

Fuelling Global Innovation

Spark Centre is a business incubator providing advisory services, office space and day-to-day operational support to early stage and rapidly growing innovation and technology companies.

As one of Ontario's seventeen Regional Innovation Centre's (RIC), Spark Centre's mandate is to contribute to building a strong economy, that can provide jobs and prosperity for all Ontarians, supporting the advancement of innovation and technology within the region and that of small businesses.



Sherry Colbourne
PRESIDENT & CEO
Spark Centre



THE SPARK GROUP

One unified group of services focused on our innovation mission.

Mission.

To support innovation in Durham and Eastern Ontario, by driving economic development in our region and fostering an engaging ecosystem that supports businesses to collaborate and thrive.

How does **The Spark Group** achieve its mission?

1

Transforming ideas into thriving businesses through a strong **Innovation Centre**.



2

Attracting and educating international **ventures and talent** to Durham and Eastern Ontario.



3

Making our region a **leading ecosystem** for innovation and growth.

Economic Resilience



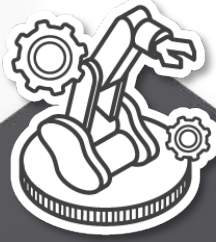
4

Creative and compelling **storytelling** for the Spark Group community.





**EN3: ENERGY,
ENVIRONMENT &
ENGINEERING**



**ADVANCED
MANUFACTURING
& MATERIALS**



**AGRICULTURE
& FOOD
DEVELOPMENT**



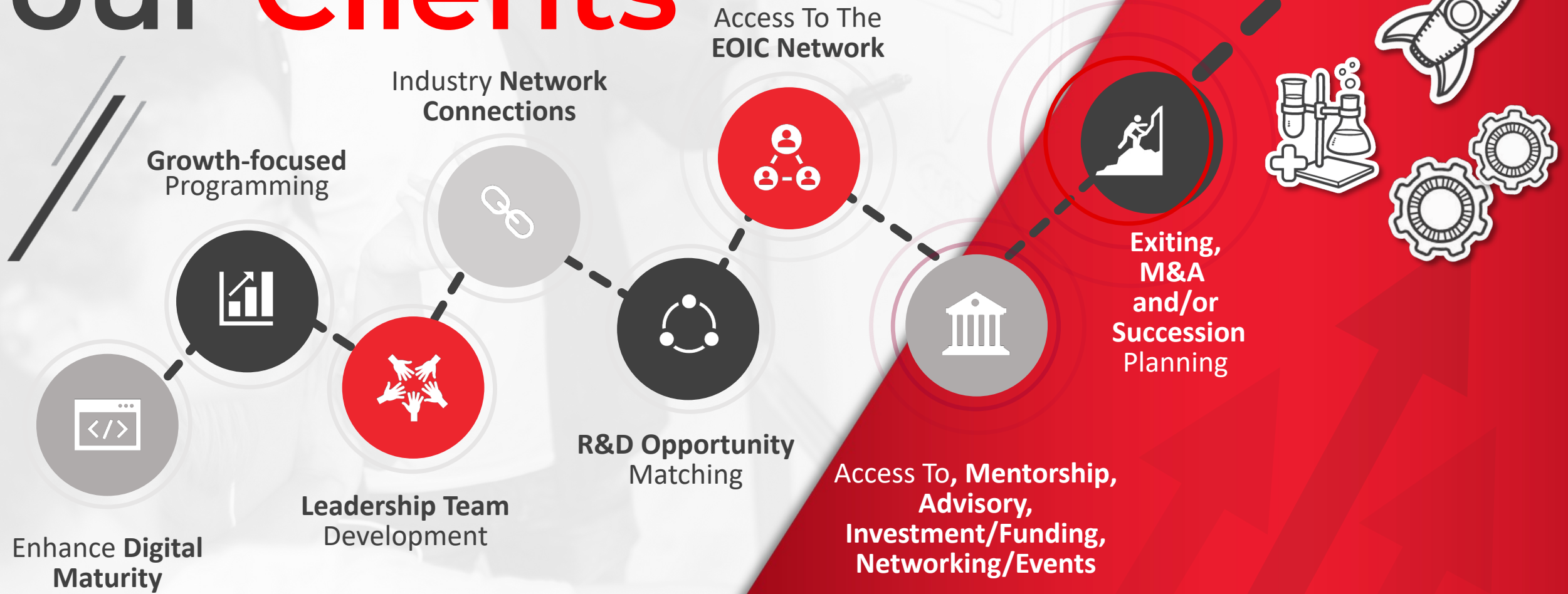
**INFORMATION
TECHNOLOGY &
DIGITAL MEDIA**



