

# CPEIA 2016 First Quarter Update

## The Canadian Printable Electronics Industry Association (CPEIA)

### Drive toward CPES2016:

- Securing keynotes, speakers, exhibitors, academic posters and finalizing the Agenda, in collaboration with partner organizations
- Expanding the scope of CPES, with addition of the VIP Networking Dinner, inaugural Innovation Awards, XRCC facilities tour
- Massive effort through direct solicitation, email campaign, social media and advance coverage by media sponsors to drive registrations and grow the event
- Majority of CPES2015 sponsors renewed. New sponsors included PAC, AIPIA, Anderson & Vreeland Canada, MGI/Ceradrop, Sheridan College, Printed Electronics now, IT World Canada

### IntelliPACK

- Issued 30+ page white paper for Intelligent Packaging, widely promoted and well received by the packaging industry
- Held monthly meetings and significantly expanded the scope of participants for the Leadership Council
- Leadership Council got to work, mapping out key stakeholders, technologies and applications
- Continued development of programs and initiatives, including plans for a 2016 workshop

### IntelliBUILD

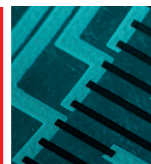
- Final development of two landmark research papers on applications for printable and flexible electronics in Intelligent Buildings and Connected Homes, with the Continental Automated Buildings Association
- Discussions underway to create an IntelliBUILD Leadership Council

### Technical Program

- CPEIA Webinars delivered included Funding Opportunities with Sustainable Development Technology Canada, PE for Automotive Applications
- IEEE ISCAS 2016: Our Members secured and developed a Special Session on Printable Electronics at the IEEE International Symposium on Circuits and Systems, taking place May 23 in Montreal
- IEEE ANTEM 2016: Secured and developed a special half-day Session on Printable Electronics at IEEE's 17th International Symposium on Antenna Technology and Applied Electromagnetics, taking place July 10-13 in Montreal
- Continued to work with CPEIA Members to schedule webinars and facility tours through the second half of 2016



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





## External Relations

- Met with IEEE and are in discussions to develop an MOU to align CPEIA with IEEE.
- Ongoing discussions with several associations, including ITAC and IPC.
- In late January, CPEIA took over management of the Printed Electronics Network LinkedIn Group, a major industry networking group. The group has since grown by almost 150 Members, to about 2,618.

## Membership

- Major effort to migrate Members to a new sustainable commercial rate structure, from the CPEIA's inaugural introductory rates, to ensure long-term financial stability of the Association.
- Transition to calendar year renewals.
- 90% of corporate Members renewed at new higher rates. Academic Member renewal rate was lower.
- End of individual memberships and migration of these Members to new corporate rate structure.
- Established new revenue targets – one third of operating budget to come from membership fees, half from CPES, remainder from other revenue-generating activities or professional services.

## Administration

- We filed our annual returns with CRA.
- We have made significant effort to fill out our membership directory with our Members.
- We are carefully managing cash-flow.
- We have secured a professional services contract to generate revenues to be delivered in Q2.

## New Members since January 1, 2016

- Automation Alternatives
- Centennial Collage
- Formi 3DP
- OMSignal
- Shimifrez
- Tuku Inc.
- University of British Columbia Centre for Flexible Electronics and Textiles

