

2016

VCAA

MEMBER  
DIRECTORY

# *Institutional Investors*

## **ALBERTA ENTERPRISE**

[www.alberta-enterprise.ca](http://www.alberta-enterprise.ca)

Alberta Enterprise promotes the development of Alberta's venture capital (VC) industry, by investing in VC funds that finance early stage technology companies. Our focus is on funds that have a strong commitment to Alberta – including a full-time presence in the province. We also support Alberta's VC ecosystem by connecting investors, entrepreneurs, and experienced technology executives who share our passion for building a bright, innovative Alberta.

**Kristina Williams**  
1-780-392-3901

## **KENSINGTON CAPITAL**

[www.kcpl.ca](http://www.kcpl.ca)

Kensington is a leading independent Canadian investor in alternative assets. Founded in 1996, and with over \$700 million invested to date in private equity, venture capital, infrastructure and hedge funds, Kensington's active management approach and relationship based business has generated top quartile returns for investors.

**Michelle Scarborough**  
1.855.362.9329

# *Venture Capital / Private Equity Firms*

## **32 DEGREES CAPITAL**

[www.32degrees.ca](http://www.32degrees.ca)

Founded in 2004, 32 Degrees Capital is an energy-focused private equity firm based in Calgary, Canada. The Firm follows a diversified energy strategy, making investments in partnership with management teams in early stage oil and gas companies and energy service, equipment and manufacturing businesses. Typically the Firm looks to make investments in business models that have significant growth opportunities and that operate with or provide a significant cost advantage. The majority of the Firm's investments are made in Canada; however, consideration is made for U.S. and International opportunities.

**Trent Baker**  
(403) 695-1069

## **AVAC**

[www.avac ltd.com](http://www.avac ltd.com)

AVAC Ltd. is an Alberta-based investment company investing in promising early-stage commercial ventures in value-added agri-business, information and communications technologies, life sciences, and other industrial technology sectors. AVAC also manages an active early-stage venture capital fund-of-funds investment pool, and the new Accelerate Angel co-investment Fund. AVAC's mandate is to help bridge the critical investment gap that exists between innovative ideas and commercial business success.

**Warren Bergen**  
(403) 274-2774

## **AVRIO VENTURES**

[www.avrioventures.com](http://www.avrioventures.com)

Avrio Capital invests in innovative food and agriculture companies that provide solutions to global challenges in the areas of health, wellness and sustainability. Avrio is a hands-on investor who works alongside of its portfolio companies to provide the support and resources needed to transform emerging companies into successful globally competitive enterprises.

**Michael McGee**  
(403) 215.5492

## AZURE CAPITAL PARTNERS

[www.azurecap.com](http://www.azurecap.com)

Founded in 2000, Azure is a San Francisco-based venture capital firm with over \$750 million under management. Azure invests in early stage technology companies that are at the forefront of a transformative opportunity for growth. They have served as trusted advisors to some of the most successful and important technology companies created in the last decade, including VMware (NYSE: VMW), Bill Me Later (acquired by eBay), Calix (NYSE: CALX), Top Tier (acquired by SAP) and World Wide Packets (acquired by Ciena), and have helped to generate billions of dollars of value in these companies for entrepreneurs and investors.

**Dan Park**  
**(415) 276-5500**

## BDC VENTURE CAPITAL

[www.bdc.ca](http://www.bdc.ca)

With more than \$1 billion under management and more than 25 years of industry experience, BDC Venture Capital is an investor of choice focusing on venture funds as well as IT, healthcare, and energy/clean technology companies with high growth potential. From seed through expansion to exit, our mandate is to help build outstanding Canadian companies, while working to create a sound financial ecosystem for Canadian technology ventures. BDC Venture Capital is part of the Business Development Bank of Canada (BDC), the only bank dedicated exclusively to entrepreneurs.

**Robert Simon**  
**1-877-232-2269**

## BIOENTERPRISE CAPITAL

[www.bioenterprisecapital.com](http://www.bioenterprisecapital.com)

Bioenterprise Capital focuses exclusively on innovative global agricultural technology. Targeting high growth potential companies from seed capital through to mature expansion opportunities, Bioenterprise Capital provides a truly diversified agriculture portfolio. Bioenterprise Capital brings its comprehensive domain expertise to all investments, using sector knowledge, market insights, extensive contacts and decades of business experience. This ensures portfolio companies are able to expand their markets, grow profits and create value and prosperity. Bioenterprise Capital maintains a diligent focus on delivering strong return on investments while driving the commercialization of innovation in agricultural technologies. That's the definition of intelligent capital.

