

Appendix A: Stages of Brampton Innovation District Startup Services

Multistage approach to supporting Entrepreneurs in Brampton:

- Stage 1: Brampton Entrepreneur Centre (BEC) – The Foundation
 - The journey for start up founders in the Innovation District begins at Brampton's Small Business Center, the Brampton Entrepreneur Centre, and a hub for early-stage founders seeking guidance and resources to develop their business ideas. The BEC provides:
 - Workshops and seminars on business planning, market research, and validation
 - Access to industry experts and mentors for personalized guidance
 - Co-working spaces and meeting rooms for brainstorming and collaboration
 - Networking events to connect founders with potential partners, customers, and investors
 - Business incorporation supports
 - Access to small grant funding to begin setting up the business
- Stage 2: Brampton Venture Zone (BVZ) – Shaping Ideas into Reality
 - Upon graduating from the BEC programming, startups enter the BVZ program, where they receive support to create minimum viable products (MVPs) and secure early seed non-dilutive funding. Key features of the BVZ include:
 - Design thinking and Problem Lab exercises to refine ideas
 - Intensive mentorship from industry veterans and successful entrepreneurs
 - Supports to find and grow initial customer base
 - Technical support from experts in technology development space
 - Access to prototyping facilities and equipment
 - Guidance and opportunity to secure seed stage non-dilutive funding
- Stage 3: Altitude Accelerator – Expanding Horizons and Maximizing Impact
 - After the Brampton Venture Zone, startups transition to the Altitude Accelerator to refine their products, expand their markets, and achieve sustainable growth. The Accelerator offers:
 - Advanced workshops on business development, sales, marketing, and customer acquisition
 - Scale-up, growth and commercialization of ideas to grow the customer base
 - Support in crafting compelling investment pitches and materials
 - Assistance in identifying and applying for investment opportunities
 - Continued access to mentors for guidance on strategic decision-making
 - Exposure to a wider network of potential customers and investors
- Stage 4: Altitude Accelerator – *the next 4 years*
 - The next 4 years of funding for Altitude Accelerator will help sustain its current programming and grow its offerings of supports to encompass further supports for founders and startups journeys through the Brampton Innovation District:
 - Curating a Brampton Angel Group to grow access to angel investors, venture capitalists, and other funding sources in Brampton
 - Investor showcases and pitch events to facilitate introductions and networking
 - Ongoing assistance in managing investor relationships and expectations including supports in Due Diligence as well as M&As