

2022 ANNUAL REPORT



Promoting entrepreneurship and
business growth in the region.



Fostering Entrepreneurial Excellence

A Note from Managing Director Bonnie Watson

To Our Community,

I am delighted to present the 10th anniversary annual report for the Telluride Venture Network. This report highlights a decade of achievements and progress in fostering the spirit of innovation, building a robust entrepreneurial ecosystem, and establishing one of the most comprehensive entrepreneurial support organizations on the Western Slope of Colorado.

At Telluride Venture Network, we firmly believe that innovation is the driving force behind economic growth and social progress. Over the past 10 years, we have dedicated significant efforts to foster the spirit of innovation within our community. Through various initiatives, events, and partnerships, we have encouraged entrepreneurs and innovators to think outside the box, take risks, and bring their ideas to life.

Our innovation initiatives and programs, such as Demo Day, Cómo Construir un Negocio, the San Juan Regional Loan Fund and our mentorship program, have witnessed tremendous participation and success. We have seen countless remarkable ideas emerge, demonstrating the boundless creativity and entrepreneurial spirit of our community members. By providing a supportive environment and resources, we have empowered individuals to transform their ideas into viable businesses and impactful ventures.

As we reflect on our accomplishments to date, we are excited about the future of Telluride Venture Network. We remain committed to our mission of diversifying the regional economy by building a robust entrepreneurial ecosystem through which we provide unparalleled support.

In the coming year, we aim to expand our reach and impact by forging new partnerships, continuing to launch innovative programs, and further enhancing our support services. We will continue to listen to the needs of our founders and partners, ensuring that our initiatives align with their aspirations and contribute to the overall growth and success of our ecosystem.

I would like to express my heartfelt gratitude to all our founders, trustees, investors, partners, mentors and volunteers who have contributed to the remarkable progress of Telluride Venture Network. Your unwavering support, dedication, and enthusiasm are truly inspiring.

Together, let us embark on another decade of entrepreneurial excellence!



Bonnie Watson - Managing Director, Telluride Venture Network

I work with the TVN as the Entrepreneur-in-Residence because I love having an impact on companies at the earliest stages or when they need help leveling up the company. The TVN gives me opportunities to support all kinds of businesses in the area, across industries and company sizes, each with a unique contribution to the local community and beyond. Business creators and owners are at the helm of growing a diverse economy in the region, they bring energy and vibrancy to our ecosystem and our lives. I want to match them with every tool and kind of support we have available to help them succeed.

Julie Penner | TVN Entrepreneur-in-Residence

Working with entrepreneurs to help them achieve their dreams of building a business in a mountain town is an incredible (and fun) way to give back to the community. I've been able to build personal relationships with talented people while having a greater impact on their company, the local economy, and the community. TVN is a vital and thoughtful organization in connecting experienced business professionals with budding entrepreneurs in mountain towns.

Brian Minnehan | TVN Mentor & Trustee

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“Supporting the work of Telluride Venture Network as a trustee and mentor has been tremendously rewarding. It’s a win-win-win to help entrepreneurs build their businesses and learn new skills, grow the local economy, and develop great new relationships while having fun and giving back. Our mentees are working hard to make the world, and our region, a better place, and I love working with them to pitch in and do my part.”

DANNY WINOKUR
TVN Mentor & Trustee

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While my main job is remote, I find it critical to get involved in local initiatives so I serve as a mentor for TVN's Cómo Construir un Negocio program. It fits with the mission of TVN to diversify the businesses in Telluride, yet it is tailored to help the Hispanic community that is so vital to our town. TVN has taken the feedback of prior participants to ensure the program is accessible, relevant, and useful for those that go through the program. I saw firsthand how much the participants learned, grew, and got out of this wonderful program, it truly can change lives.

Liliana Racine | Cómo Construir un Negocio Mentor

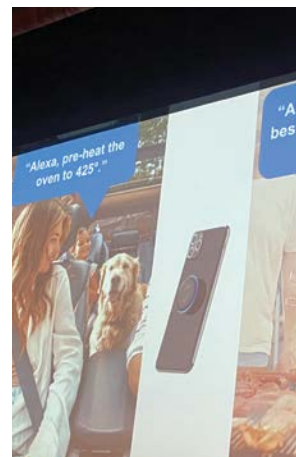
For me working with the TVN and being a mentor is an extension of my involvement with the Telluride Foundation. In the case of the Foundation, I'm a donor and offer financial support, but as a TVN mentor, I can roll up my sleeves and use my professional background to assist local start-ups. For me, this hands-on involvement is rewarding and the diversity of entrepreneurs and businesses I get to mentor keeps it interesting. To see these businesses succeed just multiplies the impact the TVN has on the region.

Tom Fatur | TVN Mentor



My mentor team is an inspiring group of professionals from diverse backgrounds. I was helped with creative marketing strategies, taught about markup vs. margin, and was given some great advice on my new lease negotiation. It is a very validating experience!

Galit Korngold Owner | Wild Gal's Market
Mentee



SurfaceLiner LLC was founded in Telluride 20+ years ago. The Strategy & Growth Bootcamp offered by Telluride Venture Network has been revolutionary for our small business. The tools learned were implemented immediately and are now guiding decisions daily. These skills help prioritize what is most important, test the financial viability of ideas, set objectives and test the results, improve workflows, build long-term strategies, and understand the customer's perspective.

Marie Gamweger
Managing Partner, SurfaceLiner
Strategy & Growth Bootcamp 2023



I am honored to have participated in TVN since 2021 and enjoy supporting our local business community. It is a pleasure to work with and advise growing companies that are actively seeing, and genuinely interested in, guidance and support. The structured mentorship and bootcamp programs of TVN offer our local and regional businesses, and their owners, incredible resources to help them succeed. I personally have gained valuable knowledge and new connections from our wide network of professionals and experts. Not only does TVN support our local communities; it has grown to be a community of its own.

