



Tuesday June 13, 2023 Halifax, Nova Scotia

[REGISTER](#)

- 07:30 - 08:20 **Check-in and Networking Breakfast**
- 08:20 - 08:30 **Opening Remarks**
- 08:30 - 09:15 **Pathfinder Investors from Venture Capital, Venture Debt & Creative Capital - Meet the Investors**
| Panel Session
We bring together key players from some of the most differentiated and active early & growth stage venture funds. These firms dive deep into their respective investment mandates to give Forum delegates an inside look at how they engage with emerging companies.



- 09:15 - 10:15 **Maritime Mavericks: Making Waves In Atlantic Canadian Tech** | Pitch Session
Presented by Startup Atlantic: Top-tier companies from across the Maritimes, representing the high calibre of innovation forged in Atlantic Canada, will take the stage for a short-format live pitch to a feedback panel of seasoned investors from across North America. We are super stoked to have John Hill, Techstars evangelist join us from Boston to emcee the startup pitch sessions to a feedback panel of VCs. There will be some fun (and challenging) rules for both the selected entrepreneurs and the feedback panel!



- 10:15 - 11:00 **Networking Break** | Company Showcase Hubs

- 11:00 - 11:30 **Keynote Speaker**



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.

11:30 - 11:45

IDEaS | Presentation

Innovation for Defence Excellence and Security (IDEaS) is more than just a funding program. They accelerate concepts and propel solutions forward, building a defence innovation ecosystem. IDEaS' programs provide a unique opportunity for entrepreneurs to accelerate the commercialization and de-risking of their respective ventures.



11:45 - 12:15

“State of the Atlantic Canada Tech Engine - A Briefing Note for Growth Stage Investors” | Panel Session

The pool of capital, entrepreneurial talent, and ecosystem supports is much wider and deeper than it was when the Atlantic Venture Forum launched ten years ago. While there remains a later stage funding gap – this represents an opportunity to clearly message out that there is a myriad of stories that serve to tell the external, growth stage investor community about the fertile hunting grounds in Atlantic Canada. Last year was one dominated by “headwinds and tailwinds” discussion...now we have an opportunity to evolve the dominant theme to “there’s been a step change in the ecosystem and eyes and ears want to know how to plug in”.



12:15 - 13:15

Networking Lunch

13:15 - 13:35

Keynote Speaker



Kim Furlong
CEO



A trusted advisor to governments, associations and corporations, Kim brings people together to enhance value and arrives at win/win scenarios for all. As CEO of CVCA, she advocates on behalf of the industry to ensure sound public policy and encourage a favourable environment for investment. The CVCA is Canada’s professional association for the venture capital and private equity industry.

13:35 - 14:20

“Corporate Strategics... Unique Resources, Funding, Partnering & Exits” | Meet the Players

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 AVF.

YingCo



Deloitte.

BellVentures

14:20 - 15:00

Networking Break | Company Showcase Hubs

15:00 - 15:10

Blue Horizons: Unprecedented Opportunity in the Blue Tech Investment Arena



Donald Grant
Executive Director



15:10 - 15:40

Beyond Cleantech: Oceans of Opportunity | Panel Session

In collaboration with the H2O Conference & Exhibition, we bring together active international investors in the rapidly evolving ocean technologies space to explore the opportunity landscape and its potential for addressing some of our most pressing challenges and opportunities.



15:40 - 16:00

Keynote Speaker | Staying Afloat in 2023: What Founders Should Focus On

With significant market uncertainty, how do you know what is most crucial to focus on or keep in mind over the next period? Tony Barkett (Head of Banking at RBCx) will talk you through the patterns and learnings of past downturns to look at the future of funding, venture debt, and what it means for your startup. There's a lot of noise in the ecosystem. Tony will help you filter through it, and walk away with tangible, actionable, and strategic advice.



Tony Barkett
Head of Banking

RBCx

16:00 - 16:10

The Northpine Foundation | Presentation



16:10 - 18:00

Legendary Taste of Nova Scotia Lobster Bash Networking Reception



Wednesday June 14, 2023

Halifax, Nova Scotia

08:00 - 09:00

Hot Networking Breakfast

09:00 - 09:45

Meet the Investors | Panel Session

Put faces to names as we bring together key players from some of the most active venture funds in Canada! 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. Differentiating your tech company is more critical than ever before.



09:45 - 10:45

Maritime Mavericks: Making Waves In Atlantic Canadian Tech | Pitch Session

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10:45 - 11:30

Networking Break | Company Showcase Hubs

11:30 - 12:15

"Startup Stories - Raising Capital" | Panel Session

Join us for an exciting discussion featuring tech startups, VCs and angel investors. Discover firsthand what it takes to secure funding, and gain valuable insights on navigating the legal and financial aspects of starting and scaling a business. Don't miss out on this unique opportunity to gain valuable knowledge and inspiration from some of the most accomplished entrepreneurs and angel investors in the industry.



12:15 - 12:35

The Road Less Traveled: My Entrepreneur Journey | Keynote Speaker



Suzanne Sinatra
Founder & CEO



Hear how Suzanne, a self-made entrepreneur who built her innovative startup in what many consider taboo category from her hospital bed, deals with the widening fundraising and growth gap challenges. Suzanne's story is one of resilience and determination; you won't want to miss it.

12:35 - 13:35

Networking Lunch

13:35 - 13:50

"Commercialization and Market Access Breakthroughs" | Presentation

Innovative Solutions Canada is a Government of Canada innovation funding program that was launched to help Canadian innovators start, grow, and get to market. Two streams - the first is to fund Canadian R&D, and the second is to test prototypes in real-life settings. Challenge Stream - working with government organizations to launch challenges and Canadian innovators compete for funding to prove the feasibility of their solution and build a prototype. Testing Stream - buying late-stage, innovative prototypes from Canadian businesses and test them in operational settings with government departments.

INNOVATIVE SOLUTIONS CANADA
SOLUTIONS INNOVATRICES CANADA

13:50 - 14:20

"From Robots to Microbes - Ag & Food Tech Game Changers" | Panel Session

A deep dive panel session providing an inside look at the future of Ag and Food Tech in Atlantic 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 one of the greatest and most compelling opportunity landscapes at the intersection of Cleantech and Life Sciences in history.



14:20 - 14:40

Power of the Network | Keynote Speaker



John Hill
Evangelist



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.

14:40 - 14:45

Closing Remarks

Reserve your seat for this outstanding program!

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**Are you interested in becoming a sponsor or partner at #AVF2023?
Contact us today to find out how you can help grow the Atlantic Ecosystem!**

Contact Us

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Partial Lineup of Alumni

