

MITACS Showcase



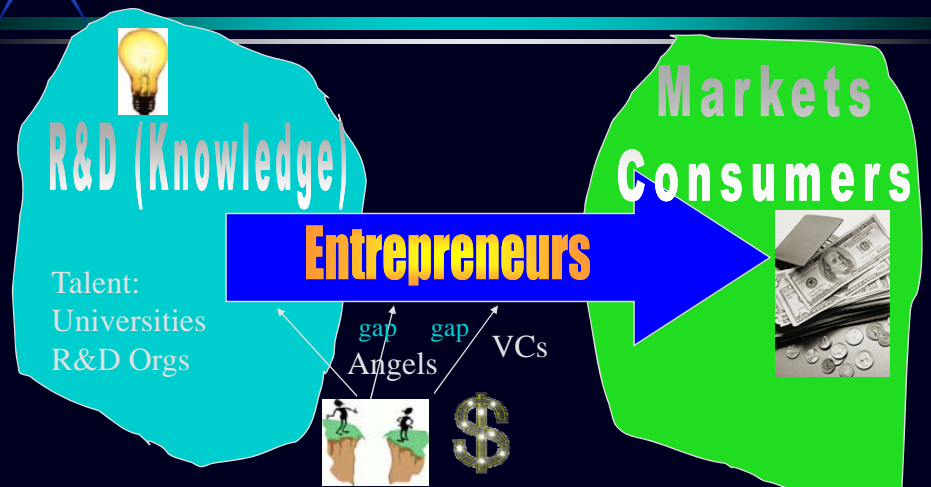
Taking Ideas Forward
(Find an Angel)
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 **W U T I F**
WUTIF Capital (VCC) Inc

Innovation is *the* key to growth



Entrepreneurs are the Champions of Innovation



My Passion: Tech Startups

Experience:

- starting them (tech entrepreneur, mentoring)
- raising capital for them & investing in them

Observation over 30 years:

“good” companies *will* always get funded
startups are getting better each year

Conclusion:

It's all about Entrepreneurship & Leadership
Beware of the E-myth!



A Great time to start a Company

- Prime at 2.5%, low inflation, GDP: 4-5 %
- Lower taxes (small bus. rate, cap gains exempt)
- Low R&D costs (SRED Credits)
- Great Infrastructure (see www.hitechbc.com)
- Overhaul of securities regs (easier financing)
- Special incentives: SBVCA - VCC program
- Make a list of all un-invented things!
- Americans will buy anything!

But First – What's the Business Case?

- What are you selling?
 - Who will buy it? (and why?)
 - How will you make money?
 - What do you need to proceed?
 - Can you find an angel?
- SEE NEW VENTURES BC QUESTIONS:
<http://www.sfu.ca/~mvolker/biz/busplan-questions.pdf>

What's An Angel?

ANGEL:
a term borrowed from Broadway
(successful “stars” helping “starlets”)

TWO key (ideally) characteristics of Angels:

1. Been there, done that (entrepreneur, CEO)
2. *Invests Own Capital, \$25K-\$1M+ (no agents, no OPM)
(* essential criterion)





What Angels Want

1. Fun
2. Interesting Opportunity
3. A willing protégé
4. To use one's resources
5. Attractive Return:
10X to >>100X
6. 3 I's: Intensity, Integrity, Immediacy (person)
7. 3 G's: Goodness, Greatness, Greed (company)
8. An "EXIT" – a way to cash in and get out!



Angels: Where on Earth are they?

Sorry! There's no "list"

Get a friend...

a mentor

a coach

an advocate

(this is the "key" to the angel network)



There is no shortage of venues!!

(they're everywhere! they're everywhere!)

Good people/deals will always get funded!



What about Scale?

The \$100 million deal?

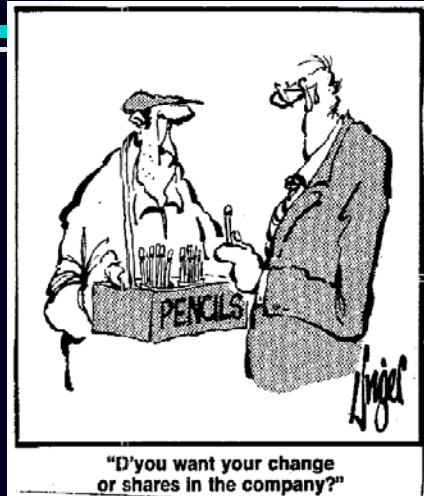
or

The Lifestyle Business?

Or

Something In between?

YOUR DECISION!



The Angel Network (VANTEC)

Under auspices of the VEF... (started Apr'99)

(check: www.vantec.ca for details)

How it Works:

- it is a network (no formal organization!)
- by angels and for angels
- monthly meetings: 3-5 short 15 min presentations
- no hard and fast rules (no application process)
- works on the sponsorship model
- dovetails nicely with VCs, Incubators, etc...

(Note: biotech , infotech & cleantech subgroups)



WUTIF?

- WUTIF=Western Universities Technology Innovation Fund
- Over 50 investments since 2004
- All types of technology
- Private “Angel” Fund
- See www.wutif.ca



GreenAngel Energy Corp

- Started up late 2009
- 6 Green Energy investments
- Publicly traded “Angel” Fund
- TSXV Listed under symbol: GAE
- Trading range \$.15 to \$.25
- See www.greenangelenergy.ca



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<http://www.hitechbc.com>



<http://www.newventuresbc.com>

THANK YOU!
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