



## 2016 Banff Venture Forum – Entrepreneur Bootcamp Schedule

### New Brunswick Room – Fairmont Banff Springs Hotel

TIME	ITEM	PRESENTER(S)
12:55 – 1:00	Agenda + Introductions	Marc Elrick, BVF
1:00 – 1:15	<b>Fundamentals of Raising Capital</b> - Preparing for investment - Funding options processes and changes	Steve McIlvenna, Innovate Calgary
1:15 – 1:45	<b>Funding Backstory</b> - Optimizing the BVF experience	Craig Elias, EIR - Chiu School of Business
1:45 – 2:15	<b>Government Assistance and Programs</b> - Product development vs. growth and marketing - Programs from different government organizations - Sector specific	Marc Elrick, BVF (Moderator) Irene Mikawoz, NSERC Mike Crabtree, SRC Jessie Hislop, PWGSC BCIP Karl Miller, NRC-IRAP
2:15 – 3:00	<b>How do I get Money? Q&amp;A</b> - Negotiating, term sheets and valuations - Different sources of funding and the latest deals	Wayne Logan, Miller Thomson (Moderator) Paul Austin, SDTC Michael Gilbert, Semios Martin Vetter, AVAC
3:00 – 3:15	Break	
3:15 – 4:15	<b>What it Takes to be Fundable</b> - What do institutional investors want? - US and corporate investment priorities - Portfolio and risk management	Chris Day, KPMG (Moderator) Andrew Beebe, Obvious Ventures Chris Buckman, EnerTech Capital Heather Campbell, SDTC Michael Kousae, TMX Group
4:15 – 4:45	<b>I got money ... now what?</b>	Emilio Bernabei, Leankor
4:45 – 5:15	<b>Tapping into your #1 financing option – Customers</b>	Craig Elias, EIR – Chiu School of Business
5:15 PM	Closing Remarks	Marc Elrick, BVF

*There will be a reception following the closing remarks.*