Scott Miller | TVN Mentor and Trustee



A Decade of Positive Impact

A Note from Founder Jesse Johnson



I am incredibly proud of what the Telluride Venture Network (TVN) has accomplished in the past 10 years. It has transformed lives, provided education and inspiration to hundreds of entrepreneurs, and created a more resilient regional economy.



The earliest conversations centered on the unique power of entrepreneurship to help diversify our regional economy. How do we make our region more innovative and dynamic and able to weather downturns around tourism, snowfall cycles, and home construction? Since then 100+ companies have raised \$55M and have created over 350 jobs. That alone is worthy of celebration but the underlying stories are really what is most inspiring. Along the way, we pioneered how a mountain town creates and supports a culture of entrepreneurship. Communities like Jackson Hole, Tahoe, Aspen, and others wanted to understand how we created such a cohesive effort and were eager to try to replicate our model.

There are many success stories worth sharing but a few of the key ones come from Hyperlite Mountain Gear, Western Rise, and Camp V.

- Hyperlite Mountain Gear (HMG): HMG participated in our first annual program. At the time, they were working hard to build a brand, solidify their US production and grow their customer base. Today their iconic bags and gear can be found in REI stores and just about everywhere else (including Jagged Edge!) and they have crossed that all-important threshold of \$10M in annual sales.
- Western Rise (WR): A business founded during our 2017 accelerator, WR is headquartered in Telluride and has grown its team and company to be a dominant player in the men's performance clothing industry.
- Camp V: They came to TVN with just an idea. A few years later CampV graduated from our accelerator and raised over \$4M in funding and created 40+ jobs.



Other key initiatives TVN played a key role in include hosting StartUp weekends, Mountain Venture Summit, the San Juan Regional Loan Fund (\$1.1M deployed to date), a vibrant co-working space; bootcamps focused on growth, commercializing plastic alternatives and mining innovation, an active angel community, and The Telluride Venture Fund.



More recently, TVN launched a Latino bootcamp, geared towards helping aspiring entrepreneurs from an underserved part of our community. So far, 17 companies have graduated from the bootcamp and 7 have received funding to start or grow a business. It is hard to match the inspiration coming out of that effort. Folks like husband-and-wife team Eduardo Valle Loya and Paola Dominguez who founded Ski Mountain Services. They moved to Telluride knowing 5 words of English and now they operate a growing cleaning and property services business that has a great reputation. They credit the Latino bootcamp as being key to the transition from working within property management to starting their own business. This program has truly transformed lives.

Above all, none of this would have been possible without the dozens of mentors, trustees, and individuals supporting the program with their time and investment. Finally, a special thank you to the talented people over the past 10 years who have worked tirelessly day to day to make TVN a success –Bonnie Watson, Annemarie Jodlowski and Julie Penner; Marc & Ashley Nager; Thea Chase; Paul Major and the Telluride Foundation.

A handwritten signature in black ink, which appears to be "Jesse Johnson".

Jesse Johnson - Founder Telluride Venture Network

TIMELINE

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.

2018

Second Mountain Venture Summit is held.

TVA hosts Entrepreneurial Funders Network.

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 created.

Revenue-based Investing (RBI) model was adopted.

Telluride Works, the first area co-working space, opens.

First Mountain Venture Summit is held.



2020

In partnership with Telluride Foundation, TVA leads efforts to help small businesses navigate CARES Act, PPP, and EIDL.

TVA partners with Kauffman E-ship Founder Policy Academy.

2022

First Strategy & Growth Bootcamp is held.

Grants totaling over \$19K were awarded to 5 businesses graduating from Cómo Construir Un Negocio.

2019

TVA pivots accelerator program to a quarterly themed bootcamp model.

San Juan Regional Loan Fund is established as the region's first character-based loan fund.

TVA expands services to Dolores and Ouray counties.

Telluride Venture Fund III is created.

First Mining Reclamation Bootcamp is held.

2021

The Telluride Venture Accelerator re-brands to the Telluride Venture Network.