**MEDTECH
HEALTH & LIFE
SCIENCES**

**Sectors
We Serve**

How We Help our **Clients**



A Year in Review

2023 ENTREPRENEURIAL JOURNEY

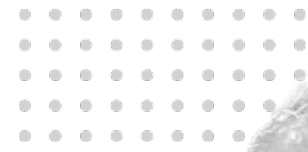
Growth

- Increased high-impact client roster from 142 to 153
- Increased resident clients from 14 to 22, currently have 25 resident clients and have maxed out our space
- Secured 3-years of funding for ElevateIP of \$267K – 7 clients have secured access to this funding already!
- Re-opened room bookings and office utilization in second half of FY23 – 32 client users served, FY24 is on track to surpass FY23 by double!

Amy Davies
First30

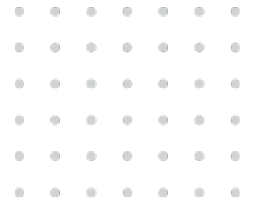


Rick McCutcheon
Sales Advisor



A Year in Review

2023 ENTREPRENEURIAL JOURNEY



Lucie Li
E-cast
Technology

Building Durham's Innovation Engine

- Supported Spark clients post-COVID with detailed market research valued at \$700K
- Spark clients increased their monthly recurring sales to drive \$5.7 Million in annual revenue (up from \$3.7 in FY22)
- We now support more female founders than ever before and laid the groundwork for supporting under-represented entrepreneurs [newcomers | black | female]

ADVISORS & EDUCATORS



Robert Weese
Sales



Bob Spiers
Sales



Chris Giantsopoulos
Marketing



Garry Innanen
AI/Technology/Sales



Kevin Smith
Marketing



Peter Mandl
Finance



Rick McCutcheon
Digital Sales



Judith Pineault
Executive Coaching



Ivano Labricciosa
Hardware



Len Kleine
Health Sector



Sayani Saiphoo
Finance



Jason Gamblen
Sales/Investment



Pete Crouse
Franchising



Dave Miller
Software Technology

Mentors

SECTOR REPRESENTATIVES



INFORMATION TECHNOLOGY & DIGITAL MEDIA

Barbara Leiann Peart
Blair Patton
Brad Roach
Greg Birley
Jeff Klink
Joe Miller
Kaitlyn McCullough
Noam Hazan
Paul Aussem
Roslyn Mugford
Michael Carter

TOTAL MENTORS: 11



EN3: ENERGY, ENVIRONMENT & ENGINEERING

Rick Rooney
Peter Williams
Ivano Labricciosa

TOTAL MENTORS: 3



ADVANCED MANUFACTURING & MATERIALS

Terri Lynn Simpson
Tom Gunsinger
Tyler Ashby

TOTAL MENTORS: 3



AGRICULTURE & FOOD DEVELOPMENT

Ryan Cullen
Lesley Thomson
Nanci Corrigan

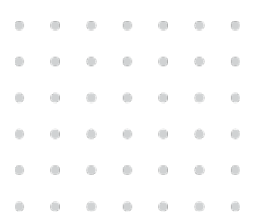
TOTAL MENTORS: 3



MEDTECH HEALTH & LIFE SCIENCES

Giancarlo Sansalone
Judith Pineault
Len Kleine
Paul Cudmore

TOTAL MENTORS: 4



Spark Centre Local Clients

KEY PERFORMANCE INDICATORS



2355 TOTAL ADVISORY
HOURS

36
PAID
JOBS CREATED



MRR
REVENUE
\$5.7M

★ **54%** ★
INCREASE



\$2.4M
CLIENT FUNDING RAISED
60% DECREASE

★ **84**
UNIQUE CLIENTS

14  FEMALE
FOUNDERS

24
NEW
JOBS CREATED



15 CLIENTS
FUNDED

 **12**
FOREIGN
FOUNDERS

WHAT IS THE EOIC?

