

2021 ANNUAL REPORT



Promoting entrepreneurship and
business growth in the region.



A SPIRIT OF INNOVATION

A Note from Founder Jesse Johnson

Telluride has a long history of innovation and the Telluride Venture Network (TVN) was born out of a desire to bring back that spirit to our region. Specifically, TVN was started in an effort to both diversify our regional economy and to focus our tremendous mentor community around helping new entrepreneurs. Our regional economy is highly dependent on things outside of our control - snowfall, real estate demand, tourism, etc. A base of dynamic, young businesses and entrepreneurs operating from here offered the hope that a Telluride high school graduate might one day be able to raise their own family here and plug into a much more vibrant economy. In addition, we recognized that our community includes a world-class group of mentors who are eager to bring their time and skills towards helping the next generation of entrepreneurs.



Today, the TVN boasts a full spectrum of services including business acceleration, mentorship, capital tools, regional co-working partnerships and an annual demo day. Through the help of financial supporters and our trustee network, TVN will continue to make programming available to all aspiring entrepreneurs, high growth startups and small businesses within the region. We look forward to providing innovative programming like *Cómo Construir Un Negocio* (How to Build a Business), our 10-week program designed for Latina and Latino entrepreneurs and business owners. These initiatives along with other strategic partnerships are critical to making sure entrepreneurship continues to be promoted in Telluride and the surrounding region.



Jesse Johnson - Founder Telluride Venture Network



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To meet the unique constraints of an ecosystem this size, the TVN uses a shorter intensive boot camp model for business acceleration. By doing so, TVN is able to support startups bringing solutions that are highly relevant to our community like mining reclamation and clean water, plastic alternatives, and Latinx entrepreneurialism, while also supporting more general business needs like investment and growth.

Julie Penner
TVN Entrepreneur-in-Residence

As a seasonal resident I wanted to get more involved in the local community. Having built a successful business from the ground up I thought the TVN mentorship program would be a great way to contribute to the community by offering assistance to local start-ups. Now after several months I can say that it's been more fun and rewarding than I ever expected. The program is very well run, the people are great and all the companies I'm working with are making good progress. What more could you ask?

Tom Fatur, TVN Mentor

TVN's Investment Bootcamp and Demo Day played an essential role in shaping Simple Homes' early growth and development - as well as my growth as a founder and CEO. The program helped provide us the tools needed to execute a successful fundraiser, and gave us access to an incredible network of people (both investors and mentors) that helped supercharge our initial launch.

Jeff Hopfenbeck
Founder & CEO at Simple Homes
Graduate of TVN Investment Bootcamp

The TVN mentorship program has benefited Disa through its efforts to bring awareness to the uranium waste pile problem immediately outside Telluride and throughout the entire western U.S. TVN mentors have assisted Disa in making connections with key stakeholders in order to facilitate the resolution of this issue.

Greyson Buckingham
CEO & President at Disa, LLC
Graduate of TVN Investment Mining Reclamation and Investment boot camps, and TVN Mentorship Program participant



TVN has allowed us to recognize our dream of providing tasty food to the community. With a loan from SJRLF we are excited to launch Saucy Mamas, a mobile food trailer, in February 2022!

Penni Philbrick
Founder of Saucy Mamas

San Juan Regional Loan Fund recipient
 Startup to Scaleup Workshop participant



PROGRESS & POSITIVE IMPACT

A Note from Managing Director Bonnie Watson

January 2022

To Our Community,

As Managing Director of the Telluride Venture Network (TVN), I am delighted to look back at the progress and tremendous impact our organization has made over the past 8 years.

Launched in 2013, the TVN is a nationally recognized, award winning entrepreneurial ecosystem that supports new, innovative, and growing businesses. TVN is rooted in the history of innovation for which Telluride is known, including Nicolas Tesla's first AC power transmission to electrify the mines as well as the creation of a world class ski area.

While TVN's early years were primarily focused on promoting economic growth through the Telluride Venture Accelerator, other initiatives were launched through program expansion and community collaboration to support our burgeoning business community. In 2017, the Telluride Venture Fund was introduced to offer private seed stage equity to startups and in 2019 the San Juan Regional Loan Fund was formed to provide character based debt financing to regional entrepreneurs.

When COVID-19 struck in 2020, TVN pivoted to help small businesses in our community navigate the CARES act in addition to serving on the newly established Economic Recovery Committee. These steps along with the change in the acceleration landscape paved the way for TVN to adopt a new strategic direction in 2021. As a result, the Telluride Venture Network now serves as a comprehensive ecosystem for entrepreneurs in the immediate region and beyond. Today, the TVN provides quarterly themed business acceleration bootcamps, along with capital tools, a redesigned mentorship program, a trustee network and a partnership with a regional coworking space. Given all this change, our mission still remains the same: to help diversify the regional economy.

However, we couldn't do all of this work without our incredible team. My gratitude goes out to Annemarie, Julie, Taylor (Intern) and Noah (Intern) for the many hours you have committed to our organization. We also couldn't make this possible without our dedicated and highly talented mentors and community members. And without the financial support from our generous trustees, Telluride Foundation, Johnson Family Foundation, High Meadows, Elliot Stienberg and McMenamin Fund, we would not be able to continue this work.

We look forward to what 2022 holds but please take this time to reflect on our work accomplished to date.

Bonnie Watson - Managing Director, Telluride Venture Network

Being a capitalist in America is like being given the opportunity to play centerfield for the Yankees. I can't think of a better way to pay it forward than being a trustee to support the next generations of dreamers and doers. I've gotten back a return being a trustee that far exceeds any of my typical monetary investments payable in satisfaction and enjoyment.

Joel Cantor, TVN Trustee



El diseño y contenido del programa Cómo construir una empresa de TVN fue muy bueno. Las sesiones semanales ayudaron a mejorar todos los aspectos de nuestro negocio, así como también estamos encantados de haber conocido a personas dispuestas a colaborar con nosotros para ayudar a hacer crecer nuestro negocio.

The design and content of TVN's Cómo Construir Un Negocio program was very good. The weekly sessions helped us improve all aspects of our business and we are thrilled to have met people willing to collaborate with us to help grow our business in the future.

David Gonzalez and Diana Morales
 Graduates of Latinx Bootcamp



2013

Telluride Venture Accelerator (TVA) is established as the region's first accelerator.
Mentor recruitment begins.
First Demo Day is held.

2016

Telluride Angels is established as the region's first angel network.
First Startup Weekend is held.
First Mountain Venture Summit is held.

2018

TVA hosts Entrepreneurial Funders Network.

2020

In partnership with the Telluride Foundation, TVA leads a regional pandemic assistance meeting and provides counseling service to help small businesses navigate CARES Act, PPP, EIDL, and more.
TVA partners with Kauffman E-ship Founder Policy Academy.



2015

The Telluride Venture Fund is created to help TVA alumni and startups in the region access seed stage equity capital.
Collaboration begins with Telluride High School Entrepreneurship Program.

2017

Telluride Venture Fund II is established.
RBI investment model adopted.
Telluride Works, the first co-working space, is established.
A second Mountain Venture Summit is held.

2019

TVA pivots accelerator program to a quarterly themed "bootcamp" model.
San Juan Regional Loan Fund is established as the regions first character based loan fund.
TVA expands services to Dolores and Ouray counties.
Telluride Venture Fund III is established.
First Mining Reclamation Bootcamp is held.

