



Introduction to Boundless Accelerator

Presented by: Linda Horowitz,
Director of Program Management

Agenda



1. Introduction
2. About Boundless Accelerator
3. Our Innovative Programs
4. How Boundless Accelerator Supports the County
5. Partnerships
6. Open Discussion and Q&A



Striving to create a future where entrepreneurship knows no limits.

Boundless Focus



- Entrepreneurial education
- Hands-on-mentorship
- Workshops & events
- Co-working space
- Networking
- Seed Funding
- Professional introductions
- And so much more!

SINCE 2011, WE HAVE SUPPORTED
**OVER 1,327
BUSINESSES**
FROM STARTUPS TO SCALE-UPS

EACH YEAR, WE SUPPORT
**70+
SCALE-UP
COMPANIES**



**WE FOCUS ON SERVING
INNOVATIVE, SCALABLE BUSINESSES
FROM FOUR MAIN SECTORS:**



AGRI-INNOVATION



INFORMATION &
COMMUNICATION
TECHNOLOGY (ICT)



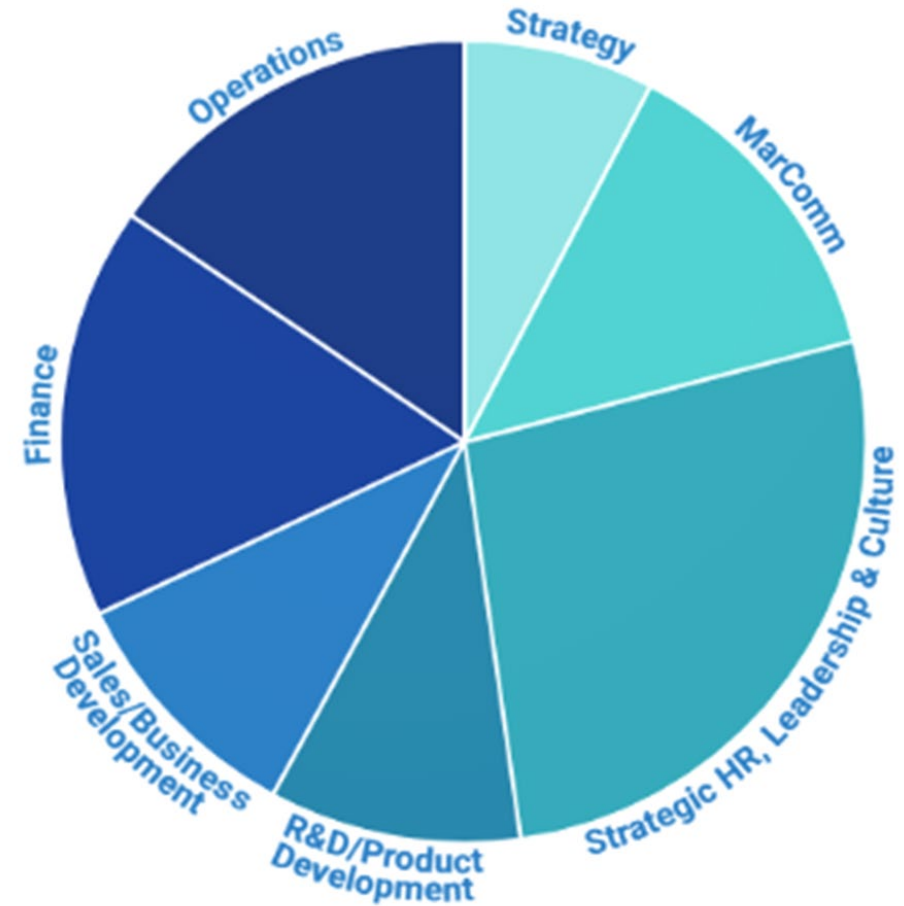
ADVANCED
MANUFACTURING



CLEAN TECH

Boundless Support

- With over 60 industry experts and entrepreneurial staff members, BA offers unparalleled access to diverse expertise to enhance companies' **profitability, sustainability, and strategy.**
- Our clients love working with us because we care, do the work, and make a difference. **With us, their future truly is boundless.**





Boundless Vision



**WE ARE MOVING THE NEEDLE
FOR WOMEN IN BUSINESS.**



Over 50% of our active clients identify as women-founded, co-owned or led businesses.

