



 technL

# 2021

**ANNUAL REPORT** / JANUARY 1, 2021 - DECEMBER 31, 2021



# TABLE OF CONTENTS

<b>THE HIGHLIGHTS</b>	<b>1</b>
<b>OVERVIEW</b>	<b>5</b>
About techNL	5
Advocacy	5
<b>LEADERSHIP</b>	<b>6</b>
Board of Directors and techNL Staff	6
Message from the Chair	7
Message from the techNL Team	8
<b>MEMBERS</b>	<b>9</b>
Bringing you Together	9
Finding Unicorns: Elevating Tech Potential in NL	9
Talent Strategy Office - Building the Talent Pipeline	13
<b>DIVERSITY</b>	<b>15</b>
Measuring for Change: EDI Survey Rollout	15
Sage Advice for Students on International Women's Day	15
<b>DIGITAL TRANSFORMATION</b>	<b>16</b>
Bounce Health Innovation	16
Win-Win-Win with BTS	17
Digital Oil and Gas	17
<b>NEW WEBSITE IMPLEMENTATION</b>	<b>18</b>
GrowthZone CMS	18
<b>AUDITED FINANCIAL STATEMENTS</b>	<b>19</b>

# Advocacy in Action

## 2021 TECHNL ANNUAL REPORT SUMMARY >>>



### 140% INCREASE IN MEMBERSHIP

The greater our numbers, the louder our voice. 2021 saw a rapid increase in techNL memberships, allowing us to further advocate for our industry and bring even more informed messages to stakeholders and the world.



“techNL has been such an amazing supporter and advocate for PolyUnity and all techNL members. So many opportunities are provided by techNL that are vital to tech companies!”

Jacqueline Lee  
COO PolyUnity and Vice Chair, techNL Board



### NEW VENTURES: BIG YEAR BRINGS BIG WINS

2021 saw some phenomenal announcements from members like **CoLab, Mysa, Milk Moovement, BreatheSuite, Kraken,** and **PanGeo**. Plus, as included in techNL's Innovation Strategy, VentureNL 2.0 was approved by GovNL.



### STORIES HEARD ROUND THE WORLD

techNL launched the **Voices of Innovation** podcast and video series to rave reviews. All 10 podcasts and 9 videos featuring incredible stories from industry leaders can be found at [techNL.ca/voices](https://techNL.ca/voices).

- ▶ **14,000+** video plays
- ▶ **4000+** podcast listens
- ▶ Featured in **New Technology Shows** by Apple Podcasts



“These stories will inspire the next generation and they will attract people from afar. Well done techNL”

Michelle Simms on Twitter  
CEO Genesis



### NEXT GENERATION INVITED IN

The **ACOA-techNL Post-Secondary Internship Program** matched 34 up-and-comers with member companies. Wages offset for these 12-month placements in engineering, software, marketing, and more saved companies **\$1.2M in salary cost**.

**\$1.2M** Salary Cost Savings



## INNOVATION WEEK SPARKLED

As one of the first in-person events of the year, the energy at Innovation Week 2021 was incredible. With 100 registrants attending each day, roster topics ranged from business scaling and serial entrepreneurship to diversity and inclusion. **300 post-secondary students** registered to network with companies, and CoLab announced Series A funding of **\$17M USD!** Thanks to our **platinum sponsor, Deloitte.**



“Great to see today’s session on women inclusion, diversifying the workspace, and calling on all coworkers to speak up for one another!”

From post-event survey



## MEDIA BUZZED LOUD AND OFTEN

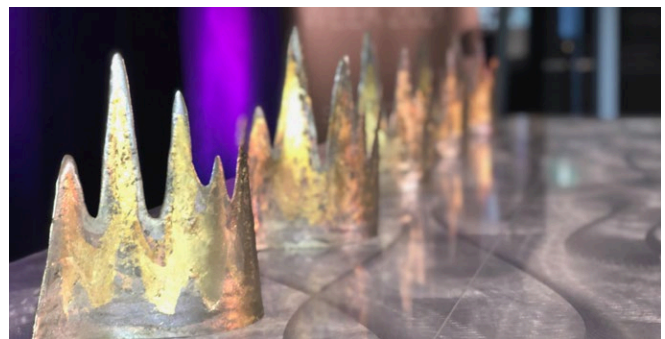
Throughout 2021, techNL granted a whopping **62 earned media appearances**, giving us further opportunities to shine a light on the brilliance and successes of member companies.



## INAUGURAL INDUSTRY AWARDS LAUNCHED

In 2021, techNL created and presented the first ever sector awards program. Announced at Innovation Week, winners were:

- ▶ Community Leadership Award: **Bluedrop Learning Networks**
- ▶ Genesis Startup of The Year: **Milk Moovement**
- ▶ Hatch Women in Tech Advocate Award: **Sequence Bio**
- ▶ Keyin College Champion of Youth Award: **ClearRisk**
- ▶ Tech Company of The Year: **Verafin**



## NEXT GEN TECH WORKERS: 115 HIGH SCHOOL STUDENTS INSPIRED

**115 high school students** took part in an immersive internship with member companies. On top of the work experience and valuable mentorship, they also received a micro-credential in **Python Programming from Keyin College**. Educational scholarships were awarded to **three exceptional students.**





## TACKLING THE TALENT GAP

Born directly from member feedback, the **Tech Talent Strategy** kicked off with the formation of a team focused solely on building and developing immediate, medium, and long-term talent pipelines. Together they create resources, engage directly with students, support local and newcomer job seekers, and assist in international talent attraction, all through the lens of diversity, equity and inclusion.



**“Settling in a new environment is confusing and difficult, especially breaking into a new job market since you know nothing about it, and you don’t know anyone in the industry in this area. The first step is always the most difficult one, and thanks to techNL, I made my first contact with the industry. Knowing that someone out there is trying to help also comforts me a lot and reduces my anxiety and worries. I hope techNL could help more and more people to settle in NL.”**

Jialin Zhang



## DIVING DEEP ON EDI

In partnership with Women in Resource Development Corp, techNL created and is conducting an intensive **equity, diversity and inclusion (EDI)** survey with members. These baseline metrics will allow measurement of progress as effective, evidence-based actions are implemented.



## BOUNCE BOOSTED MEDTECH

**Bounce Health Innovation** - a mini-cluster in medical technology - offers Health Innovation Certificates, Embryo Grants, and internships in addition to its main mission of accelerating the growth of medtech innovation. By year's end, **45 companies had become partners**, creating dozens of jobs and attracting millions in investment.



**“Bounce Health Innovation has been a great support for young biotech companies like Nucliq. By being a Bounce Partner Company, we have been provided with great networking opportunities and amazing support in many ways throughout the journey. Our special thanks to Chandra for guiding us towards a successful research ethics application for one of our R&D projects.”**

Purvikalyan Pallegar  
Co-founder/CTO, Nucliq Biologics Inc





## 376 COMPANIES SUPPORTED

Administered by techNL, the Business Tech Solutions (BTS) program helped local companies adopt new technologies and generate new revenue streams. A total of 680 companies applied, with 376 receiving \$4.5M in funding. **90% of participants found or expected an increase in revenue** due to the program.



**“I have the opportunity to really make a difference in people’s lives. This grant made it possible for me to level up in the international marketplace. Women around the world are ready for more success, fun, and meaning in their lives and I am ready to make it easy for them. Thank you!”**

Lisa Hall  
Lisa Hall Coaching and Consulting – BTS recipient



## GROWING FURTHER: REACH & PRESENCE EXPANDED

With so much growth and action happening, techNL’s online footprint and engagement grew at a blistering pace across all platforms.



