



Colmena66
Tu Camino Empresarial

Impact Report **2019**

The Busy Beehive of the Trust

A Message From our CEO



Lucy Crespo, CEO
Puerto Rico
Science, Technology
& Research Trust

The Busy Beehive of the Trust

At the [Puerto Rico Science, Technology and Research Trust](#), our DNA is encrypted with the important mission of contributing to Puerto Rico's economy and its communities' well-being. We are proud to have multiple programs that work towards this goal in exceptional yet challenging synergy. Colmena66 has been our key program in building Puerto Rico's entrepreneurial ecosystem, fulfilling the Trust's commitment to our entrepreneurs who are the change makers driving innovation and economic activity.

In 2016, Colmena66 was the newest member in a nationwide network of over **50 organizations of ecosystem builders**. In just three years Colmena66 has consistently ranked among the **top 5 affiliates** in key performance indicators.



Puerto Rico
Science, Technology
& Research Trust

[SourceLink](#), Colmena's second family is an organization that helps communities with Research and Development to ...

Identify **Connect**
Empower **Measure**
&

their entrepreneurial
ecosystems.®

Measuring and monitoring the local entrepreneurship data and demographics are crucial to the success of building a stronger and more resilient economy.

When studying the status of a country's entrepreneurial panorama, identifying gaps is essential, but building alliances with strategic collaborators to address them is fundamental.

Colmena has managed to

Add **28** & **240**
new organizations Resource Partners
and programs Engaged

Tu Camino Empresarial 2.0

Colmena66 is a remarkably busy and agile beehive. After monitoring and analyzing the ecosystem, they identified the need to map out a road for inspiring entrepreneurs and facilitate their connection with all the resources in their honeycomb. Learning from every interaction with their clients and members of the network, over the past 16 months Colmena66 developed and published 2 new versions of Tu Camino Empresarial.

Tu Camino AgroEmpresarial

First, an updated version that included their continuously growing network: Tu Camino Empresarial 2.0, and after identifying an increasing need of support for agriculture centered enterprises and also a wide variety of resources available for them, they launched: Tu Camino Empresarial Agro.

The Busy Beehive of the Trust

There were many efforts that Colmena66 achieved to help entrepreneurs, business owners, investors and corporate leaders build a better entrepreneurship ecosystem that fosters long term business growth.

- I would like to highlight that
- Colmena66 took the lead on the
- historical first SBIR/STTR Road
- Tour initiative in Puerto Rico.

The SBIR/STTR programs are intended to spur new technological discoveries and facilitate the commercialization of innovations, they represent America's Largest Seed Fund. The SBIR Road Tour was set up to convey this funding opportunity to small businesses and technology entrepreneurs and to increase SBIR/STTR submissions in underrepresented areas. Increasing the volume of SBIR/STTR grantees in Puerto Rico is one of our highest priorities. In close collaboration with SBA,



Colmena66 not only co-designed the agenda, but they managed to connect **15 federal agencies** in one-on-one meetings with local investigators and entrepreneurs in a joint effort to assist potential participants in preparing competitive proposals and successfully applying for research and development grants.

The Busy Beehive of the Trust



Overall, 2019 was definitely an amazing year that makes me feel optimistic about continuing to turn Puerto Rico into a globally recognized innovation hub, Colmena66 is doing their part in attracting, assisting, guiding, and retaining innovation entrepreneurship. Considering these last years have been filled with challenging circumstances, resilience undoubtedly has to be in our core values, and disaster recovery must be part of our spectrum of services.

We are happy to have Colmena66 guiding local entrepreneurs and giving them the tools and resources to have resilient enterprises that will spark Puerto Rico's economic development.



Lucy Crespo,
Chief Executive Officer, [PRSTRT](#)



Puerto Rico
Science, Technology
& Research Trust



About the Beehive: the Busy Bees

We are certain that a team made of people with different backgrounds and points of view will allow us to reach our full potential.

At Colmena66,
diversity and
inclusion are at the
heart of who we are.

Entrepreneurs: the Buzz of our Hive.

In Colmena66 we are driven by the voices of local entrepreneurs

- Thanks to our amazing Resource Partners we were able to support and guide, while continuously surveying and measuring entrepreneurs' struggles and needs in order to keep breaking barriers and amplifying the access to resources and information.

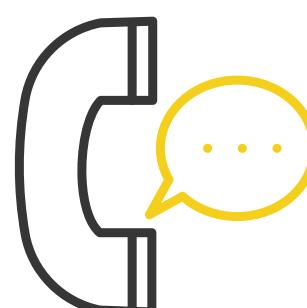
Entrepreneurs: The buzz of our hive.

We incorporated into our diverse network **28** new organizations and programs

We've managed to gather and keep **240** Resource Partners Engaged

We took care of **2,300** entrepreneurs and business owners through our main communication channels

We converted interactions into more than **7,300** referrals to our resource partners.



Our hotline never stopped ringing and our inbox was packed with new emails every day!

We were excited to learn that among more than 55 nationwide affiliates of SourceLink, according to SL affiliate performance ranking

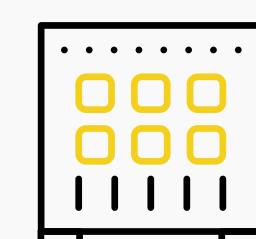
Colmena66 was on the **top 5** affiliates in key performance indicators such as:



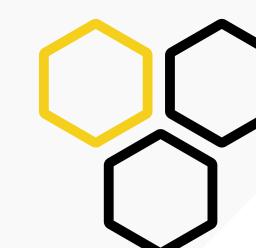
Searches Using Resource Navigator (#2)



Counseling Hours (#4)



Use of SL Pro CRM tool (#4)



Network Strength (#5)

Entrepreneurs: The buzz of our hive.

In the last 12 months and with almost the same staff size

We exceeded the number of clients by more than

 **1,330**

Increased the volume of referrals by more than

 **6,000**

Through our hard work, we have discovered that the main reasons entrepreneurs reach out to us here in Colmena66 were:

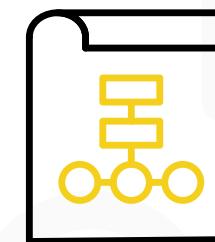
..... **Mentoring**

..... **Loans**

..... **Business Plan Assistance**

..... **Startup Assistance**

Personalized Action Plan



Entrepreneurs that are in need of assistance like to know what the right next steps are to set up, establish or grow their business. Therefore in 2019 we established the [Personalized Action Plan](#), a customized checklist and referrals based on the needs of our clients, so they can have a guide to understand where to start and how to move their businesses forward.

 [Click to read all about it](#)

Entrepreneurs: The buzz of our hive.

In 2019's first quarter we celebrated our first edition of the



Attendees were able to enjoy a full day of keynotes, panels, and workshops, and over 70 resource partners that provided them with essential information and tips to grow as entrepreneurs and business owners.



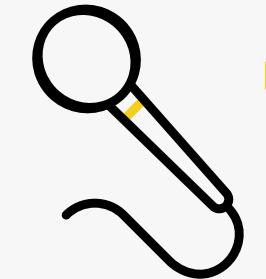
[Click to read all about it](#)

Just a glance of our marvelous numbers



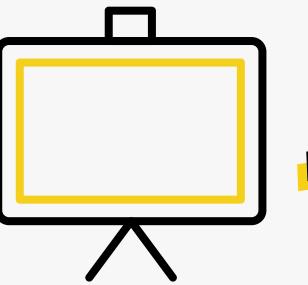
1,157

attendees



72

speakers



32

sessions

With these numbers, the event became one of the **biggest and most inclusive** in the entrepreneurial community in Puerto Rico.

Entrepreneurs: The buzz of our hive.

Tu Camino Empresarial 2.0

We launched what we call: Tu Camino Empresarial (TCE) 2.0, our updated version of the original tool published in 2018 which helps entrepreneurs find the right resources for their type of business and development stage. As our network keeps growing, so does our TCE.



[Click to read all about it](#)

We strongly believe that if it isn't broken you shouldn't fix it, on the contrary, you should grow it, update it, amplify it, upgrade it.

That is what we did with
Tu Camino Empresarial

Entrepreneurs: The buzz of our hive.

The planet has been sending us clear messages about the importance of agriculture, food security and sustainability.

After identifying not only a growing need of support for agriculture centered enterprises, but also a wide variety of resources available for them, we knew this had to be linked. We already had the blueprint, we just needed to reach out to our network and make it work!

Tu Camino **AGRO**EmpresarialSM

TCE AGROempresarial: a map of local organizations and programs which helps entrepreneurs and business owners to identify the right resources for their agricultural business according to their development stage.

▼ [Click to read all about it](#)

Entrepreneurs: The buzz of our hive.

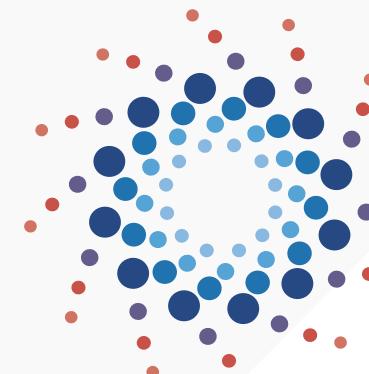
SBIR/STTR Road Tour

**Did we mention
we were very busy
in 2019?**

We engaged in efforts to build a local support system that provides free or low cost services for entrepreneurs and researchers that want to compete for the funds granted in the SBIR and STTR programs.



[Click to read all about it](#)



SBIR • STTR
America's Seed Fund™

POWERED BY SBA



U.S. Small Business
Administration

With around

10 & **11**

Educational
Sessions

11

Agency Reverse
Pitches

the audience was introduced to the programs, best practices, and experiences.

There were

15

Federal Agencies
Offering One-on-One
Meetings

for **7** Hours

70%

Of Their Slots
Were Filled!

Entrepreneurs: The buzz of our hive.

