



Stu Clark
**NEW VENTURE
CHAMPIONSHIPS**

Graduate & Undergraduate
Business Plan Competition

APRIL 18–20, 2024

ASPER
SCHOOL OF BUSINESS



**STU CLARK CENTRE
FOR ENTREPRENEURSHIP**



**University
of Manitoba**

WELCOME



On behalf of the Asper School of Business, I am pleased to welcome students and judges to Winnipeg for the Stu Clark New Venture Championships. Located in the centre of Canada, our city is a hub for innovation and an inspirational meeting place for entrepreneurs from across North America.

Throughout the competition, students will test their ability to plan, pitch and present their unique ventures while being challenged to adapt, evolve and innovate as entrepreneurs. By presenting their ideas to expert judges, students not only build industry connections, but also engage in a unique learning opportunity.

I am excited to see the many new ideas that students will bring to this event as they compete for the opportunity to kickstart their entrepreneurial dreams.

Entrepreneurship can take you down unexpected and exciting routes. To all student competitors, I encourage you to open your minds to new opportunities and the chance to expand your entrepreneurial connections across schools and disciplines.

The Asper School of Business is grateful for the support of Stu Clark [BComm(Hons)/76, LLD/2011], the Centre's namesake and a true champion of our school. This event is possible thanks to his generosity and the Stu Clark Centre for Entrepreneurship, which has been advancing the entrepreneurial dreams of UM students for over 25 years.

Thank you to the Asper Foundation for their continued contributions to this competition, and to the leading event sponsor, the Associates of the Asper School of Business.

To the over 45 industry experts and veteran judges including benefactor Stu Clark and members of the Associates and Young Associates, thank you for sharing your insights and expertise and for providing students an opportunity to grow.

Best of luck to the competitors! I hope this weekend inspires you to pursue new paths on your entrepreneurial journey.

Best.

A handwritten signature in black ink that reads "Bruno Silvestre". The signature is written in a cursive, flowing style.

Bruno S. Silvestre, PhD

Dean, I.H. Asper School of Business
CPA Manitoba Chair in Business Leadership
University of Manitoba

DIRECTOR'S MESSAGE



We are excited to be back live, bigger than ever, for the 2024 Stu Clark New Venture Championships. Thirty-two teams (16 undergraduate and 16 graduate) from across Canada and the United States are joining us to compete in the Stu Clark Centre's most important event of the year – hosted at the historic Fort Garry Hotel in the heart of downtown Winnipeg.

On Thursday, April 18th we kick off our event with The Associates Welcome Reception. You will have the opportunity to meet senior leaders from the Winnipeg business community, competition judges, our leading entrepreneurship academic team, and of course your peers in the competition.

Don't miss the undergraduate and graduate level Video Pitch Compilations where each team tested their powers of persuasion to win over the judges.

Friday, April 19th is a full day of semi-finals. When you are not pitching your business plan, you might check out some Winnipeg sights, such as the The Forks, Winnipeg Art Gallery, Thermea Spa, The Manitoba Museum or the world class Canadian Museum for Human Rights. And don't forget to try some of the many fabulous restaurants in Winnipeg!

The next day, April 20th, be sure to join us as we announce the teams that will be advancing to the finals. The finals run over the course of the day and culminate in the awards ceremony, where we recognize the winners with \$60,000 dollars in cash prizes! And Stu Clark himself will be judging in the final round of the graduate level competition – so you will not want to miss this!

It wouldn't be an experience to remember without a fabulous wrap up party! This year we are excited to host you at the "Rec Room" for an evening of fun and yes "games". I promise, it will be an evening that you won't quickly forget!

This is our second year back live and in-person and we are engaging more passionately and creatively with our students, our academic partners, the entrepreneurial ecosystem and the community at large. Fanning the flames of entrepreneurship is more important than ever– we have strengthened our purpose, sharpened our creativity and are dedicated to igniting the entrepreneurial spirit in every student that we encounter.

This year we received over 70 applications from across North America. From solutions to complex medical challenges and technological advances touching on a variety of industry problems, to innovative ideas aimed at making life better for our world – we have it all this year.

I am thrilled you are here with us in Winnipeg for the experience of a lifetime. I hope you leave with renewed sense of excitement and energy about all the possibilities that you can bring to life!

Best,

A handwritten signature in black ink that reads "Debra Jonasson-Young". The signature is fluid and cursive, written in a professional style.

Debra Jonasson-Young

I.H. Asper Executive Director for Entrepreneurship

ABOUT THE CENTRE

At the Stu Clark Centre for Entrepreneurship we strongly believe in igniting the entrepreneurial mindset and aim to provide opportunities, programs, competitions and support to fuel our innovative students. The entrepreneurial journey is not a road to be walked alone, and we are here to support our students in every step of the way!



Debra Jonasson-Young
I.H. Asper Executive Director



Amy Jones
Event Manager



Lindsay Friesen
Marketing Coordinator



Ben Isakov
Startup Coach



Melinda Sasek
Office Coordinator

2023 CHAMPIONS

Congratulations to our 2023 Stu Clark New Venture Champions!

