



VISION

KAST creates an unexpected regional oasis of opportunity for people who invest, start companies and work in technology.

MISSION KAST . . . solving problems for science and technology businesses.

OBJECTIVES

1. Increase # of clients from under-represented geographic communities by 10% by March 31, 2018.
 2. Recruit and work with 2 new partners from under-represented geographic communities by end of fiscal year.
 3. Secure 3 commercialization arrangements with MIDAS clients by end of fiscal year.
 4. Ensure value of applied research and development undertaken at MIDAS is at minimum \$250,000.
 5. Ensure MIDAS lab is financially self-sustaining by March 31, 2018.
 6. Increase staff resources by 1.0 FTE to support talent attraction project by March 31, 2018.
 7. Enhance customer focus by meeting annual coaching impact client metrics: 21 jobs and \$1.75m revenues.
 8. Build sustainability by increasing operating funds by 20% by March 31, 2018.
 9. Attract 1 new out of region tech company to Nelson Innovation Centre by March 31, 2018.
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STRATEGIES

1. Anticipate sectoral needs by gathering feedback in a timely manner, by thinking 'BIG', and by acting on emerging opportunities.
 2. Build capacity by investing in our team, by earning revenue, stabilizing long-term core funding, and by inspiring and establishing strategic partnerships.
 3. Invest only in activities that will result in strategic return of investment for both technology companies and KAST.
 4. Recognize, link and leverage the unexpected assets within Kootenay communities.
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ACTION PLANS

1. Develop a recruitment plan to engage new clients and partners from under-represented geographic communities (Erin)
2. Clarify and demonstrate the ROI in commercialization arrangements with MIDAS clients (Amber)
3. Secure resources for a dedicated Research and Development Director at MIDAS (Erin and Terri McDonald)
4. Develop and implement a profitable training delivery plan at MIDAS (Kandy)
5. Secure funding for 1.0 FTE in talent attraction (Erin)
6. Develop a plan to profile and attract optimal VAP clients (Rose)
7. Develop a financial sustainability plan for KAST (Erin)
8. Develop a business case for out of region tech companies to invest in Nelson (Rose)
9. Co-develop staff professional development plans (Kandy)