

Dale Christopher Gann

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SUMMARY OF QUALIFICATIONS

- Over 18 year's executive experience in the North America High Tech sector
- Proven success in Public Relations campaign planning and implementation
- Recognized for building solid relationships with media, industry and government
- Excellent analytical, organizational and planning skills
- Valuable combination of involvement in BC's six key technology areas
- Solid written and oral communication and presentation skills
- Active relationship with local, provincial, and federal governments
- Solid relationship with academic and industry

- Committed, passionate and focused towards achieving growth in our industry

PROFESSIONAL EXPERIENCE

May 2002 **VANCOUVER ISLAND TECHNOLOGY PARK & MARINE TECH CENTRE**
To Feb 2013 **President, Victoria, BC, Canada**

As the President of the University of Victoria's Vancouver Island Technology Park and the Marine Technology Centre, Dale Gann master planned two properties in the High Tech sector and was accountable for the development and management of 50 acres and over 240,000 sqft of commercial high tech space at both parks that contribute \$358M to the economy annually.

Recognized as a pioneer of the Victoria technology community, Dale Gann was instrumental towards establishing a 'critical mass' of technology-based companies in Greater Victoria. His commitment to industry and innovation is reflected by his participation in a variety of committees, boards and awards received. Dale Gann holds over eighteen years executive experience in North America's high technology sector, serving both as Vice Chair of VIATeC and sitting on its Board of Directors. Dale was also Chair of British Columbia's BIO Conference Steering Committee, and was acknowledged as LifeSciences BC Volunteer of the Year Award in 2006. As a founding member and the first president of AURP Canada, he has long been recognized as a visionary leader in enhancing the profile of research parks across the country and is often asked to speak at a variety of events, ranging conferences to addressing the premier. Dale strongly advocates that Canada's greatest natural resource is its people and thus his focus on building and facilitating relationships with industry, academia, government and media.

- Accomplished 95% occupancy and reached positive cash flow in 2 years and 7 months.
- Recognized as a highly acclaimed centre of academic and life science excellence; the 33 world class companies located at VITP employ 1200 people.
- Facilitated the P3 between MDS Metro, GenomeBC, and UVIC to create Western Canada's only full service Proteomics Facility for Industry, Academy and government.
- Responsible for outbound marketing (news releases, speaking opportunities, article development, editing and placement, partner relations activities, corporate messaging, ongoing PR strategy).
- Managed the of property and buildings designed primarily for private/public research and development facilities, high technology and science based companies, and support services
- promoted the university's research and development through industry partnerships, assisting in the growth of new ventures and promoting economic development.
- aided the transfer of technology and business talent between university and industry

May 2001 to May 2002 **International Technology Integration, INC.**, Victoria, BC, Canada
Manager, Business Development

Responsible for the Business Development, Sales, and Marketing of ITI's main product; a leading provider of web based Facility Management Software in both the United States and Canada.

- Developed and managed the Proposal and Business Development process of the product.
- Provided feedback and guidance to engineering re product design and quality related issues and identified customer focused resources required to facilitate the resolution of problems.
- Organized and participated in trade shows and conferences.
- Analyzed customer needs, developed and presented solutions.
- Delivered presentations and seminars on software integration.

May 2000 to May 2001 **EWAZO TECHNOLOGY**, Victoria, BC, Canada
Founder & Director Business Development

Held a founding position with ewazo Technology Corporation. Responsibilities included business development, strategic planning and direction, corporate marketing and senior level recruiting. ewazo's technology was focused on the delivering of the Internet's first intelligent optical Ethernet switches and a Network Service Management solution featuring Multi-Protocol Label Switching.

- Developed and managed the Business Development plan and Investor Relations Plan
- Responsible for the Development and delivered a national senior recruiting program.

1996 to 2002 **FLYNN VENTURES LLC.**, Victoria, BC, Canada

In 1996 I started as an Associate and now I am principle with Flynn Ventures, an angel organization specializing in early-stage venture capital financing located in San Francisco & New York.

- Responsible for due diligence and evaluating new prospective telecom, photonics, wireless, Lifesciences and IT related investment opportunities.
- Current member NVCA and CCVA

May 1994 to April 2000 **MINISTRY OF FINANCE**, Victoria, BC, Canada
Incorporation Department

Several years analyzing small and medium sized business trends, startups, and corporate structures for the BC Ministry of Finance and Corporate Registry. Knowledge gleaned from these years provides me with the understanding of the crucial elements required to launch and build a successful corporation.

- Responsibilities included the incorporation, registration, maintenance and dissolution of these entities under rules of the companies act.