Graduate Business Plan Competition:

- 1st Place: CurveAssure – Johns Hopkins University
- 2nd Place: Pediatrica Therapeutics – University of Arkansas
- 3rd Place: UNCL Co. – University of Arkansas
- 4th Place: Vitruvian Matrix – University of Arkansas

Graduate Video Pitch Competition:

- 1st Place: CurveAssure – Johns Hopkins University
- 2nd Place: UNCL Co. – University of Arkansas
- 3rd Place: Pediatrica Therapeutics – University of Arkansas

Undergraduate Business Plan Competition:

- 1st Place: SteadiSpoon – Southern Methodist University
- 2nd Place: Peko – University of British Columbia
- 3rd Place: TalkMaze – University of Alberta
- 4th Place: inTuitionPay – University of Manitoba

Undergraduate Video Pitch Competition:

- 1st Place: Peko – University of British Columbia
- 2nd Place: TalkMaze – University of Alberta
- 3rd Place: Acrylic Robots – McGill University



COMPETITION FORMAT AND PRIZE MONEY

Semi-Final Business Plan Competition Format:

15 minute presentation, 10 minute Q & A, 5 minute judges' feedback

Championship Round Competition Format:

15 minute presentation, 10 minute Q & A

Video Pitch Competition Format:

1 minute pre-recorded video

All prizes are in Canadian dollars. The represented University is the only entity that can receive payment from the University of Manitoba. There are no exceptions to this policy.

Teams are encouraged to consult with their University regarding their disbursement policy.

BUSINESS PLAN COMPETITION	UNDERGRADUATE PRIZE MONEY	GRADUATE PRIZE MONEY
First Place	\$10,000	\$20,000
Second Place	\$5,000	\$10,000
Third Place	\$2,500	\$5,000
Fourth Place	\$1,000	\$2,500
Social Entrepreneurship Award	\$1,000	\$1,500

VIDEO PITCH COMPETITION	UNDERGRADUATE PRIZE MONEY	GRADUATE PRIZE MONEY
First Place	\$1,000	\$1,500
Second Place	\$750	\$1,000
Third Place	\$500	\$750

SCHEDULE OF EVENTS

Hosted at the Fort Garry Hotel | 222 Broadway, Winnipeg, MB

THURSDAY, APRIL 18

4:00 PM – 5:30 PM	Mandatory Check-In for Teams – Provencher Ballroom, Main Floor
5:30 PM	The Associates Welcome Reception – Provencher Ballroom, Main Floor
6:00 PM	Opening Remarks: Debra Jonasson-Young, SCCE Executive Director Bruno Silvestre, Dean of the Asper School of Business Denise Zaporzan, Chair of The Associates
6:15 PM	Undergraduate – Video Pitch Competition Showcase
6:30 PM	Graduate – Video Pitch Competition Showcase
6:45 PM	Closing Remarks
7:30 PM	Reception Concludes

FRIDAY, APRIL 19

7:00 AM – 9:30 AM	Breakfast – Crystal Ballroom, 7th Floor
8:00 AM – 10:15 AM	Track 1 Semi-Final Round Business Plan Presentations - Mezzanine Floor

Track 1 – Undergraduate (Gateway Room)		Track 1 – Graduate (La Verendrye Room)	
8:00 AM – 8:30 AM	Motiv	8:00 AM – 8:30 AM	ProPika
8:35 AM – 9:05 AM	Vitali Running	8:35 AM – 9:05 AM	Sats Capital
9:10 AM – 9:40 AM	Locaze LLC	9:10 AM – 9:40 AM	HydroPhos Solutions
9:45 AM – 10:15 AM	eleven59	9:45 AM – 10:15 AM	Cultured Bites

SCHEDULE OF EVENTS

FRIDAY, APRIL 19 (CONTINUED)

10:25 AM – 12:40 PM Track 2 Semi-Final Round Business Plan Presentations - Mezzanine Floor

Track 2 – Undergraduate (Gateway Room)		Track 2 – Graduate (La Verendrye Room)	
10:25 AM – 10:55 AM	Taste the City	10:25 AM – 10:55 AM	DBT Medical, Inc.
11:00 AM – 11:30 AM	Kreative DocuVet, Inc.	11:00 AM – 11:30 AM	ReliaCare
11:35 AM – 12:05 PM	SaddleSense	11:35 AM – 12:05 PM	MetaCycler Bioinnovations
12:10 PM – 12:40 PM	PatientCompanion Inc.	12:10 PM – 12:40 PM	Airalux Medical, Inc.