We also had

7 Hours Expo

with

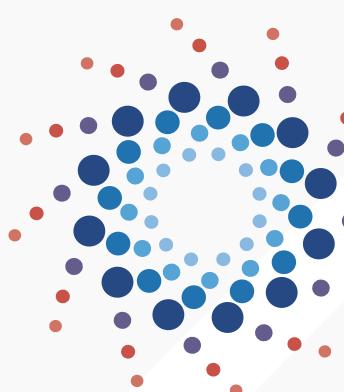
8 Local Resources



Not bad for the
1st SBIR/STTR Road Tour
stop in Puerto Rico!



[Click to read all about it](#)



SBIR • STTR
America's Seed Fund™
POWERED BY SBA

SBA
U.S. Small Business Administration

Entrepreneurs: The buzz of our hive.

Did you know that to produce a kilogram of honey, bees fly the equivalent of three times around the world in air miles?

- We are inspired! **It's our 3rd birthday and we are**
- **proud, humbled, and happy** to keep positioning
- ourselves as Ecosystem Builders

Puerto Rico has been shaken and not only metaphorically. Our entrepreneurs have struggled against hurricanes, earthquakes and currently a pandemic. When we launched [Levanta Tu Negocio](#) in 2017, we never imagined it was going to be an effort that needed to be reactivated years after, due to seismic activities and COVID-19.



We are honored to be part of every recovery effort that helps rebuild a more resilient ecosystem. That is why we plan to keep buzzing around the Island, cross pollinating efforts for years to come.

Thanks for the confidence, the support and the inspiration to enhance our beehive.

Entrepreneurs: The buzz of our hive.

“

Ecosystem Building is at the intersection of economic and community development and entrepreneurs thrive when an ecosystem that allows for the fast flow of talent, information and resources helps them quickly find what they need at each stage of growth.

As ecosystem builders, we are creating the invisible infrastructure to support entrepreneurs, including access points to the ecosystem so that anyone can participate, grow and now re-build.



Denisse Rodríguez,
Executive Director,
Colmena66

Beyond our Beehive: a Family of Ecosystem Builders

Colmena66 is one of more than 55 affiliates of [SourceLink](#), an organization that helps communities with R&D (Research & Development) to...

**Identify Connect
Empower & Measure**

their entrepreneurial ecosystems.



SourceLink's website listed Colmena66's Hotline as one of the best tools for connecting and engaging with the community.

We took care of

..... **2,300**

entrepreneurs and business owners through our main communication channels

We converted interactions into more than

..... **7,300**

referrals to our resource partners.

In just a year

..... We exceeded the number of clients by more than

1,330

& **6,000**

Increased the volume of referrals by more than

Beyond our beehive: A Family of Ecosystem Builders



Maria Meyers,
Founder, SourceLink Vice
Provost and Executive Director,
UMKC Innovation Center



“

We are so proud to have Colmena 66 as part of the SourceLink family. It has been a privilege to watch the development of the program in Puerto Rico over the past three years.

Through its outstanding leadership, the program has adapted and grown based on the needs of the people they serve, through hurricanes, earthquakes and pandemics, providing excellent support to the community of entrepreneurs and small businesses.

And that leadership extends beyond the island as they've engaged our community of ecosystem builders and generously shared forward their insights, learnings and tools with the entire SourceLink community.”

How fast can bees make a hive?



9/29 Searches using Resource Navigator
14/ 29 Affiliates using SL Pro
15/32 Counseling Hours
7/28 Network Strength



9/29 Searches using Resource Navigator
4/ 42 Affiliates using SL Pro
3/47 Counseling Hours
6/45 Network Strength

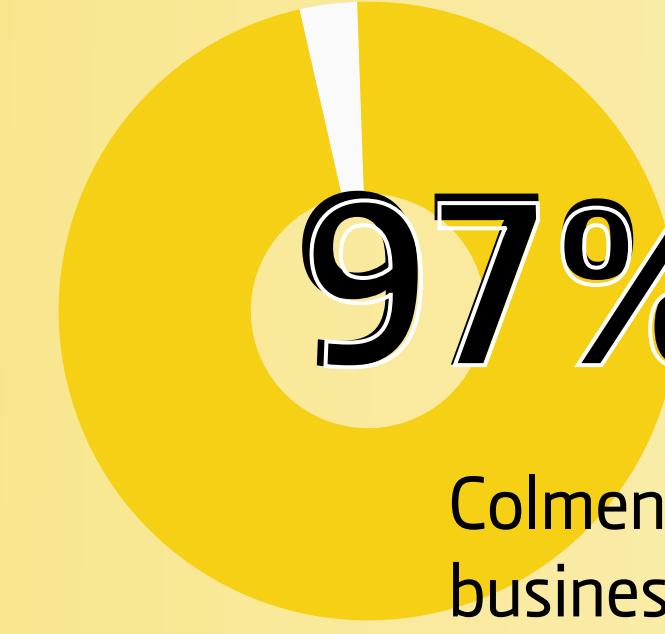


2/25 Searches using Resource Navigator
4/47 Affiliates using SL Pro
4/50 Counseling Hours
5/55 Network Strength

Three years of KPI's

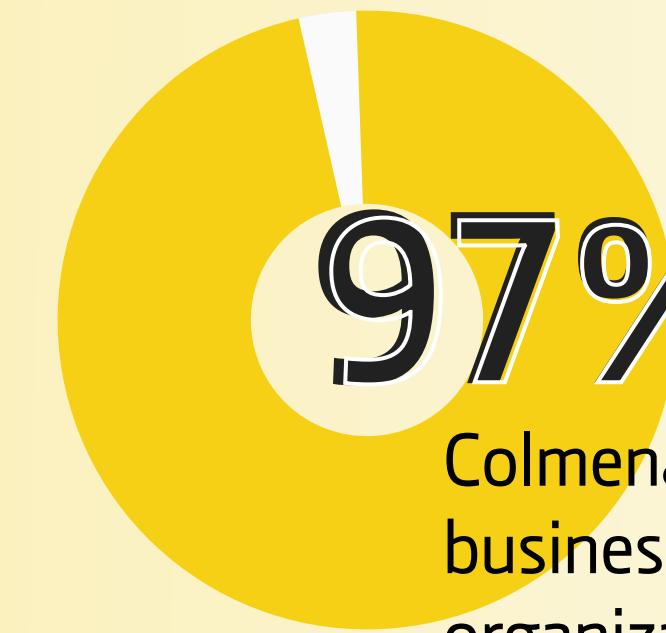
What our Friends in the Beehive are Buzzing About

We asked our Resource Partners
how we were doing



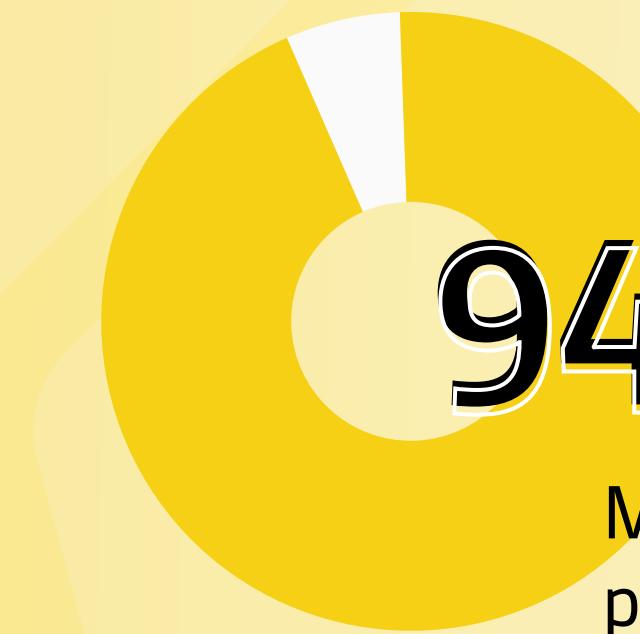
97%

Colmena66 helped make business support resources more visible and accessible to entrepreneurs



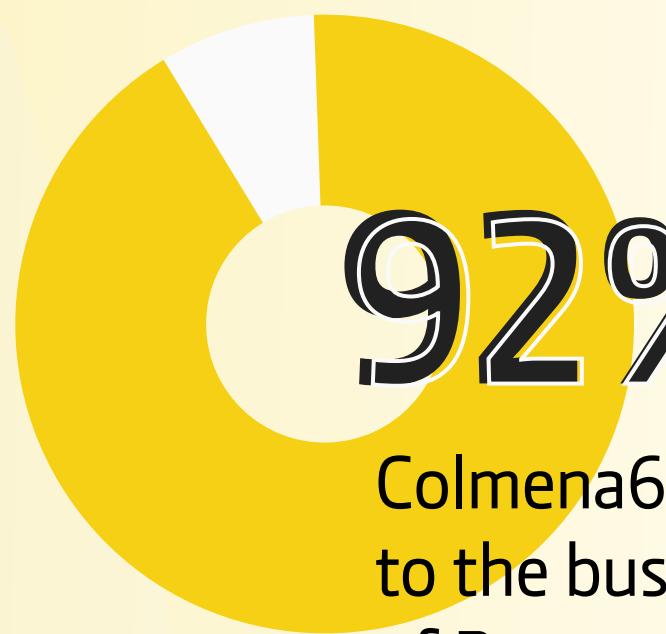
97%

Colmena66 has helped business support organizations be more interconnected



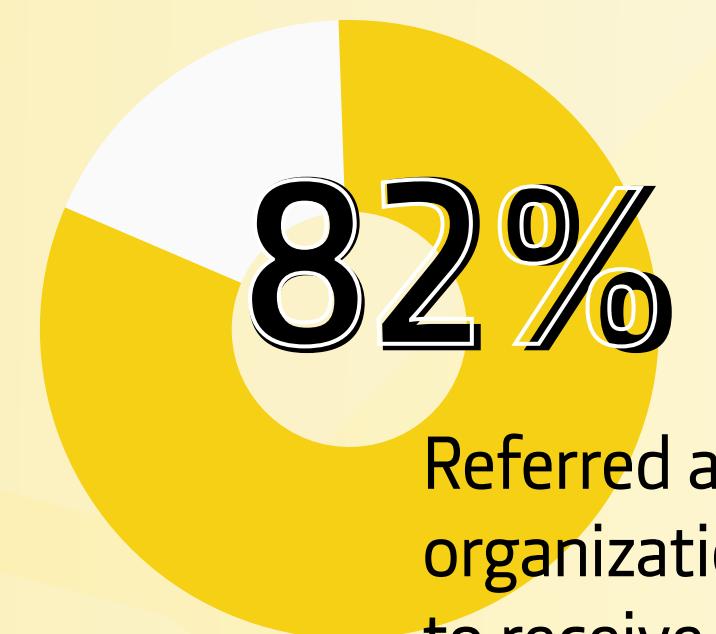
94%

Met other organizations that provide business support that they did not know before thanks to Colmena66



92%

Colmena66 adds value to the business ecosystem of Puerto Rico



82%

Referred an entrepreneur to another organization in the business ecosystem to receive the service or support

What our friends in the Beehive are buzzing about

“ “

Before Colmena66, the initiatives of organizations and agencies were dispersed and lacked connections.

