LOOKING BACK AT 2023
IMPACT REPORT VENTURE CAFÉ MIAMI 2023
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MIAMI, 2024
VENTURE CAFÉ IS A WORLDWIDE MOVEMENT

OPENING WORDS BY DIRECTOR, ALEJANDRA SILVA

Hey there, it’s Alejandra Silva, director at Venture Café Miami! You’re about to explore the incredible impact we collectively achieved in 2023. But before we begin, I want to express my gratitude to everyone who contributed to our journey. It’s been incredible to see Venture Café thrive and witness the remarkable growth of our ecosystem. Your unwavering support has played an instrumental role, so thank you!

2023 was a transformative chapter for us—a journey deep into the beating heart of our community. Through your invaluable feedback, we gained profound insights into your needs and aspirations. Armed with this knowledge, we focused on three key areas: Fundraising & Investment, Technology, and International Innovation.

Your voices resonated loud and clear. And so, we set out to provide unparalleled support. From immersive Innovation Nights to intensive Fundraising Bootcamps, we curated experiences tailored to accelerate your entrepreneurial journey. Collaborating with esteemed partners, we brought together a constellation of experts, cutting-edge technologies, and invaluable resources, all aimed at fueling your success!

But our commitment doesn't stop at our city limits. As proud members of the Venture Café Global network, we serve as Innovation Ecosystem Activators across the globe. From Monterrey to Tokyo, we play the role of architects of connection, uniting local visionaries with opportunities across borders. Through our extensive network, we empower you not only to cultivate your venture locally but also to propel it onto the international stage. Miami in particular stands as a beacon of opportunity within our network. Our city beckons entrepreneurs from every corner of the globe. At Venture Café, they find more than just a physical space; they find a supportive community fueling visions and dreams.

As we set our sights on 2024, the anticipation is palpable. Armed with the lessons of the past year, we're gearing up to double down on our mission. We'll continue to pave the way for your success, sculpting opportunities for growth & transformation.

So let’s take a moment to celebrate our achievements, but also channel that energy into propelling ourselves towards a future brimming with possibility. Ready to make things happen?

Alejandra Silva
Director, Venture Café Miami
Every Innovation Ecosystem—no matter the size—needs an activator that creates movement. Someone creating connections as well as stimulates cross-functional collaborations. Someone that addresses the social part of innovation. Through our years of first-hand experience as an Innovation Ecosystem Activator, we have perfected our method to effectively maximize the impact of any ecosystem as a whole.

Venture Café believes that Isolation is the enemy of innovation and our mission is clear: Connect innovators to make things happen. We are a neutral and trusted center of gravity that connects the entire ecosystem and is available for everyone. Through our programs we routinely activate the ecosystem, creating continuous exchange and conversation.
Building effective and impactful innovation ecosystems is an ongoing process that takes a lot of love and care. Venture Café brings together the entire innovation ecosystem weekly at our flagship program the Thursday Gathering. When connecting people it’s so much more than just networking, it’s about fostering the right culture for support and cross-functional collaborations. Something requiring unique insights to achieve.

In our neutral and central position we form an understanding of the whole ecosystem that we constantly apply to improve the experience we provide. Knowing our community and the goals of the ecosystem allows us to naturally create the most impactful connections.
THURSDAY GATHERINGS
Our solution lies in the Thursday Gathering—a dynamic platform designed for entrepreneurs, students, investors, industry experts, and professionals to converge, sparking the genesis of new ideas, partnerships, and ventures.

Every other Thursday, from 5pm to 9pm, we host Miami’s largest recurring innovation community gathering, attracting an average of 130 visitors per night. This vibrant space brings together seasoned investors, serial entrepreneurs, and industry experts who actively engage in conversations that empower innovators to scale. The outcome is tangible—attendees depart with immediately applicable insights, fueling their entrepreneurial development.

Our unwavering commitment to being industry-agnostic ensures that everyone, regardless of background or expertise, has a seat at the innovation table. Venture Café, a beacon of inclusivity and collaboration, serves as the nexus where diverse communities intersect and serendipitous connections flourish, propelling our innovation ecosystem forward.

“The power of our Thursday Gatherings is in the serendipitous connections that unfold right before our eyes. It's unparalleled—individuals from all walks of life, all sharing a common passion for innovation. In this dynamic space, stories collide, sparks ignite, and new paths are forged. It's an honor to be part of the team intentionally orchestrating these moments of magic.”

JAVIERA MUNOZ
Program Experience Coordinator, Venture Café Miami
Venture Café's Thursday Gatherings establish a gravitational center that draws hundreds of innovators and entrepreneurs weekly. This vibrant convergence is a space where ideas are shared, inspiration flourishes, and meaningful connections are forged.

