

Contact Information

First Name*

Last Name*

Email*

Phone Number*

Title*

Company Overview

Company Name*

Company Description*

Website URL

Company HQ Address*

Industry

Please Select

- Adtech
- Aerospace
- Agriculture
- Analytics
- Artificial Intelligence
- Augmented Reality
- Biotech
- Community
- Construction
- Crypto
- Developer Tools
- Educations
- Energy
- Entertainment
- Financial Services
- Food/Beverage
- Gaming
- Government

- Hard Tech
- Hardware
- Healthcare
- Marketplace
- Media
- Retail
- Recruiting/Talent
- Robotics
- SecurityTransportation
- Travel/Tourism
- Virtual Reality
- Other

What is your corporate structure?*

- Sole Proprietorship
- Partnership
- Limited Partnership
- Limited Liability Company (LLC)
- C Corporation
- S Corporation
- Nonprofit
- Other

Company Deep Dive

What is the core problem you are solving?*

Please limit to 100 words.

What substitutes do people currently resort to?*

Please limit to 100 words.

What makes your offering unique?*

Please limit to 100 words.

Please attach a recent pitch deck or similar business overview*

Please attach a recent one page overview of your company

What stage of development is your product currently in?*

- Entity has been formed
- Team has built a working prototype that solves the problem
- Team has initial users who confirm solution solves key pain point
- Team has built a fully functional product that solves the problem
- Launched product more broadly and users/customers are paying for the offering
- Evidence of user/customer delight in multiple markets
- Unit economics validated across multiple markets
- Cited as the top solution solving this problem

Please elaborate on your most recent significant company win or evidence of traction:*

Please limit to 100 words.

List a measurable goal for the following time horizons:

Examples: Paid pilot, public beta launch, 5 paying B2B customers, 10,000 B2C customers, closed seed fundraising round, Southeast market leader, etc.

In 3 years, we will have:*

In 1 year, we will have:*

In 6 months, we will have:*

In 3 months, we will have:*

How have you protected your competitive advantage/differentiator?* *Please limit to 100 words.*

Are you currently raising capital?*

- Yes
- No

Have you raised capital in the past?*

- Yes
- No

If you were *not* to raise additional dollars, how many months would the cash in the bank last?*

Founder Information

Please link or paste a brief bio that summarizes experiences relevant to your role as a founder (link to LinkedIn profile or equivalent)

What area(s) do you need to develop as a founder?*

- Business development
- Business strategy
- Content development
- Customer success
- Data & insights management
- Fundraising
- Investor prospecting
- Leadership strategy
- Brand building & marketing
- PR
- Product development
- Sales & customer pipeline development
- Talent strategy
- Team & culture building
- Goal setting & accountability
- Other

What support have you leveraged in the past for this venture?*

- Board of Directors
- Board of Advisors
- Executive coaching
- Guidance from investors
- Incubator or accelerator program
- Mastermind group
- Mentors
- Other
- None

What support do you currently leverage?*

- Board of Directors
- Board of Advisors
- Executive coaching
- Guidance from investors

- Incubator or accelerator program
- Mastermind group
- Mentors
- Other
- None

Are you working with any other jobs or projects while building this company?*

- Yes
- No

Executive Advising

Executive Advising is the core offering at Embarc Collective. It's our process of facilitating and accelerating your professional growth, productivity and fulfillment. Your Executive Advisor is a member of the Embarc Collective team—trained on a methodology to provide you with consistent, customized, quality support to push your business toward achieving your goals.

This support is led by the specific needs of your startup, not by a set curriculum. Your Executive Advisor is there to guide you through immediate growth priorities and help you plan for long-term outcomes. Depending on your stated needs, your Executive Advisor will operate on a spectrum, from helping you work on your overall strategy and associated milestones to simply being a guide to leverage all things Embarc Collective.

I think my Executive Advisor would best help me with:* *Select all that apply*

- Business development
- Business strategy
- Content development
- Customer success
- Data & insights management
- Fundraising
- Investor prospecting
- Leadership strategy
- Brand building & marketing
- PR
- Product development
- Sales & customer pipeline development
- Talent strategy
- Team & culture building
- Goal setting & accountability
- Other

I want an Executive Advisor who will:*

- Frequently meet with me (~1x/week) and work in-depth with me on my strategies and push me to achieve my milestones.
- Meet with me a few times each month to help me stay accountable to my goals and gut-check my decision-making when I feel I need it.
- Stay ready on the sidelines; I'll reach out to my Executive Advisor whenever I need help, maybe once or twice a month for specific asks, but I think I have most of my business under control.
- I have enough support, so I likely will not use an Executive Advisor while involved with Embarc Collective.

Team Information

Number of current full-time team members*

Number of current part-time team members*

Number of current interns*

Number of current contracted team members?*

What roles are currently covered by someone on your team?*

- Admin
- Business development
- Dev/product
- HR
- Marketing
- Operations
- Sales
- Other

Our support is designed to boost the skills of your whole team across every business function. What are the challenges that your team is currently facing?* *Please limit to 100 words.*

Are you currently hiring?*

- Yes
- No

Membership

In addition to on-going Executive Advising from an Embarc Collective Executive Advisor, members receive...Access to a team of specialists from Embarc Collective, in collaboration with their Executive Advisor, who can help with function-specific goals (e.g., sales & customer pipeline development, marketing, PR, content development, talent strategy, data & insights management, product, investor prospecting). Weekly function-specific programming led by local and national industry experts — all designed to boost the skills of the whole team.

Later this year, Embarc Collective will also open its 32,000 square foot physical space, which will provide a central landing zone for the Tampa Bay startup community. Startups supported by Embarc Collective can have private or shared working areas in the space at that time.

We are accepting startups for membership on a rolling basis; each startup decides when they would like to begin their membership with Embarc Collective. When are you looking to start membership with Embarc Collective?* *Note: while our facility is slated to open in December, we are currently supporting startups with all other components of our offering.*

Number of team members taking membership:*

Membership Level* Please Select

- Embarc Collective - Private Office Space
- Open Collaboration - Shared Workspace
- Designer Developer
- Corporate Partner

What excites you about membership at Embarc Collective?

- Pushing my business forward with the help of my Executive Advisor
- Tapping into the team of Embarc Collective specialists who can help with business function-specific goals
- Learning from local and national experts during weekly workshops that address the challenges my team is experiencing
- Being part of a community of peers (other Embarc Collective members)
- Setting up my company's home-base at Embarc Collective's state-of-the-art facility
- Connecting with prospective customers/Accessing relevant investors introductions
- Keeping my overhead costs down with product discounts
- Utilizing on-site amenities (e.g. podcast room, mother's room)
- Fueling my drive with coffee and food available at our on-site cafe

How did you hear about us?*

Please Select

- Social Media
- Community Event
- Internet Search
- Another Organization
- Family, Friend, or Colleague
- News Article
- Entrepreneurial Support Organization