‘The Beehive’ has provided a structure and organization that was desperately needed in the ecosystem.”



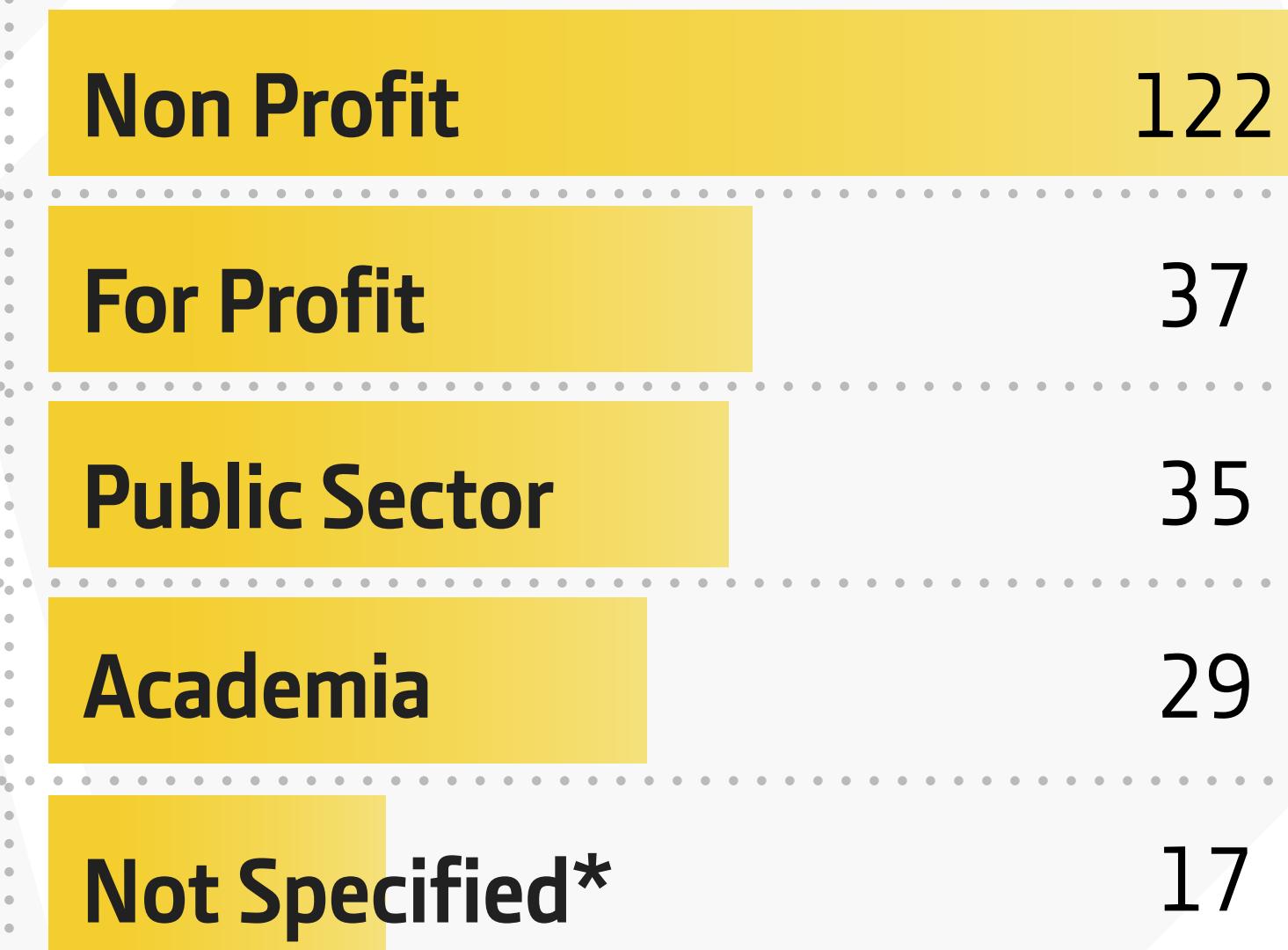
Dr. Manuel Lobato,
UPR i+c, University of Puerto Rico,
Rio Piedras

What our friends in the Beehive are buzzing about



Resource Partners

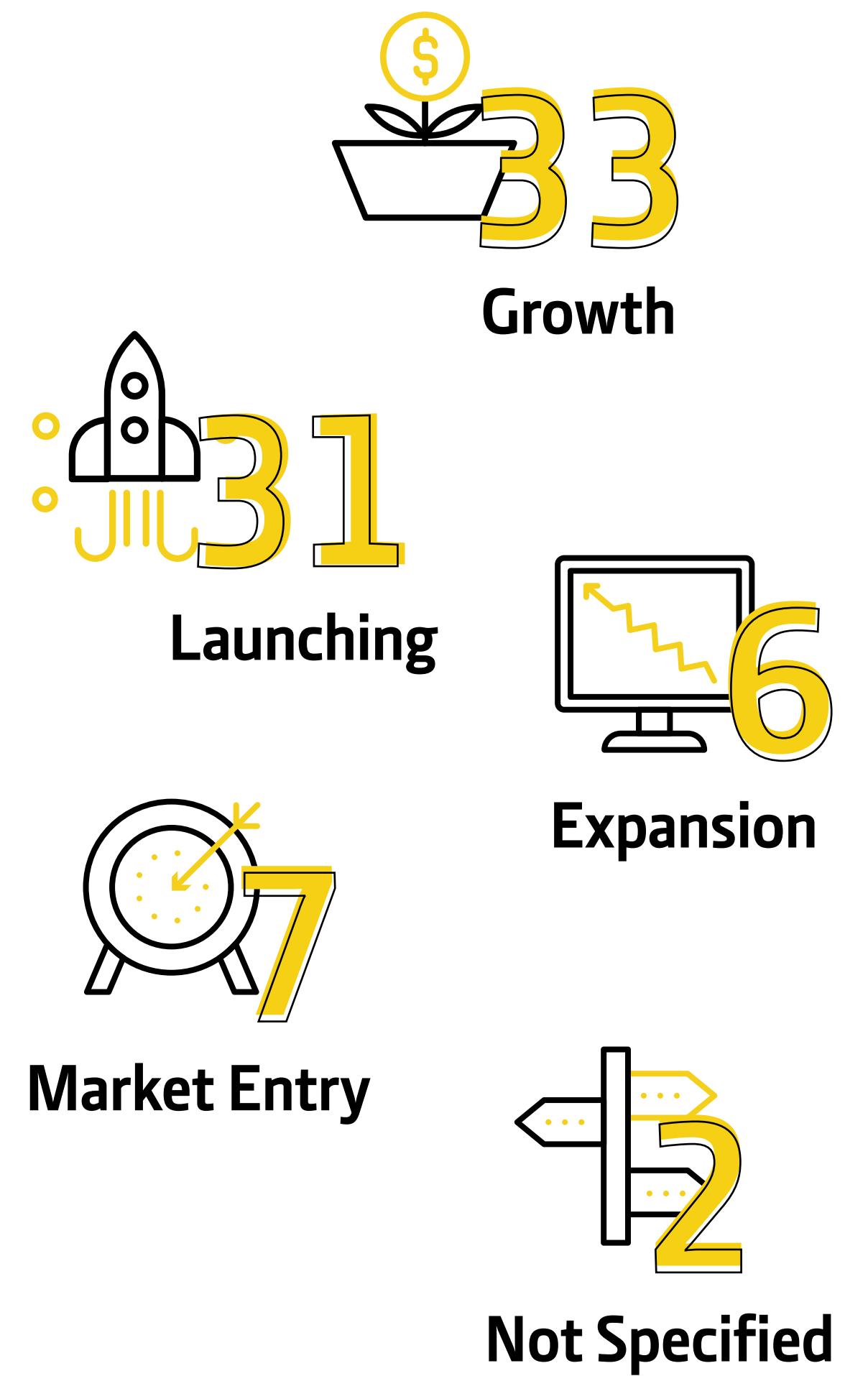
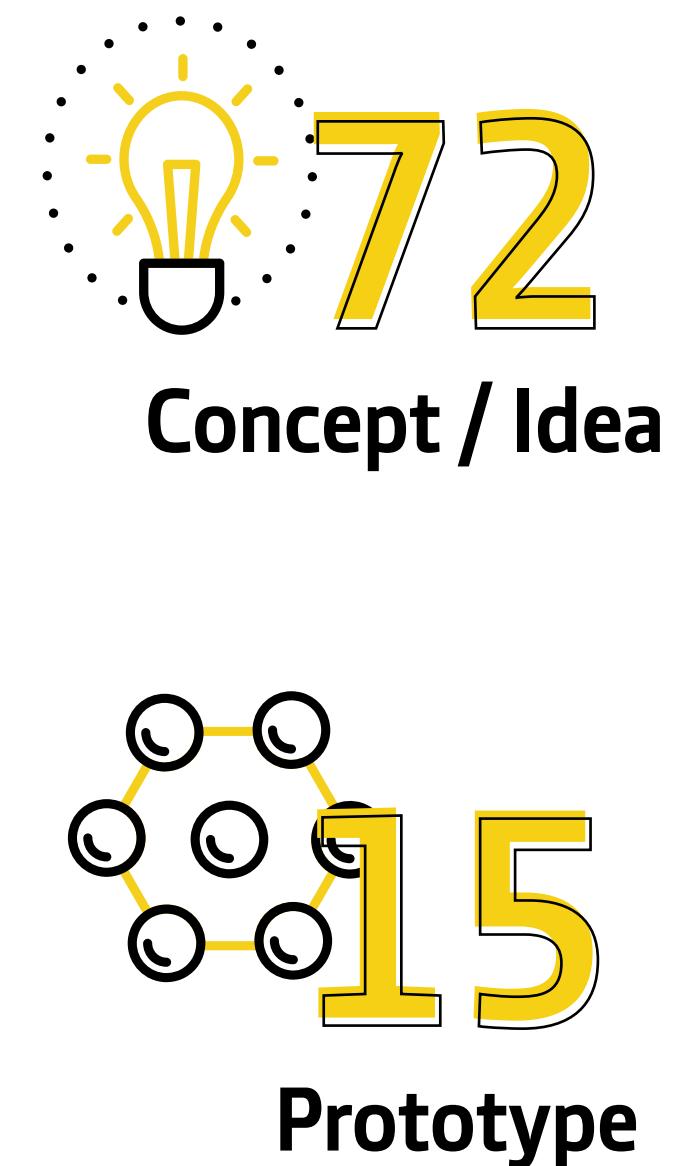
Types of organizations



