



Tech Futures:
May 3, 2002*

By [Michael Volker](#)

Outlook, Premier's Technology Council 2nd Report, Rx for CDNX is TSX (what's BBX?), Investment Opportunities, Capital Pool Corps Update, and Local Events

[*This column was updated on May 7th. Somehow, I messed up and sent an earlier draft to T-Net. My apology!]

Outlook

Given that both the Canadian and U.S. Economies grew in excess of 5% annual rate in January and February, coming out of what seems to be one of the shortest and mildest recessions on record, you'd think that the markets would start to show some signs of life.

When it looked like a recession was upon us, stocks started retreating and "the economy" took the rap. Doom and gloom. I haven't been able to figure out how a 95% drop in their value - even for large caps like **Nortel** which is now trading for five bucks - can be attributed to such a minor economic setback. And now, with better-than-expected numbers appearing regularly, how much longer is it going to take to see liquidity and pricing improvements?

One big factor is corporate earnings. The cuts and adjustments made by corporate CEOs last year should start to trickle through, and add to, bottom-line margins over the next few quarters. As consumer demand picks up in various sectors, as we've seen in the automobile industry (auto sales for April are expected to pass the 16.7 million annual rate posted last year, their highest level since November), I'm sure that we'll once again see technology companies lead the charge.

With regard to high tech in B.C., I'd describe the industry as approaching puberty. It's still far from being a mature industry. Yet, a few companies have moved beyond being kids in a garage to being recognized as world leaders. High tech is certainly taking its place on the B.C. economic map and startup activity continues unabated. We even have a **Premier's Technology Council**- evidence of the importance of this sector. More on this later.

It's also encouraging to see new faces and hear new names. For example, a new group called "**Techvibes**", an off-shoot from "**Geekrave**", recently managed to get federal Industry Minister **Allan Rock** to attend one of its events at the **Urban Well** in Vancouver to promote Canada's "Innovation Agenda".

In early April, Allan Rock and Natural Resources Minister **Herb Dhaliwal** announced **\$32.3 million** in **Technology Partnerships Canada** investments with six British Columbia companies. These projects are expected to create or maintain more than 1,100 jobs.

Azure Dynamics Corporation (TSX-V:AZD), of Vancouver, will receive \$9 million to develop and test hybrid electric vehicle technologies for use in light to medium-duty commercial vehicles such as delivery vans. Azure Dynamics, which currently employs 26 people, was founded in 2001. The company expects to create or maintain 174 jobs with this project.

fSONA Communications Corporation (private company), of Richmond, will receive \$10 million to develop high bandwidth wireless technologies. fSONA, which has operations in Richmond, B.C. and

Los Angeles, California, was established to exploit free-space optical communications technology made available from **British Telecom**. The firm expects to create or maintain 503 jobs with this project.

TIR Systems Ltd. (TSX-V:TIY), of Vancouver, will receive \$6.6 million to develop next generation solid-state light sources. TIR will develop an adaptive power drive system that enables the development of high efficiency, intelligent solid-state lighting devices, full-range digital control, and next-generation communications protocols. It will integrate advanced optical films and thin coatings to enable compound semiconductor technology in the form of light emitting diodes (LEDs) for lighting. The company currently employs 35 people and expects the project to create or maintain 159 jobs.

Vortek Industries Limited (private), of Vancouver, will receive \$4.49 million to develop technologies that will result in smaller, faster computer chips. The patented Vortek technology will enable the semiconductor industry to break through one of the major barriers in the development of smaller, faster computer chips. The company's unique Rapid Thermal Processing (RTP) process will enable the production of microprocessors required by the market. The company, which currently employs 50 people, expects the project to create or maintain 248 jobs.

MacDonald Dettwiler and Associates (TSX:MDA), of Richmond, will receive \$1.63 million to develop software for improved airspace design and management at airports. MDA will develop a Windows-based support tool integrating a geographical information system and a relational database management system to create a program to design and validate standard airplane arrival routes, departures and approach procedures. This system will help improve the safety of airspace over industrialized, high usage areas. The firm, employs more than 1400 people across Canada and it expects this project to create or maintain 32 jobs. I've mentioned MDA before as one of B.C.'s top bottom-line performers. Indeed, **Yorkton Securities** has a buy recommendation on the stock.

