

7-Year Impact Report

SEED·SPOT

JULY 2018 - JUNE 2019



Leveling the playing field to create
diverse solutions for the world's
most pressing problems

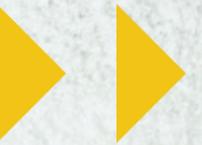


www.seedspot.org

SEED·SPOT

TABLE OF CONTENTS

Letter from CEO	2
Our Impact	4
How We Measure Impact	6
The Teams Making an Impact	8
Our Formula for Success	10
Celebrating Alumni Wins	12
My Active Senior	13
BioForce Medical	14
The Press Forward	15
Proctorio	16
Meaningful Gigs	17
Oil Ease	18
Supporters	19
SEED SPOT 500 / Individual Donors	20
Board of Directors / Committee Members	21
SEED SPOT Team	22
Interns & Fellows	23
Press & Awards	24
Get Involved	25



LETTER FROM THE CEO

"We need entrepreneurs – the world's problem solvers – to create both scalable innovations and localized solutions."

C'pher Gresham,
Chief Executive Officer



I joined SEED SPOT five years ago as a Program Director in Phoenix (SEED SPOT's birth place!) where I worked directly with hundreds of entrepreneurs who were looking to make a difference and address unique problems – such as homelessness and access to education – faced by one of the fastest growing cities in the U.S.

The problems entrepreneurs addressed with innovative, socially-minded businesses in Phoenix are not unlike those that entrepreneurs across the U.S. – and globally – are tackling head on with creative, smart ideas. Fast forward to 2019... SEED SPOT is in seven cities globally with a network of nearly 900 entrepreneur alumni running businesses and nonprofits focused on health and well-being, education, environmental sustainability, equality and economic opportunity, and civic engagement. The entrepreneurs SEED SPOT has supported have **positively impacted 8.2 million lives globally.**

Since its founding, SEED SPOT has evolved to meet the needs of communities worldwide through a growing network of entrepreneurs focused on addressing some of the most pressing social and environmental issues – issues that continue to persist...

- By the year 2020, the world will need nearly 500 million new jobs to meet the demands of new generations joining the workforce (World Economic Forum).
- By 2050, there will be over nine billion people to feed on earth – a demand 60 percent greater than it is today (World Resources Institute).
- Due to human activity, greenhouse gases are at their highest level in 800,000 years and the earth has warmed nearly 1°C over the past 50 years (National Oceanic and Atmospheric Administration).
- By 2050, there will be two billion people over 60 straining our global health system to provide equitable, consistent, and reliable care to vulnerable populations (World Economic Forum).

We need entrepreneurs – the world's problem solvers – to create both scalable innovations and localized solutions.

Despite the need for more impact-driven entrepreneurs, barriers still exist. Only 30 percent of the \$99 billion in venture capital invested 2018

landed outside of the metro areas of San Francisco, San Jose, New York and Boston (Bloomberg). In 2018, less than three percent of venture capital dollars in the U.S. went to women founders (Fortune). Between 2007 and 2012, less than one percent of venture capital dollars in the U.S. went to African-American or Latino founders (CNN). The average accelerator has an acceptance rate of approximately four percent – making it harder to be accepted to an accelerator program than an Ivy League school (GAN).

It's time to level the playing field.

I am focused on continuing to build upon SEED SPOT's history of creating an inclusive, level field for entrepreneurs. We are well on our way with **81.4 percent of the 884 entrepreneurs we have served coming from traditionally underrepresented groups in entrepreneurship.**

Next year, SEED SPOT will serve over 1,000 entrepreneurs... **nationally.** Within three years, we will grow to support over 3,000 entrepreneurs each year... **globally.** As the needs of entrepreneurs evolve, so will our approach. We will focus on honing our curriculum and programmatic model, recruiting best-in-class mentors with deep industry expertise, promoting stories of founders from diverse backgrounds revolutionizing fields, and investing in new communities with burgeoning startup ecosystems.

Thank you to our community of mentors, donors, board members, and supporters who have believed in our mission year after year. I am deeply humbled by the commitment of the hundreds of donors and supporters and excited to welcome many more to the family this year.

Together, we are creating the world's largest home for impact-driven entrepreneurs.

Onwards,

C'pher Gresham
CEO of SEED SPOT

We measure impact through both program feedback and our longitudinal study of SEED SPOT entrepreneurs via our Annual Alumni Impact Survey. The data is self-reported by our entrepreneurs and we account for outliers through a follow-up verification process or by excluding those numbers from our dataset. This year, 44% of adult entrepreneurs have responded to the Annual Impact Survey.

884



Unique Entrepreneurs Served

\$82.6 Million



in Revenue Generated

2,385

Jobs Created



8.2 Million



Lives Positively Impacted

\$53.3 Million



in Capital Raised

87.6%

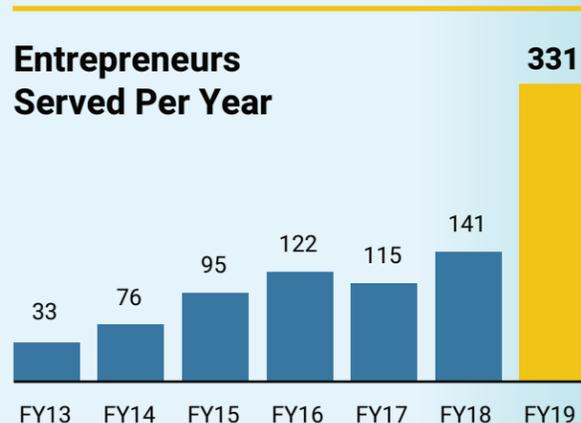


of Ventures Still in Business

81.4%



Underrepresented Founders*



84



Teachers Trained

2,287



Youth Entrepreneurs Served

89%

of Students Believe Business Can Be a Force for Good



90.4%

of Students Who Feel Confident in Their Ability to Develop Market-Based Solutions for Social Problems