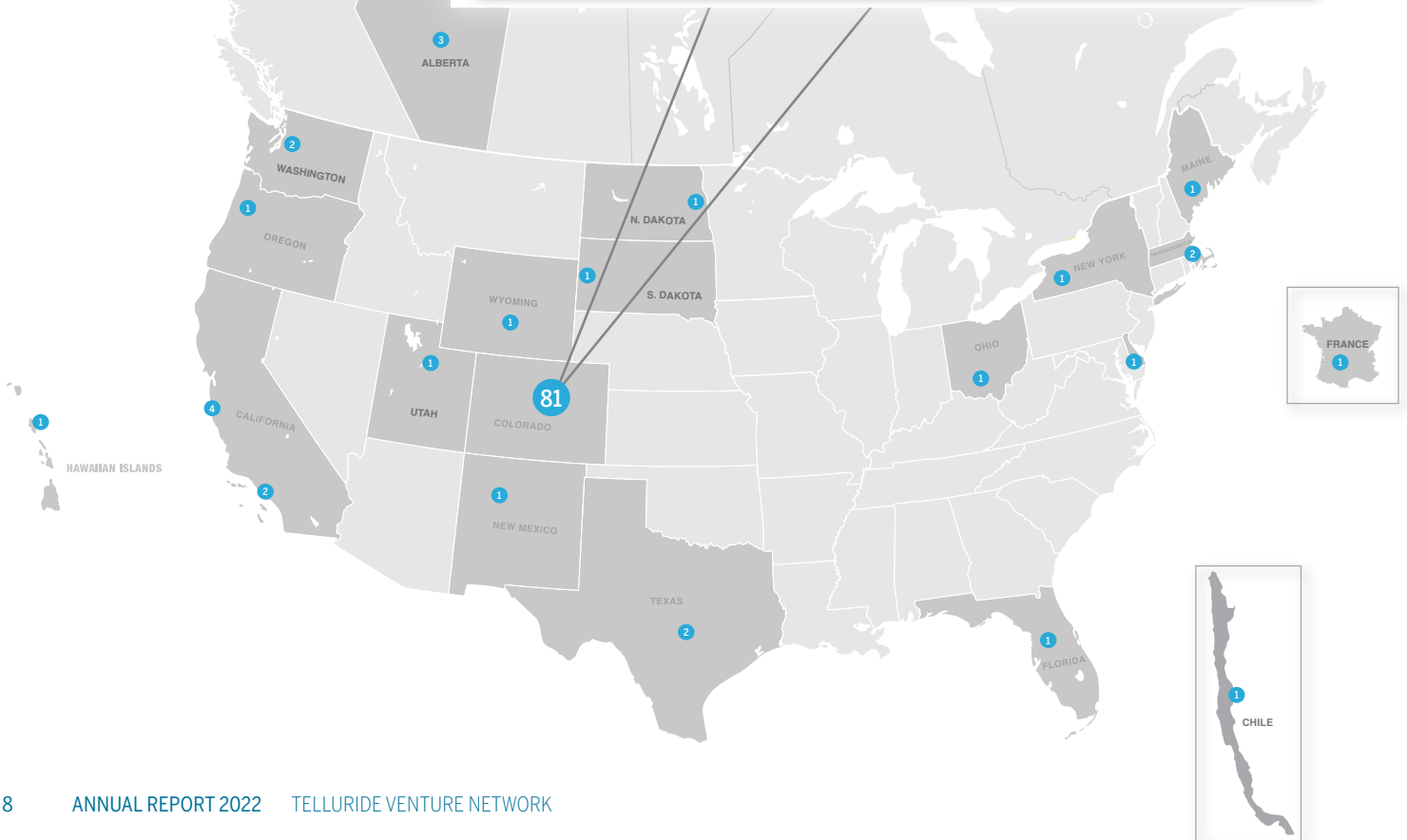
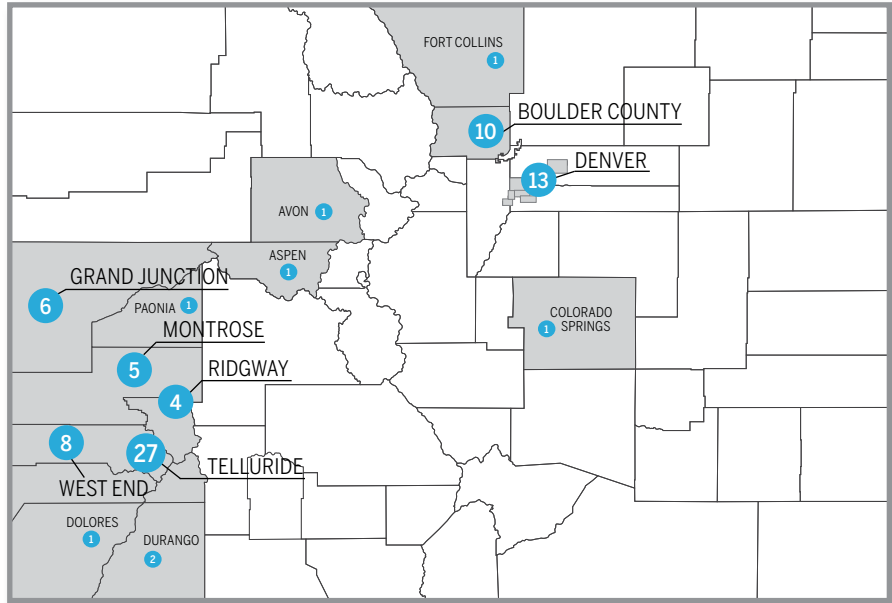
A structured mentorship program is introduced.

A Trustee Network is established.

Cómo Construir Un Negocio Bootcamp to help aspiring Latin business owners debuts.

COMPANY PORTFOLIO

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



ALUMNI PORTFOLIO KEY METRICS

2013-2022

5

Colorado counties
supported by
our network:

