

Ottawa Fact Sheet - Q1 2010

All figures quoted in \$ Cdn

IN OTTAWA

A Great Start to 2010 for Ottawa

So far, 2010 has been a whirlwind for OCRI and Ottawa in general. Organizations are regaining their confidence in the wake of the worst part of the global financial crisis, and Ottawa companies are making waves on the world stage. A few years ago, it would have been difficult to imagine Ottawa without Nortel, but it seems that local companies have embraced the positives and I truly believe that the city has come out of the whole situation stronger. This is not the first time Ottawa has had to reinvent itself, and our resiliency is evident by our companies' strong showings at home and abroad.

In January, OCRI hosted the economic development groups of the nation's biggest cities for their 2nd annual meeting to interface with key federal government departments. The month also saw Ottawa named as one of the Top Seven Intelligent Communities by the Intelligent Community Forum (ICF) and is a finalist for Intelligent Community of the Year, which will be announced May 21 in New York City.

In February, OCRI attended the Mobile World Congress in Barcelona. This was an opportunity for OCRI to show the world that Ottawa's wireless sector remains one of the strongest in the world. There are successful Ottawa companies active in all sectors of the wireless value chain, and we are going to show it.

April was focused on our efforts to strengthen Ottawa's relationship with China. OCRI coordinated an industry trade mission, led by Mayor Larry O'Brien, which included meetings in Beijing, Chongqing, Shenzhen, and Hong Kong. The timing of this visit was ideal, considering China's re-affirmation to our key sectors of ICT and the green economy. We started the trip in Beijing, a stop that was marked by many encouraging events and agreements. First, OCRI signed an agreement of cooperation with the Beijing Investment Promotion Bureau. This was followed by Tourism Ottawa reaching an agreement with their Beijing counterpart that would link two important UNESCO World Heritage Sites, the Rideau Canal and The Great Wall. Additionally, the Mayors of Ottawa and Beijing signed a memorandum of understanding to re-affirm their mutual commitment to the Ottawa-Beijing sister-city relationship signed in 1999. Mayor O'Brien also solidified commitments from no less than five Beijing organizations to visit Ottawa in the coming year and discuss green cities, investment between our companies and science and technology cooperation.

The mission also visited Chongqing, an urban area of over 32 million people, that has been chosen by the Chinese government as a pilot city to identify major obstacles to meeting low carbon targets. Here, we had the opportunity to meet with both the China Energy Conservation Investment Corporation and the Chongqing Energy Investment Corporation. Many of the energy challenges faced in Chongqing are present in Ottawa, albeit at a smaller scale. Evidently there is massive potential for partnership in this area, especially since we have emerging cleantech companies (Plasco, Clearford, Thermal Energy, among others) that would be a great fit here.

