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September 24, 2007

To Whom It May Concern:

I am writing in support of Dale Gann's nomination for a Business in Vancouver Forty Under 40 Award. I began working with Dale Gann in 2002 and since that time he has always worked tirelessly to raise the profile of the high technology industry in British Columbia.

In addition to his key role as Vice President of the Vancouver Island Technology Park, Dale devotes a great deal of his personal time to the development of the technology industry in British Columbia, working on boards and committees to meet or, more often, exceed strategic objectives for the industry. He has demonstrated leadership both in his role at the Technology Park and in his ability to facilitate strategic partnerships and lead committees. Dale has been the Chair of our BIO Conference Committee for the past several years, ensuring that British Columbia is well represented at this esteemed international event.

As someone who also represents the industry and is working to build international marketing efforts on behalf of the industry I recognize the challenges Dale has faced and I commend the exceptional work he has done on behalf of our industry.

I believe Dale Gann will continue to play a leadership role in the development of the technology industry in British Columbia and I see him as an ideal candidate for the Forty Under 40 Award.

Sincerely,

Karimah Es Sabar  
President  
LifeSciences British Columbia

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October 9, 2007

Dale Gann  
President, AURP Canada  
c/o Vancouver Island Technology Park  
2201-4464 Markham Street  
Victoria, BC V8Z 7X8

Dear Mr. Gann:

On behalf of the Conference Board of Canada, congratulations on the recent establishment of the Association of University Research Parks (AURP Canada) and on your appointment as President. This is a welcome development for Canadian science and technology and Canada's research environment. These parks are integral to Canada's innovation strategy and continued competitiveness – two issues that are top of mind for the Conference Board.

I am also writing to you to introduce both myself and the Conference Board's Technology and Innovation Division. I believe we can assist AURP Canada in its objective to build and sustain global-leading research and technology parks.

The mission of the Conference Board's Technology and Innovation division is to help organizations build leadership capacity by creating and sharing insights in innovation, knowledge and technology. As you may have seen on our website ([www.conferenceboard.ca](http://www.conferenceboard.ca)), the division actively addresses innovation, and the functional management of knowledge, skills, and technology within organizations—as well as strategic policy issues that relate these factors to competitiveness. It integrates Conference Board expertise in a number of areas, including the management of technology, knowledge management, information technology, organizational effectiveness, leadership, partnerships, and economics. We nurture and deliver this expertise through executive networks, public conferences, workshops, publications and customized research.

The Conference Board can provide value to AURP Canada in a number of capacities:

- Facilitating strategy planning sessions for building global-leading facilities;
- Examining technology transfer and commercialization issues;

- Measuring innovation for the park or its tenants;
- Conducting competitive benchmarking in specific areas;
- Examining global best practices for technology and research parks;
- Creating comprehensive capabilities profiles of research and technologies parks in Canada and aligning these capabilities with global market opportunities;
- Peer-level networking opportunities.

While I have provided a short list of possible opportunities it would be a pleasure to speak with you directly to learn more about your goals and objectives and discuss how the Conference Board can help you fulfill them.

I will contact your office on October 17<sup>th</sup> to request a convenient time in which we can review the possibilities of working with your association.

I wish you much success with AURP Canada and continued success at the Vancouver Island Technology Park.

Sincerely,

Guy Stanley  
Director, Technology and Innovation  
Conference Board of Canada