Newsletter: **+78%**



LinkedIn: **+78%**



Twitter: **+15%**



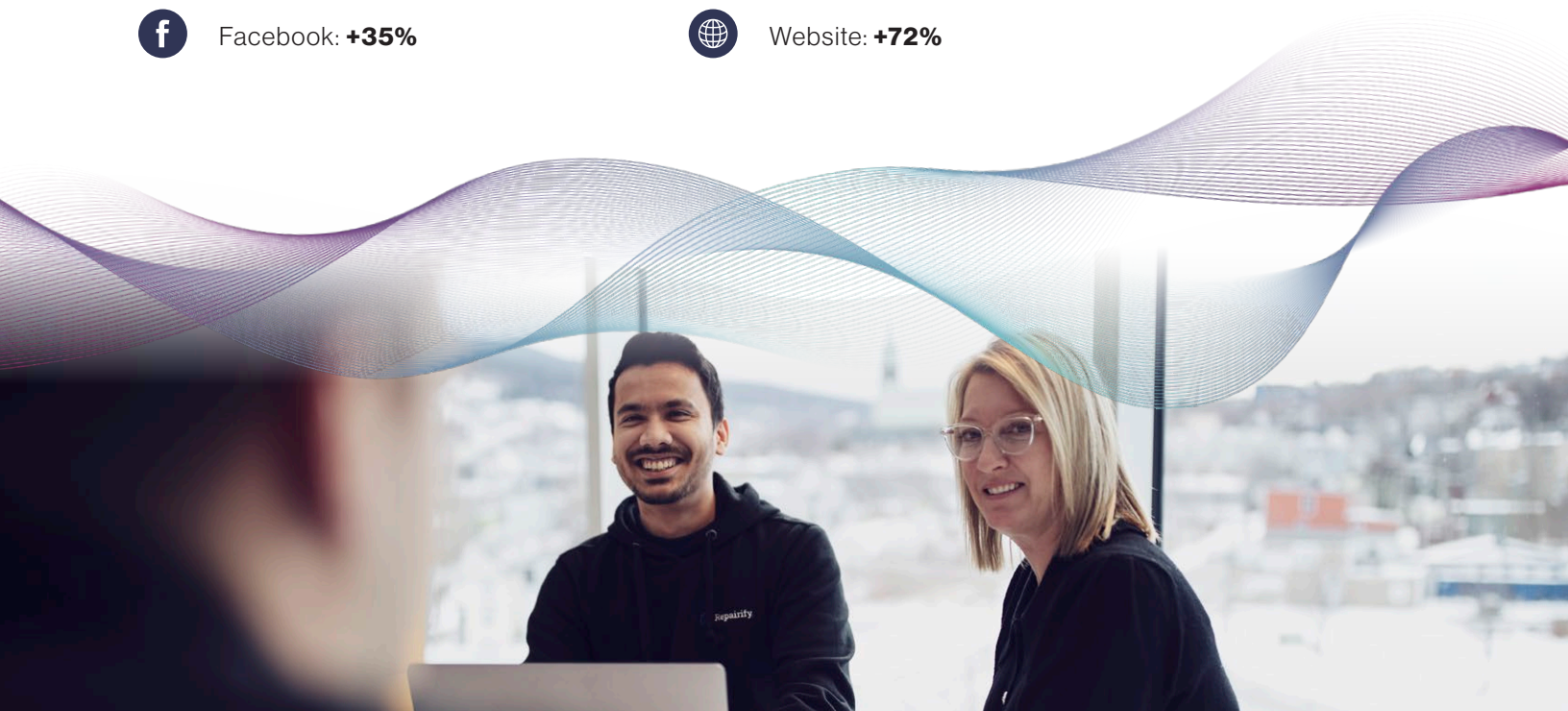
Slack: **+128%**



Facebook: **+35%**



Website: **+72%**





## ABOUT TECHNL

Representing the province's technology and innovation sector, techNL works closely with industry and government partners to help shape policy and advocate for those issues that matter most to members. techNL is a not-for-profit industry association that has been working with members to advance the sector for more than 30 years.

## ADVOCACY

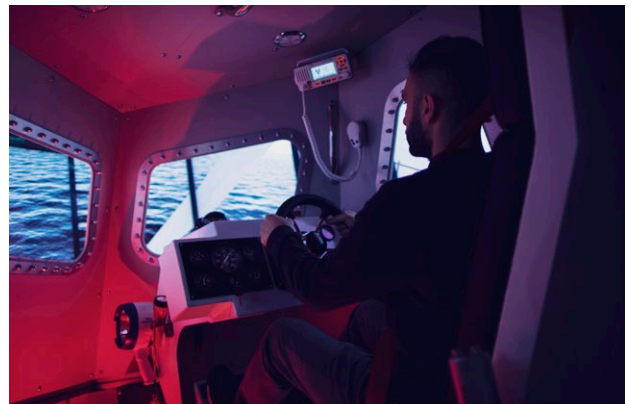
Advocacy on behalf of our member companies and the tech sector is the overarching priority that permeates the work that happens at techNL. Advocacy with both provincial and federal levels of government is critical, and facilitates effective communication of member needs and challenges. Raising the profile of members and the overall sector goes hand-in-hand with our advocacy efforts, delivering programs and initiatives that support our three priority areas:

1. **Talent Development:** Identified as the most pressing issue facing technology companies in the province, there are far more jobs being created in this sector than can be filled locally. At techNL, advocating for change and delivering key talent initiatives is critical to helping address this challenge. Initiatives and programs are designed to address short, medium, and long-term needs to increase the number of skilled workers in the technology and innovation sector in Newfoundland and Labrador, both now and in the future.

2. **Business Scaling:**

Through advocacy and a variety of programs offered by techNL, we work with our companies to help them grow and scale. Initiatives include facilitating connections to capital, funders, mentors, and others that can support our companies on their journey. Further, innovation-related programs are executed such as internships, market access, and missions.

3. **Digital Transformation:** Technology and innovation are critical drivers of all sectors of the economy. By leveraging the strengths of our member companies, relationships, and capacity building activities, techNL is ideally suited to support the shift to making this province an innovation economy, driving tech adoption and digitization in other sectors.



\*Thanks to David Howells for taking some of the amazing photos featured throughout this report.

# BOARD OF DIRECTORS

A dedicated volunteer Board of Directors provides strategic direction to the leadership and staff at techNL. The Board is comprised of accomplished leaders in the ecosystem who represent a robust and diverse skillset.



**First line from the left:** Johanna Brown, Deirdre Ayre, Caron Hawco, Joe Hickey, Dan Brake, Sheri Wicks

**Second line from the left:** Meshari F. Alwashmi, Ellissa Hull, Jacqueline Lee, Neil Coombs, Craig Rowe, Mark Cumby

## TECHNL STAFF

### Core Team:

Paul Preston, CEO (until Jan 2022)  
Marlayne Hardy, Director, Innovation Programs  
Allison Ryan, Manager, Finance and Administration  
Regan Williams, Membership and Marketing Coordinator  
Leia Feltham, Office Coordinator

### Talent Strategy Office:

Karla Hayward, Manager, Tech Talent Strategy  
Susan Kelly, High School Talent Lead  
Liam Flanagan, Local Talent Lead  
Habin Haridas, Strategic Projects + Immigration Lead  
Melisande Alric, Special Projects Lead

### Digital Oil and Gas Initiative:

Dwayne Hopkins, Manager, Digital Oil and Gas

### Bounce Health Initiative:

Chandra Kavanagh, Director, Bounce Health Innovation  
Blaine Edwards, Entrepreneur-in-residence (until March 2022)  
Rahaf HajAhmad, Events and Marketing Coordinator



# MESSAGE FROM THE CHAIR



With limitless growth potential, the technology and innovation sector is one of Newfoundland and Labrador's most pervasive and influential assets. Throughout 2021 we have seen phenomenal announcements from CoLab, Mysa, Milk Moovement, BreatheSuite, Kraken and PanGeo. Plus, as included in techNL's Innovation Strategy, VentureNL 2.0 was approved by GovNL to support and address early-stage financing which is crucial to innovative entrepreneurs. The trajectory of our province's tech sector is accelerating at a rapid pace.

