



COMMUNITECH®

City of Kitchener Partnership

Finance and Corporate Services Committee

April 22, 2024

Communitech helps founders start, grow and succeed.

Our mission since day one.

Current Snapshot

Our Ecosystem

1000

Founder members

325

New members joined
last fiscal year

64% Initial phase companies

12% Scaling companies

1.7% At scale

20% Life sciences

9% Financial services

150+

Ecosystem members
across industry,
academia, government
and non-profit sectors



Key metrics – FY24

How we're helping Waterloo Region's ecosystem

Investment:

\$391,663,754

758

New jobs added to existing companies

April 1, 2023 to December 31, 2023

557

Engagements with small & medium companies

April 1, 2023 to December 31, 2023

325

Number of new startups created

Communitech Hub[®]

The Hub is happening again

- 24 new startups renting office space in FY2024
 - Acceldata, Streamline Plan, Streamsystems and more
- 40% increase in meeting room rentals over the year
 - Local founders without offices meeting with clients, staff and advisors
- **Communitech Open House - May 28 - Join us for tours and food trucks!**

Event stats by quarter - FY24

We're really good at bringing people together

TOTAL EVENTS:

**166 events,
7,361 attendees,
3,000+ to the Hub**

Q1

35 events
1,020 attendees

Q2

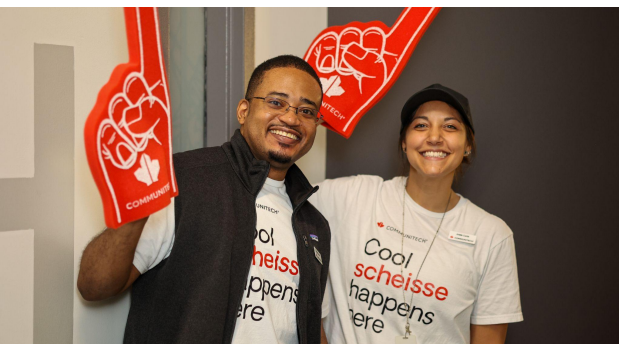
25 events
1,247 attendees

Q3

54 events
3,228 attendees

Q4

52 events
1,866 attendees



Talent Attraction and Retention

Local companies are growing

- Helped local tech companies hire 750+ full-time and 700+ part-time employees.
- Operated workintech.ca, the largest tech job board in Canada
- Maintained thehelplist.ca, a crowdsourced list of tech industry professionals looking for employment, helping 1,000 individuals find new opportunities.
- Increased active Peer2Peer Groups to 15 with 580+ participants gathering in-person to learn collaboratively.

Startup & Scale-up Services

FY2024

- Direct interactions with 550+ companies of all sizes and stages of growth (startups, scaleups and enterprise)
- Onboarded 325 new startups
- Provided 5,631 mentor hours to spent helping client companies
- Launched ElevateIP programming, providing intellectual property support and funding to more than 490 companies

The Fierce Founders programs support women and nonbinary founders at all stages of growth

- Establish a robust business strategy including: sales, marketing, financials, IP etc.
- Develop investor relationships and gain access to capital
- Build a strong community of women and nonbinary founders
- **FY2024:** More than 30 founders in Intensive Track and Bootcamp
- **Last cohort:** Multiple companies surpassed \$1M in revenue, closed seed rounds
- 312 Fierce Founders since 2014



Our proposal

Supercharging the startup pipeline

Targeting 450 new startups per year by 2028

- Rebooting cohort-based startup programming with emphasis on in-person interaction at the Communitech Hub.
- Increasing the level early-stage tech startups from 325 in 2023 to 450 per year in 2028.
- Create and execute a combination of community outreach and a series of discovery and validation stage programs for early-stage tech startups.



Fierce Founders

Supporting 30+ female-identifying and underrepresented founders

Fierce Founders Bootcamp - **10 - 15 companies per year**

- Supports the growth of early-stage companies by helping founders think bigger about their markets and validate their ideas
- Focused on pre-validation stage founders, helping them refine their ideas and identify potential markets

Fierce Founders - *continued*

Fierce Founders Uplift - **10 companies per year - \$10K in non-matched funding**

- Hands-on support from Communitech's experienced growth coaches to help founders build and execute on a customized growth plan
- Assistance identifying market opportunities and uncovering the gaps within their go-to-market strategy.

Fierce Founders Intensive Track - **10 companies per year**

- Targeted support for high-potential founders
- Focused on finding product market fit, growing sales and getting investment
- \$50,000 in matching funds for qualifying companies (via FedDev funding)

City of Kitchener investment for matching

Support from three levels for maximum impact

- Public funding allows Communitech to try innovative programming, such as Fierce Founders Uplift
- Matched funding encourages investment for feds and province by having two parties invest funds, sharing project cost
- The City's investment allows us to provide up to \$10K grants to 10 founders in our Fierce Founders Uplift program which unlocks \$100K in matched funding for the Fierce Founders Intensive Track program
- Stacking limits: Cannot match funds from same level of government

Our Three-Year Strategy



It takes an ecosystem

Communitech's Three-Year Strategy
April 2024

Questions?

Thanks!