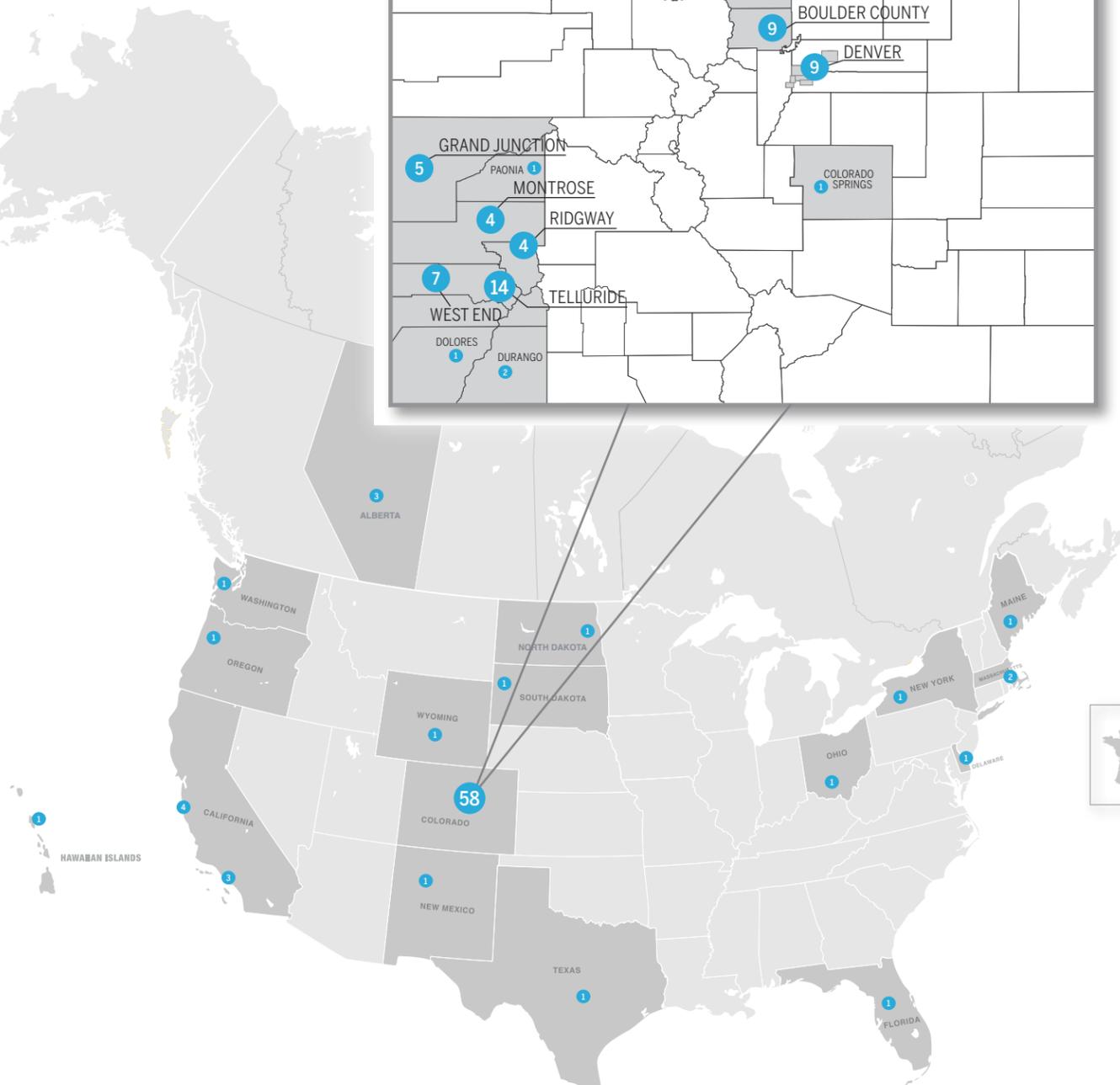
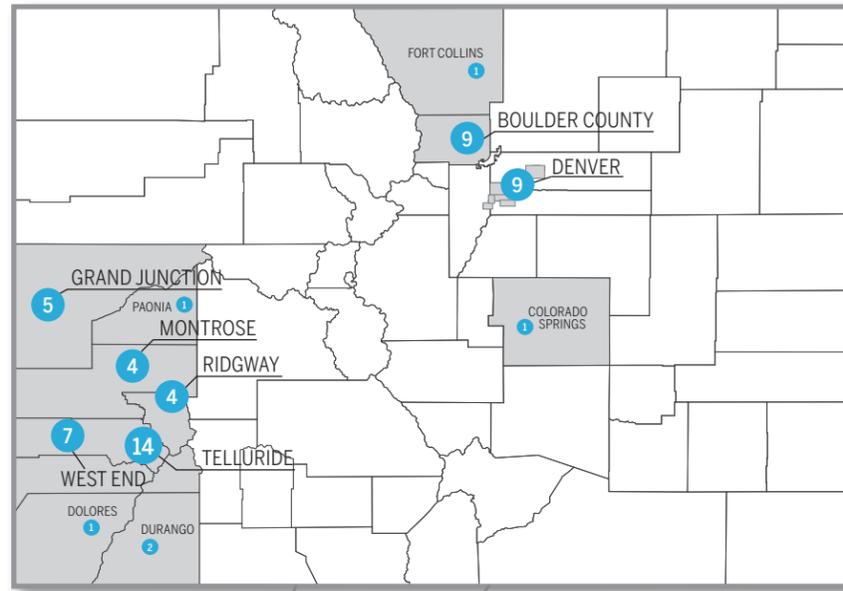
2021

The Telluride Venture Accelerator re-brands to the Telluride Venture Network.
Structured mentorship program is implemented.
A Trustee Network is developed.
Intern position is created.
Cómo Construir Un Negocio bootcamp to help aspiring Latino and Latina business owners is held.



COMPANY PORTFOLIO

While our company portfolio is concentrated in southwest Colorado, there are TVN alumni businesses located across the U.S., and in Canada and France.



ALUMNI PORTFOLIO KEY METRICS

2013-2021

5

Colorado counties supported by our network:

- Dolores
- Montrose
- Ouray
- San Juan
- San Miguel

\$45M

Total Funds Raised

OVER 300

JOBS CREATED

4

BUSINESS EXITS



12

MENTOR TEAMS



69

ACTIVE PORTFOLIO COMPANIES

83

PORTFOLIO COMPANIES

40

ACTIVE MENTORS

\$1M

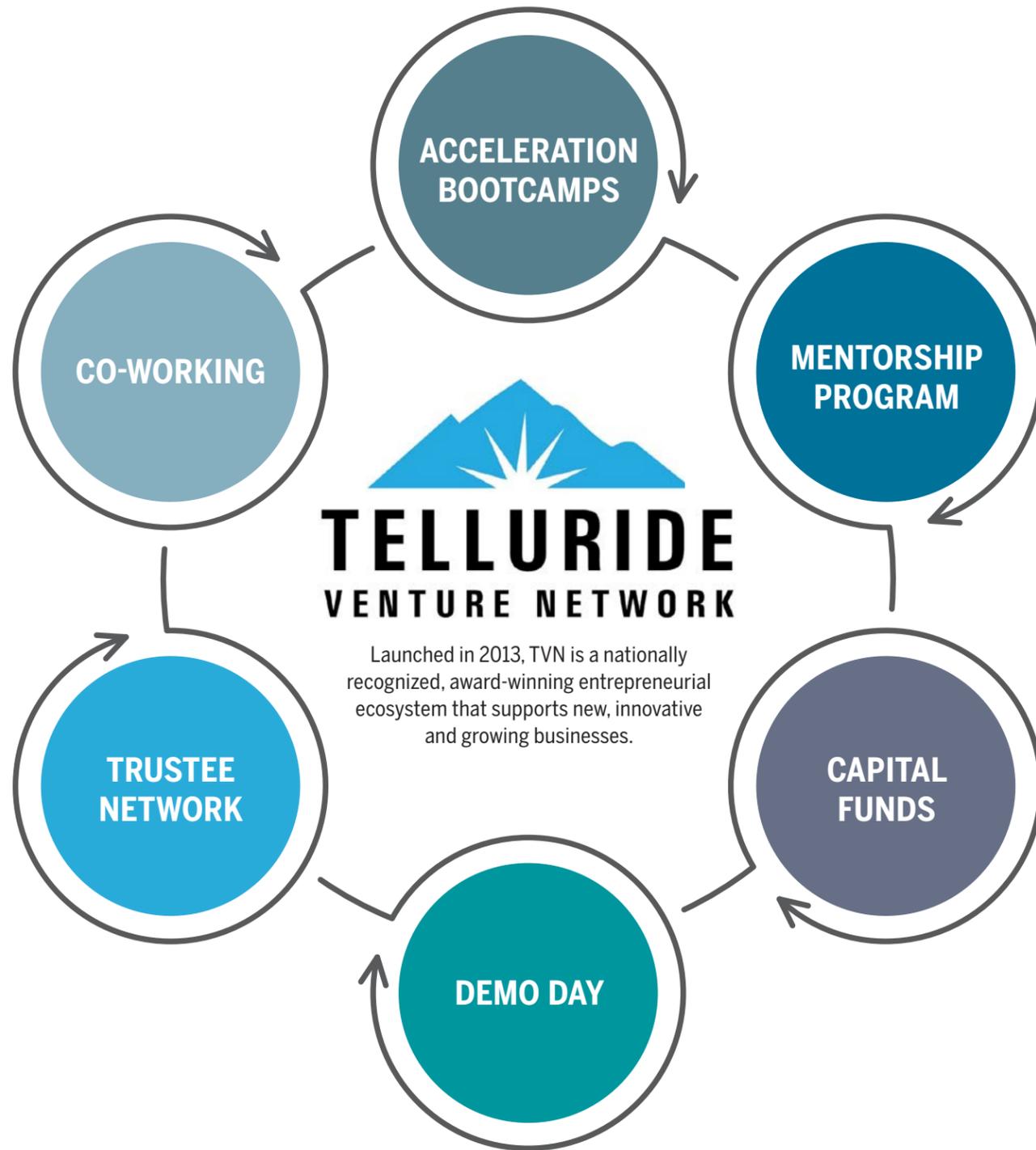
Deployed through the San Juan Regional Loan Fund



\$70,000

ANNUAL TRUSTEE COMMITMENTS

TELLURIDE VENTURE NETWORK
SERVICES



The Telluride Venture Network is composed of several initiatives, programs and partnerships designed to promote entrepreneurship and business growth in the region.

Businesses are not limited to a single entry point into the ecosystem and are encouraged to explore the different services available to them based on their business stage.

ACCELERATION BOOTCAMPS

FAST FACTS

- 77 Alumni Companies
- 63 Active Alumni Companies
- 13 Accelerators/Boot Camps hosted by TVN since 2013

In 2019 the TVN pivoted from the traditional 12 week accelerator to a “bootcamp” style accelerator. Today, the TVN hosts quarterly themed bootcamp that are 10-day intensive sessions under the guidance of our staff and mentors in the network. Our bootcamps are themed around solving problems we experience here in the immediate region: plastic alternatives, food security, investment, mining reclamation and LatinX entrepreneurship. The TVN hosts between 4-6 companies per quarterly bootcamp, seeing an average of 20+ companies come through the program every year.

DEMO DAY

FAST FACTS

- 8 Annual Demo Day Events hosted since 2013
- 4-6 Businesses featured

Since 2013, TVN has hosted Demo Day annually with the exception of 2020 which was canceled due to the ensuing pandemic. Demo Day serves as the pinnacle event of our investment bootcamp where startups are able to pitch in front of an audience of local investors, TVF partners, fellow entrepreneurs, and interested community members. A meet and greet cocktail reception held immediately afterward provides further opportunities for networking and engagement.

CAPITAL FUNDS

TELLURIDE VENTURE FUND

The Telluride Venture Fund (TVF) is a start-up and early stage equity investment fund focused on the Colorado Plateau region and other special opportunities. TVF’s focus is to speed the development and commercialization of innovative seed and early stage technology companies with an emphasis on outdoor recreation, tourism, natural products, health, energy, water and education. The TVF is a private and separate legal entity from the TVN.

In addition, TVF leverages technology assets coming out of the private sector as well as educational, research institutions and national laboratories to achieve their dual goals of delivering strong risk-adjusted returns alongside tangible benefits to the local economy.

SAN JUAN REGIONAL LOAN FUND

FAST FACTS

- \$1M+ deployed in the region since 2019
- 12 companies funded
- \$87,650 in Emergency Funding deployed to 6 small businesses in the region

The SJRLF was created in 2019 to help local entrepreneurs access flexible and affordable character based debt funding. The SJRLF is a \$2 million operating working capital loan fund funded by Zoma Capital. The SJRLF provides working capital loans for business growth and expansion creating more and better jobs. Loans can be combined with other lending sources to create a robust financial package. Lending is designed to help businesses create a financial base that leads to bridging to commercial lending. Businesses located in San Juan, San Miguel, Ouray, Dolores and Monroe counties can apply for funding. Alumni companies of the TVN not located in one of the above counties are also eligible for loan funding.

During the pandemic, the SJRLF allocated \$250k of the fund for our Emergency Loan Fund. Small businesses that could prove they had experienced economic harm could apply for up to \$10k to help with day to day operational expenses.

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Businesses are not limited to a single entry point into the ecosystem and are encouraged to explore the different services available to them based on their business stage.

MENTORSHIP PROGRAM

FAST FACTS

- 22 Venture Applications to the TVN Mentorship Program
- 12 Mentor Teams formed
- Venture Composition:
50% high growth, 17% mid-growth, 33% small business
- Venture Industries include:
Mining reclamation & clean water, SaaS, outdoor recreation, consumer product goods, plastic alternatives & manufacturing
- 40 Active Mentors

The TVN redesigned its mentorship program in 2021. The mission of the mentorship program is to accelerate the development of ventures and small businesses in the Telluride region by assigning each business a mentor team consisting of 3-5 expert mentors. The assigned mentor group meets with the venture for a 90-minute meeting on an as needed basis with an agenda provided by the entrepreneur (venture) and lead mentor.

Research has proven that mentorship surpasses most other activities in predicting the success of a new venture. Recognizing the importance of mentorship, TVN has recruited a diverse group of experts who volunteer their time to help a company's journey toward success. Our network of mentors features former CEOs, entrepreneurs/founders, attorneys, marketing professionals, engineers, investors, go-to-market strategists and more. Due to the unique systemic issues facing our region, we do require each mentor to have a tangential relationship to the area. Most live here full-time, part-time or visit frequently.

Currently, there are 40 active mentors, 32 who participate in the TVN Mentorship Program and 8 who work with our Latinx bootcamp. Since June 2021, TVN has received 22 venture applications to the TVN Mentorship program. To date, 12 teams have been curated, 4 ventures have been declined and 6 businesses remain to be pitched. The basis for declining ventures was due to the early stage of the business or complexities of the business model. The TVN accepts all types of startups including those that have high growth potential along with mid-growth/manufacturing, and small businesses.

