FOSTERING INNOVATION IN GUELPH SINCE 2010
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A MESSAGE FROM OUR BOARD CHAIR

As the new Chair of Innovation Guelph’s Board of Directors, I am delighted to take on the role of steering the dedicated, influential group of community leaders who serve as volunteers on our board. Collectively, they represent knowledge and insight from manufacturing, education, information technology, finance, governance, investment, communications, and fundraising. With the addition of two new board members this year, Quintin Fox and Phil Wheeler, we are fortunate to expand that expertise to include the Agri-food and Financial sectors respectively.

Of course, as we benefit from the skills and experience of new board members, we also say goodbye to those who have served with us for many years. This past year we said goodbye to two of our founding board members, Brian Cowan and Kirk Roberts. As key contributors to the history and success of Innovation Guelph, we sincerely thank them for their enduring commitment to the organization and know they will continue to be supporters and advocates of Innovation Guelph and the work we do.

One of our most important tasks this year was the development of a new, three-year strategic plan. After consulting with staff, mentors, external stakeholders and the board, we are pleased to have a strategic plan that doubles down on our demonstrated success with the many women entrepreneurs who have benefited from our suite of Rhyze™ programs, as well as small and medium-sized enterprises that accelerate through our Fast Lane, Fuel Injection and Reverse Collision programs. These programs are key differentiators for Innovation Guelph and represent areas in which we continue to lead the Province, and in some cases Canada. At the same time, our new plan identifies areas for strategic growth and supports a renewed focus on optimizing the client experience for the companies we serve across all points of contact, from mentors, to staff to peer engagement. Two more parallel commitments emerged from our planning process: building the internal strength and capacity of Innovation Guelph, while collaboratively helping to build the innovation community throughout Guelph, Wellington County and the surrounding area. We are eager to move forward with planned initiatives in all these areas.

We are living in exciting times, and nowhere is that more apparent than here at Innovation Guelph! After six years of steady growth, Innovation Guelph is emerging from its startup phase and is ready to scale-up. I see remarkable things on the horizon as we continue to partner with the local innovation community to amplify our collective impact within the Innovation Corridor, creating prosperity and wellbeing throughout Southern Ontario.

“We are living in exciting times, and nowhere is that more apparent than here at Innovation Guelph!”
A MESSAGE FROM OUR EXECUTIVE DIRECTOR

This past year with Innovation Guelph has been exciting, challenging and rewarding. A large part of my journey as Executive Director has been coming to understanding the people, passion and purpose that fuel this organization and inspire the communities we serve. Here is a little of what I’ve learned.

Since launching in 2010, Innovation Guelph has fueled the economic growth of Guelph, Wellington County and the surrounding area, supporting over 1,000 companies, from startup to scale-up; serving as a hub where business and community converge, collaborate and cross-pollinate. These activities reflect our vision to be a recognized innovation leader, empowering a prosperous community and underline our commitment to cultivating community wellbeing through sustainable economic growth.

More importantly, we embrace certain core beliefs that guide the work we do and how we do it:

1. Communities prosper, and companies thrive when we inclusively nurture people, planet and prosperity.
2. Collision, connection and cross-pollination generate great ideas, and great ideas can change the world.
3. A robust and sustainable economic ecosystem requires more than one successful sector.

We are excited to share our fourth annual report and to reflect on another year of accomplishment and growth. We’ve seen the cumulative impact of our sustained Rhyze™ programming for women entrepreneurs achieve remarkable results. In fact, as of March 31, 2018, a full 35% of the companies we are supporting were founded or co-founded by women. More encouraging is that women represent 48.5% of our startup founders and co-founders. Even our Information and Communications Technology (ICT) clients have reached a surprising 29% female founded or co-founded! Going forward, we are excited to be expanding the impact of our Rhyze programming through a strategic partnership with the Business Centre Guelph-Wellington.

