Seed and Early Stage Investment - Sovereign Room — **9:15 a.m. - 10:30 a.m.**

Angel investors play a critical role in advancing innovation and commercialization through investment in early stage companies. Learn the critical elements for your client's successful "pitch" and hear about an innovative deal flow program designed to advance youth entrepreneurship.

Facilitator: **Marshall Ring, CEO, Biomedical Commercialization Canada**

Speakers: **W. Daniel Mothersill, President, National Angel Capital Organization**
Christopher Kay, Group Manager, Ryerson Angel Network & Portfolio Manager, Dobson Foundation Micro-Financing Seed Venture Fund

Networking Break — **10:30 a.m. - 10:50 a.m.**

Social Innovation & Creative Entrepreneurship - Sovereign Room — **10:50 a.m. – 12:00 p.m.**

Not everyone needs to create a Fortune 500 company! Organizations are emerging to foster an innovative culture centred on "change makers" - those engaged in solutions and ideas that tackle social, environmental, economic and cultural challenges. Toronto, Hamilton and Waterloo will share their stories and profile their models for providing dynamic space, programs, and resources, for organizations, businesses, and creative entrepreneurs.

Facilitator: **Judy Dunstan, Manager Business Incubation & Community Economic Development, Toronto Economic Development & Culture**

Speakers: **Tonya Surman, Executive Director, Centre for Social Innovation**
Tim Jackson, CEO Waterloo Accelerator Centre and Associate Vice President Commercialization, University of Waterloo
Jeremy Freiburger, Executive Director, Hamilton Imperial Cotton Centre for the Arts

CABI Awards Luncheon - Sovereign Room — **12:15 p.m. – 1:45 p.m.**

CABI will feature its national awards recognizing contributions and achievements in the field of Business Incubation. Incubator-of-the-Year Awards will be presented.

Helping Companies Re-think, Re-imagine, Reset - Sovereign Room — **1:45 p.m. – 2:30 p.m.**

To remain competitive in a rapid-changing marketplace, early-stage businesses often need to re-examine their strategies. This session will explore some innovative approaches designed to challenge the status quo and develop new business ideas that create real economic value, uncover valuable market insights and inspire lasting solutions. Idris Mootee's core philosophy is that innovation happens at the intersection of business economics, social technology and design culture.

Facilitator: **Michael Donahue, Business Development Manager, Toronto Business Development Centre**

Speaker: **Idris Mootee, CEO, Idea Couture**

Networking Break — **2:30 p.m. –2:45 p.m.**

CONFERENCE SCHEDULE

Tuesday, October 5, 2010 *(continued)*

Year 2020 Vision: Incubation in the Next Decade - Sovereign Room **2:45 p.m. – 3:30 p.m.**

What will our industry look like in 2020? What are the trends, opportunities and challenges ahead, and what does it all mean for the way you cultivate innovation, entrepreneurship and commercialization? Join our expert panel as they discuss where they believe business incubation is heading. Gain insight to enhance your offering to clients and other stakeholders.

Facilitator: **Marie Lussier, Manager, National Research Council Industry Partnership Facility**

Speakers: **Stephen Hartlen, President and CEO (Interim), Innovacorp**
Tracy Kitts, Vice-President and COO, NBIA

CABI Annual General Meeting - Sovereign Room **3:45 p.m. – 4:45 p.m.**

SPEAKER BIOGRAPHIES

Deanna Adams, Director, Casper Area Business Innovation

DeAnna Adams is Director of the Casper Area Business Innovation Center in Casper, Wyoming. Prior to that, DeAnna was Director of the Mississippi Technology Alliance Innovation Center in Jackson, Mississippi. DeAnna was selected as one of Mississippi's 50 Leading Business Women, is on the Board of Directors of the National Business Incubation Association, and was a small business owner for over twenty years.