TRUSTEE NETWORK

FAST FACTS

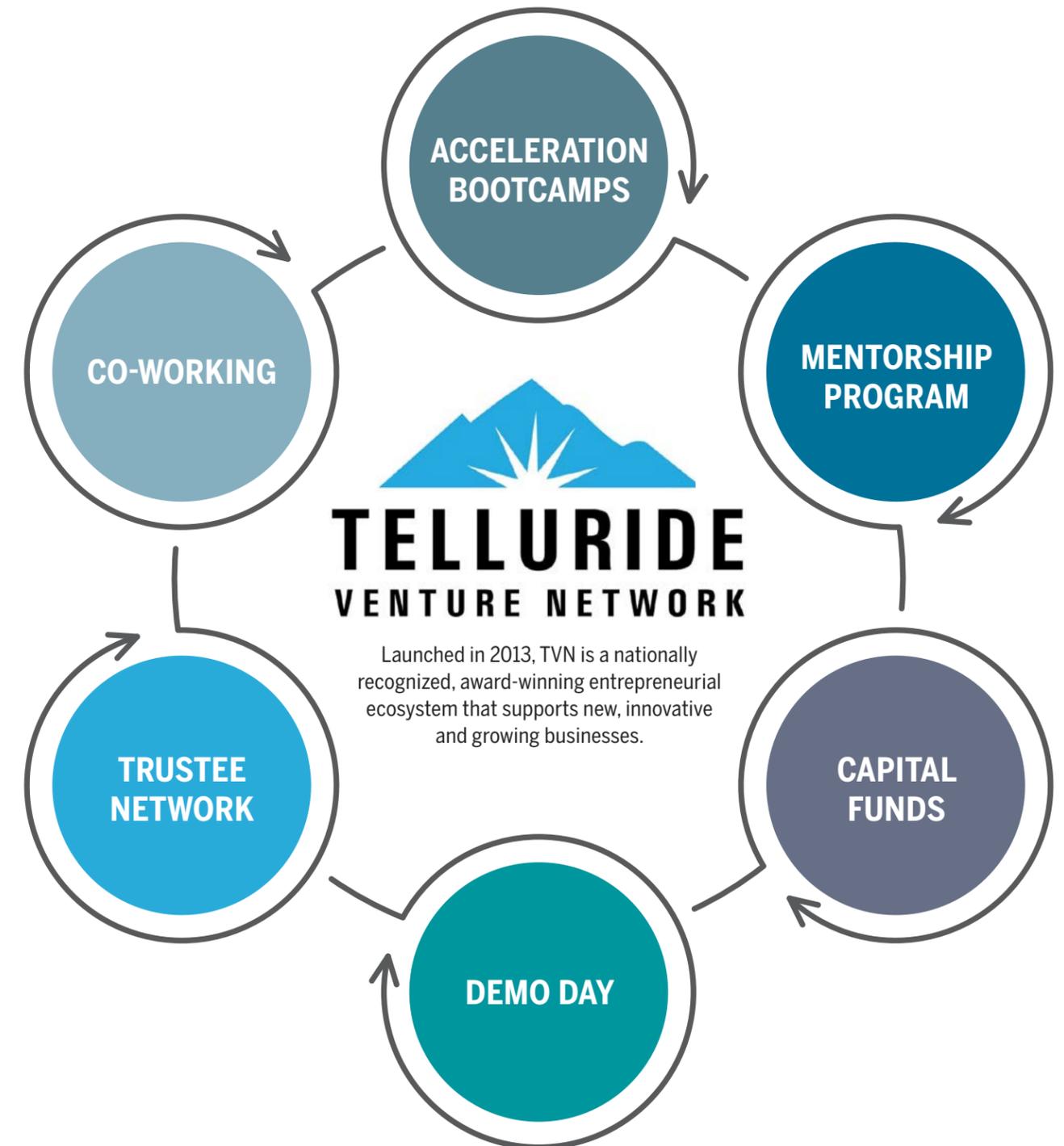
- 15 Trustees
- 3 year commitment period
- \$70,000 raised per annum
- Curated quarterly events

Our trustee program was introduced in 2021 as part of the transition and new strategic direction of the Telluride Venture Network. The trustee network is the lifeblood of TVN and is meant to bring together a community of like minded individuals who are not only enthusiastic about entrepreneurship but passionate about solving regional problems.

Trustee memberships are the primary underwriter of TVN's mission. Trustees are asked to consider a 3-year commitment of \$5,000 per year. TVN is also supported by a small number of generous donors, providing support at the \$25,000+ level annually. The trustee network provides recurring revenue that allows TVN the flexibility to expand its programming and pilot new initiatives.

PAST EVENTS INCLUDE

- A discussion with Jeff Jordan, managing partner of Andreessen Horowitz
- A fireside chat with Colorado Attorney General, Phil Wiser.
- In 2022, we look forward to more gatherings in person combining inspired conversation and activities unique to our region.





2S WATER | BA
 Edmonton, Alberta

2S Water is protecting the world's water with real time data using single and multi element sensors. We offer world class monitoring with real-time results.

2S Water closed their first sale from a client they met during a TVN boot camp.



ALPHA RECON | BA TVF
 Colorado Springs, Colorado

Our software follows the principles of security risk management, sound intelligence tactics, threat/risk assessment, and emerging data science. Alpha Recon seeks to be a leader in risk intelligence and strategic security risk management software to be used by everyone and developed by people who care.



AVIVID | BA MP
 Longmont, Colorado

Avivid water technology provides advanced water purification via its patented TurboCoag® electrocoagulation technology to treat water contaminated with emulsified oils, heavy metals, suspended solids, and microorganisms. Avivid can effectively remove multiple contaminants with a single system, minimizing equipment, costs, space and time.



ADRENALINE VANS | RLF
 Montrose, Colorado

Adrenaline Vans isn't just another run of the mill outfitter or a cookie cutter camper van builder. We take your vision and make it our mission. From complete motorsports-centric builds to suspension upgrades, LED lighting and aftermarket accessories Adrenaline Vans is your source for everything performance related for your Sprinter.



APPLE CORE PROJECT | BA
 Norwood, Colorado

The Apple Core Project of Western Colorado promotes fruit tree preservation through mapping, identifying, grafting, planting, documenting and connecting local resources for preservation.



AWESTRUCK DENTAL | BA TVF
 Telluride, Colorado

Awestruck Dental launched its flagship product, the JawDropper, a simple patent pending device that allowed the dental patient to comfortably control and hold his/her mouth open more than would be achievable with just passive opening during a dental procedure.



BRAMBLE OUTDOOR | BA
 Oakland, California

Bramble was an outdoor travel company that created 'products rooted in place.' Their purpose was to strengthen our connection to the places we play.

BUSINESS MILESTONE

- Business Accelerator
- San Juan Regional Loan Fund
- Telluride Venture Fund
- Mentorship Program



BAZIFIT | BA
 Longmont, Colorado

BaziFIT was a personal fitness app. "BaziFIT helps people train more effectively. We are like a virtual personal trainer in your pocket. Our sensor attaches to your exercise equipment while the app guides you through your customized workout program."

BUDERFLYS | BA TVF
 Denver, Colorado

Buderflys is a Denver-based company that is disrupting the earbud industry one ill-fitting earphone at a time by designing the world's first perfect fitting earbuds. Buderflys is entering the \$20B global earphone market to solve the problems of painful, fatiguing, and falling out earbuds once and for all.

Buderflys raised \$975K and has launched product versions G1 & G2 with \$219K in sales. Repeat purchases account for 21% of sales.



BONNIE SCHUPPMAN PILATES STUDIO | RLF
 Ridgway, Colorado

Bonnie Schuppman's Pilates Studio in Rldgway is a Pilates studio offering private, therapeutic exercise therapy with a Reformer Bench led by an R.N. & Certified Pilates Instructor.



CLEARNETWORX | RLF
 Montrose, Colorado

Clearnetworx is a premier, local, high speed internet service provider based in Montrose, CO servicing the Western Slope. We use the latest technology to bring your home or business the fastest, most reliable internet speeds available.



CAMP V | BA
Naturita, Colorado

Camp V is a Naturita-based business integrating art, nature, and community with a mix of glamping, history, and recreation. Camp V redefines the traditional camp experience through experimental architecture and design. The project qualifies as an Opportunity Zone Business and will infuse over \$2,000,000 in the West End community within 10 years.

CampV was recently featured in 'Outdoor Magazine' and has created 10 jobs.



COPPERSTONE TECHNOLOGIES | BA
Edmonton, Alberta

Copperstone helps industrial clients manage liabilities and safety costs associated with hazardous sites, particularly water and mine tailings facilities. We do this by building field robots that can access hazardous environments in a way never before possible. Our robots bring sensors or sampling payloads to site, keeping people out of harm's way, reducing costs and improving efficiencies for our clients.