There are certainly challenges to continuing this growth momentum. Critically, we must continue to attract capital, as well as address global accessibility to talent to remain on our current trajectory.

The techNL team harnessed the sector's inspiring energy with member initiatives such as the 'Creators at the World's Edge' podcast series, the 'Sparking Innovation' member videos, the inaugural Innovation Awards, and high school student boot camp and internship program. Thank you to the entire techNL team for their dedication to our

members and the sector. You will see their advocacy in action represented throughout this report, which covers the fiscal year January 1, 2021 – December 31, 2021. Our supportive volunteer Board members continue to guide the important work of techNL, and I am grateful for their commitment and engagement.

I especially want to thank Paul Preston, who finished up his role as techNL CEO in January 2022. Paul has been a true champion for the tech sector and led techNL to new heights while managing significant change and uncertainty over the last three years. We are deeply appreciative of all that Paul accomplished during his time with techNL, and wish him all the best for his next chapter.

In May 2022 we look forward to welcoming new CEO Florian Villaumé to take over the helm. Florian was selected for this role following a robust international search process, and he brings a deep knowledge of the sector and much enthusiasm to embrace this challenge and make a positive impact on our province.

One thing is for sure – technology is ubiquitous and key to our province's global competitiveness. We look forward to continuing to collaborate with our members and ecosystem stakeholders to harness the potential of the sector for the benefit of our entire province.

**DAN BRAKE**

techNL Board Chair



## MESSAGE FROM THE TECHNL TEAM

The techNL Annual Report showcases the 2021 initiatives that were designed to uplift and amplify the opportunities and growth in the NL technology and innovation sector. Advocacy in action was delivered in a variety of forms, including the establishment of the techNL Talent Strategy Office (TSO). This has enabled techNL to develop and execute a multipronged approach to fuel the talent pipeline with skilled and diverse workers. We need to keep the best and brightest people here in our province, attract skilled immigrants, and develop an awareness of the sector with our youth, all through a lens of diversity and inclusion. With less than six months under their belts at the end of 2021, the TSO team has accomplished so much in a short amount of time. Be prepared to see even more from them in 2022!

Our member podcasts and videos were created and launched to elevate the profile of the industry and celebrate our techNL members. A reprieve from pandemic restrictions enabled Innovation Week to be held as a hybrid model and culminated in the exciting inaugural techNL Industry Awards. Our flagship techNL-ACOA Internship program matched 34 recent graduates with work placements. BTS funded companies to adopt new technologies. In less than 12 months, Bounce Health Innovation connected with 45 med-tech partner companies that have already

contributed millions of dollars in investment and created dozens of jobs in our province.

Notably, our techNL membership grew by 140% in 2021. This growth promotes a stronger voice and an aggregated message when we advocate for the sector to drive growth for the province.

The team at techNL does not exist in isolation, and we are genuinely appreciative of our government funders, industry partners, and other stakeholders and influencers who make up the integrated fabric of the collaborative technology and innovation ecosystem in our province.

In January 2022 we said goodbye to Paul Preston as our CEO. We are ever grateful to him for sharing his immense knowledge, building our capable team, and guiding our efforts and actions that advocate for our members. We also look forward to working with Florian Villaumé when he officially starts his position as CEO. His energy and enthusiasm has already started to permeate our culture and he hasn't even officially begun yet. Huge thanks to Board Chair, Dan Brake, who has been helping us out this winter since Paul finished up and prior to Florian starting.

Have a look through our Annual Report to see just some of the work that's happened over 2021. The techNL team has begun 2022 with vigour and maintains an unwavering commitment to continue working with our members and stakeholders to grow and support the sector.

**MARLAYNE HARDY**  
Interim CEO

# MEMBERS

## BRINGING YOU TOGETHER

Mirroring the growth in the sector, our techNL member companies have grown by 140% over the year. As the membership association for our province's tech sector, the goal of techNL is to advocate for our membership and provide opportunities for members to connect with each other and with other industry stakeholders, including techNL Board members and staff. A combination of virtual, hybrid, and in-person events were held throughout the year to facilitate this connection and collaboration including:

- ▶ Tech Summit with Adena Friedman, Nasdaq
- ▶ Welcome webinars for new members
- ▶ Member Mug Up virtual networking sessions
- ▶ Student Info Sessions (GitHub & AWS)
- ▶ Member webinars
- ▶ techNL AGM
- ▶ Voices of innovation launch event
- ▶ Innovation Week
- ▶ Holiday member social

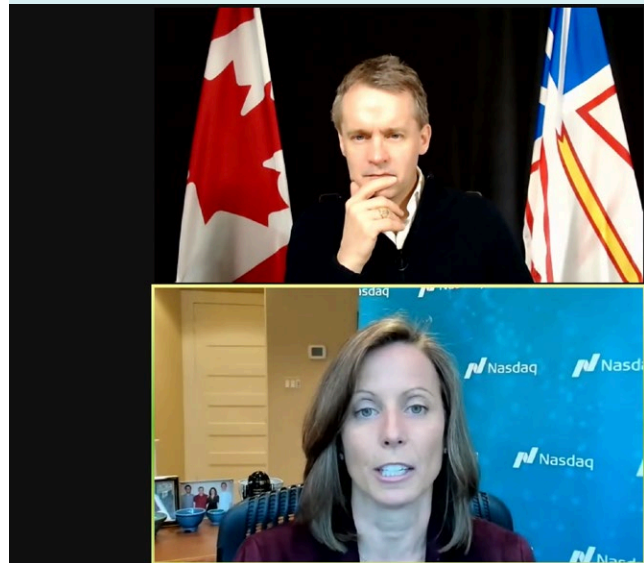
## FINDING UNICORNS: ELEVATING TECH POTENTIAL IN NL

### Tech Summit with Adena Friedman

Building on the Verafin/Nasdaq announcement in November 2020, techNL held a one-day event in February 2021 with Minister O'Regan to build awareness and interest in the tech sector.

#### Speakers included:

- ▶ Mark Dobbin, President and CEO, Killick Capital
- ▶ Chris Moyer, Director, Pelorus / NL Ventures
- ▶ Michael Denham, President, Business Development Bank of Canada
- ▶ Nicole LeBlanc, Urbantech and Sustainability Investor
- ▶ John Phillips, Serial Angel Investor



In partnership with econex, we celebrated Environment Week with a panel discussion highlighting the impact technology and innovation has on environmental sustainability.