66

Schools/Youth-Focused Organizations Served

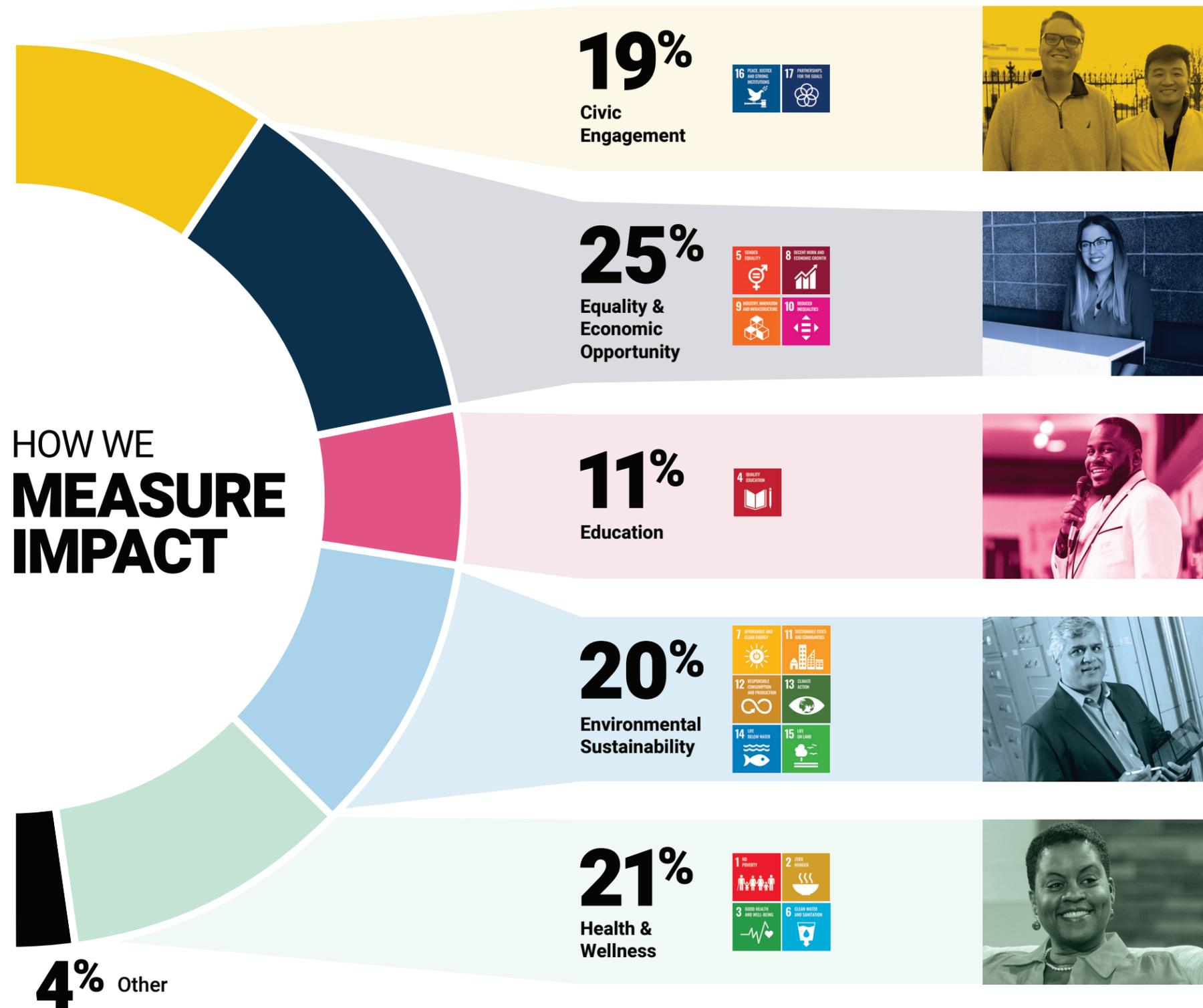


Student finalists pitching at National Demo Day at Tempe Center for the Arts in Phoenix, AZ in May 2019.

* Traditionally underrepresented entrepreneurs are groups that have been historically underfunded by banking, grant, angel/venture capital funding, and private equity communities. These include: women entrepreneurs (53.1% percent of 884 total entrepreneurs served), entrepreneurs of color, LGBTQ and gender-fluid entrepreneurs, previously-incarcerated entrepreneurs, entrepreneurs of varying abilities, first-generation citizen or immigrant entrepreneurs, and entrepreneurs with military status (veteran, military spouse, etc.).

Methodology of Measuring Impact

The United Nations Sustainable Development Goals (SDGs), otherwise known as the Global Goals, are a universal call-to-action adopted by all 193 countries of the UN General Assembly to end poverty, protect the planet, and ensure that all people enjoy peace and prosperity. SEED SPOT uses the SDGs to help the entrepreneurs we serve map the impact they're creating in their local communities to global outcomes centered around equality and economic opportunity, environmental sustainability, global health and wellness, education, and civic engagement.