Ben Barry, CEO, Ben Barry Agency

Ben Barry is the CEO of Ben Barry Agency, a modeling agency specializing in curvy and mature models. He is the author of bestseller *Fashioning Reality: A New Generation of Entrepreneurship*, a PhD student at Cambridge University, and has served as a Special Advisor to the Quebec Government where he helped create the first charter in North America to encourage the fashion industry to promote healthy and diverse images. Ben has been featured on Oprah and is the first male winner of the Governor General's Award in Commemoration of the Persons Case for advancing the equality of girls and women. In 2009, he partnered with *Project Runway Canada* winner Sunny Fong to build the emerging luxury fashion label VAWK. Ben is also Chair of the Toronto Fashion Incubator's Board of Directors.

Julian Brass, CEO & Founder, Notable

Julian Brass is recognized as an expert on young professionals and the trends, news, and lifestyle-related happenings that are relevant to his counterparts. He has been recognized as one of "Five geeks and gurus every marketer should meet" by MARKETING Magazine. Julian launched Notable to offer young professionals an online destination that they could call their own. When he launched his business, Julian's vision was to connect young professionals with something uniquely different from anywhere else on the Internet — a destination full of engaging video content, photos, articles, and events that speak to one, and only one subset of the population, the young urban professional.

Prior to founding Notable, Julian Brass lived in San Francisco where he joined a Silicon Valley start-up website known as Engage, a hybrid social networking and online dating website. While there, Julian had a strong presence in the Web 2.0, social media, and events culture. He co-founded a monthly event that brought together some of Silicon Valley's most successful young professionals and tech entrepreneurs with San Francisco's socialites.

Julian Brass is a graduate from the University of Guelph's Bachelor of Commerce program.

Danny Brennan, Programs Manager, Toronto Business Development Centre

Danny is a Program Manager at the Toronto Business Development Centre (TBDC). He works directly with TBDC's Incubation Program clients providing advisory services to grow sustainable and profitable businesses. Danny also managed the targeted Self Employment Training Program for over 15 years. Upon graduating from York University (BA and MBA), Danny held marketing management positions for companies in the packaged goods and alcoholic beverage industries, and has operated his own marketing communications company.

Dr. Tom Corr, President & CEO, Ontario Centres of Excellence

Dr. Tom Corr was recently appointed as President and CEO of Ontario Centres of Excellence (OCE) – a non-profit organization that drives the commercialization of cutting-edge Ontario-based research across key market sectors to build the province's innovation economy and secure its global competitiveness. Previously, Dr. Corr was the CEO of the Accelerator Centre (AC) at the Waterloo Research and Technology Park and Associate Vice-President of Commercialization at the University of Waterloo (UW) and Director of Commercialization - IT & Communications at the University of Toronto.

Michael Donahue, Business Development Manager, Toronto Business Development Centre

Michael is Business Development Manager at the Toronto Business Development Centre (TBDC). In this role, Michael has leadership responsibility for developing new service initiatives and establishing community partnerships to support the growth of the Centre. For the past twelve years, Michael's career has focused on nurturing the success of new and early-stage businesses. Prior to joining TBDC, Michael established and managed a successful medical instrumentation business. Michael is a graduate of the University of Toronto where he studied Economics and currently serves on the CABI Board.

SPEAKER BIOGRAPHIES

Judy Dunstan, Manager, Business Incubation & Community Economic Development, City of Toronto Economic Development & Culture

Judy Dunstan is Manager of Business Incubation & Community Economic Development at the City of Toronto. Her career spans both public and private sector experience in business incubation, economic development, and urban planning. Judy was a Registered Professional Planner for many years, has a combined Honours Degree in Geography and Urban Studies, and an Economic Development Certificate from the Economic Developers Association of Canada and the University of Waterloo. In her current role, Judy facilitates the establishment, maintenance and/or expansion of business incubators across the city. She has a keen interest in collaboration and the cross pollination of ideas, best practices, and shared service delivery. She also focuses on the economic impact of business incubation through success metrics and performance standards that evaluate incubator activity and their impact on the local economy

Valerie Fox, Director, Digital Media Zone, Ryerson University

Valerie is Director of the Digital Media Zone (DMZ) at Ryerson University. The DMZ is a collaborative incubation space designed to bring digital-media-based ideas to fruition. Before joining Ryerson University, Valerie Fox was the National Practice Lead of User Experience Design for IBM Canada. She has been a business opportunity developer, creative director and user experience advisor for a multitude of digital user experiences. She is a professional coach as well as an inventor, with a patent for the Universal Shopping Cart for the web and 4 patents for a synchronized multi-tablet internet/TV.