It's the **Eastern Ontario Innovation Corridor!**
A network that is:

- ✓ Driven by the commitment and effort of Spark Centre and Launch Lab, Ontario's two most eastern RICs.
- ✓ Attracting international businesses and talent to the region, an area nestled within close-proximity to 3 of Canada's largest urban centres, and the Northeast Seaboard of the USA
- ✓ Increasing the number of innovative and technology transformative driven companies within the region.
- ✓ Building regional collaboration strength
- ✓ Promoting program and resource access of established and funded opportunities across the Eastern Ontario
- ✓ Providing creative solutions to address challenges within the region

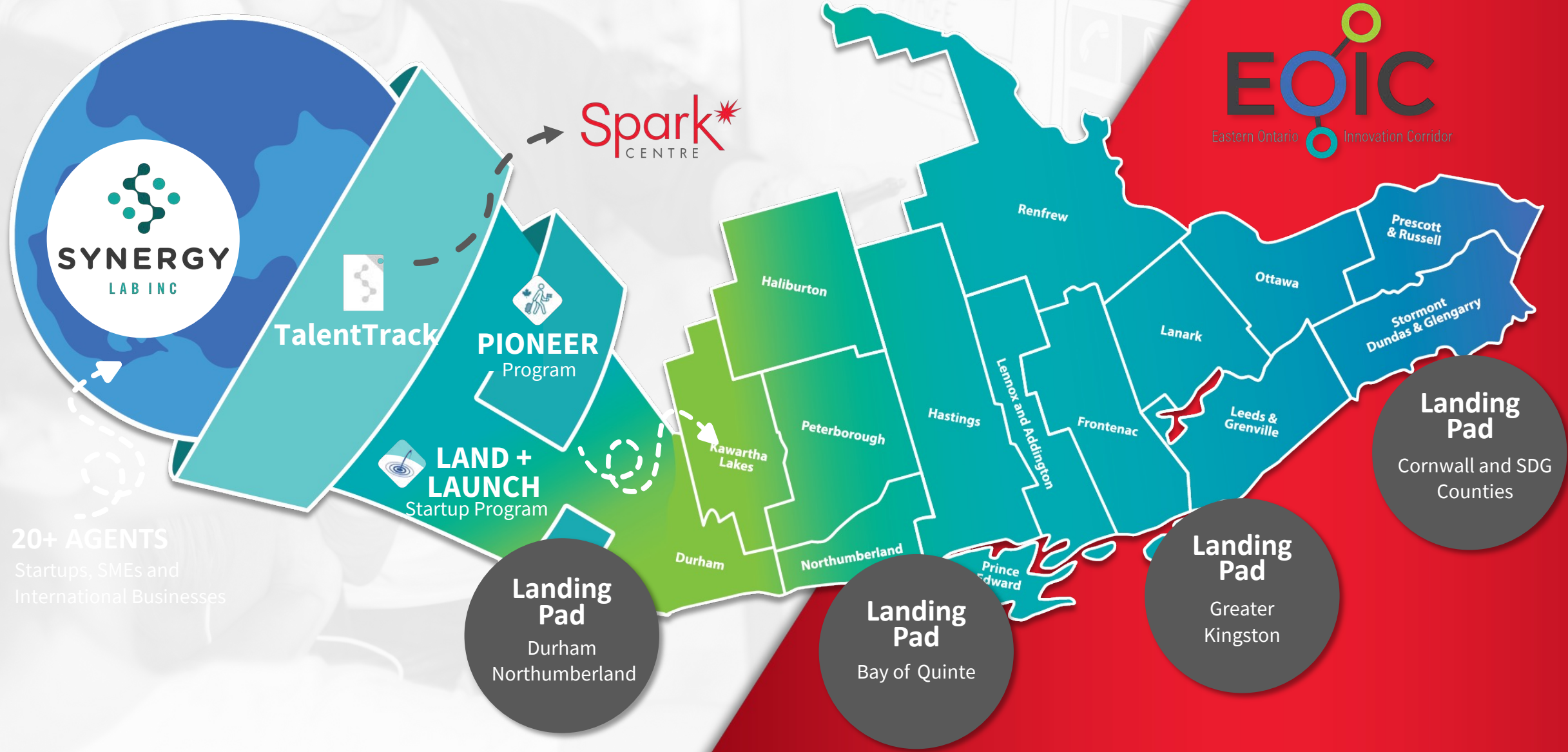


GROW WITH US <<<

- 📍 **Communitech**
- 📍 **MaRS**
- 📍 **Invest Ottawa**

HOW DOES IT WORK?

