

2022 ANNUAL REPORT



WELCOME TO BURLINGTON

ONTARIO, CANADA

A WORD FROM OUR MAYOR

Burlington Economic Development has guided our local business community through tough times and continues to offer essential services for those who are looking to locate or expand their business in Burlington. In 2022, as restrictions eased and we began to breathe a sigh of relief after two difficult years, we knew our business community still needed our support. Between supply chain disruptions, an increase in cost of living, and the changes of hybrid and remote work, there was a lot to think about. Burlington Economic Development led the way, continuing important initiatives like My Main Street and working directly with our businesses to educate and support on critical issues. Burlington EcDev also led the attraction of new investment to the community, including bioengineering company The Cultivated B. Burlington is a growing city and it's wonderful to see our business community continue to grow and thrive with support from Burlington EcDev."

Mayor Marianne Meed Ward

7490 Number of
Businesses

113K Number of
Jobs

76% of Burlington's
working age
population has
post-secondary
education



SUPPORTING BURLINGTON BUSINESSES

In 2022, Burlington Economic Development has continued to support businesses to locate and grow in Burlington. We collaborated with key organizations in Burlington to make changes that allowed businesses to more efficiently navigate municipal processes.

We also know that more than 30% of our workforce commutes in from Hamilton. We continue to work with our colleagues at Burlington Transit to improve connectivity between the two cities.

In 2022, our team also worked with Community Planning staff to assist with process improvements, and this work continues today.

In 2022, we continued our partnership with the Burlington Chamber of Commerce, including co-hosting an official welcoming of Brock University to Burlington, and the inaugural Workforce Symposium. This sold out event featured an expert panel to dissect issues and opportunities around hiring, retention and workplace trends.



200+
BUSINESSES
SUPPORTED



OUR TOP SERVICE AREAS

- Location Search
- Building & Development Concierge
- Demographics & Data
- Connections to Talent
- Industry Connections and Knowledge Sharing
- Government Funding and Incentives

MY MAIN STREET AND DIGITAL MAIN STREET PROGRAMS

As businesses continued to navigate the Covid-19 pandemic, the My Main Street Program evolved to support businesses through closures and restrictions and help restore vibrancy to local communities. Burlington Economic Development continued to oversee the program in 2022, assisting more than 20 businesses in accessing more than \$400,000 in grant funding.



**MY MAIN STREET
MA RUE PRINCIPALE**

515

BUSINESSES SUPPORTED
WITH MARKET
RESEARCH, BUSINESS
SUPPORT, AND
BUSINESS TRAINING.

\$122,500

IN GRANTS
RECEIVED



331

BUSINESSES
SUPPORTED
THROUGH DIGITAL
MAIN STREET
PROGRAM

49

GRANTS TO
BUSINESSES

Burlington Economic Development also worked with partners to connect Burlington businesses to The Digital Transformation grant and digital training opportunities. In 2022 alone, more than \$122,500 in grant funding was distributed to Burlington businesses to support with digital marketing, website design, social media and more.

Receiving the grant has helped tremendously. I have been able to hire help with Instagram and with rebuilding my website. Almost instantly, sales came from Instagram posts. More than ever an online presence is imperative. Do your market research and know your target audience and reach out to them."

Shirley Cope, owner of The Knitters Boutique Inc.

NEW IN BURLINGTON

THE CULTIVATED B

\$69M

**Economic
Impact**

The Cultivated B is a subsidiary of German company InFamily Foods. With Cultivated B as one of three core corporate pillars, InFamily Foods is a leading international supplier of protein solutions.

The facility will develop and produce bioreactors from 500 mL ranging up to 25,000 litres, as well as photobioreactors and high-precision devices for cellular agriculture and precision fermentation.

Additionally, approximately 20,000 square feet of the building will become a dedicated innovation hub, offering small and medium sized cellular agriculture and other biotech companies access to laboratory space, bioreactors, and other resources to test and scale their products.

The Cultivated B announced its 130,000-square-foot manufacturing facility and innovation hub in Ontario, Canada during a red ribbon event in October 2022.

\$30M

**Made in
Investments**

170,000

**SQ FT
EXPANSION**



ABS MACHINING

Established in 1971, ABS Machining has grown to become a recognized global leader in large machining, fabrication, and assembly for OEMs. ABS offers OEMs a complete manufacturing solution that strengthens their supply chain. In 2022, ABS Machining began expanding and consolidating their three Southern Ontario locations into Burlington.



TECHPLACE

WHERE THE BEST IN TECH
CONNECT



Burlington Economic Development continues to lead TechPlace, a vibrant and collaborative innovation hub. In 2022, TechPlace continued to grow, welcoming new members and LaunchPad companies. In partnership with Haltech, Latam Startups and Innovation Factory, we launched Acceleration+. Through engaging learning sessions and partner office hours, TechPlace is dedicated to nurturing a vibrant and diverse ecosystem that encourages the exchange of knowledge and fosters collaboration.