Jeremy Freiburger, Executive Director, Imperial Cotton Centre for the Arts

Jeremy has been heavily involved in the Hamilton arts scene for the better part of a decade and has worked for many arts organizations including the Hamilton Conservatory for the Arts, the Canadian Ballet Youth Ensemble, Hamilton Urban Theatre, and the Hamilton and Region Arts Council. After studying theatre at McMaster University and the American Music and Dramatic Academy in New York, Jeremy became the Managing Producer for the RBC Festival of Classics in Oakville. Jeremy is the founder and Executive Director of the Imperial Cotton Centre for the Arts and sits on numerous committees including the Jobs Prosperity Collaborative, the Economic Development Advisory Committee, and the Youth Economic Summit Planning Committee. The ICCAs most recent project is the Cossart Exchange - a small business incubation program for creative sector entrepreneurs in downtown Hamilton.

Nina Gazzola, Operations, MaRS Centre

As Director, Nina Gazzola has honed her skills and insight overseeing leasing, operations and tenant relations at Canada's premiere innovation centre for over a decade. Located in the heart of Toronto's Discovery District, the MaRS Centre offers unrivaled laboratory and office space for start-up, mid-sized and mature companies across the innovation spectrum; Nina manages the relationships and contracts to optimize this valuable urban resource.

Nina holds a BA in Political Science and Administration from Wilfrid Laurier University in Waterloo, Ontario and is a member of the Building Owners and Managers Association (BOMA). Prior to MaRS, Nina worked in special projects for the Deputy Minister of the Ontario Ministry of Energy, Science and Technology.

Robert Gibson, Senior Operations Manager, Alberta Agriculture and Rural Development

As Senior Operations Manager for the Food Processing Division, Mr. Gibson is accountable for the operation of three research and development facilities and the Agrivalue Processing Business Incubator to support and lead the growth of Alberta's Agricultural processing industry.

Mr. Gibson received his Bachelor of Science from York University in 1972. Prior to starting with Alberta Agriculture and Rural Development, he assisted in the establishment of UFL Foods Inc., an ingredient supplier to the food industry, managed the Food Service Division for Gainers Inc., a major meat processor, worked in research and development for the Alberta Cattle Commission, developing new products for commercial processing, and was the Assistant General Manager for Lilydale Cooperative Ltd., a further processor of poultry products.

Mr. Gibson started with Alberta Agriculture and Rural Development in 1989, providing product and process development services to clients in the area of meat processing. He then moved into a management role with the Food Processing Division as Programs Manager, prior to his current position as Senior Operations Manager. In 2007, management of the newly constructed Agrivalue Processing Business Incubator was added to the Operations Branch.

SPEAKER BIOGRAPHIES

Stephen Hartlen, President and CEO (Interim), Innovacorp

Stephen is interim President and CEO, and VP of Mentoring at Innovacorp, an organization that enables innovative early stage Nova Scotia companies to accelerate commercialization of their technologies. Stephen oversees Innovacorp's High Performance Incubation (HPi) business model, the bi-annual I-3 Technology Start-Up Competition, and manages the Early Stage Commercialization Fund .Stephen is a graduate of Dalhousie University with a Bachelor of Commerce in Economics, and Saint Mary's University with a Master of Business Administration in Finance. He is also pursuing the Chartered Director designation through the DeGroote School of Business at McMaster University and the Conference Board of Canada.

Ed Hobbs, General Manager, Toronto Business Development Centre

Ed has been General Manager of Toronto's internationally award winning Business Development Centre for the past twelve years. During those years the Centre's services and programs have grown to where it now serves clients from two locations in Toronto with more locations in the planning. The Toronto Business Development Centre has become Ontario's leading entrepreneurial development organization for people with a disability. The Centre is currently in the midst of opening the New Opportunities Incubator (NOI), Canada's first incubator dedicated to nurturing the growth of new enterprises owned and operated by persons with a disability. In addition to his duties at the Toronto Business Development Centre Ed is Chair of the Canadian Association of Business Incubation (CABI) and he continues to teach entrepreneurship courses at Centennial College in Toronto. Over many years, Ed has delivered numerous seminars on Business Incubation and Economic Development throughout North America, Europe and Asia.

