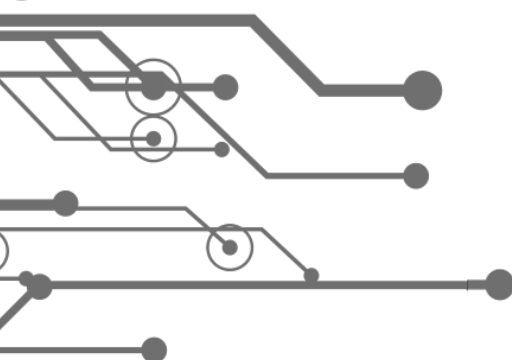
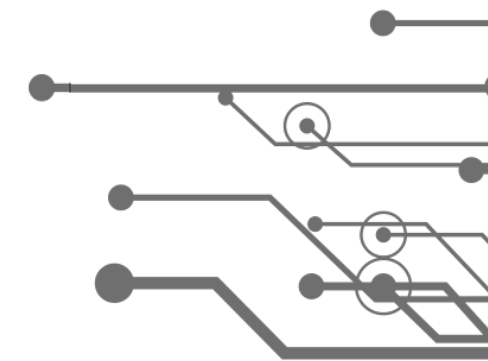




co.labs



“We work with high potential and high performing founders to take their technology from idea to \$1M in ARR in under 3 years with a smart cap table”



# Hub

# Lean Startup

- 1 Board
- For-Profit
- Subsidiary Not-For-Profit

Ideation

Uops  
↳ Colleges

- Developers
- Entrepreneurs

U of S

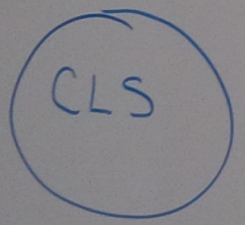
John Deere Plow

Incubator	Company Flow	Accelerator
- Programming		- 5% Equity 25-40K
- Events		- For Profit
- Tools/Member Space		- Mentorship
- Co-working (Pre)		- AG, Health, Mining
- Research (Graduate)		
- Subleasing		
- Tenants (Post)		

- Market Entrance
- Growth
  - STEP
  - SREDA
  - Innovation Place

- Peripheral
- Comp Sci/Engineering
  - Talent Output
  - U of R Inclusion
  - AG West

Hackathons



Hackathons



Global Talent/Company

Attraction - SREDA LaunchPad  
STEP

# Phase 1

Incubator:

## Operations/HR

- Location
- Operation/Hours
  - ↳ Programming
- Staffing
  - ↳ Master/Spec/Consulting
- Ownership
- Capital Budget
- Operating Expenses\*
- Considerations
  - Transit
  - Security
  - Custodial
  - SS

## Marketing/Affiliations

- Innovation Clusters/Hackathons
- Data Measurement
- Events
- Revenue
  - Sub licensing
  - Memberships

# Phase 2

Accelerator:

- Framework
- Staffing
- Co-location

- Alumni
- Philanthropy
- SIAT

Incubator:

Further Partnerships

- Talent Attraction
- STEP
- SREDA

Alumni Engagement

Remain

- Conclusion
- Appendix
- Bibliography

# Intro

- External Research
- Subscription/SK Ecosystem
- Co.Labs Model
  - ↳ Eventual IP Placement
- Value Proposition

- SREDA
- Square One
- Futurpreneur
- ILO
- Coffee Shop
- Microbrewery

## Value Proposition

- Health (Beta Testing)
- Pricing/AG (Mentorship) (Market Access)
- Cost of Living
- Ecosystem Infrastructure
  - CLS/GIPS/Co.Labs
- Location













UP

UNITING THE PRAIRIES

UP

UNITING THE PRAIRIES

UAP

UNITING THE PRAIRIES



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CANADIAN STARTUP NEWS & TECH INNOVATION

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BY [SEAN O'CONNOR](#) / [CANADIAN STARTUP NEWS](#) / MAY 31, 2019