*17 don't have information about the type of organization

Total of organizations **240**

Support Organization by Stage of Development



What our friends in the Beehive are buzzing about

According to our Resource Network:

How can Colmena66 continue to strengthen the entrepreneurship ecosystem?

A yellow pie chart segment with the number "69%" in bold black font. The segment is set against a light gray circular background.

69%

Sharing data with organizations that are part of Colmena66's Resource Network

A yellow pie chart segment with the number "58%" in bold black font. The segment is set against a light gray circular background.

58%

Networking events between entrepreneurs and entrepreneurship support organizations (ESOs)

A yellow pie chart segment with the number "52%" in bold black font. The segment is set against a light gray circular background.

52%

Making the organizations that are part of the Colmena66's Resource Network

A yellow pie chart segment with the number "50%" in bold black font. The segment is set against a light gray circular background.

50%

Coordinating more Meetups between the different sectors of the ecosystem

Pollinating our Ecosystem

Events



A Festival for Bees



Boricua Entrepreneur Fest

The Boricua Entrepreneur Fest's first edition took place on Friday, March 22nd, 2019 at the Puerto Rico Convention Center. Attendees were able to enjoy a full day of keynotes, panels, and workshops, and over 70 resource partners that provided them with essential information and tips to grow as entrepreneurs and business owners.

The BE Fest is a place for everyone!

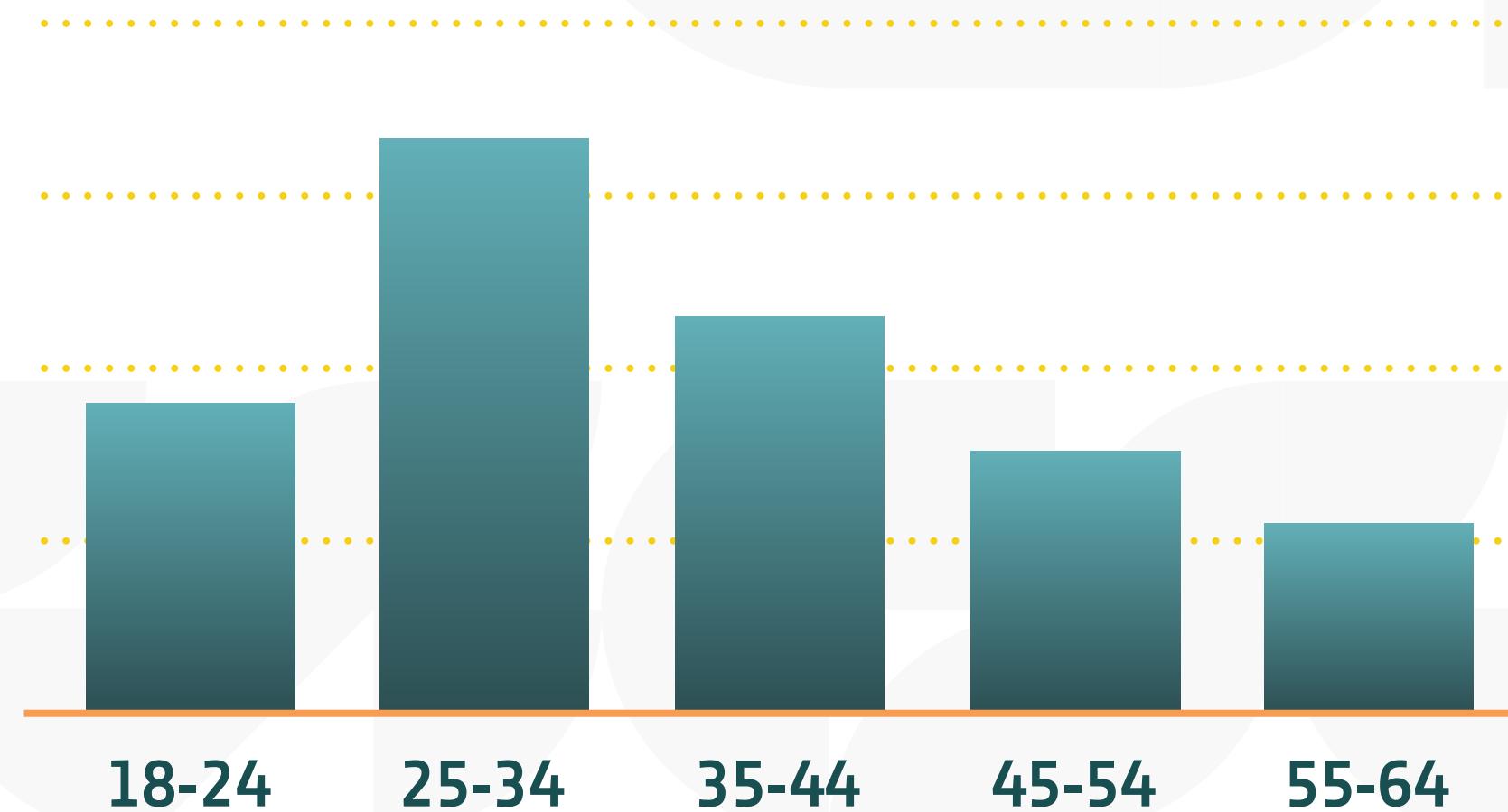
- We brought together people from almost every corner of the island, with **62 municipalities represented**
- The event also attracted people from **New York, Florida and Massachusetts**.

A full day
devoted to
celebrating
entrepreneurship.

