



Canadian Association of Business Incubation
Advancing Business Incubation Coast To Coast

INCUBATION BY DESIGN

a World of Possibilities



CABI

21ST ANNUAL
CONFERENCE

September 30TH
to October 2TH

RADISSON HOTEL
SASKATOON, SK

WITH YOUR
CONFERENCE
HOST:

 ideas inc

Message from the Minister of Advanced Education:

On behalf of the Government of Saskatchewan, I welcome the delegates visiting Saskatoon for the 21st Annual Conference of the Canadian Association of Business Incubation (CABI). Your conference theme, “Incubation by Design – A World of Possibilities” speaks to the critical work incubators do in opening doors for entrepreneurs. This mindset is incredibly valuable in the emerging world of business and technology incubation.

You will find our province is a warm and inviting place – especially now when harvest is on and the fields are golden. You will also find our citizens friendly and eager to embrace fresh new ways of thinking. We hope your stay here makes you want to come back again and explore.

While you are trading ideas with incubators from across Canada and celebrating your successes, we hope you will feel our entrepreneurial spirit. Ideas are meant to be shared and enhanced so they can take shape in our everyday lives and that is what is so special about what you do every day.

We’ve seen record growth in our economy over the past number of years and more people from across Canada and around the world are choosing to make Saskatchewan their home. Our province is being recognized as the great place it is to live, work and raise a family. A vibrant business sector is an essential driver in this phenomenal growth.

I wish you lively discussion and discovery as you gather in this charming city of bridges. Hopefully, you will build many of your own bridges while you are here.

Yours sincerely,

A handwritten signature in blue ink that reads "Don Morgan". The signature is written in a cursive, flowing style.

Don Morgan, Q.C.
MINISTER OF ADVANCED EDUCATION

Message from the Mayor of Saskatoon:

It is my sincere pleasure to extend a warm welcome on behalf of the citizens of Saskatoon to delegates attending the Canadian Association of Business Incubation's 21st Annual Conference. We appreciate the opportunity to host you in our city and hope you will enjoy our hospitality.

With the theme "Incubation by Design – A World of Possibilities," your conference will provide a forum for insight and education on the diversity and success of incubation programs. Thank you to conference organizers for presenting this valuable opportunity for collaboration and networking for the business incubation industry.

I invite visitors to find some time to enjoy our city and experience our warm, prairie hospitality. Explore our wonderful attractions, restaurants, and shopping amenities and discover the qualities that make Saskatoon Shine.

Best wishes for a very successful conference and enjoy your stay in Saskatoon.

A handwritten signature in blue ink that reads "Donald J. Atchison". The signature is stylized with a large 'D' and a cursive 'A'.

Donald J. Atchison
MAYOR

Message from CABI's Board Chair:

On behalf of CABI's Executive and Board of Directors, I would like to welcome you to CABI's 21st Annual Conference on Business Incubation.

Moving into our third decade, we are very proud to be able to affirm that CABI's annual conferences are the best place in the nation to find the latest information on the business incubation industry. We represent model programs, proven tools and innovative solutions that help leverage a community's resources to nurture entrepreneurship. CABI is the 'Voice of Incubation'.

CABI's volunteer Board of Directors continues to support CABI as the 'Voice of Incubation' in Canada. As such, the first year of CABI's third decade has turned out to be as exciting as the final year of CABI's second decade. Building on the success of CABI's 20th Anniversary Conference in Ottawa, the Board has been able to explore new initiatives while maintaining the growth of our mainstream activities.

We're confident this year's Conference in Saskatoon will prove both informative and thought-provoking as CABI moves forward with its support of incubation, acceleration and immigration. CABI's Executive would like to thank Phyllis Lodoen and her team at Ideas Inc. for hosting this year's CABI Conference and for the work they've accomplished to help ensure the success of the next few days.

Although CABI lost two long term board members this past year, it gained three new board members whose contributions have been greatly appreciated.

We truly look forward to meeting everyone during this conference and we ask you to help spread the news about CABI's 2013 Conference which will once again be held in Toronto. There are exciting times ahead in CABI's third decade of supporting incubation across Canada. We invite you to come along for the ride.



Ed Hobbs
Chair

Canadian Association of Business Incubation (CABI)

Message from CABI's President:

Dear Guests and Colleagues:

Welcome to the Canadian Association of Business Incubation's 21st Annual Conference.

CABI is proud to have been the Voice of Business Incubation in Canada for the past 21 years! Business Incubation continues to be a leading economic development tool to create wealth, increase employment, and develop new export markets while constantly encouraging entrepreneurship and developing new small and medium size enterprises. This year's conference theme is Incubation by Design – A World of Possibilities with emphasis on innovation, acceleration and immigration.

Our conference program kicks off with our popular, all-day Pre-Conference Boot Camp, jam-packed with informative material! The Boot Camp is an invaluable toolkit that will help you learn how to develop your business incubation program. Find out the ten things you need to know about best practices in business incubation; learn how to design, build or renovate an incubator; and how to recruit clients for your incubator. Our team of incubation professionals, engineering and construction specialists, will provide a comprehensive day from concept to marketing- to fundraising- to handing over the key to your new or renovated incubator – to building your pipeline and creating those essential partnerships.

You will find sessions on diverse topics such as client services and key metrics - learning what to measure, how to measure, and when to measure; seed accelerators – why it's the hot new topic in media now; private sector investment - our commitment to the community; and the support continuum – a community effort in helping entrepreneurs grow.

We are very proud this year to bring the conference west to Saskatoon where business is booming and innovation is at an all time high. Saskatchewan's largest city provides convenient amenities and an inviting natural setting. Explore the trendy Broadway shopping district, delicious authentic local cuisine in one of many fine restaurants, check out the latest technology and research advancements, play a round of golf on one of several award-winning courses, or explore 6000 years of First Nations' culture.

Our host hotel, the Radisson Hotel Saskatoon boasting newly renovated facilities, promises to be a great venue offering breathtaking views of the South Saskatchewan River Valley and City Centre. Another one of our conference highlights is our infamous Gala Reception being held at Innovation Park! We boast some of CABI's unique traditions and experiences of Canada's famous hospitality from some of our founding members.

We are very excited that this year CABI and Citizen and Immigration Canada (CIC) will lead a panel discussion to introduce CIC's Start-Up Visa Program and the partnership with CABI's Soft Landing Program - the latest immigration endeavor, to be introduced at our 21st Annual Conference. This program will link innovative immigrant entrepreneurs to the necessary expertise they require to successfully navigate the Canadian business environment and lead them on the road to becoming innovative entrepreneurs.

Finally, I would like to thank our leading-edge companies and organizations, whose generous support contributed to the success of this conference.

Again, welcome to Saskatoon and CABI's 21st Annual Conference. I hope that you will find the conference informative and enjoyable, that you will take the opportunity to meet new friends and visit with old friends, and that you will have a great stay in Saskatoon.



