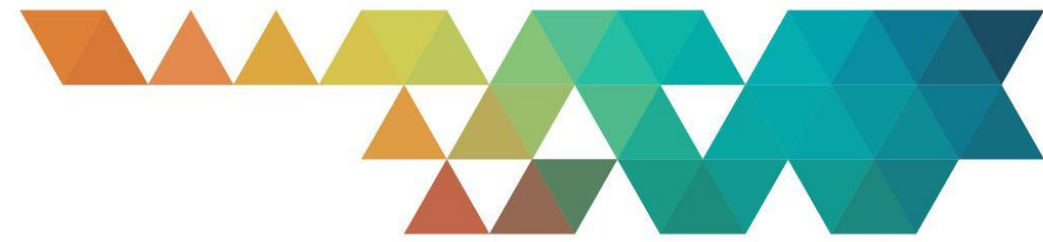


Accelerating Edmonton

*Capacity-building, investment-readiness & global market access
for local start-ups and scale-ups*

Presented by request to City of Edmonton Executive Committee, April 26, 2021
By Catherine Warren, Chief Executive Officer, Innovate Edmonton

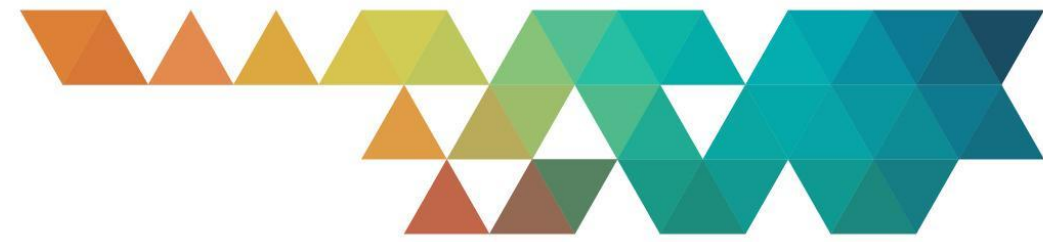




Edmonton's Opportunity

- To enhance the innovation ecosystem to propel economic growth
- Alberta Innovates issued a significant RFP to support tech accelerators serving start-ups and scale-ups in our province
- Winning regions will attract international attention and investment





What is an Accelerator?

- A formal suite of programs for entrepreneurs:
 - Coaching and mentorship
 - Business development, planning and growth
 - Investment readiness
 - High-value networking and market access

- Increase start-up survival, job growth, investment and scale-up success



Alberta Innovates RFP Fast Facts

- Up to \$25M total
 - 3-year contracts to 3 or more accelerators
 - Option to renew for 2 years based on performance
- There are 3 streams:
 1. Pre-accelerators
 2. Sector-Agnostic Accelerators
 3. Sector-specific Accelerators
- Targets:
 - 900 new junior technology firms
 - 20,000 jobs
 - \$5B in technology revenue by 2030

Tech Companies in Alberta



Source: Alberta Enterprise Corporation, 2021 Alberta Technology Deal Flow Study

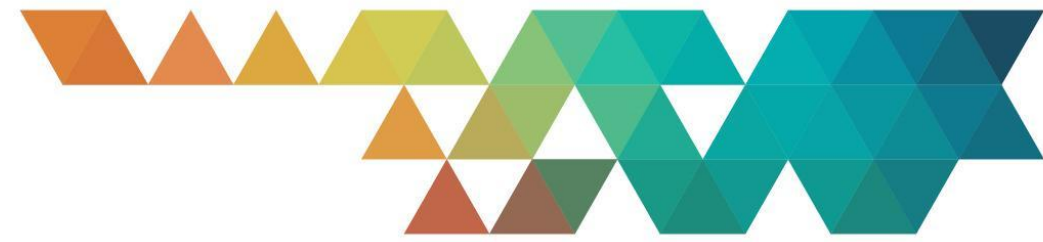


Leveraging Additional Investment

- Federal Government will also commit significant funds
- Opportunity Calgary Investment Fund (OCIF)
Innovation Ecosystem RFP \$20M
- Expecting to attract private investment from within and outside Alberta