Our vision is for the **Eastern Ontario Innovation Corridor** to be known as a leading **Innovation District** within Canada.



20+ AGENTS
Startups, SMEs and
International Businesses

WHAT ARE THE RESULTS?

We believe our tenacious commitment to building a strong Eastern Ontario innovation ecosystem, is paying off.

Periodic Table of Durham Region Tech Local & Landed Newcomer Clients

296 Number of Founders

77 Number of Female Founders

871 Number of Hires

\$63M Total Capital

Rs AccegeWif/ RealSham \$	Cb CamoroRe \$											Eld Elders \$	Rmd Remote Monitoring Dental \$	Iap Apotheca Healthcam Inc \$\$\$	Ta Talley Apposites Solutions \$		We WeICA \$\$	Fs Frontstop \$	
Po Paid Off Inc \$	Izi IZIsoft Solutions Inc \$		Rei Respower Inc \$	Fr Frellen Inc \$\$	Wiz Wizaven Inc \$	Fi First 30 Inc \$	Cp Complide \$	Np HistoryPro \$\$\$	Cop Copia Vertical Marketplace Inc \$	Oi OptiLocal \$	Hs Hospital Studio \$	Aa AcaAlert \$	Fs Fitosite \$	Ro Robong Inc \$	He Health Espresso \$\$\$	Al AL Farming Inc \$			
Kwi K Wif \$\$	Sx Sera \$	Can CanTech Diamonds Inc \$	Cii CISolutions Corp \$	Rch Richrose Studio Inc \$	Hav Hava Tell \$\$\$	Om Omnison \$\$\$	Ma Magely Access \$	Rsk Robonics \$	Tv Tevision Inc \$	Ds Dovation Station Solutions \$	Se Scientific Equipment Source Inc \$	Pw Prowork Horizontal Limited \$	Apo Apothecaries \$	Ho Hofin Ltd \$	Sg Smile Genesis Dental \$	Bf BF Innovations \$	Hg HI Greenwell Inc \$\$		
Im Intelligent Motion \$	Da DAPS \$	Cdw CDRocscope \$	Dk Delta Green Technology Inc \$	Swd Smart Water Damage \$	Bl BlueCanvas \$	Ce Eco Business Innovation \$	Met Metashu \$	Dg DigitalPMO \$	Xt Xtaly Pro Canada Inc \$	Eas Easy Period Inc \$	Tur Tand Network \$	Ss Sustain Supply \$	Bnt BNET Tech \$	Ib Intel Beauty Limited \$	We WeTraq \$	Cg Cube Garden \$	Ki Kinova Innovations Inc \$\$		
Skb Subskyb \$	Ki KIM Legal Technology \$	Ce Celtura Enterprise Inc \$	Int IntEnergy \$	Sa Sigma Assist Services \$	Fp File Plot \$	Rch Rachon Research Labs Inc \$	Sw Swid Inc \$	Mod Mod On Demand \$	Hp Hiciti \$\$\$	Ink Inker \$	Wd Wash Dough \$	Pt Pista Tanks \$\$	Ch Cher Health \$	Lv Lingon Voice \$	Ra RAMIT Management Inc \$\$	Ma Manta Agro Machines Ltd \$	Tai Talent Technologies Inc \$\$		
At Accession Technologies \$	Tgp TerraGP Global Logistics \$\$	Ch Changranks \$	Opt Optima AI \$	Tp Tupac \$	Sir Seren App \$	Ci Cisano \$	Bks BKSec Technologies Inc \$\$\$	Id IDkato \$\$	Rde Render Developments \$\$	Ds My Drum Store \$	Eps Empire Pro Socks \$	Gl Groundlevel Insights \$\$\$	Cw Curo Wellness \$	As Affinity Sky Inc \$	Hd HD Scan \$\$\$	No Nova Organic Farm \$	Bsf BSF Solutions Inc \$\$\$		
Ego EGO Smart Inc \$\$	Ztt Zettanor Tech Development Ltd \$\$																		
		Ak ArchNetwork \$	Cz Cavi Technologies \$	Plk Pitch Link \$	Ect E-act Technology Inc \$\$	Aig AloGrade \$\$\$	Brr Bridg \$	Hdd Hemetics Digital Degrees Project \$	Ip Innovatipoint \$	Cs Courama \$	Dy Dative Technology Inc \$\$	Dti Diatech Innovations Inc \$							
		Arc Automated Reward Company \$	Oo Orbno Technologies Inc \$	Xs Xusiang Smart \$	Mg Magcloud Technologies Inc \$\$	Asq A Squared Quality Training \$	Clc Cloud Company \$	Km Kera Meta Inc \$	Pc Pacenta Canada Inc \$	Mya Mya Technologies \$	Sp Speech Starter \$\$								