David McNamara
PRESIDENT
CANADIAN ASSOCIATION OF BUSINESS INCUBATION (CABI)

at a glance schedule

Sunday, September 30th DaVinci Ballroom

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|---|--|--|
| <ul style="list-style-type: none">● Registration and Information
7:30 am – 6:00 pm● Session Introduction: From Idea to Opening Day 8:30 am – 9:00 am● Best Practices in Business Incubation
9:00 am – 10:00 am● Networking Break
10:00 am – 10:30 am | <ul style="list-style-type: none">● Incubation Case Study
10:30 am – 11:00 am● New Construction or Renovation
11:00 am – 11:45 am● Luncheon with Keynote Speaker
12:00 pm – 1:00 pm● Recruitment of Clients
1:00 pm – 2:00 pm | <ul style="list-style-type: none">● Networking Break
2:00 pm – 2:15 pm● Round Table: Ask an Expert
2:15 pm – 3:30 pm● Bear Pit and Session Debrief
3:30 pm – 4:00 pm● Opening Reception
4:30 pm – 6:30 pm |
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Monday, October 1st Michelangelo “A”

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|---|--|---|
| <ul style="list-style-type: none">● Registration and Information
7:30 am – 11:30 am● Welcome Breakfast with Keynote Speaker 7:30 am – 9:00 am● Conference Welcome
9:00 am – 9:15 am● Innovation and Commercialization
9:15 am – 10:30 am | <ul style="list-style-type: none">● Networking Break
10:30 am – 11:00 am● The Support Continuum
11:00 am – 12:00 pm● CABI Awards Luncheon
12:00 pm – 1:30 pm● Private Sector Investment in Incubation 1:30 pm – 2:00 pm | <ul style="list-style-type: none">● Marketing and Positioning
2:00 pm – 2:45 pm● Networking Break
2:45 pm – 3:00 pm● Social Media Level 201
3:00 pm – 4:00 pm● Conference Gala Reception
7:00 pm – 9:30 pm |
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Tuesday, October 2nd Michelangelo “A”

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|---|---|---|
| <ul style="list-style-type: none">● Registration and Information
7:30 am – 11:30 am● Breakfast with Keynote Speaker
7:30 am – 9:00 am● Filling the Incubation Pipeline: Developing programs for immigrant entrepreneurs
9:00 am – 10:30 am | <ul style="list-style-type: none">● Networking Break
10:30 am – 11:00 am● Seed Accelerators
11:00 am – 12:00 pm● Lunch with Keynote Speaker
12:00 pm – 1:30 pm | <ul style="list-style-type: none">● Client Services and Key Metrics
1:30 pm – 2:30 pm● Networking Break, Draw Prizes and Announcement of 2013 conference location 2:30 pm – 3:30 pm● CABI Annual General Meeting
3:30 pm – 4:00 pm |
|---|---|---|

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BUSINESS INCUBATION BOOT CAMP*: September 30, 2012 RADISSON HOTEL, SASKATOON, SK

PRE-CONFERENCE SESSION - SUNDAY, SEPTEMBER 30TH DAVINCI BALLROOM

Sunday September 30th

Registration and Information 7:30 am – 6:00 pm

Session Introduction: From Idea to Opening Day 8:30 am – 9:00 am

Best Practices in Business Incubation - 10 Things to Know 9:00 am – 10:00 am

Hear about the 10 things you absolutely need to know for a strong start for your business incubation program. With over 50 years of combined experience, our speakers know firsthand about the often glaring mistakes that incubators make and the lessons learned. For example: are you invoicing and then spending all your time collecting? Learn best practices and the 10 things you absolutely need to know in this interactive session with industry veterans.

SPEAKERS

- **Jim Greenwood**, Greenwood Consulting Group, Sanibel Island, FL (www.g-jgreenwood.com)
- **David McNamara**, Vice President, Incubation, Halifax, NS (www.innovacorp.ca)

10:00 am – 10:30 am Networking Break

10:30 am – 11:00 am Incubation Case Study

The 881 Incubator Centre located on the highway between Fort McMurray and Lac La Biche, Alberta, officially opened in June 2012 after several years of planning. Hear their incubator story from concept to opening day.

SPEAKERS

- **Gord Sawatzky and Evelyn Janvier**, 881 Business Incubation Centre, Lac La Biche, AB (www.881bic.com)

11:00 am – 11:45 am New Construction or Renovation

Hear from PCL, the largest construction company in Canada and one of the largest in the United States, talk about the considerations in new construction and renovations that could affect your incubator. Their vast experience in the building and construction of leading incubators and science parks in Canada will benefit you. Your building may be new but you may still have to renovate prior to moving in. How do you plan an incubator layout? This is your chance to hear and ask an expert about what is important in planning and executing your incubation facility project.

SPEAKERS

- **Brian Robinson**, Building Systems Manager, PCL Constructors Canada Inc., Dartmouth, NS (www.pcl.com)

12:00 pm – 1:00 pm Luncheon with Keynote Speaker

Join us for lunch and listen to **David Madié**, creator of GrowthWheel and the founder of Startup Company, talk about his experience coaching and working with entrepreneurs to make them successful. GrowthWheel (www.growthwheel.com) is a decision-making tool for start-up and growth companies and has over 600 advisors and educators using the product worldwide.



Beyond Opening Day: Recruitment of Clients 1:00 pm – 2:00 pm

Creating a profile for your business incubator and creating a pipeline of potential clients is essential to sustainability. Hear from incubation managers about what they are doing to recruit – everything from social media, personal selling and even competitions. Develop a strategy and attract clients quickly with suggestions from this session.

SPEAKERS

- **Shelley Hessian**, Manager, Incubation and Entrepreneur Programs, Innovacorp, Halifax, NS (www.innovacorp.ca)
- **Bill Brooks**, Partner and Creative Process Coach, eclecthink International, Saskatoon, SK (www.eclecthink.com)
- **Carrie-Ann Bissonnette**, Manager, Digital Media Zone, Toronto, ON (www.digitalmediazone.ryerson.ca)

Networking Break 2:00 pm – 2:15 pm

Round Table: Ask an Expert 2:15 pm – 3:30 pm

Round table session covering topics such as:

1) BUILDING, RENOVATING OR EXPANDING, 2) FUNDRAISING/FINANCING, 3) PROGRAMMING, 4) OUTREACH AND PARTNERSHIPS.

This round table session is unique only to the pre-conference and enables participants to engage with facilitators and participants on topics of interest. Four concurrent round tables will be held on the topics listed above with an opportunity to rotate to another table each 15 minutes to discuss a new topic.

FACILITATORS

- **Peter Mugridge**, Manager Incubation, Innovacorp, Halifax, NS (building)
- **Brian Robinson**, Building Systems Manager, PCL Constructors Canada Inc., Dartmouth, NS (building)
- **Phyllis Lodoen**, Executive Director, Ideas Inc, Saskatoon, SK (fundraising/financing)
- **Gail Gillian-Bain**, Vice-President Operations, Toronto Business Development Centre, Toronto, ON (programming)
- **Kathleen Rayworth**, Executive Director, Entrepreneurs Forum, Halifax, NS (programming)
- **Michael Donahue**, Vice-President Incubation, Toronto Business Development Centre, Toronto, ON (outreach and partnerships)
- **Jim Greenwood**, Greenwood Consulting Group, Sanibel Island, FL (outreach and partnerships)
- **Tim Coyle**, Sr. Business Development Manager, Haworth (building)

Bear Pit and Session Debrief 3:30 pm – 4:00 pm

At the conclusion of the day, conference participants will have the opportunity to ask boot camp session leaders and business incubation professionals any questions that arose during the day and not answered.

Opening Reception Radisson Hotel 4:30 pm – 6:30 pm

Monday October 1st

7:30 am – 11:30 am Registration and Information

7:30 am – 9:00 am Welcome Breakfast with Keynote Speaker

Welcome to Saskatoon, the largest city in Saskatchewan and Canada's sunniest city. We invite you to hear **Ryan Lejbak**, CEO at zu (www.zu.com), a Saskatoon-based digital agency. Ryan took zu from small Prairie start-up to successful 50-person shop serving globally recognized brands and clients. As zu matured, he invested in other successful start-ups and is pursuing the idea of starting a privately financed incubator in Saskatoon. Ryan's talk is entitled "From start-up to investor: an insider's look at emerging trends". He'll talk about some of the trends that he sees and the obstacles that need to be overcome to create an effective incubator.

