



**BC Sustainable Energy**  
ASSOCIATION



**GreenAngel**  
ENERGY

Commercializing Green Technologies

# GREEN ANGELS

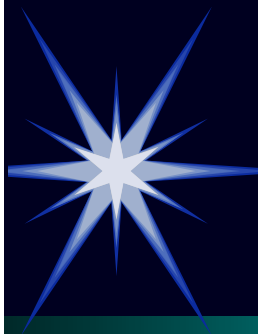
(Investing in a sustainable future)

27 May 2014

**SFU**

Mike Volker  
Innovation Office  
Simon Fraser University





# What have I learned in 30+ years

...as an Angel Investor?



Getting in is easier than getting out!  
(Making money is even harder!)

# Innovation is *the* key to growth



R&D (Knowledge)

Talent:  
Universities  
R&D Orgs

**Entrepreneurs**

Markets  
Consumers

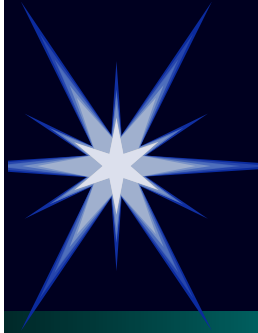


gap  
Angels

gap  
VCs



Entrepreneurs are the Champions of Innovation



# Barriers



- ❖ People

  - Not easy to compensate with shares
  - Where's the talent going to come from?

- ❖ Money

  - Too much emphasis on investor protection
  - Capital markets are over-regulated

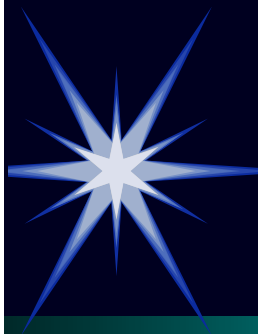


# Access to Equity Capital



But First – explore all non-equity sources see [moneylinks.ca](http://moneylinks.ca)

- Family Friends Relatives only go so far
- Less VC capital; mainly later stage
- Junior Public Market – not easy to do  
*(great if you want to be big!)*
- Crowdfunding – is it the new public market?
- What about angels?  
Great, but <1% of population



# Who's An Angel?



ANGEL: a term borrowed from Broadway  
(successful “stars” helping “starlets”)