Dr. Rafi Hofstein, President and CEO, MaRS Innovation

Dr. Raphael Hofstein joined MaRS Innovation as President and CEO in June, 2009. Dr. Hofstein received his PhD and Master of Science degrees in Life Sciences and Chemistry from the Weizmann Institute of Science in Rehovot, Israel. His Bachelor of Science degree in Chemistry and Physics was attained from the Hebrew University in Jerusalem. From 1999 to June 2009 Dr. Hofstein held the position of President and CEO of Hadasit Ltd., the technology transfer company of the Hadassah Medical Organization in Jerusalem. He has served as Chair of Hadasit BioHolding Ltd., publicly traded on the Tel Aviv Stock Exchange (TASE), since 2005.

Tim Jackson, CEO, Accelerator Centre

Tim Jackson is a founder and Partner of Tech Capital Partners where he focuses on investment opportunities in the wireless, communications, new media, and internet sectors. In March 2010, Tim also assumed the roles of CEO of the Accelerator Centre and Associate Vice President Commercialization at the University of Waterloo. Prior to co-founding Tech Capital, Tim was CFO and CEO at PixStream, a technology company focused on distributing and managing digital video across broadband networks.

Christopher Kay, Group Manager, Ryerson Angel Network

As the Group Manager of the Ryerson Angel Network (RAN), Chris works with some of the leading start-up ventures in Southern Ontario. His responsibilities include building relationships with incubators and post-secondary institutions to help fund early stage ventures in these programs and managing RAN's operations. Chris maintains full-time employment at a boutique portfolio management firm and is currently earning a Bachelor of Commerce Degree in Finance at Ryerson University. He has obtained his Canadian Investment Manager (CIM) designation from the Canadian Securities Institute and is a Chartered Alternative Investment Analysis (CAIA) Level 2 Candidate and a Chartered Financial Analyst Level 1 Candidate.

Dr. Ingo Koenig, Managing Partner, Koenig Consultants

Ingo studied business administration and economics at Kiel University where he received a PhD in economic policy and also earned an MBA from the University of Southern California in Los Angeles, USA. As an associate principle at McKinsey & Co., Ingo dove into the fascinating world of consulting, which included challenging Clients, great teams, top-notch ideas and many long hours. More recently he enjoyed starting-up his own companies in the areas of life-sciences-, wind-power-technology and consulting.

SPEAKER BIOGRAPHIES

Tracy Kitts, Vice President and COO, National Business Incubation Association

Tracy Kitts is vice president and COO of the National Business Incubation Association (NBIA), where he oversees the internal operations and finances of the association. Mr. Kitts has worked in the business incubation industry for more than 15 years and has presented information on the subject at numerous conferences and events. Before joining the NBIA staff in 2000, Mr. Kitts was CFO/CIO of the Appalachian Center for Economic Networks, an economic development organization working to revitalize rural economies in Appalachia. While there, his primary focus was on the development and implementation of programs that used technology to promote the social networking of entrepreneurs, entrepreneurial resources, schools and local government. Mr. Kitts is a graduate of Ohio University.

Susan Langdon, Executive Director, Toronto Fashion Incubator

Susan Langdon is the Executive Director of the Toronto Fashion Incubator (TFI), a world-renowned, non-profit small business centre dedicated to supporting and nurturing Canadian fashion designers and entrepreneurs. As Executive Director, Susan is responsible for the daily operation and management of the TFI and its programs, including all financial and organizational administration, promotion and marketing, fundraising, reviewing Resident applications, providing business consultations to TFI Resident members and developing and overseeing special events. Susan is a native Torontonian and graduate of Ryerson University's Fashion Design program. Over the past 30 years in the fashion industry, Susan has received a number of prestigious awards including the City of Toronto's Excellence in Fashion Industry Achievement Award, Ryerson University's Alumni Award of Distinction and induction in its Hall of Fame, and the JoAnna Townsend Award from the Organization of Women in International Trade.