9:00 am – 9:15 am Conference Welcome

9:15 am – 10:30 am Innovation and Commercialization

A best practice panel will talk about client services related to innovation and commercialization. We know that innovation is key to competitiveness and growth. Winning means successfully launching the innovation, with great precision and timing, from within a sustainable business model. Hear about innovation and commercialization from the inside – from the perspective of those who have done, and are currently doing the work of commercialization.

SPEAKERS

- **Chris Bown**, Patent Agent, Gowlings, Ottawa, ON (www.gowlings.ca)
- **Glen Schuler**, Industry Liaison Office, University of Saskatchewan (www.usask.ca/research/ilo)
- **Susan Gorges**, CEO, Springboard West Innovations, Regina, SK (www.springboardwest.ca)
- **Blaine Ganong**, Industrial Technology Advisor, NRC-IRAP, Regina, SK (www.nrc-cnrc.gc.ca)

Networking Break 10:30 am – 11:00 am

The Support Continuum 11:00 am – 12:00 pm

In most communities, there is a continuum of support for new entrepreneurs of which incubators play a role. This continuum can begin the initial work with entrepreneurs as they establish their business, and then they can be directed to a business incubator for the next step. Learn about some of their programming, what makes them unique, their tips for success and how they are helping clients and companies grow.

SPEAKERS

- **Stephanie Yong**, Wilson Centre for Entrepreneurial Excellence, University of Saskatchewan, Saskatoon, SK (www.usask.ca/wilsoncentre)
- **Andrew Bailey**, Executive Director of Client Relations, Innovation Place, Regina, SK (www.innovationplace.com)
- **Monica Kreuger**, President, Global Infobrokers, Saskatoon, SK (www.globalinfobrokers.ca)

CABI Awards Luncheon 12:00 pm – 1:30 pm

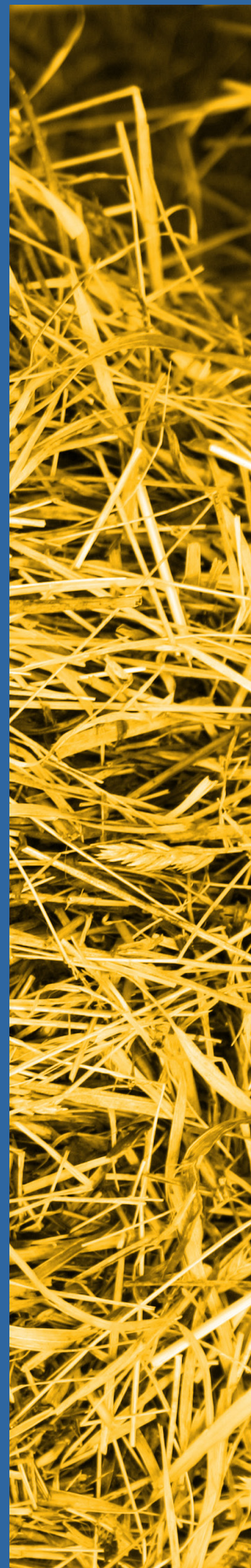
CABI will present its national awards recognizing contributions to and achievements in the field of business incubation. Join your colleagues in celebrating excellence in the industry. **Todd Craigen**, Saskatoon District Manager, PCL Constructors Canada Inc, will talk about PCL's evolution and growth. This company started in Saskatoon in 1906 and now has an annual construction volume of more than \$6 billion, making them the largest contracting organization in Canada and one of the largest in the United States. PCL is a true Canadian success story and an inspiration to start-up companies everywhere.

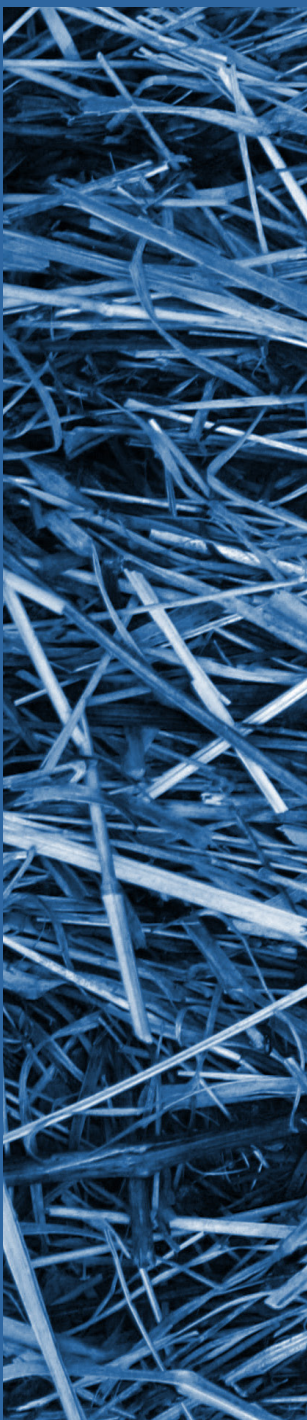
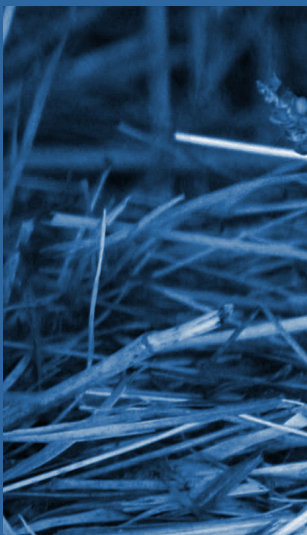
Private Sector Investment in Incubation 1:30 pm – 2:00 pm

Recently in Canada, the private sector community has made some investments into incubation programs. They have done this to demonstrate their commitment to local economic development, to help develop effective partnerships and to demonstrate corporate responsibility. Hear from Statoil, an international energy company present in more than 30 countries around the world.

SPEAKERS

- **Andrew Loosely**, Leader Corporate Social Responsibility, Statoil Canada Ltd., Saskatoon, SK (www.statoil.com)





● 2:00 pm – 2:45 pm **Marketing and Positioning**

Benefits of effective positioning include increased sales, stronger preference for your product/services, higher competitive barriers and committed customers. How are you articulating your business incubator's value proposition? How are you building your business incubator's reputation? Hear from our panel on what they are doing for marketing and positioning and gain insight into attracting clients, building pipeline, and sources of funding.

