

### Membership Prospectus for Cleantech CEOs

Members of The Council of Canadian Innovators (CCI) gain access to unique benefits and privileges offered to them because of the CEO-focused approach of the organization. As Canada's only business council working to advance the interests of domestic scale-ups, CEOs are at the centre of the work the Council does and the positions it advocates for to the public policy community.

The Council primarily exists as advocacy organization, but its structure is also a network where the most successful tech CEOs from across the country can engage with one another on topics related to our core pillars: talent, customers, capital.

1. The Council is exclusively composed of CEOs leading Canadian-based, high-growth technology companies. Annual revenues of Council companies are from \$10-million to \$2 Billion. There are currently 70 CEOs part of the Council.
2. The Council has adopted a cluster approach to linking CEOs to one another vertically (by sector) and horizontally (talent, customers, capital). This has created the best mechanism for soliciting feedback from CEOs and developing ideas that the CEOs want to advocate for. CCI is currently organized by these clusters: Healthtech, Cleantech, Cybersecurity, Fintech and ICT.

Cleantech CEOs who are part of CCI participate in:

- Monthly meetings with the Chief of Staff to the Minister of Environment and Climate Change
  - Regular working group meetings with Sustainable Development and Technology Canada (SDTC)
  - Internal planning discussions regarding the Federal Government's \$950M Innovation Clusters program
3. Governments have recognized CCI as a non-traditional advocacy body that advances the goals of a collective of CEOs over the interests of one company. We advocate for public policy that improves the ecosystem for each sector so that domestic tech companies can grow Canada's innovation outputs. CCI team works collaboratively with public policy officials every day to advance the Council's priorities.
  4. CCI is a unique forum where CEOs speak directly with government decision makers about ideas that can improve the ecosystem for their companies. The Council hosts regular meetings between government civil servants and our CEOs. Our events have attracted Privy Council Officials, Cabinet Ministers, Deputy Ministers and many others.
  5. The Council is the only non-governmental referral partner to the Accelerated Growth Service (AGS). All CCI companies that are under 500 employees are enrolled into this new concierge service from the Federal Government. The AGS coordinates government support for high growth companies in areas such as financing, advisory support, export and innovation services.
  6. Starting in May 2017, a permanent Federal Trade Commissioner from Global Affairs Canada will be part of CCI, exclusively dedicated to helping CCI member companies navigate new markets and advance their companies' growth globally.
  7. Members of the Council have unfettered access to seasoned political and government relations experts who have extensive networks within government and the media. CCI helps CEOs connect with journalists and publications so they can be the voice for Canadian innovation.

Annual Council membership dues are \$10,000 CAD. This fee enables the Council to execute its pan-Canadian advocacy strategy and effectively deliver on the goals set by CEOs.