LOOKING BACK AT 2022
IMPACT REPORT VENTURE CAFÉ MIAMI 2022
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MIAMI, 2023
Hi! My name is Alejandra Silva, Director at Venture Café Miami. I’d like to congratulate all of you for a year of growth in both the professional and personal spheres, and overcoming struggles you never thought you could! We’re proud of what we’ve accomplished on our end as well, and want to brag on it a little, if you have a moment to tune in.

At Venture Café Miami, everyone is invited to the table. We strive to create a free, approachable space with an accessible environment that fosters an inclusive and interactive experience. Open discussion is encouraged, and we provide opportunities for participants to share their great ideas with an innovative community of like minded entrepreneurs, investors and industry experts. And this approach has proven effective! I’ve been so excited to see our community grow and to witness the genuine enthusiasm that our members have in experiencing our events.

Something that I love about Venture Café is that we have an expansive global network – and that means you do too! Venture Café Miami has found its niche in bridging a gap between the local ecosystem of Miami and other countries.

We’re all about connection and community on a global level and its role in building the base for booming business. And with its strategic location, Miami proves to be an important point of connection between innovation worlds around the globe who want to take part of the work that we do here. Through our collaborations in cities from Boston to Tokyo to Warsaw and more, we’ll connect you with change-makers and resources to help you expand your venture both locally and globally. Particularly in Miami, we have found a special connection with our Latin American neighbors and in 2022 we collaborated with a handful of LATAM partners, accelerators and startups to bring you intentional opportunities that fostered strategic connections and international innovation.

Now, heading into 2023, we’re already looking forward to perpetuating our series of impactful experiences. If you’re new to VCM, we’re so excited to show you what we’re all about! And if you’re already a member of our community, join us in reflecting what we’ve collectively accomplished in 2022.

Alejandra Silva
Director, Venture Café Miami
And we at Venture Café have found Thursday Gatherings to be an essential part of our center of gravity, an oasis for hundreds of innovators and entrepreneurs where they can come together to share ideas, get inspired and make connections.

Every other Thursday between 5pm and 9pm, we host the largest recurring innovation community gathering in Miami, with an average of 120 visitors per event. We invite experienced industry experts to share their expertise and guide conversations to help you scale. You'll walk away with valuable information that you can use right away in furthering your entrepreneurial growth.

Making connections, building existing relationships and sharing knowledge are the pillars of our Thursday Gatherings. We aim to extend our impact into crossover-connections by attracting experts from different industries and backgrounds; we search for ways we can make a difference in the intersections, supporting one another in co-creation and innovation.

**ISOLATION IS THE ENEMY OF INNOVATION**
Venture Café’s Thursday Gatherings create a center of gravity for hundreds of innovators and entrepreneurs every week, where they come together to share ideas, get inspired and make connections.

Throughout 2022, the 90 sessions that took place within our Thursday Gatherings housed a staggering sum of knowledge, expertise and transformation on a weekly basis. A total of 77 speakers and startups dedicated their time and effort to host panels, interactive workshops, office hours or demo tables as part of our programming.

Within this framework, we explored an array of monthly themes such as sustainability, tech, global entrepreneurship, and life sciences & health. We used these themes as a red thread to guide our programming, allowing participants to connect and disseminate ideas relevant to the subject at hand. The resulting light bulb moments are something we like to call engineered serendipity.

Do you want to be part of Venture Café’s Thursday Gathering programming? Email us! hello@venturecafmiami.org
TOP 5 VISITOR INDUSTRIES

SOFTWARE, COMMUNICATIONS, WELLNESS, FINANCE, EDUCATION

8100 CONNECTIONS MADE IN 2022
Our research showed that an average of three connections are made per visit.

83 NPS SCORE
On average we have received an NPS score of 83 - on a scale from -100 to +100 - from our visitors.

ONLINE REACH

13k EMAIL + SOCIAL SUBSCRIBERS

42% EMAIL OPEN RATE

22k WEBSITE USERS
MEET THE COMMUNITY!
HAPPEN STORIES

HAPPEN Stories highlight some of the amazing people of Miami's innovation community. Have a taste here and find more stories and video interviews on our website!