SPEAKERS

- **Carrie-Ann Bissonnette**, Manager, Digital Media Zone, Toronto, ON (www.digitalmediazone.ryerson.ca)
- **Jenni Salonga**, Manager, Edmonton Research Park, Edmonton Economic Development Corporation, Edmonton, AB (www.edmonton.com/edmonton-research-park)

● 2:45 pm – 3:00 pm **Networking Break**

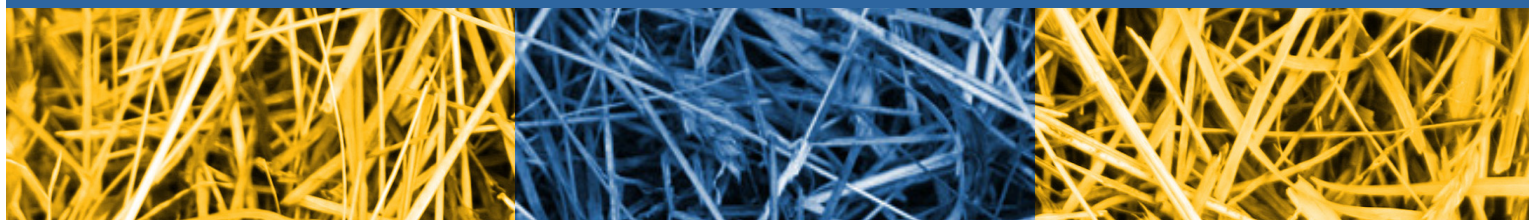
● 3:00 pm – 4:00 pm **Social Media Level 201**

Social media is a key component of any marketing plan. The session will focus on Twitter and Linked-In. Learn how to use these tools to target your audience, set objectives/strategies, increase traffic and evaluate success. Get hints, tips and etiquette from experts in the field and effectively use Twitter and Linked-In to market your business incubation program.

SPEAKERS

- **Mike Klein**, CEO, Meshy Communications, Saskatoon, SK (www.meshy.ca)
- **Harley Rivet**, President, Deep Dish Digital, Saskatoon, SK (www.deepdishdigital.com)

● 7:00 pm – 9:30 pm **Conference Gala Reception Boffins Club, Innovation Place**



CONFERENCE SESSION - TUESDAY, OCTOBER 2ND MICHELANGELO "A"

Tuesday October 2nd

Registration and Information 7:30 am – 11:30 am

Breakfast with Keynote Speaker 7:30 am – 9:00 am

We invite you to join us for breakfast and hear from Ideas Inc. client, **Naqsh (Nick) Kochar**, CEO of Refresh Inc. (www.refresh.ca), about his experience in an incubator and the challenges he has faced growing his business.

Refresh Inc. is a business services firm that provides integrated business strategy, marketing and communications solutions to organizations throughout Saskatchewan. Refresh Inc. has been named a 2012 finalist, as well as a 2011 finalist, for the Saskatchewan Chamber of Commerce ABEX Awards.

Filling the Incubation Pipeline: Developing programs for immigrant entrepreneurs 9:00 am – 10:30 am

During this session, Citizenship and Immigration Canada will provide insight about the Start-Up Visa program, a new initiative to attract dynamic entrepreneurs with high-growth potential businesses to the country. Assisting new Canadians represents a tremendous opportunity for CABI members. Gain an insight into immigration, hear about the role that CABI will be playing in the Start-Up Visa program, and learn how your business incubation program can be expanded to include newcomers to Canada.

SPEAKERS

- **David Manicom**, Director General, Immigration Branch, Department of Citizenship and Immigration, Ottawa, ON (www.cic.gc.ca)
- **Kathleen Rayworth**, Executive Director, Entrepreneurs Forum, Halifax, NS (www.entrepreneursforum.com)
- **Ed Hobbs**, Chair, CABI (www.cabi.ca) / President, Toronto Business Development Centre, Toronto, ON (www.tbdc.com)

Networking Break 10:30 am – 11:00 am

11:00 am – 12:00 pm Seed Accelerators

Accelerators and incubators are a hot topic in the media right now. The Globe and Mail (June 7, 2012) has reported that “accelerator programs...are fast becoming a hot phenomenon”. Hear from our expert panel on accelerators in Canada. Approximately 10 seed accelerators have opened in Canada during the past 18 months. This session will examine the chemistry between incubators and accelerators, and if there is any opportunity for incubators to have an accelerator component to strengthen their client offering and increase revenue.

SPEAKERS

- **Senia Rapisarda**, Vice President, Strategic Initiatives and Investments, BDC (www.bdc.ca)
- **Depesh Parmar**, COO, Picatic, Saskatoon, SK (www.picatic.com)
- **Michael Donahue**, Vice-President Incubation, Toronto Business Development Centre, Toronto, ON (www.tbdc.com)

12:00 pm – 1:30 pm Lunch with Keynote Speaker

Join us at lunch and hear from celebrated Saskatoon entrepreneur – **Vaughn Wyant**, President, Vaughn Wyant Automotive Group (www.vwag.ca). Vaughn has built the Vaughn Wyant Automotive Group from the ground up and currently has more than twelve dealerships across Saskatchewan and British Columbia. He serves on the board of several companies and has received many awards for his community involvement and business leadership.

1:30 pm – 2:30 pm Client Services and Key Metrics

Metrics are key to evaluating your success and demonstrating the value of your incubation program. Stakeholders and funders want meaningful information and it is extremely valuable when you are selling your organization. Learn what to measure, how to measure and when to measure. Hear what metrics your colleagues are collecting, why it is such a hot topic and how it helps build community support and attract clients.

SPEAKERS

- **Dave MacKillop**, Manager, Alastair Ross Technology Centre, Innovate Calgary, Calgary, AB (www.innovatecalgary.com)
- **David Gauthier**, CEO, Genome Prairie, Saskatoon, SK (www.genomeprairie.ca)
- **Lorna Shaw-Lennox**, Start-Up Company Specialist, University of Saskatchewan, Saskatoon, SK (www.usask.ca)

2:30 pm – 3:30 pm Networking Break, Draw Prizes and Announcement of 2013 conference location

Join us for a complimentary beverage. This is your final chance to network with colleagues and exchange business cards. You might even win a prize from an exhibitor. A free CABI membership for 2013-2014 will be awarded.

3:30 pm – 4:00 pm CABI Annual General Meeting

Open to all CABI members in good standing.

Speaker Bios



Andrew Bailey, RPA, FMA

EXECUTIVE DIRECTOR OF CLIENT RELATIONS
INNOVATION PLACE
REGINA, SK (WWW.INNOVATIONPLACE.COM)

Andrew is a seasoned real estate professional with almost 15 years experience in both the public and private sectors including all aspects of real estate and property management.

As Executive Director of Innovation Place he is responsible for leading the property management and marketing teams for Innovation Place research parks in Saskatoon and Regina and Prince Albert totaling more than 1.7 million square feet in two dozen buildings on 190 acres.

Andrew has held managerial roles in leasing, property and facility management as well as portfolio management. He has been accountable for the operations and performance of some of the most prized commercial assets in the country to ensure the financial performance of the portfolio was aligned with owner objectives.

Andrew graduated from Wilfrid Laurier University with a BA and has the RPA and FMA designation through the BOMI Institute.



Carrie-Ann Bissonnette

MANAGER, DIGITAL MEDIA ZONE
TORONTO, ON
(WWW.DIGITALMEDIAZONE.RYERSON.CA)

Carrie-Ann started her role as the Manager of the Digital Media Zone in May 2011. Prior to that she was the Special Assistant in the Office of the President at Ryerson University from 2006-2011 where she was instrumental in the success of many initiatives and projects such as the prestigious honorary doctorate celebrations.

Carrie-Ann's previous positions are an eclectic mix, including a role with the office of Undergraduate Admissions and Recruitment at Ryerson, being one of the first on-air personalities at CJWL-FM, working as a rock climbing and kayak instructor at Jeunesse en Marche, as well as assisting in studio at an audio production centre. Carrie-Ann also works as an educationalist, mentor and workshop facilitator for la Fédération de la Jeunesse Franco-Ontarienne, a French-Canadian organization which hosts leadership development training and workshops for Franco-Ontarian youth.

Carrie-Ann holds a BA from Ryerson's Faculty of Communication and Design in Radio & Television Arts, and an MA in Communication & Culture. She's working towards an MBA specializing in the Management of Technology & Innovation.



