



Venture13 Flies High With OPENER

(Cobourg, Ontario, CANADA) September 13th, 2018 – Northumberland Community Futures Development Corporation ([Northumberland CFDC](#)) is pleased to announce the addition of [Opener Inc.](#) (OPENER) to its roster of clients locating in the VentureZone accelerator space at [Venture13](#) (Eastern Ontario's newest centre for innovation and entrepreneurship).

With a mission to democratize three-dimensional personal transportation, OPENER unveiled the [BlackFly V3.0](#) electric Personal Aerial Vehicle (PAV) in Palo Alto, California on July 12th, 2018 to global acclaim.

OPENER CEO Marcus Leng, a local entrepreneur, completed the initial development work for the BlackFly at multiple locations throughout Northumberland County with ongoing support from Northumberland CFDC since 2012. Beginning in his Warkworth, Ontario home, where the historic first test flights occurred, Mr. Leng then quietly moved to an industrial research facility in Cobourg with expanded, stealth operations. The BlackFly program continued on its careful path toward commercialization with significant private investment as well as tactical seed funding and acceleration support through the CFDC's deployment of FedDev Ontario's Scientists and Engineers in Business initiative.

In 2014, the company attracted significant strategic backing and relocated primary operations to Silicon Valley. Canadian activities continued with the support of Northumberland CFDC, testing in collaboration with Transport Canada and most recently, confirmation that the vehicles now qualify as a "basic ultralight airplane" under Canadian Aviation Regulations. The latter approval is a significant step that paves the way for eventual sale of the vehicles within Canada while showcasing Canada's ongoing and active participation in globally significant aeronautical innovation.

Quotes

"From our start in 2012, the support we have received from Northumberland CFDC has been crucial at pivotal points in our development. We trust their quality team and appreciated their assistance as catalysts in developing our business strategies while also helping us to synchronize with the Government of Canada/Transport Canada. We expect the emerging global electric Personal Aerial Vehicle (PAV) sector will continue to develop with many new entrants in this highly competitive, dynamic and rapidly changing innovative environment. It is imperative that all entrants eventually



have a functional legislative framework under which to safely operate. OPENER hopes to continue to collaborate with Transport Canada to safely and progressively expand the use and operating profile of these uniquely-capable vehicles.”

-Marcus Leng, Chief Executive Officer, Opener Inc.

“It is a privilege to continue to support Marcus Leng on his entrepreneurial journey in bringing this fascinating and transformative product to market. Globally, there are multiple firms working on personal aerial vehicles but through his convergence of innovations in software, propulsion and advanced materials, this one is the first to truly take flight. The company’s long term vision of eventual integration into a safe and efficient rural/urban commuting network is both disruptive and challenging. It is exciting to be at the cusp and we welcome their representation at Venture13 as they carefully develop their global presence and impact.”

-Wendy Curtis, Executive Director, Northumberland Community Futures Development Corporation

“Canada’s growth and prosperity strategies encourage innovation such as this. Exploration of alternate, emission-free transportation products and systems is a global movement and I was pleased to help in highlighting and advancing this opportunity. We congratulate OPENER for their breakthrough technologies as well as Northumberland CFDC for their deep, long term commitment to driving and supporting innovation and innovative entrepreneurs.”

-Kim Rudd, Parliamentary Secretary to the Minister of Natural Resources and MP for Northumberland–Peterborough South

“What a thrill to see that Northumberland CFDC will soon host OPENER in the Venture13 VentureZone. This newly opened regional innovation and entrepreneurship centre was intended to connect and empower entrepreneurs on their pathway to commercialization of innovation—not just locally but globally. We join the CFDC in connecting with Marcus Leng and his extraordinary innovations and look forward to assisting the company wherever possible in their next stage of growth.”

-Mayor Gil Brocanier, Town of Cobourg



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About Northumberland Community Futures Development Corporation

Northumberland Community Futures Development Corporation (Northumberland CFDC) provides financing and strategy for entrepreneurs as a pathway to prosperity in our communities. We deliver local and regional programs including N100, N1M, EODP, CEDP the Venture13 VentureZone accelerator space and the core Community Futures Program, with the support of the Government of Canada and the Federal Economic Development Agency for Southern Ontario (FedDev Ontario). For more information, please visit us online at www.financingandstrategy.com.

About Venture13 Innovation & Entrepreneurship Centre

Venture13 (V13) brings together early-stage entrepreneurs with innovation partners to connect, empower and accelerate new ventures. It is a place and a pathway for business growth synchronized with economic development and diversification. Venture13's goal is to partner with many to help build the industries of the future. Our facilities include: the VentureZone, MakerLab and Innovation Commons. On May 17, 2018, we officially opened our doors. Welcome to the Rural Renaissance. Visit us online at www.venture13.ca.