11:30 AM – 2:00 PM Lunch – Crystal Ballroom, 7th Floor

12:50 PM – 3:05 PM Track 3 Semi-Final Round Business Plan Presentations - Mezzanine Floor

Track 3 – Undergraduate (Gateway Room)		Track 3 – Graduate (La Verendrye Room)	
12:50 PM – 1:20 PM	Sweet Diagnostics	12:50 PM – 1:20 PM	SinuStim
1:25 PM – 1:55 PM	Converteca	1:25 PM – 1:55 PM	Grease Tech
2:00 PM – 2:30 PM	One In a Chamber	2:00 PM – 2:30 PM	Hidalga Technologies, LLC
2:35 PM – 3:05 PM	AyuWell	2:35 PM – 3:05 PM	Knowledge Ninja

3:15 PM – 5:30 PM Track 4 Semi-Final Round Business Plan Presentations - Mezzanine Floor

Track 4 – Undergraduate (Gateway Room)		Track 4 – Graduate (La Verendrye Room)	
3:15 PM – 3:45 PM	Pool Protection Technologies	3:15 PM – 3:45 PM	Pet Healthcare Innovations™
3:50 PM – 4:20 PM	Cimu	3:50 PM – 4:20 PM	Nosh Protein
4:25 PM – 4:55 PM	Automax AI	4:25 PM – 4:55 PM	JewelVision
5:00 PM – 5:30 PM	Protein Pints	5:00 PM – 5:30 PM	AirMax

SATURDAY, APRIL 20

7:00 AM – 9:30 AM	Breakfast – Crystal Ballroom, 7th Floor
8:00 AM	Announcement of Finalists – Crystal Ballroom, 7th Floor
Undergraduate Championship Round - Concert Ballroom, 7th Floor	
9:00 AM – 9:25 AM	Winner of Undergraduate Track 1
9:30 AM – 9:55 AM	Winner of Undergraduate Track 2
10:00 AM – 10:25 AM	Winner of Undergraduate Track 3
10:30 AM – 10:55 AM	Winner of Undergraduate Track 4
10:55 AM – 12:00 PM	Undergraduate Championship Round Judges Deliberation
11:00 AM – 1:00 PM	Lunch – Crystal Ballroom, 7th Floor
Graduate Championship Round - Concert Ballroom, 7th Floor	
1:00 PM – 1:25 PM	Winner of Graduate Track 1
1:30 PM – 1:55 PM	Winner of Graduate Track 2
2:00 PM – 2:25 PM	Winner of Graduate Track 3
2:30 PM – 2:55 PM	Winner of Graduate Track 4
2:55 PM – 4:00 PM	Graduate Championship Round Judges Deliberation
4:00 PM – 4:30 PM	Awards Ceremony – Concert Ballroom, 7 th
5:30 PM	Bus Departs for Closing Reception at The Rec Room – Hotel Lobby
6:00 PM – 8:30 PM	Closing Reception for all Participants & Judges at The Rec Room
8:00 PM	First bus departs back to the Fort Garry Hotel
8:30 PM	Second bus departs back to the Fort Garry Hotel

UNDERGRADUATE TEAMS



Automax AI

UNIVERSITY OF WATERLOO

Automax, the pioneering AI assistant for real estate appraisers, optimizes the appraisal workflow by quickly gathering and analyzing data, tasks that typically consume considerable time. Trained on a decade of historical valuation data, Automax predicts price adjustments based on market conditions, offering immediate rationale for appraisal decisions. The objective of Automax is to cut appraisal time to 2-3 hours, automate most appraisal tasks except inspection, and improve transparency, precision, and uniformity in the valuation process.



AyuWell

OLIN COLLEGE OF ENGINEERING

AyuWell is poised to dominate the herbal market, which is expected to grow at a CAGR of 8.02% to \$371.5 billion by 2030. By introducing herbal lotions on Amazon, they aim to scale both vertically and horizontally, driving traffic to their website with a focus on generating thousands of sales and offering a diverse range of Ayurveda resources and educational content. Additionally, they plan to expand their product line to include Ayurvedic cosmetics, toothpaste, and detergent, promoting nourishing alternatives to harmful products.



Cimu

YALE UNIVERSITY

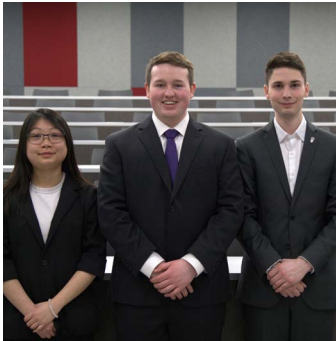
Cimu, integrated through APIs on retailer return platforms, addresses the substantial cost of fashion returns incurred by online retailers. It links customers to local tailors for alterations, reducing return rates and enhancing customer satisfaction and retention. This sustainable solution aligns with legislative requirements and meets eco-conscious consumer demands, benefiting both businesses and the environment.



Converteca

UNIVERSITY OF ST. THOMAS

Converteca utilizes cutting-edge energy technology to convert used Li-ion batteries into valuable raw materials like battery-grade Lithium Carbonate and Cathode Material. Collaborating with Call2Recycle and Ridwell, Converteca enables the collection of batteries from customers' homes, tackling improper disposal issues and promoting eco-friendly, sustainable supply chains for lithium-ion batteries.



eleven59

UNIVERSITY OF MANITOBA

eleven59 addresses the challenges that post-secondary students encounter in managing deadlines and creating efficient schedules, which can lead to late submissions and lower grades. The financial implications of course failures emphasize the importance of enhancing time management skills. To tackle these issues, Eleven59 automates calendar updates using AI parsing of syllabuses, offers proactive task suggestions, and seamlessly integrates with existing calendar platforms.