Marie Lussier, Manager, NRC Industry Partnership Facility, Ottawa

Marie Lussier is Manager of a NRC Industry Partnership Facility in Ottawa, a technology based incubator. She previously managed the CRC Innovation Centre. Marie was first elected as President of CABI in 2001. Under Marie's leadership, CABI has grown from a relatively small organization to become Canada's recognized voice on business incubation. With membership from coast-to-coast, CABI is now a truly national organization with more that 60 per cent of its membership from the Canadian technology sector. A dynamic speaker, Marie has delivered numerous seminars throughout Canada and the United States and addressed numerous international trade missions, symposiums and conferences as one of Canada's recognized experts in business incubation. A graduate of the University of Manitoba, Marie has been published in numerous journals and newspapers on business incubation issues.

Dave MacKillop, Manager, Alastair Ross Technology Centre

Dave has a strong interest in looking for ways to reduce the impact that the Alastair Ross Technology Centre (ARTC) has on the environment. Since 2003, he has involved the ARTC in a number of environmental projects including commercial xeriscaping, the ARTC Green Roof, BOMA Go Green Certification, and a wind turbine research project in conjunction with Sustainable Energy Technologies. Prior to joining CTI, Dave had a twenty plus year career in banking (lending, Region Manager, Human Resources), and consulting (executive search, change management, career development).

Jonathan McDonough, Chef Jono

Jonathan has been an executive chef at Carlevales, Fentons, the Senator, Centro, La Raclette, Sperlings, the Left Bank, Cibo and Prego. In the 90's he was a caterer for the Ford/Saleen race car team cooking at all the tracks in North America and he was a private chef in Atlanta, cooking for clients year round and during their vacations in France and Italy. Currently Jonathan operates a fine foods manufacturing business, is an educator and still caters elegant dinner parties.

SPEAKER BIOGRAPHIES

David McNamara, VP Incubation, Innovacorp

David is VP, Incubation at Innovacorp, an organization enabling innovative early stage Nova Scotia companies to accelerate commercialization of their technologies and increase competitiveness in export markets. In this role, David manages the Technology Innovation Centre in Dartmouth, the BioScience Enterprise Centre in downtown Halifax, and a third facility occupied by a major post-incubation client. He pioneered the first government department in Canada focused on small business development. With over thirty-seven years of community, economic and business development experience with the Nova Scotia government, David has consulted on incubator development in the Caribbean, Sweden, the State of Maine, and many Canadian provinces. David is on the board of directors and executive of the Canadian Association of Business Incubation.

David Madié, President, Startup Company

David Madié is a life-long serial entrepreneur and the founder of Startup Company in New York City and Copenhagen. Startup Company develops tools under the StartupWheel® brand that help business advisors in their daily dialogue with start-ups and growth companies to make decisions, and take action. As the creator of the StartupWheel®, David has trained more than a thousand entrepreneurs and has been a speaker at numerous events and conferences on entrepreneurship over the last 10 years. In 2002, David was selected by the World Economic Forum as one of 100 Global Leaders of Tomorrow under 35, for his entrepreneurial activities in developing countries, and today serves as an advisor for the Danish Government on best practice for business incubators and business link centers**.**

Idris Mootee, CEO, Idea Couture

Idris Mootee is an internationally acclaimed strategy and innovation expert, author, and venture capitalist. As CEO of Toronto based Idea Couture, Mr. Mootee helps organizations like LG, TD Canada Trust, Kraft and Pepsi use applied design thinking to reinvent competition. Mr. Mootee is also a catalyst for new venture creation. He regularly assists entrepreneurs with new business model designs and has incubated several new companies in Toronto.

Daniel Mothersill, President, National Angel Capital Organization

Daniel Mothersill is a serial entrepreneur and a serial Angel investor, keynote speaker, and lecturer with hands-on experience in industries ranging from manufacturing, to green technologies, to resources, to IT. In the last decade, he has founded and financed eight companies and spun off four of these as profitable enterprises.