Christopher (Chris) Bown

PATENT AGENT, GOWLINGS
OTTAWA, ON
(WWW.GOWLINGS.CA)

Chris is a patent agent in Gowlings' Ottawa office, practising in Intellectual Property. He prepares and prosecutes patent applications in all areas of the life sciences and chemical fields, especially those involving biotechnology, pharmaceuticals, diagnostics, bioprocessing, and medical devices. He is a registered Patent Agent in both Canada and the United States.

Chris obtained his PhD from the Department of Medical Sciences at McMaster University and his BSc (Hons) from the University of Western Ontario. His postdoctoral research at the Neuroscience Research Institute in Ottawa focused on the transcriptional regulation of the genes encoding proteins involved in neurotransmission.

Chris assists entrepreneurs and SMEs, as well as multinational corporations, in the protection and management of their IP assets. In addition to Dr. Bown's main practice areas, he has experience in a wide variety of different disciplines, including oil and gas extraction technologies, viticulture, radio transmission technologies, cosmetic chemistry, and inventions related to aerospace and defense.

Dr. Bill Brooks

PARTNER AND CREATIVE PROCESS COACH
ECLECTHINK INTERNATIONAL
SASKATOON, SK (WWW.ECLECTHINK.COM)



Bill is the founding partner of eclecticthink, a creativity and innovation consulting company based in Saskatoon. Eclecticthink works as a resource for those individuals and companies that want to develop and implement creative and critical thinking attitudes, processes and skills to advance themselves and their organizations. Past clients have included Canadian Space Agency, the University of Saskatchewan and the Canada-Saskatchewan Business Service Centre.

Living up to his reputation as being a “rocket scientist” he injects science demonstrations and hands-on activities (explosions, crashes and all things physics) to stimulate creative thinking. He has also been awarded the Natural Sciences and Engineering Research Council of Canada’s prestigious Michael Smith Award for Science and Technology Promotion.

Bill is the creativity guru at the University of Saskatchewan. He is a member of the Greater Saskatoon Chamber of Commerce Board of Directors and is a member of the Board of Directors of Leadership Saskatoon.

Todd Craigen

DISTRICT MANAGER, PCL CONSTRUCTORS
CANADA INC.
SASKATOON, SK (WWW.PCL.COM)



Todd brings more than 20 years of experience in the construction industry to his role as district manager in Saskatoon. Throughout Todd’s career, he has led major projects in Saskatchewan, Manitoba, Ontario, Quebec, and New Brunswick.

Todd’s experience also transcends market sectors and includes commercial, institutional, civil, and light industrial projects. Todd studied architectural engineering at the Saskatchewan Institute for Applied Science and Technology (SIAT) and is Canadian Construction Association (CCA) Gold Seal-certified in project management. Todd was on the board of directors of the Ottawa General Contractors Association, and is an active fundraiser and advocate for the Canadian Museum for Human Rights.

Michael Donahue

VICE PRESIDENT, INCUBATION AT TORONTO
BUSINESS DEVELOPMENT CENTRE
TORONTO, ON (WWW.TBDC.COM)



Michael Donahue is vice president incubation at the Toronto Business Development Centre (TBDC). In this role, Mr. Donahue has leadership responsibility for developing new service initiatives and establishing community partnerships to support the growth of the centre.

For the past 12 years, Michael’s career has focused on nurturing the success of new and early stage businesses. Prior to joining TBDC, Mr. Donahue established and managed a successful medical instrumentation business.

Michael is a graduate of the University of Toronto where he studied economics and currently serves as Vice- Chair of the CABI board.



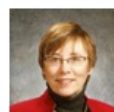
David Gauthier

CEO, GENOME PRAIRIE
SASKATOON, SK
(WWW.GENOMEPRRAIRIE.CA)

Dr. David Gauthier is a private consultant specializing in business investment and technology commercialization. David was educated at Queen’s University where he obtained BSCH (Biology), PhD (Biology) and MBA degrees. He previously served as Director of Business Development with Performance Plants Inc. and as Vice-President with Foragen Technologies Management Inc., which managed a national venture capital fund specialized in advanced agricultural technology investments.

David moved to Saskatoon in May 2005 when he joined the National Research Council Canada Industrial Research Assistance Program as Regional Director. He has gained an appreciation for the entrepreneurial spirit in the Province and the business atmosphere was a primary factor in his decision to move to Saskatchewan with his wife and two children. From 2008 until 2011, David was Chief Executive Officer of the Entrepreneurial Foundation of Saskatchewan.

David has served on a number of boards for both profit and not-for-profit organizations and has contributed to numerous committees. He is currently a Board Member for several organizations, including AgWest Bio Inc., Genome Prairie and its subsidiary, Interra Biosciences Inc.



Susan Gorges

CEO AT SPRINGBOARD WEST INNOVATIONS, INC
REGINA, SK
(WWW.SPRINGBOARDWEST.CA)

Susan is the Chief Executive Officer of Springboard West Innovations Inc. Previously, she was employed with the Los Alamos National Laboratory in New Mexico, where she focused on innovations developed there.

Susan has experience as an executive with two different start-up companies in which both companies grew to become global operations with more than \$150 million in annual revenue. She was an executive with a Boston based research and advisory company serving Information Technology executives in the consumer products, life sciences, manufacturing and retail sectors. She is also the Vice-Chair for the Management Advisory Council of Innovation Place (Research Park, Regina, SK).

Susan is active with Canada’s Public Policy Forum plus serves on the Business Advisory Council for Canadian Light Source, and the Commercialization and Innovation Council within the Conference Board of Canada. She is involved with Enterprise Saskatchewan as a committee member of the Entrepreneurship Strategic Advisory Council and on the Science and Advanced Technology Sector team.



Jim Greenwood

GREENWOOD CONSULTING GROUP
SANIBEL ISLAND, FL
(WWW.G-JGREENWOOD.COM)

Jim Greenwood is the founder of Greenwood Consulting Group. Greenwood Consulting specializes in two areas of importance to Small Business: Business Incubators and the Small Business Innovation Research (SBIR) Program.

Jim is nationally recognized for his work in incubation. He helped develop one of the first incubators in the southwestern United States, and managed it for 11 years. Jim served on the board of directors of the National Business Incubation Association, and has been an instructor for NBIA’s courses for incubator developers and managers.

Jim and his wife have consulted on over 60 business incubator projects throughout the United States and Canada.

Shelley Hessian

MANAGER, INCUBATION & ENTREPRENEUR
PROGRAMS, INNOVACORP
HALIFAX, NS (WWW.INNOVACORP.CA)



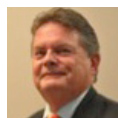
Shelley Hessian is manager of incubation and entrepreneur programs at Innovacorp. She has more than 20 years experience working with small and medium business enterprises, specifically in project management, business development and planning, and strategy implementation.

Joining Innovacorp in 2007, Shelley has been instrumental in the growth and success of the I-3 Technology Start-up Competition. She also runs the Early Stage Commercialization Fund, manages Innovacorp's other university and college outreach activities, and works one-on-one with Innovacorp's early stage technology client companies.

Shelley holds a bachelor of commerce and an MBA with a concentration in information technology from Saint Mary's University and she is also a certified project management professional.

Ed Hobbs

CHAIR, CABI / PRESIDENT, TBDC
TORONTO, ON
(WWW.TBDC.COM)



Ed has been leading TBDC's management team for the past 15 years. During that period, TBDC has won recognition both nationally and internationally for its excellence in business incubation and entrepreneurial training programs and services. TBDC now has 2 locations in Toronto and manages a 3rd location, the Toronto Food Business Incubator (TFBI).