In the span of 2023, a total of 85 sessions unfolded within our Thursday Gatherings. This pulsating hub of knowledge and transformation saw the dedicated participation of 161 speakers and startups. Through engaging panels, interactive workshops, demo tables, and diverse programming, they collectively enriched the fabric of our gatherings, leaving an indelible mark on our local innovation community.

Operating within this collaborative framework, we delved into a spectrum of themes and pillars, encompassing Global Innovation, Fundraising & Investment, and Technology. Attuned to the priorities and needs of our audience, we harnessed these pillars as the scaffolding for constructing meaningful programs. This strategic alignment empowered participants to connect and share ideas pertinent to the focal theme. The culmination of these interactions produced what we fondly term "engineered serendipity".

Do you want to be part of Venture Café's Thursday Gathering programming? Email us! hello@venturecafeemiami.org
On average we have received an NPS score of 86 – on a scale from -100 to +100 – from our visitors.

On average, in our research made over 11 months in 2019, 3 connections are made per visit.

TOP 5 VISITOR INDUSTRIES

INFORMATION TECHNOLOGY, MARKETING & ADVERTISING, EDUCATION, ENVIRONMENT & SUSTAINABILITY, FINANCE

ONLINE REACH

9000 CONNECTIONS MADE

86 NPS SCORE

16k EMAIL + SOCIAL SUBSCRIBERS

37% EMAIL OPEN RATE

21k WEBSITE USERS
THURSDAY GATHERINGS

Live Podcasting: Fueling Tech & Talent

Investor Speed Dating

Tech Fuck Up Mic

Pitch Night MIA
MEET THE COMMUNITY!
WHAT THE COMMUNITY HAD TO SAY

I can't thank you all enough for all you do! It is amazing work and is such a blessing to the community!

-David T.

Amazing, as usual! This team is incredible, always bringing high quality content to these events.

-Paula

Really such a great opportunity to get in front of real investors for valuable feedback and networking. We need more of these! Thank you.

-Aleksandr

Thank you for the opportunity and support! I can't wait for your next event, and a chance to engage with the other Venture Cafés around the world!

-Dyshaun

What a night! I loved the energy and being able to connect with diverse founders, investors & talented folks building amazing companies in Miami!

-Cristina

I've been only twice so far, and I was astonished both times with the excellent crowd, inspiring pitches, and overall organization.

-John
Ambassadors are vital contributors to our community, serving as key connectors and enthusiastic advocates for the Venture Café culture.

Their incredible support from our is what makes our Thursday Gatherings possible. Thank you!

MEET OUR 2023 AMBASSADORS

ANNASTASIA SNAKINA  FLORA KOYEN  PETER CUMMINGS

STEVE ELVIUS  OLGA KHUVOV  SPEYDER WEBB  MIKE BURTOV
<table>
<thead>
<tr>
<th><strong>MAKE YOURSELF AT HOME</strong></th>
<th><strong>BE INCLUSIVE</strong></th>
<th><strong>BE INTERESTED</strong></th>
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<tbody>
<tr>
<td>Be welcoming and friendly . . . and help keep the place tidy.</td>
<td>The community thrives because we welcome participants without regard to color, gender, religion, age, sexual orientation, gender identity or gender expression, or disability.</td>
<td>Learn about other guests’ projects, explore new perspectives, consider the absurd. Ask yourself how can I help?</td>
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<tr>
<th><strong>CONNECT RESPONSIBLY</strong></th>
<th><strong>NO HARD SALES!</strong></th>
<th><strong>HAVE FUN!</strong></th>
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<tr>
<td>We are not a bar, this is not a happy hour. If you think it is, you are in the wrong place.</td>
<td>Innovation is about top level thinking, not bottom line outcomes. Focus on building relationships that will last.</td>
<td>Challenge yourself to think outside of your norms and grow. Be willing to provide constructive feedback and share your ideas.</td>
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LOCAL SMALL BUSINESSES
As a woman-owned, small, and local business, De La Social Co. specializes in crafting custom digital media experiences that elevate events to extraordinary heights. Their expertise lies in seamlessly integrating technology to enhance engagement and spark the creation of compelling user-generated content. They offer a diverse array of highly customized and tailored options, accommodating various occasions and budgets.

Our collaboration with De La Social Co. has not only boosted the overall impact of our events but has also exemplified the strength of local partnerships!

Adding an extra layer of warmth to our gatherings, Alex Coffee Roasters stands out as a cherished partner in our journey throughout 2023. Rooted in both Argentina and Miami, this local gem is more than just a coffee shop – it’s a brand with a global vision, mirroring the diverse and inclusive spirit we champion.

Alex Coffee Roasters generously provided us with the fuel that kept our community energized and connected – complimentary, high-quality coffee. Their contribution not only added a delightful touch to our gatherings but also symbolized the importance of community support.