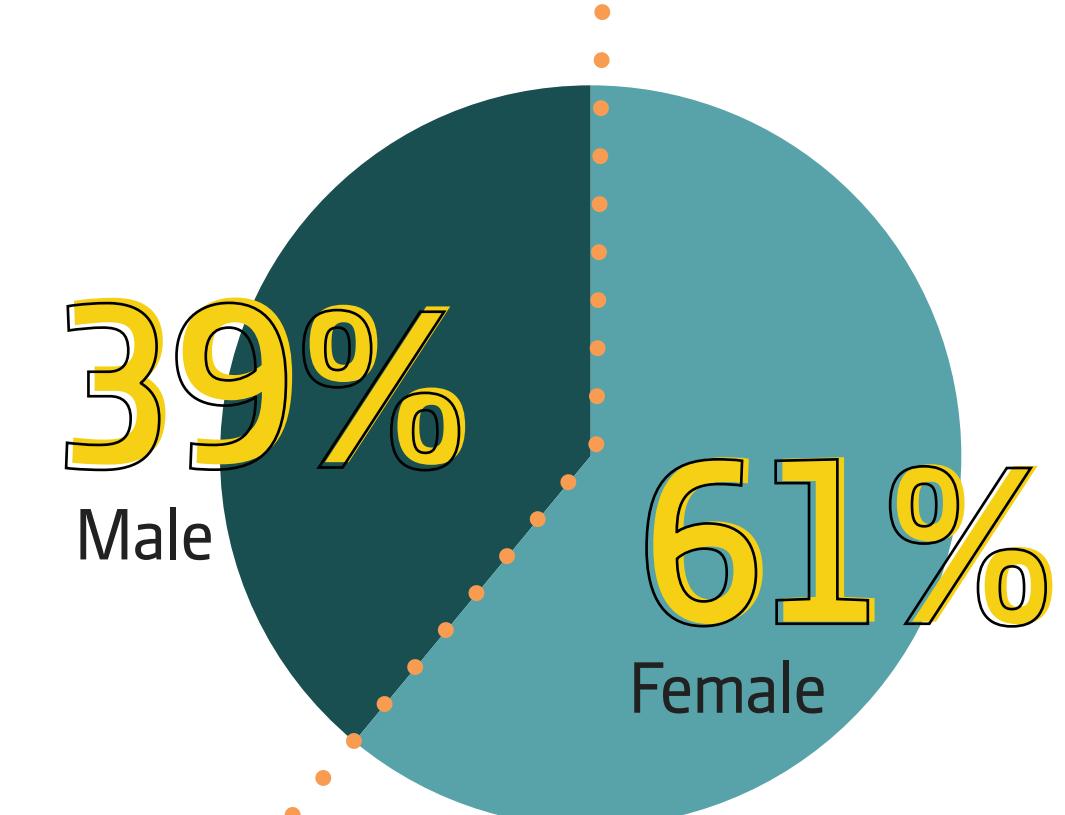


BE 2020 fest

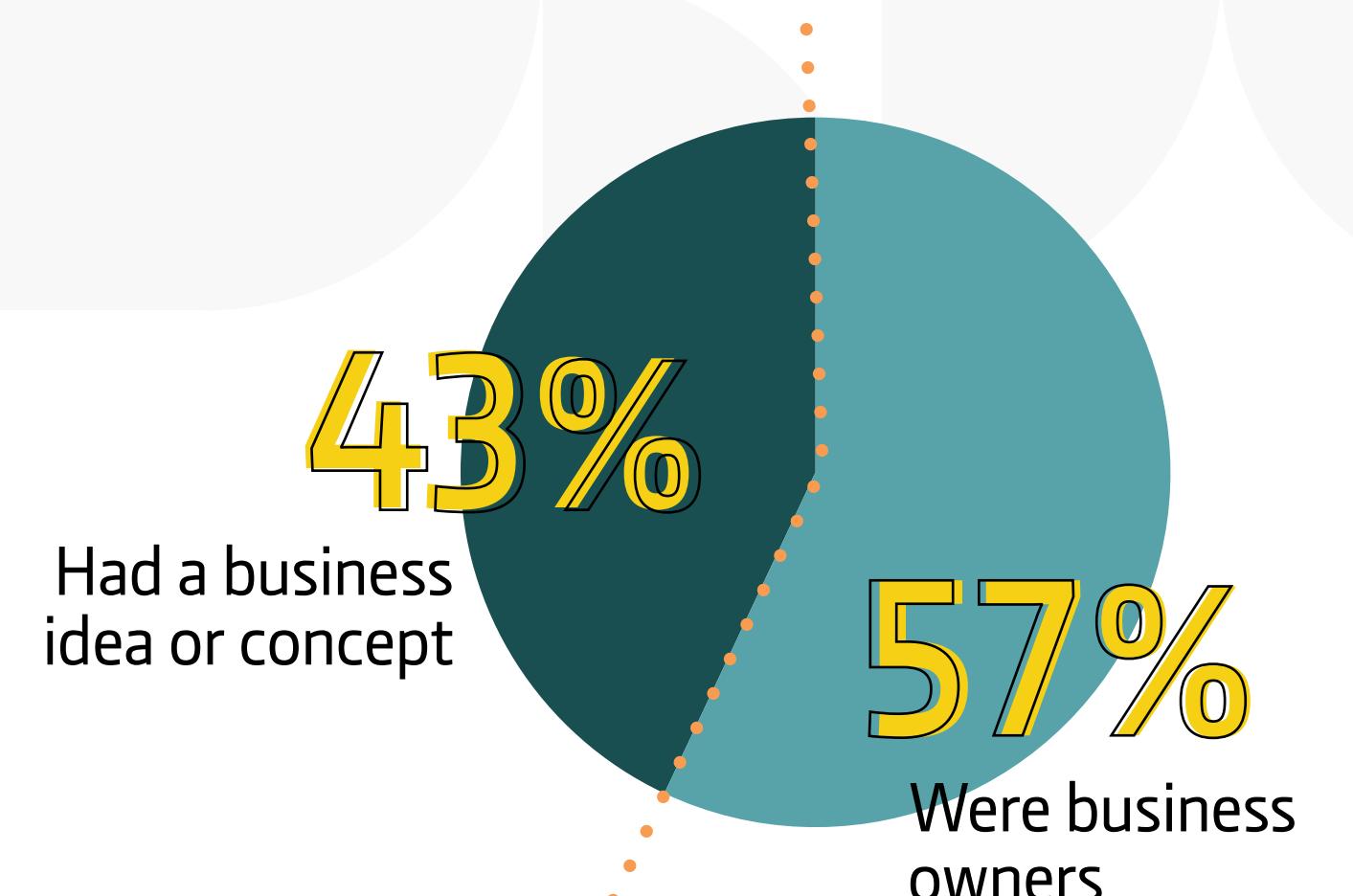
Age Range



Attendee Profile



Participation
1,157
Attendees



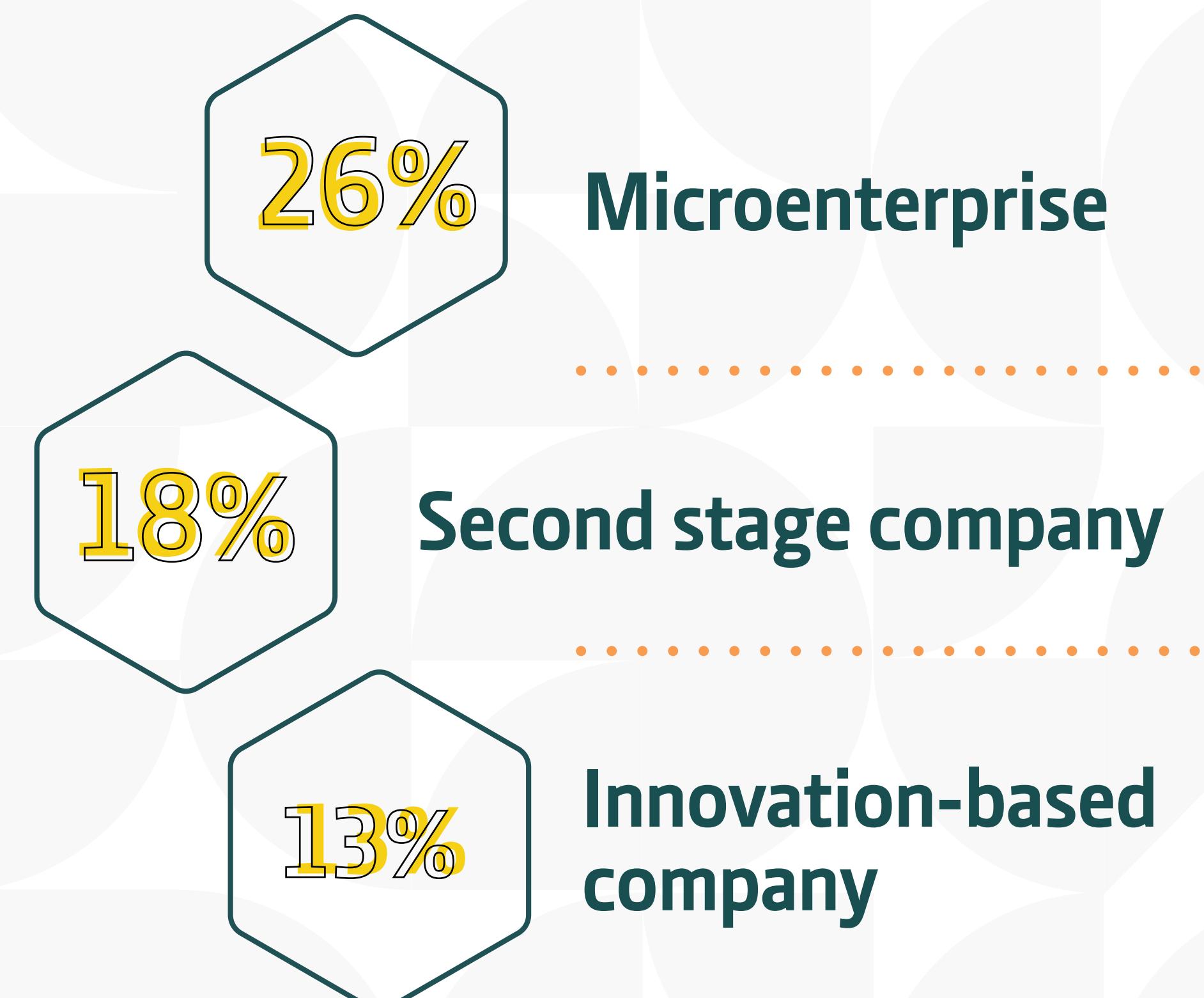


We were thrilled to know that **97%** stated in the post event survey that they would join us for a second edition!