Oceanworks International Corporation (private company - formerly Hard Suits Corporation), of North Vancouver, will receive \$554,176 to help the company to continue to grow as the leading supplier of deep sea diving and submarine rescue systems. It will acquire and implement an advanced management information system that will enable it to meet the technical standards of its military customers. Oceanworks is an expert in the design, development and construction of atmospheric diving systems and submarine rescue systems as well as custom engineering and development projects for sub-sea and other harsh work environments. The company delivers its systems primarily to various military forces and to offshore oil field operations and construction diving firms. It employs 55 people.

The Oceanworks investment was made through Technology Partnership Canada's Aerospace and Defence Supplier Development Initiative -- a \$30-million, three-year pilot program aimed at helping small and medium-sized Canadian aerospace and defense firms strengthen their manufacturing systems to keep pace with the demands of a changing industry.

Technology Partnerships Canada, a key element in the federal government's innovation strategy, leverages private sector investments in research, development and innovation in critical, leading-edge technologies. Technology Partnerships Canada's risk-sharing investments are repayable -- usually in the form of royalties based on company sales.

On one hand it's encouraging that the Feds are investing such sums in B.C. With the demise of the **B.C. Science Council's TechBC** funding program, there's not a great deal of help for early stage companies. On the other hand, though, I do wonder why the government (i.e. we, the taxpayers) is investing in a firm like MDA. Although I like MDA, it seems to me that this support will not make nearly the impact on MDA that it could on an earlier-stage company.

I believe that we could get a greater bang for the buck with a broader distribution of funding (6 companies out of 6000+ means pretty low odds for most) and perhaps some federal support for already proven local organizations such as **Science Council's TechBC** program or the **B.C.**

Advanced Systems Institute's Product Development Fund. I suspect that we're too provincially focused and that we should assume a more national perspective.

The news release and other documents are available on the Technology Partnerships Canada Web site at: <http://tpc.ic.gc.ca>.

This is the time of year that many company **Annual General Meetings** (AGMs) will be taking place (i.e. those with fiscal years coincident with the calendar year). It's a great opportunity for investors to learn more about their companies. If you're located in a larger city such as Vancouver and if many of your favorite tech companies are based in the Lower Mainland, you have a decided advantage in that you can show up and learn first hand what's going on.

I've gone to many of these meetings over the years and I'm amazed at the lackluster turnout for most meetings - especially junior companies. Often, only a few directors show up and these meetings last only a few minutes (just to comply with the regulations). However, it's the once-in-a-year opportunity to get an audience with your company's management and board.

These meetings are not usually well advertised. If you are a shareholder who as asked to be notified, you will be - otherwise you won't. To be safe, find out what the company's year end is. The AGM is usually five months thereafter.

I once attended a meeting only to find that I was the only shareholder there. Because so few other shareholders even bothered to vote by proxy, I found myself in a position where I could actually turf out the board and put in a new one (I was tempted). It's similar to the situation we saw last month in the case of **Cinar Corp** of Montreal where a 77-year old replaced management's board nominees with his own slate of directors by voting only 12% of the total outstanding shares. Cinar has been controversial lately and lots of shareholders showed up, but this is not the case for junior ventures.

Premier's Technology Council 2nd Report

The council released its second report on April 2, 2002. It lists 45 recommendations for improving broadband infrastructure, increasing public access to the Internet, developing high tech industry and marketing British Columbia.

The councilors say, "We believe that with strong cooperation between the provincial government and private enterprise, British Columbia will be one of the world's top ten technologycentres by 2006."

The 140 page report focuses mainly on the "digital divide" issue, i.e. that some (as many as 20% of) British Columbians do not have access to affordable broadband internet. Government ministries spend about \$380 million annually on IT services while government-funded institutions spend another \$200 million. The report makes various recommendations, e.g. procurement reform, on addressing this gap.

The Double-the-Opportunity goal is to double from 880 to 1760 - the number of grads in EE, CS, and CE in the next five years. To strengthen B.C.'s research base, twenty research chairs will be added.

My favorite topic, Venture Capital, was also addressed in this second report. It even recognized the particular problem of early-stage funding. The **Small Business Venture Capital Act** is one instrument that the government will use to partially address this need. I must comment, from first hand experience, that I recently used this myself (i.e. the Venture Capital Corporation Tax Credit program) and found it to be fairly straightforward. The responsiveness by the folks administering the program was particularly impressive. The turnaround was fast - typically a day or two. It also looks like the council wants to eliminate the **Working Opportunity Fund's** monopoly as a labor sponsored venture capital corporation.