“Venture Café is a community of builders where I have been able to find the right partner companies, providers, venture firms and mentors to help me scale my idea and startup.”

“As a Venture Café Miami ambassador, I help welcome the innovation community to our space and execute the gatherings. Venture Café Miami has definitely helped me grow my network—especially in the tech area. I feel lucky and blessed to be a part of the team.”

MEET GIOVANNY CERVANTES
Director of Strategy & Operations/
Founder, Thank You- YTR Agency LLC

MEET ANASTASIIA SNAKINA
Sr UX Designer, Verizon

SEE VIDEO INTERVIEWS AND READ ALL STORIES ON:
VENTURECAFEMIAMI.ORG/STORIES/
WHAT OUR COMMUNITY HAD TO SAY

“I’ve been to multiple networking events in Miami and this is by far the best one. You can tell the team knows exactly what they are doing and their hospitality is top notch from beginning to end. I was most excited about the quality of the audience and the connections I was able to built. Last night particularly there were multiple investors and VCs, it isn’t easy to find these relationships accessible. Looking forward to the next one!” - Alex

“Very positive experience. As an investor, I am looking for a venue to meet startups and Venture Café Miami seems excellent. The Biohunt meeting was interesting. Looking forward to upcoming events!” - Steve

“Venture Café is a fantastic place to make friends, socialize, and network! I made 3 business opportunities just at the last 2! Good atmosphere” - Cathy

“Fantastic event, really fun to see you grow and evolve these events. Well done.” - Lee

“It was a great experience. Thank you for organizing and building these events!” - Mario

“Loved it! Long been involved in the intersection of tech, startups, and venture... but just moved to Miami from Boston. So glad to have found this group, stoked for more events and opportunities to engage and meet more cool/aligned folks” - Jack

“Fantastic event, really fun to see you grow and evolve these events. Well done.” - Lee

“It was a great experience. Thank you for organizing and building these events!” - Mario
LOCAL FOOD VENDORS
At Venture Café, we’re aware that the Miami web connects not just the innovation community, but the entire local ecosystem. This year, we extended our impact to local restaurants by inviting them to cater our events, supporting their regrowth following the harsh economic blow of the pandemic. This provided small businesses not only an economic opportunity, but also with exposure and visibility.

And of course our participants benefited greatly by getting to chow down on the incredible cuisine that was provided! In 2023, we’ll continue to include local small businesses within our event structure, bringing you delicious bites to elevate experiences. It’s a win-win situation!
GATHERING SPOTLIGHT:

MIAMI TECH WEEK

VENTURE CAFÉ MIAMI
Miami has quickly become one of the biggest hubs for tech innovation, and this year we celebrated by partnering up with Sebrae, The Shrimp Society, and Upstream to offer the Miami Innovation community 9 sessions surrounding the most relevant topics in tech.

With roots in private experiences created for startups that were ushered in by Brazilian scale-up Sebrae, Miami Tech Week evolved into a full on Thursday Gathering where founders were given the opportunity to strengthen their relationships with the local tech and innovation community.

And as with all our events, we had to give this one a fun twist! We gave participants the opportunity to “Choose Their Own Adventure” by setting up rooms that showcased different themes, including crypto/Web3, Fundraising for Founders, Internationalization, and All things Venture Capital. We rounded out the event with a three course meal and drinks, an art showcase and a scavenger hunt game.

"There is nothing like Venture Café to cultivate that environment where it’s both social and engaging, but also really worth your time. In a moment where there are so many tech events happening in Miami, this is the perfect sweet spot between coming out and having a social good time but also meeting great people that are also doing awesome stuff.."

CHRIS DANIELS
Founder,
The Shrimp Society
PARTNERSHIP SPOTLIGHT:

C-THE FUTURE SERIES

VENTURE CAFÉ MIAMI
In partnership with the World Affairs Council of Miami, this recurring series connects Miami’s Consular Corps with our local tech and innovation community. We do this by inviting a Consul General to showcase their country’s culture and cuisine, while leading an interactive conversation surrounding select national policies, strategies, and trends related to innovation and bilateral relations. The series highlights the entrepreneurial talent, initiatives, and connections that Miami has with foreign countries, their diplomats, and their local environments.