Impact Broken Down by SDG Groupings

Parvenu

parvenunext.com

Patrick Hoban, Johnny Li

Fall 2017 Evening Program in Washington, DC

Parvenu uses artificial intelligence to make donating at a checkout counter smarter. Instead of a retailer asking its customers to donate to a single pre-selected charity, Parvenu's software recommends a charity aligned with a user's shopping habits.



stARTEM

startemnow.com

Megan Epley

Fall 2015 Evening Program & Fall 2016 Full-Time Program in Phoenix, AZ

stARTEM consists of a group of educators and artists who craft creative opportunities for students to improve their academic performance and discover their purpose by integrating art into STEM.



SOUNDS Academy

soundsacademy.org

Kirk Johnson

Fall 2013 Full-Time Program in Phoenix, AZ

SOUNDS Academy is a non-profit music education organization that teaches, mentors, and provides musical experiences and opportunities for underserved youth.



Naya Energy

nayaenergy.com

Ketan Patel

July 2016 Capital Prep Program in Phoenix, AZ

Naya Energy uses data to provide the Purchasers of Power with the tools they need to understand their energy usage and unexpected bill charges. The data optimizes operational efficiency by eliminating soaring demand charges, malfunctioning equipment, and unnecessary wasted energy.



Grapevine Health

www.grapevinehealth.co

Lisa Fitzpatrick

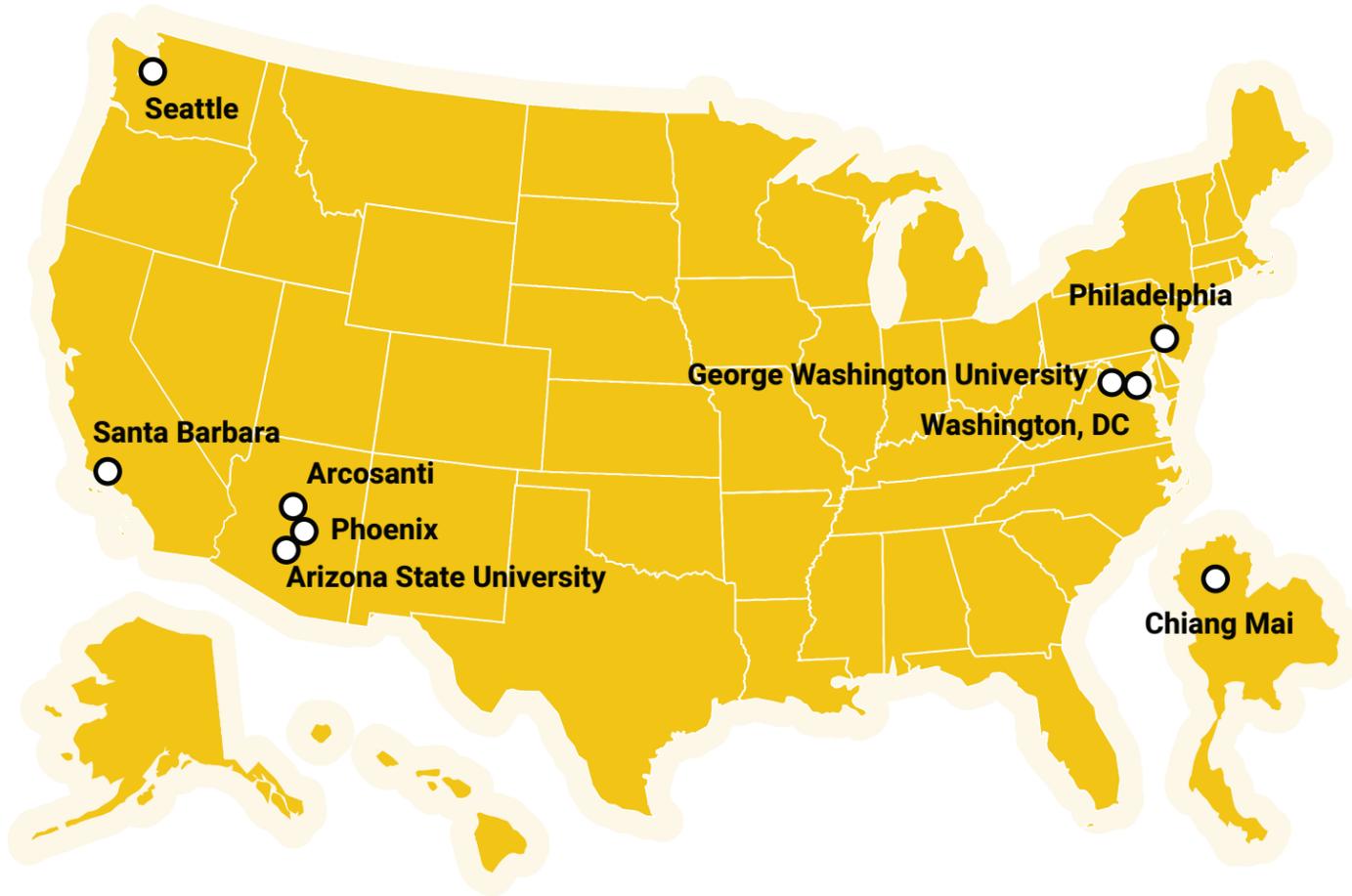
Fall 2017 Evening Program in Washington, DC

A company focused on improving patient engagement and health literacy for underserved communities.



