

A woman with long blonde hair, wearing a pink corded shirt, is seen from the side, raising a tall glass of beer in a toast. She is at an outdoor event, possibly a festival or fair, with other people and warm string lights visible in the blurred background. A large, dark, diagonal graphic element overlays the left side of the image, serving as a background for the text.

REPORT TO THE COMMUNITY

2021

STARTUP TNT

— Have fun. Make friends. Build companies. —



Table of Contents

03

Message From The Chief Organizer

04

Impact Since Inception

06

2021 In Review

10

About Startup TNT

13

Investment Summits

14

Thursday Night Tradition (TNT)

15

The TNT Community (TNTers)

16

Sponsors and Partners

18

Looking Ahead



STARTUP TNT

— Have fun. Make friends. Build companies. —

PASSION

Have Fun. Make Friends. Build Companies.

VALUES

Fun. Welcoming. Empowering. Entrepreneurial. Epic.

MISSION

To be the best seed-stage investor in town

VISION

100 Cities, \$100M catalyzed annually

Message From The Chief Organizer

Dear Valued TNTer,

\$5 million dollars! That's how much money we've raised for 34 tech startups across Western Canada since we launched our first Happy Hour over 2 years ago. These investment dollars have come directly from the 186-person-strong TNT investor network we're building - and it all started with one simple mantra repeated over and over again:

Have fun. Make Friends. Build Companies.

It's important to pause and remember for a moment why we're doing all of this. Startups seek to build the future we want to live in. They're also made of human beings. Humans who congregate and thrive naturally in communities. Humans that have a natural longing for love, relationships, and enjoyment. Startups are social beasts and this is why our philosophy is what it is.



We have to start with the fun, and we must build relationships with those we enjoy before building a scalable company with them. Our startup community is what we make of it. No one else is going to come and build our community for us.

Building a company should be the most exhilarating experience of your life. Thank you all for being part of the most exhilarating experience of my life: building Startup TNT.

But let's not stop here. There are so many more days ahead of having fun, making friends, and building companies!

Zack Storms

Zack Storms
Co-Founder

Impact Since Inception

Since our first Happy Hour held on May 16, 2019, through to the end of 2021, we have hosted 138 weeks of Thursday Night Tradition, run 10 Investment Summits where 34 companies raised over \$5 million from 186 angel investors. Startup TNT is committed to growing the startup ecosystem across the Prairies. Here's the cumulative impact across Prairie startup ecosystems created so far.

\$5M+

CAPITAL
INVESTED

10

INVESTMENT
SUMMITS

186

INVESTORS

34

COMPANIES
FUNDED

For Entrepreneurs We Raise Capital

324 Companies Applied
34 Companies Funded
\$5M+ Capital Invested
10.5% Raised Money
\$143K Average Raise



For Investors We Build Angels

186 Investors
28 Syndicated Deals
400+ DD Meetings
2.4 Avg. Deals Per Investor
\$1k-150k Individual Cheque Size

For Community We Build Relationships

160+ Total Events
5,000+ Attendees
600+ Pitches
17,000+ YouTube Views
35+ Co-Host Partners





TNT Portfolio

These are the 34 companies we've made 37 deals with!

Winning Deals ★



Syndicated Side Deals



Individual Deals By Angels



2021 In Review

As we look back on the accomplishments we made in 2021, we must say a big thanks to all our partners and ecosystem friends that helped us along the way.

In 2021, we partnered with Foresight Canada to raise \$660,000 for three Alberta Cleantech companies during our inaugural Cleantech Investment Summit, and with Valhalla Angels to host our first-ever Investment Summit in Saskatchewan where we raised nearly \$250,000 for four companies.

We also hosted Investment Summit III during the spring in Edmonton and Calgary, and launched Startup TNT in Saskatchewan. This was then followed by two massive pan-provincial Great Alberta/Saskatchewan Pitch Marathons in the summer, before finishing the year off with Investment Summit IV in Edmonton, Calgary, and Saskatchewan – our biggest Summit ever where we raised nearly \$1.5 million for tech companies.

\$3.6M+

CAPITAL
INVESTED

7

INVESTMENT
SUMMITS

26

COMPANIES
FUNDED

52

WEEKS OF
HAPPY HOUR

	2019	2020	2021
Happy Hours (YEG, YYC, SK)	32	52	52/20/28
Locations	1 (YEG)	2 (YEG + YYC)	3 (YEG, YYC, SK)
Deals Made	/	10	27
Capital Invested	/	\$1.4M+	\$3.6M+
DD Meetings	/	100+	300+
Pitch Night Attendees	/	700+	1,000+
Summit Finale Attendees	/	600+	1,450+
Youtube Views	/	5,700+	13,200+
Avg. Capital Raised	/	\$142K	\$138K
% Capital to Women-led teams	/	76% (\$1.1M)	34% (\$1.3M)
Beers Sponsored at TNT	910	3,445	3,173

2021 Summit Investments

These are the 26 companies we've raised capital for over the past year!