Dolores
Montrose
Ouray
San Juan
San Miguel

\$55M

Total Funds Raised

OVER
350

JOBS CREATED

5

BUSINESS EXITS



17

MENTOR
TEAMS



86

ACTIVE
PORTFOLIO
COMPANIES

21

TRUSTEES

59

ACTIVE
MENTORS

\$1.1M

Deployed through the
San Juan Regional Loan Fund



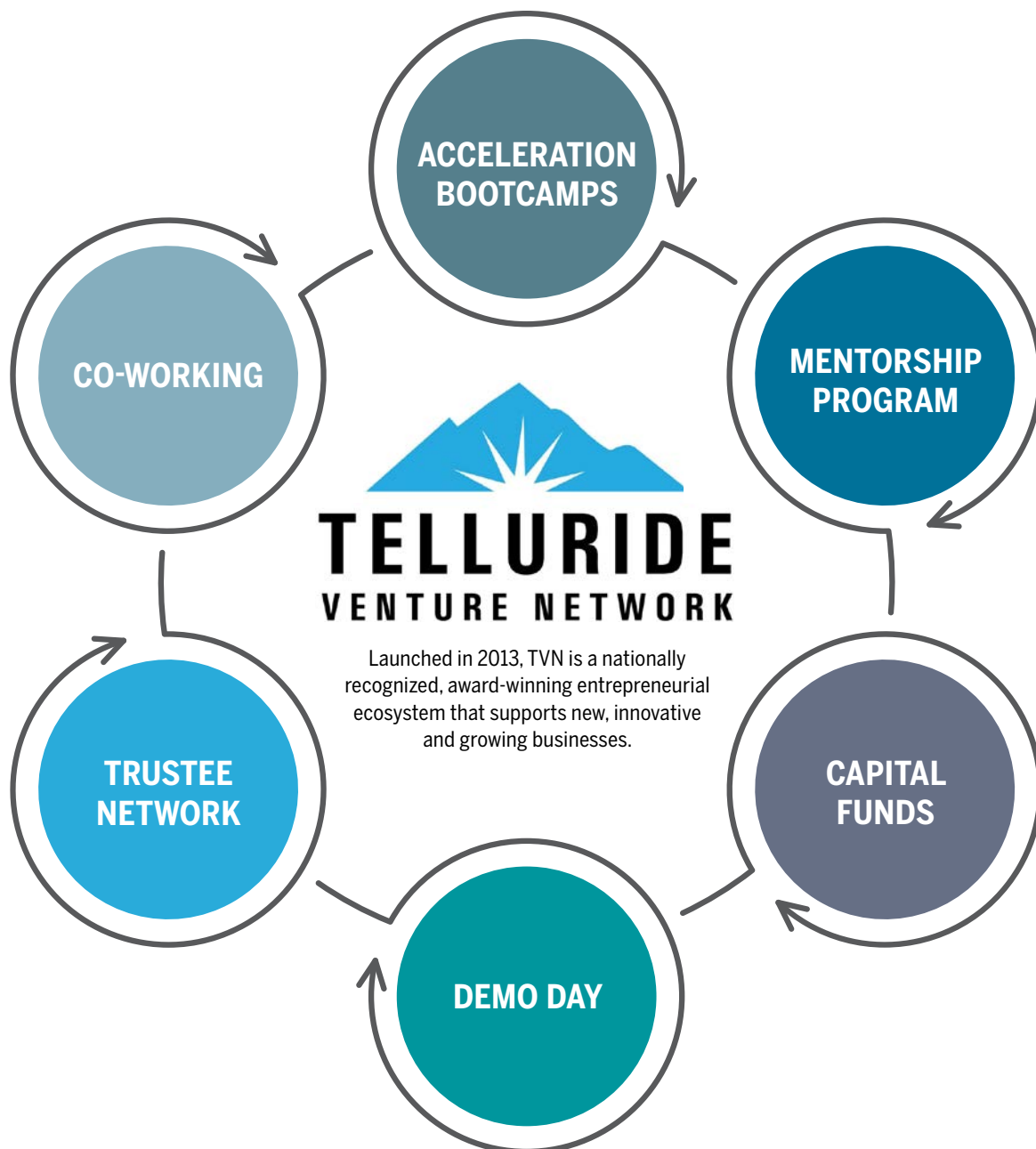
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PORTFOLIO COMPANIES

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

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 Hispanic entrepreneurship. The TVN hosts between 4-6 companies per quarterly bootcamp, seeing an average of 20+ companies come through the program every year.

MENTORSHIP PROGRAM

TVN's mentorship program is designed to help accelerate the development of ventures and small businesses that have either graduated from our acceleration bootcamps or are located in the Telluride region. Once a month, vetted companies looking for mentorship pitch their businesses to the mentor network. Based on business needs, a team consisting of 2-4 expert mentors is assigned to each company. The team meets for 90-minutes per month on an as needed basis for a period of one year.

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, attorneys, engineers, entrepreneurs/founders, marketing professionals, 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.

Currently, there are 59 active mentors, 52 participate in the TVN Mentorship program and 7 who work with our Spanish-speaking entrepreneurs. Since the redesigned program debuted in 2021, 10 businesses have completed the mentorship program.

TRUSTEE NETWORK

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.

CAPITAL FUNDS

TELLURIDE VENTURE FUND

The Telluride Venture Fund (TVF) has served as the TVN's equity fund for the past 9 years, helping to fund start-up and early-stage companies with a mission to help change and elevate the Colorado plateau region. In 2022, the TVN investment committee decided to wind down the funds and not raise additional capital. The TVN has made an incredible impact over the past several years and has been a key partner to TVN's work.

Equity funding plays a critical role within the TVN's ecosystem to help our portfolio companies succeed. Although TVF has decided to forgo raising a fourth fund, TVN continues to leverage our vast network of angels and VC funders to help connect our founders with various forms of capital. The TVN is committed to making capital introductions to our portfolio companies in an effort to help build robust capital stacks.

SAN JUAN REGIONAL LOAN FUND

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 Montrose counties can apply for funding. Alumni companies of the TVN not located in one of the above counties are also eligible for loan funding.

DEMO DAY

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 pitch in front of an audience of local investors, venture capitalists, fellow entrepreneurs, and interested community members. A meet-and-greet cocktail reception and an accredited investor dinner round out the event providing further opportunities for networking and engagement between entrepreneurs and investors.



GREYSON BUCKINGHAM
CEO & President, Disa Technologies
 Mining Bootcamp 2020
 Investment Bootcamp 2021

Disa participated in two separate bootcamps held by TVN and also worked with a TVN mentor group. In those experiences, we were able to refine our fundraising strategy, and go-to-market plan, and receive invaluable advice from a wide array of seasoned mentors. TVN was able to connect us with key contacts in our space who we continue to frequently interact with (3 years after we participated in the first Bootcamp). We are grateful to TVN for playing a vital role in helping us grow our business.

OLIVIA PEDERSEN | **Founder & CEO, Sustaio**
 Investment Bootcamp 2022

The TVN has been a tremendous advantage for Sustaio. From it, we have obtained funding and met very helpful advisors, like Danny W. and Simon J.

TY SHARP
Co-Founder & CEO, InBuild
 Investment Bootcamp 2022

TVN allowed us to take a step back, to see the growth we can achieve. It was the beginning of the momentum to move much more quickly as a company, assisting in customer acquisition, building an outstanding network, and inspiring a few software ideas we have since developed. We are very honored to be a part of this excellent community of folks, TVN allows the best of the best Colorado startups to come together and build companies amongst other founders who are living the same hardships and challenges of building a business.