Boundless Opportunities



- Upcoming Events & Workshops:

TOOLKIT TUESDAY LIVE WEBINAR
Boost Your Innovation: The Importance of IP and How IPON Can Help
Tuesday, November 21, 2023 12pm - 1pm

ASL INTERPRETERS
SPONSORED BY:

ASign

With guest:
Sonia Patenaude
Manager, Intellectual Property, IPON

Register online at boundlessaccelerator.ca/toolkit



Tuesday, November 21



HOW TO FINANCE YOUR AG BUSINESS
NOVEMBER 24 | 9AM - 12PM AT THE GRANDWAY EVENTS CENTRE, ELORA

Sponsored By:

invest in Guelph

taste-real
FROM THE GROUND UP
SUPPORTING WELL-THINKING LOCAL FOODS



Friday, November 24

LESSONS FROM
LEADERS
PANEL DISCUSSION

My Biggest Challenge When
Starting/Scaling My Business

NOVEMBER 24 @ 7:30 AM

This event series is sponsored by:



Please note: this is a hybrid event. In-person and online participation is welcome. Registration is FREE but required.



Friday, November 24



Our Programs



“Our new name reflects the boundless vision, passion, ingenuity and potential of the entrepreneurs and business leaders we work with here in Guelph and beyond.”

— Alison Crumblehulme, CEO



boundless
STARTUP➔
PROGRAM



- This program is for qualifying Startups and Early-Stage companies wanting to accelerate their business to revenue and investment.
- Level 1 is our fully funded educational and networking program for selected entrepreneurs.
- Level 2 is a fully funded 24-month program for high-potential companies and those in Level 1 who show considerable development. Two hours of fully funded mentorship is provided.
- Ongoing Intake



- This National Accelerator Program is designed to accelerate the growth and profitability of the women-led or women-owned companies that participate.
- The program is delivered through education, coaching, and project implementation.
- Builds upon our prior successful Rhyze women's programming and has been tailored to help companies identify an effective path to scaling up.
- Ongoing intake – April 2023 start



Activate
Circular Accelerator



- Helps scalable businesses rethink waste and reach new markets through circular knowledge and practices.
- Eligible companies will receive:
 - Funding up to \$20,000 + optional financing
 - Hands-on executive-level mentorship
 - Leading edge circular economy training
 - Link to Canada's leading agri-innovation hub
 - Support to scale your business
- Applications closed – Cohort 4 has begun



inclusion | diversity | environment | acceleration

- i.d.e.a. Fund is a program that fosters inclusion, diversity, environment and acceleration while contributing to a green recovery
- delivered in partnership with other Ontario Regional Innovation Centres (RICs)
- It provides a non-repayable grant (seed funding) of up to \$30,000 and executive-level mentorship to support these objectives.
- Applications closed – Cohort 2 is in progress



- An early-stage investment readiness program
- Participants:
 - Learn about different kinds of investment,
 - Work with financial specialists 1:1
 - Learn how best to answer tough questions
 - Network with other founders and experts
 - Learn how to pitch & tell their story
- The program culminates with a pitch event
- Applications closed – Cohort 2 [2024]



- Venture-Capital Ready – Investment Training for Women Entrepreneurs is an initiative by the Small Scale Food Processor Association.
- We are a proud training partner
- Designed for market-tested food businesses throughout Canada
- Aims to ensure entrepreneurs are prepared and confident to enter the investment process.
- Builds confidence and preparedness in the investment process; focus on the Q&A portion of the pitch
- Cohort 1 in progress.



boundless
business consulting



Consulting for companies scaling to >\$1 million

- Provides expertise across business strategy, sales and marketing, and other key disciplines.
- Consulting team has deep expertise
- Assess current performance
- Identify gaps and opportunities with actionable growth strategy playbooks
- Continuation options for Fee for Service engagements:
 - Ongoing mentor support
 - Projects that weren't tackled
 - Fractional work



County Support



“Boundless Accelerator welcomes and supports entrepreneurs from diverse backgrounds and life experiences”— *Alison Crumblehulme, CEO*

Boundless RURAL Experience



- Linda Horowitz, Director of Program Management, was an active member of the Erin Economic Development Committee, leading the effort to create an Entrepreneurial Hub in the Town of Erin, which developed into a local Chamber. (2019-2021)
- Supported the Town of Minto with expertise and resources when they decided to create a hub for rural entrepreneurs and community members as part of their economic development plan in 2014. (LaunchIt Minto)
- Boundless Accelerator has been involved in outreach to County of Wellington businesses to ensure there is awareness and the opportunity to participate in Boundless programs. This outreach includes a monthly Regional Partner meeting to share opportunities and new program offerings.