Marketing and public awareness are noted as needing work. In this regard, a new branding strategy is being pursued. In my opinion, we can never promote enough.

Speaking of "digital divide", I read with interest that there's an organization of geek volunteers - indeed, they call themselves "**Geekcorps**" - that are working in Ghana, an African country, to bring the wireless web to its 20 million residents. Given that their GNP per person is only U\$346 with inflation running at 22% and 1.2 computers per thousand people, that makes me think that connecting BC ought to be a cakewalk. For you under-30's who like the idea of technology implementation in an impoverished country with no pay (only glory), go to www.netcorps-cyberjeunes.org. For the less adventuresome, go to the B.C. hinterland and get those nets up!

You can read the whole report on-line (I avoided printing it due to its length) at the [PTC website](#).

Rx for CDNX is TSX, but what about the BBX?

The **Canadian Venture Exchange**, the **CDNX**, continues its metamorphosis. The **Toronto Stock Exchange**, which now owns the CDNX has decided to create some new brands and has renamed itself as well as its venture subsidiary. The TSE is calling itself the **TSX** and the CDNX is called the **TSX Venture Exchange**. The TSE has even created a one-pager telling media companies how to refer to it. Personally, I find it a little confusing. It would be nice to have a handy abbreviation for the junior exchange. In this column, I wasn't sure just what to use since many papers and websites are still using the old designations. For the time being, I've used "TSX" to refer to TSE listings and TSX-V to refer to CDNX listings.

I hope the branding exercise leads to improved liquidity in the junior markets. That's a real problem. The re-branding may help.

In mid-April the TSX announced that **Linda Hohol** has been named president of the TSX Venture Exchange. This caught a few people by surprise. She's a resident of Calgary and is active on a number of boards - the **Calgary Airport Authority** the **Southern Alberta Institute of Technology - Capital Campaign** the **Power Pool of Alberta Council** the **Balancing Pool Committee** and the **Calgary Olympic Development Association** and **University Technologies Inc.**, the commercialization arm for the **University of Calgary**. Until 1999, Ms. Hohol was Executive Vice-President, Wealth Management with CIBC where she was responsible for all wealth management activities, investment performance and product development.

I hope that the new leadership and the re-branding exercise will lead to improved liquidity in the junior markets. That's the real problem faced by the TSX-V's listed companies.

Readers of my column over the past few years will know that I'm not a big fan of the U.S. **OTC Bulletin Board** (the "OTCBB") market. That's because it is a highly "unregulated" market. It is *not* a stock exchange which imposes certain standards on its listed companies. Many companies that list on the OTCBB are guilty of stretching the truth by calling themselves NASDAQ OTC companies because the prestigious (even in down times) NASDAQ is still the holy grail for most tech firms.

I've always maintained that the TSX-V (formerly the CDNX and the VSE/ASE) could fill the niche of being "*the junior exchange*" for Canadian and U.S. tech startups and that the TSX-V should go after this opportunity (so far it hasn't). But now it may be a little too late. The OTCBB will be phased out in 2003 and replaced by a new "regulated" market that will be called the **Bulletin Board Exchange (BBX)**. This is a joint initiative of the **Securities and Exchange Commission (SEC)** and the **National Association of Securities Dealers (NASD)** - hence the confusion by OTCBB companies calling themselves junior NASDAQers). The BBX will introduce certain listing standards (quite minimal, though) which are unlikely to include criteria such as a minimum share price (phew - for a minute there I thought we'd no longer have penny stocks!), income or asset tests. The BBX website, www.bbxchange.com just went live this week.

Investment Opportunities & Corp Updates

I was reading about a B.C. technology writer, **William Atkinson**, the author of *Prototype: How Canadian Innovation is Shaping the Future*. He was quoted as saying "Technology doesn't spring from nowhere, it evolves through history. It doesn't take place in a vacuum; it has profound social and economic effects. And it's not pure idea or abstract invention: it's a human enterprise. People devise technology, and people can understand it. The more they understand, the more profitably they'll invest and the more they'll find the will to take political direction of this potent force."

Atkinson has lots of praise for government organizations such as the **National Research Council** for their support in getting new ideas to market.

Sun reporter **Bruce Constantineau**, in reporting on Atkinson's research on tech companies notes that the best ones display similar attributes. I really like this line. I think I'll adopt it as my investment mantra. Here it is: "they are humane, fun-loving firms that exploit niche markets with unique technology". And this is the best part: "They think big, act small, avoid debt, stay lean and act from total confidence." Neat, eh?