Summit IV – YEG | YYC | SK



Investors: **80**
Companies: **60**
Sectors: **All Sectors**
Raised: **\$1.5M**



Summit III – YEG | YYC



Investors: **52**
Companies: **40**
Sectors: **All Sectors**
Raised: **\$1.5M**

2021 Summit Investments Cont.

These are all the companies we've helped raise capital for over the past year presented in partnership with Valhalla and Foresight.

AB Cleantech Summit – AB



Investors: **28**

Companies: **20**

Sectors: **Cleantech**

Raised: **\$660K**



Valhalla Summit – SK



Investors: **18**

Companies: **20**

Sectors: **All Sectors**

Raised: **\$240K**





2021 Milestones

7 SUMMITS!

We hosted 7 Investment Summits, including our very first sector-specific Summit for cleantech entrepreneurs. We have now raised over \$5,000,000 for companies across the Prairies!

2 PITCH MARATHONS!

The Great Alberta Pitch Marathon blew our minds for the second time and we hosted our inaugural Great Saskatchewan Pitch Marathon. Together, we threw an all-day celebration with the Prairie startup community alongside 150 companies, 37 co-hosts, and over 200 attendees. We also held 4 fun afterparties for our friends.

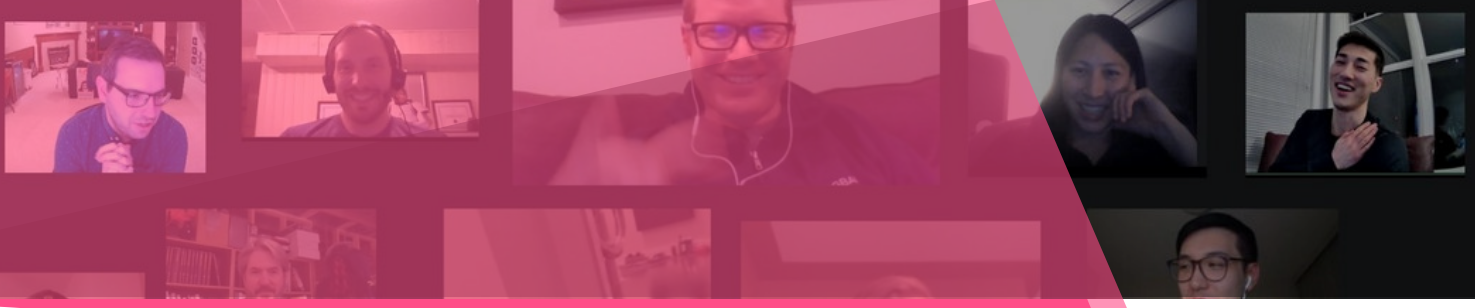
31 PITCH NIGHTS

31 pitch nights – including a raucous act where an audience member bought a domain name for one of our pitching participants, CauliPop, and sent it to the founder! Now that's community building!

4 NEW TEAM MEMBERS

In Q4, we expanded our core team by 4 new members! Jesse's our new lead in Saskatchewan; Neil's our new lead in Calgary; Dom's our Operations Specialist; and Amanda's our Marketing and Communications Lead.

Oh... and Zack's sideburns went wild this year!



About Startup TNT

Startup TNT connects new and experienced angel investors with startups and entrepreneurs. Our mission is to be the best seed-stage investor in your town! How? We help companies prepare for investment and facilitate the investment, diligence, and syndication process for investors. So far, we've raised over \$5 million for 34 companies since our first Investment Summit in YEG in February 2020.

Startup TNT is a startup gathering point: Every week we host entrepreneurs, scientists, investors, startup supporters, and innovators of all kinds at our Thursday Night Tradition, a weekly casual Happy Hour to have fun, make friends, and build companies with other members of their startup community – many of whom are quite prominent in the local startup scene, and others just getting into the community.

