



2021

COLLAB | IMPACT REPORT

Building collective power and wealth



Menu

Chanana Berry
Chocolate, banana, mixed berries,
raspberry, butter waffle crisp

Early Mornings
Zesty Orange, vanilla, peach
cranberry, & a touch of mango

Fruity Pebbles
Authentic fruity flavors in every bite
topped with a creamy mascarpone
buttercream



Building collective power and wealth through heart-centered entrepreneurship

ABOUT COLLAB

Our goal is for **every single entrepreneur** in New Haven and Connecticut to have the opportunity to take risks, fail safely, and bring success to their neighborhood.

Since our founding, our work has been building a model for reaching New Haven’s entrepreneurs, supporting them with quality programs, and building a strong locally-driven entrepreneurial community and culture:



Trust and Access

Through our relationships and program scaffolding, we have the outreach infrastructure to ensure we can reach and serve every entrepreneur.



High-Touch Programs

We provide entrepreneurship programming that combines high-quality business education with a heart-based leadership development curriculum.



Community, Culture, and Support

We support our graduates post-program through continued coaching, gatherings, advisory services, and advocacy initiatives.

For all of our programs, we provide childcare, transportation, and interpretation services.

OUR PROGRAMS

We design and provide high-quality programs to support, educate, and inspire entrepreneurs of all backgrounds with entrepreneurship and business fundamentals.

Collab Office Hours

Office Hours provide Connecticut leaders and entrepreneurs with a chance to deep dive 1-on-1 with Collab staff into themselves and their venture. Sessions are 30 minutes, conducted in-person or over the phone, and open to anyone in Connecticut.

Groundwork: The Pre-Accelerator

Started in partnership with New Haven Healthy Start, the Collab Pre-Accelerator is a part-time, 5-week program for entrepreneurs that provides support on idea identification, organization and communication skills, and marketing.

Accelerator

Our Collab Accelerator is our core program for entrepreneurs. It is an intensive, part-time, 12-week program for a cohort of entrepreneurs ready for our deepest level of support.

Program Spotlights



Neighborhood Pop-Up Coaching

We partnered with organizations to do neighborhood pop-up coaching events to meet entrepreneurs exactly where they are. Some of our locations included at Junta's COVID-19 vaccine clinic and CitySeed's Downtown Farmers' Market.

Supporting Creative Entrepreneurs

In partnership with the City of New Haven Department of Cultural Affairs, we launched "Entrepreneurship Decoded" — a program focused on BIPOC arts and creative entrepreneurs.

Collab for Next Generation Entrepreneurs

With an award from the United Way for Greater New Haven, we were able to launch programs for New Haven Public School high-school students. Our partners included District Arts & Education and High School in the Community.



OUR IMPACT

Our Accelerator graduates met a significant milestone this year having **generated over \$5 million in revenue**, collectively.

\$5,058,760

Revenue Generated

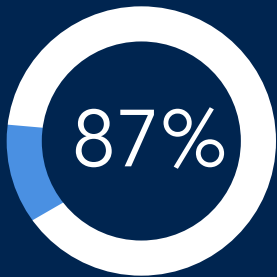
197

Jobs Created

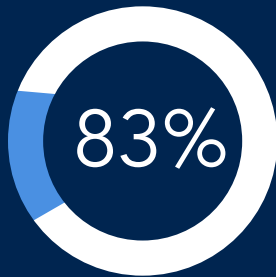
FTE, PTE, PT Consultants

\$2,294,982

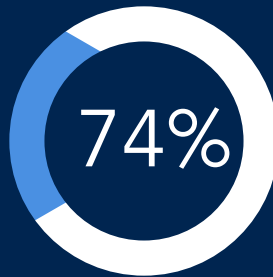
Follow-On Funding Raised



Still Operational



Founders of Color



Women Founders

Entrepreneur Self-Reports

87%

Graduates Strongly Agree Collab Increased Their Confidence

93%

Graduates Agree or Strongly Agree Collab Increased Their Network in Connecticut



Venture Spotlight

“Finding Collab was **literally an answer to my prayers**. With the tools and opportunity that Collab gives to its participants, success seems to be more near than far.”

Zara Ayanna Salmon
Opal Stork Home Care



Fantastic Foods



The Notorious P.I.C.



