ARIZONA

BUSINESS INCUBATORS & ACCELERATORS

THE GRAND CANYON STATE WELCOMES YOU

Updated November 2015
INTRODUCTION

The prevalence of business incubators and accelerators in Arizona has continued to expand over the last several years, helping create a vibrant ecosystem dedicated to supporting entrepreneurs in the region with all of their business needs. This guide will showcase the state’s leading programs as well as overview some best practices for choosing an incubator. With information curated by the Center for Entrepreneurial Innovation (CEI) team, there is sure to be an incubator or accelerator that fits the needs of your startup!

LEGEND

INDUSTRY

Technology / Software  Bioscience / Medical Device  Social Impact  Clean Energy  Retail  Agnostic / Undefined

STAGE OF DEVELOPMENT

Idea  Product Development  Commercialization  Growth

SERVICES

Direct Investment  Office Space  Lab Space  Business Mentorship
The Northern Arizona Center for Entrepreneurs and Technology (NACET) grows businesses. From ideas to sustainable revenue, from business plans to ribbon cuttings, from Flagstaff to Casa Grande, NACET’s culture of innovation and team of experts can support you to the next step, and the next after that. NACET will:

- **FOSTER BUSINESS DEVELOPMENT**
  NACET’s Consulting Staff, Mentor Network, and Executives in Residence help you solidify your business model, set goals, outline a roadmap to success and identify opportunities.

- **PROVIDE ACCESS TO RESOURCES**
  In addition to the expert resources available with its business development consulting services, NACET also offers an array of equipment, facilities, educational and other grant-funded resources for clients to take advantage of.

- **HELP ACHIEVE GREATER LIKELIHOOD OF SUCCESS**
  Through coaching, advising and resources mentioned above, as well as by joining an alliance of motivated, entrepreneurial people, client companies gain the confidence, knowledge, and support they need to succeed.

NACET.ORG
MAC6 is a team of entrepreneurial investors and strategic implementers who bring both insight and capital to the table. The time it spends working with leaders who strive for stakeholder engagement brings to life its belief that business is good because it creates value. MAC6 invests in people, not ideas, is industry agnostic, and helps entrepreneurs expand their conscious leadership, sharpen their definition of higher purpose, and embrace a mission that goes well beyond their own company. It demonstrates return on investment for your company through:

- Self-funded and directed investment
- Leadership Academy to cultivate conscious leadership (through TTI Success Insights) and help teams implement the Entrepreneurial Operating System (EOS)
- Conscious capitalism focus and access to office / manufacturing space

MAC6
TEMPE, ARIZONA

MAC6.COM
A division of the Maricopa Corporate College, the Center for Entrepreneurial Innovation (CEI) is a business incubator that supports technology-based companies at all stages of development (ideation, product development, commercialization, and growth) for the purpose of job creation. CEI supports those disruptive entrepreneurs in the industries of medical device, biotechnology/bioscience, software-as-a-service, and clean/renewable energy. CEI provides the following services:

- Customized BUSINESS DEVELOPMENT & MENTORSHIP from in house industry- and subject-specific experts to help you build a strategic growth roadmap for your business
- OFFICE AND/OR WET LAB space for technology development, research and testing, and other business operations
- Discounted 3D PRINTING & ENGINEERING services with Phoenix Analysis & Design Technologies (PADT)
- Access to a VAST NETWORK of angel investor groups, economic development agencies and other entrepreneurial support organizations
- Access to PARTNER PROGRAMS from HubSpot, Amazon Web Services, MediCoventures, and more

CEIGATEWAY.COM
The mission of Seed Spot is to educate, accelerate, and invest in entrepreneurs who are creating solutions to social problems. In addition, “Seed Spot Next” is available to schools interested in curriculum, teacher training, online resources, and support for helping turn student passions into ideas that solve real-world problems.

### Program Overview

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SEEDSPOT.ORG
At ASU you will find a range of programs and resources designed to help you develop and launch your ideas. From student programs to community-wide initiatives, these opportunities provide resources, funding and support for you as your ideas begin to take shape.