FROM OUR PORTFOLIO



LINDSEY MCCOY | **Co-Founder & CEO, Plaine Products**
 Plastic Alternatives Bootcamp 2019

TVN's bootcamp provided invaluable help at just the right time for our business. It was like a mini MBA that helped us gain clarity on our financial position and strengths and weaknesses as a company. Down the road, the mentor program helped us see growth opportunities while reminding us to stay focused on key metrics. We still refer back to both experiences often.

DAAN STEVENSON | **CEO, IONA Tech** | Investment Bootcamp 2021

TVN has been a great resource to connect IONA Tech to the local Telluride entrepreneurial community. We interface regularly with some incredibly valuable individuals who we met through TVN's programs including the Investment Bootcamp, the Mentorship Program, and a recent local pitch opportunity. It has been great to have such a network, cultivated by TVN, available for building a business in rural Colorado.

JOHN FAY | **Founder & CEO, Låda Cube** | TVA 2018

In 2018, Låda Cube was selected for the in-person cohort for the Telluride Venture Accelerator. It was an absolutely life-changing experience for me. The resources and mentors that TVA assembles are unmatched. I now have an understanding now of the keys to building a successful startup, and I've gained the confidence and knowledge to grow a global company.

CHRIS CASKEY
Founder,
Delta Brick
& Climate Co.
 Strategy & Growth
 Bootcamp 2023



Telluride Venture Network has been instrumental in Delta Brick's success to date. We have received two loans that we used for equipment and working capital. We also participated in the Strategy & Growth Bootcamp and received great advice from Bonnie, Annemarie, and Julie. We look forward to engaging with TVN mentors in the future!

MIKE ST PIERRE
Founder & CEO, Hyperlite | TVA 2013

We were introduced to the Telluride Venture Network just at the right time as we were ready to get out of the "garage" and begin raising institutional capital to grow a proven but very early-stage concept. We highly refined our fundraising pitch capabilities during our time at the Accelerator, but more importantly, met incredible people through the network that ultimately either invested in us, ended up on our Board, or helped us move forward in some other way. It was a great experience, and we are proud and grateful to have participated in TVA's inaugural year.

FROM OUR PARTNERS

MARK KOZAK | Executive Director, Telluride Science

Over the past decade, more and more of our scientists and engineers are beginning to commercialize extraordinary innovations, but lack the knowledge of how to do so. We have always believed that there is a huge collaborative opportunity for the Telluride community to foster these scientists and help them take these innovations to market. TVN is the natural and obvious partner to fill this void. We are very excited about our new partnership and the global impact we make together.



DEVON HORNTVEDT

Director of Legacy Site Management, Newmont Corporation

Newmont and its subsidiary Idarado Mining Company are always seeking to improve upon and innovate the best remedial practices within the mining and reclamation space, and we strive to support our local stakeholders in doing the same. TVN has been a critical partner in achieving these goals. Through bootcamp partnerships between TVN, Newmont, and other local groups, we've been lucky to support a number of companies that continue to grow and develop and are now emerging to make real environmental impacts on a large scale. These companies are now making advancements in tailings remediation, recovery, and cleanup, real-time water quality characterization, and other exciting arenas. It's a special thing to engage with and have the support, networking, and talent of local resources like the Telluride Venture Network!

ELLIOT STEINBERG

TVF General Partner

When we began the programs known as TVN and TVF, we had hopes, but no idea how the community would respond or the actual impact it might have in the Telluride Region. In fact, the results have been beyond our wildest expectations. These programs united the community in fostering new technologies, and new connections between organizations which helped create an ecosystem that continues to energize all our citizens.

ERICK MUELLER

Executive Director
Deming Center for
Entrepreneurship
at University of
Colorado Boulder



Our partnership with TVN has been a game-changer! They've always been collaborative, innovative, responsive, and results-oriented. Not to mention, a blast to work with! They've been the ideal partner in driving our Rural Colorado Workshop Series throughout Southwest Colorado. Nearly 100 community members and entrepreneurs have been supported. And more are to come!

JEFF HOOD

Vice President, J.P. Morgan Chase

J.P. Morgan Chase was proud to sponsor the 2022 Telluride Venture Network Demo Day. It was an incredible opportunity to see first-hand the caliber of companies within TVN and the incredible work the organization is doing with founders across Colorado's rural communities.

KENT CURTIS

President & CEO, First Southwest Bank

Telluride Venture Network is an important player and partner in the Southwest Colorado entrepreneurial ecosystem. First Southwest Bank has been pleased to collaborate with TVN and to provide banking services for its participants.

KURT DALTON | TVF Investment Committee

We invested in TVF from the beginning (2013) and I have served on the Investment Committee for each Fund. For context, the years after the Great Financial Recession (GFR) were difficult for Telluride given its reliance on its two dominant industries: Tourism & Real Estate. We felt that the TVA/TVF initiative was a necessary commercial extension of the Telluride Foundation's philanthropic efforts to diversify the local economy. Balancing financial return with impact is a moving target but I'm pleased to have worked alongside my fellow Committee members in helping support great businesses at their most formative stages, and our work isn't done.



XIMENA REBOLLEDO | Member Collaborative Action for Immigrants

One of TVN's greatest accomplishments with Como Construir Un Negocio has been its ability to adapt to its participants' needs, learning styles, and limited schedules. Their willingness to individualize lessons to truly fit the need of our Latino population has been remarkable. I commend them for their work and their understanding that one size does not fit all. In order to provide equitable access to opportunities in this town, one must be willing to think outside of the box – TVN's Como Construir Un Negocio is doing just that.

