

2020 Civic Partner Annual Report

*Platform Calgary
(Calgary Technologies Inc.)*

Platform Calgary Overview

Our Vision:

Building shared prosperity
by making Calgary a global hub
for startups and innovation.

Our Mission:

Empowering people
building the next economy.

Our Guiding Principles:

Collaborate First

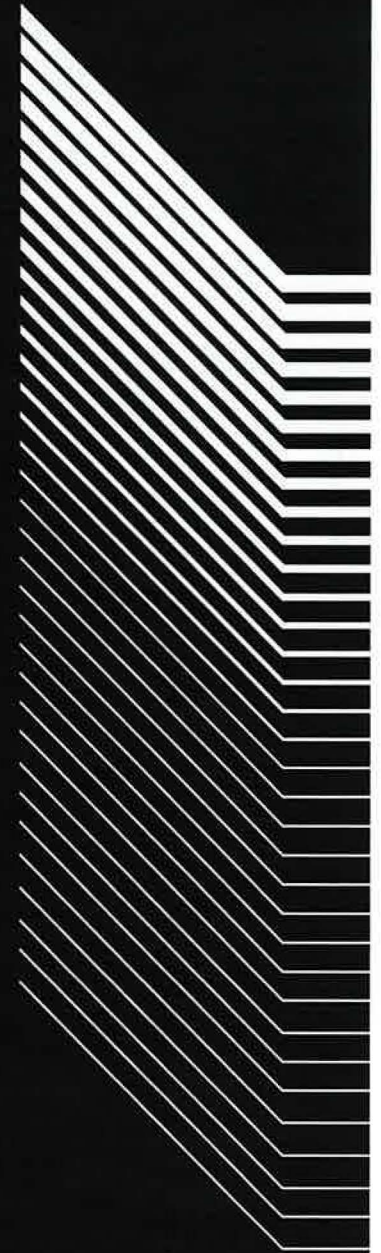
Love Founders
Build Community
Think Global
Embrace Risk

Our 10 Year Goal:

10x the rate of startup creation and scaling to triple the
size of the tech sector to over 1,000 scaling companies
and over 2,000 startups.

Our Community Keystone Roles:

1. We work to make all parts of Calgary's tech startup ecosystem better resourced, connected, efficient, effective and prominent.
2. We directly serve the community through early stage pre-acceleration programs that increase the number and readiness of founders, enterprises and investors.
3. We form and facilitate partnerships to accelerate later stage startups or collaborative initiatives.
4. We operate public facilities dedicated to supporting innovators.



2020 Highlights and Results.

High Demand

1,300 1:1 advisor hours

592 individuals and companies served *(up from 445 in 2019)*

4 new programs

High Impact

New Hires per client averages 4.3
(up from 1.7 in 2019)

217 new jobs created in 2020
by Platform founders

High Collaboration

Merged with Startup Calgary

12 program delivery partnerships

Secured 50+ program partners for the
Platform Innovation Centre

High Aspirations

Accelerate the ecosystem
through place, programs
and partners

JUNCTION

FOUNDERS X FOUNDATIONS



Calgary's Home for Innovators.



50+ Partners Under One Roof.

Accelerators, Investors & Venture Builders

- Acceleprise
- Alberta Enterprise Corporation
- BDC
- EDL/Tecconnect
- Fuse 42 SDG Accelerator
- Harvest Builders
- Intergen
- LIFT Accelerator
- NACO
- The Accelerator
- Thin Air Labs
- Valhalla Private Capital
- Volition
- Zone Startups

Sector Specific

- Alberta Ecotrust Foundation
- Alberta IoT
- Bioenterprise
- Decentralised Energy Canada
- Energy Futures Lab
- Foresight Cleantech Accelerator

Community & Capacity Builders

- A100
- Alberta Women Entrepreneurs
- Beakerhead
- BusinessLink
- Calgary UX
- Civictech YYC
- ComIT
- Data for Good
- Digital Alberta
- Fuse 33
- LiveWire
- Momentum
- Product Calgary
- National Music Centre
- TedXCalgary
- Venture Mentoring Services Alberta
- YYC Data Society

Post-Secondary Institutions, Skill Building Academies & Related Support Orgs

- 321 Growth Academy
- Canada Learning Code
- Hunter Hub for Entrepreneurial Thinking
- InceptionU
- Lighthouse Labs
- Mitacs
- Mount Royal University Institute for Innovation & Entrepreneurship
- SAIT School for Advanced Digital Technology
- W21C

Enterprise

- KPMG
- Long View Systems

Youth Focused

- MindFuel
- League of Innovators
- Robogarden
- YELL

**These partners reach
over 17,000 individuals.**

Current State and COVID Impacts.

Operations

→ Platform is expecting a \$324,000 Net Loss in fiscal year 2020, much lower than initially projected

→ ARTC building vacancy is 41%, down from a peak of 49%. Compared to pre-covid vacancy of 34%

→ Platform cut variable expenses by \$800,000 or 25%

Programs

→ Demand for tech startup programming is strong. Pivots to virtual increased accessibility province-wide.

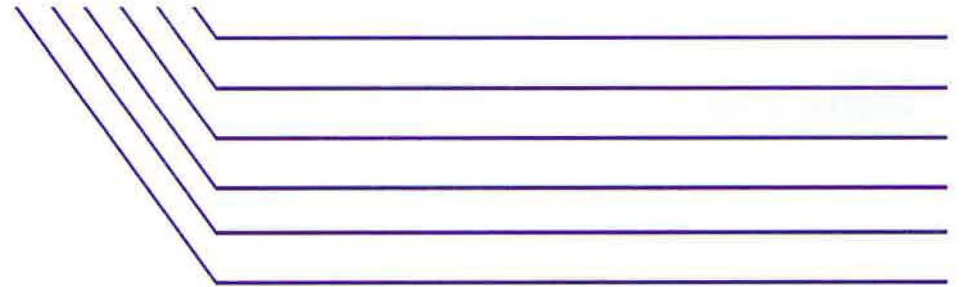
→ Significant opportunity to be a core part of the economic recovery.

Long Term Sustainability

→ Platform Innovation Centre: delays & safe, inclusive design changes drove up fit out costs.

→ Corporate structure limitations required reworking of capital financing plans.

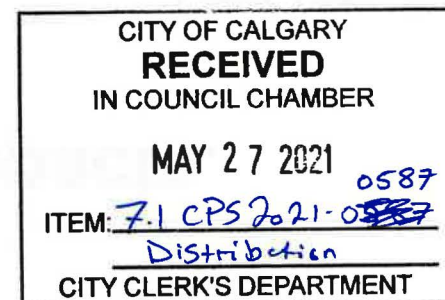
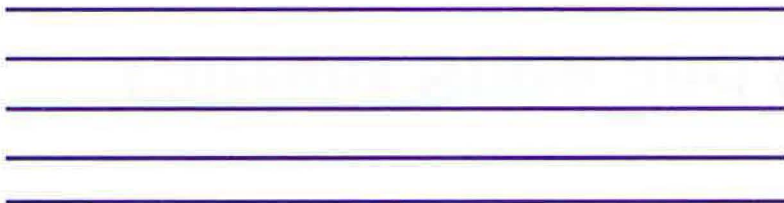
Looking forward in 2021.



Working together to build a future for our city rooted in the growth of a vibrant tech and innovation sector.

We are opening the Platform Innovation Centre to our program partners, curious Calgarians, investors, and founders.

We are ramping up our work with partners province-wide on an exciting expansion and harmonization of entrepreneur support and training.



PLATFORM
calgary