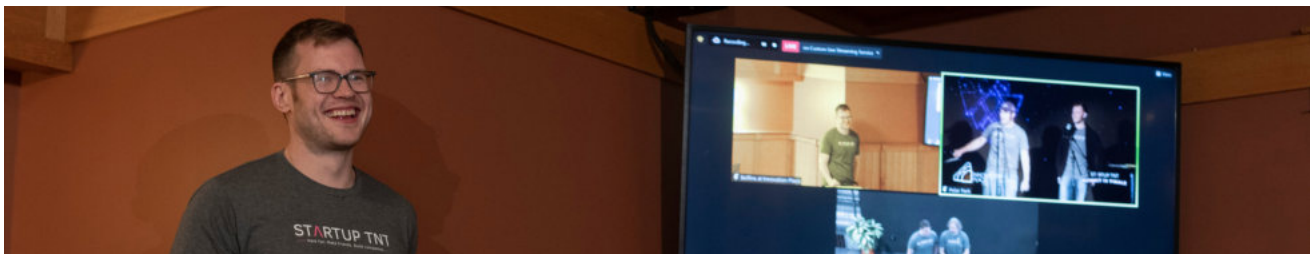
Startup TNT is a startup educator: We use real-world experiences mixed with relevant, focused workshops delivered in partnership with content experts. We provide personalized education for both entrepreneurs and investors, and center our education around the early-stage investment process in seed-stage companies.

Startup TNT is a startup storyteller: Our local-focused newsletters feature fun and candid stories about the various attendees at our 52+ annual events and all the interesting things they are up to. We also host fun panels and co-hosted events that showcase the community in a celebratory, causal manner. For example, we've partnered with creative artists like Story City and VMS on joint projects to help share founder stories and inspire the startup community.



About Startup TNT Cont.

Startup TNT is a startup investment catalyst: Our marquee event is the Startup TNT Investment Summit. Our Summits raise money for early-stage startups through a fun and experiential education program that also increases the pool of sophisticated angel investors in our community. We build a fun and friendly community of investors that work together to learn about and decide on the best local startups to invest in.



"Congratulations Zack and team on another successful TNT Summit! You managed to pull off an event simultaneously in three cities, two time zones, with guests and presenters both online and in person. That's a huge feat! I hope you're able to reflect on what your team has accomplished with pride."

– Dawn Newton, Head of Accelerate Edmonton

”



"This was my first TNT and I can say I learned a great deal watching all the DD and deals unfold. Looking forward to the fall where hopefully everyone can meet in person!"

– Eddie Tsang, First-time Summit investor

TNT Board Members



Zack Storms



Tim Lynn



Brad Clark

TNT Team

Tim Lynn, Co-Founder

Zack Storms, Co-Founder

Jesse Wiebe, Local Lead SK

Neil Vande Bunte, Local Lead YYC

Brandon Kwong, Operations Lead

Dom Beaupre, Operations Specialist

Amanda Au, Marketing and Comms Lead

Jocelyn Davison, Event Planner

Matt McPhee, Sponsorships Advisor



TNT Ambassadors

YEG

Brendan Hance

James Freeman

Joe Snape

Lindsay Vanstone

YYC

Chris Edwards

Dave Fillo

Jade Alberts

Trevor Dufresne

SK

Hassan Naqvi

Jonathan Lipoth

Kenzie Bergeron

Kevin Bergeron

Past Team Members

Braden Bourgeois | **Chanchan Wong** | **Ghalia Farid** | **Yasmine Al-Hussein** | **Michelle Ferguson**



Investment Summits

Startup TNT is dedicated to improving access to capital for seed-stage tech companies. We do this by increasing the pool of professional seed-stage investors, educating entrepreneurs on fundraising best practices, and facilitating lasting relationships between both parties.

Our Investment Summits provide a fun, approachable way to become an angel investor or to raise capital for your seed-stage startup. We actively work with local angel groups, seed funds, and early-stage VC funds to build both our investor and entrepreneur education programs.

One of our markers of distinction in regards to our Summits, is that these are NOT pitch competitions. They're a tried and true deal screening process! We've already made 35 investments ranging in size from \$15k - \$500k+, while teaching first-time investors the due diligence and deal screening best practices that they need in order to invest confidently. The TNT Investment Summits are experiential investment training and raising at its best.

How Summits Work

- 30+ investors pre-commit \$5,000 each to invest into the winning deal
- 30+ early-stage startups apply to participate
- Investors and companies meet for up to 8 weeks to conduct due diligence
- We host 2 huge community events – Top 20 Pitch Night and Summit Finale
- Investors select the winner of the pre-committed investment (\$150k+) and make additional investments live at the Finale



Thursday Night Tradition

At Startup TNT, we believe that having fun together is the starting point for community building. A good laugh and some casual conversations can pierce through silos, tear down walls and help form genuine relationships — the centrepiece of any resilient, innovation-driven economy. Our weekly Happy Hour, which started in Edmonton (since 2019), has expanded to include Calgary (since 2020), Saskatoon (since 2021), and Regina (since 2021).