**David Smardon**  
**1-877-979-1010**

## ENERTECH CAPITAL

[www.enertechcapital.com](http://www.enertechcapital.com)

EnerTech Capital, a pioneer in energy and clean energy investing since 1996, is a firm focused on funding energy technology ventures that address the global opportunity for cleaner, cheaper and more efficient energy usage. The firm has committed nearly \$400 million to companies and projects worldwide and recently closed their fourth fund at just under \$120 Million. EnerTech is located in Toronto, Calgary, Montreal and Philadelphia.

**Wally Hunter**  
**whunter@enertechcapital.com**

## INOVIA CAPITAL

[www.inoviacapital.com](http://www.inoviacapital.com)

iNovia Capital partners with exceptional entrepreneurs to build successful companies in high-growth sectors. The team is comprised of founders, builders and engineers that are passionate about building market-leading technology companies. iNovia has \$275M under management across three seed and early-stage funds. For more information, visit [www.iNovia.vc](http://www.iNovia.vc) (Twitter: @iNovia).

**Shawn Abbott**  
**514-982-2251**

## MCROCK CAPITAL

[www.mcrockcapital.com](http://www.mcrockcapital.com)

McRock Capital is a venture capital firm focused exclusively on the Industrial Internet of Things (IIoT). Back by Cisco Systems, BDC Capital, Alberta Enterprise, Teralys Capital, Kensington Capital and other Institutional LP's, McRock invests in companies throughout Canada and the US that are providing software solutions to enable the digital oilfield, grid automation, advanced manufacturing and smart city markets. For more information, visit [www.mcrockcapital.com](http://www.mcrockcapital.com) and follow them on Twitter @McRockCapital

**Whitney Rockley**  
**647-478-9337**

## PANGAEA VENTURES LTD.

[www.pangaeaventures.com](http://www.pangaeaventures.com)

Pangaea Ventures is a global leader in advanced materials venture capital. It invests in start-up companies that use advanced materials to make our world better. Established in 2000, Pangaea has a portfolio addressing multi-billion dollar markets in energy, electronics, health, and sustainability and a network that includes sixteen major multinationals as strategic limited partners. Their offices are located in Vancouver, BC.

**Chris Erickson**  
**604-800-0411**

## VANEDGE CAPITAL

[www.vanegecapital.com](http://www.vanegecapital.com)

Vanedge Capital is a venture capital fund with an investment focus driven by the team's relevant and deep operating domain experiences in Cloud Infrastructure software, Cyber Security, Machine Intelligence, Big Data, SaaS and Digital Media. Vanedge is a hands-on value-add investor in early stage companies that have developed disruptive technology within our investment strategy focus. With strong industry connections and deep domain expertise, the team seeks investment opportunities throughout North America that align with our core investment objectives.

**Paul Lee**  
**(604) 569-3883**

## YALETOWN VENTURE PARTNERS

[www.yaletown.com](http://www.yaletown.com)

Yaletown is backed by leading institutional investors and a network of successful technology entrepreneurs, executives, and angel investors. Yaletown leverages its network to seek out the most promising early stage Cleantech and IT companies in Western Canada and the US Pacific Northwest. Founded in 2002, Yaletown's team has more than 120 years' collective experience building and financing technology companies. Yaletown is headquartered in Vancouver, with offices in Calgary and Seattle.

**Brad Johns**  
**(604) 688-7807**

# VCAA Membership Makes a Difference

# Add your voice to ours.

Our members range from senior veterans of the VC and private equity industries to the new generation of venture capital firms, private equity investors and angels. are driving the technology deals in the Alberta economy.

## *Join us*

- Be part of the network that helps drive deal flow in Alberta.
- Have your concerns heard.
- Make connections that are good for your business.
- Participate in professional development and value-added industry events.

Contact Rebecca for details [rebecca.giffen@venture-edge.com](mailto:rebecca.giffen@venture-edge.com).

# Strategic Investors

## CENOVUS

[www.cenovus.com](http://www.cenovus.com)

Cenovus Environmental Opportunity Fund Ltd. (CEOF Ltd.) is a wholly-owned subsidiary of Cenovus Energy Inc, which is one of Canada's leading oil sands company's. Through CEOF Ltd., we invest in early-stage companies that are developing technologies that could improve the environmental and financial performance of our operations or that are developing innovations that may fundamentally change the energy industry. We typically invest between \$500,000 and \$5 million per round with a major focus on North America. Our areas of focus are innovative oil and gas technologies, energy efficiency and advanced materials and water.