THE TEAMS MAKING AN IMPACT

SEED SPOT trains Community Organizers to run 2-Day Launch Camps and lead programming for diverse entrepreneurs in their own communities. Their work impacts entrepreneurs both directly through access to education, resources, and mentorship, and more broadly through ecosystem development, job creation, community resource sharing, and partner collaboration.



PHOENIX, AZ



Gabriel Ramirez
August United, An Influencer Marketing Agency



Nancy-Linh Le
A to Z Fulfillment

ARIZONA STATE UNIVERSITY, AZ



Brent Sebold
Arizona State University's Office of Knowledge Enterprise Development



Kate Robertson
Arizona State University, Thunderbird School of Global Management



Derek Shaw
Arizona State University, Thunderbird School of Global Management

ARCOSANTI, AZ



Sean-Paul von Ancken
Arcooperative Association (Arcoop)



Rob Jackson
Cosanti Foundation

SANTA BARBARA, CA



Kristin Boehm
Impact Hub Santa Barbara



Michael Lewis
Impact Hub Santa Barbara

SEATTLE, WA



John B. Johnson
a small studio



Michael Gallagher
BNI Delaware Valley Regions



Evan Friedkin
Roobrik



McKinsey Alston
United Way of Greater Philadelphia and Southern New Jersey

CHIANG MAI, THAILAND



Mike Mirabella
Friends of Asia Foundation



Drew Mehta
Friends of Asia Foundation

WASHINGTON, DC



Maurice Boissiere
Higher Calling Ventures



Zeluis Teixeira
Higher Calling Ventures

THE GEORGE WASHINGTON UNIVERSITY, DC



Scott Stein
George Washington University, Office of Innovation & Entrepreneurship



Jasmine Marie Bautista
George Washington University, Office of Innovation & Entrepreneurship



Kofi Essel MD, MPH, FAAP
George Washington University, School of Medicine & Health Sciences



"As a SEED SPOT alum, I saw the need for a collaborative, inclusive, and impact-driven community in Seattle. As I became further embedded in the community, I kept hearing from individuals that they wanted a safe place to start and grow their ideas that have a social benefit. It just made sense to work with SEED SPOT and bring the 2-Day Launch Camp here!"

—John B. Johnson, SEED SPOT Community Organizer in Seattle, WA and Identity Architect at a small studio



"I became a Community Organizer because of how incredibly inspirational our social impact ventures are. I'm confident that we're in great hands with SEED SPOT ventures leading the charge on shaping Arizona's future business landscape."

—Gabriel Ramirez, SEED SPOT Community Organizer in Phoenix, AZ and Sr. Director of Business Development at August United

OUR FORMULA FOR SUCCESS

To make sure our entrepreneurs thrive, we combine:

Action-Packed Programming

Designed for founders at various stages of their entrepreneurial journeys, SEED SPOT runs engaging programs and hands-on learning experiences. SEED SPOT's signature programs are the Impact Entrepreneur Meet-up, the 2-Day Launch Camp, and the Impact Accelerator.



Proprietary Curriculum

During programming, entrepreneurs are challenged to complete a SEED SPOT curriculum workbook that guides them through launching and scaling their business.



Partnerships

SEED SPOT partners with industry-leading organizations to elevate the voices of diverse entrepreneurs and tackle the unique problems each community is facing.

National Mentor Network

To provide post-program support and resources, SEED SPOT matches entrepreneurs with industry experts that provide validation, constructive feedback, and guidance around next steps.



Content Experts

Beyond mentorship, SEED SPOT brings in local representatives from law firms, marketing agencies, and other service providers to provide discounted and pro bono services.



A Community of Impact-Driven Entrepreneurs

During and after programming, SEED SPOT creates opportunities for entrepreneurs to meet one another, network, and learn valuable tips for long-term success.



CELEBRATING ALUMNI WINS



Shememe Williams started her career as a physical trainer for NBA players while on a full-ride basketball scholarship at Temple University. An opportunity to train those players' parents inspired a drastic life change - within a few weeks, Shememe transferred her credits to the University of Maryland where she earned her degree in Gerontology, the study of aging. After years of managing senior facilities in the private and public sectors, Shememe saw a problem - seniors were not able to take advantage of opportunities and better senior care. She quickly took matters into her own hands and built My Active Senior, a platform for seniors and their adult children to connect with local senior resources, activities, housing, technology, transportation and more.



"SEED SPOT helped me structure my thought process to think one year, three years, and five years out. It really made me see how My Active Senior could be a million dollar business and grow nationwide!"

My Active Senior



In 2016, My Active Senior was named an innovative new technology platform in the senior space by the organizer of the What's Next Baby Boomer Conference. During a period of development, she applied and was accepted to SEED SPOT's Impact Accelerator in Washington, DC. "SEED SPOT helped me structure my thought process to think one year, three years, and five years out. It really made me see how My Active Senior could be a million dollar business and grow nationwide!" Since pitching at Demo Day in April 2019, Shememe is growing My Active Senior full-time. In the coming months, she is prioritizing website upgrades, adding new features, and growing her list of vendors in order to become every household's go-to platform for senior support. ■

Shememe Williams pitching at Venture Thursday at the Booz Allen Hamilton Innovation Center in March 2019.