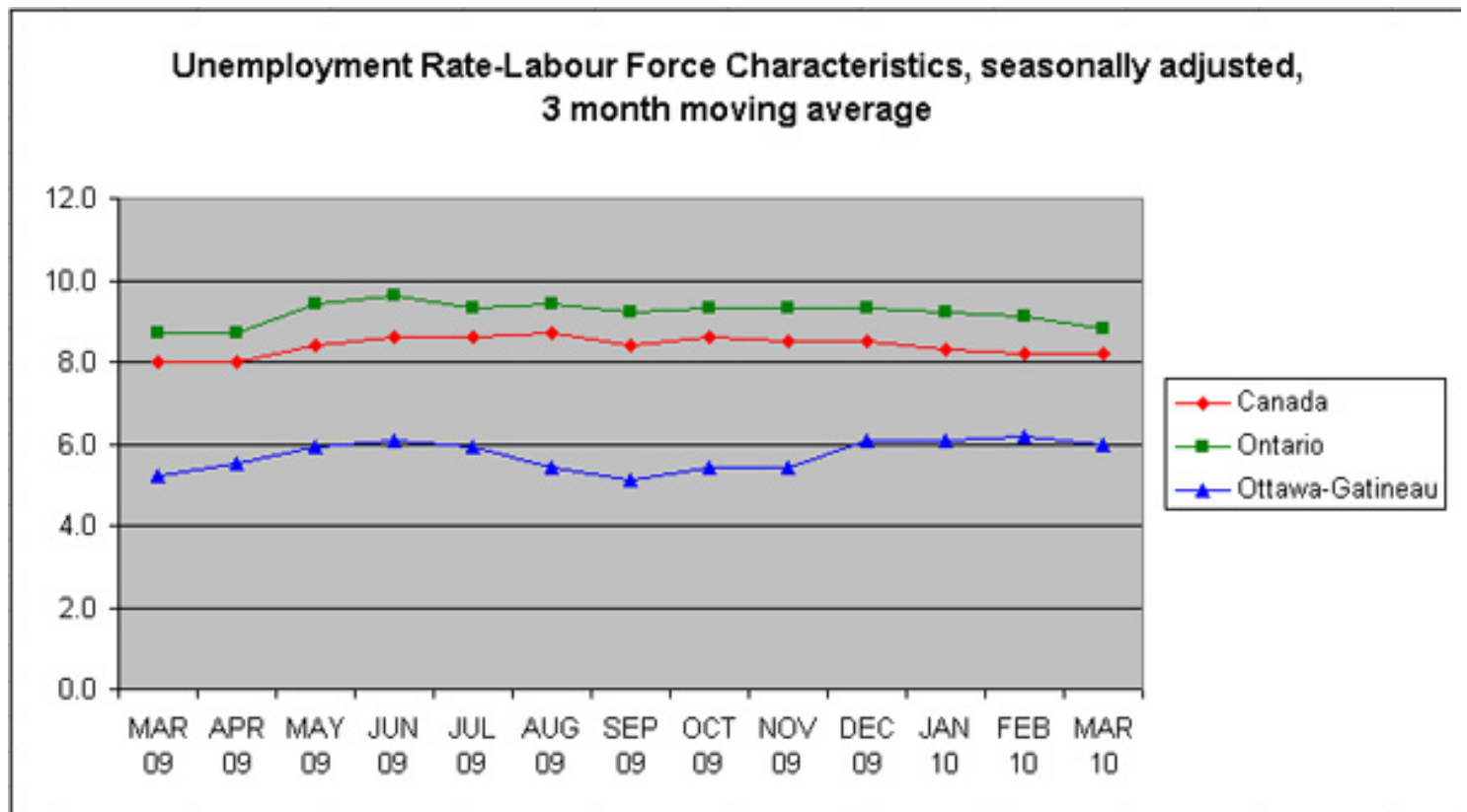
In Shenzhen, we were hosted by Huawei Technologies, China's largest ICT company. Shortly after our return, Huawei officially opened its R&D centre in Ottawa on April 20th. Hong Kong saw the group examining the success of Cyberport to get ideas and create alliances for our digital media sector. Meetings were also held with the Hong Kong Trade Development Council and the Canadian Consulate in Hong Kong to explore how our clean technology companies could partner with Hong Kong companies to tap the vast potential of the China market. The mission was without a doubt a resounding success, and solidified Ottawa's intent to foster a long lasting relationship with China.



Michael Darch
Executive Director

EMPLOYMENT/TECHNOLOGY

Unemployment Rates March 2009-March 2010
(StatsCan) Monthly, Seasonally Adjusted



Unemployment Rates March 2010
(StatsCan) Monthly, Seasonally Adjusted

Local Employment Outlook
(Manpower Inc. Survey 1st Quarter 2010)

