



IMPACT REPORT

2017 - 2022

WHERE THE BEST IN TECH CONNECT



BEST IN CLASS

The City of Burlington's new 25-year Strategic Plan gave a clear direction for Burlington Economic Development (Burlington EcDev) to develop a strategy for growing local talent, supporting existing businesses, and nurturing the start-up and growth of new companies. The team hit the ground running, and within a year presented a comprehensive innovation and entrepreneurship strategy that included a recommendation to establish a physical space in Burlington where start-ups and innovation could thrive.

We focused on creating connectivity, vibrancy, and telling the entrepreneurial story through three key areas:

- Space & Energy
- Mentorship & Support
- Capital & Growth

TechPlace was the first of its kind as a government-led innovation centre, and has been recognized on multiple levels as a best-in-class example of how economic development agencies can support innovation and entrepreneurship. Over the last five years, TechPlace has established itself as a destination for new and growing technology companies, allowing technology, talent, and ideation to come together under one roof.

We are incredibly proud of what we've been able to accomplish over the last five years, despite the obvious effects of the COVID-19 pandemic. We will continue to work closely with our partners across the private and public sectors to deliver on our promise to deliver the space, programming, resources and mentorship that start-ups depend on.



6,588

Visitors to the space. Considering this is with two years of COVID-19 restrictions, we're pretty happy about it.

3,855

Meeting rooms booked to facilitate teamwork, mentorship and more.

300+

Endorsed users at TechPlace.

26

Number of businesses that have joined the LaunchPad program.

16

Number of countries TechPlace had visitors from including China, Honduras, South Africa and Chile.



The LaunchPad program gives growing technology companies access to private offices and deeper connections to grow their business.

“Landing at TechPlace was fantastic for our team and business growth. Not only did we feel like we were part of a vibrant start-up ecosystem, the TechPlace team understood the challenges newcomers face and made sure we had all the connections we needed to thrive.”

Eduardo Serna, Co-founder & CEO of Cardiotrack

Cardiotrack soft-landed at TechPlace in 2021 as part of the LaunchPad program. Since being a part of TechPlace they have participated in the Novartis Bio Summit finishing in the top 3 projects in Canada for Cardiovascular awareness solutions.

174

Number of jobs created in Burlington through TechPlace with support from partners



60% REVENUE GROWTH

"TechPlace gave us a great home in the early days of scaling our business. It gave us professional meeting space, great energy from fellow entrepreneurs, and many useful educational sessions to help build our business knowledge."

Richard Obuhowich, Founder and COO at 3terra

3terra joined TechPlace's LaunchPad company in 2017. During their time at TechPlace they grew their revenue by 60% and exited the space to take on a commercial lease.

Haltech helps technology entrepreneurs and companies develop and transform their good ideas and product innovations into well-positioned, growing ventures. Haltech has added instrumental value to the TechPlace community.

Haltech's presence has been instrumental to the growth and success of TechPlace, bringing vital resources, programming, mentors and more to the space.



1,404

Mentor hours delivered to clients at TechPlace

200+

Events hosted by Haltech at TechPlace

EQUATION
ANGELS + ENTREPRENEURS

AngelONE
Building the Canadian Economy One Deal at a Time

\$6.72M

Invested in Angel One companies since 2017

Angel One Network Inc. is a member-based not-for-profit organization of high-net-worth investors who live, work or have strong interests in Southern Ontario.

They are a founding member of Equation Angels. A combination of four angel groups from Southern Ontario that aim to accelerate the innovation ecosystem for investors and entrepreneurs through their vast expertise and resources.

40+

Investments made since 2017

500%

revenue growth IRIS R&D saw during their time at TechPlace

30

number of new hires for IRIS R&D during their time at TechPlace

5M

Funding and investments they received during their time at TechPlace

"Techplace has provided our team with access to space, resources, programming, and mentorship that have been vital to our growth. Through the dynamic and supportive community at TechPlace we have grown our team and revenue."

Emil Sylvester Ramos, CEO and Co-Founder of IRIS R&D. IRIS R&D joined the TechPlace LaunchPad program in 2019

\$48,024,000

REVENUE GENERATED FOR BURLINGTON BUSINESSES THROUGH TECHPLACE

136

NEW PRODUCT AND SERVICES BROUGHT TO MARKET

GROWING THE COMMUNITY

2018

- TechPlace, Angel One, and Haltech launch HERHalton, a P2P community for professional women in Halton.
- LaunchPad offices reach capacity.



HERHalton's first Women's Day Event

In 2020 TechPlace was recognized by the International Economic Development Council (IEDC) as one of the world's best economic development programs in the Entrepreneurship Program category.



2021

- For the first time, 5 women-founded companies pitch to Equation Angels First Look.
- Beyond Boundaries Cohort 3 kicks off.
- Haltech assembles Diversity and Inclusion Committee.



2017

- TechPlace officially opens in June.
- Co-location partners Haltech and Angel One move in and begin delivering services.
- 2,016 visitors in first six months.
- 60% LaunchPad occupancy with demand growing.



Haltech Accelerator for Women Entrepreneurs funding announcement.

2019

- Haltech launches Investment Readiness course.
- Haltech receives \$307,000 from federal government to create Accelerator for Women Entrepreneurs.
- Angel One joins forces with four leading angel investor groups to launch Equation Angels.
- TechPlace responds to growing demand and expands to add three new LaunchPad offices.



Mayor Meed Ward Meets with LaunchPad companies

2020

- RBC commits to supporting Haltech and TechPlace through sponsorship. COVID-19 hits and TechPlace pivots to continue supports.
- Digital Main Street Future Proof Community Collaboration launches to support the needs of Main Street businesses and the business community during COVID-19.
- Haltech receives additional funding from FedDev to expand their Accelerator for Women Entrepreneurs, Beyond Boundaries.

2022

- Haltech receives \$600,000 for i.d.e.a. Fund cohort 1.
- TechPlace.ca redesign to improve overall user experience.
- Haltech, TechPlace, and Innovation Factory partner with LatAm Startups and receive \$3,000,000 to launch Acceleration+, a program focused on delivering specialized resources for international expansions.



Acceleration+ launch



GET IN TOUCH

TechPlace provides new and growing technology companies with access to:

- RESOURCES
- PROGRAMMING
- SPACE
- MENTORSHIP

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