Kreative DocuVet, Inc.

IOWA STATE UNIVERSITY

Kreative DocuVet, Inc. provides a veterinary software solution that utilizes AI to transform appointment audio into detailed medical records. This addresses the labor-intensive and expensive process of manual record management for veterinarians. By eliminating manual transcription and formatting, Kreative DocuVet helps veterinarians save time, alleviate stress, boost revenue, and maintain accuracy and consistency in medical recordkeeping.



Locaze LLC

JOHNS HOPKINS UNIVERSITY

Locaze LLC proposes a mobile app solution to tackle the critical healthcare issue of athletic concussion detection, given the high prevalence of undiagnosed cases. The app utilizes digitized ocular tests for real-time monitoring of eye movement deficiencies, offering athletes timely concussion risk assessments. With a focus on accuracy, accessibility, and time efficiency, the Locaze app provides comprehensive tests tailored to common ocular impairments observed post-concussion.



Motiv

UNIVERSITY OF CINCINNATI

Motiv's all-in-one enterprise SaaS platform tackles the hurdles coaches and schools encounter in sports communication and compliance management. By consolidating functionalities like registration, communication, and coordination, Motiv streamlines processes to simplify sports management and boost coach efficiency. This solution not only improves the sports experience for coaches and athletes but also guarantees regulatory compliance, notably with FERPA for schools, transforming sports communication software.

UNDERGRADUATE TEAMS



One In a Chamber

UNIVERSITY OF BRITISH COLUMBIA

One In a Chamber addresses the pressing agricultural issue of transmissible diseases in swine, particularly Porcine Reproductive and Respiratory Syndrome (PRRS), costing the US hog farming sector \$560M annually. This automatic vaccine gun introduces a needle-swapping mechanism to prevent blood-borne disease transmission among pigs, significantly boosting vaccination efficiency. This innovation benefits farmers worldwide by safeguarding pig health, reducing labor costs, and increasing revenue.



PatientCompanion Inc.

UNIVERSITY OF WATERLOO

PatientCompanion Inc. tackles the communication barrier between patients and nurses in healthcare environments by offering a digital platform where patients can express their requirements through an intuitive interface. This streamlined process enables nurses to handle alerts effectively, decreasing their workload and ensuring timely care. The app also automates non-nursing duties, assigning them to appropriate staff members, optimizing operations, and enhancing the patient journey.



Pool Protection Technologies

UNIVERSITY OF GEORGIA

Pool Protection Technologies (PPT) launches S.A.M, an ultrasonic algae elimination device designed to combat the expensive issue of algae blooms in home pools without resorting to chemicals. S.A.M caters to pool owners looking for effective maintenance solutions. Through rigorous testing and innovative patented technology, PPT strives to transform pool upkeep by providing a straightforward, eco-friendly, and superior substitute for conventional chemical methods.



Protein Pints

MICHIGAN STATE UNIVERSITY

Protein Pints caters to the crowded protein product industry with its range of high-protein, low-sugar ice cream flavors. Identifying the need for attractive protein choices, Protein Pints became the pioneering protein ice cream brand in North America. Offering 45 grams of complete protein per pint and minimal sugar, Protein Pints meets consumer expectations for tastier and more satisfying protein products, all while being gluten-free, lactose-free, and devoid of artificial sweeteners.



SaddleSense

UNIVERSITY OF BRITISH COLUMBIA

SaddleSense recognizes the prevalent frustration among cycling enthusiasts regarding perineal pain caused by poorly fitting saddles, resulting in discomfort and numbness during rides. To tackle this issue, SaddleSense provides personalized saddle recommendations based on data analysis from sensor-equipped ‘smart’ saddles. By employing proprietary software to analyze pressure points, SaddleSense aims to revolutionize the cycling experience and meet the growing demand for high-quality cycling accessories.



Sweet Diagnostics

UNIVERSITY OF MANITOBA

Syphilis infections have surged to concerning rates in both Canada and the US, presenting substantial health risks, particularly for newborns when untreated, and resulting in substantial healthcare expenditures. SYPHlstat presents a mobile diagnostic remedy utilizing easily accessible glucose meters, delivering quick numerical results for swift diagnosis. This approach ensures more patients receive timely treatment, easing the strain on healthcare infrastructure and averting unnecessary expenses linked to delayed identifications.



Taste the City

UNIVERSITY OF CALGARY

Taste the City addresses the hurdles local restaurants encounter in innovation and marketing, especially when competing against larger chains, creating a challenging environment for independent establishments. The solution lies in facilitating seamless transitions between multiple restaurants within a single booking, offering curated experiences for patrons. Additionally, it provides a platform for local eateries to attract new customers without incurring significant marketing expenses.



Vitali Running

RICE UNIVERSITY

Vitali tackles the issue of discomfort experienced by runners seeking shoes with naturally shaped designs and wider toe boxes. By providing options with a higher heel drop, Vitali ensures extended and more comfortable running experiences. Extensive market research has confirmed the strong demand for Vitali’s unique features.

GRADUATE TEAMS



Airalux Medical, Inc.

