

# CPEIA

## 2017 First Quarter Update



***Presented By:***

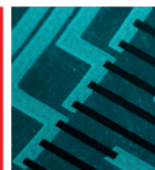
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**The united voice of Canada's  
Printable Electronics sector**



*Confidential Business Information.*



# CPEIA 2017 First Quarter Update

## Drive Toward CPES2017

- Securing keynotes, speakers, exhibitors, academic posters and finalizing the Agenda, in collaboration with partner organizations
- Developed and launched the event website including all the speakers, research poster presenters, exhibitors and sponsors
- Expanded the scope of CPES, with addition of the Day 3 activities: Master Classes, Financing Panel, Startup Mentoring and Pitch Sessions, inaugural Startup of the Year Award
- Massive effort through direct solicitation, email campaign, social media, promotion through strategic partners with member discounts, and advance coverage by media sponsors to drive registrations and grow the event
- New and returning sponsors secured include NovaCentrix, XRCC, Tech-Access Canada, MGI/Ceradrop, Xenon (in progress), Keystep Growth & Finance, ICI, NRC, Centennial College, IEEE Canada, CABA, PAC, EP&T Magazine, IT World Canada, IDTechEx, Printed Electronics Now

## Advanced FHP-E Manufacturing & Product Development Program

- Revised all programs to respond to the members' needs based on the *Strategic Directions* established by the members at the Sector Leadership Council Meeting, Nov. 22, 2016
- Delivered a successful OPV workshop in partnership with the NRC and host venue CSAGroup with 30 participants
- Attended and presented in Paris at the annual conference of AFELIM – France's PE industry association with 200 participants
- Developed two Member application notes: Wibicom, EMD Performance Materials, with continued work on monthly use cases/application notes

## intelliPACK

- In partnership with PAC, developed two workshops for the Graphics Canada Expo (April 6-8, Toronto) – Smart Packaging and Printed Electronics
- Instituted a new self-sustaining fee structure for intelliPACK participation
- Held monthly meetings and continued to expand the scope of participants for the Leadership Council
- Continued development of programs and initiatives, including program plans for a 2017 fall one day conference



## intelliBUILD

- Our goal with this is to attract end users for the proposed IntelliBUILD Leadership Council, we can not launch this program until we secure 2 end users
- Developed PE workshop for CABA's Intelligent Buildings & Digital Home Forum (April 26-28, Santa Clara CA), in partnership with CABA
- On-site tour also arranged with PARC Xerox to show off a local PE facility and samples for CABA members
- Peter Kallai will participate in the CABA Forum and meet with prospective CABA members

## External Relations & Publicity

- Met with representatives from Ontario's Ministry of Economic Development and Growth on grant/funding programs appropriate for CPEIA
- Presented and exhibited in March at the annual conference of France's printable electronics industry association, AFELIM. Met with 60 companies, some of which expressed interest in doing business in Canada
- Continued to grow our presence on social media: Printed Electronics Network LinkedIn Group, for example, has grown from about 2,500 members to over 2,900 in the year since we took it over, or more than 15%
- Secured 10+ pieces of editorial coverage related to new member announcements and the drive toward CPES, from EP&T, Printed Electronic Now, IT World Canada, IT Business, Graphic Arts Magazine

## Membership

- Published key findings report from Nov. 22, 2016 Sector Leadership Council: *Primed for Growth: A Roadmap for Accelerating Canada's Printable, Flexible, Wearable Electronics Industry*
- Rebuilt a stable base of around 80 Members through 2017 membership renewal process following a transition year in 2016 that saw some churn due to the elimination of individual membership and changes in free structure
- Moved our contacts at Ontario universities to the VP of research and dean's offices to provide stability of memberships. The work needs to get done for the rest across Canada
- 16 New Members Since January 1, 2017
  - ABCTech Association
  - Acquire Industries
  - Antennaprise
  - Bluewater Technology Access Centre - Lambton College
  - Brewer Science



- Meta Material
- Multi-flex
- NanoCNET
- Platoi
- Precision Plasma & Sputtering Ltd.
- Strategic Elements
- Sun Chemical
- University of Western Ontario
- Unilever
- Voltera
- York University

## **Finance and Administration**

- Two grant funding proposals developed and then submitted to Ontario's Ministry of Economic Development and Growth, to support CPEIA event programming, and to support commercialization field trials with CPEIA Members. We are awaiting a funding decision.
- Engaged a volunteer resource – Mickael Rougette – to assist with university network contacts development and general outreach activities
- Implemented a new Customer Relationship Management System to record and manage interaction with our members
- Implemented a new cloud-based Quick Books accounting system to reduce data entry and control accounting costs as we grow
- Achieved break-even in 2016
- Filed our annual income tax and HST returns with CRA
- Continued to carefully manage cash flow
- Q1 Financial report will only be available by April 30, 2017 when all transactions have been processed until March 31, 2017. Our expectation is that we will manage to break even in 2017.