DELTA BRICK & CLIMATE COMPANY | RLF
Montrose, Colorado

Delta Brick & Climate Company is manufacturing building materials from excess clay sediment and will soon capture waste methane from an abandoned coal mine to power our kilns. Our goal is to improve air quality and irrigation resilience in our rural mountain valley while creating beautiful, durable products you'll love.



DISA | BA TVF MP
Casper, Wyoming

It's hard to stay green and profitable when processing minerals or treating waste. You can achieve both with our patented liberation technology. At Disa, our technology can treat a wide variety of ores with medium to soft hardness and contaminated materials while reducing processing times, costs and chemicals for both mining and reclamation applications.

Disa closed series seed round raising \$3.5M, \$5M to date.

DR. BRITE | BA
Fullerton, California

Mouthwash you can drink, toothpaste you can eat? Created by a dentist and cancer surgeon, the Dr. Brite line of powerful and effective natural oral care products are safe and healthy for your entire family.



FRESH MONSTER | BA TVF
Denver, Colorado

Fresh Monster is affordable, toxin-free hair care for kids. Founded by two moms and ex-Unilever and personal care veterans whose mission is to bring safe, toxin-free hair care products to families everywhere, at an affordable price.

Fresh Monster 2021 year over year sales up 80% to \$3M.



FORGEWORKS | BA
Denver, Colorado / Honolulu, Hawaii

Solving acid mine drainage issues by passively filtering arsenic and heavy metals with an absorptive clay product to harvest valuable rare earth minerals and clean our water systems.

BUSINESS MILESTONE

- BA Business Accelerator
- RLF San Juan Regional Loan Fund
- TVF Telluride Venture Fund
- MP Mentorship Program



Final.
FINAL STRAW | BA
Santa Barbara, California

Our mission is to create reusable Foreverables™ (responsibly made, bad ass products) that reduce the need for plastics, empower individuals to change their buying habits, and raise awareness of the impacts of our everyday decisions.



FAMILY MARKET | RLF
Naturita, Colorado

Family Market is a locally-owned grocery store located in Naturita, Colorado. As the only market of its kind in Naturita, the store is a community staple.



FALCONX | BA
Calgary, Alberta

FalconX offers innovative wastewater treatment solutions to tackle some of the industries most challenging water management challenges. FalconX is building plasma-based mobile water treatment plants that clean water efficiently using a NASA-tested process with recycled water.

FRANK.AI | BA TVF
Telluride, Colorado

Frank was an AI advertising expert who managed and invested your online advertising budget to get customers to your website. Frank was connected to 2 million websites and used machine learning and real-time bidding to outperform your current online marketing budget by 30%.



TELLURIDE VENTURE NETWORK
COMPANY PORTFOLIO



GOFISH CAM
 See More. Catch More.

GOFISH CAM | BA
 Austin, Texas

GoFish Cam is a patent pending wireless, underwater action-adventure camera that sits on your fishing line and captures the real action of the sport. Meant for trolling, cast-and-retrieve and bottom fishing in both salt and freshwater environments, the GoFish Camera has been designed with a stabilized, waterproof design to allow anglers to record all the action underwater.

GoFish Cam was acquired by Unorthodox Ventures in March 2019.



GENOMINES | BA
 Paris, France

Genetically enhance metal hyperaccumulator plants to produce bio-sourced metals and limit the environmental impact on mining groups.



DOUBLE G RANCH | RLF
 Ridgway, Colorado

Just 20 minutes south of the Montrose Airport, Double G Ranch with 360-degree mountain views, is a fun and casual getaway for any adventure you might choose. With on-site horseback riding, nearby off-road bike and 4-wheel trails, hikes in every direction, art & music festivals, and local brew pubs there are endless possibilities to make memories for a life-time.

GLOBA.LI | BA TVF
 Denver, Colorado

Globa.li was an online business that provided travel companies with management, sales, and contracting expertise. It focused on securing deals with African boutique hotels and operations.



HIGH DESERT FARMS | BA TVF
 Dolores, Colorado

High Desert Farms was a food processing company. In 2015, the company became "Froodles", a fruit snack product which retailed on Amazon, but as of 2021, distribution has stopped.

TELLURIDE VENTURE NETWORK
COMPANY PORTFOLIO



HYPERLITE MOUNTAIN GEAR | BA TVF
 Biddeford, Maine

Hyperlite Mountain Gear is precisely what's needed and nothing more. This simple idea drives our design and innovation technologies. It informs the technologies, materials and fabrics we use. And it's the very basis of our commitment to building packs, shelters and accessories that enable our customers to increase their speed, distance and efficiency. Our goal is simple—to arrive at the ideal balance of strength, weight and performance to create gear that's bomb proof and foolproof.

YOY revenue growth is 20% year to date in October, with over \$10M in annual sales projected.

IONA
 IONA TECH

IONA TECH | BA MP
 Telluride, Colorado

At IONA we are focused on eliminating hazardous electrostatic shocks from the workplace. IONA Tech develops, manufactures, and distributes innovative products related to static electricity mitigation and monitoring.

IONA Tech closed a \$600K pre-seed round after Demo day.

BUSINESS MILESTONE

- Business Accelerator
- San Juan Regional Loan Fund
- Telluride Venture Fund
- Mentorship Program

H 'n' H SIGN COMPANY | RLF
 Norwood, Colorado

H 'n' H Sign Company is here to serve you in all your signage needs. Logos, branding, ADA signs for new construction or retrofits, banners, vehicle lettering and logos, stationary and much much more.



HORN Y UNICORN | BA
 Grand Junction, Colorado

Horny Unicorn is a kombucha fermenting company that brews kombucha made from locally-sourced ingredients.



HOGGLE GOGGLE | BA
 Telluride, Colorado

Hoggle Goggle was a company that created integrated self-storage lens covers for ski goggles targeted towards skiers. They offered a line of goggles that were affordable, stylish, and practical.

intersphere

INTERSPHERE | BA MP
 Fort Collins, Colorado

Intersphere provides AI-driven forecasts built for energy, agriculture, natural resource management, and weather and climate assessment risk. Intersphere offers seamless weather and climate forecasts on timescales of months to a decade in the future.



LIFEDOJO | BA TVF
 San Francisco, California

LifeDojo solves the employer's crisis of under-utilized disease management, behavioral health and well-being benefits through an all-encompassing employee behavior change platform that connects employees to their goals and the tools and guidance they need to succeed.

LifeDojo was acquired by Ontrak for \$10M in November 2020.

JETTI
 San Francisco, California

JETTi was "a hotel room on wheels." The company sought to combine transportation with accommodations so that travelers could save money and get more from their trip.



LIMELOOP | BA
 Berkeley, California

LimeLoop reimagines the way products are sent and received. Using recycled billboard vinyl, we've created lightweight, durable, and returnable shippers to reduce reliance on cardboard and plastic and get us closer to a circular economy.

LimeLoop has experienced 10x growth since 2020.



JOE'S AMAZING AMERICAN CHEESE | BA
 Boulder, Colorado

Blending high-quality cheeses with fun regional ingredients, you can finally be proud to serve your family and neighbors melty-delicious American cheese.

Journey

JOURNEY | BA

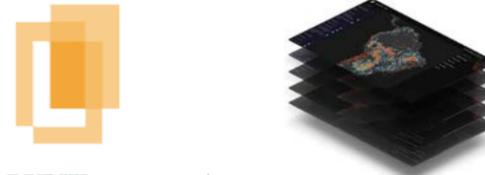
Journey was a social media app project centered on shared experiences. "We believe the best way to connect with others is around shared experiences. Journey uses the power of shared experiences and curated story telling to connect you with the types of people you wish you knew more of."



LÅDA CUBE | BA
 Grand Junction, Colorado

With the goal to create modular wall systems that function like traditional walls, Låda Cube offers manufactured pre-engineered and pre-manufactured walls, providing incredible flexibility and function. Architectural in design and extremely adaptable, they provide limitless options to meet your company's ever changing needs.