Daniel is currently president and founding member of the National Angel Capital Organization (the national voice of Canadian Angel investors), and serves as a Distinguished Visiting Professor at Ryerson University, where he was instrumental in creating and funding Canada's first alumni-based Angel investor network to finance student-initiated companies. He also advises a number of high-growth, early-stage companies, specializing in organizational and positioning strategy, financing approaches, communications, and investor relations.

The Honourable Glen Murray, Minister of Research and Innovation

Glen Murray was appointed Minister of Research and Innovation for the Province of Ontario on August 18, 2010.

Glen has a lifetime of activism in urban planning, sustainable development and community health. He was appointed President and CEO of the Canadian Urban Institute in 2007. He has served on several university, hospital and community boards including the Expo 2015 Bid Committee and the Toronto District School Board's Reference Group for Improving Services for Marginalized Students.

Glen was mayor of the City of Winnipeg and during his tenure was the Chair of the Big City Mayors Caucus. Glen was born in Montreal where he attended Concordia University's School of Community and Public Affairs majoring in Urban Studies.

Michele Perras, Director, Mobile Experience Innovation Centre, OCAD

Michele Perras is a researcher focusing on digital strategy, collaborative innovation and human-centred foresight. She is the Director of the Mobile Experience Innovation Centre, a non-profit organization dedicated to design leadership, experiential and applied research in Canada's mobile industry. In addition, Michele is a member of the Board of Directors for Wireless Toronto and sessional faculty at OCAD.

SPEAKER BIOGRAPHIES

Marshall Ring, CEO, Biomedical Commercialization Canada Inc.

Marshall Ring has a deep passion for early-stage technology commercialization that has existed for the past decade. Currently, Marshall is the CEO of Biomedical Commercialization Canada Inc. (BCC). BCC is a private sector, but not-for-profit, business incubation program. Over the course of the last five years with BCC, he has had the opportunity to work on many early-stage technologies, many of which have successfully made it to the market.

Faye Rose, Manager, Innovacorp

Faye Rose is Innovacorp's business services and leasing manager, with more than 20 years of business incubation experience. She oversees the daily operations and leasing functions of the Technology Innovation Centre in Dartmouth and the BioScience Enterprise Centre in downtown Halifax. Prior to joining the world of incubation, Faye held several management positions and was an entrepreneur.

David Senior, Co-founder, Burstyn

David Senior graduated from Ryerson University in 2007 with a degree in Entrepreneurship. Before completing his degree David founded two web based companies focused on social media and ecommerce. Since graduating David worked in purchasing for Canada's 4th largest packaging company before starting his own mobile application development business. David works under contract for online e-commerce retailers helping them expand their businesses into the mobile space.

Barb Shopland, President, 2gener8 solutions inc.

Barb Shopland is the founder and principal of 2gener8 solutions inc., a results-based consultancy company developing and generating strategic breakthrough results with clients in the public and private sectors. With years of experience in the food industry, Barb led the creation and delivery of the 10-year Ontario Culinary Tourism Strategy and Action Plan (2005), developed and implemented the strategic growth plan for the George Brown Chef School, supported food entrepreneurs in proof of concept and strategic business planning and worked with regions and communities of interest throughout North America to develop creative food cluster concepts that drive economic development.

Barb is Past President and current Board member of the Toronto Food Business Incubator (TFBI) and Co-Chair of the Ontario Culinary Tourism Alliance(OCTA).

Lee Smithson, Managing Director, The Stiller Centre

As Managing Director, Lee manages and coordinates the daily operations and programs of The Stiller Centre. He is an experienced program developer with deep experience in laboratory management, program design and sales. Before becoming Managing Director at The Stiller Centre, Lee had successfully developed a new program option for small science entrepreneurs, The Convergence Lab. In this program, he engaged his broad network of industry and academic research and development professionals to deliver fast and easy access to leading edge technologies for the SME marketplace.

Sandra Stevens, Fort McKay Business Incubator

Sandra has been living and working in Alberta for over 25 years as a business owner and business management consultant to private, public and not-for-profit organizations. Sandra currently manages the Fort McKay Business Incubator, a cooperative venture between Fort McKay First Nation and Suncor Energy. Prior to this position, Sandra was contracted to the Aboriginal Human Resource Council as National Director, Trades and Apprenticeship Project. The Council's three-year $2.6 million project set out to increase Aboriginal participation in trades and apprenticeship, in business development with employment and training organizations, industry, unions, government and colleges.

