



**ACCELERATE
YOUR BUSINESS!**

CITY OF NANAIMO
THE HARBOUR CITY

NC NANAIMO
CHAMBER

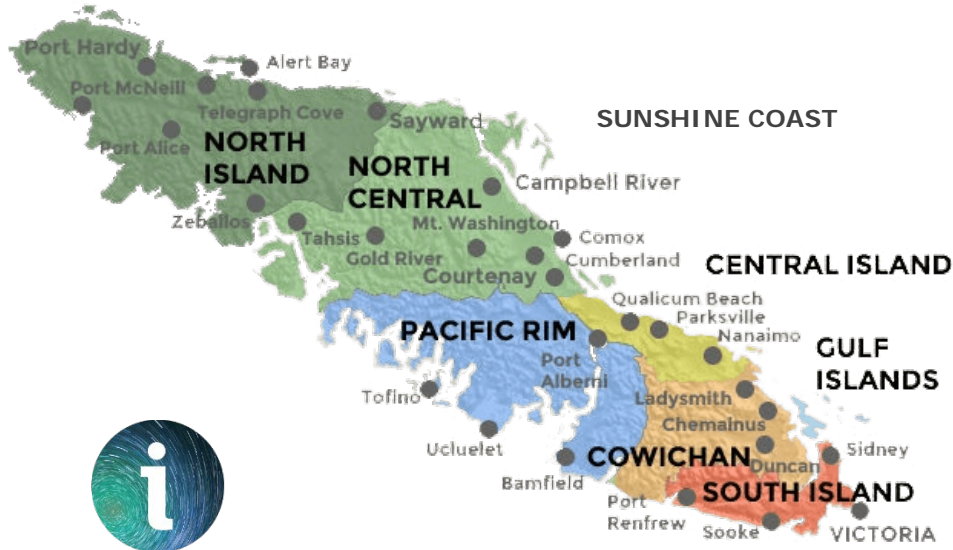
VENTURE CAPITAL

INNOVATION ISLAND

Technology happens here

INNOVATION ISLAND

Technology happens here



innovate BC

REGION: ROI

Rest of Island

79 Municipalities, 8 RD's and 13 School Districts

15

modus operandi

BUILD □ **GROW** □ **STAY** □

<https://innovationisland.ca/>



REGIONAL IMPACT

- Supported 50+ companies & 500+ entrepreneurs
 - Over \$32,000,000. of OKR's since program start
 - \$16.9M invested
 - \$16.2M revenue
- 12+ Investor Ready ~ at Revenue
78% over past 18-24 months
36X 5-year growth rate
- **Added 160+ new tech jobs to the regional economy**

**It takes
dedicated effort
to secure
project funding.**





What is your project stage?

- Concept**
- Drawings or Business Plans**
- Working Prototype**
- MVP (Minimum Viable Product)**
- Early Revenue (first customers)**
- Ready to Scale**
- Market Expansion**

What type of business are you building?

- Lifestyle Business (Solopreneur)
- SMB (Small-Medium-Business)
- Technology Startup
- Research & Development
- Large Enterprise

What is your industry sector?

- Technology (Hardware or Software)
- Retail, Commercial, Industrial
- Consumer Packaged Goods
- Other Hard Goods
- Services

How much money do you need?

- Startup Capital \$25,000+
- Proof of Concept \$100,000+
- MVP \$250,000+
- Full Product (Early Market) \$500,000+
- Scale \$1,000,000+
- Market Expansion \$5,000,000+

What will you use the money for?

- Proof of Concept or MVP**
- Soft-costs (people)**
- Hard-costs (things)**
- Marketing or Professional Services**
- External Costs (Licenses)**
- Strategic Acquisitions**

Determine your funding profile

- ✓ Working Prototype
- ✓ Technology Startup (Hardware)
- ✓ MVP \$250,000+
 - Soft-costs (people)
 - Hard-costs (things)

The due-diligence process consists of three initial evaluations

1. Screening (is this worth looking at)
2. Business (can the product/service make money)
3. Legal (is the company properly structured)

Disclosures and due-diligence checklists

- Corporate Records and Material Agreements
- Business Plan and Financials
- Intellectual Property Disclosures
- Information on Disputes and/or Potential Litigation
- Information on Employees and Employee Agreements
- Equity, Debt, Grants and other Security Agreements
- Etc.

Let's talk fit.



STARTUP FUNDING MATRIX

Founders Cash | Bootstrapping

Family & Friends | Love Money

Angel Investment | +/- [EBC Tax Credits](#)

Quasi-Venture Capital (Incubators/Accelerators *USA)

[Venture Capital Corporation](#) (VCC)

Impact Investment (Social Venture Capital)

Government Programs | Grants & Loans [BDC/CF](#)

Venture Capital (VC)

Alternative (Crowdfunding, JV, M&A)

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GROWTH & RESTRUCTURING MATRIX

Government Programs | Grants & Loans

Institutional Debt (Banks, [BDC](#), [CF](#))

Venture Capital (VC)

Private Equity | Investment Bankers

JV (Joint Venture)

M&A (Merger or Acquisition)

Revenue Financing

IPO (Initial Public Offering)

RTO (Reverse Takeover)

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Resources

<https://innovationisland.ca/resources/>



Thank You ~ Q&A

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