**Juan Benitez**  
**(403) 766-2000**

## ENBRIDGE

[www.enbridge.com](http://www.enbridge.com)

Enbridge Inc., a Canadian company, is a North American leader in delivering energy and has been included on the Global 100 Most Sustainable Corporations in the World ranking for the past five years. As a transporter of energy, Enbridge operates, in Canada and the U.S., the world's longest crude oil and liquids transportation system. The Company also has a significant and growing involvement in natural gas gathering, transmission and midstream businesses, and an increasing involvement in power transmission. As a distributor of energy, Enbridge owns and operates Canada's largest natural gas distribution company, and provides distribution services in Ontario, Quebec, New Brunswick and New York State. As a generator of energy, Enbridge has interests in more than 1,600 megawatts of renewable and alternative energy generating capacity and is expanding its interests in wind, solar and geothermal energy. Enbridge employs more than 10,000 people, primarily in Canada and the U.S. and is ranked as one of Canada's Greenest Employers, and one of the Top 100 Employers for 2013. Enbridge's common shares trade on the Toronto and New York stock exchanges under the symbol ENB.

**(403) 231-3900**

## NEWALTA

[www.newalta.com](http://www.newalta.com)

Newalta is North America's leading provider of innovative, engineered environmental solutions. We enable customers to reduce waste by recovering and reusing valuable resources from industrial residues. Our skilled team of more than 2,000 people and excellent record of safety make us the first-choice provider of sustainability-enhancing services to oil, natural gas, petrochemical, refining, lead, manufacturing and mining customers.

**Cam Macnaughton**  
**(403) 806-7000**

# Service Providers

## BENNETT JONES LLP

[www.bennettjones.com](http://www.bennettjones.com)

Bennett Jones LLP is an internationally recognized Canadian law firm founded and focused on principles of professional excellence, integrity, respect and independent thought. When you plug into Bennett Jones, you get a network of more than 360 domestically and internationally recognized lawyers, and 500 staff working together to fulfill your legal and business objectives. With offices in Calgary, Toronto, Edmonton and Ottawa, and represented internationally in Abu Dhabi, Doha, Dubai and Beijing, you are connected to individuals with world class reputations, knowledge and experience to guide you through the present and potential outside influences on your business and your industry.

**Bruce Hibbard**  
(403) 298-3100

## BORDEN LADNER GERVAIS LLP

[www.blgcanada.com](http://www.blgcanada.com)

Borden Ladner Gervais LLP or BLG is the largest Canadian full-service law firm focusing on business law, litigation and intellectual property solutions. BLG provides bilingual services in virtually every area of law, and represents a wide range of regional, national and multinational organizations. BLG has a vibrant private equity and venture capital practise representing private equity and venture capital firms as well

as limited partners and investment funds at all levels of the vertical.

**Brad Pierce**  
(403) 232-9500

## COLLINS BARROWS

[www.collinsbarrow.com](http://www.collinsbarrow.com)

Collins Barrow, Canada's largest association of Chartered Accountancy firms, works with entrepreneurial companies by providing advice and a wide range of services that assist with profitability, tax minimization, regulatory compliance and more. We are committed to guiding principles that include excellence in standards, accessibility, fast assignment turn-around, seamless communications, integrity and adding value.

**Terry Booth**  
(403) 298-1500

## DELOITTE

[www.deloitte.ca](http://www.deloitte.ca)

Deloitte, one of Canada's leading professional services firms, provides audit, tax, consulting, and financial advisory services through more than 7,700 people in 58 offices. Deloitte operates in Quebec as Samson Belair/Deloitte & Touche s.e.n.c.r.l. Deloitte and Touche LLP, an Ontario Limited Liability Partnership, is the Canadian member firm of Deloitte Touche Tohmatsu Limited.

**Paul Leroux**  
(403) 267-1777

## GOWLINGS

[www.gowlings.com](http://www.gowlings.com)

Gowlings is one of Canada's largest law firms, with over 750 professionals in offices across the country and in London, Moscow and Beijing. Recognized for excellence in business law, advocacy and intellectual property law, Gowlings offers dedicated industry expertise in Canada and internationally in a number of sectors, including energy, mining, infrastructure, life sciences, government relations, financial services, technology and manufacturing.

**Maxine Mongeon**  
(403) 298-1000

## INNOVATE CALGARY

[www.innovatecalgary.com](http://www.innovatecalgary.com)

Innovate Calgary is a full service organization offering technology transfer and business incubator services to researchers, entrepreneurs and businesses within the advanced technology sector.

**Tara Barnas**  
(403) 284-6400