



The Southwest Colorado Accelerator Program for Entrepreneurs (SCAPE) mission is to help create more high growth, job creating companies in Southwest Colorado; through offering an Accelerator Program which provides funding, education and intense mentoring to start-ups and early stage companies.



About Scape

SCAPE is one year old and is an innovative collaboration between:

Colorado Office of Economic Development and International Trade

Region 9 Economic Development District

La Plata Economic Development Alliance

Small Business Development Center and Business Advisors Network

Local investors, mentors, and banks

SCAPE is an intensive 4 month program which provides selected ventures with funding in the form of an equity investment, office space, mentoring and a proven launch program that prepares the entrepreneurs to enter markets.

SCAPE's unique structure is built around a 15 member, "startup savvy" Mentors Group. These mentors are company founders, venture investors and startup consultants willing to contribute their time to mentor the ventures through the program and to provide seed funding. They are the backbone of the program.



How SCAPE works

A successful completion of the SCAPE program cycle fully prepares ventures to raise capital and increase their chances for success. Each venture works with mentors to complete the “Lean Startup” business canvas model including:

- Business model development
- Product and Customer development
- Financial Projections and Financing Plans
- Investor Pitch Preparation

Ventures receive up to \$30,000 in the form of an equity investment that is tied to curriculum milestones.

Please visit www.goscape.org to learn more about the mentors.

There is extensive support after completing the program to help the companies grow through different phases.



Area Served by SCAPE and Entrepreneurial Gaps Filled

Southwest Colorado is a remote and rural area, and the local economy relies heavily on entrepreneurial small scale businesses for jobs and tax revenues, and these businesses need to be sustained and grown.

SCAPE serves start ups that are headquartered in a 5 county region:
La Plata, Archuleta, San Juan, Montezuma, and Dolores Counties

SCAPE is in a Colorado Enterprise Zone (EZ) program which provides tax incentives to encourage businesses to locate and expand in designated economically distressed areas of the state - those having a high unemployment rate, low per capita income, or a low population growth.

A significant gap in Southwest Colorado is the ability to support entrepreneurs wanting to launch emerging growth companies. The SBDC provides valuable advisory services, but is limited in scope and amount of available hours. The entrepreneurs also lack office space, funding and a defined process driven program. SCAPE supports and grows these companies to create more quality jobs for the region.

SCAPE is an additional tool in the tool box that identifies the emerging businesses that need intensive mentoring and capital investment to put them on the growth company track.



Partnerships and Founding Team

SCAPE is a collaboration between several economic development organizations to provide another level of service and support for start ups in rural Southwest Colorado. Private sector co-founders of SCAPE are Jim Mackay and Gary Masner.

Jim Mackay's experience in business-to-business software development spans over 25 years. He has founded or co-founded 4 businesses.

Gary Masner has started and sold several businesses, and has a background in venture capital and business strategy.

"Southwest Colorado has a lot of entrepreneurs with great business ideas" said Gary Masner. "Until now, it has been a challenge for many of them to turn their ideas into a successful business. SCAPE will help them with their hurdles and set them up for success."





Selection Process

SCAPE conducts 2 program cycles every year, with the application process in between the cycles.

Applications are sought from the 5 counties comprising the Region 9 EDD region. Awareness of the program and how to apply are marketed through public media, economic development organization newsletters and social media, small business partners and group meetings such as the Durango Tech Group, Entrepreneurs Lounge and the CEO Network.

Applicants apply through the SCAPE website, including completing the on-line form and submitting a video which gives an overview of them and their idea.

Promising applicants are asked to make a personal presentation to the selection committee.

Ventures with energetic teams that want to grow and have strong job creating plans are chosen to be in the program.



Co-Working Space and Shared Resources

SCAPE is in a Co-working facility at Durango Space. We have an open office environment and our start ups have free office space, internet, supplies, access to a library of business books, discounted business services, plenty of coffee, and advisors always available.

This supporting environment has entrepreneurs in residence who are always willing to have ideas bounced off of them, and the former director of the NBIA (National Business Incubators Association) is on site.

SCAPE staff and mentors are available to help, as well as many other companies that can assist with marketing, websites, technology solutions and more.

DurangoSpace





Networking and Support

SCAPE is very proud of the networking and support that is provided before, during, and after the program.

We have close relationships with:

Many local entrepreneurial clubs

The Small Business Development Center

Subject matter experts and business advisors

Growth Company Initiative and CEO Network

New Mexico Angels

Four Corners Economic Development

Region 9 and Local banks

The graduated SCAPE companies are still very tightly connected to the program, mentors, and new companies. The graduated companies are in the office weekly visiting with the new companies, and meeting with the mentors for advice. SCAPE also host luncheons and open houses to keep everyone connected.



Pitch Opportunities

During the SCAPE program the ventures spend several months practicing their pitches in front of many, many different audiences to gain experience and valuable feedback.

There is a final pitch/demo day at the end of the SCAPE program which usually has 50 people in the audience who are community partners and potential investors.

SCAPE graduates have been asked to pitch in front of several different groups in the last year including:

- New Mexico Angels
- Partners of the Telluride Venture Accelerator
- The High Desert Discovery District
- and individual investors and bankers



SCAPE Investments

The SCAPE Investment Fund invested \$150,000 in the first 5 companies that have gone on to raise \$235,000 of additional capital in a very short time frame. This Fund is supported by the Founding Mentors Group, Region 9, the Alliance, and individual investors. The fund is investing \$90,000 in the current SCAPE class.

Additionally, mentoring from the Founders Group and the SBDC BAN has totaled more than \$152,000 of in-kind services.

Success of the SCAPE program is seen through the tremendous response and support in the community; demonstrating the viability and need of the SCAPE program. This support is encouraging for the efforts to grow the program to provide more mentoring and investment funds for more start ups to create jobs.



SCAPE Companies

5 businesses have graduated from the first year of SCAPE- resulting in 8 jobs
There are 3 companies in the current class.

SCAPE I

ReBill Inc.

CloseoutBikes Inc.

SCAPE II

Sit-ins Music

Ruff Puppies

Ecospire

SCAPE III

Kokopelli Baking

Pinnacle Photography

Timepro



Please visit our website at www.goscape.org for more information

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