- **EDSON STUDENT ENTREPRENEUR INITIATIVE**
  If you’re an ASU student with a big idea, the Edson Student Entrepreneur Initiative is a chance for you to win up to $20,000 in seed funding, free office space, entrepreneurial training and mentorship to launch your startup company.

- **STARTUP SCHOOL**
  ASU Startup School is a comprehensive and proven framework for developing ventures. It consists of a series of facilitated workshops wherein entrepreneurs learn what they need to do in order to develop a successful venture.

- **ENTREPRENEURSHIP OUTREACH NETWORK**
  Being an entrepreneur, inventor or problem-solver is often a lonely task. ASU’s Entrepreneurship Outreach Network brings people together in collaboration spaces in public libraries across Arizona, creating a statewide network of places where you can share ideas, collaborate on projects and find valuable resources.

- **FURNACE TECHNOLOGY ACCELERATOR**
  With the Furnace Technology Transfer Accelerator, you can launch a new company based on technologies and intellectual property licensed from the country’s premier research institutions, including ASU. Furnace startups get seed funding, office space and access to top industry mentors in order to commercialize discoveries made in university and government research labs.

- **ASU STARTUP ACCELERATOR**
  If you’ve got an Arizona-based company, you can apply to the ASU Startup Accelerator for access to mentors, collaborative workspace and the chance to pitch your startup to private equity investors and venture capitalists. All Arizona-based ventures, including faculty spinouts, alumni ventures and non-ASU startups, are eligible to apply.
BioAccel is a 501(c)3 non-profit organization, created to provide funding and business expertise to develop early stage life science technologies that drive local economic growth. BioAccel accelerates the development of new companies, drives economic development, and helps create new biomedical products. BioAccel has identified five resource areas that must be available and integrated to ensure the successful journey of research discoveries:

- Identification and access to intellectual property and novel ideas
- Financial capital that includes proof of concept, seed and venture
- Business, technical and regulatory expertise
- A network of experienced and knowledgeable mentors and advisors
- Access to affordable facilities

In addition to direct funding to advance the commercialization of medical and bio-science technologies, BioAccel operates BioInspire, a premier incubator and accelerator of companies developing medical devices (primarily Class II and III devices) in Arizona. BioInspire provides: Proof of concept and seed funding for businesses; On site technical and business expertise; Educational opportunities; Regulatory support; Office and lab space; Mentors and advisors; Access to a network of investors.

BIOACCEL.ORG
Innovations Science and Technology Incubator, a 60,000 SF incubator located in Chandler, Arizona, offers a collaborative blend of services and resources for innovative entrepreneurs in the life sciences and emerging technology industries. It is a one-stop-shop for entrepreneurs to have instant turnkey facilities and the resources of a large company, while preserving their entrepreneurial focus.

Incubation services at Innovations are offered through a partnership with NACET. Innovations shortens the learning curve for entrepreneurs and startups, and saves growing businesses time, money, effort and frustration as they scale their companies up. Some of the programs it offers include:

- CEO Roundtables
- Regular Seminars on Topics Relevant to Entrepreneurs from Ideation to Growth
- Specialized Business Assistance & Consulting
- Investment Pitch Training
- Expert Mentors and Advisors
- Student Research Teams

INNOVATIONS INCUBATOR.COM
Tallwave helps innovative people transform great ideas into great businesses by deploying processes built around proven methodologies. It rallies around five core values that guide who it hires, how they act, and what they build: Principled Accountability; Creative Hustle; Soulful Accountability; Objective Optimism; and Agile Problem Solving. Its programs include:

- **SANDBOX**
  Sandbox is a market intelligence and strategic planning sprint that helps you understand where to compete and how to win in the marketplace.

- **SANDCASTLE**
  Sandcastle is a product design and prototyping sprint that starts with your ideas—and ends with a clickable, user-validated prototype.