Lada Cube has 25 employees and is projected to grow from \$3M in 2020 to \$25M in 2021.



LYNX | BA MP
 Denver, Colorado

Lynx Global Intelligence is a B2B SaaS provider engaged in providing "ground truth" analysis and helping clients consider the entire risk and ESG ecosystem in which they are operating. Lynx provides a visualization for organizations in diverse industries to assess and manage risk with data from sites, maps, sensors, security alerts, permitting, and more.



LOVE CACAO | MP
 Telluride, Colorado

Love Cacao brings high quality Cacao to a mainstream audience in an ethically-sourced, sustainable, and scalable way.

BUSINESS MILESTONE

- BA Business Accelerator
- RLF San Juan Regional Loan Fund
- TVF Telluride Venture Fund
- MP Mentorship Program



LD GILES ART & DESIGN | RLF
 Telluride, Colorado

LD Giles Art & Design, operating as Happy Print, is a print and design company specializing in the production of high-quality visual communications and customer service in Telluride. We print everything from architectural plans, posters, brochures, signage, photos, and fine art canvases, while also providing graphic design services.

LIVING TEA | RLF
 Telluride, Colorado



At Living Tea, we relate to tea as a way of life. We believe that the craft, ritual, art and meditation of tea is a celebration of our relationship to Nature. At our Mountain Gate Teahouse, we offer tea ceremonies, classes and workshops to explore every facet of tea from the linear, biological, and practical aspects to the artistic, meditative and ceremonial.



MAKEENA | BA
 Boulder, Colorado

We want everyone on this big, beautiful planet of ours to easily find and afford healthier food, eco-friendly products, you know, the good stuff. So we created an app that instantly connects you to better choices — products that are better for your health, better for your life, and oh yeah, better for the planet.



MOUNTAIN OVEN ORGANIC BAKERY | BA
Paonia, Colorado

High-quality sourdough bakery offering breads and pastries for wholesale partners and farmers markets.

PEDALING INNOVATIONS

Grand Junction, Colorado

BA

Pedaling Innovations created the "Catalyst Pedal"—a science-driven bike pedal for bikers that aims to improve performance and comfort. By providing a platform that lets you support both ends of the arch of your foot, the Catalyst Pedal supports your foot the same way the ground would, allowing for a more balanced, stable foot position and increased power transfer into the drivetrain.



MUNIREVS | TVF MP
Durango, Colorado

An industry-leading business tax, licensing, and compliance solution for local governments.

 MuniRevs was acquired by Austin-based GovOS in August 2021.



OPHIR ANIMAL CAMP | RLF
Ophir, Colorado

Ophir Animal Camp is a dog boarding camp located in Ophir, Colorado.



PHOENIX TAILINGS

PHOENIX TAILINGS | BA
Woburn, Massachusetts

Phoenix Tailings is founded with the mission to leverage untapped value within mining and refining waste, economically and sustainably. We process mining and refining waste, pulling out individual valuable primary metals in a holistic and sustainable manner.



PROEDITORS | BA TVF
Telluride, Colorado

ProEditors was a video-editing platform that allowed an average amateur video recorder to upload his or her footage to the company's website, where it would have been edited by a professional enabled by several automated features.



BUSINESS MILESTONE

- BA** Business Accelerator
- RLF** San Juan Regional Loan Fund
- TVF** Telluride Venture Fund
- MP** Mentorship Program



OTTER WAIVER | BA MP
Boulder, Colorado

Need electronic waivers signed for your guiding business or non-profit, but don't want to spend thousands a year on monthly services? Otter can help you reduce your carbon footprint by providing a smart solution offline and online and pricing lower than printing a paper waiver. Otter Waiver is a digital waiver and participant management software designed specifically for the outdoor industry.



MOUNTAIN DRONES | BA
Telluride, Colorado

Mountain Drones Inc. brought to market groundbreaking Unmanned Aerial System (UAS) solutions uniquely purposed for environmental monitoring and mountain safety. The company's innovative integration of sensory equipment empowered clients with previously unobtainable information allowing better decisions related to natural resource management.



PLAINE PRODUCTS | BA MP
Terrace Park, Ohio

Plaine Products is a family owned business that offers all-natural beauty and personal care products on a per-item or subscription basis. All of our products are vegan, non-GMO, cruelty-free, biodegradable, color-safe and free of parabens, sulfates and toxins. Together, we can reduce waste and help stop the spread of single-use plastic.



PLANITMAPPER | BA
Santa Fe, New Mexico

Planitmapper was a company aimed at "reinventing how people and businesses use maps through a portfolio of innovative mapping tools, crowd sourced content and a disruptive business model. Our solutions have the potential to serve industries ranging from outdoors to hunting & fishing to motorsports and eventually even heavy industry and the armed forces."



PICKETT
Tampa, Florida

BA TVF

Pickett was an online platform providing home sellers with Realtor performance data and collaboration tools to facilitate agent matching and negotiation.



QUICKRSTUFF | BA MP
 Grand Junction, Colorado

Pursuing fulfillment, QuikrStuff delivers high-quality, innovative outdoor recreation products designed, developed, and manufactured in the USA. Breaking the rules and creating a new norm, we provide the components to live your most playful and adventurous life. QuikrStuff currently makes high-quality aluminum hitch bike racks that can be mounted in one minute.



REVIVE AND THRIVE | RLF
 Telluride, Colorado

Revive and Thrive is San Miguel County's only IV Therapy Lounge. We help Clients that require IV infusions for their specific prescriptions where the pill option is too onerous. Without our services our local clients would have to travel over 100 miles for their infusions. We also cater to all tourists and locals who suffer from altitude sickness, dehydration and flu symptoms.

RIDGWAY OFFICE & MERCANTILE | RLF
 Ridgway, Colorado

We provide business services, copying, printing, faxing, scanning. Architects and builders print their large documents and blueprints with us. We provide UPS shipping (the only next day service available in the county). We sell office supplies and gifts from Colorado artists. We also provide a weekly dry-cleaning drop-off. The services offered cannot be found for another 35 miles.



RECIPROCIT | MP
 Durango, Colorado

ReciprociT is an end-to-end digital solution for employers who want to offer donation matching benefits to their employees. Designed for small and medium enterprises.



RIGHTCLICK | BA
 Telluride, Colorado

RightClick was a platform to increase conversions using Artificial Intelligence. RightClick personalized the web experience of every individual to increase user engagement which results in high conversion.



RECOUP FITNESS | BA TVF
 Denver, Colorado

Recovering from an injury and muscle pain doesn't have to be a time-consuming or expensive process that involves outdated, inefficient methods. Recoup Fitness combines professional-grade recovery products with the convenience and price tag that everyone can afford.



SAUCY MAMA'S | RLF
 Nucla, Colorado

Saucy Mama's is a food catering service located between Nucla, Naturita, and Norwood selling pizza, pasta, salads, and other food options.



SANA PACKAGING | BA
 Denver, Colorado

Differentiated, sustainable, and compliant packaging solutions for the cannabis industry made from 100% plant-based hemp plastic & 100% reclaimed ocean plastic.



BUSINESS MILESTONE



Business Accelerator



San Juan Regional Loan Fund



Telluride Venture Fund



Mentorship Program



ROW VIGOR | BA
 Louisville, Colorado

ROW ViGOR is building a mobile application that aims to democratize the fitness experience by connecting content and communities to the \$100B fitness equipment industry using proprietary content and expert coaches. Vigor brings alive the stair-steppers, ellipticals, rowers and other equipment sitting in basements and gyms and connects them to an engaged, supportive community.



