

John Schaw, President John A. Schaw & Associates Inc.

An entrepreneur at heart, John provides "hands on" guidance to early stage companies, assisting them in all aspects of business planning and raising capital. His credentials range from advising a past Premier of Saskatchewan on economic development issues, to founding and managing leading biotechnology companies specializing in nutraceuticals and functional food, cosmetics, and micro-based fertilizers.



In addition to providing small business management advice, sourcing public and private financing, and completing market and feasibility studies for SMEs, John coaches government departments on developing new initiatives to spur economic and industrial opportunity and growth.

John's *applied wisdom*, including his ability to immediately recognize opportunity, was developed over a 45-year career of:

- founding and managing start-up and growth phase companies
- raising capital in both public and private markets
- arranging financing for technology-based companies
- managing industrial incentive programs
- developing industrial development promotional programs
- designing and implementing industrial development based activities, based on "on-site" meetings with North American senior government officials in areas most successful in attracting and growing industry
- negotiating federal-provincial agreements in economic and tourism development
- teaching industrial development training courses in interested communities
- presenting on economic and business development at meetings and conferences

To learn about opportunity in your industry, contact:

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Additional Information

Professional Experience

- Fytokem Products Inc., Founding Shareholder, President and Director
- Natunola Health Products Inc., Founding Shareholder and Director
- Canamino Inc., Founding Shareholder, President and Director
- Philom Bios Inc., Founding Shareholder, Vice President and Director
- Province of Saskatchewan, Senior Advisor to Executive Council
- Dept. of Regional Economic Expansion (DREE), Government of Canada, Senior Development Officer
- Dept. of Regional Economic Expansion (DREE), Government of Canada, Manager Industrial Incentives
- Dept. of Regional Economic Expansion (DREE), Government of Canada, Incentives Officer
- P. S. Ross and Partners (Deloitte & Touche) Management Consultants, Senior Consultant
- Digital Systems Limited, Vice President and Controller
- Patton's Limited, General Manager

Achievements

Participated in the development and commercialization of JumpStart, a micro-based fertilizer that fixes nitrogen in crop roots and mobilizes less available phosphates in the soil to enhance plant growth. This fertilizer is now a widely accepted industry standard, as it requires the use of significantly less fertilizer than other types. (Philom Bios Inc., Saskatoon, Saskatchewan)

Manufactured and marketed plant extracts for cosmetic and skin care product ingredients. Clients of note included Estee Lauder, Chesebrough Ponds, Unilever, and Elizabeth Arden. (Fytokem Products Inc., Saskatoon, Saskatchewan; Natunola Health Products Inc., Ottawa, Ontario; Canamino Inc., Saskatoon, Saskatchewan)

Played a major role in promoting Saskatchewan as "*Open for Business*," including serving as senior advisor to The Hon. Grant Devine, Premier, and his Executive Council to foster economic development in the province.