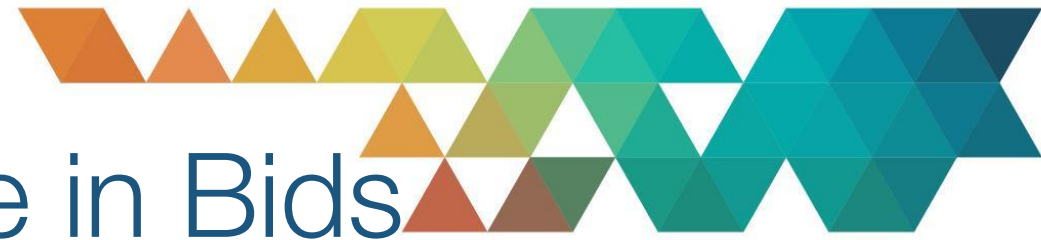
Time is of the Essence



RFP TIMELINE	
Activity	Deadline
RFP issued and posted	March 31, 2021
Vendor Information Webinar	April 22, 2021 (10:00 to 11:30 AM MDT)
Deadline for submission of questions	April 27, 2021 by 4:00 PM MDT
Last question responses posted on APC site	April 28, 2021
Proposals due	April 30, 2021 by 4:00 PM MDT
Evaluation of proposals	Week of May 1 to 21, 2021
Invitation of top ranked proposals to present	Week of May 24th, 2021
Successful Vendor(s) contacted	Week of June 14th, 2021
Unsuccessful Vendor(s) advised of the status of their submission	Week of June 21st, 2021
Service agreement signed with successful Vendor(s)	Estimated Mid-August 2021



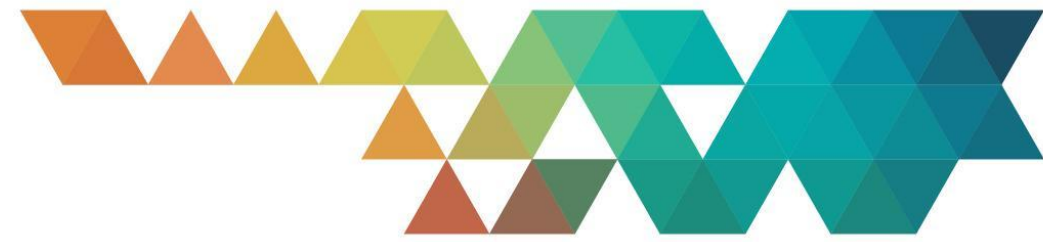
Innovate Edmonton's Role in Bids



- Working with high profile global accelerators on bids to locate in Edmonton
- Uniting local partners and leading collaborative approach to grow local ecosystem capacity
- Partnering with Platform Calgary and Regional Innovation Networks on a strong pan-Alberta pre-accelerator bid
- Supporting a number of bids as a partner or with endorsements



Requesting Your Pledge



- Demonstrate commitment to the Edmonton accelerator landscape with a City of Edmonton pledge of \$5M in 2021
- Allows Innovate Edmonton to support Edmonton's growth
 - Leverage potential funding from other levels of government
 - Attract private investment into the ecosystem
 - Draw international scale-up accelerators to Edmonton
 - Support home-grown scale-up accelerators
 - Localize and host pre-accelerator programs



What is the value to Edmonton?



- Attract international attention and investment
- Establish world-class innovation branding
- Entrepreneurs and innovators supported at every stage of growth
- Edmonton entrepreneurs connected to global networks
- Fuel job creation and economic diversification
- Propel economic growth
- Spark downtown revitalization



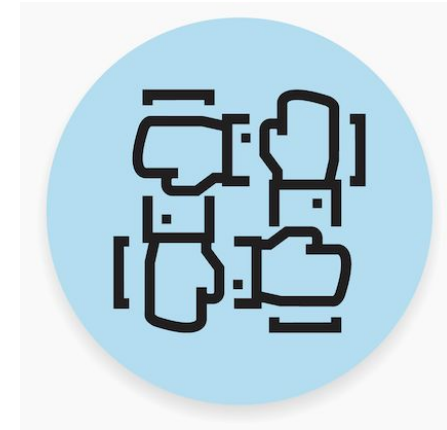
High-Value Returns & Performance Measures



**270
NEW JUNIOR
TECHNOLOGY FIRMS**



**\$1.5 BILLION
TECHNOLOGY REVENUE
BY 2030**



**6,000
NEW JOBS**

BASED ON THE CURRENT RATIO OF TECHNOLOGY FIRMS NOTED IN THE ALBERTA ENTERPRISE CORPORATION DEAL FLOW STUDY RELEASED IN APRIL 2021 AND CONSISTENT WITH THE ALBERTA INNOVATES RFP TARGETS.