Boundless RURAL Experience



- Invited to and participated in **OECD's Enhancing Innovation in Rural Regions** project stakeholder initiative
- Boundless has been asked to support other rural communities:
 - Hired by **Community Futures Oxford** to perform an Entrepreneurial Hub Feasibility Study
 - Consulted with **Grey County** in the development of an Innovation Centre, now known as the Catapult Centre

Boundless County Support

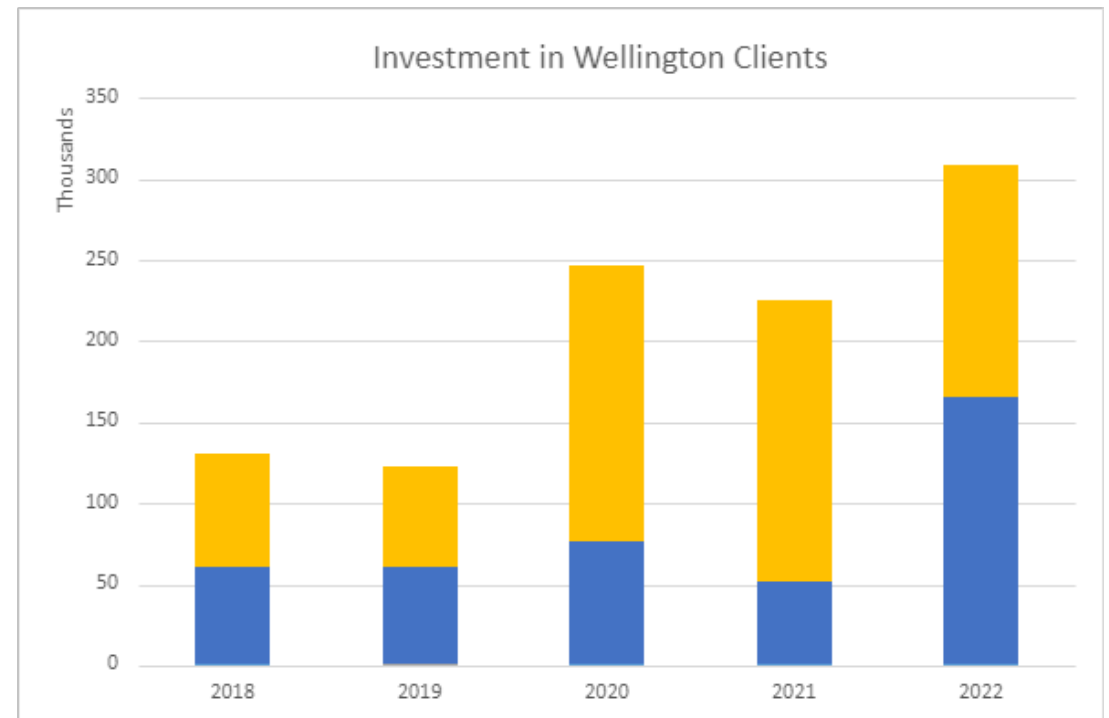


- Boundless Accelerator has supported over **182 clients in Wellington County over the last five years**. The clients have been supported with expert mentor support and direct subsidies.
- The companies served were involved in a range of Boundless programs. Several were able to participate in **multiple programs** throughout this period, while some have continued to engage in ongoing mentorship.
- Strategic introductions, funding and educational information were shared with these companies, totaling **332 Opportunities and 53 Strategic referrals**.
- Boundless Accelerator participates in monthly meetings at Wellington County Municipal Economic Development Group (WCMEDG).