So, in addition to investing in the six above mentioned companies that we've already invested in (courtesy of Allan Rock), here are some other company opportunities and updates.

Creo Inc (TSX:CRE) of Burnaby is spinning off one of its investee companies via a new public offering of stock. **Printcafe Software Inc.**, Creo's Pittsburgh based subsidiary filed its prospectus in April to offer 7.5 million shares to the public. The company seeks a listing on Nasdaq. A copy of the prospectus can be found on SEDAR (www.sedar.com). In January, Creo reported that it was boosting its investment in Printcafe to 40 per cent by investing US\$23.6-million to increase its voting interest in Printcafe from 17.24 per cent. There's a dual play opportunity here - you can invest in either Printcafe (see if you can get some allocation from your broker) or Creo, which itself may be a good buy at current levels under C\$20 per share.

Remember the concept of "averaging down"? I don't hear this mentioned too often lately. However, **Absolute Software** (TSX-V:ABT) is a company where this could apply. Absolute did its IPO on the TSX-V in 2000 at \$5.00 but has dropped to less than half that price. Now, **Yorkton's Tom Liston** has a 12-month target price of \$1.00 for this Vancouver theft-deterrent software maker whose stock is presently in the \$.40 range. The Company reported operating revenue of \$1.21 million for the three months ended March 31, 2002 which represents a 27% increase over the \$0.95 million in the corresponding quarter of fiscal 2001. Though still burning through cash, the company still has almost \$15 million in cash (i.e. \$0.72 per share). The \$1.00 target is based on a value to revenue ratio of 1.1X. So, if you bought this one above \$1.00, here's your chance to lower your average cost base.

Imagis Technologies Inc (TSX-V:NAB) has seen a lot of press lately. Most articles are attempting to discredit the company and its facial-recognition software (popular in the wake of Sept. 11). The stock jumped to the mid \$5 range (it was below \$1.00 not long ago) on speculative news that it might be acquired by a U.S. firm. However, there was no firm offer - only talk - and this got the media to pursue the company. It sure made for interesting reading! The stock has since retreated to the mid \$3 range. This company was actually the result of a CPC acquisition (see section on CPCs). This is a good test for investors - i.e. to do their own due diligence before investing. Is it a buy or a short? You decide.

A.L.I. Technologies (TSX:ALT) shares fell 5% to \$35 after the company reported second-quarter results that disappointed the Street. In the quarter, ALI had to increase its workforce by 10 percent because of growing demand for its products, during which time, eight new contracts were announced. Revenue for the period rose to \$18 million, up from \$8.7 million in the year-before period. Then, just a day later, the company announced that it had signed a definitive agreement (not a sketchy one like Imagis's) with **McKesson Corporation** (NYSE: MCK) for \$43.50 per share or approximately \$530-million in cash - not paper! The acquisition is expected to be completed

within 90 days and is subject to regulatory approval.

How sweet! It serves all those fickle traders right for bailing on the company! Unfortunately, ALI is now out-of-play and out-of-country for us. On the positive side, though, it's certainly another B.C. tech success story! And, it shows that such success doesn't come overnight, either!

Forbes Medi-Tech (TSX:FMI, NASDAQ:FMTI) this week reported record monthly revenues for the five months' year ended Dec.31,2001. The shorter year was due to a change in year-end from July 31 to Dec. 31. Revenues on its phytoserol product, including licensing fees, for the five months were \$3.7 million compared with \$5.8 million for the entire year ended July 31, 2001, representing a 50 per cent increase on a monthly basis. This increase was primarily the result of increased sales of non-food grade phytosterols from the Company's share of the Phyto-Source joint venture. Sales of Forbes Phytrol™ product (under the trade name Reducol™) commenced in dietary supplements in the United States through Twin Laboratories (Cholesterol Success™) and Pharmavite (Nature Made Cholest-Off™) in October 2001 and November 2001, respectively.

On the private company side, firms are continuing to raise equity capital. For example, **Galian Photonics Inc.** announced the completion of a US\$4.4 million second round financing. The financing included new investors **BDC Venture Capital** and **Intel Capital** together with prior investors **Ventures West**, the **Working Opportunity Fund** and various individuals.