PORTFOLIO HIGHLIGHTS

WESTERN RISE

Western Rise grew revenue by 52% in 2022 and had its first \$1M month. The business closed an equity round in September and plans on raising another in 2023. Key leadership positions were filled including a new CEO, Lance Palumbo, and the company will expand its wholesale business into Nordstrom and Backcountry.com in 2023.

Simple Homes

Simple Homes completed over 250 units and grew revenue to over \$16M in 2022. The business is on track to deliver 400 units in 2023. They improved their gross margin and closed the year EBITDA positive.



TalkGo won a CES Innovation award and shipped the first TalkSockets to 1150 Kickstarter backers.



DISA has secured three contracts with different customers and has started to generate revenue.



Wild Gals received a USDA grant to build a commercial kitchen and increase refrigeration. Additionally, the business plans to move from Nucla to the main thoroughfare in Naturita in 2023.

Thimble

Thimble.io has pivoted and now provides a comprehensive STEM curriculum to school districts that includes their education kits, online classes, and teacher training.

Thimble.io is currently active in 350 schools nationwide across 46 school districts. The business has also secured a partnership in India that will target 5M students by 2027.



Recruiting Innovation graduated from TechStars, and brought on a COO.



PHOENIX TAILINGS

Phoenix Tailings secured a \$1.3M DOE grant for carbon-negative nickel extraction. The company has completed its first offtake agreement for rare earth metal and has hired 9 people.



Fresh Monster's sales grew to \$4.1M. The growth was helped by the introduction of the Mighty Mutt brand of dog products.

Costco invited the brand to feature Mighty Mutt waterless no-rinse dry shampoo foam at a pet event in LA which drove huge increases in retail sales.



Lynx Global Intelligence has closed a \$540K seed round with a \$4M valuation and its platform has been deployed from Nunavut, Canada near the Arctic Circle to rural Ethiopia.

HYPERLITE MOUNTAIN GEAR

Hyperlite launched 14 new products in 2022 representing \$1.4M or 10% of sales.



IonaTech completed a bridge investment round and is now beta-testing its StatIQ System with high-value customers in the technology and manufacturing arenas.



inBuild raised a \$2.2M pre-seed round, was accepted into Y Combinator and has grown to 30 customers. They have 250 daily users and have processed over \$300M in invoices.

TELLURIDE VENTURE NETWORK COMPANY PORTFOLIO



ARTESANIA ORIGINAL WIXARIKA

Telluride, Colorado

BA

Artesania Original Wixarika sells authentic Huichol Mexican jewelry using traditional methods and quality beads.



DELTA BRICK & CLIMATE COMPANY

Montrose, Colorado

BA

RLF

MP

Delta Brick & Climate Company is manufacturing building materials from reservoir mud and working toward coal mine methane capture to power their kilns and factory. Delta Brick's goal is to reduce sediment accumulation and methane emissions while creating beautiful, durable building materials for homes and businesses.

BA

Business Accelerator

RLF

San Juan Regional Loan Fund

TVF

Telluride Venture Fund

MP

Mentorship Program



Arundel Metrics

ARUNDEL METRICS

Telluride, Colorado

BA

Arundel Metrics advises and creates insights through analysis, interpretation and visualization of complex health, economic and social data through the publication of reports, websites and health indices.



Ceibo™

CEIBO

Santiago, Chile

BA

Ceibo developed BioSeal, a product that combines micro-biology, geochemistry, and engineering to manage dust, tailings, stock piles, and erodible surfaces with a 100% biodegradable and environmentally safe product and minimal water usage for more sustainable operations.

GLYCOSURF™

GLYCOSURF

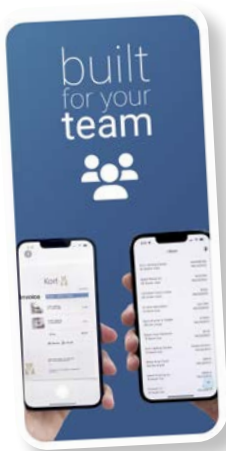
Salt Lake City, Utah

BA

GlycoSurf manufactures green surfactants and molecules for a wide variety of applications from metals recovery to soil remediation to oil spill clean up. Mining related technologies focus on uranium or on rare earth recovery applications.



TELLURIDE VENTURE NETWORK COMPANY PORTFOLIO



INBUILD
Aspen, Colorado



InBuild is intelligent financial automation for luxury home builders. The streamlined accounts payable solution captures all incoming documents and their associated data and prepares them for effortless review and processing.



House Perfect LLC

HOUSE PERFECT
Telluride, Colorado



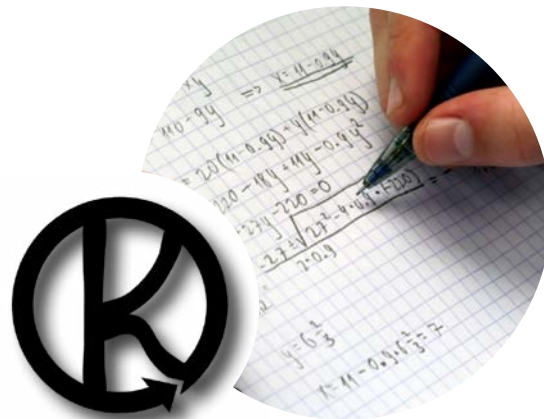
House Perfect's mission is to offer the highest quality of service using the most natural products and taking care of properties with the utmost delicacy.



MY SALES BUTLER
Grand Junction, Colorado



MSB helps product and service businesses in the outdoor recreation industry reach more qualified leads and close more sales.



KARMA TUTORS
Telluride, Colorado



Karma Tutors is a Colorado-based tutoring center with a passion for helping students reach their full potential and a commitment to community service.



LOVE CACAO
Telluride, Colorado



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



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

TELLURIDE VENTURE NETWORK COMPANY PORTFOLIO



RECRUITING INNOVATION

Boulder, Colorado

BA

Recruiting Innovation is a B2B recruiter enablement platform that helps companies scale by training their recruiting teams to talk tech.