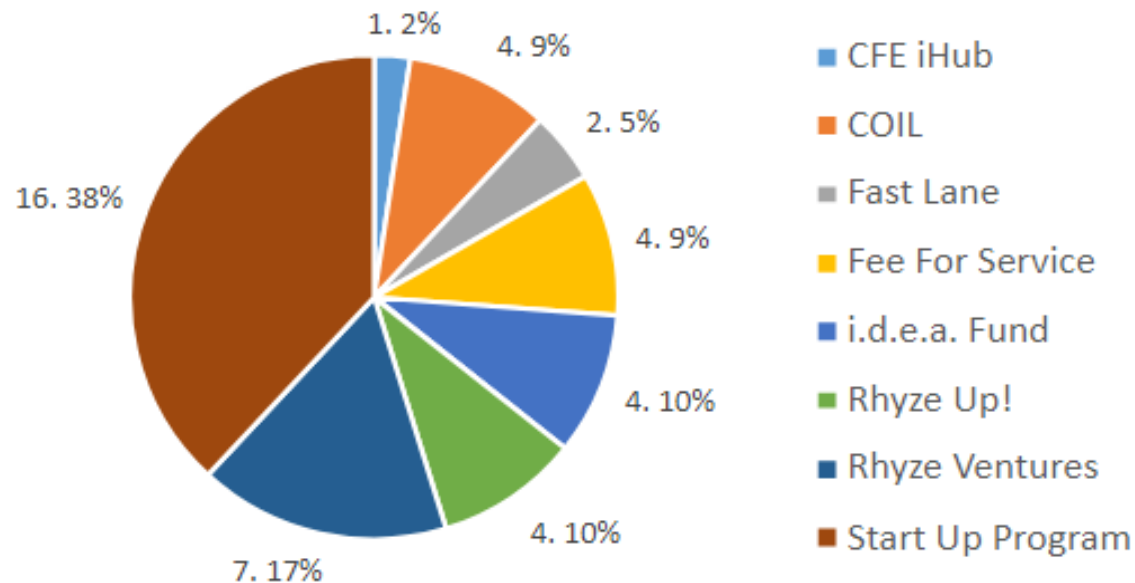
County Funding ROI

- ROI for the county has averaged over **900%** for the past five years.
- We have invested a total of **\$1,028,588** during this period (mentor time/direct subsidies)

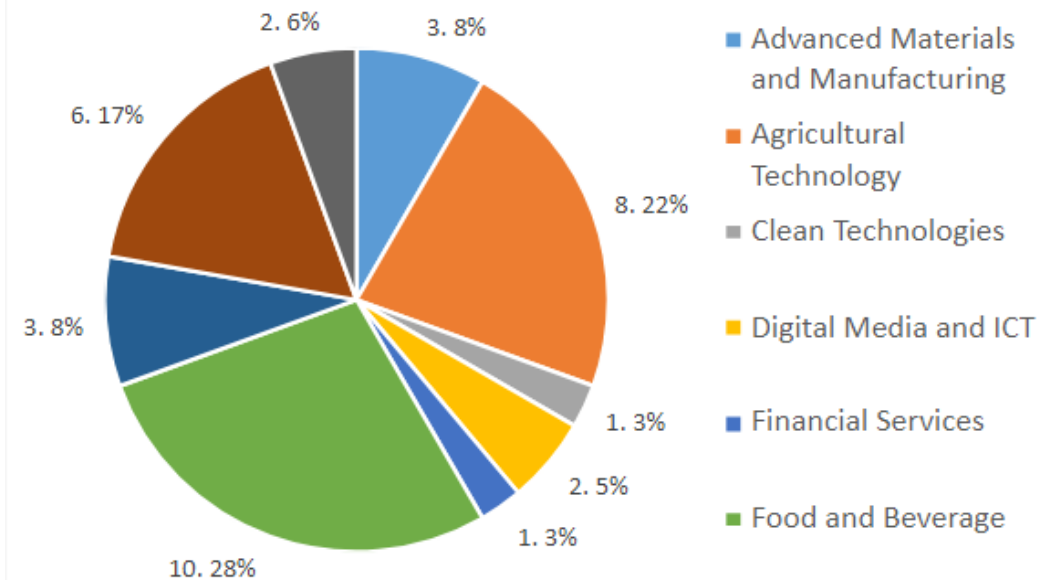


Support Provided to County

Clients by Program



Clients by Industry



Opportunities Given to County

We provided
332 opportunities
to our clients in the County
during this time frame.