LEARN MORE AT DELASOCIAL.CO

LEARN MORE AT @ALEXCOFFEEUSA
GATHERING SPOTLIGHT:

MIAMI TECH WEEK
Miami Tech Week has evolved into a cornerstone event for our city, and for the second consecutive year, Venture Café Miami has stood as the central hub. At the heart of this vibrant week, both locals and global visitors immersed themselves in the pulsating tech scene that defines Miami. Our 2023 Miami Tech Week Gathering unfolded as a captivating journey, featuring a narrated metaverse tour, a Tech Fuck Up Mic in collaboration with Fuck Up Nights Miami, an Investor Networking Lounge, “Spotlight.Online” championing women entrepreneurs, free professional headshots, and a special edition of Pitch Night MIA.

Through these dynamic activations, we seamlessly integrated elements of innovation and learning, providing participants with the opportunity to absorb the invigorating energy that defines Miami’s tech landscape. Each attendee had the chance to partake in the excitement of technology, gaining valuable insights into trends and discovering exciting opportunities.

"Best free tech event of the week. It was nice to avoid the party atmosphere of the other events, but it wasn't overly dry at the same time. I appreciated that no one was obligated to go to the sessions in the rooms if they preferred to stay in the networking area. Thanks!"

WANT TO LEARN MORE? SCAN THE CODE TO EXPERIENCE OUR 2023 TECH WEEK GATHERING FOR YOURSELF!
PARTNERSHIP SPOTLIGHT:

C-THE FUTURE SERIES
Over the last two years, our collaboration with the World Affairs Council of Miami has brought forth the dynamic C-The Future Series, unfolding in the form of “Innovation Nights.” These thoughtfully curated evenings, in conjunction with governmental entities from specific countries, offer a captivating blend of culture and innovation. From lively networking to immersive experiences featuring music, performances, culinary delights, and traditional drinks, participants get to fully soak in the essence of the featured nation.

Taking it a step further, we elevate the experience by showcasing influential figures from the country’s ecosystem—founders, investors, and industry experts based in Miami—who share their impactful journeys. The evening transitions into insightful conversations, including a sit-down with the Consul General, skillfully guided by Aaron Rosen, president of WAC. Within this series, spotlighted nations encompass the Netherlands, Canada, France, Germany, Mexico, Taiwan, Ireland, and beyond. In 2024, we eagerly anticipate extending our global reach by featuring countries such as Switzerland, Turkey, England, and more in our upcoming Innovation Nights.

“Working hand in hand with Venture Café, we have greatly expanded community access to Miami-based diplomats, exposing hundreds of entrepreneurs, innovators, inter-cultural connectors, & tech enthusiasts to emerging trends in innovation, technology and public policy from around the world. This is the only program of its kind, and wouldn’t be possible without the visionary efforts of VCM.”

“AARON ROSEN
President,
World Affairs Council Miami
GATHERING SPOTLIGHT:

SUMMER SCALING SERIES: FUNDRAISING & INVESTMENT
SUMMER SCALING SERIES: FUNDRAISING & INVESTMENT

Amid a season traditionally marked by a lull, we defied the status quo with our Summer Scaling Series—a dynamic 3-part series. With a total of 382 attendees, the series featured 15 and engaged over 20 speakers and startups. Each edition addressed specific founder challenges, featuring insights from a variety of industry leaders.

In the final edition focused on Fundraising & Investment, we collaborated with CIC’s International Softlanding Program, spotlighting five international founders from their latest cohort. Each founder took center stage, presenting their innovative startups in a captivating showcase. The pinnacle of the evening unfolded in a thrilling pitch competition, where these visionary entrepreneurs competed for a $500,000 investment before an eager audience and investor panel. In a thrilling culmination, Diegon Sanz from Finmaq secured the coveted investment opportunity, courtesy of our esteemed partners Manutara Ventures.

“Through our collaborations with VCM, we’ve directly linked local & international entrepreneurs with the investment community—transcending traditional barriers. VCM’s vibrant atmosphere has been the perfect backdrop for these impactful events, illustrating the strength of strategic partnerships in marrying innovative ventures with financial resources and reinforcing the significance of community collaboration in fostering entrepreneurial success.”

ALEJANDRA WINTER
Co-Founder and Director,
CIC International Softlanding Program
GATHERING SPOTLIGHT:

C-THE FUTURE SERIES: MEXICAN INNOVATION NIGHT
C-THE-FUTURE SERIES: MEXICAN INNOVATION NIGHT

Over the last two years, our collaboration with the World Affairs Council of Miami has given rise to the dynamic C-The Future Series, materializing in the form of engaging "Innovation Nights." These thoughtfully curated evenings, executed in partnership with governmental entities from specific countries, provide an enthralling blend of culture and innovation. In 2023, we had the pleasure of spotlighting Mexico as the inaugural Latin American country.