National	Mar 8.2%
Provincial	Mar 8.8%
Local (3-month moving avg)	Mar 6.0%

Plan to hire:	17%
Plan to layoff:	13%
No change:	70%
Not sure:	0%

Overall Employment in Ottawa-Gatineau
(StatsCan)
March 2010 670,100

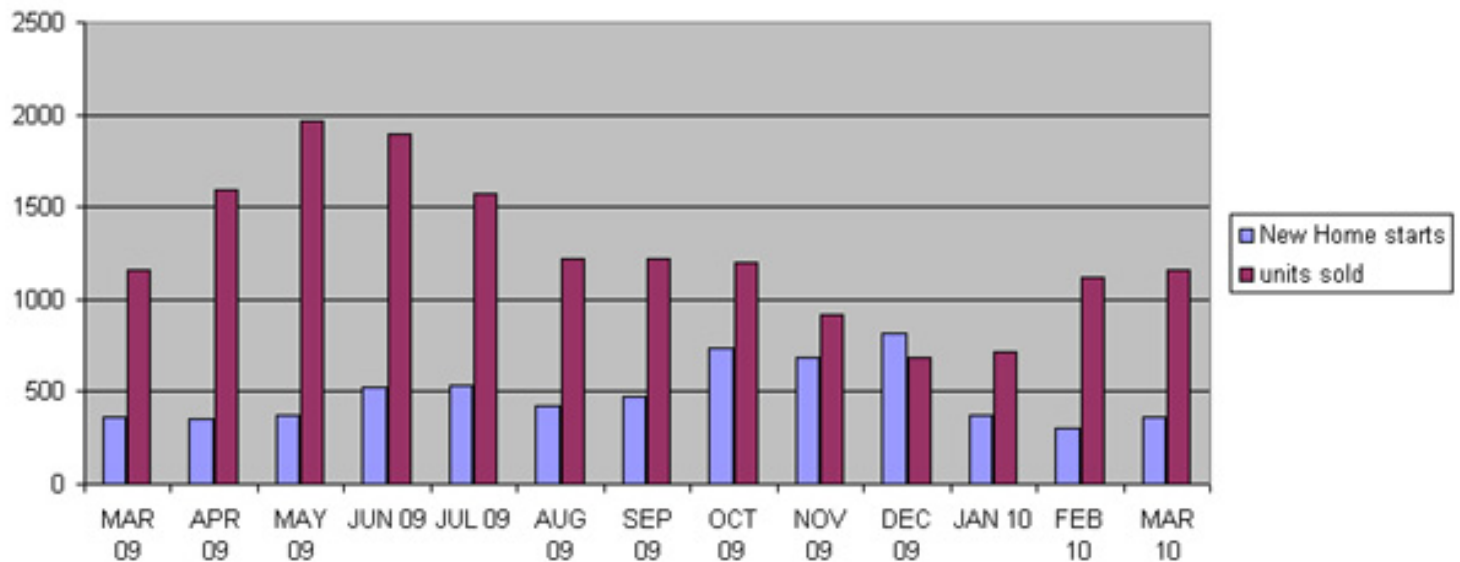
HT Companies in Ottawa-Gatineau (OCRI)
January 2010 Disclosed 1,857
1,850

High Tech Workers in Ottawa-Gatineau (OCRI)
January 2010 Disclosed 78,067
January 2009 Disclosed 79,132

