

# Angel Investors Durham 2024 Year in Review

The Top Ten Highlights of the Fastest  
Growing Angel Group in Ontario



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# 1. **Our Investments: AID raised over \$1.4M for founders from it's members**

In our first year we surpassed many angel groups that have had a long history of angel investing in Ontario.



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**+200** Founders Educated Through **Angel Academy** Curriculum



Some of our portfolio companies



2.

## Hometown Investments: AID provided investment in two Durham companies

Our investor members contributed \$200K to **Cinareo** and \$70K to **Kevaris**

*Our members have contributed to additional funding being raise by these companies outside of our investment meetings. An additional \$50K to Cinareo and an additional \$75K to Kevaris.*



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### 3.

## Strategy Alignment: Working alongside strategic initiatives.

Based on input from local and regional Economic Development offices, almost every company we are mentoring to get angel ready, assisting with business development, or invested in, falls within an identified emerging growth category.



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Growth Sector	2024 Mentoring , Biz Development, Investment
<b>Agriculture Technology</b>	Moduleaf, AI Farming, Turnkey Aquaponics
<b>Applied Digital Technology, Artificial Intelligence</b>	Eco System Informatics Inc., Neotrust, Masterpiece Studio
<b>Augmented Reality</b>	PACE Technologies, Envision Integrated
<b>Information Technology, Cybersecurity</b>	Twin Paradox Labs, Cinareo, Neotrust
<b>Arts, Culture, and Creative Industries</b>	Masterpiece Studio
<b>Future Energy</b>	Ekstera
<b>Health and Biosciences</b>	Vessl Prosthetics, Lambda, TimeSmart.AI, Lumeto
<b>EV, Automotive Technologies, Multimodal Transportation</b>	Kevaras, CTNS (South Korea)
<b>Tourism</b>	SpaceX



# 4.

## Earned Media and Paid Sponsorships: Growing awareness of angel investing

4-page feature in Angel Investors Ontario's (AIO) **Funded Magazine**; sponsorship for **AI Hub Innovation Awards** at Durham College; sponsorship for Durham Ontario Health Team's **vision2030** event at the Oshawa Convention Centre; sponsorship of AIO's **Links Golf Tournament** at Wyndance Golf Club - held for the 1st time in Durham Region.



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# New Kid on the Block

*Angel Investors Durham is the province's 18th angel group supported by Angel Investors Ontario, and its mission is simple: They aim to connect entrepreneurs with capital and mentorship. Easier said than done, but if anyone can give the province's innovators the support they need, it's AID's three founders.*

By Lisa van de Geyn



ANGEL INVESTORS DURHAM

## IT'S BECAUSE OF YOU!

With heartfelt gratitude to our members, sponsors and supporters for their unwavering dedication to being champions of founders and funders of innovation...



...thank you.



Want to help create history? **Join us.**

Visit [angelinvestorsdurham.ca](http://angelinvestorsdurham.ca) to see how you can become an exclusive member of Ontario's newest angel group.

NAICO

Angel Investors Durham is a proud member of Canada's National Angel Capital Organization (NACAO)

We also took out a full page ad to thank our sponsors



5.

## Always On Mentorship: Hundreds of hours of support given to startups

A sample of founders that **AID members have mentored** include: *Miji Lee @ Kore Meta, Enzo Jia @ Longanvision, Rehka Anem @ Bujify, Daniel Clarke @ Elderado, Joel Nascimento @ Kevaris, Jonathan Nusbaum @ Convergence Robotics, and Nicholas Varas @ Moduleaf, Junmo @ CTNS (EV Company) to name a few...*



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# Our Viewpoint on Startups

Where many angel groups shy away from allowing founders to attend investment meetings unless pitching, **Angel Investors Durham prides itself on having an open-door policy** for founders to register, attend, observe and learn from the investors in the room.

Our guiding light is to help founders flourish, grow, and establish themselves as successful businesses in our community to help grow the economy.



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# 6.

## Our Members: A membership that invests where they live and work

Almost **80% of AID Investor Members are based in Durham Region**. AID provides an avenue for high-net-worth residents, businesses, and organizations interested in supporting local startups by becoming accredited angels.



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7.

## Founder Education: Constantly growing library of curriculum.

Along with our in-person Angel Academy session, Kleurvision Inc. filmed an AID Education Series with several sponsors at **Durham College** – to be launched in early 2025.



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8.

## **Built by Volunteers: Key personnel are doing great, passionate work**

Our executive director, marketing director, and dealflow lead are all volunteers with a shared vision of growing the innovation ecosystem in Durham Region.



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9.