Angstrom Power Inc., a developer of micro-structured fuel cells, announced it has secured US\$2.85 million in its first round of financing. The syndicate, led by Vancouver based **Chrysalix Energy LP** and **Ventures West**, also includes **OPG Ventures**, **GrowthWorks Capital**, and the **Micro-Generation Technology Fund** Angstrom is applying micro-fabrication techniques to create a novel micro-structured fuel cell system based on patented architecture. This fuel cell will have favorable operating characteristics and higher power densities, while being simple and inexpensive to manufacture. Initial target applications could include battery replacement and portable power. According to **Mark Steinley**, President and CEO of Angstrom, "Already as a small start-up company Angstrom has been able to develop significant relationships with major corporations. In today's markets, these types of relationships are extremely valuable " Angstrom was founded in 2001 to commercialize technology developed by **Dr. Gerard McLean** at the **University of Victoria** The University of Victoria **Innovation and Development Corporation** facilitated the transfer of the University of Victoria technology to Angstrom Power. "This is a significant opportunity for us to develop the next generation platform for micro fuel cells," says McLean, Angstrom's CTO.

Telus Corp. (TSX:T) announced 1Q revenues grew 1.6% over last year to 1.69 billion, while the loss per share declined to 1 cent vs. 50 cents in 1Q2001. Cash Flow per share rose 43.2% to \$1.16 vs. \$0.81. Telus also announced it won eight new data and IP contracts worth over \$110 million over the next few years. Telus Mobility announced it is completing market trials for its next generation 1X wireless network, which it plans to launch in June 2002.

Capital Pool Corporation (CPC) Comments and Update

In this column, I keep track of **Capital Pool Corporation** ("CPC") companies as defined by the TSX Venture Exchange (the former CDNX) because they may provide funding and management to, and in the process acquire, technology companies. They provide companies with an alternative to traditional venture capital financing. CPCs are the continuation of the former VCP (Venture Capital Pool) and JCP (Junior Capital Pool) programs on the Vancouver (VSE) and Alberta Stock Exchanges.

Recently, the Exchange reached a new agreement with the securities commissions in B.C., Alberta, Saskatchewan, Manitoba, and Ontario to govern the CPC program in these provinces. The new policies should come into effect on June 15,2002. The idea is to reduce regulatory hassles. Some of the highlights of the new changes are as follows:

- 1.CPCs now permitted in Ontario
- 2.Sponsorship, i.e. member broker support, no longer required (although an "agent" must still sign the prospectus as an underwriter)
- 3.Additional Private Placements - CPCs can raise an extra \$125K by private placement in addition to the Max. \$700K raised in seed capital and through theIPO
- 4.Advances to Target - CPCs may advance up to \$100K to their target acquisitions. This must be a refundable arms-length deal. It's in addition to the previously allowed \$25K non-refundable deposit
- 5.Agreements in Principle - new guidelines will be introduced to help determine whether or not an agreement in principle has been reached
- 6.New Optionees - technical consultants and eligible charities can now receive options
- 7.Improved Procedures - trading halts will be of shorter duration due to simplified filing documents
- 8.Time for filing - If a sponsor is required, they must review the information circular before submitting it to the Exchange
- 9.New Forms - improvements to the Prospectus form and the Qualifying Transaction documents
- 10.Directors - the majority of directors and officers of the company, post-acquisition, must be Canadian residents.
- 11.Policy 5.9 consistency - to deal with related party transactions
- 12.Transition - deals with the phasing in of the new rules forCPCs filing IPOs before June 15th

These rules are, for the most part, good news. They could have gone a little further, though. I wouldn't describe these as the "major changes" that I've been alluding to. For example, the biggest weakness in my view is the capital limit (now \$825K). However, I welcome anything that simplifies the paperwork. The ability to grant options to outsiders is a nice touch - this is a great way to give something back to the community.

I've had mixed feelings about how this program is working. I still like the concept and will, for the time being, continue to track these companies. CPC formation has slowed somewhat over the past year in the wake of the general market decline. The big problem or challenge, though, is to figure out how to improve the liquidity in the junior market - a matter affecting all juniopubcos. Perhaps the new TSX Venture branding will help this along.

Check our [Capital Pool Corporation chart](#) (in .pdf format) for a complete list of theCDNX's CPC and VCP companies, thanks to **David Ing** of **Pacific International Securities**. This list is updated on a regular, e.g. monthly basis. It is now current to the end of April, 2002. (previous update was March, 2002). The list is shrinking a bit but there are still over 200 activeCPCs.

