13th Annual
Tri-Association Manufacturing Conference

Manufacturing Makerspaces:
The Future of Innovation
Michael Skinner, President & CEO
ASSISTING NEW COMPANY FORMATION AND GROWTH
GROWING OUR KNOWLEDGE BASED ECONOMY
FASTSTART (18–29)
COMERCIALIZATION OF ACADEMIC RESEARCH
CULTURE OF INCLUSIVE INNOVATION
EVENTS
APPLIED PROJECTS
EXPERT IN RESIDENCE (ExIR)
KNOWLEDGE PARTNERS

- Bereskin & Parr
- Brant Basics
- Darling Insurance
- Inclusive Advisory
- LLF Lawyers
- Merit Precision
- Part Time CFO
- Peak Benefit Solutions Inc.
- Stewart Group
- Gastle and Associates

- Amer and Associates
- Gauvreau and Associates
- CFDC Peterborough
- SOFII
- MEGA
- Prima IP
- WCKD Marketing
- IRAP
- Konrad Group
- BDC
- Royal Bank
WORKSHOPS

• Growth Wheel
• Pathway to Building a Successful Business
• Intellectual Property Protection
• Marketing 101 / 2.0
• Financial Literacy
• Hands-On (Knowledge Partner Workshops)
ACCESS TO CAPITAL

- Peterborough Angel Network
- Community Futures (CFDC)
- Fed Dev Ontario
- Ontario Center of Excellence (OCE)
- IRAP – National Research Council
- SR&ED (Science Research and Experimental Development)
- OMDC (Ontario Media Development Corporation)
- Business Development Bank of Canada (BDC)
PROMOTIONAL SUPPORT

- Media Relations (Press Releases)
- Social Media
  - Facebook, Twitter
  - Instagram, LinkedIn
- Newsletters / Blog Posts
- E-Mail Blasts
STATISTICS (12 months)

- 24 Innovation Companies
- 62 FT / 40 PT Employees
- 976K in sales
- 190K in personal investment
- 11.7 Million in equity investment
- 265K in Loans / 598K in Grants

- 15 Youth Companies (19-29)
- Top 10 - Campus Lead Accelerator
- 1,550 Youth Outreach
MAKERSPACE: The makerspace is modeled after hackerspaces or incubators and is the result of the efforts of MAKE: magazine, which started in January 2005 to promote 'do-it-yourself' (DIY) projects.
DOWNTOWN CUBE
VR / AR Makerspace
WHAT IS A MANUFACTURING MAKERSPACE?
PHYSICAL SPACE

- Dedicated space 1,500 – 10,000 SQ Feet.
- Common tools room.
- Collaborative lounge, breakout rooms, board rooms, loading bay.
EQUIPMENT

- CNC routers
- Laser or plasma cutters
- Welders
- Woodworking tools
- 3D printers
- Drafting Computers
- Hoists
- Hand tools
- Forklifts & Pump Carts
CLASSES

• Metalworking Tool Training 101: Learn to pick the right saw, drill holes and grind burrs.
• Tool Training, 3D Printer: Learn to operate a 3D printer.
• Basic MIG Welding: How to use as well as a refresher course.
• Tool Training, CNC Plasma Cutter: CAD drawings into patterns cut from metal sheet.
TYPICAL PROFILE

• Early stage growth companies.
• Passion for making of products.
• A proven track record.
• Future focus.
• Products with international impact.
• Ambition, commitment to grow the company.
• Team of 2 to 25 people.
• Action focussed mindset.
INDUSTRY FOCUS

• Biobased and recycled plastics.
• Advanced manufacturing.
• Additive manufacturing.
• Machine builders.
• ICT (*Software for design and control of flexible manufacturing*).
• Smart technology.
• Wearable technology.
• Sensor technology.
• 3D printers.
SUCCESS STORIES

- Sheridan College CAMDT Makerspace Creative Hub in Brampton- Partnership with CanadaMakes. (Focus on additives)
- TechShop and FabLabs – MIT
- Columbus Idea Foundry — 65,000 s/f
- SuGu Warehouse B.V (Netherlands) – 200,000 s/f
RECAP

Manufacturing Makerspace is:

• Key Partners: Academic, Government, Private Sector.
• Collaborative & Inclusive Environment of Innovation.
• Events & Guest Speakers.
• Experts in Residence & Knowledge Partners.
• Workshops & Courses.
• Access to Capital.
• Promotions Support.
• Shared access to Equipment.
• Dedicated Space.
LIFE CYCLE OF ENTREPRENEURS

1. Young Entrepreneur
2. College/University Entrepreneurship
3. Startup Company
4. Mature Company
5. Giving Back

(20% in Manufacturing)
QUESTIONS  ANSWERS