

Mancos High School Business Incubator

Building Future Mancos Business Leaders



What is Business Incubator?

You can be part of it.

Have you seen the TV show Shark Tank? If so, you have a general idea of what Business Incubator is. Business Incubator is an innovative class, started in 2022, at Mancos High School. **This class offers an authentic entrepreneurship experience as students develop their own product or service startup.**

In this class, student teams explore, pivot, iterate, and develop resilience as they work to solve problems they care about. What makes this class unique is that real entrepreneurs and industry experts serve as volunteer coaches and mentors, guiding the student teams through the process of idea validation. In the end, the student teams pitch their idea to a Board of Advisors in a final shark-tank style pitch event in the hope of gaining investment funds.

This class does not run without great volunteers to guide our students and give them an authentic experience. If you are an entrepreneur or businessperson that wants to help grow an entrepreneurial mindset in young people, we could use your help. Flip to the back of this page and find out how to get involved in this great opportunity.



“A mind that is stretched by new experiences can never go back to its old dimensions” Oliver Wendell Holmes, Jr.

VOLUNTEER OPPORTUNITIES

MENTOR (6 needed)

Role: As a mentor, your role is to facilitate learning, which is different than directly teaching. Students will look to you for answers, but what they really need is help learning how to find answers themselves. You will be the mentor to one group, but all mentors make their skills available for all the groups when needed. In general, mentors will have some form of a contact with their student teams at least every other week (more is possible depending on the team's needs and point in the process). This can be in the form of an in-person meeting, a Zoom meeting, or email. This will be a very fulfilling position as you will get to really know the group of kids and help them reach their goals.

Characteristics: Engaging personality, authentic, passionate about their business expertise, patient, willingness to serve as a guide for teens.

BOARD OF ADVISORS (3-5 needed) led by a program champion.

Role: These are the "Sharks." The Board of Advisors is a group of volunteer business professionals and entrepreneurs who offer strategic direction to student teams. These volunteers will be in the school two times during the year, for the MVP Pitch and the Final Pitch. Board of Advisors can also be coaches, but cannot be mentors.

Characteristics: Experience running a business, entrepreneurial background and/or venture capital experience helpful.

The Program Champion is the person who is motivated to make this program awesome for students and the community.

COACH (3-10 needed)

Role: As a coach, your role is to work with students in their class as you help them learn material you present. You will choose a lesson that aligns with your area of business expertise. Topics we use coaches for are *value proposition, customer segmentation, market sizing, positioning, marketing for startups, pricing, financial modeling, website/app development, writing an implementation plan, legal, marketing planning, sales planning, financial storytelling, forecasting, and funding requests.* Content for the lesson will be provided, but you can use your personal business experiences to teach the content. Mostly you will be working with the individual groups to help them apply your lesson content to their business idea. The teaching portion of the lesson may be recorded and watched by the students ahead of you coming into the classroom, allowing you to meet with each group on the day you come in.

Characteristics: Engaging personality, authentic, passionate about their expertise, excited to work with students and share their knowledge, comfortable prioritizing the most important concepts to teach.

FINANCIAL SUPPORT

This class needs financial help to run. Student groups receive funding to test their idea (MVP) and the winning group also receives seed money if they elect to continue their business once the class is done. You can help Mancos High School students become problem-solving, entrepreneurial minded professionals by making a donation. All sponsors will be recognized on our website as well as on our social media.

Email Todd Cordrey (Lead Teacher) at TCordrey@MancosRE6.edu if you have questions or to fill out an application to volunteer. Contact Information: Todd Cordrey, Mancos High School, 355 W. Grand Avenue, Mancos, CO. 81328 Phone: 720-322-5470, Email: TCordrey@MancosRE6.edu

Mancos high school students earn six college credits, two career certifications from the state of Colorado, membership to DECA, while they launch a real business in our Mancos community.