SIDE BY SIDE PET | BA TVF
 Hingham, Massachusetts

At Side by Side, we approach pet food a little differently. In the same way that we don't just grab anything to fill our own bellies, we believe in filling our pets' bowls with the best whole food nutrition. We craft healthy recipes in small batches, carefully preserving the whole food nutrition and delivering it fresh to your dog's bowl.



Side by Side is now on the shelves of 120 boutique pet stores.



SIMPLEHOMES | BA TVF
 Denver, Colorado

Simple Homes is a Denver-based off-site construction startup that designs, manufactures, and assembles high-performance homes and residential structures using a unique Swedish-inspired panelized building system. By using forward-thinking design and digitally-enabled off-site manufacturing, Simple delivers homes that are higher quality, more sustainable, built faster, and substantially more affordable than what is possible using traditional on-site construction.



December 2021 marked the third profitable month in a row with full year revenue projected to be \$11M.



SJ ECO MATERIALS | BA MP
 Ridgway, Colorado

The materials we work with combine extreme durability with aesthetics and sustainability. Our patent pending formula of Basalt and Flax fibers can be molded to fit a plethora of consumer goods. The result is protective, lightweight, functional, innovative, eco-friendly, sustainable and beautiful composites for your products.



SINGLETRACK TRAILS | MP
 Grand Junction, Colorado

Singletrack Trails is a multi-faceted outdoor recreation firm comprising a trail construction company, an online tool retailer, a tool manufacturer, recreation fabrication, and a tour operator.



THE DYRT | BA TVF
 Portland, Oregon

The Dyrt is the largest consumer subscription software platform for campers in the US. The Dyrt community has crowdsourced over 1.5 million campground reviews, photos and tips across the US - more than any other camping platform. The Dyrt app is a top ranked app for camping in both iOS and Google Play, and their website is tracking at 20M visits per year.

The dyrt raised \$11M in October 2021.



THIMBLE | BA TVF
 Buffalo, New York

Thimble teaches kids (ages 10+) engineering and programming through a subscription kit service and an online learning portal with easy-to-follow tutorials. Kits include hands-on projects that follow a guided curriculum aligned with NGSS and Common Core standards. Students learn to build robots, weather stations, alarm clocks, and other devices from start to finish. They also acquire skills taught in high school and college level engineering and computer science courses.



WESTERN RISE | BA TVF RLF
 Telluride, Colorado

Crafted with advanced technical fabrics that perform in a wide array of conditions, our apparel enhances your outdoor experiences yet never restricts them. Whether your day involves a pre-work dawn hike, lunch break boulder session, in-town concert, or an evening fly fishing trip, our apparel is ready to seamlessly transition from one activity to the next. We strive to achieve mountain versatility through fabric, fit, and design.



VESSEL WORKS | BA
 Boulder, Colorado

Vessel Works's IOT stainless steel reusable cup service is disrupting the status quo of to-go in cities, universities, events or wherever single-use cups persist. Our system is easy to use and easy to love with environmentally-friendly Vessels and a community-based drop off, wash, and reuse system.

TOMBOY BUTCHER | RLF
 Telluride, Colorado

Tomboy Butcher strives to alter and improve the way our community consumes meat by offering a unique experience of being connected to the food we eat. Encouraging communication and knowledge about local responsible farming and ranching practices, we can provide transparency to our customers.



TOTAL IMAGE SALON | RLF
 Norwood, Colorado

Total Image Salon is a full-service salon located in Norwood, Colorado.



WESTSLOPE ORGANICS | BA
 Montrose, Colorado

Offering premium organic frozen foods simply because we believe that it is the most powerful way to build a thriving economy, ecology, and community. It's the best way we can think of to heal our planet, and ourselves.



YOEE BABY | BA
 Boulder, Colorado

Yoee Baby manufactures baby toys designed for bonding through play from day one. Their toys engage caregivers and babies in playful interactions that help promote development and lay the foundation for a healthy future.



TELLURIDE GIFT BASKETS | RLF
 Norwood, Colorado

At Telluride Gift Baskets, we specialize in Colorado's finest artisan products: freshly roasted coffee, Colorado wine, handcrafted chocolate, organic cheese and freshly made cookies. We seek out small, community-based companies that offer a lovingly crafted product you can't find just anywhere. We put all these wonderful treats together to create the finest in Colorado gift baskets.

BUSINESS MILESTONE

- Business Accelerator
- San Juan Regional Loan Fund
- Telluride Venture Fund
- Mentorship Program



		BA Business Accelerator	RLF San Juan Regional Loan Fund	TVF Telluride Venture Fund	MP Mentorship Program	
2021						
Adrenaline Vans	Montrose, Colorado		●			adrenalinevans.com
Bonnie Schuppman Pilates Studio	Ridgway, Colorado		●			
Copperstone Technologies	Edmonton, Alberta	●				copperstonetech.com
GenoMines	Paris, France	●				genomines.com
Intersphere	Fort Collins, Colorado	●			●	intersphere.earth
IONA Tech	Telluride, Colorado	●			●	iona.tech
Love Cacao	Telluride, Colorado				●	lovecacao.com
Ophir Animal Camp	Ophir, Colorado		●			
Otter Waiver	Boulder, Colorado	●			●	otterwaiver.com
Phoenix Tailings	Woburn, Massachusetts	●				phoenixtailings.com
QuickrStuff	Grand Junction, Colorado	●			●	quikrstuff.com
ReciprociT	Durango, Colorado				●	reciproci.com
Ridgway Office Supply	Ridgway, Colorado		●			ridgwayoffice.com
Saucy Mama's	Nucla, Colorado		●			
Singletrack Trails	Grand Junction, Colorado				●	singletracktrails.com
2020						
2S WATER	Edmonton, Alberta	●				2swater.com
Avidid	Longmont, Colorado	●			●	avididwater.com
Clearnetworks	Montrose, Colorado		●			clearnetworx.com
Delta Brick and Climate Company	Montrose, Colorado		●			deltabrick.com
DISA	Casper, Wyoming	●		●	●	disausa.com
FalconX	Calgary, Alberta	●				falcontechnology.ca
Forgeworks	Denver, Colorado & Honolulu, Hawaii	●				forgeworks.co
GG Ranch	Ridgway, Colorado		●			gg-ranch.com
H 'n' H Sign Company	Norwood, Colorado		●			
LD Giles Art & Design (Happy Print)	Telluride, Colorado		●			telluridehappyprint.com
LivingTea	Telluride, Colorado		●			livingtea.net
Lynx	Denver, Colorado	●			●	lynxglobalintelligence.com
Revive and Thrive	Telluride, Colorado		●			reviveandthriveiv.com
Telluride Gift Baskets	Norwood, Colorado		●			telluridegiftbaskets.com
Total Image Salon	Norwood, Colorado		●			
2019						
Apple Core Project	Norwood, Colorado	●				applecoreproject.org
Buderflys	Denver, Colorado	●		●		buderflys.com
CampV	Naturita, Colorado	●				campv.com
Family Market	Naturita, Colorado		●			
FinalStraw	Santa Barbara, California	●				final.co
Horny Unicorn	Grand Junction, Colorado	●				
Joe's Amazing American Cheese	Boulder, Colorado	●				joesamazing.com
LimeLoop	Berkeley, California	●				thelimeLoop.com
Mountain Oven Organic Bakery	Paonia, Colorado	●				mountainoven.com
Plaine Products	Terrace Park, Ohio	●			●	plaineproducts.com
ROW ViGOR	Louisville, Colorado	●				rowvigor.com
Sana Packaging	Denver, Colorado	●				sanapackaging.com
SimpleHomes	Denver, Colorado	●		●		simplehomes.com
SJ Eco Materials	Ridgway, Colorado	●			●	sjecomaterials.com
Tomboy Butcher	Telluride, Colorado		●			tomboybutcher.com