DID YOU KNOW?

SEED SPOT has run

65

total programs since inception.

Bioforce Medical



The BioForce Medical team (Carlos Castellanos, Jeff Ward, and Matt Holgate) accepting their \$10,000 Audience Impact Award at Demo Day in May 2019.

Carlos Castellanos is a passionate cancer survivor, an experienced biomedical engineer and former FDA chemist, and co-founder of BioForce Medical. On a mission to detect cancer early, Carlos and his co-founders, Jeff Ward and Matt Holgate, developed a cancer diagnostic device that helps oncologists with early cancer screening and treatment monitoring by analyzing blood samples as they become malignant and begin circulating through the bloodstream.

Formally incorporated in 2018, the company was started in 2012 while Carlos studied techniques to isolate cancer cells and detect them in a hyper-efficient manner during his PhD program at Cornell University. Since founding, BioForce Medical has created a pilot diagnostic device, participated in SEED SPOT's Impact Accelerator in Phoenix, won the \$10,000 Audience Impact Award, and is continuing to accelerate their growth through the regulatory process and building a robust sales pipeline. ■



"The SEED SPOT staff is a smart and collegial bunch, and there is a great deal of camaraderie among the participants. I received a solid fundamental education that has served me well as I prepare to roll out BioForce Medical's products and services."



Carlos in the lab working in the cell culture hood.

DID YOU KNOW?

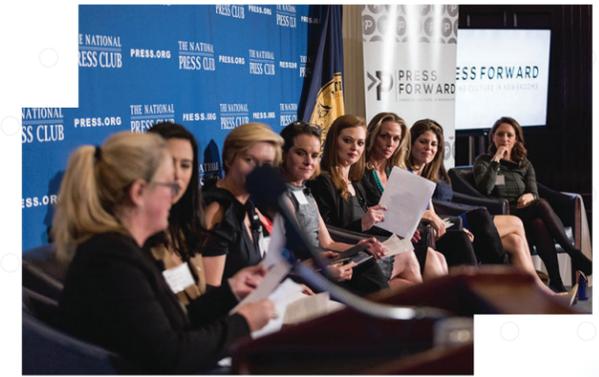
21

SEED SPOT alumni have participated in more than one SEED SPOT program, including BioForce Medical.

After serving as an experienced consultant and team lead at Booz Allen Hamilton, Carolyn McGourty Supple co-founded and leads The Press Forward, an independent initiative on a mission to change culture in newsrooms. Carolyn and The Press Forward team work to create safe, civil, and diverse workplaces for women and men to do their best work in journalism. This includes ensuring every person in the newsroom has a voice and encouraging news media leaders to strive for ethical work standards that are free of sexual harassment and void of abuses of power and discrimination. Additionally, they work to ensure equal pay policies, parity with assignments, and advancement of women and minorities to leadership roles.

To achieve these aims, Carolyn developed an innovative sexual harassment training with the Poynter Institute that launched October 15th and is being piloted at the Wall Street Journal. This fall, an industry study with McKinsey and LeanIn.org on the status of women in American newsrooms will be released, exploring solutions for advancing women and people of color into leadership. Carolyn has spoken at the Conscious Capitalism CEO Summit, the Newseum, National Press Club, Tech Inclusion Conference, and university classrooms. Executives turn to her for advice on workplace culture post-#metoo. In advocating for more courses on newsroom management, Carolyn serves as a Visiting Professor at the University of Texas at Austin. Her hope is to make the course open source and available to journalism faculty around the world. To date, The Press Forward's work has been supported by CBS, the Dow Jones Foundation, the Wall Street Journal, Twitter, private individuals, and Atlantic Media. ■

"Participating in the 2-Day Launch Camp gave me the space and time to synthesize our story and pitch, and hone our messaging. Since then, I have turned to their insightful team for advice, feedback and resources. Their support to entrepreneurs on their journey is sincere and I'm grateful to be part of the community."



Carolyn, with The Press Forward co-founders, at their launch in March 2018 at the National Press Club.

The Press Forward



Carolyn speaking at the Newseum in Washington, DC in April 2018.

Mike Olsen is a rocket scientist who met his co-founder in Aerospace Engineering classes while simultaneously working full-time as EdPlus's Lead Research Software Engineer at Arizona State University. Driven by the desire to ensure academic integrity for online programs, Mike and his co-founder built an initial prototype for what became Proctorio. The idea was to create an online proctoring company that uses machine learning and facial detection technologies to monitor students during online exams, flagging suspicious behaviors in a digital gradebook at the conclusion of every assessment. They had the technology, but still needed help creating a business. Enter SEED SPOT: "I appreciated SEED SPOT because they turned our weekend coding project into a structured business without taking a piece of the company."

After participating in SEED SPOT's Evening Program in Phoenix in 2013, Mike presented Proctorio at SXSW and got day-of calls from two deans in the audience. Since then, Proctorio has prioritized simplicity and privacy using software to land big-time clients like Harvard University and California's entire community college system (a total of 114 schools!). Proctorio now delivers exams in all but four countries around the world, and has locations in Phoenix, Scottsdale, Munich, and Belgrade. Looking forward, Mike is making the push towards a globalized sales team and developing other products like a plagiarism detector and WebSweep that alerts institutions of cheat sheets that can be found online. To up-and-coming entrepreneurs, Mike says: "Realize that you don't know everything and take your time making decisions. Don't take quick action on something that could affect your business for years." ■

"I appreciated SEED SPOT because they turned our weekend coding project into a structured business without taking a piece of the company."