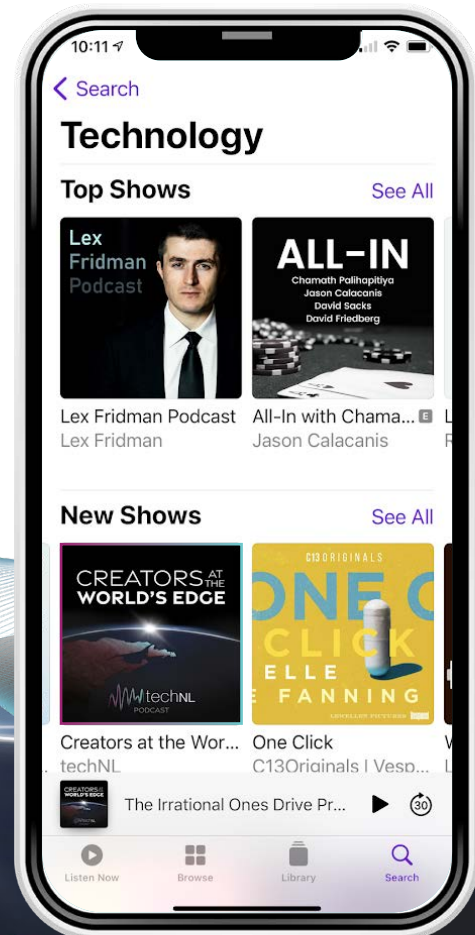
techNL held its annual Member Holiday Social at Quidi Vidi Brewery with 80+ members in attendance to celebrate the success of the year. The event was sponsored by member company Fonemed.

## Amplifying Your Voices: Podcasts and Videos

The Voices of Innovation project was designed to showcase the province's technology and innovation sector in a fresh way amidst the Covid pandemic. The goal was to create engaging and reusable content that would communicate the growth trajectory of the sector, inspire more people to explore the inherent potential, and celebrate the incredible work taking place in our province.

To accomplish this, techNL created nine Sparking Innovation Videos and ten Creators at the World's Edge podcast episodes designed to highlight a diverse group of leaders in the ecosystem. This content has been distributed widely and through various online channels, and continues to be used in different ways on a variety of platforms. The reach of this project has been wide and positive feedback has been received from many sources, inside and outside of the province. Thanks to a collaboration with our techNL Talent Office and the provincial Department of Education, the videos and podcasts have been included in high school curriculum for Career and Tech classes, providing students with engaging content, thought-provoking questions, and discussion guides. This accessible and celebrated material is providing a platform for constructive discussions that can inspire and ignite awareness of our vibrant technology ecosystem.

The numbers also tell this story. There have been 4000+ listens on the Creators at the World's Edge podcast series and 14,000 Sparking Innovation video views on all social platforms. The podcast also hit #7 in the 'Top New Technology' podcasts category on the Apple podcast app and is featured every three weeks on "techNL day" on CBC Crosstalk along with a panel discussion related to the tech sector. An additional five episodes were released in March and April 2022. **You can find links to all podcasts and videos on the techNL website: <https://technl.ca/voices/>.**





## Voices of Innovation Launch Event

On Wednesday, September 29th, 2021 techNL proudly launched both the podcast and video series, featuring our very own member companies and the brilliant minds behind them. To celebrate this launch, techNL hosted 'Voices of Innovation', a networking and social event previewing both the podcast and video series. Held at the St. John's Convention Centre, it was attended by more than 120 people, including many who are featured in the series.

Attendees were treated to some sneak previews of both Creators at the World's Edge and Sparking Innovation. The Honourable Andrew Parsons and the Honourable Seamus O'Regan both spoke to the overwhelming positivity and potential of the tech sector in the province. The highlight of the event was hearing from the podcast and video participants: Adam Keating, CEO of CoLab Software, Christine Goudie, CEO of Granville Biomedical, Charlene Brophy, CEO of Fonemed, and Chris Gardner, CEO of Sequence Bio. Many thanks to them for sharing their thoughts and why they were happy to be featured by techNL. Following the formal part of the event, the live band Futureproof played the original theme music for the podcast series which was composed by band member Elliot Dicks.





## Innovation Week Sparkled

The eighth annual techNL Innovation Week took place from October 18 to October 21 and addressed topics ranging from business scaling and serial entrepreneurship to diversity and inclusion. Innovation Week 2021 was held using a hybrid model of both virtual tools and in-person events at the St. John's Convention Centre. The week showcased keynote speakers, dynamic panel discussions and interactive feedback sessions facilitating opportunities to learn, share, and shape the growth of our thriving technology ecosystem. The student-focused Tech Sector Mash-Up was another successful virtual networking session with 300 students in attendance and 12 tech sector companies with virtual booths. Thanks to sponsors Deloitte, Hatch, College of the North Atlantic, and Memorial University of Newfoundland for helping to make Innovation Week a success!



## Acknowledging your Hard Work: Inaugural techNL Industry Awards

Innovation Week 2021 wrapped up with the inaugural techNL Industry Awards. Five industry awards and three student scholarships were presented.

- ▶ Tech Company of The Year Award – Verafin
- ▶ Keyin Champion of Youth Award – ClearRisk
- ▶ Hatch Women in Tech Advocate Award – Sequence Bio
- ▶ Community Leadership Award – Bluedrop Learning Networks
- ▶ Genesis Startup of The Year Award – Milk Moovement

### The three student scholarship winners were:

- ▶ Keyin College/ClearRisk Scholarship - Sophia White
- ▶ Keyin College/ClearRisk Scholarship - Jarod Chambers Genge
- ▶ techNL/ClearRisk Scholarship - Evan Vokey

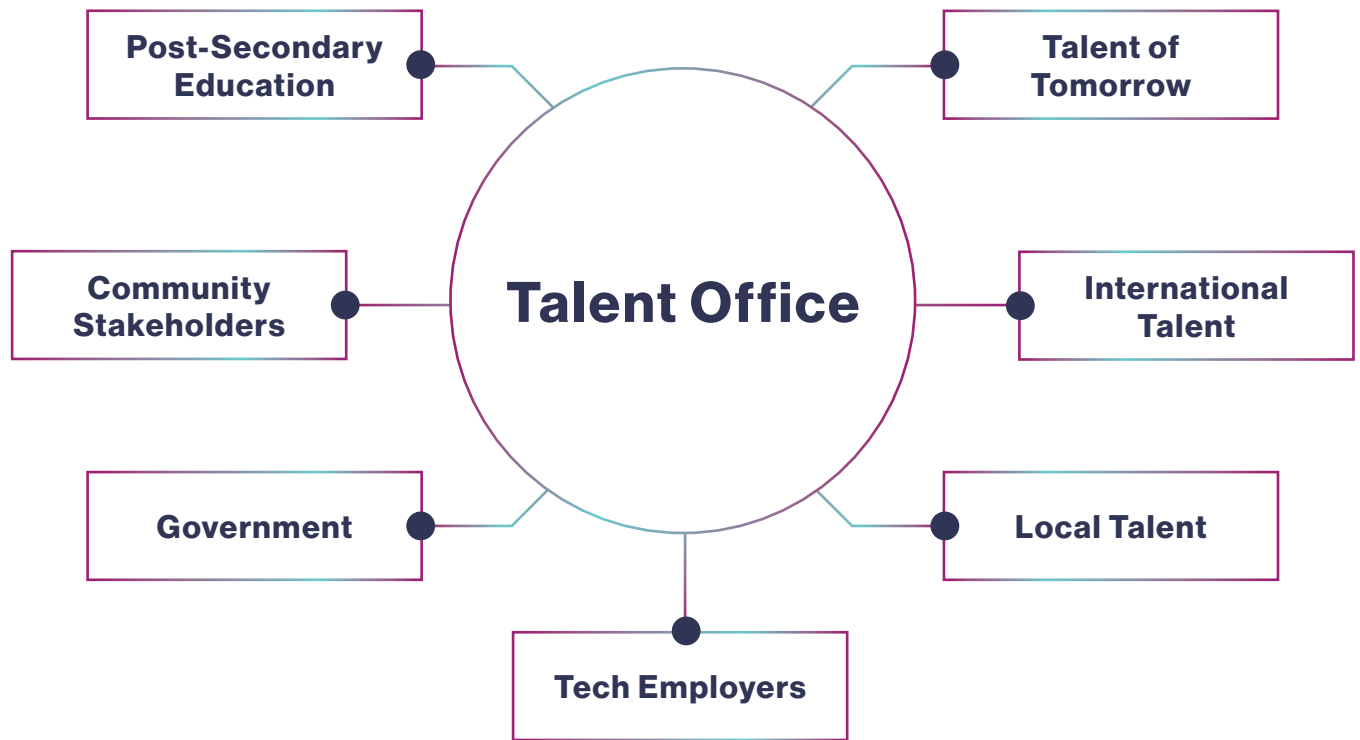




## TALENT STRATEGY OFFICE – BUILDING THE TALENT PIPELINE

Members spoke, and we listened. That’s why techNL’s top strategic priority is to develop the talent pipeline and help close the talent gap in our province.