Teaming up with the Consulate General of Mexico in Miami, Mexican Innovation Night came to life through a vibrant Marketplace featuring 10 artisans and small businesses. The atmosphere was enriched with live Mariachis, traditional beverages— including craft Mexican beer & tequila— and delectable tastings of authentic cuisine. Attendees gained valuable insights into Mexico’s current positioning, startup ecosystem, and entrepreneurial trends from Mexican Consul General Jonathan Chait. To top it off, two lucky winners were awarded complimentary tickets to fly to Mexico, generously provided by our distinguished partners Delta & Aeromexico.

Scan the code to take a peek into our Mexican Innovation Night.
GATHERING SPOTLIGHT:

THE BRIDGE: TECH & GENDER EQUITY
While Miami has made significant progress in becoming a thriving tech hub, the inadequate gender-specific data and the lack of women's representation in the industry remain critical issues. In an effort to address this gap, we joined forces with the Women’s Fund to introduce their groundbreaking project, the Gender Equity Index. This three-year effort has culminated in a valuable resource, offering essential data capable of catalyzing tangible change and fostering a more equitable society for women and girls in Miami-Dade County.

For the launch, we engaged our diverse network of industry leaders, empowering them with this tool to actively promote gender equality within the tech ecosystem and beyond. The evening featured a Women in Tech Showcase, alongside the unveiling of the Gender Equity Index (GEI) and insightful conversations with local leaders. These components underscored the profound potential and vital role of this powerful resource in addressing gender disparities across various sectors in our county.
PARTNERS & SPONSORS
TOGETHER WE CAN MAKE AMAZING THINGS HAPPEN!

At Venture Café Miami, we thrive on collaboration, acknowledging that our success is made possible by our exceptional partners! Here are some remarkable organizations we partnered with in 2023:

Wexford specializes in meeting the unique needs of universities and research institutions, leading in the creation of integrated innovation districts, known as Knowledge Communities. These serve as primary drivers of economic development in various metropolitan regions. With over fifteen years of experience, Wexford collaborates with clients to build vibrant, mixed-use communities fostering innovation across disciplines.

CIC stands as a global leader in constructing and managing innovation campuses to foster the development of entrepreneurs and startups. Driven by the conviction that robust innovation ecosystems drive economic development and social impact, CIC has co-founded various mission-aligned organizations. These include Venture Café, CIC’s main programming partner, and CIC Health, which provided millions with COVID-19 testing and vaccinations.

As an independent, nonpartisan, and nonprofit organization, the World Affairs Council of Miami is dedicated to transforming our community into a hub of international awareness. Immersing Miami locals in global affairs through diverse activations, inclusive education, and spirited civil discussions, they serve as architects of understanding, shaping a community that actively influences the world rather than merely observing its course.

BIG THANKS TO

[List of logos from top to bottom]
LETS MAKE THINGS HAPPEN!

Venture Café thrives on collaboration, and our incredible partners are the heartbeat of our success.

Ready to amplify your brand’s influence on the world stage? Partner with Venture Café and become a driving force for change in the innovation and entrepreneurial landscapes. Our event sponsorships offer your brand a unique chance to engage with and empower the most visionary entrepreneurs. Dive into dynamic activations including:

INNOVATION TRAILBLAZER
Share your vision by crafting an entire program for a Thursday Gathering.

INNOVATION CATALYST
Develop and curate one of the sessions of a Thursday Gathering program.

SESSION SERIES
Harness the power of recurring touch points to amplify impact and foster deeper engagement by leading a session at 4 different Thursday Gatherings.

INNOVATION EXPLORATION
Get an impactful introduction to a local innovation ecosystem

INNOVATION BRIDGE
Get introduced to, and embark on a guided tour of the vibrant local innovation ecosystem.

COCKTAILS & CONNECTIONS
Elevate the Thursday Gathering experience by covering the costs for the bar service.

NOURISH THE FUTURE
Enhance our gatherings by covering the costs associated with catering.

VENTURE CAFÉ AFTER DARK
Host an immersive post-Thursday Gathering segment, where the spotlight shines on the captivating synergy of arts and music.

Unlock the full potential of your partnership by stepping into the role of an Annual Partner. Explore our partnership tiers, designed to offer a range of benefits tailored to your needs and objectives.

INNOVATION ENABLER
Support foundational programs that make Venture Café possible.

INNOVATION PARTNER
Co-create unique programming to amplify your brand’s message.

GLOBAL INNOVATION LEADER
Inspire innovation on a global stage.

Let’s join forces to connect innovators to make things happen. Reach out today to unleash the power of collaboration and shape a profound impact on the world, together!

Interested? Contacts us at Hello@VentureCafeMiami.org
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 90,000 innovators attend our Thursday Gatherings and participate in over 1,700 hours of networking and 2700 engaging sessions hosted by over 2800 inspiring speakers.