We are also having a sustained impact on small and medium-sized enterprises (SMEs) in the region; having supported the growth and scale-up of over 200 established companies in Guelph, Wellington County and beyond. Each year brings new programming and new opportunities and 2017/2018 was no exception. With the launch of Lessons from Leaders and Reverse Collision Days, we have engaged large corporations in sharing their expertise and exploring business opportunities with our local startups and SMEs. With programs like these, Innovation Guelph is fostering new connections and strengthening the economic fabric of the region.

Of course, none of this would be possible without our incredible, dedicated team of staff and mentors who consistently deliver quality advice and programming while embracing each new challenge and making change happen. Together, we are already focused on our strategic plan and are moving forward on the many exciting opportunities in store for the coming year.

Anne Toner Fung
Executive Director

“Innovation Guelph is fostering new connections and strengthening the economic fabric of the region.”
Innovation Guelph provides mentorship and business support programs and services that help innovative enterprises start, grow and thrive.

Since its launch in 2010, Innovation Guelph has fueled the economic growth of Guelph and the surrounding area, supporting over 1,000 companies, from startup to scale-up; serving as a hub where business and community converge, collaborate and cross-pollinate.

Serving Guelph, Wellington County and Southwestern Ontario, Innovation Guelph helps ideas and companies start, grow and thrive for a more prosperous and sustainable future. By bringing together novice founders of startups, CEOs and serial entrepreneurs, to find new ways to move business and social enterprise forward, Innovation Guelph has become a springboard for innovation, prosperity and community-building in the heart of Ontario’s innovation corridor.

Innovation Guelph’s Staff, Mentors and Industry Specialists work together to support entrepreneurs, build powerful community partnerships, and foster innovative initiatives that transform the way things are done in business and in the broader community. This collaborative approach creates an innovation ecosystem that drives lasting economic growth, supports environmental sustainability and enhances the quality of life for everyone in the region.

**LOOKING FORWARD**

As Innovation Guelph moves ahead we will continue to focus on our four strategic goals:

- **OPTIMIZE THE CLIENT EXPERIENCE**
  - We are proud to work with so many dedicated entrepreneurs. Their passion is what drives us to keep growing so we can serve them better.

- **COLLABORATIVELY BUILD THE INNOVATION COMMUNITY**
  - We are building partnerships that will enhance innovation services and position Guelph-Wellington to play a stronger role in Ontario’s innovation corridor.

- **DIFFERENTIATE INNOVATION GUELPH**
  - We never lose sight of what makes us unique, like our dedication to supporting female entrepreneurs and our programming for small and medium-sized enterprises.

- **STRENGTHEN OUR ORGANIZATION**
  - We will continue to strengthen our organization by developing our people and enhancing our processes.
GREAT IDEAS CAN CHANGE THE WORLD
GET TO KNOW INNOVATION GUELPH

We are a regional innovation centre providing mentorship, business support programs & services that help innovative businesses START, GROW & THRIVE!

SINCE 2011, WE HAVE SUPPORTED OVER 1,060 BUSINESSES
RANGING FROM STARTUPS TO SMALL & MEDIUM-SIZED ENTERPRISES (SMEs)

EACH YEAR, WE SUPPORT THE SCALE-UP EFFORTS OF 50-60 SMALL & MEDIUM-SIZED ENTERPRISES

WE FOCUS ON SERVING INNOVATIVE, SCALABLE BUSINESSES FROM FOUR SECTORS:

- AGRI-INNOVATION
- INFORMATION & COMMUNICATION TECHNOLOGY (ICT)
- ADVANCED MANUFACTURING
- CLEAN TECH

ONE OF OUR MANDATES HAS ALWAYS BEEN TO HELP INCREASE THE PERCENTAGE OF FEMALE ENTREPRENEURS IN CANADA. THE NUMBER OF FEMALE CLIENTS WE SERVE IS INCREASING EVERY YEAR THANKS TO OUR AMAZING STAFF, PROGRAMS & SPECIAL INITIATIVES LIKE THE RHYZE PROJECT.