Since the March update, the following companies have come to trade: **Begama Technologies Inc.**, **CPL Capital Inc.**, **Gotham Capital Corporation** and **Greystone Research Corp.**

The following companies have been removed from the list because they have completed their Qualifying Transactions: **ABI Capital Corp.**, **Chinacom Technologies Inc.**, **Emercap Ventures Inc.**, **First Tower Enterprises Inc.**, **Southport Capital Corp.**, and **Syntegra Investment Corp.**

Soon (someday soon), we'll take a look at how these companies (the ones that have graduated from the CPC board) are faring.

An introductory article explaining CPCs may be found at <http://www.bctechnology.com/statics/mvolker-jun0200.html>.

Local Events

Last month's **Vancouver Enterprise Forum** (VEF) event on April 23rd was a hot one. Titled, "CEO War Stories", local tech CEOs will opened their kimonos to share with us some of their "learning experiences". Their candid (surprisingly so sometimes!) revelations made for an interesting evening. The two presenters were **Cynthia Roney**, CEO of **Xillix Technologies Corp** (TSX:XLX) and **Norman Toms**, CTO (and former CEO and co-founder) of **Sierra Wireless Inc.** (TSX:SW).

Cynthia spoke guardedly about Xillix's fight with one-time partner and collaborator, **Olympus Optical** of Japan. Although she couldn't go into much detail on this for legal reasons, the street view on this is that Olympus back-doored Xillix by getting some patents granted in its favor that Xillix really had the rights to. In the end, Olympus paid a substantial cash settlement to Xillix (in the just under \$10m range). What I learned from this presentation is how similar companies are to countries - they do battle with each other, nearly kill each other and then act as though everything's fine - let the past be the past and move on.

Norman gave inspiration to tech entrepreneurs who toy with the idea of starting a new venture. The history of Sierra Wireless and how it was created out of **MPR Teltech**, **B.C. Tel's** R&D arm, is a fascinating story. The take-home lesson pertains to Norman's decision to recruit a proven CEO rather than take on the task himself. He summed it up nicely: "when faced with a choice between ego and greed, greed won out!"

Going to a VEF event today is a lot different from going to one a decade ago. There used to be around 100 attendees and after attending a few events you got to know most of these people and recognize them at subsequent meetings. Now, there are often close to 400 people at the meetings and there are always new faces. That's encouraging. It means that the tech industry is growing in size and its no longer kind of an "in crowd". This is just another sign of the maturing process that I referred to earlier in this column.

Info on upcoming VEF events - the next one is on May 28th on Photonics is available at: www.vef.org.

The VEF used to be one of few networking and educational venues in the Lower Mainland. But now, there are more meeting opportunities than you can shake a stick at. New groups and organizations are sprouting up. I've put together a list (with links) of all the ones I've come across at www.hitechbc.com. Let me know if I've missed any! A recent newcomer, also mentioned earlier, is "**Techvibes**".

Lindsay Smith, Techvibes' CEO, is a Communications Graduate from **SFU** and one of the founders of GeekRave.org, an organization that produced 4 sell-out technology events. Techvibes operates more like a business than a volunteer organization. That's another good sign that the industry has grown substantially - large enough for companies like this to provide a service and even profit from it!

A complete calendar of technology events can be found on [T-Net's Events page](#).

Footnotes

If you're an entrepreneur looking for a place to get your company started; there's some great space available at Harbour Centre downtown. The **New Media Innovation Centre** (NewMIC) and **SFU's TIME Centre** have teamed up to provide not only office space but also access to various resources, e.g. tech advisors, access to capital, mentors, etc. Worried about the high cost of being downtown? Well, not to worry - they'll even reduce the fees and take some payment in the form of equity. Check www.sfu.ca/time for contact info.

A reminder: SFU's TIME Centre is open for business - business folks, that is. TIME is an acronym for **Technology, Innovation, Management, and Entrepreneurship**. TIME supports the growth and development of the tech industry in B.C. TIME features a "BusinessCentre" (looks like an airport business lounge) which is open to technology entrepreneurs and business people to use as a drop-in downtown office facility. Need to plug-in? Make some calls? Do some work? Hold a meeting? There are some great facilities for holding your company's AGM. Why hang out at MacDonald's when you can work productively at the TIME Centre? Drop by and check it out! It is located at SFU's downtown campus at 515 West Hastings St.

For a convenient printable, pdf version of this column, [click here](#).

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