Mike speaking at the INAT Summit for Information Technology professionals in Belgrade, Serbia.



Proctorio

DID YOU KNOW?

75%

of SEED SPOT ventures are classified as for-profit.



Meaningful Gigs



After a successful company exit and transformative Burning Man Festival in 2016, Ronnie Coleman wanted to build something new. The idea? Art Lab, a tech platform where creatives (artists, musicians, chefs) could post their profiles to be matched with work. "During SEED SPOT's 2-Day Launch Camp, I put my ideas into a single vision: unleash the world's creative talent." But six months and 100 user interviews in, Ronnie noticed two big problems arise: 1) many creatives did not want to turn their passions into work and 2) it was becoming very difficult to assemble the right team of developers to build the platform.



Ronnie Coleman at "How to Measure the Impact of Design," an event hosted by Meaningful Gigs and sponsored by WeWork.



Ronnie speaking on a panel at PurpleCON at the Eaton Hotel in Washington, DC.

With guidance from a trusted advisor, Ronnie asked himself: "What is the most repeatable thing that companies need that is still creative?" The pivot: design. Through tweaking their matching algorithm, integrating artificial intelligence and machine learning, and hiring a trustworthy Chief Technology Officer, Meaningful Gigs was born. Ronnie's team has since contracted 100 of the country's best designers, completed projects for AARP, and empowered startups creating solutions to democratize legal, collect unpaid child support, and redesign shopping carts for the elderly. Within the next year, Meaningful Gigs will contract 800+ design specialists and marketers to amplify the impact of top impact-driven associations and nonprofits in the Washington, DC area. ■

“SEED SPOT teaches you things you wouldn’t learn in a regular class. It’s hard, but you learn how to analyze problems and solve them. It’s more than just a youth competition – it’s a way to make an impact in the world at a young age.”

–Paris Wingham

Oil Ease



When his mom had trouble finding an effective grease disposal product, Anthony Romano decided to take matters into his own hands. He brought the idea into his SEED SPOT entrepreneurship class at Dream City Christian in Glendale, Arizona, where he and his classmates Brenick Root, Nanase Toda, and Paris Wingham, came up with a powerful solution comprised mostly of plant waste: Oil Ease. Through trial and error, they spent most of the school year finding the right ingredients, perfecting the formula, and determining the best form for their solution with guidance from their teacher, Pat Blakesley.

In Spring of 2019, Oil Ease was one of 50 student teams to submit an application to compete in SEED SPOT Schools Semi-Finals. Of those teams, only 12 were invited to pitch at National Demo Day at Tempe Center for the Arts. Over 160 members of the Phoenix startup community came to celebrate youth entrepreneurs creating innovative business solutions to social problems. Oil Ease presented a memorable pitch and walked away with the \$2,500 Judges Choice Award! Since Demo Day, the Oil Ease team has been working on protecting their intellectual property and filing a utility patent. While also preparing for college, the team is positioning Oil Ease to be sold in retail spaces, ready for consumers like Mrs. Romano to use at home. ■



Oil Ease’s booth at the pre-Demo Day venture fair at the Tempe Center for the Arts in May 2019.



The Oil Ease team (Paris Wingham, Brenick Root, Nanase Toda, and Anthony Romano) winning the \$2,500 Judges Choice Award at National Demo Day in May 2019.

DID YOU KNOW?

The average age of a SEED SPOT entrepreneur is

41.8

These young problem solvers definitely got a head start!

SUPPORTERS

INNOVATION CATALYSTS \$100,000+



VISIONARIES \$50,000-\$99,999



Supported by grant funding from the Cisco Corporate Advised Fund at Silicon Valley Community Foundation

GROUNDBREAKERS \$25,000 - \$49,999



VENTURE SUPPORTERS \$10,000 - \$24,999



* also a member of the SEED SPOT 500



“The Yelp Foundation is a proud supporter of SEED SPOT. Their work aligns closely with our mission of supporting organizations that address the needs of local communities. Because talent is evenly distributed, but opportunity often isn’t, we are grateful for SEED SPOT’s work providing diverse entrepreneurs with the resources and support they need to succeed.”

–Miriam Warren, Vice President, Engagement, Diversity, and Belonging at The Yelp Foundation

Community Partners \$1,000 - \$9,999

- U.S. Bank Foundation
- Capital Impact Partners
- Langston Emerson*
- Stephen Stingle*
- Donaldson Family Charitable Trust
- Arizona Commerce Authority
- Salesforce
- Grand Canyon University
- Fennemore Craig
- Bruce Foundation
- BEACON
- Chick-fil-A Foundation
- Brent Papek*
- Startup AZ Foundation
- WeWork
- Erin O’Shea*
- The Churchill Phoenix

In-Kind Supporters

- DLA Piper
- Perkins Cole
- High Rock Accounting
- Aaron Kes Photography
- Google AdWords
- Galvanize
- Sauce

SEED SPOT 500

"As a SEED SPOT 500 member and mentor, I have had the opportunity to support great entrepreneurs - from retirees to recent college graduates to others who have felt the sting of being overlooked. SEED SPOT operates under the humble belief that to create impact, we have to live our values - even if it may be more difficult."