35% OF OUR ACTIVE CLIENTS ARE FEMALE FOUNDED OR CO-FOUNDED

48.5% OF OUR CURRENT STARTUP CLIENTS ARE FEMALE FOUNDED OR CO-FOUNDED

29% OF OUR ICT CLIENTS ARE FEMALE FOUNDED OR CO-FOUNDED

LAST YEAR, INNOVATION GUELPH HELD MORE THAN 50 EVENTS & WORKSHOP SESSIONS

LAST YEAR, 24% OF OUR CLIENTS WERE SMALL & MEDIUM-SIZED ENTERPRISES (SMEs)

WE ARE A CERTIFIED ONTARIO LIVING WAGE CHAMPION

IN 2017 & 2018, INNOVATION GUELPH MENTORS & INDUSTRY SPECIALISTS PROVIDED CLIENTS WITH 6,010 ADVISOR/CONSULTING HOURS
IN 2017 & 2018, 41 LOCAL BUSINESSES RECEIVED $495,950 IN SEED FUNDING THROUGH OUR FUEL INJECTION & RHYZE AWARD PROGRAMS

SINCE 2011, INNOVATION GUELPH CLIENTS HAVE ATTRACTED MORE THAN $57,821,282 IN FOLLOW-ON INVESTMENT

THE AVERAGE INNOVATION GUELPH STARTUP CLIENT REVENUE IN 2017-2018 WAS $87,646 14% MORE THAN THE AVERAGE FROM 2016-2017

WE ARE A CERTIFIED ONTARIO LIVING WAGE CHAMPION

THE NUMBER OF ENTREPRENEURS IN CANADA.

ONE OF OUR MANDATES HAS ALWAYS BEEN TO HELP INCREASE THE PERCENTAGE OF FEMALE STARTUP CLIENTS OF OUR CURRENT 48.5% ARE FEMALE FOUNDED OR CO-FOUNDED 35% ARE SMALL & MEDIUM-SIZED ENTERPRISES /SMEs/ 29% OF OUR CURRENT ICT CLIENTS ARE ACTIVE CLIENTS ARE 12% OF OUR CURRENT INDUSTRY SPECIALISTS & RHYZE AWARD PROGRAMS HAVE ATTRACTED MORE THAN $57,821,282 IN FOLLOW-ON INVESTMENT $87,646 $1,570,284 $1,189,592 $1,037,077 $797,804 0 0 0

OUR CLIENTS ARE LOCATED ACROSS SOUTHWESTERN ONTARIO

OUR TEAM

FULL TIME STAFF

MENTORS

INDUSTRY SPECIALISTS

8

12

22

OUR CLIENT COMMUNITY

LAST YEAR, 24% OF OUR CLIENTS WERE SMALL & MEDIUM-SIZED ENTERPRISES (SMEs)
OUR TEAM / THE BOARD OF DIRECTORS

FROM LEFT TO RIGHT: Bob Campagnolo (Director, SAP Labs Canada), Carol Hunter (Board Director; Governance Expert; Strategic Leader), Erin Skimson (Director, Intelligent Transportation Systems Product Marketing at Miovision Technologies), Quintin Fox (Director of Training Development and Capacity Resourcing, Gay Lea Foods Co-operative), Mark Stoddart (Chief Technology Officer & Executive Vice President of Sales and Marketing, Linamar), Suzanne Bone (Board Chair, President and CEO at The Foundation of Guelph General Hospital), Phil Wheeler (Senior Commercial Relationship Manager, Meridian Credit Union), Daniel Atlin (Vice President, External, University of Guelph), Anne Toner Fung (Executive Director, Innovation Guelph), Frank Valeriote (Senior Counsel at Smith Valeriote LLP)

NOT PICTURED: Brian Cowan (Former Board Chair), J. Paul Haynes (CEO eSentire Inc.), Kirk Roberts (Principal, Tyrcathlen Partners), Dave McEllistrum (Partner RLB LLP, CEO Amplify)