Tonya Surman, Executive Director, Centre for Social Innovation

Tonya Surman is the founding executive director of the Centre for Social Innovation – a dynamic convergence space whose mission is to catalyze, connect and support new ideas that are changing the world. CSI was awarded the 'City Innovation' award from the Canadian Urban Institute in 2009 and Tonya was recognized as a 'Leader in Social Change' from the Canadian New Media Awards in 2009.

Grant Tipler, Life Sciences & Health Services, RBC Royal Bank

Grant Tipler is the head of the Life Sciences & Health Services team of the Knowledge Based Industries group at RBC Royal Bank. Grant has been instrumental in growing the Life Science practice since 1997 and making RBC the clear leader in banking this sector. Grant is a business coach to many life science businesses; new and mature companies alike seek his advice and counsel as they grow and transition. He works closely with other members of RBC, local venture capitalists, and other service providers to provide more than just money to this exciting and growing industry segment.

Dr. Ilse Treurnicht, CEO, MaRS Discovery District

Ilse Treurnicht is the CEO of MaRS Discovery District, a leading innovation centre located in Toronto. She oversees both the development and operations of the MaRS Centre and its broad suite of entrepreneurship and innovation programs.

Ilse joined MaRS in early 2005 from her role as President & CEO of Primaxis Technology Ventures, a start-up stage venture capital fund focused on the advanced technologies sector. Prior to Primaxis, Ilse was an entrepreneur with senior management roles in a number of emerging technology companies. Ilse holds a PhD in chemistry from Oxford University, which she attended as a Rhodes Scholar.

Jeff Wentzell, Manager, Ingeonuity

Jeff Wentzell, Manager of Business Incubation, is with Ingeonuity the Business Incubation Centre at the Annapolis Valley Campus of the Nova Scotia Community College in Middleton, Nova Scotia. He has been with the NSCC for 6+ years in the Applied Geomatics Research Group working on geomatics projects in the areas of rural health, watersheds and water quality, agricultural land use, and rural community development. Jeff has served as director and President of the Nova Scotia Institute of Agrologists and is currently serving a term on the Board of Directors of the Canadian Association of Business Incubation (CABI).

Michael Williams, General Manager, Economic Development and Culture Division, City of Toronto

Mike joined the City of Toronto in February of 2009. His main responsibilities include the implementation of the City's Agenda for Prosperity and its Culture Plan. He also sits on the Boards of Build Toronto, Invest Toronto, Toronto Port Lands Company, and Tourism Toronto.

Mike has spent the majority of his career in senior private sector consulting, marketing and global operations positions. He also worked for a private-public partnership promoting regional economic development.

Mike has an M.A. in Urban Geography and is a Certified Management Consultant (C.M.C.).

Dr. David S. Young, Managing Partner, Actium Capital Advisors

Dr. Young was the founder of ARIUS Research Inc., a biotechnology company which was publicly traded on the TSX. Dr. Young was CEO of ARIUS from its inception in 1999 until the successful sale of the company to F. Hoffman-La Roche ("Roche") of Switzerland in 2008. He is currently the Chairman of the board of directors of The Ontario Biosciences Industry Organization, a non-profit biotech industry group, of MabNet, a NSERC Strategic Network and co-chairs the Collaborative Health Research Projects selection committee, a joint funding program of NSERC and CIHR.

Mark Zimmerman, Advisor, IT, Communications and Entertainment, MaRS

Mark's been working in the information and communication technology industry for more than 15 years. He's worked with some of the biggest companies in the industry, but he's also worked with very early stage start-ups—so he knows what it's like to be in an entrepreneur's shoes. Mark uses his experience to help MaRS clients in the areas of B2B enterprise software and SaaS business models as well as security and privacy.

"I love new ideas—they get me excited every morning and keep me going throughout the day. At MaRS, I get to see new ideas grow, evolve, change shape and, eventually, become real businesses. It's a fascinating time to be here."

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