

2023 Banff Venture Forum



Wednesday October 18, 2023
Banff, Alberta

REGISTER

07:30 - 08:25 **Check in & Networking Breakfast**

08:25 - 08:30 **Conference Chair Welcome Remarks**



Steven Hnatiuk
Managing Partner

LIGHTHOUSE
EQUITY PARTNERS

08:30 - 08:45 **2023 VC Outlook**



Kim Furlong
CEO

CVCA
CANADIAN VENTURE CAPITAL
PRIVATE EQUITY ASSOCIATION

The last few years have seen venture capital and private equity push to new records and pivot focus to respond to various market variables. From attracting and growing Canadian talent, to building a strong ecosystem for startup companies to flourish, to a competitive taxation system, CVCA's voice and the role of this industry is essential to Canada's economic success.

08:45 - 09:30 **Meet the Investors - The Opportunity Landscape | Panel Session**

We bring together key players from some of the most differentiated and active venture funds. These leading VCs will dive deep into their innovative firms to give the audience an inside look at what they are searching for in an investment.



inovia



RBC^x

emerald

09:30 - 10:30 **Canadian Trailblazers: Unleashing Innovation Across the Nation | Pitch Session**

Top-tier companies from across the nation, representing the high calibre of innovation forged in Canada, will take the stage for a short-format live pitch to a feedback panel of seasoned investors. We are super stoked to have John Hill, Techstars evangelist join us from Boston to emcee the startup pitch session to a feedback panel.

techstars

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10:30 - 11:15 **Networking Break**

11:15 - 11:35 **The Art of Early-Stage Investing: A Decade's Worth of Insights** | Keynote Session



Janet Bannister
Founder & General Partner
STAIRCASE
VENTURES

Janet founded Staircase Ventures, which invests in Canada's most promising early-stage tech companies. Prior to Staircase, Janet helped launch Kijiji.ca and grew it to become one of the most visited websites in Canada. She also spent four years at eBay in Silicon Valley and was most recently the Managing Partner at Real Ventures.

11:35 - 12:05 **Canadian Technology Accelerator Program** | Panel Session

The Canadian Technology Accelerator (CTA) is a program of Global Affairs Canada's Trade Commissioner Service. It offers high-intensity programming that helps selected highgrowth, high-potential Canadian tech firms scale up by connecting them with export, investment & partnership opportunities in 12 global innovation centres - Boston, New York, San Francisco, Silicon Valley, Mexico City, Hong Kong, New Delhi, Singapore, Taipei, Tokyo, Berlin, and London.



12:05 - 13:05 **Networking Lunch - Hosted by MNP**

13:05 - 13:25 **Venture Philanthropy: Gateway to Innovative Solutions** | Panel Session

Hear from the panelists how venture philanthropy is adopting principles from venture capital for maximum social impact – blurring the lines and attempting to redefine both charitable giving and venture capital in the process. Learn about tailored financing, diverse philanthropic investments, and the vital role of investor-investee engagement.



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13:25 - 14:10 **Diving into Success: A Special Operations Approach to Venture Capital** | Keynote Session



Glenn Cowan
Retired Squadron Commander &
Founder



Glenn founded One 9 Investments while serving as an Assault Officer in Canadian Special Operations Forces. As a Squadron Commander, Glenn specialized in leadership, command and strategic planning and successfully translated these skills with the creation of a venture capital fund that invests utilizing the principles of special operations planning, risk mitigation and execution. Last year, Glenn was invited to join the Triple7 Expedition with Folds of Honor. Glenn and his Triple7 team mates executed skydiving jumps on all seven continents in seven days – decimating the previous world record.

14:10 - 14:40 **Corporate Strategies** | Panel Session

This panel of key players in the global tech ecosystem discusses the current opportunity landscape, tech adoption, how they prefer to engage with entrepreneurs, as well as how to successfully engage with the broader community of potential strategic partners. Get your foot in the door and connect with these titans of industry at BVF.