In early 2021, techNL partnered with Newfoundland and Labrador’s Department of Immigration, Population Growth and Skills to create the “Tech Talent Strategy”, a three-year \$1.8M Labour Market Partnership. The Tech Talent Team takes a dynamic approach that engages immigration and international talent, under-and-un-employed individuals, post-secondary students and programs, students and educators in the K-to-12 system, industry, and more.



The Team breaks their objectives and key results into immediate, medium, and long-term initiatives.

- ▶ **Year 1:** Actively support job-seekers who are ready to join the workforce, aid in the attraction of immigrants via the Priority Skills NL pathway, and assist in the retention of new graduates (international and Canadian).
- ▶ **Years 2-3:** Support career transitioning and upskilling job-seekers, assist in the retention of current post-secondary students (international and Canadian), promote NL as an excellent choice for immigrating tech professionals, and encourage entry into under-24 month tech education programs.
- ▶ **Years 4+:** Encourage the talent of tomorrow to enter technology-focused educational programs and/or gain the strong digital skills needed for a business side role.

Across all initiatives, the Tech Talent Team engages with industry to understand their needs, provide talent attraction and retention training resources, and to increase workforce diversity.



## Some interesting stats from 2021:

- ▶ After receiving over 6000 responses, **300+ applicants** to the Priority Skills NL Expression of Interest process **were approved** by techNL staff as being excellent tech candidates to join our local ecosystem.
- ▶ High School Talent Lead talked directly with **250+ high school students and 50+ educators** about choosing a career in tech.
- ▶ International Talent Lead received **3000+ applications** from tech professionals interested in working in our province after hosting a booth at the 3-day Destination Canada job fair.
- ▶ Local Talent Lead personally nurtured **50+ qualified local professionals** as they sought a tech role.
- ▶ Collectively, the **team connected with hundreds of interested individuals**, sharing information about our sector and the roles within it.
- ▶ **115 high school students** took part in the High School Internship program, including those in the Verafin cohort.

## High School Internship Program

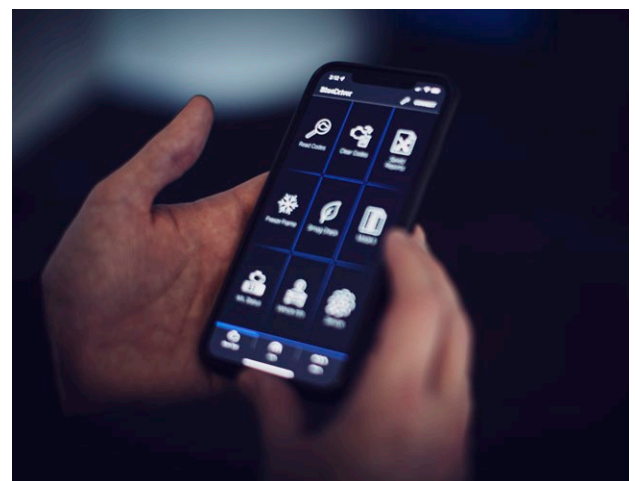
The High School Technology Immersion program placed talented high school students from across Newfoundland and Labrador in technical and business roles within local technology companies for nine weeks during the summer of 2021. Students also benefited from attending a month-long Python Programming Bootcamp through Keyin College. Through this program, students were exposed to new skills, networks, and career possibilities with the aim of inspiring youth to complete related post-secondary education and seek employment in the province's technology sector.

The inaugural program started on June 28th with an address by Premier Furey and techNL Board Chair Dan Brake.

- ▶ **20 companies** participated in the program.
- ▶ Out of the 34 students placed in the 9-week techNL program, **26% identified as girls or gender diverse and 40% were from outside of metro.**
- ▶ Verafin also held a high school internship program, with 80 students joining our Keyin College Python bootcamp for a total of **115 high school student interns** in summer 2021.

## techNL-ACOA Postsecondary Internship Program

One of techNL's flagship programs, the techNL-ACOA Internship Program provides a year-long work opportunity for Newfoundland and Labrador university and college graduates while supporting the growth of established technology companies. The program features hands-on work experience for local graduates and contributes toward strengthening the growth and performance of technology companies in the ecosystem. The funding enabled contributions up to \$33,750 per intern, and each company contributed the remainder for a total salary of \$45,000+.







## DIVERSITY

### Measuring for Change: EDI Survey Rollout

Together with Genesis, techNL led a diversity initiative to help improve representation in the tech sector of women and other equity-deserving groups. Collaboration has occurred with other organizations in our community. The initial group included techNL, Genesis, EnergyNL, NLOWE, WRDC, Bounce, Oceans Advance, WISE, Task Force NL, and PACSW.

Resulting out of that initiative, techNL has partnered with Women in Resource Development Corporation (WRDC) to conduct two surveys with employees and organizations in Newfoundland and Labrador's technology sector. These surveys will collect baseline data and support ongoing monitoring of sector initiatives. The purpose of this survey is to gather information about their experience working in the sector; specifically, it will assess workplace culture, workplace climate, equity, and inclusion. The objective is to provide baseline diversity metrics for the sector so that effective, evidence-based strategies and actions can be created to advance diversity in the tech sector.

### Sage Advice for Students on International Women's Day

To celebrate International Woman's Day on March 8, 2021, techNL joined grade nine students at Leary's Brook Junior High with a panel of engaging women working in our province's tech sector. The four panelists included Maddie Coombs (Sequence Bio), Gabriela Estrada (Other Ocean), Johanna Brown (Vision33), and Natalia Negara (Verafin), moderated by techNL's Marlayne Hardy.

The women shared valuable advice, perspective, experiences, and career paths. The underlying message for students was that there are multiple paths, positions, and potential in Newfoundland and Labrador's \$1.6 Billion tech industry.



“

**“Our students had many key takeaways, especially due to how approachable and “real” all the panellists were to the students. When we see it, we can be it and seeing these strong female role models in non-traditional career paths was such a privilege for our students! So thanks again and we really appreciate the work you did to make this happen.”**

– Stacey Hopkins, Teacher Librarian, Leary's Brook Junior High

”



## DIGITAL TRANSFORMATION

### Bounce Health Innovation

Bounce is a three-year medtech accelerator initiative that partners with Eastern Health, Memorial University (the Memorial Centre for Entrepreneurship, and the Faculty of Medicine), Genesis, the Provincial Government, and the Newfoundland and Labrador Centre for Health Information (NLCHI). In 2021, Bounce attracted 45 medtech Bounce Partner Companies (BPCs) that have already contributed millions of dollars in investment and created dozens of jobs in our province.