Happy Hour

- 138 Weeks Straight
- Weekly Themed Nights
- 15-50 Attendees Every Week
- 400+ Discord Members
- 7,500+ Total Beers Sponsored
- Now in YEG, YYX, YXE, YQR

Come say hello at our Happy Hour
and get to know your local startup
community in 4 cities

Thursdays: 6:00pm till late

Learn about events and locations on
startuptnt.com/happyhour





Our Community

2021 was a year of unique challenges - the continuation of the COVID pandemic, the introduction of vaccine protocols, and the ups and downs of lockdowns. We continued hosting our Happy Hours in-person whenever possible, our Pitch Nights and Summits on Zoom, and you, our dedicated TNTers, kept coming out and supporting us. In the end, we did what we did best in 2021 - had fun, made friends, and built companies.

TNTers are building solutions to the world's problems — from food security to pharmaceutical research, to software and hardware. COVID-19 proves that despite the economic uncertainty that comes with a global pandemic, many of our innovations are still advancing at rapid speeds. Thanks for coming to TNT, and cheers to everyone that's helping build our local startup community.



"I had an amazing time yesterday, looking forward to more happy hour Thursdays! Thank you so much for making me feel included, feels like I can finally relate to like-minded individuals. It is an honour to be a part of the Startup TNT community."

– Aisha Abdul, Founder of Fairly Staffing

"I have totally enjoyed the Startup TNT process. It is what I was looking for in terms of alternative investments. I like the learning opportunities provided and meeting all the other investors. I plan to be involved again in the future."

– Hassan Naqvi, TNT Investor and Ambassador



"There is so much wealth in Alberta, but tech companies used to have to leave the province to raise capital. A lot of that just comes down to the fact that investing in tech was unfamiliar for many investors here in Alberta. Startup TNT is really demystifying the tech investment process, activating capital and creating new venture capitalists right here in our province. We are grateful for everything they do to support seed-stage startups across the Prairies."

– WaitWell COO Steven Vander Meulen, Summit IV Winner, YYC

Our 2021 Sponsors

Our community of sponsors matters a lot to us. Sometimes they're buying the next round, advising us on our education programs, or helping us grow this grassroots organization lending a hand with our Summits. We would not exist without the generous support of our community partners and ecosystem supporters.

Best Friends Forever



Best Friends



Close Friends



Regional Partner



Organizing Partners



Want to work with us? Love it! Let's chat!

Contact:
tim@startuptnt.com

Our 2021 Community Supporters

These are community partners that help make everything we do possible.



Wall of Fame

Shout out to the spontaneous beer sponsors that regularly buy their friends a beer at TNT Happy Hour.

- Adrian Mitchell
- Aisha Turna
- Alecia Nagy
- Allie Knull
- Andrew MacIssac
- Ashif Mawji
- Aurelija Grigonyte
- Barry Hrehirchuk
- Barry Pritchard
- Ben Haubrich
- Brendan Hance
- Brett Ludwig
- Colton Rhyason
- Craig Elias
- Crystal Phillips
- Dana Smits
- Jade Alberts
- Jesse Wiebe
- Jeff Hohn
- Jeff Shirley
- Jeremy Deeks
- John Pinsent
- Jordana Armstrong
- Lazine McKenzie
- Mitchell Eaton
- Neil Vande Bunte
- Nikhil Bedi
- Sam Morrison
- Shauna Madsen
- Thomas Webb
- Tim Lynn
- Tom de Haas
- Zack Storms

Want to support what we do? Love it! Let's chat!

Contact:
tim@startuptnt.com

Looking Ahead

Happy hours. Investment Summits. Pitch Marathons. VC Fund!

- 1 Have fun, make friends, and build companies together every single Thursday for another 52 weeks straight!
- 2 Catalyze millions of dollars in investment into dozens of Prairie startups at our lineup of Startup TNT Investment Summits (Life Sciences, Cleantech, Summits V and VI).
- 3 Make new friends in Manitoba so that the entire Prairie startup community is now part of Startup TNT!
- 4 Meet new startups, catch up with old friends, and celebrate together at the Prairie-wide Great Pitch Marathons over the summer!
- 5 Launch a venture capital fund!
- 6 Take amazing road trips to see our friends from across the Prairies!
 - YEG for the Life Sciences Summit on March 17
 - YYC for the Cleantech Summit on April 7
 - YXE for UP22 May 4/5
 - YYC for Inventures Jun 1-3

We're going to have an awesome 2022 and we look forward to enjoying it with you!