- **HONEYCOMB**
  Honeycomb is a full-stack, fast, and iterative product development process to help you design, build, and launch gorgeous products that users love.

- **STORYTELLER**
  Storyteller is a positioning and branding sprint that provides the differentiated messages, logo, and materials needed to drive adoption.

- **SPRINGBOARD**
  Springboard is a sales acceleration and systemization sprint. Through a collaborative process, Springboard provides everything you need to drive consistent revenue for your company, including customer-validated pitch materials, a high-performing, low-cost lead prospecting system, and tools to manage the process.

- **HIGH TIDE**
  High Tide is a business-building program for startups that provides intensive programs around Product, Positioning, Growth, and Go-To-Market. Unlike accelerators or business competitions, High Tide provides resources, expertise, and networks at a much deeper, hands-on level.

TALLWAVE
SCOTTSDALE, ARIZONA
The mission of LaunchPoint, the Mesa Technology Accelerator, is to stimulate the establishment and growth of small technology based companies and other growth oriented businesses in the East Valley. By fulfilling this mission, LaunchPoint will contribute to job creation, and provide for enhanced economic health to the region.

Located on the ASU Polytechnic campus, adjacent to the Phoenix-Mesa Gateway Airport and Arizona Laboratories for Security and Defense (AZLabs), LaunchPoint is perfectly positioned to provide access, support and training in these specialties. Located within a few miles of the Elliot Road Technology Corridor, LaunchPoint has the supporting business climate to fuel success.

**THE BUSINESS ACADEMY AT LAUNCHPOINT** program targets entrepreneurs looking to develop their business idea and position their company for funding opportunities. The participating entrepreneurs will be directed through an 8-month, structured program designed to validate the business idea and educate the entrepreneur. All entrepreneurs are encouraged to apply; there is no charge for the program. Some of the key topics that will be addressed in the program include: Customer Discovery; Product-Market Fit; Team Formation; Mentor & Advisor Development; Personnel Management; Pitch Preparation; Identifying and Pursuing Funding Opportunities; Networking.

**THE ONSITE & OFFSITE** programs match the needs of your company with the expertise and experiences of professional consultants. A team of consultants will be assigned to your business to provide services, counseling and coaching based on the specific needs of your business. Whether your business needs help troubleshooting technical challenges, developing a marketing strategy, or protecting intellectual property the Onsite and Offsite programs will provide the necessary support to ensure your business is successful.

MESAAZ.GOV/?NAVID=1690
AZ TECHCELERATOR
SURPRISE, ARIZONA

The AZ TechCelerator is a business incubator with a focus on new innovation, technology and entrepreneurship. AZ TechCelerator, a four-building campus, totaling nearly 60,000 square feet is designed to accommodate your needs and provide you with the affordable space, tools and resources to grow your business. In addition to facility services, you have access to community mentors that will help your business succeed. Some available mentors include:

- Business plan and grant writing consultant
- Intellectual property attorney
- Accounting
- Marketing and branding professionals

AZTechCelerator also offers an affiliate membership if you do not need full-time office space. Amenities include limited access to furnished office space; program and mentorship resources; and more.
Whether you just have a business idea, or you are already an entrepreneur, a startup, or a small business, the Maricopa Center for Entrepreneurship (MCE) offers NO CHARGE business consulting to help you plan, start, launch or grow your business. MCE offers the following services:

- Business consulting
- Entrepreneur, start-up and small business space for rent
- Website building
- Social media and email marketing
- Grant writing and proposal management
- Training workshops and other events

MARICOPAINNOVATES.COM
The Arizona Center for Innovation (AzCI) fosters technology start-ups, emerging and mature companies develop their ideas, inventions and next evolution of product. AzCI serve the University of Arizona’s faculty and researchers as well as community entrepreneurs. There you will find the facilities, services, and expertise it takes to grow your business. You’ll work side by side with other technology entrepreneurs in a fast-moving, collaborative, and creative environment. And you’ll have the advantage of hands-on support from people who have a track record of success.