TECHPLACE CELEBRATES 5 YEARS

In 2022, TechPlace celebrated 5 years of supporting innovation and entrepreneurship in Burlington. Our 2022 open house was a celebration of the return to the space and the renewal of the community following the pandemic. With a sold out attendance of 100 people, the event served as a clear reminder of the need TechPlace is fulfilling in our community. 2022 was a year of resilience, collaboration and renewal.



\$25M

In revenues reported
by LaunchPad
companies

IN 2022...

40+ events hosted

700+ Mentor hours
provided

800+ Visitors

Our co-location partners, Angel One and Haltech Regional Innovation Centre remain at the core of our programming.



AngelONE
Building the Canadian Economy One Deal at a Time

\$3.3M

In funding received by
LaunchPad companies

190

Employees Hired
by LaunchPad
companies

SOFT LANDING PROGRAM GROWS



Burlington Economic Development attracts international companies to locate and grow in Burlington through the Soft Landing offices at TechPlace. Once here, we work with our partners to help these technology companies expand into the Canada/US markets. Not only do they benefit from the space and location, they become part of a community-oriented environment and benefit from our many resources and partnerships.



After visiting Burlington and getting a tour of TechPlace, we knew right away that we wanted our Canadian office to be located here. Having an office space at TechPlace allows us to have easy access to the North American market but will also provide access to mentorship and resources that will make our expansion easier and assist us in hiring the right talent.”

Mario Alejandro Escoto
CEO & Co-Founder of Beltechub



10
INTERNATIONAL
COMPANIES
LOCATED AT
TECHPLACE IN
2022



We knew right away that TechPlace was the right choice for us because it is ideally situated within a technology corridor, close to Toronto, and also close to the largest concentration of egg farms in Ontario.”

Daniel Duarte
CEO of Expertic PGS Technologies Inc.

NEW SOFT LANDING PARTNERSHIPS



Acceleration+

\$3 MILLION
In funding
received

Acceleration+ is a cohort-based program, designed to support international companies with their entry into Canadian markets. This program is a FedDev funded initiative under Jobs and Growth Fund, and a collaboration between TechPlace, Latam Startups, Haltech, and Innovation Factory.

“The Acceleration+ network and monthly advisory board meetings have been essential in the process of accelerating our company and growing the business in the US and Canada.”

Andres Baez
Country Manager, RDIT Canada





Based out of TechPlace, the program supports companies with services geared to talent attraction, team building, culture coaching, GBA+ training, investment, sales growth strategy, accounting services and company valuation, and access to professional working, meeting and event space. In addition, through the program, entrepreneurs receive support for community integration, site selection, building development process, local market insights and resource connections.

IN 2022

\$2.7M

📊 Total Revenue

35

🏢 Companies directly impacted to date

84

💼 Total Jobs

16

🏢 Companies enrolled in Cohort 2

64

🕒 Advisory Hours

16

🎓 Companies graduating Cohort 1

“The environment at TechPlace is very positive and people are very supportive. I am surrounded by a set of people who really want you to succeed and I love working from here. As part of the program, I have access to 3 amazing mentors who are very helpful.

Gaurav Chauhan
Co-founder, KonarkPro

A WORD FROM OUR LEADERSHIP

“We are pleased to release the 2022 annual report. We view this document as an important opportunity to share details about the work we do, the impact it has, and of course a snapshot of Burlington's economic landscape. We are proud of what we accomplish as a team, and of the community we represent and support. Through both the impacts of COVID-19 and Burlington's development pipeline as we move from greenfield to redevelopment and intensification, our city is growing and evolving. I am excited to work with our board, staff, and partners to evolve Burlington Economic Development in order to keep up with these changes. We will remain strategic and focused on what's to come. This includes the discussion about our role in supporting main street business, the development of complete communities around our three GO train stations, and how we will continue to attract and retain business and talent to Burlington's diversified economy.”



Anita Cassidy

Executive Director, Burlington Economic Development



“2022 was a year that required Burlington Economic Development to adapt quickly to new challenges facing our business community as restrictions lifted and the pandemic moved into the rearview mirror. Our team remained committed and focused, working with our partners to deliver programming and services Burlington businesses needed to get back on track. Strategic initiatives like TechPlace and the launch of Acceleration+ made it possible to tap into new opportunities and jump start investment attraction following the pandemic. There is more work to be done, but I’m confident in our strong and versatile team to move it forward. Our board of directors is engaged and energized for the future, and I’d like to personally thank my board colleagues for their ongoing commitment and service to Burlington Economic Development. As Chair, I am proud to represent Burlington and to help support the resilient and innovative businesses that call our city home.”

Ron Laidman
Board Chair, Burlington Economic Development



CONNECT WITH OUR TEAM

InvestBurlington.ca
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TechPlace.ca



Burlington
ECONOMIC DEVELOPMENT