## Key characteristics of Angels:

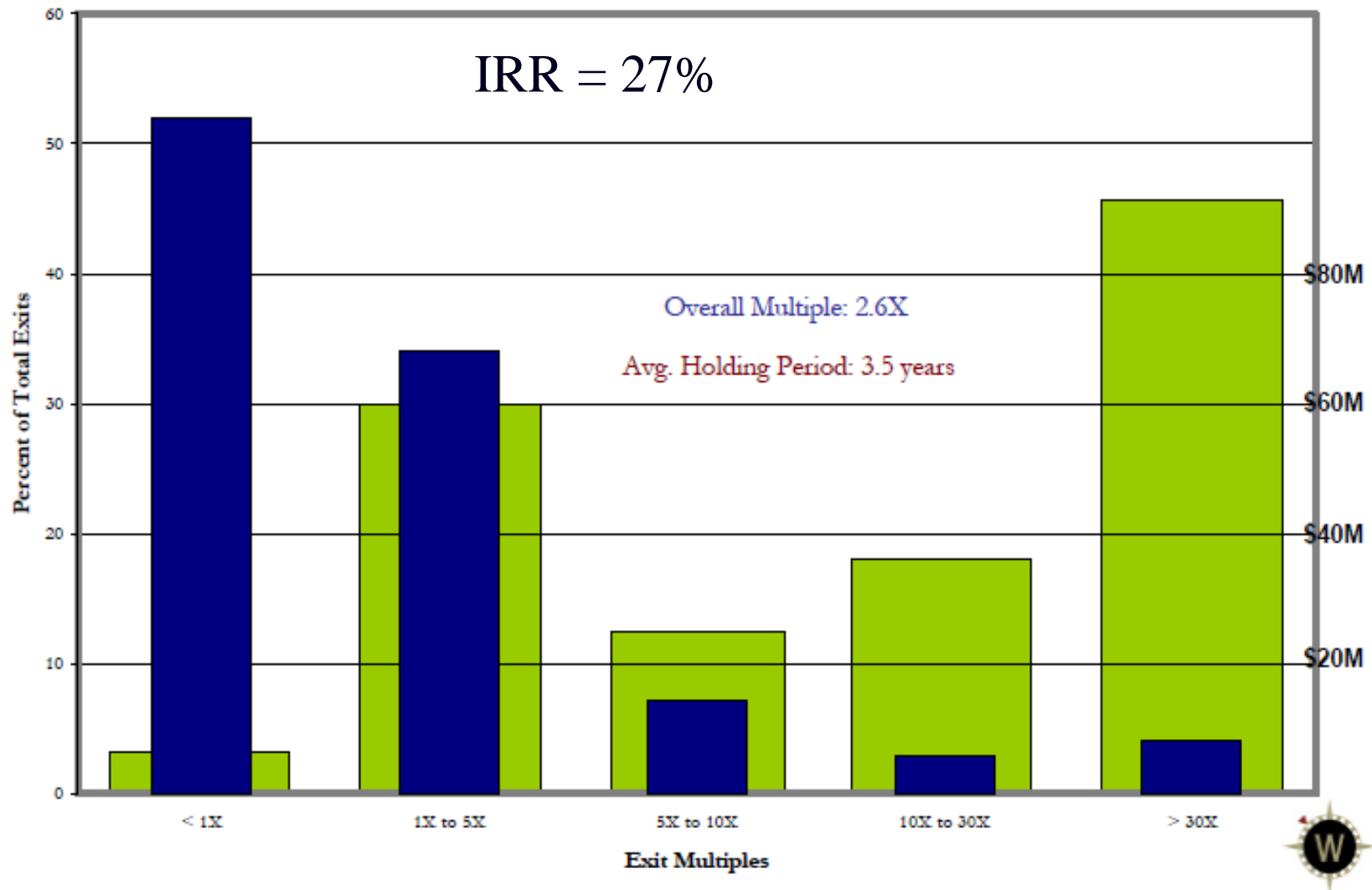
- \*An “Exempt” Investor (“Accredited Investor”)
- \*Been there, done that (entrepreneur, CEO)
- \*Invests Own Capital, \$25K-\$1M+ (no agents, no OPM)
- \*FAST!
- \*Coach, mentor, connections
- \*Minority, 1% of population

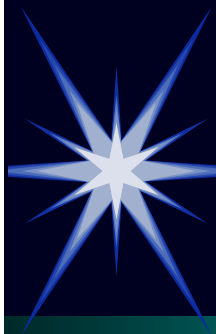


(DEFN: Accredited=millionaire or high income)

# ANGEL RETURNS

## Distribution of Returns by Venture Investment





# Angel Networks & Groups

A GLOBAL movement:  
They're Everywhere!

In Vancouver:

VANTEC.ca  
POWERHAUS.info  
K4NORTHWEST.com







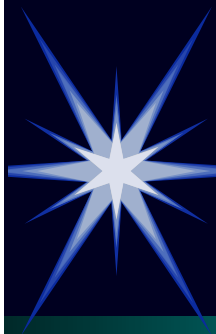
# WUTIF Angel Fund ([wutif.ca](http://wutif.ca))

(Western Universities Technology Innovation Fund)

- Started in 2003 as a VCC
- *any* tech startup can apply
- >60 investments: \$100K average/company
- >100 investors
- 30% tax credits
- RRSP + Rollover = 100% capital return

**WUTIF**

Western Universities Technology  
Innovation Fund



# GreenAngel Energy Fund

(greenangelenergy.ca)

- Started in 2009
- >7 investments
- >300 investors
- Publicly traded on TSX Venture Exchange
- No minimum; no hold
- 9% Notes (RRSP)



You, too, can be an angel investor!