OUR TEAM / STAFF

Anne Toner Fung
Executive Director

Kristel Manes
Director, Innovation Centre
Director, The Rhyze Project

Margaret Strybosch
Senior Accountant

Mickey Campeau
Program Manager

Linda Horowitz
Program Manager

Diana Train
Front of House Coordinator

Snow Conrad
Graphic Designer & Creative Lead

Sam Dent
Engagement & Research Coordinator
Sustainability Initiatives
“Our Innovation Guelph Mentor has demonstrated a great ability to probe, push and get us to key points and gaps in our thinking or activities. He then helps us determine how to close the gaps… we are definitely growing our business faster with our mentor’s guidance. We appreciate our relationship with Innovation Guelph and want to thank you for your support.”

- Rob Hallsworth, Co-Founder & COO, Rillea Technologies Inc.
2017/18 HIGHLIGHTS

ICT Talent Connection Event
We brought local ICT companies together with potential partners and technical talent.

Exchange Magazine Feature
Our first Reverse Collision Day, featuring Jim Estill, President and CEO of Danby. This unique event series invites entrepreneurs to look inside a large company for business expansion opportunities.

OCE Discovery 2017

Rhyze Award Celebration
On June 29th, more than one hundred people gathered to celebrate our ten 2017 Rhyze Award recipients. The evening included guest speaker Dr. Anne-Marie Zajdlik, founder of Bracelet of Hope.

Fuel Injection Celebration
We celebrated the launch of the 3rd round of Fuel Injection Seed funding recipients. Fourteen new businesses received seed funding to support their business scale-up projects.

Speedway Social
Our quarterly networking event for current and potential clients.

Lessons From Leaders: Overcoming Obstacles
The launch of our new quarterly event series! A breakfast event featuring a panel of successful business leaders who shared stories about their biggest business challenges.

Guelph Awards of Excellence
We were thrilled to present the 2017 Innovation Guelph Awards to Schema App and Mantech at the Guelph Awards of Excellence Gala hosted by the Guelph Chamber of Commerce.

NEW EVENT SERIES: REVERSE COLLISION DAYS
We launched our unique Reverse Collision Day series on May 25th, 2017! For our first Reverse Collision Day event, Jim Estill, CEO of Danby and Rick Jamieson, President and CEO of ABS Friction, invited more than 25 local entrepreneurs to meet with them one-on-one to solve problems, fill gaps and find new business expansion opportunities.

Sponsored by RLB Chartered Professional Accountants and Invest in Guelph.
Reverse Collision Day with CGL Manufacturing
Innovation Guelph presented our second “reverse collision day” event featuring Michael Ritchie, CEO of CGL Manufacturing. CGL Manufacturing invited local entrepreneurs to look inside their company to help them solve problems, fill gaps and explore new business opportunities.

Will proposed tax changes impact your business
Innovation Guelph and the Guelph Chamber of Commerce welcomed Adam Thompson, Senior Tax Manager with BDO, to answer questions and discuss how proposed tax changes will affect local businesses.

Sustainability Social & B Corp Bootcamp
We partnered with CBaSE to present an evening of networking with students and business owners with a sustainability focused mindset. This was followed by an interactive workshop on the ins-and-outs of B Corp Certification.

Are you Export Ready?
In partnership with Innovation Guelph and Grow Guelph, Canada-Ontario Export Forum (COEF) presented this half-day seminar on export development and tips.

LAICOS Celebration of Social Enterprises
A celebration of social entrepreneurship in Waterloo Region, Guelph and Wellington. The LAICOS Enterprise Hub consists of ten organizations who support the development of social enterprises and non-profits with incubation and acceleration services.

MaRS Workshop Series
( Eight-Week Innovation Guelph Program)

Innovation Showcase & Social
Innovation Guelph, in collaboration with Bioenterprise, held an Innovation Showcase & Social to promote the impacts and achievements made by the Round 1 recipients of the seed funding programs.

Ask a female politician
Innovation Guelph (The Rhyze Project), CFUW Guelph, PIN and Zonta Club of Guelph partnered to present an information session featuring local female politicians, to assist women who are interested in entering municipal politics.

