



Peter Dal Bianco

Consultant (Sudbury)

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Peter Dal Bianco was born in Italy and came to Sudbury, ON with his parents in 1952 at the age of six. By 1968 he had graduated from Northern College as a Civil Technologist and moved to Ottawa to begin his career as a Hydrographer with the Federal Government, carrying out hydrographic surveys across Canada. In 1975, he decided to pivot from the security of a government job into the life of an electronics retailer by moving back to his home town of Sudbury and opening his first retail location.

By 1980, Peter had added two more electronic stores, and his first Bianco's, National Video-- Movie Rental location.

In 1983, Peter moved to Toronto to head up the National Video Franchise chain for Canada as its President. One year later, Peter became a Board member and 2nd largest shareholder of the parent company, National Video International (NVI) of Portland Oregon. By 1986, Peter was travelling around North America mentoring National Video Franchisees and helping NVI, who had almost 700 franchised store fronts at that time, go public on Nasdaq.

By 1986, he had formed a partnership with his ex-bank manager Mike Rowlandson and moved back to Sudbury to concentrate on his first love... the Bianco's group of companies, which controlled 10 retail outlets at the time. In 2007, Peter was recognized for his long- lasting success as a Northern Ontario businessman by receiving two awards. (1) Entrepreneur of the Year-- at the Bell Business Excellence Awards, (2) Entrepreneur of the Year-- at the NORTHERN ONTARIO BUSINESS AWARDS. Beginning of 2014, Peter and his partner decide to split the company with Mike Rowlandson becoming 100% owner of the Bianco's retail operations and Peter becoming 100% owner of BMCG, (Bianco's Management Consulting Group). By the fall of 2014, Peter joins the mentorship Board of NORCAT's Innovation sector.

In 2015, BMCG signs a contract for Peter to become one of NORCAT's EIR's, (Entrepreneurs-in-Residence) and Chair of Norcat's Innovation Mentor's and Angels (NIMA) group. In 2015, Peter signs a contract to become one of Sudbury's consultants for Northern Ontario Angels (NOA). From 2015 to the present, Peter has been instrumental in helping NOA/NIMA clients raise over \$7.9 million dollars (as of June 2020) in Angel and VC funding for local start-ups and ventures.

Areas of Expertise:

- Serial Entrepreneur with over 45 plus years' experience
- Franchising and Franchisor relationships
- Brand Development
- Marketing and Sales promotion
- Financing
- Retailing
- Professional sales training....specifically, on customer experiences
- Proven strategic planner specializing in Technology and consumer trends
- Employee motivation and retention specialist.