In 2022, we hosted diplomats from France, Taiwan, Germany and Israel to discuss opportunities for cross-collaboration and global problem-solving. During 2023, we look forward to perpetuating and amplifying this series in collaboration with the Consulates of Japan, Mexico, the Netherlands, Sierra Leone, Canada and more.

“Our partnership with Venture Café Miami on the C-The Future series has been one of the highlights of our organization's programming history. Through this collaboration, we are able to break down silos in our community by connecting Miami's entrepreneurial and innovation ecosystem with the city's consular corps. There's nothing like it anywhere else in Miami.”

AARON ROSEN
President, World Affairs Council Miami
EVENT SPOTLIGHT:

BIOHUNT SUMMIT
THE BIOHUNT SUMMIT

2022 brought with it many opportunities to collaborate with global power houses to bring you experiences that encouraged international innovation in intimate spaces. Notably, we partnered with The Ganesha Lab, a Chilean global biotech scale-up helping Latin American startups internationalize by bridging the gap between scientific breakthroughs and the marketplace. Together, we brought you The Biohunt Summit, the first biotech experience uniting LATAM and US investors, experts and founders.

At the summit, we created a two-day experience designed to allow selected biotech startups, industry insiders, and investors to learn, support and invest in biotechnological solutions for our planet. The event included 41 startup founders/co-founders, 45 investors, and hosted both a public and private experience. The first day’s private experience involved selected startups and investors to enjoy a welcome brunch featuring keynote speaker Carlos Bustamante, founder and CEO of Galatea Bio, followed by a series of “Dolphin Tanks”, in which startups had 5 minutes to pitch and 5 minutes to receive feedback from our panel of investor-judges. The day culminated in small-group private dinner clubs at offsite locations across Miami. The public event during day two explored capital raising and international expansion, and participated in a two-city Innovation Bridge between Miami and Cambridge.

We have our impressive global and local communities to thank for participating in this event and strengthening the international innovation ecosystem. In true Venture Café fashion, impactful connections were made, from strategic bonds between fellow founders and investors to international friendships.

| SESSIONS | 15 |
| SPEAKERS | 10 |
| ATTENDEES | 243 |
| INVESTORS | 45 |
| BIOTECH STARTUPS | 23 |
PARTNERS & SPONSORS
TOGETHER WE CAN MAKE AMAZING THINGS HAPPEN!

At Venture Café Miami, we are firm believers of collaboration; we know that we couldn’t do what we do without our incredible partners! Below are some of the amazing organizations we got to work with in 2022:

**Sebrae**

Sebrae is a Brazilian organization that aims to stimulate the entrepreneurship and economic health of the country by fostering the development of small enterprises. They work to deliver guidance to small businesses to aid in their growth and generate more employment. And they have had incredible success! This autonomous social institution has supported 8.3 million emerging businesses, making up 99% of total businesses in Brazil.

**CIC**

CIC is a global leader in building and operating innovation campuses that support the growth of entrepreneurs and startups. Guided by the belief that stronger innovation ecosystems help to propel economic development and social impact, CIC has cofounded several mission-aligned organizations including Venture Café, CIC’s primary programming partner, and CIC Health, which has provided COVID-19 testing and vaccination services to millions of individuals.

**Upstream**

Upstream is the no-code platform where anyone can start and run their own DAO. They have two main product offerings: Communities & Collectives. Upstream Communities are free, virtual communities with events, office hours, and a community feed. Its product Upstream Collectives bring together the key elements of a DAO including treasury, voting, governance, token gating, group chat, delegation of votes, and a wallet into one cohesive experience.

BIG THANKS TO

[Logos of various organizations]
GLOBAL NETWORK
VENTURE CAFÉ GLOBAL NETWORK

Venture Café has a global network – and that means you do too! Through our collaborations in cities from Boston to Tokyo to Warsaw, we’ll connect you with change-makers and resources to help you expand innovation both locally and globally. Each year more than 64,000 innovators attend our Thursday Gatherings and participate in over 1,500 hours of networking, 2,700 engaging sessions and hundreds of hours of free mentoring.
CONNECTING INNOVATORS TO MAKE THINGS HAPPEN!

VENTURECAFEMIAMI.ORG