Bennett Jones



14:40 - 15:25 **Networking Break**

15:25 - 15:55 **Women in Tech - Leading a Canadian Tech Unicorn | Fireside Chat** with Julia Elvidge, Co-founder and Chair, SheBoot



SheBoot

Join us for an absorbing fireside chat with Kelly Schmitt, CEO, Benevity. A Canadian Tech Unicorn, Benevity is recognized as one of Fortune's Impact 20 and offers solutions to power purpose for many iconic brands in ways that attract, retain and engage today's diverse workforce. Kelly brings almost 20 years of growth company finance and capital markets experience to her roles at Benevity, first as CFO and then CEO. In this conversation, we will hear about Kelly's successes and challenges in her role as CEO of a major technology company as it continues to scale

15:55 - 16:15 **2024 Venture Survival Guide | Keynote Session**



Devon joined RBC's tech practice in 2012 and is now the Managing Director, Banking at RBCx. RBCx is supporting visionary entrepreneurs at any stage of growth by providing access to tech-focused capital, marketplace services, and deep sector and operational expertise to help companies scale. She has spent 20 years in financial services with 10 of those years being a passionate connector, business advisor, and mentor within the tech ecosystem

16:15 - 18:00 **BVF Networking Reception**

Thursday October 19, 2023 Banff, Alberta

08:00 - 08:55 **Hot Networking Breakfast**

08:55 - 09:00 **Opening Remarks**

09:00 - 09:15 **Industry Outlook - State of the Ecosystem | Presentation**



09:15 - 09:45 **Meet the Investors- US Investment Insights | Panel Session**

Put faces to names as we bring together key players from some of the most active venture funds in the United States! Hear straight from these VC leaders as they lend insight into what they are looking for, how to engage, and what they are excited about within the current opportunity landscape.

Stikeman Elliott



09:45 - 10:45 **Empowering Innovators: Celebrating Women-Led Tech Ventures | Pitch Session**
Showcasing Canada's Exceptional Ingenuity, this lineup of high-calibre women-founded tech ventures from various regions of the country will showcase their innovations in a dynamic live pitch session.
Panelists:



10:45 - 11:30 **Networking Break**

11:30 - 11:50

A Unique Journey, Canada's First Female-Led Tech Unicorn Exit | Fireside Chat with Shelley Kuipers, Co-Founder, The51



Laurie Schultz
Former CEO
Galvanize
is now **Diligent**

THE
51

Join us for a captivating fireside chat with Laurie, a visionary leader who **built a Canadian tech unicorn**. In a historic achievement, Laurie became Canada's first female CEO to lead a company to a billion-dollar USD exit with Galvanize's remarkable sale to Diligent. Drawing from her extensive three-decade tech journey, Laurie will engage in a candid conversation about her transformative experience, turning a dismissed tech venture into a billion-dollar success story.

11:50 - 12:30

Power of the Network | Keynote Session



John Hill
Evangelist
techstars

Learn how to navigate networks to support your primary needs as a founder: funding, talent, customer acquisition, mentorship and knowledge share. This talk is based on the in-program talk we give at our accelerators to help Techstars founders grow and scale. To date, Techstars has invested in 3,000 companies and has had six companies go public. Additional learning will focus on what Techstars does and how to build an effective entrepreneurial community.

12:30 - 13:30

Networking Lunch

13:30 - 14:00

Innovation for Defence Excellence and Security | Presentation

Innovation for Defence Excellence and Security (IDEaS), will profile how their programs represent a unique opportunity for entrepreneurs to accelerate the commercialization and de-risking of their respective ventures. With the proliferation of national and international incubators, accelerators, and other commercialization readiness programs out there, knowing exactly what outcomes you can expect for your investment of time and energy is critical.



14:00 - 14:30

Ag & Food Tech - Robots & Microbes | Panel Session

A deep dive panel session providing an inside look at the future of Ag and Food Tech in Canada and how it connects with the tsunami of global tech innovation. Unmanned aerial vehicles, robots, IoT, lasers, augmented intelligence, vertical farming, genomics, the microbiome... Ag and Food Tech now represents the greatest and most compelling opportunity landscape at the intersection of Cleantech and Life Sciences in history.

MNP

Joyful
VENTURES

tall grass
[ventures]

AVAC group

BIOENTERPRISE
CANADA'S FOOD & AGRI-TECH ENGINE

14:30 - 14:35

Closing Remarks

Reserve your seat today for this outstanding program!

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Partial Lineup of Alumni