UNIVERSITY OF PENNSYLVANIA

Airalux tackles the issue of postoperative pulmonary complications (PPCs) through its spirometer and companion app, enhancing patient adherence to prescribed exercises and lowering the risk of PPCs and hospital readmissions. By offering real-time guidance, reminders, and gamified elements, Airalux aims to optimize patient care, lower hospital operating costs, and potentially save billions for the healthcare system by reducing PPC incidence.



AirMax

UNIVERSITY OF TEXAS AT AUSTIN

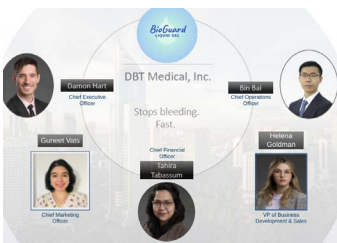
AirMax provides a solution to help grocery stores and large retailers cut down on commercial cooling expenses while achieving CO2 reduction objectives. By enhancing HVAC system efficiency by around 42%, AirMax's proprietary water treatment method and evaporative cooling offer a competitive edge, ensuring high-quality water production at a minimal cost. Their retrofit hardware system is notable for its cost-effectiveness and capacity to improve existing systems without requiring complete replacement.



Cultured Bites

UNIVERSITY OF SASKATCHEWAN

Cultured Bites operates as a for-profit enterprise specializing in crafting premium natural food items through traditional fermentation techniques. The company's Tempeh range represents an innovative response to the growing demand for plant-based protein options. Utilizing local peas, lentils, and oats, Cultured Bites produces Tempeh products via solid-state fermentation, ensuring high complete plant protein content, along with rich iron and calcium, while maintaining low sodium levels. Furthermore, these products are soy-free, gluten-free, and dairy-free.



DBT Medical, Inc.

UNIVERSITY OF MANITOBA

DBT Medical, Inc. pioneers biomedical advancements with their innovative bioadhesive technology, specifically designed for wound care in emergency and surgical contexts. BioGuard, their groundbreaking product, utilizes patented hydrophobic gel from FDA-approved materials to achieve robust tissue bonding and exceptional water resistance, quickly closing wounds, even in wet conditions.



Grease Tech

UNIVERSITY OF WATERLOO

Grease Tech's IoT sensor improves bearing lubrication accuracy by measuring grease levels precisely. Integrated with a SaaS platform, it monitors plant-wide bearing analytics, signals appropriate lubrication with LED color transitions, and predicts greasing intervals by analyzing vibrations and rotations. This proactive approach prevents unexpected downtime..



Hidalga Technologies, LLC

UNIVERSITY OF ARKANSAS

Hidalga Technologies, LLC, an AI-powered software for oncology clinics, revolutionizes the PA process with advanced data analysis algorithms. It automates PA forms by extracting medical oncology data, reducing processing time by 70% to just one week, improving claims accuracy, and accelerating integrations with EMR systems.



HydroPhos Solutions

UNIVERSITY OF NEW HAMPSHIRE

HydroPhos Solutions, a circular economy social enterprise, plans to implement and oversee phosphorus filtration technology in WWTPs. This technology will extract phosphorus from wastewater for sale to fertilizer companies, addressing eutrophication and potentially reducing fertilizer and food prices.



JewelVision

RICE UNIVERSITY

JewelVision provides AI-driven jewelry solutions that combine augmented reality (AR) and expert gemology to offer a distinctive virtual fitting room experience for online jewelry retail. Through market validation and industry research, JewelVision targets to enhance online jewelry shopping, double conversion rates, and decrease returns using AR technology. The goal is to refine this solution, bridging the e-commerce technology gap in the jewelry sector, and catering to cautious online shoppers and busy retailers.

GRADUATE TEAMS



Knowledge Ninja

RICE UNIVERSITY

Knowledge Ninja is an AI platform designed for knowledge workers, providing customized content curation, chatbot support, and article summarization. It utilizes proprietary technologies to ensure superior performance and security, with upcoming features such as finance tracking and therapy sessions. Knowledge Ninja complies with GDPR and CCPA regulations, making it suitable for privacy-focused organizations and individuals seeking productivity tools.



MetaCycler Bioinnovations

UNIVERSITY OF WATERLOO

MetaCycler BioInnovations, established in 2022, focuses on affordable bioplastics made from converted dairy waste, combating plastic pollution and waste challenges. Their advanced methods yield more PHA per unit of waste, cutting costs and boosting competitiveness. With a strategic outlook on finances and scalability, MetaCycler Bioinnovations targets rapid revenue growth by supplying PHA bioplastics and waste upcycling services, aiming for significant growth in sustainable materials.



Nosh Protein

WESTERN UNIVERSITY

Nosh Protein is transforming the protein snack sector with its convenient, delicious, and nutritious protein gummies, delivering 20 grams of protein, under 5 grams of sugar, and approximately 100 calories per serving. With a team of successful female athletes and business professionals, Nosh Protein combines the protein snack and confectionery markets, focusing on active working individuals aged 20-35.