-Nate Wong



The SEED SPOT 500 is a tight-knit group of SEED SPOT champions that are securing our programming for future entrepreneurs with a sustaining financial gift. They are entrepreneurs themselves, community members, and advocates that are changing lives with gifts of \$42/month or \$500/year.

You can join the SEED SPOT 500 today by visiting www.seedspot.org/donate.

- | | | |
|--|--|-------------------------|
| Robert Adducci | Steve & Sally Gresham | MaryAnn Marasco |
| Timothy Bidwell | Russell Goldstein | Lauren McDanell |
| Jess Bissey | Sheila Herrling | Tammy McLeod |
| Chris Cardinal | Steve Holman & Georgine MacGarvey | Charles Mitchell |
| Wayne Chen | Brad Jannenga | Janene Miller |
| Howard Eisenberg | Scott Kaufmann | Brian Moll |
| Langston Emerson | Traug Keller | Erin O'Shea |
| Scott Eshom | Ronald Kelly | Art Paikowsky |
| Alex Fram-Schwartz | Courtney Klein | Brent Papek |
| Adam Goodman | Darrell Kidd | Susan Penfield |
| C'pher Gresham & Morganne Rosenhaus | Regina Kuvakos | Corinn Perry |
| | | Andrew Phelps |

- Carol Poore**
Duke Schwartz
Justin Talbot-Stern
Avein Saaty-Tafoya
Vince Scarpinato
Stephen Stingle
Mahesh Vinayagam
Nathaniel Wong

INDIVIDUAL DONORS

- | | | | |
|--------------------------|--------------------------|--------------------------|------------------------|
| Wa'il Ashshowwaf | Emily Liner | James McDonald | Harry Papp |
| Nico Buliga | Daniel Openden | Makenzie McIntosh | Gabriel Ramirez |
| Jennifer Borawski | The Perry 'Ohana | Forest Melton | Younna Sirgi |
| Megan Christensen | Michael Malloy | Lisa Morrow | Crystal Taggart |
| Julie Hydzu | Makenzie Marzluff | Elaine Nickoli | |

Thank you to ALL of our individual donors who have contributed over the past year.



BOARD OF DIRECTORS



Susan Penfield
Board Chair

Executive Vice President,
Booz Allen Hamilton



Russell Goldstein
Vice Chair

U.S. Trust, Bank of
America Private
Wealth Management



Brent Papek
Board Treasurer

Partner,
Ernst & Young



Jess Bissey
Board Secretary

Associate General Counsel
Strategic Transactions &
Social Impact,
Booz Allen Hamilton



Patrick Armstrong
Board Chair Emeritus

Vice-President,
JDA Investments



Courtney Klein

Co-Founder of
SEED SPOT &
Advisor to the CEO



Michael Ellenby

Director of
Corporate Innovation,
Coplex



Sheila Herrling

Sr. Fellow,
Beek Center for
Social Innovation



Michael Farber

Managing Partner,
Ratio Companies LLC



Erin O'Shea

MBA, CPA

COMMITTEE MEMBERS

- | | |
|-----------------------------|---|
| Mark Goldman | Mission Critical Systems, Hewlett Packard Enterprise |
| Gabe Ramirez | Director of Business Development, August United |
| Wayne Chen | Chief Technologist, Booz Allen Hamilton |
| Gabriella Ziccarelli | Digital & Technology Transactions Legal Counsel, WeWork |
| Daniel Jones | Co-Founder & CEO, Aural Analytics, Inc. |
| Karim Adatia | Associate General Counsel & Director, Legal, Insight |
| Ron Kelly | Director of Impact Strategy, Capital Impact Partners |
| Dana Hamerschlag | Chief Product Officer, Miller Heiman Group |
| David Blackledge | Of Counsel, Davis Miles McGuire Gardner, PLLC |
| Gretchen Naugle | SEED SPOT Schools Strategic Advisor |



THE SEED SPOT TEAM



C'pher Gresham
Chief Executive Officer



Corinn Perry
Chief of Staff



Duane Rollins
Vice President of
Impact and Research



Lauren McDanell
National Director
of Programs



Bianca Buliga
Senior Marketing
Manager



Tristan Gandolfi
Director of Training
and Support



Vid Mićević
Senior Entrepreneur
Support &
Impact Analyst



Regina Kuvakos
Grant Writer



Ishaq Zaighum
Measuring and
Evaluation Fellow



Katelyn Roberts
Donor Relations and
Development Manager



Andrea Sekito
SEED SPOT Schools
Program Associate,
Public Allies
AmeriCorps Apprentice



Brandon Alkire
SEED SPOT Communities
Program Associate,
Public Allies
AmeriCorps Apprentice



Erin O'Shea
Chief Financial Officer



Kelly O'Malley
Washington, DC
Impact Accelerator
Program Lead



S. Lovey Parker
Washington, DC Impact
Accelerator Program
Associate



Alycia de Mesa
Phoenix Impact
Accelerator
Program Lead



Rachel Curtis
Phoenix Impact
Accelerator
Program Associate

"I was immediately drawn to SEED SPOT because of its human-first culture. In everything we do, we prioritize our entrepreneurs, our champions, and the communities we operate in. Since joining the team, we've continued to march forward towards becoming the world's largest home for impact-driven entrepreneurs."