Wellington County Clients



SPANDRELTECH LTD Ag Business amp amp Crop Inc The Good Card The Red Express
Nicolas Querques Fold and Fray N oats Inc Ambiances Gourmandes Grow Well Eat Well
ONE AXE Pursuits MushroomSense Inc New Earth Solutions Stratodynamics Aviation Inc The Imagination Space
All Circles Inc Rootham Gourmet Reroot Farm
AgSights Amie Reusable Pads Chipmunk Health Station Earth Inc
Zocalo Organics Energrow TCA Technologies Inc Smart Locavore
Quote Kong LTD Royal City Nursery Fan Joy Ontario Nutri Lab Inc
Wishing Well Services Ltd Everdale Spiral Farm A O WILSON LTD
Cynthia Company 4th Line Cattle Co Quorum Technologies Inc Animal Health Canada
Elora Farmers Market Ward 1 Brewing Co Majestic Water Buffalo Uprooted Farm Dwellcome Inc
Laine Simple Goodfellows Field to Fork Inc
Canada s Own CBD Flavours Creative Connex S B Hospitality Elora Larder TBD
The Saol Project Quinta Local Superfoods Inc The Bar Store Canada Inc
Troll Bridge Creek Inc GR365N Limited The DVM Project The Friendly Society Wellington Produce Packaging
Jessica and Ryan Pfisterer pacaHarmony Inc and Harmony Meadows Alpaca
reLit 1847 Stone Milling The Goat Farm Chocolate Factory Inc 3 Beets to the Wind Farm
Confident Careplanners Inc The Oak and Hazel Farm Anvil Crawler Development Corp
BIOREM Technologies Inc Rainbow Diversity Institute Inc
Power Beam Inc O A Action Valve and Cylinder



Partnerships



Boundless & the Business Centre



- Boundless Accelerator focuses on scalable business, while the Business Centre focuses on ideation and local business
- Boundless works with companies who are looking at national or global growth
- Business Centre companies can “graduate” to Boundless programming
- Boundless education focuses on scalable, innovative companies (past idea stage)
- Many companies are referred to the Business Centre from Boundless and visa versa
- Boundless provides a Continuum of Care for all the companies we engage with
- We work with the Business Centre to “Triage” for the best support
- The Business Centre and Boundless have also partnered on programs (e.g. Rhyze Ventures) and together we are pivotal advocates for women entrepreneurs.

Partners & Collaborations



- To deliver the best value and benefits to all clients, Boundless Accelerator partners with numerous organizations. For example:

Rhyze Ventures	COIL	i.d.e.a. Fund	Regional Meetings
Business Centre Guelph-Wellington	Business Centre Guelph-Wellington	Innovate Niagara	Business Centre Guelph-Wellington
GreenHouse	Smart Cities Office	Innovation Factory	Centre Wellington Chamber of Commerce
Waterloo Region Small Business Centre	Launch It Minto	Haltech	Wellington County
10C Shared Space	10C Shared Space	TechAlliance of Southwestern Ontario	Town of Minto
Pollinate Networks	University of Guelph	WEtech Alliance	OMAFRA
	Wellington County		Government of Canada Rural Ontario Institute ...and many more!

County Clients Say:



Since 2018, Boundless Accelerator has supported many companies in Wellington County, including Fan/Joy, Quinta Local Superfoods, The Goat Farm Chocolate Factory, TwoWingz, and Winterhill Farm and Garden.

- Quinta Local Superfoods (Ag – Innovation, COIL, Fast Lane, Startup Program):

"I think Boundless, from our perspective, is a lead partner in doing these types of projects that often aren't covered and don't offer the expertise for a business such as mine. I would hope there would be more opportunities with Boundless to do these types of projects to be able to expand our business in this new business environment. The idea of a mentor/expert as a shared cost is a great model and a great mix of required input, and I would like the opportunity to do more."



- The Goat Farm Chocolate Factory (Rhyze Ventures, Volunteer Mentor):

"I have been absolutely blown away by the quality of instruction, mentorship and support from this program. My mentor and industry specialists were exceptionally knowledgeable and genuinely wanted myself and my business to move forward and succeed. They challenged me on my limiting beliefs and pushed me forward to where I needed to be to become even more successful. I now have an incredible marketing plan, revamped website and social media strategy in place and the confidence to lead my team in these areas."



Jill Fisher, Founder Lighthouse Lemonade (Fergus, ON)



Open Discussion and Q&A





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(Formally known as Innovation Guelph)



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