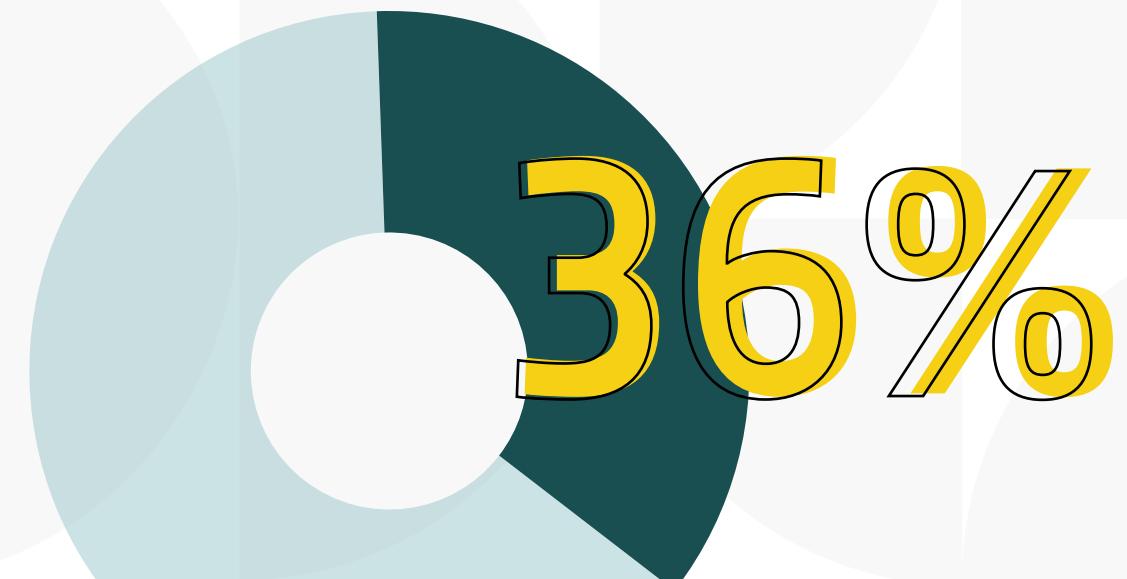
Top Five Industries represented



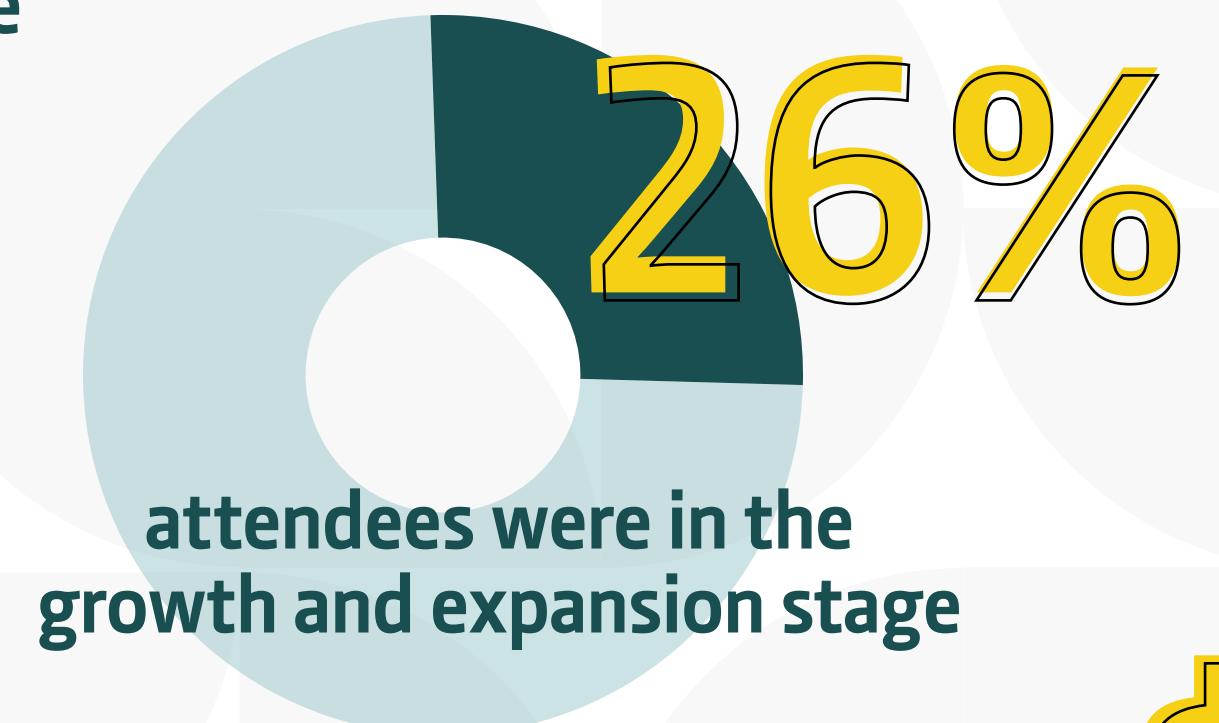
Type of Business



Business Stage:

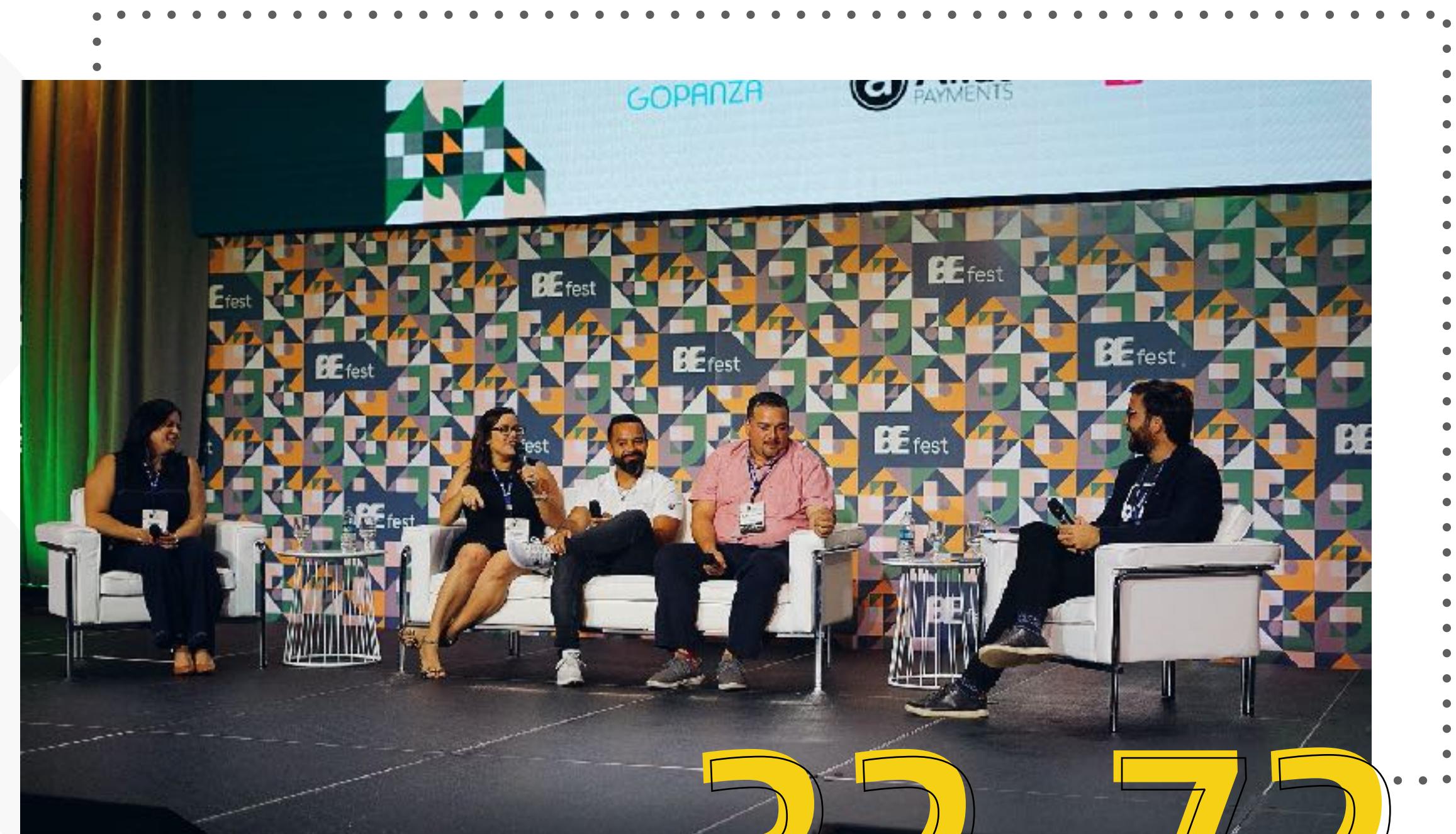


attendees were in the
idea or concept stage

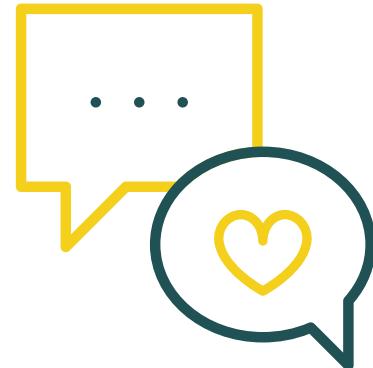


attendees were in the
growth and expansion stage

\$138,274
In kind media coverage



32 Sessions 72 Speakers



Mentoring is one of the most effective ways to pass on knowledge. At Colmena66 we like to connect established and aspiring entrepreneurs by providing them with a platform to share their experiences, best practices, and why not, emotional and professional support.

1,120+
Mentoring minutes

20
Mentors

60+
Mentees

During the event
89% of attendees met
and networked with
entrepreneurs and
business owners in
other industries and
stages of development
besides their own.



Thanks to our sponsors:

BE 2020
fest



Ferraiuoli LLC
Looking Forward

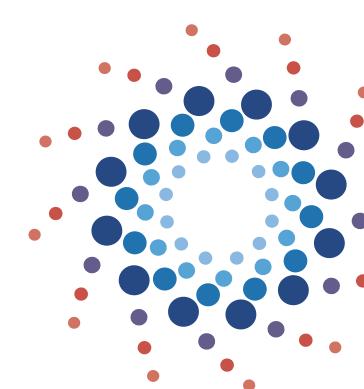


JenniferPHopp
@Hopp.vc

Together We Are Strong Pollinators: **SBIR Road Tour**

Bees are the most important pollinator.

The pollinator population of an area is a great indicator of the overall health of an ecosystem.



SBIR • STTR
America's Seed Fund™
POWERED BY SBA

- Colmena66, as a program of the Puerto Rico Science, Technology & Research Trust (The Trust), seeks to advance Puerto Rico's economy through: **innovation, science, and technology**.

To accomplish this goal, we are working hard at increasing the numbers of prospects and grantees for SBIR/STTR. Starting in 2018, Colmena66 started gathering resource partners in the innovation ecosystem that support entrepreneurs and researchers in their journey towards applying for SBIR/STTR grants. Learn about the key players in the SBIR/STTR ecosystem. The SBIR Road Tour was possible thanks to:



U.S. Small Business
Administration



Puerto Rico
Science, Technology
& Research Trust



In 2019, we joined forces and were selected to bring the SBIR Road Tour to Puerto Rico for the first time in history, SBIR Road Tour.