Lessons from Leaders: What I’ve learned about bankrolling a business
We invited a diverse panel of CEOs and founders to share their experiences about sourcing the money needed to grow a business.

What is Intellectual Property?
Innovation Guelph partnered with the Canadian Intellectual Property Office and National Research Council Canada to present an educational workshop that walked business owners through the different forms of intellectual property and how to employ them.

New Startup Programming
We introduced new 6-month Peer-to-Peer Educational Cohorts to our Startup programming.

Executive Director Anne Toner Fung featured in Exchange magazine

Women on Boards
Meridian, PIN & Innovation Guelph partnered to present a free panel discussion & information session to explore why it is important to get more women on boards & how anyone can get involved.

Guelph Wellington Women’s Campaign School
Innovation Guelph (The Rhyze Project), CFUW Guelph, PIN and Zonta Club of Guelph partnered to present a sold out full-day workshop to provide information and support to women who are interested in entering municipal politics.

Innovation Guelph and clients featured in the Guelph issue of Perspectives
Perspectives is a multi-page insert distributed in the Globe & Mail to over 200,000 homes and businesses.

NEW EVENT SERIES: LESSONS FROM LEADERS
Our new quarterly Lessons From Leaders sessions launched September 29th, 2017! These morning panel discussions were created to help entrepreneurs start their days off right - by tapping into the life and business experience of leaders who know how to make things happen! Every quarter, we gather a panel of successful CEOs and founders to share their experiences and answer questions on topics that are important to business owners.

Sponsored by Invest in Guelph Video sponsor C to C Productions
HERE ARE JUST A FEW OF THE AMAZING THINGS OUR CLIENTS ACHIEVED THIS YEAR:

- **Ontario Ministry of Transportation** pilots Envision SQ’s SmogStop technology on highway barriers to prevent noise and reduce air pollution.
- **Mirexus Biotechnologies Inc.** secures 12 million investment for new factory in Guelph to commercialize new product and fund business growth.
- **PlantForm Corporation, Ryerson University, and University of Victoria** partnership awarded Glyco collaborative team grant to advance in vitro glycosylation technology.
- **GreenBug Energy Inc.** is nominated as a Nature Inspiration Award 2017 finalist.
- **Algae Dynamics** secures $250,000 investment for work on unique health products made from cannabis and algae oils.
- **Quote Kong** wins the top prize at the 2017 Fundica Roadshow.
- **Envision SQ’s SmogStop** technology wins Muhammad Ali Humanitarian Award.
- **Intrigue Media** makes the Profit 500 list of Canada’s 500 fastest-growing companies.
- **Ontario Ministry of Transportation** pilots Envision SQ’s SmogStop technology on highway barriers to prevent noise and reduce air pollution.
- **Quote Kong** wins the top prize at the 2017 Fundica Roadshow.
- **Good Food for Good** named one of SheEO’s 25 top ventures for 2017.
- **Soleluna Cosmetics** opens manufacturing facility in Cambridge and launches Altilis Beauty - an innovative line of beauty products using breadfruit.
- **The Making-Box** opens their new location on Cork Street, becoming Guelph’s first storefront comedy theatre.
- **Welo** launches their new probiotic bars in stores across Canada.
- **Mirexus Biotechnologies Inc.** secures 12 million investment for new factory in Guelph to commercialize new product and fund business growth.
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- **Soleluna Cosmetics** opens manufacturing facility in Cambridge and launches Altilis Beauty - an innovative line of beauty products using breadfruit.
- **The Making-Box** opens their new location on Cork Street, becoming Guelph’s first storefront comedy theatre.
Quinta Quinoa wins NutraIngredients 2017 Startup of the year award

Martha Van Berkel, CEO of global scale-up Schema App, speaks at events around the world as a recognized thought leader in semantic search engine technology

Canada’s leading diversified healthcare company signs agreement to distribute “Karie” - AceAge’s home-based automated drug delivery appliance

