

10 ENTREPRENEURIAL ALUMNI

MAKE THEIR MARK

Georgian's goal is to produce a new kind of graduate, one who is not just a job seeker, but also a job creator. These job creators come in many shapes and sizes – some are successful business owners, others are intrapreneurial thinkers within their organizations and others are seizing opportunities as social entrepreneurs. They are the future of our economy. According to Industry Canada's Key Small Business Statistics in July 2012, 98 per cent of businesses in Canada have fewer than 100 employees. Many Georgian alumni are already leading the entrepreneurial way. Here are 10 of them, each with a unique story and dream.

Also, look for the six who are identified as Georgian's Premier's Awards nominees. The Premier's Awards for Outstanding College Graduates celebrate the contributions that college graduates make to Ontario and throughout the world. Alumni can be nominated in one of six categories: business, community services, creative arts and design, health sciences, technology and recent graduate. To suggest a Georgian grad for nomination, write to alumni@georgiancollege.ca.



Brent Ackland



Ed Boutilier



Darryl Hindle



Scott Bravener



Sheona Klootra



Matthew R. Lawrence



Ken Munday



Victoria Martin Evans



**Kent Smith and
Krista Smith**



Michael Osborne

Ed Boutilier
Electronic Engineering Technician, 1978
Founder and Chief Geek, Stealth.com Inc.
stealth.com

Ed Boutilier always dreamed of having his own company and seized the opportunity when the company he was working for closed its doors abruptly during a recession. It was 1990 and Boutilier drew upon his entrepreneurial inclination and the invaluable industry experience he had learned since graduating from Georgian College.

"Purely out of survival I reached out to stranded customers and asked if I could support them. I was overwhelmed with encouragement and thus began my life-changing journey," says Boutilier.

His company is Stealth.com Inc., which designs and manufactures high-performance, industrial-grade computer systems and peripherals. Stealth's products are designed and deployed in harsh-environment, high-availability and mission critical applications. Clients range from single-person operations to NASA and the defence departments of several nations

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along with a cross-section of Fortune 500 companies.

"Georgian was my launch pad," says the entrepreneur with a self-described voracious appetite to learn new things.

A large part of Boutilier's business approach is time management. "It's essential to become disciplined. Procrastination and not executing quickly enough on new ideas can be crippling to your long-term success."

He's also passionate about what he does and encourages other entrepreneurs to be too. "Passion is the fuel that motivates you and keeps you engaged. Money is a by-product of success and not a guiding star."

