



Ecosystem Impact Report

Q2 FY2026 July – Sept. 2025



A COMMUNITY OF TECH

EST. 1997

Helping tech companies start, grow and succeed in Waterloo Region

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 funded programs, specialized programs such as Fierce Founders for women and non-binary entrepreneurs, workspace in the Communitech Hub® and networking events like our Communitech Breakfast series.



1,047

engagements with a Growth Coach or Founder Success Manager

72

received an intro

OUR STRATEGIC REFRESH

Our refreshed strategy sharpens our focus on helping tech companies start, scale and stay in Waterloo Region. We're doubling down on community and technology—launching new peer groups, coaching, AI adoption support and IP programs—while shifting to a delivery model that mirrors how high-performing startups operate. The goal: a stronger, more connected local ecosystem built on trust, collaboration and shared momentum.



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, and specialized help in areas like intellectual property protection.



713

engagements with a Growth Coach
or Founder Success Manager

19

received an intro

FROM OUR COMMUNITY

“Since joining Communitech, we’ve been able to launch paid customer projects and move the needle in the right direction with our investment discussions. The support from every angle has been incredible—from our success manager and Fast Track program coordinator to our investment mentor. The community itself is outstanding, with great events, a vibrant network and an amazing office space that truly fosters innovation.”

—Dennis Kuzmenko, Founder & CEO, Innovate-Ops



Community building

Community has been at the heart of Communitech's success since we launched more than 27 years ago. Built 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 roundtable discussions with influential decision-makers, founder programs, networking and learning opportunities in the Hub and special gatherings like Techtoberfest.

2,036

attendees across all events

86

roundtables, thought leadership and other 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.



71

MedTech or MedTech adjacent startup member companies

3

MedTech or MedTech adjacent scale-up member companies

5

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-up and beyond. Things like growth coaching, Pro Squad experts, the employer-of-record Outposts program, Fierce Founders for women and non-binary founders, Startup Bootcamp, the Capital Readiness Intensive Track, ElevateIP, advanced automotive technology support and more.



32

participants across Fierce
Founder programming

37

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 and our Team True North™ initiative for high-performing companies.



60

total introductions made

\$48,339,600

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, 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.

7,250

Active Jobs 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



GOWLING WLG