Area of Technology

- Blockchain
- Clean Technology
- Cybersecurity
- Virtual Reality
- Digital Health
- Artificial Intelligence
- Social Technology
- Material Tech
- Auto Tech
- Cloud Computing
- On-Demand Tech
- E-Commerce
- Restaurant Tech
- Regulatory Tech
- Internet of Things
- Data Management & Warehousing
- Corporation/CVC
- Travel Tech
- CPG & Retail Innovation
- Agriculture Tech
- Wearables
- Robotics
- Education Tech
- Fin Tech
- Other

Capital Investment by Business

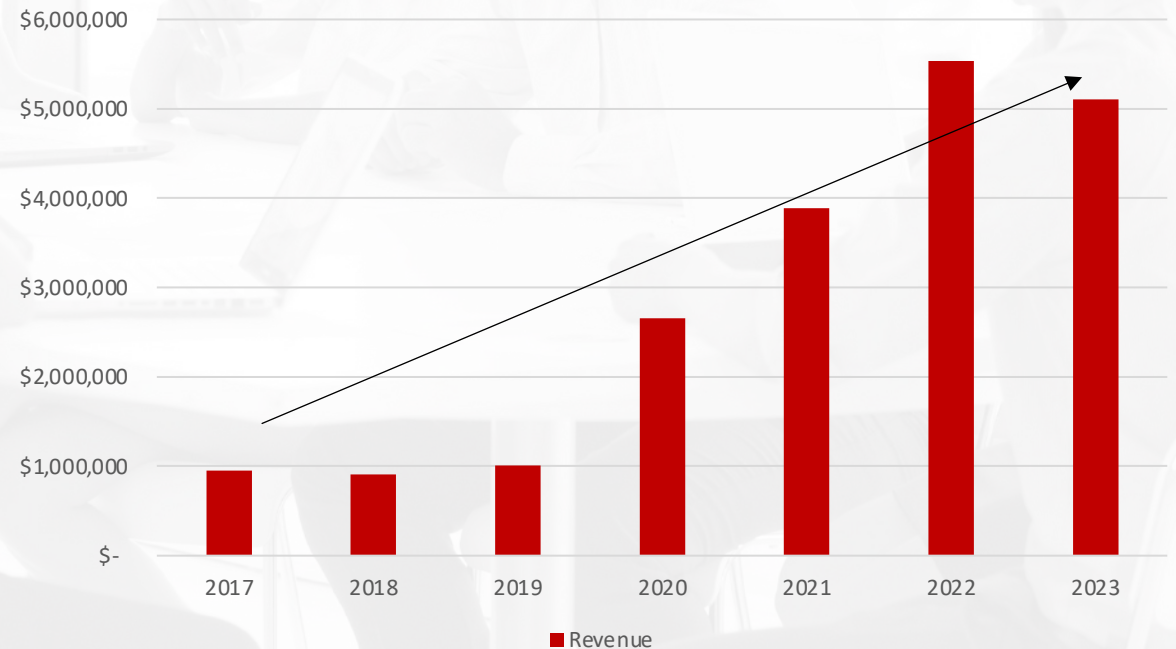
- \$ \$150-\$499K
- \$\$ \$500K-\$999K
- \$\$\$ \$1M+

SPARK GROUP CONTRIBUTION TO THE REGION

It's *still*
a success
story of growth...

7-year Cumulative Annual Growth
of **27%** in Revenues.

