



## Halifax's Tech Super Hub

Supporting a vibrant and growing base of technology companies that are globally minded and locally based.

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### What is Volta?

Volta is a vibrant **super hub** for early stage tech companies. Volta is located in downtown Halifax, Nova Scotia and is the residence of up to 20 high-potential technology companies.

Volta is a **non-profit** created by founders for founders. Our focus is on building a community where entrepreneurs can come together to learn from each other, grow their companies and expand to new markets.

**Community** is our framework. Our goal is to support the needs of technology founders in Nova Scotia so they can grow their startups into global companies.

With the help of community builders who are **dedicated to supporting** the development of the rapidly growing Information and Communications Technology sector, Volta can achieve its mission of supporting more founders.

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## What is Volta?

Volta has **over 500 Network Members** and is welcoming dozens of new network members every month.

### Who are they?

The Volta network is comprised of Investors, lawyers, accountants, entrepreneurs, developers, designers, journalists, academics, business professionals and students.

The **43 companies** Volta has incubated over the last two years have an average of 3 co-founders. These entrepreneurs are highly motivated people with the technical back grounds to build scalable technology products with billion dollar markets. The pipeline of entrepreneurs waiting to get accepted into Volta as a resident company is rapidly growing with the launch of several startup focused programs in Nova Scotia.

Volta receives an average of 13 applications to join the Volta network *per month*.

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## The Origin of our name



Volta takes its name from Alexander Graham Bell's Volta Laboratory in Washington DC.

Bell's Volta Laboratory housed a talented team that tackled technical problems and supported the commercialization of new inventions.

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## Governance and Team

### Board of Directors:

**Jevon MacDonald** (Chair), Co-Founder, Golnstant and Manifold

**Iain Klugman**, CEO, Communitech

**Patrick Keefe**, Partner, Build Ventures

**Thomas Rankin** – Co-founder and CEO of Dash Hudson, former early-stage venture capitalist

**Leah Skerry** – CEO, Squiggle Park Inc., Partner at Norex

**Ross Simmonds** - CEO, Crate and Hustle & Grind

**Janet Bannister** - General Partner at Real Ventures, Founder of Kijiji Canada

### Team:

**Jesse Rodgers** – Chief Executive Officer

**Melody Pardoe** – Chief Operating Officer

**Laurie Vaughan** – Accounts Manager

**Jenn Earle** – PR Manager

**Meghann Coleman**- Startup Services Manager

**Scott Rairdan, Hayley Fox** – Events Coordinator

**Xijie Wu** – Administrative Coordinator

**Josh Gallant** – Marketing Assistant

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## Volta's Reach

Volta directly supports several educational organizations including:

- Digital Discovery Camp - Atlantic Canada
- Brilliant Labs - Atlantic Canada
- UIT (Uhma Institute for Technology) - Atlantic Canada
- Dalhousie ICT Sandbox - Atlantic Canada
- Women in Tech Society - Atlantic Canada
- Mashup Labs – Atlantic Canada
- WIFT (Women in Film and Television) - Atlantic Canada
- Propel ICT – Atlantic Canada
- Lighthouse Labs – National
- Demo Camp – Atlantic Canada
- Dalhousie Starting Lean
- Startup Canada – National
- Ladies Learning Code – National
- Junior Achievement - Global
- SheEO Halifax – National
- UpSide Foundation – National
- Venture for Canada – National
- Hoist – Regional
- Startup Grind - International

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## Current Resident Companies

	Skyline helps enterprise companies build custom management apps that connect systems, people and data while improving management efficiency and data awareness.
<b>swept</b>	Swept develops software for the commercial cleaning industry designed for the unique challenges of managing a large number of cleaners and clients with limited resources.
<b>UNICAGE</b>	Unicage is a proprietary UNIX shell script based development framework used by global key industry leaders that solves complex data integration and batch processing problems.
<b>Berada</b>	App for endurance athletes to create real-time reactive training plans using proprietary algorithms.
	<u>WoodsCamp</u> WoodsCamp procures timber via social networks and the web, unlocking sustainable forestry from non-industrial private land while building wealth for rural communities.

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## Current Resident Companies

	Harbr is the simplest way to report and measure progress on commercial construction sites through real time trends and analytics.
	Health QR's free, secure service allows you to view your prescriptions online, share information with family or healthcare professionals, set reminders when to refill your medications and order refills online.
	Dugo helps people and companies manage battery and power requirements, for your remote sites, saving you time and money.
	Manifold makes it easy and secure for developers to use the cloud services they love.
<b>SIDESTORY</b>	Sidestory helps you compose and send beautiful, thoughtful messages.
<b>SITE2020</b>	Site 2020 is creating a networked traffic management solution for road construction sites to increase the safety of flaggers while reducing overhead costs by 65%.