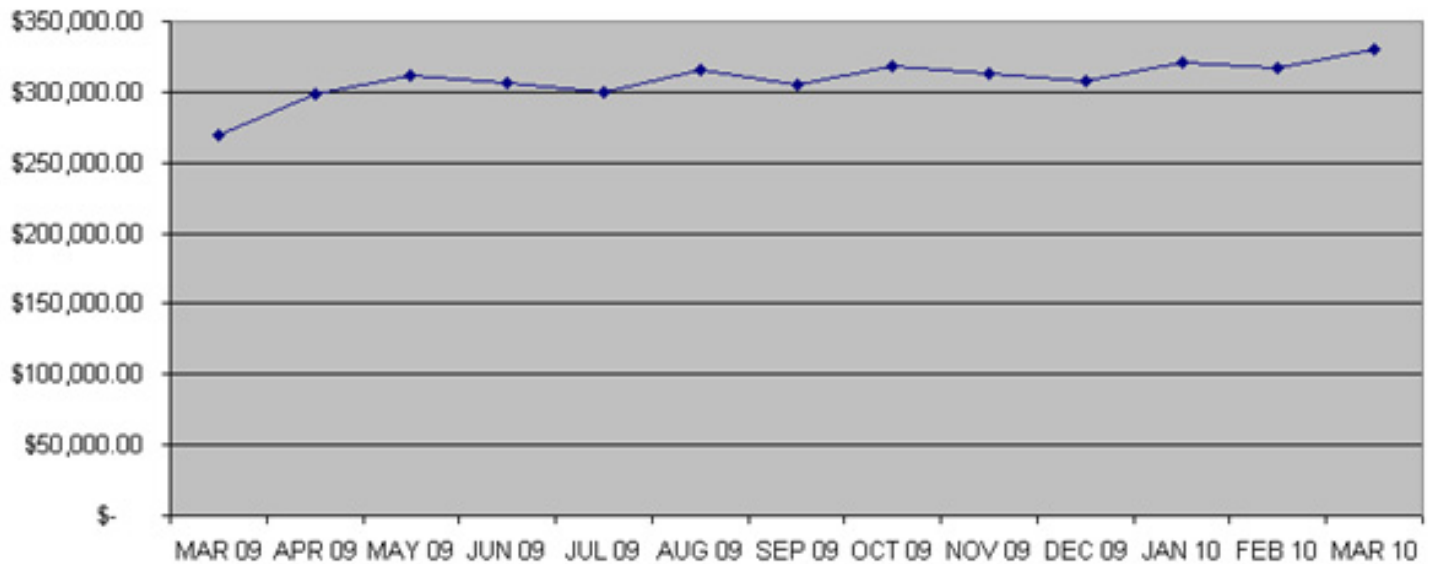
January 2009 Disclosed

HOUSING/REAL ESTATE/CONSTRUCTION

New home starts and Number of units sold



Average Sale Price



Overall New Home Starts in Ottawa (CMHC)

March 2010 (Unadjusted)	367
March 2009 (Unadjusted)	361

Average Sale Price (Ottawa Real Estate Board)

March 2010	\$329,767
Units Sold in March 2010	1,499
March 2009	\$268,888
Units Sold in March 2009	1,161

Value of Building Permits (StatsCan)

Ottawa-Gatineau (ON/QC)	
February 2010 (adjusted)	\$165.2 million

Office Vacancy Rate (Cushman & Wakefield Lepage)

Q1 2010	6.4%
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VENTURE CAPITAL/FUNDING

Venture Capital Investment (Revised, OCRI)

1999:	\$274M
2000:	\$1.3B
2001:	\$921M
2002:	\$734M
2003:	\$241.71M
2004:	\$189.58M
2005:	\$359.40M
2006:	\$266.10M
2007:	\$184.45M
2008:	\$130.21M
2009:	\$33.46M
2010:	\$1.75M

Recent Venture Capital Investments

Q1 2010	
eSight	\$0.75M
The Utility Company	\$1.00M

[Click here](#) for a detailed list of 2010 funding in the NCR

AWARDS AND ANNOUCEMENTS

Epocal sold to U.S.-based Inverness *Ottawa Business Journal (06/01/10)*

Massachusetts-based Inverness Medical Innovations said this week it will buy Ottawa's Epocal Inc., for a total potential purchase price of \$255 million in a conditional deal.

DragonWave still bullish on Clearwire *Ottawa Business Journal (11/01/10)*

DragonWave Inc. (TSX:DWI) CEO Peter Allen acknowledges that the red-hot revenue growth his company is enjoying as a result of its relationship with U.S.-based Clearwire will plateau at some point, but points out that DragonWave is growing in other areas too.