Envision SQ enters into a licensing agreement with Gramm Barrier Systems Ltd. to market and sell their smog-reducing SmogStop® Barrier in the United Kingdom

Econse’s technology chosen to advance to semi-final round in the George Barley Water prize

Natalina’s Kitchen launches their first cookbook

Green Table Foods is named a Regional Award Winner for the Premier’s Award for Agri-Food Innovation Excellence

Value Connect is accepted into the Canadian Technology Accelerator in New York City

Wyndham Forensic Group develops SAFEkit™ sexual assault evidence kit in response to public frustration with the way the justice system handles sexual assault cases

Katan Kitchens receives funding to pilot premium gluten-free oat certification program in Northern Ontario

Jill Fisher, (Lighthouse Lemonade) and Tim Nelson (Be Seen Be Safe) named 2017 WISE 50 Over 50 award winners

JamStack receives prize as semi-finalist for small business pitch competition from TELUS

AceAge is named a 2017 finalist in Synapse Life Science pitch competition

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Do you have a great idea, or is your company just getting started?

We offer both the Gear Up and Supercharger tracks to help accelerate your startup business.

**GEAR UP** is our free program specially designed for startups and early stage companies that want to accelerate their business to revenue and investment.

To qualify for this program, potential clients must:

- Be working on the business at least 20 hours/week
- Have a business plan/business model canvas drafted
- Be a scalable business or idea
- Be under 1 million dollars in revenue
- Be incorporated or intending to incorporate
- Not be solely a service provider

High-potential Gear Up clients have an opportunity to graduate to our exclusive SUPERCHARGER track. Here, they will have access to additional mentorship hours along with special project benefits, helping to accelerate revenue, faster than ever before!

2017 SUPERCHARGER GRADUATES

**Cool Clients / Redefining natural beauty with Mirexus and Soleluna Cosmetics**

Mirexus Inc. is pioneering novel all-natural nanoparticles with a wide range of potential applications in cosmetics, nutraceuticals and human & animal health products.

The company’s proprietary nano-biomaterial PhytoSpherix™ is derived from glycogen — a natural sugar extracted from non-genetically modified Ontario sweet corn. Published research confirms how its exceptional water retention and cellular-energy properties make PhytoSpherix™ an ideal moisturizing and anti-aging ingredient for skin care products. In the fall of 2017, the company closed a successful $12 million investment round and broke ground on a new facility in Guelph that will manufacture PhytoSpherix™ for world markets. Find out more at mirexusbiotech.com

Soleluna Cosmetics is the first company in the world to use breadfruit as the key ingredient in environmentally friendly beauty products.

Founder Kenna Whitnell, a biochemistry student at the University of Guelph, has developed a process to extract the active compounds from breadfruit flowers, which provide soothing and protective benefits for the skin.

The company, which recently opened a manufacturing facility in Cambridge, uses only sustainably-sourced breadfruit and other botanicals for its new line of Altilis Beauty products, providing important social and economic benefits to farmers in the South Pacific. Find out more at altitisbeauty.com
FAST LANE track, funded by NRC-IRAP, is specially designed to help small and medium-sized businesses overcome their biggest challenges. This track offers the greatest acceleration for the SMEs and is a unique offering by Innovation Guelph among the Regional Innovation Centres in Ontario.

FAST LANE works in two stages:

**DIAGNOSTIC:** Members of IG’s Mentor team will spend time with you to identify your company’s biggest challenges.

**TUNE UP:** Work with an IG industry specialist or a complete pit crew to accelerate your company through challenges identified in the diagnostic stage.

PROFILE OF A TYPICAL FAST LANE CLIENT:
- Generates more than $1 million in annual revenue
- Employs 10 to 500 people
- Is in one of the following sectors: Agri-food/Agri-tech, advanced manufacturing, clean technology, bio technology, digital media & ICT

SME CLIENTS SUPPORTED THIS YEAR
58

SPONSORED BY

Cool Client / UTComp

Founded in 2007, UTComp specializes in non-destructive and non-intrusive testing of fibreglass reinforced plastic (FRP) tanks, pipes and other assets as well as FRP engineering and design services for the oil and gas industry, chemical processing, mining, pulp and paper, food processing, and other sectors.