Revenues Spark Group of Entities

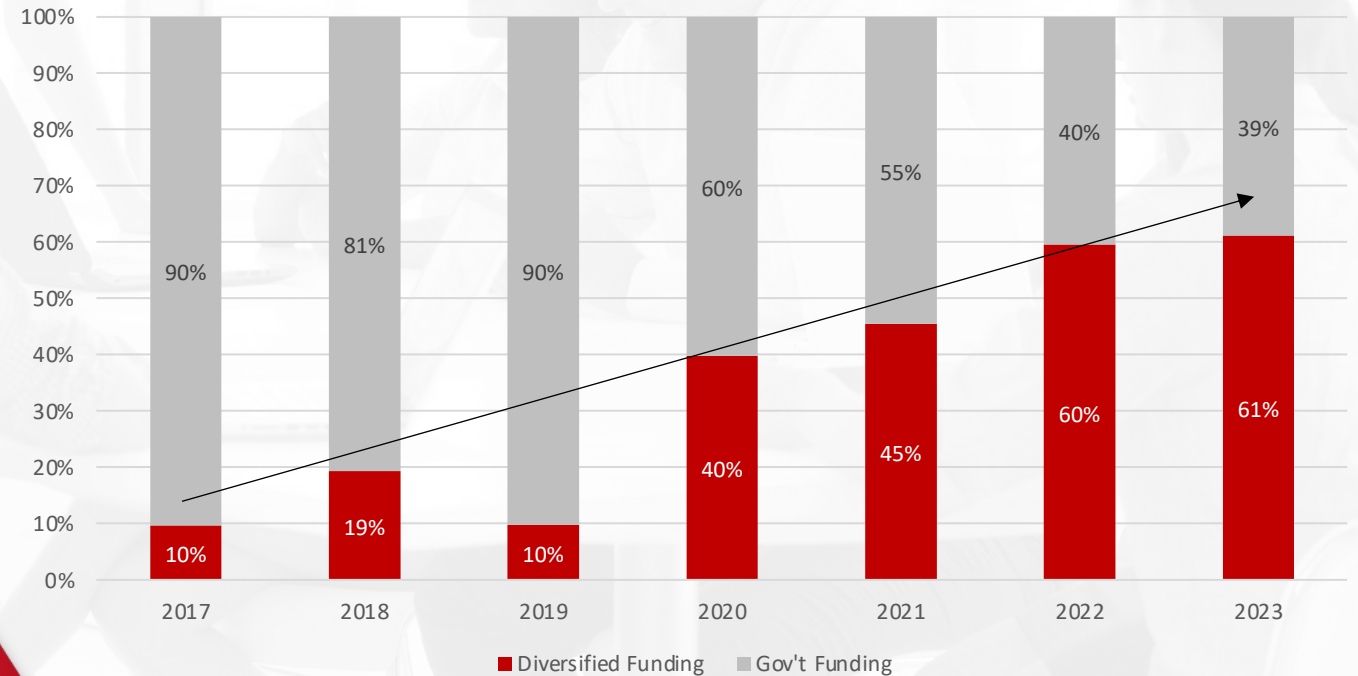


SPARK GROUP FUNDING



7-year Cumulative Annual Growth
of **30%** in Diversified Funding.

Spark Funding Government vs. Diversified Funding (%)



Client Success

NEWS & ACCOMPLISHMENTS

This Year we are Celebrating

- New funding for the commercialization of Intellectual Property
- Steady arrival of newcomer entrepreneurs who are now part of the Spark Centre community
- Launch of our new acceleration program – Amplify
- Expanded network of advisors/mentors and community partners to aid in the acceleration of our clients
- New government partner onboarded – Procurement Assistance Canada (PAC)
- Developed closer connections with Invest Ottawa and IRAP
- Launched Phase 2 of our CRM development

Marketing & Events

The marketing team enables Spark clients to punch above their weight while at the same time helps build the Spark Centre brand as the catalyst of Durham Region's innovation culture. Our goal is to attract new technology and innovation startups, community leaders, investors and partners through outreach and events to create a robust entrepreneurial ecosystem!