KOM Networks secures partnership with CommVault *Ottawa Business Journal (12/01/10)*

Secure archiving software company KOM Networks has partnered with New Jersey's CommVault to provide an integrated high-performance data storage, search and management solution.

Wind Mobile announces Ottawa hiring plans *Ottawa Business Journal (14/01/10)*

Wind Mobile announced early this week concrete plans to begin hiring in Ottawa, with the new mobile provider saying it's looking to take on both full- and part-time staff in the area.

Telecom companies eye Japan-to-London fibre optic cable link *Ottawa Business Journal (21/01/10)*

Global warming has melted so much Arctic ice that a telecommunication group is moving forward with a project that was unthinkable just a few years ago: laying underwater fiber optic cable between Tokyo and London by way of the Northwest Passage.

Terry Matthews plans \$100M fund, highlights mobile and cloud technologies *Ottawa Business Journal (22/01/10)*

For local tech mogul Terence Matthews, there doesn't ever seem to be a bad time to start a business.

Enablence prices \$25M offering *Ottawa Business Journal (27/01/10)*

Fibre optics company Enablence Technologies Inc. (TSX-V:ENA) has announced the terms for a previously announced \$25-million financing that it hopes will shore up its balance sheet for potential acquisitions.

C-COM technology helps rural Kiwis get mammograms *Ottawa Business Journal (27/01/10)*

C-COM Satellite Systems Inc. (TSX-V:CMI)'s mobile antenna technology is being used for mobile breast cancer screening in rural northern New Zealand, the company announced Wednesday.

PIKA partners with Indian reseller *Ottawa Business Journal (02/02/10)*

Telephony products maker PIKA Technologies Inc. has secured a new distribution deal for the vast India market.

UPDATE: Wind turbine company's gusto impresses 'Dragons' *Ottawa Business Journal (03/02/10)*

ReDriven Power, a local maker of small wind turbines, blew away the competition with its elevator pitch to some high-powered 'dragons' of the business world.

Wind Works merges with Zero Emission People *Ottawa Business Journal (09/02/10)*

Local wind energy company Wind Works Power Corp. has completed a merger worth roughly \$16 million with Zero Emission People, giving the former access to 10 wind farms in Canada and the United States.

Maplesoft acquires Markham-based firm *Ottawa Business Journal (19/02/10)*

Ottawa's Maplesoft Group has acquired Markham-based Parameter Driven Solutions, an IT firm, for an undisclosed amount.

Halogen wins endorsement from Ontario Hospital Association *Ottawa Business Journal (17/03/10)*

Halogen Software's employee management solution has received the Ontario Hospital Association's first and

only endorsement for its member hospitals, adding on to a similar accolade from the American Hospital Association.

Grantium acquired by CSDC Systems *Ottawa Business Journal* (24/03/10)

A Toronto company has bought 12-year-old local grant management software firm Grantium Inc. for an undisclosed sum.

Iogen's green fuel powers racecar in endurance motorsport event *Ottawa Business Journal* (25/03/10)
Iogen Energy's ethanol fuel is being used for the first time in the American Le Mans Series green endurance motorsport race, the Ottawa-based company has announced.

Mitel prices IPO, releases estimated closing date *Ottawa Business Journal* (30/03/10)

Mitel Networks Corp. is planning to offer roughly 10.53 million common shares at \$18 to \$20 each in its long-awaited initial public offering, an updated U.S. filing late Tuesday has revealed.

BTI opens office in Malaysia; signs three reseller deals in Asia Pacific region *Ottawa Business Journal* (31/03/10)

BTI Systems is making a big play in the Asia Pacific region with the Wednesday announcement that it's opened a new office in Malaysia and signed three new reseller agreements in Korea, Malaysia and Indonesia.

