

# It's Your Future ... Invest In It

## Markham prospers from Labor Funds; tax credits and venture capital returns can benefit investors

P14 WEEKENDER, FEBRUARY 22, 1997

Investors in Labor Sponsored Investment Funds enjoy tax credits of 30 per cent on the first \$3,500 invested each year.

VenGrowth is a LSIF that invests across Ontario. These same investors will also be contributing to the growth of small and medium-sized businesses, as well as creating jobs in the Markham area. More than 40 per cent of its investments to date have been in the Markham area. VenGrowth has invested more

than \$19 million in companies such as Genesis Microchip, Telepanel Systems and Battery Technologies.

In addition, Working Venture, the largest labor fund in Canada, has invested more than \$21 million in nine Markham companies. Those companies employ 902 people.

The capital invested in these companies have allowed them to grow at a faster rate by enabling them to hire more people, spend

more on research and development and accelerate their marketing and distribution programs.

"The Markham area has proved to be a leading centre in Canada for knowledge-based and high technology companies," says David Ferguson, managing director of VenGrowth. "We believe these types of companies offer the best return potential for VenGrowth shareholders." Return or shareholders' money is the primary investment objective of VenGrowth.

VenGrowth is now the fourth largest labor sponsored fund in Ontario, with more than \$100 million in assets. In addition to the labor sponsored fund which is for individual investors, VenGrowth has also managed venture capital funds for more than 15 years for sophisti-

cated institutional investors including some of Canada's leading pension funds, insurance companies and family foundations.

VenGrowth has distinguished itself from other labor sponsored investment funds which have been criticized in the past for their slow rate of investing. With approximately 60 per cent of its assets invested in small and medium-sized businesses, building shareholder wealth is to expeditiously, yet prudently, deploy funds from low-yielding liquid securities into venture assets with high return potential" says Earl Storie, president of VenGrowth. This approach has proved successful for VenGrowth which has posted a one-year rate of return in excess of 12 per cent.

VenGrowth's strategy is based on the philosophy that successful venture capital investing means controlling risk. VenGrowth reduces risk by restricting investments to more established, mature companies with at least \$3 million in annual sales. VenGrowth avoids start-ups and early stage situations which typically account for the vast majority of business failures. VenGrowth also reduces risk by diversifying its investments across a broad range of industry sectors such as industrial, medical, high technology, electronics, telecommunications and consumers products. In addition to lowering risk, industry diversification gives VenGrowth a much larger population of investment opportunities from which to select the most promising candidates.

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Thursday, Feb. 27 10 a.m. - 9 p.m. Saturday, March 1 10 a.m. - 4 p.m.

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