

Hourston, Sveah JTT:EX

From: Kwan, Shirley JTST:EX
Sent: Wednesday, August 16, 2017 1:16 PM
To: Robb, Amanda JTST:EX
Cc: Tan, Alyson MIT:EX; Woodcock, Kim JTST:EX
Subject: Re: MTG REQUEST TOMORROE - (Irfhan Rawji / Relay Ventures)

Thanks Amanda.

Alyson/Kim - please note the change.

Shirley

Sent from my BlackBerry 10 smartphone on the TELUS network.

From: Robb, Amanda JTST:EX
Sent: Wednesday, August 16, 2017 12:54 PM
To: Kwan, Shirley JTST:EX
Subject: RE: MTG REQUEST TOMORROE - (Irfhan Rawji / Relay Ventures)

Hi – This has just been changed to Monday at 3:30pm here in Victoria.

☺

Amanda Robb
Administrative Coordinator to the Honourable Bruce Ralston
Ministry of Jobs, Trade and Technology

Room 138 | Parliament Buildings | Victoria | British Columbia | V8W 9E2
Phone: 250-387-9133 | Fax: 250-356-3000 | Email: amanda.rob主@gov.bc.ca

From: Robb, Amanda JTST:EX
Sent: Wednesday, August 16, 2017 11:35 AM
To: Kwan, Shirley JTST:EX
Subject: MTG REQUEST TOMORROE - (Irfhan Rawji / Relay Ventures)

Hi – Minister just confirmed this meeting for tomorrow at 4:00pm. If possible can you provide some material (backgrounder?). Staff as well.

Thanks!

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From: Brad Lavigne <blavigne@counsellpa.com>
Date: August 15, 2017 at 9:54:21 AM PDT
To: "kathie.currie@gov.bc.ca" <kathie.currie@gov.bc.ca>
Subject: MTG REQUEST

Good morning Kathie

Congrats on your assignment with Minister Ralston. Going to be an amazingly interesting file.

I have a Calgary-based s.22
s.21

client

He works with a venture fund s.21
s.21

His name is Irphan Rawji and he works with Relay Ventures. s.21
s.21

I know this is last minute (and I commit to ensuring that this is not the pattern) but he would like to get 30-45 minutes with the Minister this week to discuss hi-tech jobs plan further. Irphan is s.22
s.22 and can come to anywhere the Minister is (Surrey, VCO, Victoria etc).

I raised this issue with the Minister at the swearing-in in Victoria, so he is expecting this request. Let me know what time and place works best for you folks.

Thanks Kathie

- Brad



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MINISTRY OF JOBS, TRADE AND TECHNOLOGY

MEETING NOTE

Cliff #: 131841

Date: August 17, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

DATE AND TIME OF MEETING: August 21, 2017, 3:30 pm

ATTENDEES: Irham Rawji, Venture Partner, Relay Ventures

ISSUE: Meeting with Relay Ventures to discuss technology job creation in BC

BACKGROUND:

- Relay Ventures is a Canadian early stage venture fund exclusively focused on mobile computing. The company has offices in Toronto and Menlo Park (Silicon Valley), California.
- Relay Ventures partners have made more than 102 investments and successfully exited more than 42 by way of IPO and M&A. Since 2008, the company has partnered exclusively with entrepreneurs who seek to use mobile computing to disrupt existing industries and create new markets.
- Relay Ventures looks for opportunities where mobile devices transform incumbent industries or create new market opportunities. The company has a particular interest and depth in four key markets: health care, education, enterprise and the connected consumer.

DISCUSSION:

- This meeting with Irham Rawji was arranged via Brad Lavigne, Principal Counsel with Public Affairs Inc. s.21
s.21
- The purpose of the meeting is to discuss technology job creation in BC, s.21
s.21
- Staff with the Investment Capital and International Business Development divisions advise there has been no prior contact between Relay Ventures and the BC government.
- However, Relay Ventures has invested in two BC-based technology companies. In May 2017, Relay invested \$11.6 million in FreshGrade, a Kelowna company that has created a communication and assessment tool for K-12 education. In October

2013, Relay Ventures provided \$2.3 million in seed funding to Mojio, which has developed a cloud-connected device for cars. The \$100 million BC Tech Fund, managed by Kensington Capital Partners, also invested in Mojio in October 2016.

- In November 2016, Relay Ventures announced that it had closed its third fund, raising \$200 million. Investors in the latest fund include Northleaf Capital Partners and Kensington Capital Partners, Generation Capital, La Caisse de dépôt et placement du Québec, EDC, AEC, Royal Bank of Canada and U.S. mobile operator U.S. Cellular. A portion of money in the fund was provided through a \$400 million federal program to stimulate the venture-capital investment sector in Canada.
- With \$670 million under management, Relay is now the largest venture fund manager in Canada. Current holdings include several firms Relay backed early on that have received later-stage financing, including restaurant point-of-sale platform provider TouchBistro, smart thermostat maker Ecobee, smart clothing maker OMSignal and digital marketing firm Influitive.
- In February 2017, Relay was one of three firms shortlisted for Venture Capital of the Year at the Canadian Startup Awards. The winner will be announced in October.
- U.S. President Trump's controversial immigration ban is expected to have a significant impact on the U.S. tech community, with many foreign-born workers looking to other countries for employment opportunities.
- The Canadian technology sector is eager to bring in more talent. A recent open letter signed by more than 150 members of Canada's tech community calls on the Canadian federal government to institute a targeted visa providing those currently displaced by the U.S. Executive Order with temporary residency in Canada.

KEY MESSAGING:

- The Province of BC appreciates the work of Relay Ventures in helping technology entrepreneurs to grow successful companies.
- The Province is interested to learn more about Relay Venture's ideas for technology job creation in BC, and to explore possible synergies with provincial programs.

ATTACHMENTS: Attachment 1 – Biography: Irfhan Rawji

ADM Contact: CJ Ritchie, Economic Development Division, 250 217-1683

Prepared by: Jennifer Williams, Senior Research Officer, Technology and Innovation

Reviewed by			
Dir:	ED: KB	ADM: CJR	DM:

Attachment 1 – Biography: Irfhan Rawji



Irfhan Rawji is a Venture Partner with Relay Ventures, based in Calgary. He has been a strategic consultant, public company senior executive and investor for over 15 years. He has also served as an Adjunct Professor at the Sauder School of Business at UBC, where he taught in the areas of finance, public policy, strategy and leadership.

Mr. Rawji sits on the boards of Carrot Insights and The Organic Box. He is actively involved in civic affairs as a board member of the Institute for Canadian Citizenship, Vice Chair of Glenbow Museum, member of the Harvard Business School Global Alumni Board, and member of the Calgary 2026 Olympic and Paralympic Winter Games Bid Exploration Committee. He holds an MBA from Harvard Business School and a BCom from UBC.

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Withheld pursuant to/removed as

s.12;s.21;s.13;s.17