



# YEAR IN REVIEW

## 2015 - 2016



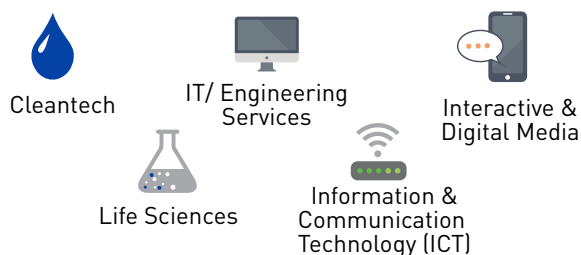
The BC Tech Association (BC Tech) is guided by a mission to **Make BC the best place to grow a tech company.** For more than 20 years, we have helped to grow our province's tech cluster of more than 9,000 companies that employs over 90,000 people, and now outpaces the resource industry in terms of economic contribution and employment in the province.

As a platform to grow the tech ecosystem in British Columbia, we are guided by our core values: Be of Service, Succeed Together, and Pay it Forward.

# YEAR IN REVIEW

# 2015-2016

## BC'S KEY SECTORS:



**9,700** TECH COMPANIES

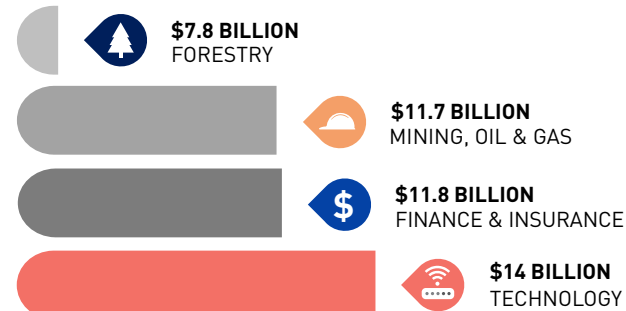
**\$14 BILLION** GDP IN 2014      **\$23 BILLION** IN REVENUE

**EMPLOYS OVER 90,000 PEOPLE**



The BC technology sector employs more people than forestry, mining, and oil & gas sectors combined

## ABOUT BC TECH INDUSTRY



**TECH IS A TOP CONTRIBUTOR TO PROVINCIAL GDP**  
Tech is the **3rd largest** industry in the province **growing at 2x** the rate of the province overall

Tech wages are **75% HIGHER** THAN BC AVERAGE



## 2016 INDUSTRY MILESTONES



### The #BCTECHStrategy:

BC government's commitment to growing the tech sector and a strong and diversified economy

- **Enhancements to BC's World Class Co-Ops & Post-Secondary Education System**
- **Launch of BC TECH Fund:** \$100 million in new Venture Capital
- **New K-12 Coding Curriculum:** 600,000 BC students to gain tech skills & opportunities

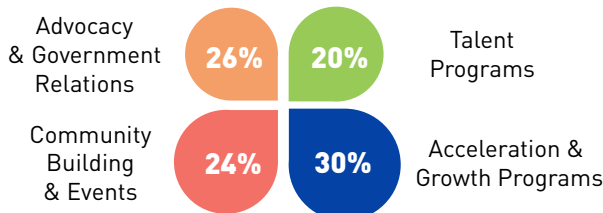
### FEDERAL INNOVATION AGENDA:

The Federal government is committing \$800MM over four years to building innovation clusters with a focus on technology.

## OUR POLICY PRIORITIES for scaling growth:

- Invest in World Class Talent
- Encourage Growth and Competitiveness
- Expand Access to Global Markets
- Expand Access to Growth Capital

## YOUR MEMBERSHIP DOLLARS AT WORK:



## ENABLING THE ECOSYSTEM

**Be of Service**  
**Succeed Together**  
**Pay it Forward**



## GROWTH PROGRAMS

### HYPERGROWTH GRADUATES!



Celebrated the graduation of our first HyperGrowth cohort. During the program they doubled in their revenue, increased staffing by 50%, and attracted more than \$2.3MM in new investment.

### LAUNCHED HYPERGROWTH 2.0!

Congratulations to our second cohort companies:



### LAUNCHED:

#### HyperGrowth:Life

A 12 month cohort program in partnership with Genome BC for healthtech and life sciences companies.

&

#### BC's 1st FinTech Program

Activities and experiences for growth-stage financial technology companies. In partnership with Central 1, Coast Capital, FICANEX, and PayPal.

### STARTING A NEW CHAPTER:

5 Years of Centre4Growth



"They have helped me enormously over the years, and I am so impressed with the ecosystem of support they have created for entrepreneurs throughout the province."  
- Greg Ford, CEO & Co-Founder, TalentClick



### FEATURING:

**269 COMPANIES + 1,000 CANDIDATES**

CREATING OVER **10,000 CONNECTIONS**

"Sitting in front of everyone, it was a great opportunity to provide some words of wisdom to the local developer community and do a little ACL promotion at the same time."

- Rory Emerson, ACL,  
on presenting at a Tech Talent Meetup

"Thank you very much for the wonderful opportunity to meet and talk to many companies at the October event! I was hired practically the next week (and still getting some calls and emails from other companies). I am confident that other candidates have similar success stories to tell."