Zack Magerman
FitSensive



Marketing

NEWS & ACCOMPLISHMENTS

- Expanded our online presence to speak to our numerous online audiences and executed a brand refresh
- Added a private podcast facility – expert videographer onsite
- Published the 20th issue of *The Spark* magazine
- Introduced SparkCAST and Synergy On Record podcasts to highlight innovation, insight and inspiration throughout the region
- Introduced Monday Mornings with Creative Spark to provide clients with marketing advice and creative support
- Wrote and published 15 Growth Stories, celebrating clients' success in the region

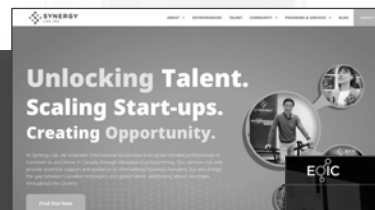


Connecting Community

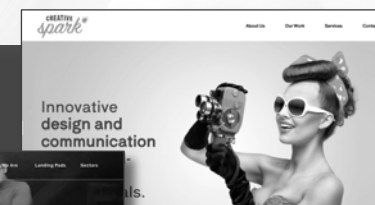
DRIVING ONLINE TRAFFIC TO DURHAM REGION



Synergy Lab
synergylab.ca



Creative Spark
creative-spark.ca



Durham RTDS
durhamrtds.ca



EOIC
eastinnovation.ca



The Spark:
thesparkmagazine.ca

A Diversified Online Portfolio

Having multiple websites across the organization not only offers us the benefit of an expanded digital footprint, but also speaks to the various ways the Spark Group of Companies serves our community to help build economic impact. Each website targets a different audience, allowing us to connect with our many clients and stakeholders.

ELITE PARTNERS

A Big Thank You to our **Elite Partners**



Educating clients through **Masterclasses** and **1:1 Advisory** support.

**Bereskin
& Parr**

1 Specializing in:

Intellectual
Property
Trademarks
Patents
Copyrights


COLDWELL BANKER
RMR REAL ESTATE
BROKERAGE

2 Specializing in:

Relocation
Consultancy
Property
Procurement
Area Education



3 Specializing in:

Human
Resources
Growth Strategies
Compliance
Virtual CFO

LEYTON
Empower your future

4 Specializing in:

Innovation
Funding
Sales Tax
Recovery
Government Grants

RDP

5 Specializing in:

SR&ED Tax
Credits
Government Grants
Funding
Consultancy

 **SURESH**
LAW

6 Specializing in:

Corporate
Technology Law
Real Estate Law
Services
SME Consultant

REAL ESTATE

REFRESHED

7 Specializing in:

Relocation
Consultancy
Property
Procurement
Area Education

KEY FUNDING PARTNERS

Our valued **partners** help build a thriving innovation economy and robust support system for the **entrepreneurs** who are contributing to wealth and **job creation** in our region and beyond.



MINISTRY OF ECONOMIC DEVELOPMENT, JOB CREATION & TRADE

The Ministry of Economic Development, Job Creation and Trade supports world-class research, commercialization and innovation taking place across Ontario through a range of programs and services like the Ontario Research Fund, Innovation Demonstration Fund, Ontario Venture Capital Fund and the Ontario Network of Entrepreneurs. The Ministry is the primary funder of Spark Centre.



ONTARIO CENTRE FOR INNOVATION (OCI)

The Ontario Centre of Innovation (OCI) maximizes the commercial impact of research developed in Ontario's colleges, universities, and research hospitals, and accelerates the commercialization of Made-in-Ontario intellectual property and technologies. They focus on helping Ontario innovators get connected with the researchers, industry partners and funding needed to commercialize and scale.



CITY OF OSHAWA

The City of Oshawa is the largest municipality in Durham, both in terms of population and concentration of business activity. The City benefits from its diverse economy balanced between services such as health care, information technology and education along with a stable base of advanced manufacturing. The city has also seen historic levels of physical growth setting development records in each of the last five years. The City of Oshawa is a crucial partner, funder and supporter of Spark Centre.



INVEST DURHAM – DURHAM REGION ECONOMIC DEVELOPMENT & TOURISM

Invest Durham leads, facilitates and supports various investment attraction and expansion initiatives. Our goal is to create and retain jobs, increase non-residential assessment and promote the region as the best place to live, work and invest. Invest Durham is a division of the Regional Municipality of Durham and is a significant supporter and funder of Spark Centre.

BOARD OF DIRECTORS



Gary Jarosz
Chair



Christopher Aleong
Director



Hari Sambasivam
Director



John Dynes
Director



Nikki Stone
Director



Lori Sterling
Director



Randolph Mank
Director



Marina Avisar
Director



Saleema Khimji
Director



Roger Pan
Observer



Simon Gill
Observer



Hailey Wright
Observer

OUR ECOSYSTEM

Thank You to our Partners & Affiliates





Discussion



sparkcentre.org

eastinnovation.ca

synergylab.ca