## **Our Community is a Priority: We Want to Make an Impact**

AID is the only investor group that works with community organizations that are positioned to make a positive impact in the daily lives of our most vulnerable.



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10

## Non-stop Events: In-person engagements throughout the year

At AID we're all about building networking opportunities and getting people together. Whether we host, or simply collaborate, we do events really, really well.



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# A KPI Snapshot of 2024

Events	Members	Investments	Strategic Partners
12 (between investor meetings and networking events)	45+ accredited and self-certified investors and ecosystem champions	\$1.45M In a mix of portfolio and external companies	15 (and counting)



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2024 Events	Summary
<b>May – Youth to Youth</b>	Our accredited angel members collaborated with Y2 Labs and DDSB to raise awareness in entrepreneurship within the highschool system.
<b>June – Canadian Tire Motorsport Park</b>	100+ founders, investors, and ecosystem partners joined us at Canadian Tire Motorsport Park to celebrate our early investments with a fantastic kick-off to summer networking event.
<b>July – Ribfest</b>	Launched by Frank and Kim Auddino, the first ever Innovation Zone was deployed at Ribfest showcasing clients from both Spark Centre and Ontario Tech.
<b>September – Spotlight on Food Insecurity</b>	As part of our regularly scheduled investment meetings we hosted a table top show with food-related companies to spotlight hunger awareness month at Maxwell Heights Secondary School in partnership with the DDSB Ignite Foundation, Feed the Need Durham, Durham Outlook for the Needy, and the Durham College Social Impact Hub.
<b>November – Do it in Durham</b>	AID delivered an in-person education event at Spark Centre in Oshawa entitled “Get Angel Investor Ready” with over 60 companies present (more than 50% from Spark Centre). One of the best attended events of Do it in Durham.
<b>December – Holiday Reception</b>	Co-hosted with Spark Centre, we celebrated an amazing first year of AID with big announcements and large turnout (including attendance and remarks from Regional Chair Henry and Mayor Carter).
<b>Spark Centre XCELLERATE Events – June and October</b>	Collaborated with Spark Centre to assist in bringing in speakers, mentoring presenting companies, attended and brought investor members to both the <b>First Responder</b> (Oshawa fire station) and <b>MedTech</b> (LHEARN Centre) events.

# Investor Meetings (2025)

Event Date	Event Location
Jan 8	Spark Centre
Feb 12	Durham College Centre for Innovation and Research
March 5	Spark Centre
April 9	Spark Centre
May 14	Durham College Centre for Innovation and Research
June 11	Canadian Tire Motorsport Park (back by popular demand)
July 9	Centennial Building Whitby
August	No meeting
September 10	Spark Centre
October 8	Durham College Centre for Innovation and Research
November 12	Whitby Medical Centre-MED TECH THEME
December 3	Holiday Reception

# Our Opportunity

In 2025 we plan to expand our influence by leveraging growth in the **Eastern Ontario Innovation Corridor**, expanding our **corporate engagement** to increase our accredited investor members, enhancing the **Access IO** innovation marketplace event series, grow our membership base by introducing our **Elevation Membership** tier for non-profits, and amplifying the reach and impact of the **Angel Academy** curriculum to foster a thriving ecosystem for innovators and investors.



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# Membership Types

Corporate	Accredited	Self-Certified	Sponsor	Elevation
\$1,500/year	\$1,000/year	\$1,000/year	Included	No Cost
Ideal for corporations who would like to benefit from 2 memberships.	Individual membership fee for an accredited individual.	Individual membership fee for a self-certified individual.	1 or 2 memberships included with paid sponsorship.	For not-for-profits who share similar objectives and values. <i>(AID, OCI, NRC-IRAP, Mitacs, Bsteller Consulting Group)</i>

\*Invest Durham benefits from 3 AID memberships for Simon Gill, Jacquie Severs, Jacqueline Feuiltault.



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# Developing Strong Partnerships

We have some outstanding support from our committed supporters, but as a not-for-profit organization we are always on the lookout for **partnerships that are win-win.**



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“The real draw for local investors across Durham who join AID is the fact that there are so many exciting opportunities to invest, and we’re going to bring incredible founders in front of investors. It connects the dots between entrepreneurship with real world challenges, creating new ideas, innovations and partnerships”

Jacquie Severs, Invest Durham

## Our Network of Sponsors and Supporters





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**Accredited Investor? Become an Exclusive Member.**  
[angelinvestorsdurham.ca](http://angelinvestorsdurham.ca)



2024 Year in Review: Top Ten Highlights for Angel Investors Durham

# Thank You

We can't wait to see what we can continue to do together in 2025.



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