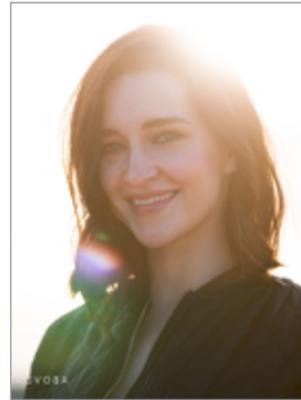


		BA Business Accelerator	RLF San Juan Regional Loan Fund	TVF Telluride Venture Fund	MP Mentorship Program	
2019						
Vessel Works	Boulder, Colorado	●				vesselworks.org
Westslope Organics	Montrose, Colorado	●				westslopeorganics.com
2018						
Dr. Brite	Fullerton, California	●				drbrite.com
Lâda Cube	Grand Junction, Colorado	●				ladacube.com
Pedaling Innovations	Grand Junction, Colorado	●				pedalinginnovations.com
Recoup Fitness	Denver, Colorado	●		●		recouppfitness.com
Yoe Baby	Boulder, Colorado	●				yoebaby.com
2017						
Bramble Outdoor	Oakland, California	●				
CampNative	Spearfish, South Dakota	●				campnative.com
CoinMe	Seattle, Washington	●				coinme.com
Emerging Prairie	Fargo, North Dakota	●				emergingprairie.com
frank.ai	Telluride, Colorado	●		●		
Halp (Acquired by Atlassian May 2020)	Boulder, Colorado	●				atlassian.com/software/halp
Jetti	San Francisco, California	●				
MuniRevs (Acquired by GovOS Aug. 2021)	Durango, Colorado			●	●	govos.com
RightClick	Telluride, Colorado	●				
Thimble	Buffalo, New York	●		●		thimble.io
ToMarket	Arvada, Colorado	●				tomarket.farm
Unsettled	Dover, Delaware	●				beunsettled.co
2016						
GoFish Cam (Acquired by Unorthodox Adventures March 2019)	Austin, Texas	●				gofishcam.com
Pickett	Tampa, Florida	●		●		
Side By Side Pet	Hingham, Massachusetts	●		●		sidebysidepet.com
Western Rise	Telluride, Colorado	●	●	●		westernrise.com
2015						
Alpha Recon	Colorado Springs, Colorado	●		●		alpharecon.com
BaziFIT	Longmont, Colorado	●				
Mountain Drones	Telluride, Colorado	●				
Pro Editors	Telluride, Colorado	●		●		
The DyrT	Portland, Oregon	●		●		thedyrt.com
2014						
Awestruck Dental	Telluride, Colorado	●		●		
Fresh Monster	Denver, Colorado	●		●		freshmonster.com
Journey	Denver, Colorado	●				
LifeDojo (Acquired by Ontrak Nov. 2021)	San Francisco, California	●		●		lifedojo.com
Makeena	Boulder, Colorado	●				makeena.com
Planitmapper	Santa Fe, New Mexico	●				
2013						
Globa.li	Denver, Colorado	●		●		
High Desert Farms	Dolores, Colorado	●		●		
Hoggle Goggle	Telluride, Colorado	●				
Hyperlite Mountain Gear	Biddeford, Maine	●		●		hyperlitemountaingear.com



Taylor Brown | TVN Intern (June - Aug. 2021)

Taylor graduated with a 3.93 GPA as a business major while also competing on the varsity tennis team. Upon graduation, she worked in the marketing field for Florida Food Products where she structured trade show booths, prepared data base entry and organization. She soon moved to the beautiful mountains of Telluride, Colorado where she managed reservations at a premier guide service. As part of her MBA experience, she interned as a marketing strategist for TVN. Currently Taylor is working on MBA consulting projects with Sabre and Roche.



Bonnie Watson | Managing Director

Bonnie Watson joined the team in Telluride in December of 2018. At the time she served as the Capital and Transaction Advisor for the Southwest region of Colorado helping startup companies and small businesses in the regional secure capital. Today, Watson is the Managing Director of the Telluride Venture Network. Watson manages the TVN's mentor network, boot-camps, regional loan fund and venture fund and works directly with startup companies and small businesses in the region. As a Colorado native who grew up in Evergreen, Colorado, Watson graduated from Colorado Mesa University with her B.A. in Finance and later received her Master's degree in Finance from Colorado State University.

Previously, Watson worked in the traditional financing industry as a portfolio lender and taught finance at Colorado Mesa University. Having lived on the Western Slope for the past 10 years and with her strong finance background, she and her husband have dedicated their lives to helping small businesses flourish. They are also co-owners of Alt Space Coworking (a regional co-working space brand) with locations in Telluride, Ridgeway, Montrose and Grand Junction.

When not working, Watson can be found on the slopes of Colorado hiking, skiing, mountain biking or camping with her husband Brian and their pup Oakley.



Noah Lee | TVN Intern (Sept. - Dec. 2021)

Noah Lee is an intern at the TVN. He lives in Telluride and will be a student at the University of Chicago next fall. Noah is currently taking a gap year to learn more about the VC world and to pursue projects including language learning and web development. On the weekends, he's reading, skiing, or walking his Belgian Sheepdog named Mouse.



Julie Penner | Entrepreneur in Residence

Julie is the Entrepreneur in Residence for Telluride Venture Accelerator. In addition, Julie is Venture Partner with New Frontier Capital. Julie has worked closely with and invested in more than seventy early-stage companies through her previous years working at Techstars Boulder and at Telluride Venture Accelerator. She is a leadership coach, a facilitator, and a COO. She has extensive training in Conscious Leadership and lean startup principles and work. Julie holds a JD from University of Colorado Law School and an MBA from the Leeds School of Business with a focus in entrepreneurship. She completed undergraduate work at Brown University.

In her free time, she serves on the board for Studio Arts Boulder where she is also an avid pottery student, and continues to mentor founders and startups through CU and Techstars.



Annemarie Jodlowski | Network Manager

Annemarie Jodlowski joined the Telluride Venture Network as Network Manager in 2021. She brings with her marketing, brand management and business development experience from Baxter Healthcare, Unilever, and Alpine Lodging/Telluride.com. Annemarie holds a B.S. in Finance from the University of Illinois and an M.B.A. from the Kellogg School of Management at Northwestern University. Most recently she served as the Marketing Manager at Tri-County Health Network, leading the communication and outreach strategy for over 20 programs.

Annemarie moved to Telluride in 2004 after stints in Tokyo, London and Chicago choosing to raise her young family in the natural playground of the box canyon. Before returning to the workplace, Annemarie participated as a board member of the Telluride Ski Ranches HOA and the Telluride AIDS Benefit, served as a Co-Chair of the Telluride School District Accountability Committee and led fundraising efforts for the Telluride Ski and Snowboard Club. Today, she is the Vice President of the Villas at Cortina HOA.

On any given weekend you can find Annemarie attending music festivals, hiking, biking, skiing and SUPing the San Miguel.

“TVN plays a pivotal role in our rural region, primarily in two ways.

First, and very critically, TVN helps to diversify our local economy by providing the tools and services necessary to fuel local entrepreneurship.

And second, TVN unites the world class network of business and thought leaders who call Telluride home in some way - and activates them in addressing our local community problems with solutions that could be applied globally.

In this way, not only does TVN directly strengthen Telluride as a community, but puts Telluride to work as a test lab for strengthening communities everywhere.”

— EMILY HICKEY, TVN BOARD MEMBER



Promoting entrepreneurship and business growth in the region.



“ TVN has the potential to tap the incredible community of experience, creativity, entrepreneurship that, for the most part, lies hidden in our beautiful region - that means high value job growth and income for our regional economy. I think TVN’s efforts can help strengthen our community and create tangible progress in tough areas that need to be addressed like housing, climate change, telemedicine and the preservation of our natural resources. Imagine a successful business or even patent that brings income to our county as well as recognition and the goodwill of other communities who want to learn from our good examples.”

JEFF KATZ, TVN BOARD MEMBER



TellurideVentureNetwork.com
PO Box 4222 | Telluride, Colorado 81435