Bounce successfully completed the inaugural internship program and 25% of interns now have permanent roles at the company they worked with, with one intern going on to start their own company. Bounce also created and ran several iterations of the medtech Readiness Program (MRP) in partnership with Eastern Health, Genesis, and MCE. This one-of-a-kind opportunity offers entrepreneurs in the Medtech sector access to targeted workshops, coaching, feedback from the local health ecosystem, and regulatory compliance support.

#### Here are some interesting stats from 2021:

- ▶ 45 BPCs have joined the Bounce Portfolio
- ▶ 7 BPCs are working directly with Eastern Health's Living Lab and many more are working with Genesis and Memorial Centre for Entrepreneurship (MCE)
- ▶ 10 women-led BPCs presented to the managing partners at Sandpiper Ventures
- ▶ 10 BPCs presented to the new Investment Principal at Pelorus Ventures
- ▶ 50% of the BPCs have women/non-binary leaders at the helm



**“Bounce has accelerated the trajectory of our Advanced Materials Biotechnology venture by providing exceptional mentorship supported with opportunities for professional development and networking. It is an exciting time to be part of the MedTech and Life Sciences ecosystem that Bounce is championing in Newfoundland and Labrador.”**

~ Stephanie Lipp, Myco Futures  
Winner of the 2021 BioInnovation Challenge



## Win-Win-Win with BTS

Administered by techNL, the \$4.5M Business Tech Solutions (BTS) funding program was initiated to help small- and medium-sized companies adapt and pivot to reach new customers and opportunities. The goal was for participating companies to substantially increase business resilience by embracing digital solutions and accessing expertise to create online sales systems and generate new revenue streams. 376 companies were supported through this initiative with 90% of the participants finding or expecting an increase in revenue.

### **This funding offered a multitude of benefits on a variety of levels:**

- ▶ Companies used the funding to become more competitive through digital platforms.
- ▶ Urban and rural businesses improved how they operate and received help to survive the pandemic.
- ▶ techNL members were engaged to help the companies make these changes.

This 'win-win-win' scenario positively impacts the overall economic development in the province! Thanks to ACOA and the provincial Department of Industry, Energy and Technology for funding this important program.

## Digital Oil and Gas

The Digital Oil and Gas Initiative (DOI) is a new program, co-sponsored by techNL and EnergyNL. The goal is to engage with key industry stakeholders to focus on the identification of value-producing digitalization opportunities and to conduct key strategic capacity-building activities for local tech companies in the offshore sector.

The aim is to help build a local supply chain of technology and digitally-enabled companies for the offshore industry. The program will help companies pivot, grow, and scale, as well as welcome new and exciting companies to the ecosystem. The DOI will leverage the strength of the technology sector to expand our local expertise and skill set to rapidly and digitally transform the oil and gas sector in the province.





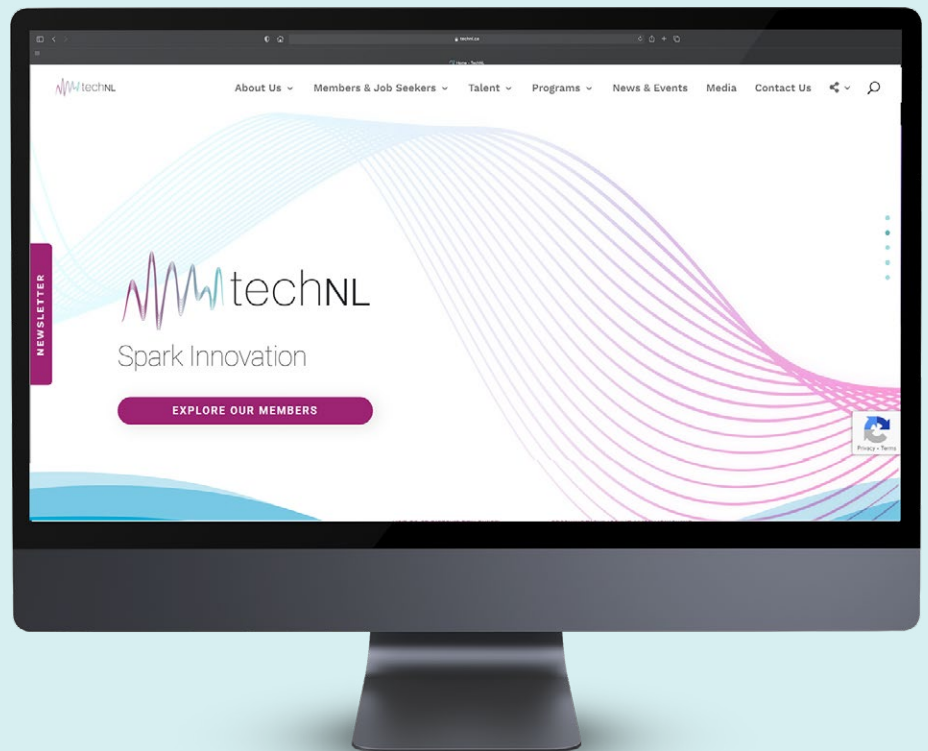
## KEEPING YOU INFORMED: NEW WEBSITE IMPLEMENTATION

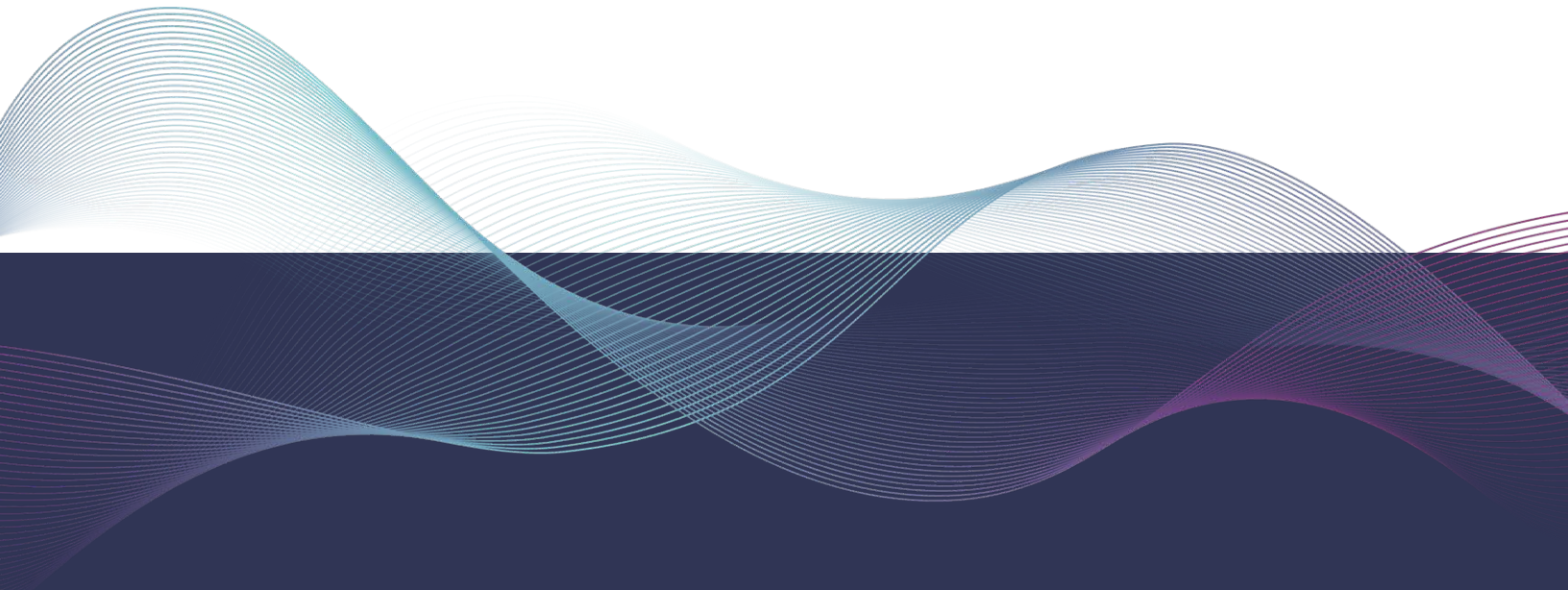
In December 2021, techNL launched a brand-new website, to act as a marketing and communication hub to easily share messaging with members and stakeholders in the technology and innovation ecosystem in the province and around the world.