KDCrop Farms

GRADUATE MILESTONES

- >> Two Black-led venture graduates (**Flayvers LLC** and **Fruit of Thee Earth**) purchased and are revonating their own food trucks.
- >> Many graduates received distinguished awards: **Oh Shito!** received Comcast RISE Creative Production Award, **Havenly** won the Greater New Haven Chamber of Commerce Nonprofit Resource Council's Constellations Award, **The Huneebee Project** received the Morris and Irmgard Wessell Fund Unsung Heroes Award, and three graduates (**Vegan Ahava**, **Opal Stork Home Care**, **Threads By Tea**) received the ConnCORP Economic Justice Fund award.
- >> **The Notorious P.I.C.** (photo credit **New Haven Arts Paper**), purchased and is revonating a double-decker bus that will be a mobile photography studio and event space.
- >> **Push To Start**, a program that supports youth in skateboarding and the creative arts, led on building a temporary skatepark located in New Haven.
- >> Multiple graduates opened spaces: **Kawit!** opened a ghost kitchen a church in Wooster Square, **Extra Yard** opened a gym, and **Threads By Tea** opened a design studio.

OUR SUPPORTERS

Becoming a Collab Donor means joining a growing network of thoughtful organizations and individuals providing both financial support and partnership. Thank you for making our work possible.

Organizational Supporters

New Haven Innovation Collaborative
CTNext Innovation Places Program

The Community Foundation for
Greater New Haven

The Community Foundation Mission
Investments Company

City of New Haven

NewAlliance Foundation

United Way of Greater New Haven

Yale Community for New Haven Fund

New Haven Bank

Elmseed

Greater New Haven Chamber of
Commerce

New Haven Civic Innovation Fund
through Dwight Hall

Individual Supporters

Abby Roth and Lee Stump

Alex Sulpasso

Amy Enders Walsh

Andrew Kurzrok

Anika Singh Lemar

Barb Nangle

Ben Berkowitz

Blake Walker

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Charlie Lord

Cortney Renton

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David Weinreb

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Eliza Lord

Ellen Su

Eric Smith

Fred McKinney

Ginny Kozlowski

Greata Lindquist-Merlino

Helen Kauder

Johnny Scafidi

Josiah Brown

Karla Lindquist

Kathryn Finney

Katie Darr

Keila Stevens

Kim Braun

Kyle Jensen

Lan Anh Ton

Lynne Bonnett

Maegan Boucher

Mark Abraham

Mark Donovan

Mary Cannata

Matt Storeygaard

Michael Piscitelli

Michelle Dover

Michelle Stronz

Nancy Alexander

Nicholas Caplan

Patricia Resio

Rosanna Smith

Ruby Melton

Ryan King

Sandra Salmon

Scot Melland

Shelly Saczynski

Steven Malliaris

Tiffany Robinson

Tom Goldenberg

Tony Rossley

William Ruiz

"At Genius Guild we recognize that when Black people win, everybody wins. **Collab is nourishing the next generation of founders of color** who are building their damn thing and on a mission to change the world. Their programs cultivate talented Black founders that are launching dynamic startups and creating wealth and opportunity for their communities."

Kathryn Finney
Founder & CEO, Genius Guild



Donor Spotlight



Donor Spotlight

"Collab is amazing! A highly successful holistic, heart-centered approach that empowers people from all walks of life to recognize, grow, and use their entrepreneurial talents to create successful businesses and a sustainable community. Their work is always thoughtful, and grounded in respecting and understanding the individuals participating. **They are not only creating new economic vitality in our state but opportunity and hope.**"

Shelly Saczynski

STAFF & BOARD

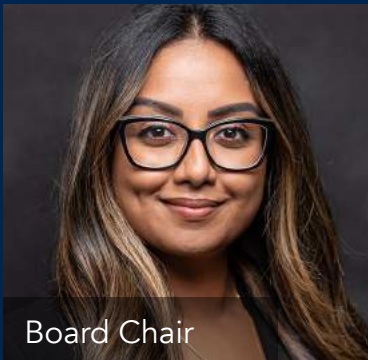


Margaret Lee
Co-Director

Ndubisi Okeke
Venture Manager

Caroline Smith
Co-Director

George Black
Venture Manager



Board Chair

"In these challenging times, **Collab continues to shine as a beacon of hope and enduring support for our entrepreneurs.** It is with great pride that the Board has watched Collab grow to become such a meaningful part of so many lives and we are excited to see the organization's impact in the community continue to grow exponentially. From exciting new partnerships to supporting a growing ecosystem of entrepreneurs to hiring an incredible leadership team — Collab is well positioned for a bright future!"

Leela Bhashyam

Collab Board of Directors

Leela Bhashyam
Strategic Partnerships Advisor, Purpose

Sade Jean-Jacques
Founder, Pascale's Body Care

Ginny Kozlowski
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Owner, KNOWN and KNOWNpreneurs Growth Lab

Thank you to our Pro
Bono Program Partners

Murtha Cullina LLP
Wiggin and Dana LLP

Fiondella, Milone and LaSaracina LLP
YLS Community and Economic Development Clinic







COLLAB

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