Pet Healthcare Innovations™

FLORIDA ATLANTIC UNIVERSITY

Pet Healthcare Innovations™ (PHI) was established to tackle the obstacles encountered by dogs with mobility limitations, providing a distinctive range of products such as potty stations, walkers, and wheelchairs. Given that 14 million dogs experience mobility challenges annually in the USA, PHI's inventive solutions strive to enhance the lives of these pets and elevate the standard of their care. PHI intends to revolutionize the industry while upholding its dedication to social impact through the PHIF foundation.



ProPika

UNIVERSITY OF ARKANSAS

ProPika focuses on converting biomass into sustainable aviation fuels (SAFs) to reduce greenhouse gas emissions in aviation. With SAF mandates and a projected 4.5 billion-gallon global demand by 2030, ProPika's technology streamlines cellulose processing from agricultural waste, accelerating SAF production and supporting a greener aviation industry.



ReliaCare

SAN DIEGO STATE UNIVERSITY

ReliaCare, a digital health startup, provides patient and clinician applications to improve at-home care and streamline workflows. The patient app guides through pre-and post-operative activities, monitors surgical site infections, and connects with healthcare providers, while the clinician app helps in preparing care instructions, managing critical messages, and using analytics to support patients effectively. ReliaCare targets the market for post-discharge complications in elective surgeries in the US.



Sats Capital

UNIVERSITY OF MANITOBA

Sats Capital offers a distinct chance for individuals to invest in Bitcoin through a platform that enables them to earn Bitcoin as cashback on regular purchases, making the digital economy more accessible. Moreover, Sats Capital provides Canadian SMBs with a low-risk approach to incorporating blockchain technology into their operations, promoting innovation and improving brand reputation. Through these initiatives, Sats Capital aims to simplify digital currencies for Canadians, encouraging broader adoption and financial inclusivity.



SinuStim

JOHNS HOPKINS UNIVERSITY

SinuStim is an innovative neuromodulation device crafted to relieve Chronic Rhinosinusitis symptoms by diminishing tissue swelling and nasal congestion using electrical impulses. It's intended for patients who haven't found relief with conventional treatments, focusing on enhancing symptoms like reduced mucous production and nasal congestion without the use of medications. By regulating neural input to the nasal cavity, SinuStim presents a fresh approach to effectively managing CRS symptoms.

UNDERGRADUATE JUDGES

Judges of the Stu Clark New Venture Championships include local business executives and professionals from a broad range of public and private sector organizations.

Semi-Final Rounds



Aaron Denysuik (Associate)
Group Consultant
RBC



Felipe Garcia (Young Associate)
Head of Partnerships
Small Screen Inc.



Amanda Macdonald (Associate)
YES! Winnipeg
Vice President, Business
Development & Market Intelligence



Geoff Westdal
Sales Manager
Coghlan's Ltd.



Ben Dueck
Cantera Leadership
President/Founder



Grant White (Associate)
Managing Director
Endeavour Wealth Management



**Corinne Gusnoski
(Young Associate)**
New Media Manitoba
Business Development Manager



Jenn Lusby
Lead, Corporate Relations
Startup Canada



Edward Acuna
Royal Manitoba Theatre Centre
Chair-elect, Board of Trustees



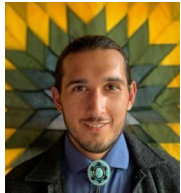
Mike De Luca
Regional Manager, Builder
Developer
RBC



Evgeny Gotfrid
GroupStrength Benefits Direct Inc.
Advisor



Nicole Zajac (Associate)
Partner
Penner Oil



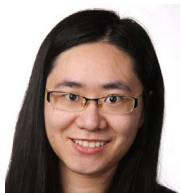
Noah Wilson
Senior Business Development
Manager, Indigenous Entrepreneur
Startup Program
Futurpreneur



Shelby Olson
Product Marketing Specialist
Payworks Payroll Services Canada

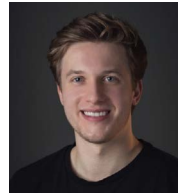


Wendy Yan
Senior Business Development
Manager
Futurpreneur



Yvette Shang
Senior Advisor, Manitoba Business
Development
Mitacs

Video Pitch



Chris Schmidt (Young Associate)
Founder & CEO
Parallel



**Parker Buckley
(Young Associate)**
Corporate Project Manager
Exchange Income Corp.



**Stephanie Kalo
(Young Associate)**
Staff Accountant
KPMG

CHAMPIONSHIP ROUND



Amanda Hildahl

DIRECTOR, STRATEGY, MANITOBA PUBLIC INSURANCE

Amanda is a graduate of the MBA program at the Asper School of Business and holds a Bachelor of Arts from the University of Manitoba. As Director of Strategy at Manitoba Public Insurance, Amanda is concurrently leading enterprise-wide efforts to restore trust and stability, establish long-term strategic direction and stand up an execution engine that enables fact-based decisions and cross-functional visibility of strategic initiatives, enabling a performance-oriented culture. She facilitates alignment, inspires a strategic mindset, and ensures strategy is leaned on as a relatable and actionable asset that helps MPI deliver value to Manitobans.



