



Ecosystem Impact Report

Q2 FY2024 June – Sept. 2023



A COMMUNITY OF TECH

EST. 1997

Helping founders start, grow and succeed

Communitech was launched in 1997 by a group of visionary founders dedicated to supporting one another and making Waterloo Region a global innovation leader. Today, Communitech is a public-private innovation hub that supports a community of more than 1,000 companies, from startups to scale-ups to large global players. We do this with plenty of help from our partners in the public and private sectors. As a demonstration of our commitment to service and accountability, we are pleased to present this quarterly Ecosystem Impact Report.

The data presented in each of our quarterly Ecosystem Reports are “year to date” or “running sum” numbers, starting at the beginning of our fiscal year on April 1.

Startup support

Every tech company was once a startup. And every startup needs a helping hand. That's why Communitech provides founders with a wide range of supports designed to give early-stage ventures the best chance of taking off and succeeding over the long term. Our supports include growth coaching, access to capital expertise, awareness of government funding programs, Peer2Peer groups, specialized programs such as Fierce Founders for women and non-binary entrepreneurs, workspace in the Communitech Hub[®], and networking events like our Startup Socials and Communitech Breakfast series.



410

engaged with a Growth Coach or Founder Success Manager

302

received an intro

Scale-up support

Tech companies need different supports at different stages of growth. Once a startup has a viable product, traction in the market and significant revenue, it needs to tackle new challenges associated with rapid growth – things like consistent HR, finance and sales processes; hiring leaders with experience building teams and growing sales in new markets; and longer-term strategic plans. Communitech offers growth coaching and mentorship designed specifically for scale-ups, as well as access-to-capital expertise, Peer2Peer groups and specialized help in areas like intellectual property protection.



145

engaged with a Growth Coach or Founder Success Manager

37

received an intro

FROM OUR FOUNDERS

“Communitech has been a true partner from day one and a key part of Encircle’s success over the past 10-plus years. Early on, our advisor provided access to a wealth of market research, mentorship and introductions to prospective customers. As we continue to scale, we rely on them for growth coaching, leadership training, guidance through the pandemic and advocacy for Canada’s tech community and more.”

-Paul Donald, CEO, Encircle



Community building

Community has been at the heart of Communitech's success since we launched more than 26 years ago. Founded by founders for founders, we strive to create a thriving ecosystem that fosters mutually beneficial relationships and an inclusive sense of community. We do this through Peer2Peer groups, roundtable discussions with influential decision-makers, founder retreats, networking and learning opportunities in the Hub, and special gatherings like Techtoberfest.

56

roundtables, thought leadership and other events

330

attendees across all events



Medtech support

Medtech is a flourishing new part of the Waterloo Region tech ecosystem. As any medtech veteran will tell you, building a medtech company comes with a unique set of challenges – things like clinical trials, Health Canada and FDA approvals and long product-development runways. Communitech works with specialized local and provincial partners to build supportive networks that help medtech founders navigate the complex regulatory pathways, testing processes, lengthy development cycles and funding challenges.



178

medtech or medtech adjacent startup member companies

16

medtech or medtech adjacent scale-up member companies

7

medtech Growth Coaches on the roster

Program participation

Communitech offers a range of innovative programming to help founders at every stage of their journey, from early stage to scale-ups and beyond. Things like growth coaching, Pro Squad experts, the employer-of-record Outposts program, Fierce Founders for women and non-binary founders, the Strategy and Planning Intensive Track, ElevateIP, autonomous-vehicle technology support, and more.



17

participants across Fierce Founder programming

36

hires through Communitech Outposts

Capital

Access to capital is essential for growing companies. Communitech supports founders through investment-readiness sessions, VC Office Hours, introductions to investors, investor-founder events, awareness of government funding programs, our Team True North™ initiative for high-performing companies and the True North Fund, which aims to help Canadian tech businesses grow into world leaders.



181

total introductions made

\$315,422,000

capital raised by all
Communitech member firms

Talent

Attracting and retaining tech talent remains one of our founders' most pressing challenges. Communitech helps address this need through our national Work in Tech job board, the Help List for displaced tech workers, our employer-of-record Outposts program, and talent-data initiatives such as the eIMPACT dashboard, which helps Canadian tech hubs understand talent movement trends across the country.

615

new hires made by member firms

8,287

jobs currently posted on the Work in Tech job board



In conclusion

Communitech's mission is simple: to help founders start, grow and succeed. To do that, we need to stay close to the founder community and our partners. This quarterly Ecosystem Report is a reflection of our commitment to maintain and strengthen those relationships. Thanks to all of you for making Waterloo Region and Canada a global leader in innovation.

THANK YOU TO OUR
FOUNDATIONAL SUPPORTERS