The company’s game-changing ultrasound analysis technology, UltraAnalytix™, system provides clients with a fast, accurate, safe and cost-effective way to assess the strength and condition of FRP assets to prevent catastrophic failures that endanger public safety and the environment.

Research at leading university labs and hundreds of customer facilities has validated a number of key advantages of the UltraAnalytix™ system over industry-standard methods. UTComp serves leading clients in a range of sectors throughout North America, Europe, Africa and Asia.

In the past year, with the help of Innovation Guelph mentors Stacey Curry Gunn, Steve Barrett and Mark Goldberg, UTComp implemented a new communications strategy — from technical talks to sales presentations to new branding for UltraAnalytix™ launched at the NACE Corrosion Conference & Expo in New Orleans March 26-30. Customer prospecting tools, as well as strategies for focusing resources on larger high-potential deals, are helping UTComp pivot from relying on one-off projects to offering long-term FRP engineering programs that provide more predictable revenue and help support sustained growth.

The effort is already paying dividends, with UTComp attracting major new customers in the U.S., Europe and Saudi Arabia.

Find out more at utcomp.com
Fuel Injection: accelerating growth throughout the region.

Delivered in partnership with Bioenterprise Corporation, and with financial support provided by the Federal Economic Development Agency for Southern Ontario (FedDev Ontario), Innovation Guelph awards up to $30,000 in matching capital to local businesses, and delivers valuable industry-specific mentorship and guidance through our impressive Fuel Injection seed funding program.

The Fuel Injection program focuses on accelerating growth throughout the manufacturing, sustainable technologies, social innovation, agri-foods and clean-technology sectors. The program helps companies innovate, commercialize and become more competitive in their respective industries. Ultimately, the program benefits recipients by helping them GROW and THRIVE - resulting in job creation, revenue growth, additional investment, and the launch of new products and services.


Soon to be vying for countertop space in the “connected home” is an automated medication delivery device named Karie, designed to help patients take their medication correctly – a solution to a multi-billion-dollar healthcare problem.

Karie was born out of the personal experience of entrepreneur Spencer Waugh, who saw his grandfather repeatedly admitted to hospital after medication mix-ups. Waugh discovered that his grandfather was not alone in his struggles; up to 90 per cent of patients make mistakes in taking medication, leading to 28 per cent of emergency room visits and 23 per cent of nursing home admissions. He founded AceAge in 2015, with Karie as its first product.

Karie is designed to make it simple to follow complex medication regimes, using standard multi-dose packaging to dispense the correct meds at the proper times. The device reads the information on each pouch to schedule doses and goes off like an alarm clock when it’s time for each dose. Karie can also be set to automatically notify a caregiver if a dose is missed. In addition to supporting patient wellbeing, Waugh expects Karie to be a boon in clinical trial settings as a way to improve adherence rates.

The Karie product gained a lot of attention this past year. In August 2017, Centric Health Corporation, Canada’s leading diversified healthcare company, announced that it had signed a strategic distribution and supply agreement and a strategic investment, including $2 million cash, with AceAge for its Karie home-based automated drug delivery appliance.

In March, AceAge announced it had signed an agreement with Burlington-based electronics manufacturer Urtech to join forces to bring Karie to market by summer 2018. Each company looks forward to bringing a Canadian-made product to those who need it. Find out more at aceage.com
Cool Client / Lighthouse Lemonade

An old family recipe for summer in a bottle is coming soon to a grocery store near you, thanks to Lighthouse Lemonade.

The Fergus-based company’s lemonade cordial, made from a traditional Maritime recipe that pre-dates Confederation, is now available in specialty shops, Sobey’s and Foodland stores across Ontario. It is expected to arrive on the shelves at select Metro stores this summer.