—Katelyn Roberts
Donor Relations &
Development Manager

INTERNS & FELLOWS

2019

Ava Marie Stone, Curriculum Development Fellow
Yagana Hafed, Funding and Development Intern
Madeleine Bedard, Digital Marketing Intern
Zach Gellar, Digital Marketing Intern
Sarah Beth Strickland, Entrepreneur Support Intern
Jay Ghosh, Data Visualization Intern
BethEl Nager, Community Training and Support Intern
Sarina De Rose, Graphic Design Intern
Lexi Fitzgerald, Event Management Intern
Andrew Dzielinski, Schools Training and Support Intern
Elias Ross Trupin, Digital Marketing Intern
Djemillah Mourade Peerbux, Mandela Washington Fellow

2018

Jessica Bass, SEED SPOT Schools Ecosystem Support Intern
Makenzie Collins, SEED SPOT Communities Training & Support Intern
Patience Dorman, Graphic Design Intern
Lo Kidd, Marketing Intern
Alexis Kwan, SEED SPOT Schools Training & Support Intern
Yonah Rosen, Business Operations Intern
Adam Sarsony, Grant Writing & Research Intern
Samir Da Cruz Silva, SEED SPOT Ecosystem Support Fellow
Saniya Seera, SEED SPOT Schools Curriculum Intern

"Being a part of the SEED SPOT team reinvigorated my love for being around and supporting impact-based entrepreneurs. I am beyond grateful for the opportunities I had to interact with entrepreneurs face-to-face, to support alumni in making a difference, and to be a part of such a supportive, innovative community."

—Sarah Beth Strickland, Entrepreneur Support Intern



The Washington, DC team attending a Nationals baseball game at Nationals Park in July 2019.

"My experience with SEED SPOT this summer was powerful and meaningful. I had the opportunity to collaborate with a variety of individuals who are passionate about empowering entrepreneurs. SEED SPOT was more than a summer internship; it was a launch into my connection with the entrepreneurship community in Arizona and beyond."

—BethEl Nager, Community Training and Support Intern



The Phoenix team volunteering at Feed My Starving Children in Mesa, AZ in July 2019.

PRESS & AWARDS

WHERE WE'VE BEEN FEATURED



AWARDS & RECOGNITIONS



Ranked a Top 5 Private Business Accelerator and Most Promising Social Innovation by UBI Global



Ranked a Top 20 Accelerator in the World by Gust and Fundacity



Emmy Award for Partnership with Univision Serving Latino Entrepreneurs from the Rocky Mountain Southwest Chapter of the National Academy of Television Arts and Science (NATAS)



Get Involved



Join the SEED SPOT 500



Become a Mentor



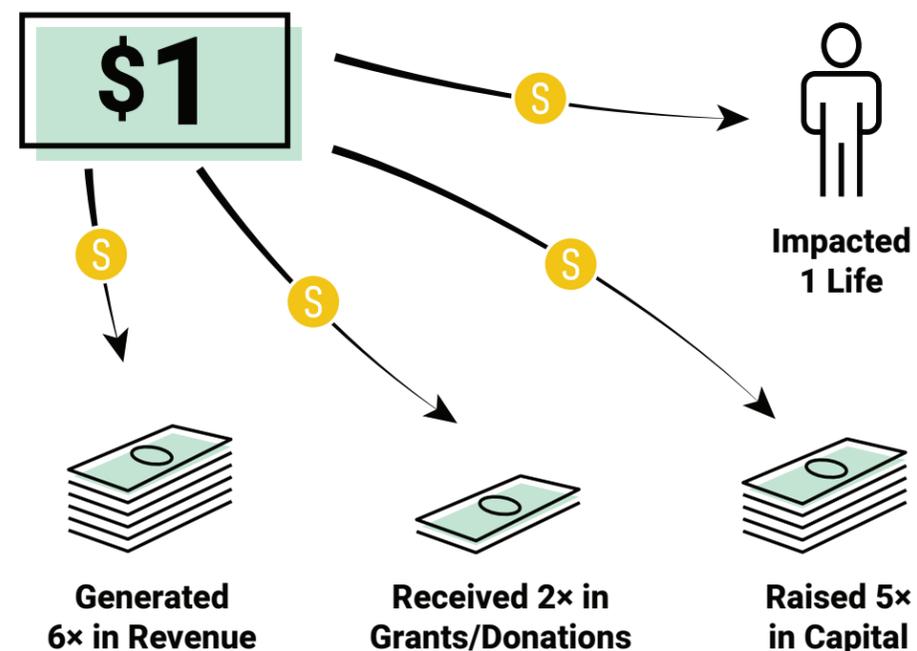
Register for a Program

SEED SPOT exists to support the risk-taking individuals striving to turn a seed of an idea into a thriving, impact-driven business venture. We are inspired every day by the dreams of individuals who see big problems in the world and are unafraid to take action and develop a solution.

Join us in ensuring that innovators from every corner of the world have access to the resources and support system needed to take the leap into entrepreneurship.

Visit us at www.seedspot.org to learn more.

For every dollar donated to SEED SPOT programs, our entrepreneurs have:



This was calculated using the "Value for Money" methodology developed by the Global Accelerator Learning Initiative (GALI). The "Value for Money" methodology helps us assess how efficiently our programs convert monetary investments into venture outcomes. For this calculation, we used all direct costs associated with running our programs, including costs related to training, program materials, marketing, recruiting, evaluation, entrepreneur support, and grants given.

Contact



connect@seedspot.org



SEED·SPOT

www.seedspot.org
(602) 456-9944
connect@seedspot.org