Christos Vasilarakis

PRESIDENT, VASILA CAPITAL

Christos has dedicated his entire career to helping entrepreneurs bring their ideas to life. He started this journey at university, running the Colligate Entrepreneurs Organization for Manitoba. Upon graduation, Christos joined a management consulting firm dedicated to helping SMBs and entrepreneurs to validate their ideas, raise capital and launch into competitive markets. Christos has since specialized in tech entrepreneurship, working with growth start-ups in e-commerce, AI, and SaaS. Most recently, Christos launched his own Business Valuations Firm called Vasila Capital, where he and his team provide valuations for technology companies.



Joshua Zaporzan (Chair of the Young Associates)

OWNER & PRESIDENT, AUDAX VENTURES

Joshua is an entrepreneur who has built, led, and exited several successful new ventures. Joshua is the Founder of H2MB, a company in the clean technology and renewable energy industry that is building Manitoba's first green hydrogen production facility, working with industries to decarbonize and reduce emissions.

In addition to H2MB, Joshua and his team at Audax Ventures work with, and invest in, technology start-ups helping them to launch, grow and exit their business.



Peter Wheatley (Associate)

VICE PRESIDENT & GENERAL MANAGER, CF34/CFM56, STANDARDAERO

Peter Wheatley is a young professional who has found a balance between academic excellence, family, and real world business acumen. He is a 3-time graduate of the University of Manitoba with a Bachelor of Science in Mechanical Engineering (Aerospace Option), a Certificate in Quality Management, and a Masters of Business Administration. Over the past 17 years at StandardAero, Peter has risen quickly to his current role of VP/GM of the CF34/CFM56 business, with MRO operations in Winnipeg and Dallas, Tx. His past roles include VP/GM of the Helicopters business and various positions in engineering, quality, customer programs, and sales operations.

GRADUATE JUDGES

Judges of the Stu Clark New Venture Championships include local business executives and professionals from a broad range of public and private sector organizations.

Semi-Final Rounds



Caroline Ksiazek
Business Development Manager
& Regional Lead (Manitoba,
Saskatchewan & the North),
Futurpreneur



Geeta Tucker (Associate)
President and CEO
CPA Manitoba



Colin Ryan (Associate)
Senior Portfolio Manager &
Senior Wealth Advisor
Wellington-Altus Private Wealth
Inc.



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Progressive Real Estate Group
President



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VP eCommerce
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Green Umbrella Consulting
Group.



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Stone HR Strategies



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Consultant
MD Innovative Strategies



Doug Nelson
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Nelson Financial Planning Corp.



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Marketing Executive
Industry Expert



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Research Centre



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GRADUATE JUDGES



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Tech Manitoba



Michael Coutts
Director, Strategic Initiatives
Tactica Interactive



Michael Williams
Registered Patent Agent
Ade & Company Inc.



Warren Abrey (Associate)
Principal
Outcomes Strategic Consulting
Inc.

Video Pitch



Alison Kirkland
CEO
Womens Enterprise
Organizations of Canada



John Proven (Associate)
President & CEO
Conviron



Sam Fay
Change Leader
Manitoba Hydro

CHAMPIONSHIP ROUND



Stu Clark (Associate)

PHILANTHROPIST

Stu Clark is the oil and gas entrepreneur who has given back to the Asper School of Business. The Centre is proudly named after his contribution, and he is an advocate for the competition. Please see full bio on page 24.



Chuck LaFlèche (Associate)

CFO, SAPPHIRE SPRINGS, INC., PRESIDENT & CEO, VIOTIKA LIFE SCIENCES

Chuck has an extensive career spanning various sectors, including finance, academia, healthcare, philanthropy, and now aquaculture and biotech with Sapphire Springs Inc. and Viotika Life Sciences, respectively. At SSI, Chuck is a founding equity partner and CFO overseeing a \$190 million project to build the world's largest Arctic Charr Recirculating Aquaculture System (RAS) fish farm, addressing the high demand for salmonids sustainably. Additionally, Chuck is the CEO of Viotika Life Sciences, focusing on innovative solutions for Anti-Microbial Resistance (AMR) and aiming to become the first majority-owned indigenous biotech company globally.



Silvia de Sousa (Associate)

PARTNER, THOMPSON DORFMAN SWEATMAN

Silvia de Sousa is a partner at TDS Law. Her practice is concentrated in business law with an emphasis on intellectual property law and technology law. Her practice also includes intellectual property transactions, cannabis advertising and marketing, intellectual property protection, trademarks, copyrights, patents, and licensing matters. Silvia is also a seasonal lecturer for the University of Manitoba, Faculty of Law. Silvia holds a B.A. and an LLB from the University of Manitoba, and is also the Chair of the Transactional IP Committee of the Canadian Bar Association.



Stuart Henrickson

CHIEF FINANCIAL OFFICER, BOLD COMMERCE

Stuart Henrickson has spent the past five years as CFO of Bold Commerce, one of the fastest growing eCommerce companies in Canada. Prior to this, Stuart spent 25 years in corporate and investment banking in Canada, Europe and the Middle East. In addition, Stuart has taken on many volunteer roles in the start-up space, including six years as Board Member and Chair of the award-winning tech incubator North Forge Technology Exchange.