Nortel: Signed, sealed and (almost) delivered? *Ottawa Business Journal* (05/04/10)

Rick Armstrong calls the large machines 'shake-and-bake ovens', a colourful way to describe the verification devices used to test Ciena Corp.'s networking technology.

Ottawa point-of-sale tech firm bought by HDX for \$450,000 *Ottawa Business Journal* (06/04/10)

A&A Point of Sales Solutions Inc., an Ottawa-based restaurant payment technology firm, has been sold to a Toronto rival for \$450,000 in cash and stock.

Verio Therapeutics acquired by San Diego firm *Ottawa Business Journal* (08/04/10)

San Diego-based Fate Therapeutics, Inc. will acquire local biotech firm Verio Therapeutics Inc., it announced Thursday, though terms of the deal were not disclosed.

Schmoozing at the OCRI Awards *Ottawa Business Journal* (09/04/10)

Around 500 attendees hit up the annual OCRI Awards gala at the Hilton Lac-Leamy Hotel on April 8, 2010. For a complete list of winners please visit: <http://www.obj.ca/Technology/2010-04-09/article-997012/Telepin-scores-two-wins-at-OCRI-awards-gala/1>

Telepin scores two wins at OCRI awards gala *Ottawa Business Journal* (09/04/10)

Several Ottawa businesses and entrepreneurs doubled down during Thursday night's OCRI Awards gala at the Hilton Lac-Leamy, with a student entrepreneur group taking home its second OCRI award, while Telepin Software won two awards in one night.

RIM to buy OCRI award-winning QNX *Ottawa Business Journal* (09/04/10)

BlackBerry maker Research In Motion is buying Ottawa-based QNX Software in a bid to branch out into the in-car technology market with its popular smartphone.

UPDATE: Huawei planning 'significant' Ottawa expansion *Ottawa Business Journal* (13/04/10)

Global telecom giant Huawei will announce a significant expansion of its Ottawa operations next week when the company officially unveils its new Canadian R&D facility, OBJ has learned.

Enablence merges with Israel's Teledata in \$50M deal *Ottawa Business Journal* (15/04/10)

Shares of Enablence Technologies Inc. rose by as much as 10 per cent on the news that the fibre-to-the-home company would be merging with an Israeli firm in a US\$50-million cash, debt and stock deal.

CONTRACTS

Kanata firm sees \$750,000 in new funding *Ottawa Business Journal (05/01/10)*
Local vision technology maker eSight has received a \$750,000 investment from a commercialization fund.

Calian scores new eight-figure military training contract *Ottawa Business Journal (06/01/10)*
Ottawa Business Journal Calian Technologies Ltd. (TSX:CTY) has received another major military staffing contract with the Department of National Defence that could be worth up to \$65 million over the next five years.

Enablence scores Alaskan add-on deal Etienne Ranger *Ottawa Business Journal (11/01/10)*
Enablence Technologies Inc. (TSX-V:ENA) has won a \$660,000, three-year contract to supply a fibre Internet network to a southeastern Alaska community, the Ottawa-based company announced Monday.

Taggart sells 21.7 acres to Montfort for Orleans 'Health Hub' *Ottawa Business Journal (11/01/10)*
The Taggart Group has sold a large parcel of east-end property on Mer Bleue Road, between Navan and Innes roads, to the Montfort Hospital for \$4.3 million.

C-COM fires up with New Zealand government deal *Ottawa Business Journal (12/01/10)*
C-COM Satellite Systems Inc. (TSX-V:CMI) has won a deal to provide its mobile satellite antenna technology for emergency communications in New Zealand.

PwC buys MTS Allstream's professional services division *Ottawa Business Journal (12/01/10)*
PricewaterhouseCoopers Canada has bought MTS Allstream's IT and security consulting groups for an undisclosed sum, with PwC's Ottawa office expected to get a quarter of the staff being taken on.