SKOOLORADO

Montrose, Colorado

BA

Skoolorado designs and sells T-shirts, hats and other customized products emblazoned with edgy Colorado designs.



ReciprociT

RECIPROCIT

Durango, Colorado

BA

MP

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.

sholder

SHOLDER

Denver, Colorado

BA

Sholder is an online platform that connects people trained in relational, space-holding skills, with people who are looking for mental or emotional support.



OLIOVETO

OLIOVETO

Norwood, Colorado

MP

Olioveto imports and sells organic, small-batch, extra virgin olive oil from Italy and Spain. Olioveto sells only olive oils that have been selected by the Leone d'Oro tasting panel guaranteeing superior taste.



TELLURIDE VENTURE NETWORK COMPANY PORTFOLIO

SIMPLE SWITCH

Denver, Colorado



Simple Switch is the online marketplace for positive impact purchasing. A desktop or mobile app allows users to purchase thousands of sustainable and ethically sourced products, with an “easy as Amazon” ordering experience for a home, business or store.



SIMPLE
SWITCH



SKI MOUNTAIN SERVICES

Telluride, Colorado



Ski Mountain Resources provides exceptional cleaning, maintenance services, and snow removal in the Telluride region.



SURFACE
LINER

SURFACE LINER

Telluride, Colorado



SurfaceLiner offers protection solutions for both indoor and outdoor, temporary and long-term applications. Products are reusable, made from highly durable materials that protect surfaces from mechanical damage and liquid spills, while maintaining a safe and efficient work environment.



TalkGo™

TALKGO

Seattle, Washington



TalkGo offers the technology and distribution solution for voice-enabled AI. With their product, TalkSocket, users can simply use their voice to engage with any voice assistant or AI tool, everywhere they go. From telling Alexa to lock the front door to ordering a latte at Starbucks, or even asking ChatGPT to help understand blockchain technology, TalkSocket makes it possible.

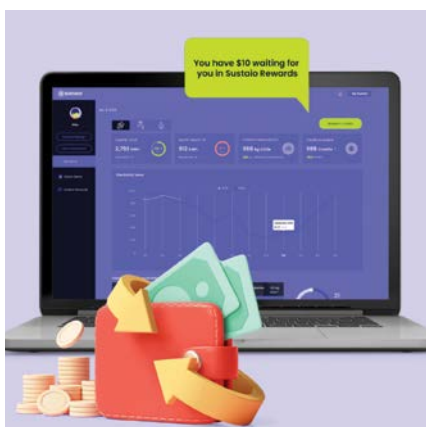


SUSTAIO

Telluride, Colorado



Sustaio rewards you for saving money on your energy bill, with exclusive discounts you can't get anywhere else.



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

TELLURIDE VENTURE NETWORK COMPANY PORTFOLIO



TERRASEED
Denver, Colorado



Terraseed offers vegan sustainably sourced supplements packaged in fully biodegradable pill bottles.



TURBINEHUB
Avon, Colorado



TurbineHub is a wind-energy-focused data and geospatial analysis software tool that integrates 250+ data layers with the most complete wind energy-focused economic model, leading to superior deal generation and asset level returns for wind energy developers and investors.

Telluride Cleaning Crew LLC

TELLURIDE CLEANING CREW
Telluride, Colorado

BA

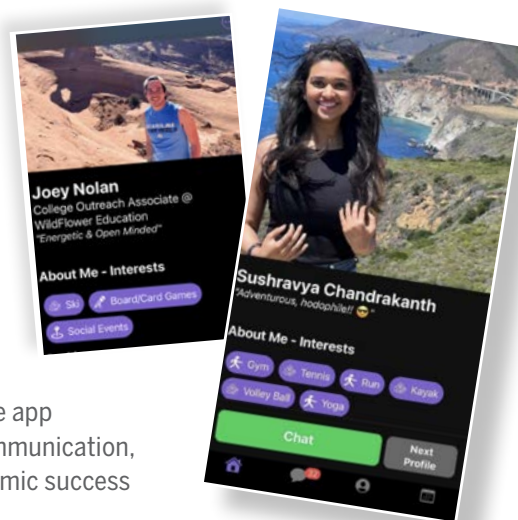
Telluride Cleaning Crew offers flexible cleaning services that can be customized to your needs.



WILDFLOWER EDUCATION
Boulder, Colorado

BA

WildFlower Education is a mobile app that helps professors create communication, peer-to-peer learning and academic success in the college classroom.



WILD GAL'S
Naturita, Colorado

MP

Wild Gal's Market offers fresh local produce, organic everything and delicious home-made food for busy families and travelers on the go.