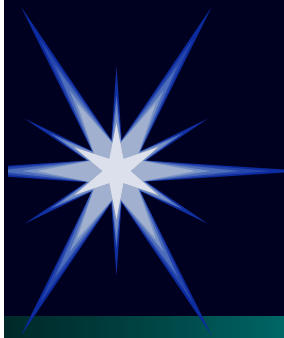
TSXV: GAE



# PowerHaus Angel Net & Fund

- PowerHaus Technology Ventures (VCC)
- Focus on Green Tech
- Supported by NRC-IRAP
- Focus on people first, money second

[www.powerhaus.info](http://www.powerhaus.info)



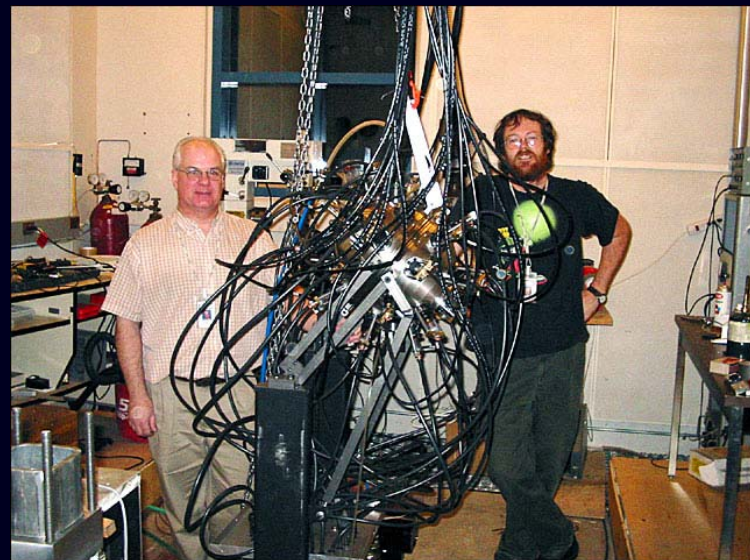
# Innovation Incentives (B.C.)

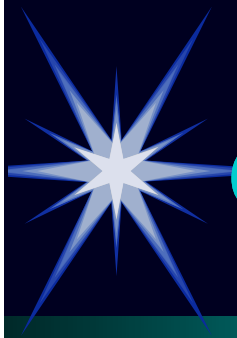
Example: General Fusion Inc (a WUTIF Investee)

- SRED tax credits: up to 68% - Good as Cash!
- NRC-IRAP, ICE Fund, STDC, NSERC I2I, BCIP, etc
- 30% VCC Tax Credit (Combine with RRSPs)

Raised \$400K

(investors get \$\$ back if  
it fails!)



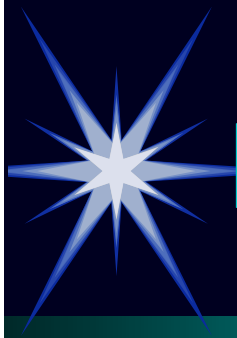


# dPoint Technologies

[www.dpoint.ca](http://www.dpoint.ca)  
(a GreenAngel Company)



- Energy Recovery Ventilators
- Started with Ballard membranes
- Raising \$2-\$3M now from angels



# Mazza Innovation Ltd



Mazza Innovation

[www.mazzainnovation.com](http://www.mazzainnovation.com)  
(a GreenAngel Company)

- Phytochemical Extraction (no solvents)
- Started by scientist and I.P.
- GreenAngel raised seed capital, recruited CEO & Board

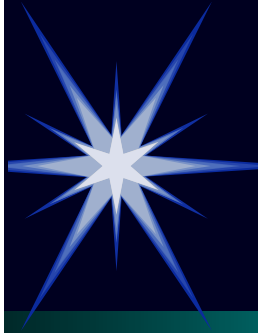


# Investor Conference June 1&2

Please visit the PowerHaus Pavilion

Details at [www.greenangelenergy.ca](http://www.greenangelenergy.ca)





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