The new website is a contemporary, up-to-date reflection of techNL, in alignment with the rebrand from 2020. It is robust, responsive, and user friendly for techNL members, and is an optimized hub for tech industry information - including our job board, news, events, and tech sector facts.

### GrowthZone CMS

In 2021, techNL launched GrowthZone content management system (CMS) software to better manage our membership database. This full-service system allows for billing and tracking of engagement. techNL is continuing to work on maximizing the capabilities of this software now that the new website is live and GrowthZone has been integrated.





# **FINANCIAL STATEMENTS**

**NEWFOUNDLAND AND LABRADOR  
ASSOCIATION OF TECHNOLOGY AND  
INNOVATION INC. (TECHNL)**

**Financial Statements**

**Year Ended December 31, 2021**

**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Index to Financial Statements**

**Year Ended December 31, 2021**

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	Page
INDEPENDENT AUDITOR'S REPORT	1 - 2
FINANCIAL STATEMENTS	
Statement of Financial Position	3
Statement of Revenues and Expenditures	4
Statement of Changes in Net Assets	5
Statement of Cash Flows	6
Notes to Financial Statements	7 - 9
Schedule of Project Revenues and Expenditures <i>(Schedule 1)</i>	10



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## INDEPENDENT AUDITOR'S REPORT

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To the Members of Newfoundland and Labrador Association of Technology and Innovation Inc. (TechNL)

### *Opinion*

We have audited the financial statements of Newfoundland and Labrador Association of Technology and Innovation Inc. (TechNL) (the organization), which comprise the statement of financial position as at December 31, 2021, and the statements of revenues and expenditures, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the organization as at December 31, 2021, and the results of its operations and cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations (ASNPO).

### *Basis for Opinion*

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the organization in accordance with ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### *Responsibilities of Management and Those Charged with Governance for the Financial Statements*

Management is responsible for the preparation and fair presentation of the financial statements in accordance with ASNPO, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the organization's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the organization or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the organization's financial reporting process.

### *Auditor's Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

(continues)





## Independent Auditor's Report to the Members of Newfoundland and Labrador Association of Technology and Innovation Inc. (TechNL) *(continued)*

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

*Noseworthy Chapman*

Chartered Professional Accountants  
St. John's, NL  
May 25, 2022

**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Statement of Financial Position**

**December 31, 2021**

	2021	2020
<b>ASSETS</b>		
<b>CURRENT</b>		
Cash	\$ 249,144	\$ 1,242,231
Accounts receivable	83,024	23,926
Project claims receivable	1,020,020	1,541,935
Harmonized sales tax recoverable	60,265	8,768
Prepaid expenses	19,655	3,653
	<b>1,432,108</b>	<b>2,820,513</b>
<b>CAPITAL ASSETS (Note 4)</b>	<b>12,025</b>	<b>689</b>
	<b>\$ 1,444,133</b>	<b>\$ 2,821,202</b>
<b>LIABILITIES</b>		
<b>CURRENT</b>		
Accounts payable	\$ 299,824	\$ 1,133,035
Government remittances payable	-	32,141
Deferred contributions (Note 5)	827,914	1,511,567
	<b>1,127,738</b>	<b>2,676,743</b>
<b>LEASE COMMITMENTS (Note 7)</b>		
<b>NET ASSETS</b>	<b>316,395</b>	<b>144,459</b>
	<b>\$ 1,444,133</b>	<b>\$ 2,821,202</b>

**ON BEHALF OF THE BOARD**

DocuSigned by:

*Dan Brake*

Director

DocuSigned by:

*Jaqueline...*

Director

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See notes to financial statements

**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Statement of Revenues and Expenditures**

**Year Ended December 31, 2021**

	2021	2020
<b>REVENUES</b>		
Schedule of Project Revenues and Expenditures <i>(Schedule 1)</i>	\$ 5,689,127	\$ 2,150,565
Membership fees	77,098	54,030
Other	112,988	20,560
	<b>5,879,213</b>	<b>2,225,155</b>
<b>EXPENDITURES</b>		
Schedule of Project Revenues and Expenditures <i>(Schedule 1)</i>	5,026,070	1,634,563
Salaries and wages	506,498	439,364
Occupancy costs	54,496	42,817
Promotional events	45,593	4,181
Office	44,737	24,173
Professional fees	15,203	7,883
Advertising and promotion	7,476	5,836
Interest and bank charges	5,111	2,223
Amortization	2,093	462
Bad debts	-	1,585
	<b>5,707,277</b>	<b>2,163,087</b>
<b>EXCESS OF REVENUES OVER EXPENDITURES</b>	<b>\$ 171,936</b>	<b>\$ 62,068</b>

See notes to financial statements

**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Statement of Changes in Net Assets**

**Year Ended December 31, 2021**

	<b>2021</b>	<b>2020</b>
<b>NET ASSETS - BEGINNING OF YEAR</b>	<b>\$ 144,459</b>	<b>\$ 82,391</b>
Excess (deficiency) of revenues over expenditures	<b>171,936</b>	<b>62,068</b>
<b>NET ASSETS - END OF YEAR</b>	<b>\$ 316,395</b>	<b>\$ 144,459</b>

See notes to financial statements

**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Statement of Cash Flows**

**Year Ended December 31, 2021**

	2021	2020
<b>OPERATING ACTIVITIES</b>		
Cash receipts from members and funding	\$ 5,658,378	\$ 2,061,249
Cash paid to suppliers and employees	(6,632,926)	(1,051,920)
Interest and bank charges paid	(5,111)	(2,223)
Cash flow from (used by) operating activities	(979,659)	1,007,106
<b>INVESTING ACTIVITY</b>		
Purchase of capital assets	(13,428)	(623)
<b>INCREASE (DECREASE) IN CASH</b>	<b>(993,087)</b>	<b>1,006,483</b>
Cash - beginning of year	1,242,231	235,748
<b>CASH - END OF YEAR</b>	<b>\$ 249,144</b>	<b>\$ 1,242,231</b>
<b>CASH CONSISTS OF:</b>		
Cash	\$ 248,881	\$ 142,148
Term deposits	-	1,100,000
PayPal account	180	-
Petty Cash	83	83
	<b>\$ 249,144</b>	<b>\$ 1,242,231</b>

See notes to financial statements

**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Notes to Financial Statements**

**Year Ended December 31, 2021**

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1. DESCRIPTION OF BUSINESS and COVID-19

Newfoundland and Labrador Association of Technology and Innovation Inc. (TechNL) is incorporated under the Corporations Act of Newfoundland and Labrador as a not-for-profit organization. TechNL is exempt from the payment of income tax under section 149(1) of the Income Tax Act.

TechNL acts collectively for member companies to promote the growth of the technology-based sector in Newfoundland and Labrador.