COMPANY PORTFOLIO AT-A-GLANCE



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

2023					
Delta Brick and Climate Company	Montrose, Colorado	●	●	●	deltabrick.com
Karma Tutors	Telluride, Colorado			●	karmatutors.com
Simple Switch	Denver, Colorado	●		●	simpleswitch.org
Surfaceliner	Telluride, Colorado	●		●	surfaceliner.com
Turbine Hub	Avon, Colorado	●		●	turbinehub.com
2022					
Artesania Original Wixarika	Telluride, Colorado	●		●	
Arundel Metrics	Telluride, Colorado	●			arundelmetrics.com
Ceibo	Santiago, Chile	●			ceibo.bio
GlycoSurf	Salt Lake City, Utah	●			glycosurf.com
Hot Box Brands	Telluride, Colorado			●	
House Perfect	Telluride, Colorado	●		●	
InBuild	Aspen, Colorado	●		●	inbuild.ai
Love Cacao	Telluride, Colorado	●		●	lovecacao.com
My Sales Butler	Grand Junction, Colorado	●		●	mysalesbutler.com
Olioveto	Norwood, Colorado			●	olioveto.com
ReciprocIT	Durango, Colorado	●		●	reciprocit.com
Recruiting Innovation	Boulder, Colorado	●			recruitinginnovation.com
Sholder	Denver, Colorado	●			sholder.com
Ski Mountain Services	Telluride, Colorado	●		●	
Ski Brew	Telluride, Colorado			●	
Skoolorado	Montrose, Colorado	●		●	skoolorado.com
Sustaio	Telluride, Colorado	●		●	sustaio.com
TalkGo	Seattle, Washington	●		●	talkgo.io
Terraseed	Denver, Colorado	●		●	terraseed.com
Telluride Cleaning Crew	Telluride, Colorado	●		●	
WildFlower Education	Boulder, Colorado	●			wildflower.education
Wild Gal's Market	Naturita, Colorado			●	wildgalsmarket.com
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
Lorena's Alterations	Telluride, Colorado	●		●	
My Family Painting	Telluride, Colorado	●		●	
Ophir Animal Camp	Ophir, Colorado		●		
Otter Waiver	Boulder, Colorado	●		●	otterwaiver.com
Phoenix Tailings	Woburn, Massachusetts	●			phoenixtailings.com
QuickrStuff	Grand Junction, Colorado	●		●	quikrstuff.com

COMPANY PORTFOLIO AT-A-GLANCE



BA	RLF	TVF	MP
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2021

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
Avivid	Longmont, Colorado	•			•	avividwater.com
Clearnetworks	Montrose, Colorado		•			clearnetworx.com
DISA	Casper, Wyoming	•		•	•	disausa.com
FalconX	Calgary, Alberta	•				
Forgeworks	Denver, Colorado & Honolulu, Hawaii	•				
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		•			
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	•				
LimeLoop	Berkeley, California	•				thelimeLoop.com
Mountain Oven Organic Bakery	Paonia, Colorado	•				mountainoven.com
Plaine Products	Terrace Park, Ohio	•			•	plaineproducts.com
ROW ViGOR	Louisville, Colorado	•				
Sana Packaging	Denver, Colorado	•				sanapackaging.com
SimpleHomes	Denver, Colorado	•		•		simplehomes.com
SJ Eco Materials	Ridgway, Colorado	•			•	sjecomaterials.com
Tomboy Butcher	Telluride, Colorado		•			tomboybutcher.com
Vessel Works	Boulder, Colorado	•				vesselworks.org
Westslope Organics	Montrose, Colorado	•				

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	•		•		recoupfitness.com
Yoe Baby	Boulder, Colorado	•				yoebaby.com

COMPANY PORTFOLIO AT-A-GLANCE



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2017

Bramble Outdoor	Oakland, California	●			
Camp Native (Acquired in 2022)	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 in 2020)	Boulder, Colorado	●			atlassian.com/software/halp
Jetti	San Francisco, California	●			
MuniRevs (Acquired by GovOS in 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)	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 in 2020)	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

STAFF

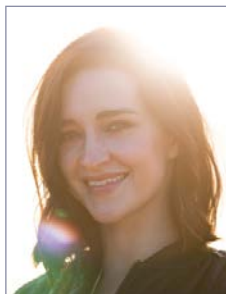


JULIE PENNER
Entrepreneur in Residence

Julie is a leadership and strategy coach, facilitator, and investor in startups. She serves as the Entrepreneur in Residence at the Telluride Venture Network and the Venture Partner at the Frazier Group, an early-stage venture fund. She is also the founder of Soul of Startups. She holds a JD/MBA from University of Colorado with an emphasis in entrepreneurship and a BA from Brown University. Her thoughts on building startups can be found at <https://medium.com/the-soul-of-startups>.

I was very impressed by the quality of the TVN Investment Bootcamp. In a very short time (just one week) I was able to craft a great pitch presentation, learn tons from other fellow entrepreneurs, and widen my network of potential investors and other key players in the startup ecosystem. The TVN team was extremely helpful and resourceful and led us throughout the program with great care and support.

MARIA CEBRIAN
Co-Founder & CEO, Terraseed



BONNIE WATSON
Managing Director

Bonnie Watson joined the team in Telluride in December of 2018. Watson brings over a decade of financing, coaching and leadership experience to the team. Watson is the Managing Director of the Telluride Venture Network. Watson manages the TVN's mentor network, bootcamps, 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.

Watson and her husband Brian have dedicated their lives to helping small businesses and startups flourish on the western slope. They are also co-owners of Alt Space Coworking (a regional co-working space brand) with locations in Telluride, Ridgway, Montrose and Grand Junction.

Watson recently welcomed her first baby, Eva, to the world in July of 2022. When not working, Watson can be found on the slopes of Colorado hiking, skiing, mountain biking or camping with her husband Brian, daughter Eva and their pups Oakley and Lady.



ANNEMARIE JODLOWSKI
Network Manager

Annemarie Jodlowski joined Telluride Venture Network in 2021 starting as the Network Manager and now serves as the Marketing Director responsible for managing the mentorship and trustee programs as well as marketing programs across TVN and the Telluride Foundation.

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.

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. Now that she is an empty-nester most of the year, you can find her any given weekend attending music festivals, hiking, biking, skiing, and SUPing the San Miguel.



Promoting entrepreneurship and
business growth in the region.



“Telluride Venture Network has an excellent program to connect entrepreneurs to a wide range of mentors with varying expertise. TVN empowers businesses to grow no matter where they are by providing resources to assist with the inception of an idea, funding needs, strategic growth, and expansion. I have been involved in the program since 2018 and have found it very rewarding. One of the most fulfilling aspects of being a mentor within TVN is connecting with my fellow mentors.”

CAROL KEOGH, TVN MENTOR & TRUSTEE



TellurideVentureNetwork.com
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