In addition to his duties at the Toronto Business Development Centre, Ed is Chair of the Canadian Association of Business Incubation (CABI), supporting incubation and innovation throughout the country. As well as being a member of the board of CABI, TBDC, and TFBI, Ed is a member of the board of SAMS Canada (South American Mission Society) and his local church. A graduate of both Ryerson and Wilfrid Laurier Universities, Ed has also taught various entrepreneurial courses at Centennial College's School of Business in Toronto.

Ed has delivered numerous seminars locally, nationally and internationally on Business Incubation, Economic Development and Entrepreneurial Practices. He also served on the Ontario Government's Committee to Explore Self-Employment Opportunities for People with Disabilities. As a result, the Toronto Business Development Centre has become Ontario's leading entrepreneurial development organization for people with a disability.

Blaine Ganong

INDUSTRIAL TECHNOLOGY ADVISOR, NRC-IRAP
REGINA, SK
(WWW.NRC-CNRC.GC.CA)



Blaine has 6 years of private industry engineering consulting experience followed by 25 years in a management role with the Provincial Environment Department in Saskatchewan. He has almost four years of experience working with the National Research Council in Regina. Blaine's clients are diversified, but primarily in the environment, energy, construction and civil engineering fields.

Blaine obtained a B.Sc. in Civil Engineering from the University of Saskatchewan in 1976.



Evelyn Janvier

881 BUSINESS INCUBATION CENTRE
LAC LA BICHE, AB
(WWW.881BIC.COM)

Evelyn is the Manager of the 881 Business Incubation Centre and also the CEO of Chipewyan Prairie Ventures. Evelyn has held a number of leadership roles within her community and the region over the last 25 years. She is committed to working with strategic partners to improve access to opportunities for Aboriginal entrepreneurs and small businesses. Evelyn holds a Diploma in Business Administration from Portage College.



Michael (Mike) Klein

CEO, MESHY COMMUNICATIONS INC.
SASKATOON, SK
(WWW.MESHY.CA)

Michael Klein is Owner and CEO of Meshy Communications Inc. Mike has more than 15 years of professional experience in the areas of communications and marketing, working with a diverse range of educational, non-profit and corporate clients, including the University of Saskatchewan, the University of Regina, the Government of Saskatchewan, the Canadian Lung Association, the Saskatoon Regional Economic Development Authority, PotashCorp, Cameco, the Snowbirds Demonstration Team, ENQ Semiconductor, Analog Design Automation and Solido Design Automation.

Mike is an active public speaker and skilled trainer on the topics of digital marketing and social media management. Mike is an active public speaker and skilled trainer on the topics of digital marketing and social media management. Past organizations he has spoken for include PSEWeb, Women Entrepreneurs of Saskatchewan, Edwards School of Business, Saskatoon Chamber of Commerce, Acuity Forums, Saskatchewan Professional Marketing Association and IABC Saskatoon.

Mike believes strongly in community involvement. He is a founding member of MoSo (Canada's Mobile and Social Media Conference) and sits on the Board of the Saskatchewan Professional Marketing Association.

Mike holds a BComm in Marketing from the University of Saskatchewan and a Diploma in Graphic Design from the University of the Fraser Valley.



Naqsh (Nick) Kochar

CEO OF REFRESH INC.
SASKATOON, SK
(WWW.REFRESH.CA)

Naqsh is the CEO of Refresh Inc, a local Business Strategy and Marketing firm. Prior to founding Refresh, Naqsh began his career in the area of Information Technology while simultaneously earning his MBA degree from Emory University in Atlanta, Georgia.

Naqsh brings over 14 years of combined international business experience in corporate strategy, marketing and information technology. Founded in November 2009 and commencing operations in January 2010, Refresh was built from the opportunity to build a communications firm that has superior business insight alongside a strategy house that understands and highlights the importance of communication. Refresh provides clients with a one-stop firm that not only provides top quality business solutions from inception to completion, but also empowers clients to realize and optimize their competitive advantage.

Now in its third year of operations, Naqsh has successfully led the company to be named a finalist for the 2012 Better Business Bureau of Saskatchewan Torch award for Business Ethics, finalist for two North Saskatchewan Business Association (NSBA) awards for Small Business and Team Building and finalist for the 2011 Achievement in Business Excellence (ABEX) award for Marketing. Most recently, Refresh was once again announced as a finalist for the 2012 ABEX award for Marketing. Refresh has also been selected as one of nine companies to be an ambassador for the Saskatchewan Advanced Technology Association (SATA) and Saskatoon Regional Economic Development Authority (SREDA) Information Communication Technology (ICT) Ambassador Program, which hopes to promote the advantages and opportunities of doing business in the local Information Communication Technology (ICT) sector.

Monica Kreuger

PRESIDENT/CEO GLOBAL INFOBROKERS INC.
SASKATOON, SK
(WWW.GLOBALINFOBROKERS.CA)



Monica Kreuger is the President and CEO of Global Infobrokers Inc., Home of the Praxis School of Entrepreneurship and Praxis International Institute. She holds a Bachelor of Arts (Honours) in Sociology and a Masters in Business Administration from the University of Saskatchewan where she also taught Business Administration and Entrepreneurship for several years.

Monica is very involved in the business community as a board executive member, director or volunteer for several organizations including the Greater Saskatoon Chamber of Commerce where she is Past President. Monica is passionate about entrepreneurs and ensuring they have a chance to contribute their best to the world.

Ryan Lejak

CEO ZU
SASKATOON, SK
(WWW.ZU.COM)



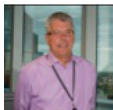
Growing up in a Saskatoon farming family has taught Ryan Lejak the value of hard work. With his business partner, Tony Zuck, Ryan has built ZU into one of the largest web agencies in western Canada.

ZU's client list includes Tim Hortons, Saskatchewan Roughriders, Calgary Stampeders, Rogers and Saskatchewan Blue Cross.

Ryan also takes his passion for digital home, volunteering his free time as a founding member of the Canadian Interactive Alliance, Saskatchewan Interactive, TEDx Saskatoon, BarCamp Saskatoon, moso conference and other organizations focused on new ideas and innovation in today's world.

Andrew Loosley

LEADER CORPORATE SOCIAL RESPONSIBILITY
STATOIL CANADA LTD.
SASKATOON, SK (WWW.STATOIL.COM)



Andrew Loosley is the Leader with Statoil Canada Ltd's Corporate Social Responsibility team.

Andrew has more than twenty five years of business development experience in Canada and abroad in both the public and private sectors. He has held responsibility for the provision of strategic advice and consultation to senior levels of government, aboriginal leaderships and industry leaders on complex resource development, investment and community engagement issues.



Dave MacKillop

MANAGER, ALASTAIR ROSS TECHNOLOGY CENTRE
INNOVATE CALGARY
CALGARY, AB (WWW.INNOVATECALGARY.COM)

As Manager of the Alastair Ross Technology Centre (ARTC), Dave MacKillop is responsible for managing the ARTC's facilities, its programs and services.

In 2003, Dave led the team that won the prestigious Suburban Office of the Year Award (BOMA, Calgary), as well as the BOMA Canada National TOBY Award in 2006. Dave has a strong interest in looking for ways to reduce the impact that the 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, the wind turbine research project in conjunction with Sustainable Energy Technologies, and the solar powered data centre located adjacent to the green roof in partnership with Cybera.