The outbreak of the Coronavirus Disease 2019, or COVID-19, has spread across the globe and is impacting worldwide economic activity. This global pandemic poses the risk that the organization or its clients, employees, contractors, suppliers, and other partners may be unable to conduct regular business activities for an indefinite period of time. While it is not possible at this time to estimate the impact that COVID-19 could have on the organization's business, the continued spread of COVID-19 and the measures taken by the federal, provincial and municipal governments to contain its impact could adversely impact the organization's business, financial condition or results of operations. The extent to which the COVID-19 outbreak impacts the organization's results will depend on future developments that are highly uncertain and cannot be predicted, including new information that may emerge concerning the spread of the virus and government actions.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations (ASNFPO).

Cash

Cash includes cash on hand, term deposits and balances with financial institutions, net of overdrafts.

Capital assets

Capital assets are stated at cost or deemed cost less accumulated amortization and are amortized over their estimated useful lives at the following rates and methods:

Computer equipment	55% declining balance method
Furniture and fixtures	20% declining balance method

Project expenditure

Costs specifically related to various projects are charged to project expenditure accounts. Other expenditures are recorded in general administration and overhead accounts.

Financial instruments policy

Financial instruments are recorded at fair value when acquired or issued. In subsequent periods, financial assets with actively traded markets are reported at fair value, with any unrealized gains and losses reported in income. All other financial instruments are reported at amortized cost, and tested for impairment at each reporting date. Transaction costs on the acquisition, sale, or issue of financial instruments are expensed when incurred.

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**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Notes to Financial Statements**

**Year Ended December 31, 2021**

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2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Revenue recognition

TechNL follows the deferral method of accounting for contributions.

Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Measurement uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates. Examples of significant estimates include: the amortization of capital assets including the estimated useful lives of capital assets and deferred revenue.

3. FINANCIAL INSTRUMENTS

The organization is exposed to various risks through its financial instruments and has a comprehensive risk management framework to monitor, evaluate and manage these risks. The following analysis provides information about the organization's risk exposure and concentration as of December 31, 2021.

Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The organization is exposed to credit risk from customers. In order to reduce its credit risk, the organization reviews a new customer's credit history before extending credit and conducts regular reviews of its existing customers' credit performance. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information. The organization has a significant number of customers which minimizes concentration of credit risk.

4. CAPITAL ASSETS

	Cost	Accumulated amortization	2021 Net book value	2020 Net book value
Computer equipment	\$ 25,488	\$ 23,640	\$ 1,848	\$ 689
Furniture and fixtures	43,403	33,226	10,177	-
	\$ 68,891	\$ 56,866	\$ 12,025	\$ 689

**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

**Notes to Financial Statements**

**Year Ended December 31, 2021**

**5. DEFERRED CONTRIBUTIONS**

Deferred contributions represent unspent amounts externally restricted for project purposes that were received in the current or prior year end for which there were no related expenditures incurred in the current year. Changes in the deferred contributions balances are as follows:

	2021	2020
Balance, beginning of year	\$ 1,511,567	\$ 396,260
Less: amount recognized as revenue in the current year	(1,189,939)	(396,260)
Add: amount received related to the following year	506,286	1,511,567
Balance, end of year	\$ 827,914	\$ 1,511,567

**6. ECONOMIC DEPENDENCE**

A majority of the revenue from TechNL's projects is derived from government funding on a fee for service basis. The services are provided to the technology based sector in Newfoundland and Labrador and not directly to the government funder. The organization is dependent on this funding in order to carry out its mandate. Certain projects require contributions by the participants.

**7. LEASE COMMITMENTS**

TechNL has a 1-year lease agreement expiring May 2022 with respect to its office space. Monthly rental costs are \$4,950 plus HST. Future minimum lease payments for the remainder of the lease agreements are as follows:

2022	\$ <u>24,750</u>
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**NEWFOUNDLAND AND LABRADOR ASSOCIATION OF TECHNOLOGY AND INNOVATION  
INC. (TECHNL)**

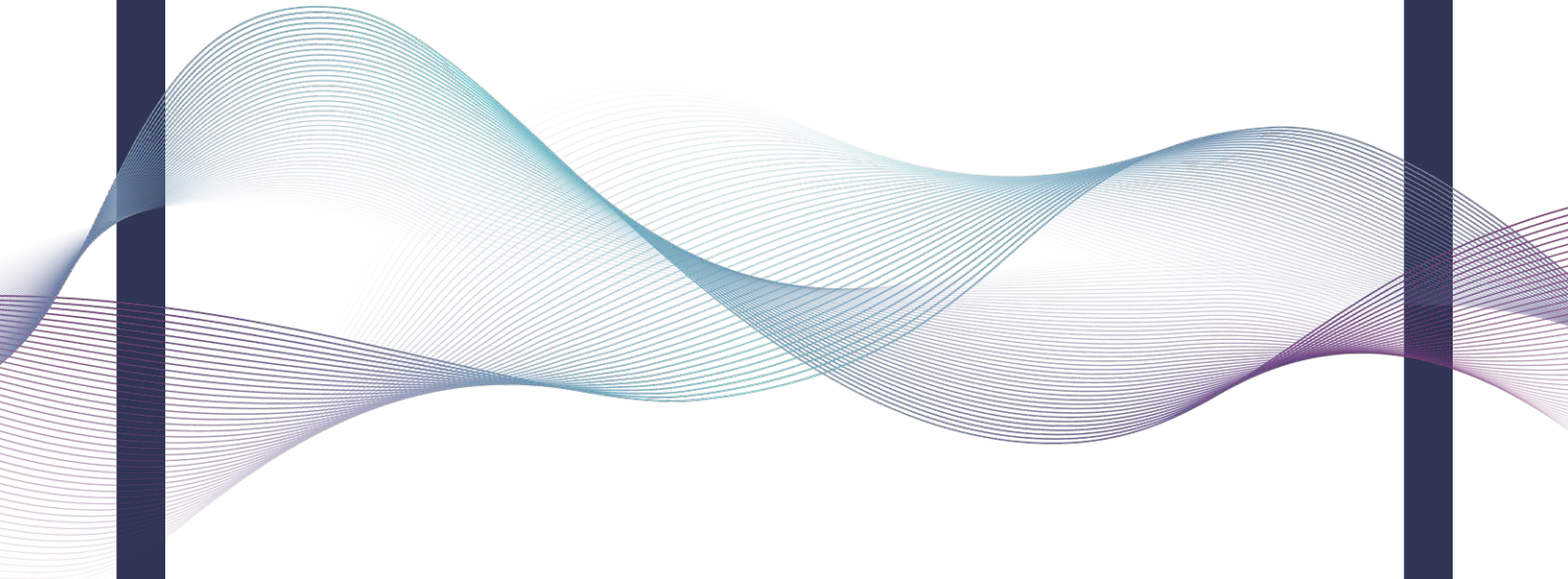
**Schedule of Project Revenues and Expenditures**

**(Schedule 1)**

**Year Ended December 31, 2021**

	2021	2020
<b>PROJECT REVENUES</b>		
ACOA core funding	\$ 305,001	\$ 284,312
Provincial core funding	135,000	100,000
Other ACOA project contributions	4,000,565	1,093,141
Other provincial and private initiatives	1,248,561	673,112
	<b>5,689,127</b>	<b>2,150,565</b>
<b>PROJECT EXPENDITURES</b>		
Salaries and consultants	4,699,642	1,507,129
Professional fees	194,307	20,406
Events and networking	77,835	30,000
Office and operating	41,161	42,744
Travel and trade missions	8,834	3,364
Training	4,291	30,920
	<b>5,026,070</b>	<b>1,634,563</b>
<b>EXCESS OF PROJECT REVENUES OVER PROJECT EXPENDITURES</b>	<b>\$ 663,057</b>	<b>\$ 516,002</b>

See notes to financial statements



## CONNECT WITH TECHNL

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