- **ASSISTANCE**
  - Creating your business plan
  - Understanding your target market
  - Developing your product
  - Marketing your product
  - Implementing a public relations plan
  - Attracting investors

- **MENTORING AND SUPPORT**
  - Participation in our comprehensive Mentored Launch program
  - Free consultation with selected professionals
  - Reduced rates for many professional services
  - Introduction to potential investors, entrepreneurs, and economic development professionals

- **FACILITIES**
  - Office space
  - Laboratory Space
  - Specialized Laboratory Equipment
  - Video conference room
  - High-speed Internet, telecom, office equipment
  - Kitchen and common areas

[TECHPARKS.ARIZONA.EDU/AZCI](TECHPARKS.ARIZONA.EDU/AZCI)
Thryve is a social impact incubator providing entrepreneurs the tools to take their innovations from idea to impact. It provides a structured program of venture concept development based on lean startup principles. Thryve offers the following resources:

- **IDEA TO IMPACT**
  At Thryve we provide you with the support you need to discover if that idea of yours can change the world. But impact requires more than a good idea. So we provide you with the support to move from idea to successful execution.

- **ACCELERATE YOUR VENTURE**
  The first 10 weeks will fly by, so you are expected to move fast, work hard, be flexible and prepare to grow – both yourself and your venture. Thryve’s intensive summer experience will keep you focused on the actions and choices that drive growth.

- **WORK WITH MENTORS**
  Success doesn’t come alone. At Thryve, you’ll receive mentoring from experienced and passionate executives. Your mentors will help coach you with one-on-one meetings as you move from idea to impact.

- **JOIN A COMMUNITY**
  Thryve is a community of social impact entrepreneurs, innovators, mentors and champions. You’ll find knowledge, opportunity, challenge, and support at Thryve that will help you push yourself to succeed.

- **GROW YOUR NETWORK**
  Your company’s growth and your ability to make an impact is intimately linked to your ability to access or develop network. This network consists of customers, allies, investors, mentors, competitors and peers. The opportunity to developing your own personal and professional network is an one of the most powerful parts of Thryve.

- **ACCESS TO CAPITAL**
  As you develop your idea into a business, you’ll also receive the fundraising training needed to understand who to pitch, how to pitch, what to pitch.
CONTACT INFO

NORTHERN ARIZONA

Northern Arizona Center for Entrepreneurship & Technology: 2225 N Gemini Rd | Flagstaff AZ, 86001 | 928.213.9234 | nacet.org

CENTRAL PHOENIX

MAC6: 1430 W Broadway Road #201 | Tempe, AZ 85282 | info@mac6.com | mac6.com

Center for Entrepreneurial Innovation: 275 N. GateWay Drive | Phoenix, AZ 85034 | 602.286.8950 | ceigateway.com

Seed Spot: 2828 N. Central Avenue - 7th Floor | Phoenix, AZ 85004 | 602.456.9944 | seedspot.org

Arizona State University Entrepreneurship & Innovation: 1475 N Scottsdale Rd | Scottsdale, AZ 85257 | entrepreneurship.asu.edu

BioAccel: 2702 N 3rd St Suite 3001 | Phoenix, AZ 85004 | 602.385.3210 | bioaccel.org

Innovations: 145 South 79th Street | Chandler, AZ 85226 | innovations@nacet.org | innovationsincubator.com

Tallwave: 6263 N. Scottsdale Rd, Suite 180 | Scottsdale, AZ 85250 | 602.840.0400 | tallwave.com

LaunchPoint: 6113 South Kent Street | Mesa, AZ 85212 | 480.644.3562 | mesaaz.gov/?NavID=1690

AZ TechCelarator: 12425 W. Bell Road | Surprise, AZ 85378 | 623.222.TECH | aztechcelerator.com

SOUTHERN ARIZONA

Maricopa Center for Entrepreneurship: 20800 John Wayne Parkway, Suite 108 | Maricopa, AZ 85138 | 520.510.5535 | maricopainnovates.com