Halogen inks deal with St. Louis health-care provider *Ottawa Business Journal (14/01/10)*
Halogen Software's human resource management solutions have been chosen by a St. Louis-based medical centre with more than 4,000 employees, the Ottawa company announced Thursday.

DEW mounts armour onto Stryker vehicles in \$39.5M deal *Ottawa Business Journal (18/01/10)*
DEW Engineering and Development ULC has won a \$39.5-million follow-on order to help General Dynamics equip the U.S. Stryker armoured vehicles.

MOSAID finalizes Samsung deal, ups guidance *Ottawa Business Journal (18/01/10)*
Shares of MOSAID Inc. (TSX:MSD) soared by as much as \$1.70 on the heels of the news that the patent licensing firm was raising its guidance after sealing a renewal deal with Samsung.

Titus software scores positive response Down Under *Ottawa Business Journal (19/01/10)*
Titus Labs has announced a win with the Australian federal government for its e-mail classification software, which is now being used by more than 5,000 civil employees in that country.

RAMTelecom wins \$2.1M federal government deal *Ottawa Business Journal (19/01/10)*
Satellite services provider RAMTelecom has resurfaced six months after its sale to Montreal's OmniGlobe Networks Inc., with a three-year, \$2.1-million contract from Public Works and Government Services Canada.

Ontario provides \$3.6M for Ottawa firm's bright idea *Ottawa Business Journal (25/01/10)*
The provincial government is giving \$3.6 million to help grow a local firm that's focused on making environmentally friendly lightbulbs.

Whiterock REIT to buy \$214M Toronto-area office portfolio *Ottawa Business Journal (26/01/10)*
Whiterock Real Estate Investment Trust (TSX:WRK.UN) says it has reached an agreement to purchase a \$214-million portfolio of office properties in the Toronto area.

Chemaphor scores \$2M from federal Maritime R&D fund *Ottawa Business Journal (28/01/10)*
Local organic chemistry firm Chemaphor Inc. (TSX-V:CFR) is getting roughly \$2 million over three years from the federal government; s Atlantic Innovation Fund.

Local firms pick up \$3.54M in school construction contracts *Ottawa Business Journal (29/01/10)*
Two Ottawa-area companies have won contracts to construct additional classrooms at a pair of east-end high schools.

Environmental construction firm wins \$3.38M deal with Lethbridge College *Ottawa Business Journal (01/02/10)*
The envision Group has won a deal to renovate and upgrade an 87,750-square-foot area at Alberta's Lethbridge College, the company announced Monday.

The Utility Company connects with Metcalfe Realty on three-year IT deal *Ottawa Business Journal (03/02/10)*
Local managed IT services provider The Utility Company has landed a three-year contract with a fellow Ottawa firm, Metcalfe Realty Co. Ltd.

EION to help NAV Canada keep tabs on air traffic for Olympics *Ottawa Business Journal (10/02/10)*
NAV Canada is using local firm EION Wireless's technology to monitor the increased air traffic as a result of the 2010 Winter Olympic Games in Vancouver.

The Utility Company scores \$1M in BDC funding *Ottawa Business Journal (16/03/10)*
IT services provider The Utility Company has received \$1 million in funding from BDC Capital Inc. to expand its franchise program in the mid-market space and to build relationships with industry associations.

OSI generates \$4M in business for mapping division *Ottawa Business Journal (06/04/10)*
OSI Geospatial Inc. has won almost \$4 million in fresh deals for the mapping business that it's considering selling.

Canadian Tire wins deal to build Ontario service centres *Ottawa Business Journal (07/04/10)*
Canadian Tire will build and operate gas stations and convenience stores at 23 service centres along Ontario's two busiest highways under a new deal.

Accentus to modernize Queensway Carleton Hospital's medical records system *Ottawa Business Journal (14/04/10)*
Medical dictation and transcription solutions provider Accentus has sealed a long-term relationship with the Queensway Carleton Hospital, the Ottawa-based company announced Tuesday.

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