Company founder and CEO Jill Fisher started selling the lemonade in 2009 at the farmers’ markets in Guelph and St. Jacobs, growing slowly and adding stores like Market Fresh and Vincenzo’s while raising her family. After opening Lighthouse Lemonade’s solar-powered production facility in 2017, the slow and steady approach is paying off for Fisher, who was one of Innovation Guelph’s first clients.

Fisher grew up in Sackville, N.B., steeped in the lore of her family’s connections to the sea and a generations-old lemonade cordial recipe enjoyed by people all along the Northumberland Strait, where imbiers diluted it to make lemonade or added a splash to cocktails such as gin and tonic.

As a child, Fisher would often help make and bottle the lemyll elixir which, legend has it, her ancestor Charles Fisher – one of the Fathers of Confederation – served to Canada’s first prime minister, Sir John A. Macdonald, when he was in New Brunswick for talks on forming the nation.

Fast forward a few decades and Fisher, a University of Waterloo graduate in Classical Civilization, had become the keeper of a legacy that she wanted to share with the world. Graduating from the Stratford Chefs School provided a stepping stone into the food industry, and colleagues who tasted the lemonade provided the encouragement and support she needed to set sail.

Find out more at lhlemonade.com
Launched in March 2017, Rhyze on the Road is the newest expansion of The Rhyze Project. This program is designed to equip young women with the core skills and confidence needed to successfully navigate life and become the leaders of tomorrow.

**WHATS NEW:** After a successful summer camp in 2017, Rhyze On the Road is continuing as an ongoing after school program!

**The Rhyze Academy** is a one-of-a-kind, six month educational program developed to support women entrepreneurs as they connect the dots between business skills, financial know-how and work-life integration.

Each month, the Rhyze Academy focuses on a specific topic with leadership and instruction by a subject matter expert. Students receive educational content as well as the chance to engage in a practical application work session.
We are proud to support companies who look beyond the bottom line and are working to make the world a better place.

Innovation Guelph has been building and fostering partnerships to help Cleantech and Sustainability focused companies thrive in Guelph and the surrounding region.

In the past year, we have worked with the University of Guelph, the City of Guelph, Guelph’s new utility Alectra, and the LAICOS enterprise hub. We have provided input to the City of Guelph's successful Smart Cities application, and to Alectra as they create their Green Energy and Technology Centre here in Guelph.

Having recently added capacity to the sustainability portfolio, we look forward to some exciting projects happening in the coming year.

Cool Client / Canadian Extreme Climate Systems

Leading-edge idle-reduction technology developed by Canadian Extreme Climate Systems Inc. (CECS) is helping fleet operators like police forces and municipalities save millions of dollars and reduce the environmental impacts of operating their motor vehicles.

The patented GRIP system, first introduced in 2012 for light- and heavy-duty vehicles, automatically shuts off the engine after a predetermined amount of idling time when the vehicle is in neutral or park. This can reduce engine run-time by 30 per cent or more, lowering carbon emissions and fuel consumption while extending the life of the vehicle, resulting in significant savings for fleet owners.

“Our customers asked for the ability to customize the GRIP settings to fit their needs, and we’ve delivered that and more,” said Brian Bassindale, President of CECS and creator of the GRIP. “The new GRIP system has the flexibility to meet individual fleet and operator preferences and requirements, and also provides comprehensive real-time data so fleet managers can understand exactly how their vehicles are being used.”

Founded in 2006, CECS takes a problem-solving approach to identify gaps in the fuel economy and GHG reduction features of vehicles from original equipment manufacturers (OEMs) like Ford and then engineering solutions and developing products that increase vehicle efficiency and reduce pollution.

The GRIP is ideally suited to meet the needs of police officers – keeping them safe, comfortable and response-ready at all times. The system works in conjunction with climate controls to start the vehicle as necessary for heating and cooling; safety systems keep airbags, lights and sirens active at all times and deliver rapid start-up and anti-theft security.

Find out more at cecsltd.com
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