Arizona Center for Innovation: 9040 S. Rita Road, Suite 1270 | Tucson, AZ 85747 | 520.382.3260 | techparks.arizona.edu/azci

Thryve: 17 E Pennington St | Tucson, AZ 85701 | thryve.org
QUESTIONS TO ASK BEFORE CHOOSING AN INCUBATOR OR ACCELERATOR

IS IT THE RIGHT FIT FOR MY BUSINESS?
Examine the resources, industry segments, mentorship opportunities, and overall mission of the incubation program; overlay your own gaps and needs to determine how it might be able to help advance your business. Explore the physical space available as well to glean not only whether it will suffice for your company as is but also if it will support growth in the future.

WHAT IS THE COST OF JOINING THE PROGRAM?
Some incubators have rent structures, others have generic program fees, and yet more have equity based models that exchange ownership in your company for capital funding. You must analyze the total cost of joining a business incubator in order to gauge whether or not you can afford to do so.

WHAT IS ITS RECORD OF CLIENT SUCCESS TO DATE?
This question speaks to overall traction of the program resources for its startup clientele. Has the incubator had any major wins in terms of company growth, job creation, economic impact? How many companies does it support currently and how many to date? What is the survival rate of graduate businesses? You may want to ask “insiders” around your entrepreneurial ecosystem to gauge external perceptions as well.

WHAT DOES IT LOOK FOR IN A POTENTIAL CLIENT?
Incubators have their own criteria for choosing member companies. As much as it should fit your company, you also need be right for their organization. You aren’t likely to have optimal success and benefits from the program if they want high-job-producing bioscience companies and you are a solo entrepreneur developing an app. That does not immediately count you out, but it is certainly worth addressing.

WHAT IS THE APPLICATION AND/OR SELECTION PROCESS?
Is there a required pitch presentation or sit-down interview in order to join? What paperwork needs to be completed? What is the acceptance rate for applicant companies? These are all questions that will help you follow the step-by-step process to apply for a particular incubator. Don’t be afraid to ask for very specific details that can help you be successful in being the most attractive candidate for acceptance and help formulate a well-rehearsed incubator pitch that distinguishes your company from other applicants.

WHAT ARE THE ONGOING PROGRAM REQUIREMENTS AND GRADUATION CRITERIA?
You must know what it requires to stay in the program - from ongoing traction metrics (i.e. sales/revenue goals, job creation, etc.) to interpersonal assessments (i.e. entrepreneur coachability) to incubator guidelines (i.e. mandatory meetings). It also is important to review graduation or exit requirements so that your company is not surprised if/when you reach a certain milestone that precipitates it.

HOW MUCH OWNERSHIP, IF ANY, WILL THE INCUBATOR HAVE IN MY STARTUP?
This is a critical question that helps entrepreneurs understand what ownership they may or may not give up in their business. This does not just include percentage equity for investment; it also includes questions of intellectual property and ultimate who “owns” the idea (for instance - some university programs have very specific rules on IP and tech transfer). Again, assess it based on the goals and needs for your startup.

WILL IT HELP ME GROW AFTER I GRADUATE?
Although this should not necessarily be a deciding factor, it still is an impactful one because you want to know that there is still a support network available to your company after you exit the program. A good incubator will likely have an “alumni” group with specific resources available to those companies, including the facilitation of expansion efforts in the local community as well as additional connection opportunities that can keep your business growing. Y Combinator touts its extensive alumni network and how it facilitates connections between graduate companies.

BY GREG BULLOCK, CEI MARKETING SPECIALIST
STILL NOT SURE WHICH PROGRAM IS RIGHT FOR YOU? TELL US MORE ABOUT YOUR BUSINESS!

CEIGATEWAY.COM/APPLY

OUR STARTUP SPECIALISTS WILL HELP IDENTIFY THE RIGHT RESOURCES FOR YOUR BUSINESS AS PART OF OUR SCREENING PROCESS...