STU CLARK



STU CLARK Philanthropist

Stu Clark [BComm(Hons)/76, LL.D./2011] is a Calgary oil and gas entrepreneur. He was the director and Chairman of the Board of Storm Resources Ltd., a TSX listed oil and gas exploration company which was sold in December 2022, as well he is the Chairman of the Board of Alliance Trust Company, a private trust and shareholder services firm, servicing public and private entities in Alberta, Saskatchewan and Manitoba. Mr. Clark was born and raised in Manitoba and educated in Brandon and Winnipeg, before beginning his entrepreneurial career in the oil and gas industry in Calgary.

Mr. Clark earned his Bachelor of Commerce (Hons) from the University of Manitoba in 1976, and in 2011 was recognized by the University of Manitoba with an honorary Doctor of Laws for his contributions of time and resources to the University, the I.H. Asper School of Business, and the Stu Clark Centre for Entrepreneurship. Over three decades, Mr. Clark translated his education into starting,

running and then selling several oil and gas exploration companies. Mr. Clark moved to Calgary in 1984 with the Northland Bank. In 1986, he founded Pinnacle Resources Ltd. and raised \$2 million of shareholder capital. In 1998, Pinnacle was sold for over \$1 billion. Mr. Clark has been involved in the start-up and reorganization of a number of Calgary-based public and private entities during his career.

A renowned entrepreneur, philanthropist and volunteer, Mr. Clark is recognized for his tireless dedication to supporting a variety of charities and educational institutions in Canada. One of his many donations to the University of Manitoba enabled the establishment of the Stu Clark Centre for Entrepreneurship in the I.H. Asper School of Business. Mr. Clark has also been a strong supporter of the Canadian Museum for Human Rights.

Mr. Clark continues to support his philanthropic interests in Alberta and Manitoba.

THANK YOU TO OUR SPONSORS



For more than forty years The Associates have pursued a goal of being an unbreakable link between the business community and the I.H. Asper School of Business. Founded in 1982, the membership-based non-profit organization has grown to record numbers, including 366 Associates and 187 Young Associates.

This relationship is a two-way conversation between business leaders and students, facilitated through numerous social, professional, and educational opportunities throughout the year. Associates members know the necessity to have a world-class business school in the community and through its annual donations the organization provides the capital to make that a reality. Its more than 500 members provide mentorship, real-time hands-on learning opportunities, and support for faculty and staff.

This is a relationship The Associates believe assists the Asper School of Business in being one of the preeminent centres of entrepreneurial and business teaching in the country and one that only gets stronger with age.

www.associatesmb.ca



Israel Asper, O.C., O.M., Q.C., L.L.D. (1932 – 2003) and Babs Asper (1933 – 2011) believed that philanthropy is a driving force behind positive change in people's quality of life. For this reason, they formed The Asper Foundation in Winnipeg, Manitoba, Canada in 1983 to build upon their and the Asper family's philanthropic objectives. Inspired by a deep commitment to impactful philanthropy, The Asper Foundation, a Winnipeg-based philanthropic organization, develops major projects and provides support to the Jewish Community and broader community in areas of culture, education, community development, and human rights on a local, national and international scale. In particular, the Foundation strives to improve the quality of life in Winnipeg, therefore much of the focus of this philanthropy is directed to the general Winnipeg community. In the recent past, over \$200 million has been donated to various charitable causes through The Asper Foundation.

THE REC ROOM



Get ready to experience a relaxed and fun evening as we come together to celebrate the grand finale of the 2024 Stu Clark New Venture Championships! Participants and judges are invited to join us for an unforgettable night of fun and festivities.

At The Rec Room, the excitement knows no bounds with a variety of thrilling activities waiting for you. From cutting-edge driving simulations to classic favorites like bowling, ping pong, and pool, there's something for everyone to enjoy. Dive into a world of gaming bliss with over 120 video games, including timeless classics like Pac Man, Angry Birds, and Mario Kart. With a continuous rotation of state-of-the-art games, the possibilities are endless!

Everyone will be given a preloaded game band to kick off the fun! So, enjoy some supper, engage in some games, and connect with your fellow competitors. This is our way of saying thanks to each and every one of you for your outstanding efforts in making the 2024 NVC an event to remember!

EVENT DETAILS:

- 5:30 p.m.** Bus departs for The Rec Room
- 6:00 p.m.** Closing reception at Rec Room. Dinner is complimentary, and guests will be provided drink tickets.
- 8:00 p.m.** First Bus returns to the Fort Garry Hotel
- 8:30 p.m.** Second Bus returns to the Fort Garry Hotel

696 STERLING LYON PKWY LOT 5, WINNIPEG, MANITOBA

This reception is by invite only, and exclusively for participants and judges.



ASPER
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**STU CLARK CENTRE
FOR ENTREPRENEURSHIP**

We hope to see you at the 2025
Stu Clark New Venture Championships!



Follow us on social media to stay up to date on
upcoming events, webinars, and competitions:

@stuclarkcentre



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