Dave also played a significant role in the expansion of Discovery Place One to create the 120,000-square-foot Alastair Ross Technology Centre.

Prior to joining Innovate Calgary, Dave had a twenty plus year career in banking (lending, region management, human resources), and consulting (executive search, change management, career development). Dave holds a BA in Economics from the University of British Columbia.



David Madié

CREATOR OF GROWTHWHEEL / FOUNDER
STARTUP COMPANY. COPENHAGEN, DENMARK
(WWW.GROWTHWHEEL.COM)

David Madié is the creator of GrowthWheel and the founder of Startup Company.

As a serial entrepreneur since the age of 15, he never wrote a business plan for any of the businesses he started and grew in Europe, North America, Africa, and Asia. His pioneer work in creating sustainable IT businesses and transfer of know-how in developing countries earned him in 2002 an inclusion among the top 100 Global Leaders of Tomorrow selected by the World Economic Forum.

Since the launch of Startup Company in 2005, he has advised thousands of entrepreneurs, start-ups and growth businesses, taught 300+ workshops and seminars, trained and certified over 500 business advisors, professors, and incubator managers, and written 30+ articles in select entrepreneurial magazines.

He is a regular keynote speaker at entrepreneurship conferences and colleges, where he promotes the only way great entrepreneurs start or grow a business: by making decisions and taking action.



David Manicom

DIRECTOR GENERAL, IMMIGRATION BRANCH
DEPARTMENT OF CITIZENSHIP AND IMMIGRATION
OTTAWA, ON (WWW.CIC.GC.CA)

David Manicom is Director General, Immigration (Policy) Branch at Citizenship and Immigration. As Director General, he is responsible for policy development for all Permanent and Temporary entry categories, except Refugees. A graduate of University of Toronto and McGill, he is a career Foreign Service officer who has served in Moscow, Islamabad, Beijing, Geneva and most recently as Immigration Program Manager, New Delhi. He is also the author of 9 books of poetry, fiction and non-fiction. He is married with three children.

David McNamara
VICE PRESIDENT, INCUBATION
HALIFAX, NS
(WWW.INNOVACORP.CA)



As vice president of incubation at Innovacorp, David manages the Technology Innovation Centre in Dartmouth, the Innovacorp Enterprise Centre in Halifax, and a third facility now occupied by a major post-incubation client. In addition, David is leading exploration of developing a Knowledge Park on about 153 acres of land adjacent to the existing Dartmouth campus.

David has consulted on incubator development in the Caribbean, Sweden, the State of Maine, and many Canadian provinces, and is currently assisting with two proposed facilities in Nova Scotia. He is a regular guest speaker at the National Business Incubation Association (NBIA) and Canadian Association of Business Incubation (CABI) conferences.

David is president of the Entrepreneurs' Forum and is on the board of directors of the Canadian Swedish Business Association and the Swedish-Canadian Chamber of Commerce, and the board of directors and executive of the Canadian Association of Business Incubation.

Depesh Parmar
COO, PICATIC
SASKATOON, SK
(WWW.PICATIC.COM)



Depesh is a local entrepreneur that has participated in two accelerators – Rocket Space in San Francisco and currently at Extreme Start-up in Toronto. Depesh is COO of Picatic and he and his partner have opened the first coworking space in Saskatoon.

Picatic is a crowd-funding platform for the event ticketing and management space. As Chief Operating Officer at Picatic, Depesh is responsible for managing Picatic's financial, legal, IT and administration infrastructure. He is in charge of all day-to-day operations of the company, and is head coach to all members of the Picatic team.

Senia Rapisarda
VICE PRESIDENT, STRATEGIC INITIATIVES AND
INVESTMENTS, BDC
MONTREAL, QC (WWW.BDC.CA)



Senia Rapisarda joined BDC in 2010 as Vice President, Strategic Initiatives and Investments. In this role, Senia leads BDC's efforts to develop a healthy VC ecosystem in Canada through several key strategic initiatives and investments.

Ms. Rapisarda has over 20 years of experience in the telecommunications and technology sectors, including roles as senior advisor at NUR Energie, a London-based investment fund specialized in renewable energy; and Managing Director of the Technology Private Equity Team at Nomura International, managing over \$300 million of investments in 42 companies across Europe, Israel and the U.S.

Senia is the founder of the Collier Institute at the London Business School – the first in Europe to provide a forum for the exchange of views and analysis of trends and policy issues in venture capital and private equity. She has a law degree from LUISS University in Rome, a Master's in Law and Economics from Columbia University in New York, and is a Fulbright Scholar.



Kathleen Rayworth
EXECUTIVE DIRECTOR, ENTREPRENEURS' FORUM
HALIFAX, NS
(WWW.ENTREPRENEURSFORUM.COM)

Kathleen Rayworth joined Entrepreneurs' Forum as a staff member in 2007 after more than a decade of operational and management experience. Throughout her career as a serial entrepreneur, Ms. Rayworth has developed a unique blend of executive acumen and a sharp eye for how businesses can be retooled for a sleeker, smoother, and strategically focused organization. As an entrepreneur who quickly built her own successful businesses, she is now truly dedicated to working with other business owners to take their own challenges and turn them into opportunities.

Ms. Rayworth is a high energy, fiscally conscious, and goal-driven executive who approaches each new business challenge with her intrinsic flair for innovation, creative problem solving and measured risk-taking to drive consistent bottom line improvements and shareholder returns.



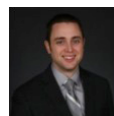
Harley Rivet
DEEP DISH DIGITAL
SASKATOON, SK
(WWW.DEEPDISHDIGITAL.COM)

Harley has over twelve years of experience in the interactive industry and has worked with clients such as ESPN, CN Rail, Rogers and Tim Hortons. His experience spans online research, Internet software, and website development. He is also a published author on the topic of digital marketing and a guest lecturer with Edwards School of Business.

He founded Deep Dish Digital in 2010, a company with a focus on equipping private and public organizations with the tools and training to effectively market themselves online.

Harley is currently President of the Saskatchewan Professional Marketing Association and is an active speaker regarding website strategy and online marketing. He is also a founding member of MoSo (Canada's Mobile and Social Media Conference).

Harley holds a BComm in Marketing from the University of Saskatchewan.



Brian Robinson
BUILDING SYSTEMS MANAGER, PCL CONSTRUCTORS
CANADA INC.
DARTMOUTH, NS (WWW.PCL.COM)

Brian Robinson is the Atlantic Canada District's Building Systems Manager for PCL Constructors Canada Inc. As part of the team that recently completed the \$51 Million state-of-the-art Dalhousie University Life Sciences Research Institute, which houses the Innovacorp Enterprise Centre, Brian is familiar with the challenges and opportunities that come with building an incubator and flexible laboratory facility.

Brian holds a Masters in Business Administration and Bachelor of Mechanical Engineering degree from Dalhousie University in Halifax, Nova Scotia, and is a LEED Accredited Professional.

Jenni Salonga

MANAGER, EDMONTON RESEARCH PARK
EDMONTON ECONOMIC DEVELOPMENT CORPORATION
(WWW.EDMONTON.COM/EDMONTON-RESEARCH-PARK)



Jenni Salonga works at Edmonton Economic Development Corporation, a city-owned organization that manages the 86-acre Edmonton Research Park which is home to 55 companies and 1,500 workers. Jenni is responsible for managing the operations and marketing of three business incubators namely the Advanced Technology Centre, Research Centre One and Biotechnology Business Development Centre.

In addition, Jenni sits on the boards of the Canadian Association of Business Incubation and Canadian Association of University Research Parks.