# UNITING THE PRAIRIES CONFERENCE SHOWCASES A TECH ECOSYSTEM POISED TO TAKE OFF

co.launch

For idea and prototype stage  
tech startups

3 Month Program



co.labs

For post-validated tech  
startups with market traction

12-15 Month Program

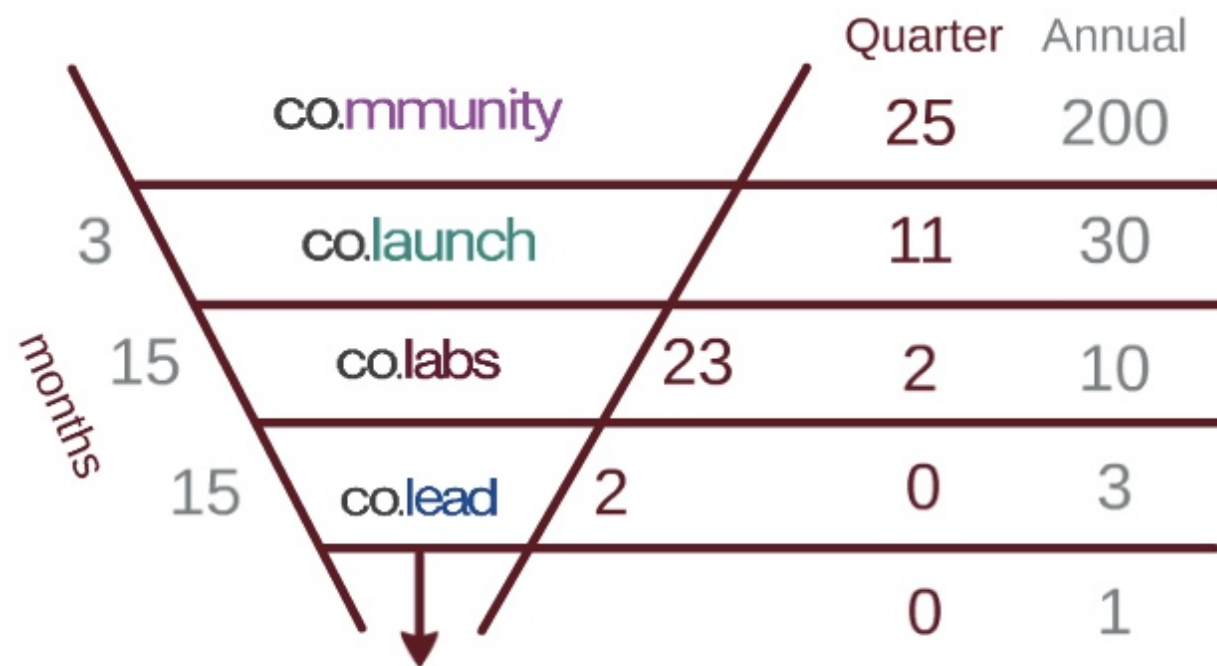


co.lead

For tech startups experiencing  
rapid user and revenue growth

12-15 Month Program

# Co.Labs Funnel



\$1M ARR < 3 Years

# Program KPIs

## co.launch

Acceptance Rate

44%/45%

Graduation Rate

18%/27%

### Legend

- Red text is current period data (January 16 - May 31, 2019)
- Black text is aggregate data

## co.labs

	Revenue	Expenses	Investment	Jobs Created	Mentorship Hours
Current	\$859K/\$6.79M	\$2.29M/\$8.44M	\$210K/\$5.17M	24/135	417/2026
Average/ Quarter	\$39K/52K	\$109K/\$73K	\$68K/\$176K	1.13/1.38	10.4 /7.6

## co.lead

	Revenue	Expenses	Investment	Jobs Created	Mentorship Hours
Current	\$296K/\$1.34M	\$447K/\$1.35M	\$0/\$1.06M	2/10	20/68
Average/ Quarter	\$148K/223K	\$259K/\$226K	\$0/\$503K	1/2.25	10 /11.3

## Jan 16 - May 31 2019

### Startups Incubated

Aggregate	# Change
71	0

### Investment

Aggregate	# Change
\$6.17 M	+\$0.21 M

### Mentorship Hours

Aggregate	# Change
2094	+437

### Revenue

Aggregate	# Change
\$8.13 M	+\$1.15 M

### Jobs Created

Aggregate	# Change
145	+26

### Government Funding

Aggregate	# Change
\$2.84 M	+\$1.49 M <i>Federal</i>
\$3.7 K	+\$3.7 K <i>Provincial</i>



co.labs