

David Chapman

2005 TOP
BIV Forty
under 40



Managing partner, **Yellow Point Equity Partners LP**

Age: 37

Destiny is what you make of it. Ask **David Chapman**.

After eight years as an investment banker with **Merrill Lynch Canada**, and a posting as its group head for the B.C. region, Chapman walked away and in April 2001 became the CEO for energy technology company **Greenlight Power Technologies**.

"I've always been driven by something more entrepreneurial," said Chapman, who grew Greenlight from 25 to 125 employees, substantially built its bottom line and sold it to a NASDAQ-listed company in less than three years.

Chapman took the fuel cell test equipment manufacturer and tripled its annual revenues for two consecutive years following four years of flat revenue. Valued at less than \$5 million when Chapman assumed the reins, it sold

for \$32.5 million in January 2003.

Building on his investment banking and Greenlight operating experience, he founded private equity firm **Yellow Point Equity Partners LP** in early 2004. By June 2004, the company had closed the financing for its first fund to the tune of nearly \$30 million.

"We've completed three investments and all three investments are performing extremely well," said Chapman.

Chapman's community involvement has included serving as a director on the grants committee for the **BC Technology Social Venture Partnership** and as a board member of the **Take a Hike Youth at Risk** program. He has also volunteered for the **Aunt Leah's Independent Life Skills Society**, as well as the board of the **West Vancouver United Church**. "I feel it is my duty as well the business community at large to give back in any way that we can," he said.

Chapman derives great satisfaction from his community and professional pursuits.

"My passion is business strategy. I really enjoy working with CEOs of my investee companies to help them solve their business challenges and take their business to the next level. That's what drives me on a day-to-day basis," said Chapman. "I really enjoyed doing that exact thing with Greenlight, but with Yellow Point I get to do it with five to 10 companies as opposed to just one."

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Profession you would like to try: **Artist**

Favourite movie: **Good Will Hunting and Dead Poets Society**

Favourite restaurant: **Vij's**

Mentor: **My sister, Kathryn Chapman**

Currently reading: **Neil Young Nation by Kevin Chong and The Art of Happiness: A Handbook for Living by the Dalai Lama and Howard Cutler**

Toughest decision: **Leaving investment banking to become an entrepreneur**

Car or chosen mode of transport: **Porsche Cayenne**

Person you would most like to meet: **The Dalai Lama or Nelson Mandela**

Birthplace: **Calgary, Alberta**

Last CD bought or music downloaded: **Sum 41's Chuck**

Education: **MBA from the University of Western Ontario**

What's left to do: **I've got three great kids to raise and I want to help more companies get to the next level and give back to my community**