Prior to Edmonton, Jenni worked in marketing for 15 years, including one of Asia's largest financial companies. As a former business owner herself, she finds great satisfaction in helping start-up companies, and is passionate about fostering innovation and entrepreneurship.

Gord Sawatzky

881 BUSINESS INCUBATION CENTRE
LAC LA BICHE, AB
(WWW.881BIC.COM)



Gord is the Special Projects Manager for The Business Link, a not-for-profit organization focused on providing support to entrepreneurs and small business in Alberta. Gord assists with the management of the 881 Business Incubation Centre. He has worked in the field of Aboriginal economic development for the last 10 years through various roles in both the public and private sector. Gord has received two degrees through the University of Alberta: Bachelor of Arts and Masters of Business Administration.

Glen Schuler, PhD.

MANAGING DIRECTOR, INDUSTRY LIAISON OFFICE
UNIVERSITY OF SASKATCHEWAN
SASKATOON, SK (WWW.USASK.CA/RESEARCH/ILO)



Glen was appointed the Managing Director of the Industry Liaison Office at the University of Saskatchewan in 2008. His group is responsible for the commercialization of the University of Saskatchewan researchers' new technologies and ideas. He is responsible for the coordination of the Office's operations, planning, budgeting, staffing and strategic direction.

Glen has 20 years experience in both academics and in the international oil and gas industry. He earned his undergraduate degree in economics from the University of Wisconsin in 1971 and Masters and PhD in economics from the University of Houston. He taught economics and did energy-related research at the Universities of Houston and Tennessee.

While in private industry at Tenneco and Columbia Natural Gas from 1981 to 2000, he served in various senior-level positions including chief economist; senior manager of a pipeline-operating division; director of an international commercial unit, VP Strategic Planning, VP Operations and VP Industry Research. During his time in private industry, he helped initiate several new business opportunities.

Lorna Shaw-Lennox

START-UP COMPANY SPECIALIST
UNIVERSITY OF SASKATCHEWAN
SASKATOON, SK (WWW.USASK.CA)



As the Start-Up Company Specialist, Lorna works with the ILO Team on potential early stage start-up companies based on University innovation. She is presently working with a number of entrepreneurial inventors and colleges pursuing commercialization opportunities. To ensure these very early stage companies have a strong foundation in which to grow, Lorna also works within the University and with non-University organizations to strengthen the infrastructure of support within the province for commercializing technology emerging from academic research.



Jerry Welsh

SENIOR BUSINESS DEVELOPMENT LIAISON
CONOCOPHILLIPS CANADA
SASKATOON, SK (WWW.CONOCOPHILLIPS.CA)



Vaughn Wyant

OWNER, VAUGHN WYANT AUTOMOTIVE GROUP
SASKATOON, SK
(WWW.VWAG.CA)

Vaughn has built the Vaughn Wyant Automotive Group from the ground up and currently has more than twelve dealerships across Saskatchewan and British Columbia. He serves on the board of several companies and has received many awards for his community involvement and business leadership.

In 1980, Vaughn purchased a small Ford dealership in Carstairs, Alta. In 1983, he then bought Jubilee Ford, the dealership that remains the foundation of his business. He has received numerous industry awards, including, in 2008, the esteemed Laureate Award from the Canadian Automobile Dealers Association, judged by the Richard Ivy School of Business.

Today, Vaughn Wyant Automotive Group is much more than a Ford dealership. In the '90s Vaughn purchased Golden Ears Chrysler Dodge Jeep in Maple Ridge, B.C. (now Maple Ridge Hyundai), and the Jaguar and Volvo franchises for Saskatchewan. In the past few years he has added Land Rover, Mitsubishi, Mercedes-Benz, and Audi to the mix in Saskatoon, as well as Volvo, Hyundai and Subaru dealerships in B.C. His most recent addition has been Porsche Centre Saskatchewan.



Stephanie Yong

DIRECTOR, WILSON CENTRE FOR ENTREPRENEURIAL
EXCELLENCE, UNIVERSITY OF SASKATCHEWAN
SASKATOON, SK (WWW.USASK.CA/WILSONCENTRE)

Stephanie Yong is the Director of the W. Brett Wilson Centre for Entrepreneurial Excellence at the University of Saskatchewan, a university Centre designed to help grow the next generation of entrepreneurs.

Originally from Saskatoon, Stephanie has both a Bachelor of Arts in Political Science and an MBA from the University of Saskatchewan. Stephanie has used her experience as a business strategist, an entrepreneur and a University lecturer to build her enterprise networks, stimulate awareness and recognition of the current entrepreneurial trends, and develop experiential programs to further enhance the entrepreneurship agenda. An entrepreneur herself, she currently works at the Wilson Centre, offering programs to help students create feasible and sustainable businesses. Stephanie is also a lecturer at the Edwards School of Business, with a strong focus on entrepreneurship and evaluation of business ventures.

Stephanie is committed to supporting the innovation and growth in the entrepreneurial sector of the economy.



CABI Evening Networking Socials

SUNDAY, SEPTEMBER 30TH
OPENING RECEPTION

4:30 pm - 6:30 pm

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**405 Twentieth Street East
Saskatoon, Saskatchewan S7K 6X6**

TIME

VENUE

ADDRESS

MONDAY, OCTOBER 1ST
GALA RECEPTION

7:00 pm - 9:30 pm

BOFFINS CLUB, INNOVATION PLACE

**106 - 111 Research Drive
Saskatoon, Saskatchewan S7N 3R2**

Join us at the Radisson Hotel, Conference Area for the CABI opening reception. This is the perfect place to network in the heart of downtown Saskatoon overlooking the beautiful Meewasin Valley!

Be sure to enjoy some appetizers and a fully stocked bar!

Join the CABI Board and Host Committee for an evening of fantastic food and socializing! Chef Peter Phillips and the staff at Boffins Club, Innovation Place will ensure your experience is a memorable one! Enjoy a creative approach to gourmet dining unlike any other in Saskatoon.

Our evening features a variety of meal stations, wine, and a cash bar. Entertainment will be provided and networking is highly encouraged during this fabulous event!

Shuttles have been arranged to and from the event courtesy of CABI. We will begin picking you up at the Radisson Hotel at 6:45 p.m. and shuttles from the lobby to and from the event will run intermittently throughout the evening.



Canadian Association of Business Incubation

Advancing Business Incubation Coast To Coast

The Canadian Association of Business Incubation (CABI) gratefully acknowledges the generous support of all those organizations and individuals who contributed to the success of its 21st annual conference



Saskatchewan Ministry of the Economy



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To find out more about how we can facilitate your connections into the University of Saskatchewan community, contact Glen Schuler, Managing Director.

P: 966-4584

E: Glen.schuler@usask.ca



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The Integrated Palette allows for a wide range of **Design Freedom**—from traditional applications to unconventional, and anywhere in between. Using various components from different product lines that integrate creates the ability for the designer to have **endless possibilities** and true design freedom. Pieces can be moved, swapped, and rearranged, allowing customers to focus on a design that works for today, knowing that change for future needs and **evolving workstyles** will be simple to carry out.

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The CABI logo is centered on the page. It consists of the letters 'CABI' in a bold, sans-serif font, colored in a golden-yellow hue. The letters are enclosed within a white circle that has a thin golden-yellow border. The background of the entire page is a close-up photograph of a pile of dry, golden-yellow straw or hay, which is slightly out of focus. The logo is positioned in the center of the image, with the straw visible behind and around it.

CABI

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