



ENTREPRENEURSHIP  
— FOR ALL —



Strengthening Communities  
Through  
Inclusive Entrepreneurship

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# The Challenge

How can communities across America empower residents to succeed in today's rapidly changing economy?



# The Solution

EforAll exists because we believe that anyone, regardless of background, education, industry, or zip code, should be given the opportunity, resources, and support, to turn their dream of starting a business into a reality.

We have developed an Accelerator Program that is completely free, and offered in English and Spanish.

Entrepreneurs create new businesses, and new businesses in turn create jobs, spur competition, and create a more robust, inclusive local economy.



# Why EforAll In Colorado?

- Colorado's overall economic recovery stands out, but gains have been uneven throughout the state.
- Distressed communities persist both in rural and metro areas and Colorado is adding more low-wage jobs than any other.
- Minorities in Colorado currently face numerous barriers to economic mobility

# What Sets Us Apart



## Cohort Model

Each entrepreneur joins a cohort of up to 15 startups. Cohort members learn and grow together, and create their own support system.



## Mentor Team

Each entrepreneur is matched with three mentors. Teams bring different perspectives and a richer set of voices for the entrepreneur.



## Cash Prizes

Each entrepreneur is given the opportunity to receive funds from a \$20K prize pool. EforAll takes no equity and entrepreneurs do not pay any fees.



## Continued Support

After the Accelerator Program, entrepreneurs are provided with nine months of additional support, funding opportunities, and lifelong alumni support.

# From an idea to a business, a community makes it happen



## Pitch Contests

- Share ideas
- Receive feedback
- Win award money
- Engage the community



## Accelerator Program

- Participate in intensive 3-month process, followed by 9 months of ongoing support
- Work with 3 mentors per entrepreneur
- Get support from a cohort of peers
- Learn from local experts and build a professional network
- Win seed funding and learn to bootstrap



## New Businesses

- Access and contribute to alumni network
- Address community needs
- Revitalize local economies

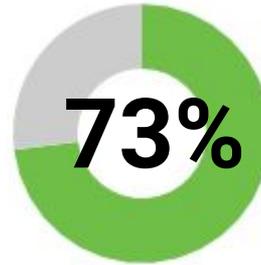


# Organizations EforAll Partners With

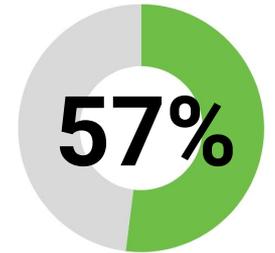
- EDCs
- CEDCs
- SCORE
- MSBDC
- Local Banks
- Universities
- Cultural Organizations
- Local High Schools
- Community Colleges
- Community Foundations
- Chambers of Commerce
- Neighborhood Organizations
- Workforce Investment Board
- Radio Stations: ie Lemonade Days
- Entrepreneur Organizations: ie Mass Challenge, StartUp Weekends, SNEEF



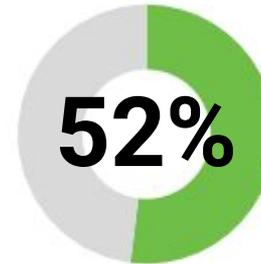
# EforAll Startups Are:



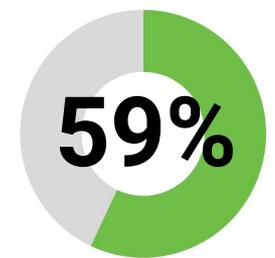
WOMEN-OWNED



MINORITY-OWNED



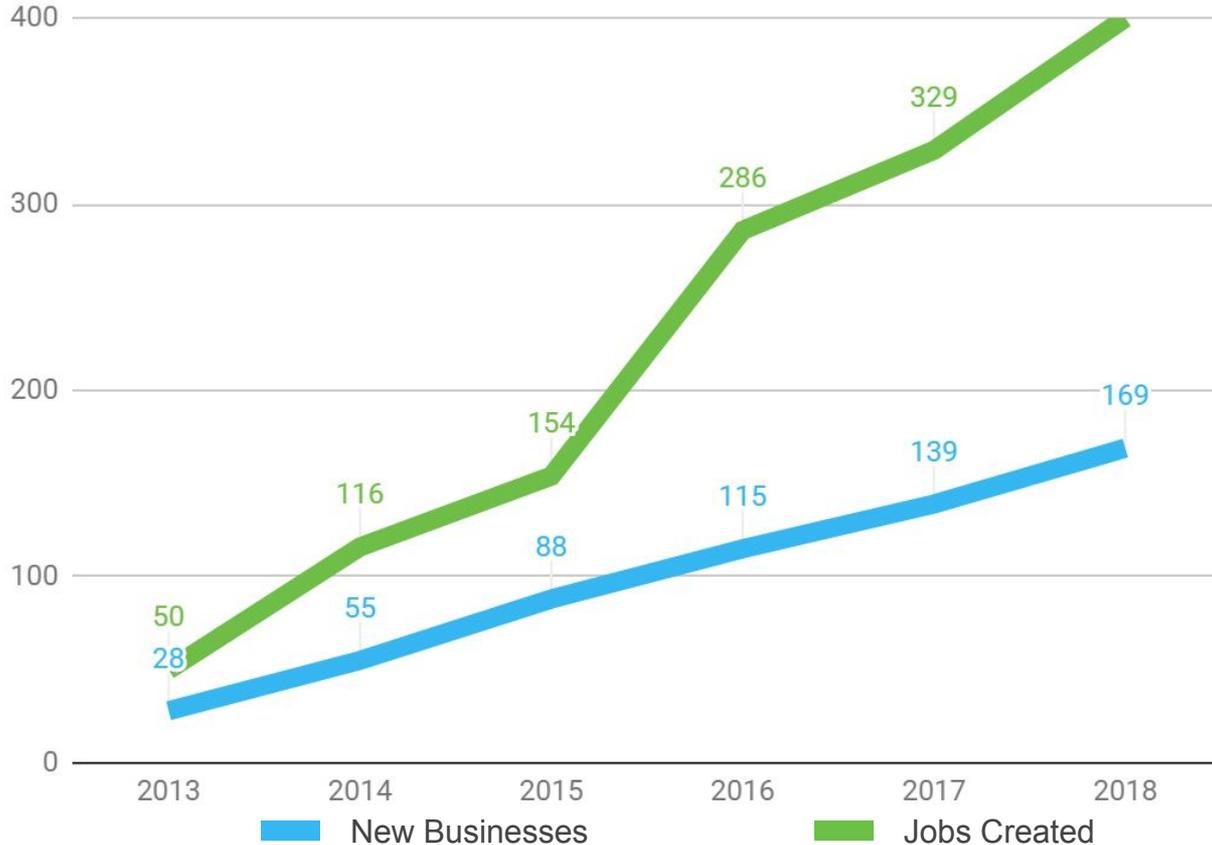
IMMIGRANT-OWNED



PREVIOUSLY UNEMPLOYED

# Direct, Measurable, Lasting Impact

Data for graph is from EforAll's first Accelerator Program in Lowell and Lawrence, MA



**\$20.9M**

Capital Raised

**\$18.8M**

Revenue Raised

**626**

Jobs Created

**349**

Startups Created

**83%**

Startups Still Active

# A vibrant grassroots ecosystem helps communities thrive

At each program site, EforAll works with:

## 50+ Judges

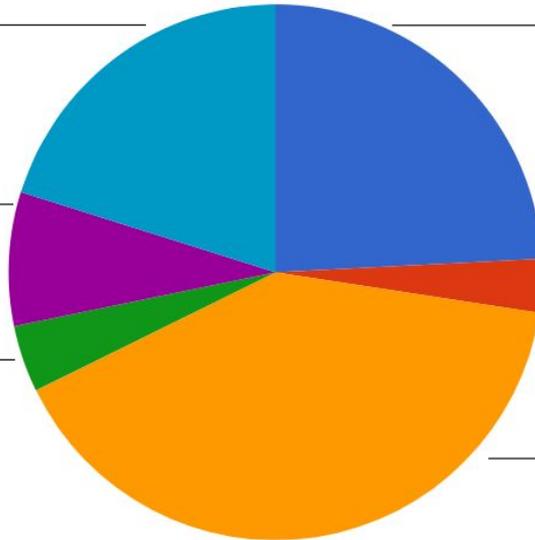
Give feedback and decide winners

## 20+ Content Experts

Teach accelerator classes

## 8+ Local Leaders

Serve on site-specific Advisory Board



## 60+ Mentors

Advise entrepreneurs through weekly in-person meetings

## 10+ Institutional Partners

Provide office space, sponsor events and conduct outreach

## 100+ Readers

Provide application feedback

At each 2-person team leverages 200+ local volunteers through accelerators and pitch contests

# Alumni Stories

## Juiced Cafe



## Viera Admin Solutions (VAS)



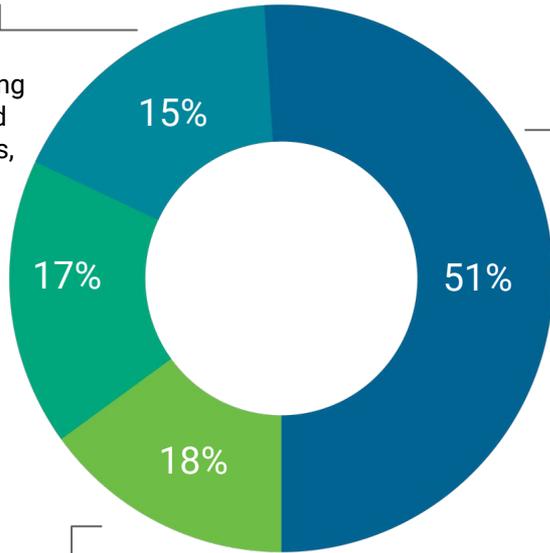
# Annual Budget to Operate an EforAll Program: \$300K

## Operations | \$46K

Covers the cost of renting a physical location, food for entrepreneur cohorts, and supplies.

## Headquarters Support | \$50K:

All program sites will benefit from EforAll's tech platform, learning and measurement tools, marketing and finance support, as well as overall development and management.



## Programs | \$153K

The cost of supporting a lean, two person management team for the program, including the cost of compensation and benefits.

## Program Awards | \$51K

Funds that are allocated go directly to Pitch Contest winners Accelerator Program graduates

## Funding Sources

- Corporations
- Foundations
- Individuals
- Government
- Earned Revenue

# A Message from EforAll Funder, Massachusetts Technology Collaborative

*“EforAll isn’t about importing business plans into a region, but rather providing the resources that will help grow creative, locally-sourced ideas into sustainable businesses.”*

*“As a trusted partner to the Commonwealth, we have seen first-hand how EforAll’s model can help grow a community-centered culture of entrepreneurship, one that we believe can have an immediate positive impact on the growth of new enterprises across the South Coast.”*

Pamela Goldberg,

Former CEO of Massachusetts Technology Collaborative

# Thank you!

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