-Ihor Fesenko, Developer

**404** TALENT SERVICES PROVIDED  
**20** COMPANIES FEATURED IN OUR SPOTLIGHT ON TECH

## COMMUNITY BUILDING

FROM SEPT 2015 - JUNE 2016, BC TECH HOSTED

**124 EVENTS**

WELCOMING **4,214 ATTENDEES.**

**1,380** COMMUNITY EVENT PARTNERSHIPS

WELCOMED **186** NEW MEMBERS

JANUARY:2015

**CELEBRATED 1 YEAR**

@ THE HUB



## CELEBRATING THE ACHIEVEMENTS OF BC'S TECH INDUSTRY

On June 7, 2016 BC Tech hosted over 1,000 guests at the sold out 23rd Annual Technology Impact Awards!

## LETTER FROM THE PRESIDENT

It's an exceptional privilege to be leading the BC Tech Association – an organization dedicated to making BC the best place to grow a tech company. Together with all of our members, partners, and supporters, we're establishing a platform to enable an ecosystem – one that allows tech companies across the broad spectrum – digital entertainment, video games, software, devices, communications, biotech, lifesciences, and cleantech; from startup, to emerging and to large; to build to their full greatness right here in British Columbia.

In today's global market, the strongest economies have a fundamentally strong tech component, and in BC, we are exceptionally well positioned. After all, the BC Tech story is a GROWTH story.

In a province that is already leading the country in economic growth, the tech sector has been growing at twice the rate of the provincial economy overall. The BC Tech Sector has grown to \$23B dollars in revenue and BC is home to over 9,000 tech companies. Equally important is the fact that BC Tech is an enabler for all industries. It supports the innovation and productivity goals of all sectors – from food services to forestry; from manufacturing to mining; and from transportation to tourism.

We have long had an enviable blend of locally grown and “second home” companies (that is foreign owned companies that now call Vancouver their second home). This year, we welcomed an exceptional cohort of global companies who now call the province home. All have come to appreciate the vibrancy, creative energy, and passion that define our community – and have prospered as a result.

To fuel the future, we'll need to continue to create the conditions that support scale in our ecosystem, growing the next wave of anchor companies and attracting many, many more world class tech companies to British Columbia. This is what will cement Vancouver and BC's reputation on the world stage and truly fulfill our mission of making BC the best place to grow a tech company.

Thank you for believing in our collective mission.

Bill Tam, President & CEO  
BC Tech Association



## THE BC TECH TEAM

**Bill Tam**, President & CEO

**Barbara Baronova**, Events Specialist

**Novara Chadwick**, Hub Coordinator

**Ana Fong-Marquez**, Account Manager, Partnerships

**Dylan Freeze**, Program Manager

**Marta Mintenko Knapik**, Program Manager, Talent Development

**Duane Laird**, Hub Operations Manager

**Linda Landreville**, Director, Finance & Operations

**Camila Louzada**, Manager, Talent Programs

**Aimée MacNeill**, Graphic Designer

**Kelly McNally**, Marketing Specialist, Programs

**Andrea Mok**, HR & Finance Administrator

**Nick Sartore**, Account Manager, Tech Sector

**Raseel Sehmi**, Policy & Strategic Initiatives

**Wendy Turnbull**, Director, Marketing & Events

**Clayton Racine Weir**, Head of Growth Programs

**Erin Westlake**, Marketing Specialist, Community

## BOARD OF DIRECTORS

**Jill Tipping**, (Chair), VP Operations & CFO, Solar Business, Schneider Electric

**Kirsten Sutton** (Past Chair), VP & Managing Director, SAP Labs Canada & SAP Global Executive Briefing Centres

**Kari Lockhart** (Treasurer), Partner, Assurance & Advisory, Deloitte

**Phil Bates**, EVP, Operations & Application Development, TELUS

**Paul Geyer**, CEO, LightIntegra Technology Inc.

**David Hargreaves**, VP, Surveillance & Intelligence, MDA

**Donovan Jones**, President & CEO, CounterPath Corporation

**Jon Lutz**, VP, Corporate Financial Planning & Strategy, Electronic Arts Inc.

**Hector Mackay-Dunn**, Senior Partner, Farris Vaughan Wills & Murphy LLP

**Greg Malpass**, CEO & Founder, Traction On Demand

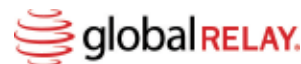
**Andrew Reid**, Founder & President, Corporate Innovation, Vision Critical

**Laurie Schultz**, President & CEO, ACL

**Rich Simons**, CEO, Proactive Strategies Inc.

**Matt Switzer**, VP Corporate Development, Hootsuite Media Inc.

## PARTNERS



BCSC • BDO • BFL Canada • Dentons Canada LLP  
EDC • EY • Harper Grey LLP • MDA  
Morneau Shepell • Schneider Electric  
Sierra Wireless • Stikeman Elliot • Westport

Ayming • BC Bioenergy Network • BDC  
Cassels Brock & Blackwell LLP • Cisco Systems  
Colliers • CounterPath • IBM • Korn Ferry  
LaBarge Weinstein • McKesson • PwC Canada  
Rogers Communications • Uni-Innovation • Vision Critical

BCBusiness • BC Tech Jobs • Business in Vancouver • Cymax  
Eclipse Production + Design • E-Cubed Media Synthesis  
Freeman Audio & Visual • Kim Stallknecht Photography  
MarketWired • Media FX Group • Techvibes • Optigo • ThirstFirst  
Best Buy • CPG Systems • Evergreen Office Spaces • Time.ly