

**Dr. David T. Barnard, President and Vice-Chancellor**  
**IDEA Dinner 2015**  
**June 1, 2015      Reception 5:30 pm   Dinner 6:30 pm**  
**RBC Convention Centre, Third Floor- Ballroom A**

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**You are bringing remarks on behalf of the University and presenting the award. During your speech, you acknowledge Zach Wolff and Sheri Governo who are the co-founders of Exigence. They are expected to attend and will be seated at the Asper Foundation Table (table 8). John Danakas will confirm their attendance before you speak.**

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**Other speakers:**

- **Emcee is Paul Soubry, New Flyer CEO and Front and Centre Campaign Chair**
  - **Noah Yagi, President, Commerce Students' Association**
  - **Michael Benarroch, Dean and CA Manitoba Chair in Business Leadership**
  - **Mark Chipman, Executive Chairman, True North Sports & Entertainment**
  - **David Thomson, Woodbridge; Award Recipient**
  - **Rick MacKay, Partner (Retired), Deloitte; Chair, the Associates**
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**Suggested Speaking Notes:**

- **Good evening. Thank you.**
- **Acknowledge:**
  - **Dean Benarroch;**
  - **Asper alumnus and campaign chair Paul Soubry; and**
  - **David Thomson – who you will hear from later in the program.**
- **But first, I want to discuss our university's role in the economic success of this province.**
- **We have prioritized initiatives that support economic growth.**

- And we are investing in innovative programs and people – developing ideas with immense potential.
- As the President of this university, it is my privilege to help celebrate the many successes that result from this work.
- I expect many of you here tonight have read or heard something about Exigence *[EX ih jense]* Technologies - the first start-up to come out of our university's Transformational Partnerships.
- Exigence began as a class project in the Asper MBA's Business Venture Analysis class – a course that challenges students to commercialize new technologies.
- In this case, the technology was an anti-microbial compound patented by Dr. Song Liu *[Loo]* from the U of M's department of textile science.
- And the students were Zach Wolff (who joined the Asper MBA in 2012), and Sheri Governo *[Guh –VEHR – noh]* (who completed the MBA program just last year).
- Exigence is now poised to revolutionize the global fight against infection with a product that renders fabrics and other materials impervious to bacteria.

- The company is making national headlines and attracting significant investment as it prepares the technology for commercial use.
- This could:
  - bolster Manitoba's bio-technology sector,
  - impact patient care in hospitals,
  - save the lives of infants with immune-deficiencies, or
  - prevent the spread of disease in a refugee camp or on an airplane.
- Such is the potential of a project that began in the Asper MBA program.
- And such is the potential of projects underway throughout our university.
- So how did this world-changing partnership come to be?
- Zach and Sheri's professor was Stuart Henrickson, executive director of the Stu Clark Centre for Entrepreneurship.
- This centre – named after a former Distinguished Entrepreneur Award recipient – connects entrepreneurial Asper students with new technologies.

- And in the case of Zach and Sheri, this resulted in the ultimate goal of creating a viable company.
- Zach and Sheri are with us this evening, and I want to thank you both for your hard work.
- On behalf of the university community, I wish you continued success.
- Their story wouldn't have been possible without UM's Transformational Partnerships initiative, launched in 2013 under the leadership of Vice-President (Research and International) Digvir Jayas.
- This initiative connects researchers with businesses and gives them the tools to succeed.
- It's an innovative approach to collaborative research.
- In fact, we were the first university in Canada to change its Intellectual Property policy to an innovative model that requires the industry partner to pay nothing to the University in royalties until the innovation actually earns a profit.
- Now our model is the envy of university and industry partnerships across the country.

- **Our goal is to help companies and partners succeed in commercializing technologies regardless of where they were invented.**
- **This process is supported through our Technology Transfer Office (TTO) – one of Canada’s most productive intellectual asset programs.**
- **In the first 11 months of the 2014-15 fiscal year, the TTO enabled 22 collaborations with companies resulting in \$2.05M in research funding.**
- **This speaks to the effectiveness of our unique approach to partnerships, as well as to the calibre of our research.**
- **For such partnerships to take place, our researchers must offer ideas worthy of commercialization.**
- **As a member of the U15 group of research universities, UM continues to focus on attracting and retaining leading researchers.**
- **Across our campuses, you'll find 40 Canada Research Chairs — the country's top experts in their fields — and a Canada Excellence Research Chair in Arctic Geomicrobiology and Climate Change.**

- Our Fort Garry Campus is home to Smartpark, the university's research and technology park, which:
  - creates high-tech clusters,
  - facilitates collaboration and innovation, and
  - nurtures a culture that helps to keep highly skilled students and researchers in our province.
- Many of you have had the opportunity to interact with the companies and facilities located there.
- And we have developed or partnered with 50 research centres and institutes that believe in collaborative research and scholarship.
- We are confident that our commitment to opportunities and research will help position this province to enter a new era of unprecedented prosperity.
- Thank you to everyone who makes this success possible through your time and expertise, your engagement and generosity.
- We should all be proud of what we *have* created and what we *will* create – as together, we lead the way.

*Return to your seat following your remarks.*

*Mark Chipman will speak to the recipient's leadership.*

*You will then return to the stage for the presentation of the award and certificate.*

- It is my great honour to present you this evening with the International Distinguished Entrepreneur Award.

***Pause***

- This magnificent award includes an almost 5 ounce pure gold medal, produced and certified by the Royal Canadian Mint.

***Smile***

- It is accompanied by a letter from the Chair, which reads:

***Read the letter from the Mint (it should be on a table behind the podium)  
Take your time reading the letter.***

- The Prime Minister of Canada has sent his congratulations, and his letter reads:

***Read the letter from the Prime Minister (it should be on a table behind the podium) Take your time reading the letter.***

- On behalf of the University of Manitoba, thank you and congratulations.

***Hand David Thomson the framed certificate (on the table behind the podium) – pause for photos***

***Hand David Thomson the medal (on the table behind the podium) – pause for photos. David Thomson will then take the podium.***