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## Volta's Impact

- **Over \$33 million dollars** in equity financing raised by Volta companies to date.
- Volta companies and Alumni employ over **200 full-time employees** earning an average annual salary of \$60,000.
- **2 exits:** AnalyzeRE acquired by US based Verisk Analytics for a reported \$15 - \$20 Million, and Compilr acquired by US based Lynda.com for a reported \$20 million.
- Over **5,000** people have attended our **300+** educational events delivered on business and technology related topics.
- Volta opened in May 2013 and in only 3.5 years has accepted **43 resident companies**, of which 32 have already graduated.
- **70%** of Volta companies are still in operation.

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## Three Pillars

- **A vibrant and growing base of technology companies that are globally minded and locally based.**
- **Strong educational institutions that develop young people that are entrepreneurial, innovative and have a global perspective in whatever area or field they want to excel in..**
- **An innovation 'district' to build density in Halifax where modern technology companies have a 'campus' to centre their activities and radiate throughout the Atlantic Region.**

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## Volta's Vision

Volta achieving these goals would create 3 times the current rate of growth for these metrics. Volta continues to build momentum and is celebrating 3 years of delivering on ambitious commitments to the economic landscape.

### Volta's 10 year goals:

- Create over 1000 growth-oriented new startups.
- Spur the employment of over 4,200 people.
- Directly support at least \$250 million in VC financing.
- Achieve a run rate of 150 new startups **per year** within 5 years

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## Services we offer in-house

- Resident companies get 24/7 access to Volta
- Offices are furnished and you can brand your office however you see fit.
- Wifi, coffee and cleaning services are included
- A plethora of perks like 10k AWS credits and 90% off of Hubspot software
- Peer mentorship and customized support
- Educational events, peer meetups and networking opportunities
- Exposure as a portfolio company on our website (lots of traffic from press and investors)
- In-kind resources (more added regularly)
- Many shoulders to cry on, and friends to celebrate with.
- Resources you get and keep as an Alumni.
- Access to the soft landing program through CDMN
- Connections to startups all across the country
- Priority access to meeting rooms
- Free access to our mobile device library for application testing
- Pitch coaching/ practice/ feedback before and at our pitch competitions
- Volta Bureau Program every 2 months.
- Stepping stone to world class accelerator programs like Founder Fuel, The Mill and Creative Destruction Lab.
- Many other one of a kind opportunities exclusive to Volta's resident companies.
- Free sales training for founders.
- Growth strategy and Funding expertise

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## Our Space

Volta has a 20,000 square foot facility that's a mixture of startup offices, meeting rooms, co-working space, games room and lounge, and a big event space.

Volta's space is perfect for collaboration because there is such a variety of places to brainstorm, including our tropical tree room, seen below.

This is a great place to think outside the box.





## Mentorship and Collaboration

Volta's resident companies get the best mentorship and consistently relevant networking opportunities, as we host a minimum of 8 events per month that draw entrepreneurs and investors from all across Canada.

Volta's annual conference, Startup Empire, had world class entrepreneurs including Michael Donovan, Harley Finkelstein and Michael Litt fly in to Halifax speak to our local startups.



## Bureau Program

The Volta Bureau addresses startup accountability and provides meaningful, timely feedback from experienced entrepreneurs and active angel investors.

Participation is mandatory and each presenting company will also be assigned one of the Bureau members as a mentor. All information is kept strictly confidential.

- 20 minutes per company:
  - 5 Minutes to update the bureau with key metrics from form.
  - Lead bureau member for that company asks questions for 5 minutes
  - Remaining members give 1 minute of feedback each
  - Company presents new goal/milestone in 5 minutes
  - Future goals/milestones set by Founders and approved by bureau.

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## ALC Outpost Team - Acting Like a Startup

It's an external, arm's length think (and do) tank, where smart entrepreneurial people work together to solve complex business problems without the corporate HQ restrictions.

Talented people work together surrounded by the technology innovation ecosystem, acting like a startup: efficiently and effectively. Co-located and surrounded by innovators and creators to solve complex business problems, or to find ways to be better connected to customers' needs.

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## Built with help of the business community

Build Ventures

RBC

Atlantic Canada Opportunities Agency

Venor

Atlantic Lottery Corporation

Sandler Training

McInnes Cooper

Innovacorp

LaBarge Weinstein

Bell Alliant

Cox & Palmer

E3 Office furniture

Salesforce

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## Get Involved!

### Network Membership (free)

- ✓ Co-working space with weekday hours from 8 a.m. to 6 p.m. and weekend hours from 9 a.m. to 3 p.m.
- ✓ Tap into our network of over 500 technology enthusiasts
- ✓ Legal, funding, HR and marketing office hours to talk to experts in the startup and tech industries
- ✓ Free Wi-Fi, printer access, in-house Redbull fridge and coffee:
- ✓ Your home away from home

### Get involved with one of our programs!

- ✓ Early Adopter Program
- ✓ Innovation Outposts
- ✓ User Testing
- ✓ Peer 2 Peer Meetups
- ✓ Teach Youth how to code
- ✓ Come out to Startup Empire
- ✓ Hackathons
- ✓ Women in Tech Program
- ✓ So many other tech meetups!

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