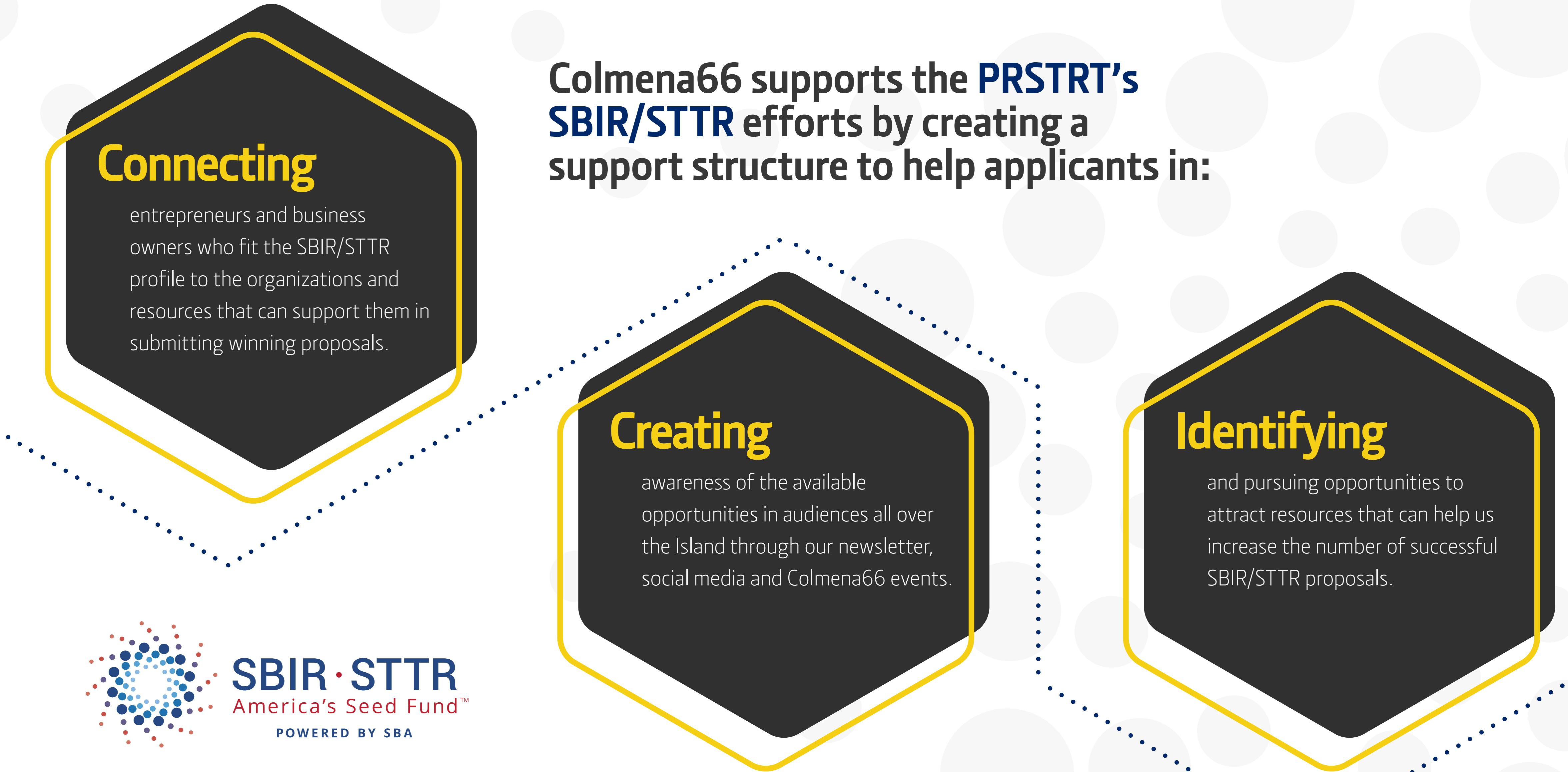


Together we are strong pollinators: SBIR Road Tour

The **SBIR Road Tour** is a national outreach effort to educate and promote innovative technology grants provided through SBA's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.



This means that Federal and State Program Managers that represent **\$2.5 billion** in early-stage funding were able to meet with technology entrepreneurs and innovation supporters on the Island, therefore getting entrepreneurs closer to their funding opportunities.



Together we are strong pollinators: SBIR Road Tour

The Puerto Rico SBIR Road Tour took several years in the making. Its successful outcome would not have been possible without the tireless efforts of SBA's Puerto Rico and U.S. Virgin Islands district office leadership and team, along with the extraordinary support of PRSTRT and Colmena66. This partnership proved to be instrumental in connecting small Puerto Rican innovators and researchers with key players in the various federal agencies that have the responsibility of fostering small business innovation nationwide.

We look forward to continuing our collaboration with Colmena66 for many years to come, and together help Puerto Rico's small businesses compete effectively in the federal innovation research marketplace."



Steven Bulger,
Regional Administrator
SBA Region II, NY, NJ, PR & USVI



U.S. Small Business
Administration

Bees Are Into Innovation: A Promising Future

The event served as a platform to expose entrepreneurs working on innovative products and services to the the SBIR/ STTR programs. They had the opportunity to get the details directly from the participating agencies managers and also to connect with local resources that support innovation based entrepreneurship.

Post Event Impact & Survey Results

Access to:

15

Agencies offering
1:1

11

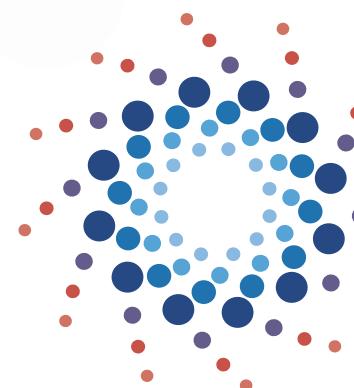
Agency Reverse
Pitches

10

Educational Sessions

8

Local Resources
at Expo



SBIR • STTR
America's Seed Fund™

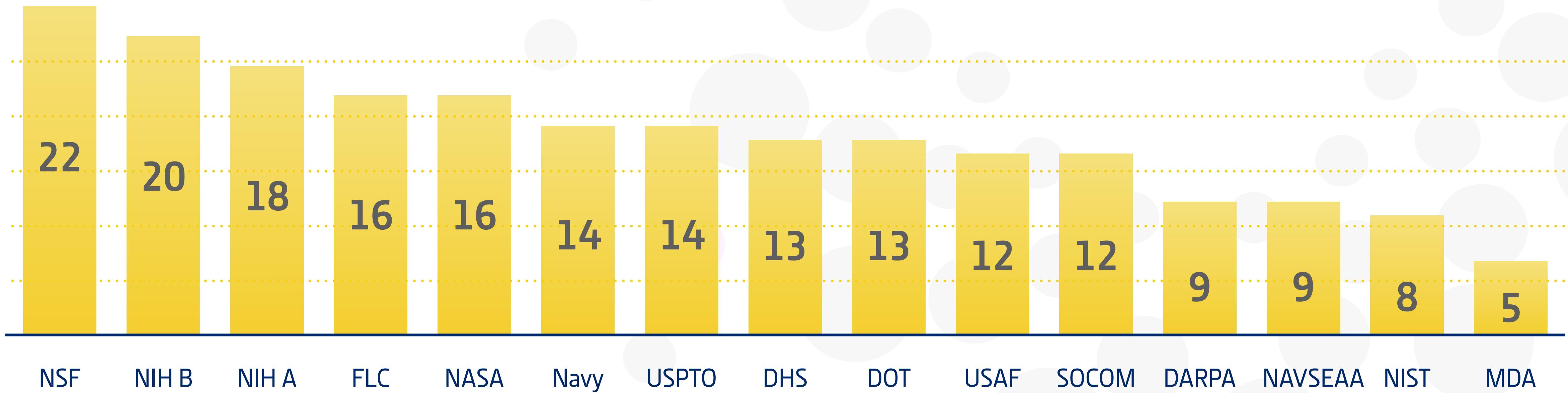
POWERED BY SBA



U.S. Small Business
Administration

Bees are into innovation: A Promising Future
Post event Impact & Survey Results

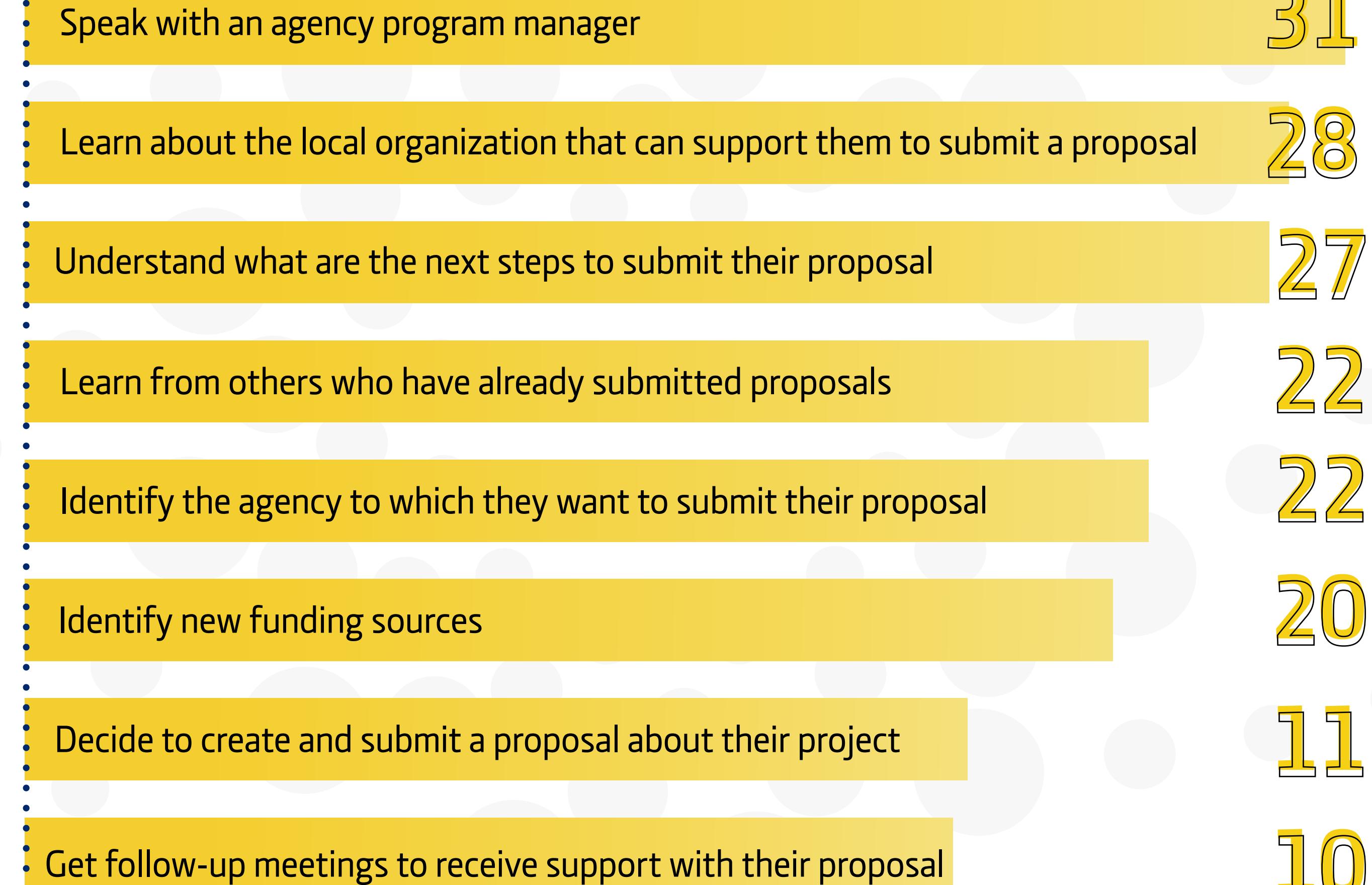
On-site meetings by agency



For a total of
201
On-site meetings



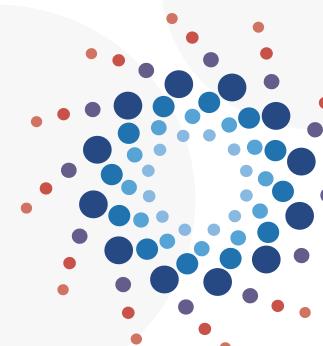
The participants who completed the post event questionnaire expressed that they were able to:



Bees are into innovation: A Promising Future
Post event Impact & Survey Results

212
out of
223

**registered participants
were referred by 1 of
18 different business
support organizations**

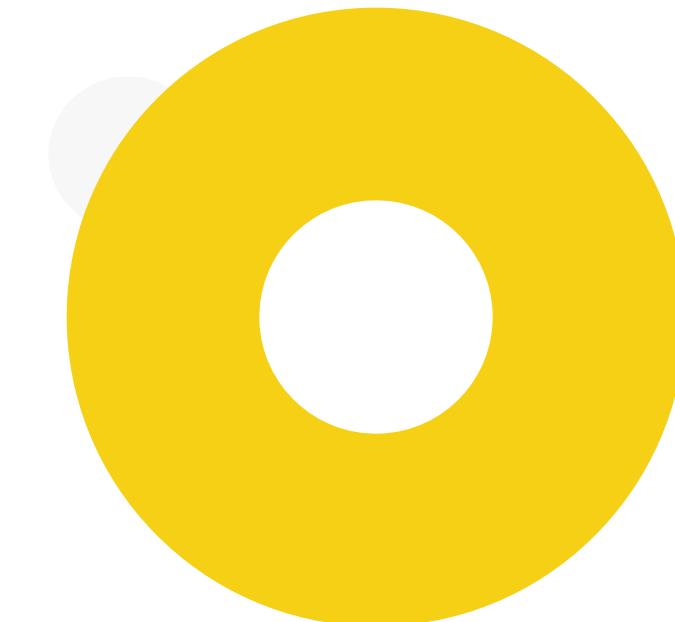


SBIR • STTR
America's Seed Fund™
POWERED BY SBA



100%

Of them would participate
on an event about these
topics in the future



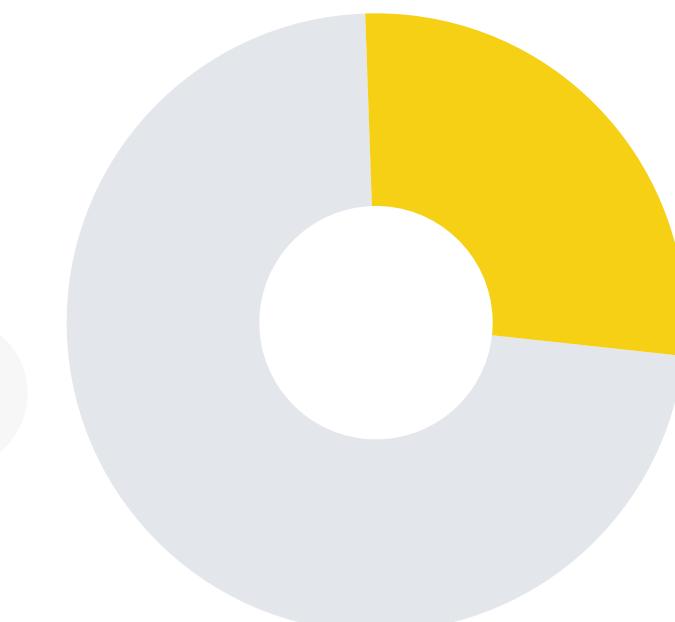
100%

Of the partners who completed the
post event questionnaire agreed that
Colmena66's support throughout
the planning and execution of the
event was effective



75%

Of them believe that
they can benefit from
SBIR/STTR programs



37.5%

Were Small Businesses

Bees are into innovation: A Promising Future

Post event Impact & Survey Results

Based on the high volume of NIH 1-on-1 meetings (almost 40!) there is clearly a lot of local interest in our programs and the resources we have to offer for biotechnology development.

There is a lot of opportunity going forward to develop complementary outreach events that focus on more fundamental aspects of Small Business fundraising, with emphasis on proposal development, application submission, award management and how to access related resources.

NIAID's small business team has had a lot of experience organizing these events and we'd love to explore the possibility of holding one in Puerto Rico in future."



Natalia Kruchinin,

Ph.D NIAID SBIR/STTR Program Coordinator RTSP, DEA, National Institute of Allergy and Infectious Diseases, NIH

A Live Version of our Hive: Tu Camino Empresarial Tour San Juan (TCE Tour)

This event was the opportunity to meet and connect in one place with the available resources in Puerto Rico that are available to help entrepreneurs at every stage of development.

In addition, during this event we presented **TCE 2.0** and **Tu Camino AGROempresarial**. Moreover, our Resource Partners explained and communicated their services and projects live. Attendees had access to 1:1 orientation with each one of the participating business support organizations.



The bonus?
We also had
experienced
entrepreneurs from
various industries
providing
individualized
mentoring.

A live version of our hive: Tu Camino Empresarial Tour San Juan (TCE Tour)



To our friends in New York!

Thank you, Javier Silva and Tony Davis
from the Federal Reserve Bank of
New York for your commitment and
support of Tu Camino Empresarial
Tour and Puerto Rico's
entrepreneurial ecosystem.

Bees Work Better Together: Red Colmena66 Meetups

- At Colmena66 we analyze gaps and work together to address those areas of opportunity to better serve our entrepreneurs.

That is why various times every year Colmena66 convenes all entrepreneurship support organizations (ESO) in the academic, non-profit, and public sector across all regions of Puerto Rico.



Every year, we include new regions such as East and Central regions.

- We like to work with the rest of the organizations to outline the challenges, develop initiatives, and work together to grow as an ecosystem to meet these challenges. One of the initiatives that was brainstormed, developed, and co-designed during these Meetups in 2019 was [Tu Camino AGROempresarial](#), a map that highlights most resources in Puerto Rico to start or grow an Agrobusiness

124

Participants

80

Organizations represented

5 Meetups around the island:

Mayagüez, Ponce, Gurabo, Barceloneta and San Juan



This is a step closer to closing the gaps in the ecosystem and connecting the entrepreneurs and the resources they need at any stage.

Bees work Better Together: Red Colmena66 Meetups



Colmena66 encourages collaborative work between agencies."



Rosa Uriarte,
PathStone Enterprise Center

Puerto Rico

Bees Stops: Events and Office Hours

- We are committed to the community we serve. Our entrepreneurs go first.

- Through our Office Hours and participation in events around the Island, we make sure that a diverse audience knows about us, the tools we have developed, and resource partners that can assist them in their entrepreneurial process. During 2019, we attended more than **90 events** around the Island as part of our community outreach efforts.

These events included but were not limited to events organized by:

- Resource Partners
- Info Sessions
- Symposiums
- Launch of Entrepreneurial Programs
- Workshops
- Startups Demo Days
- College Tours



In collaboration with Parallel18, an accelerator of the Puerto Rico Science, Technology and Research Trust, we provided

**10 hours of
guidance and assistance**

through Office Hours to **6 startups** of their program. We plan to expand these efforts to the community in general and in various locations to complement our services and digital tools.

The Beehive

Our Community



Hexagon: the Most Useful Shape

Hexagons are useful shapes. They can hold the queen bee's eggs and store the pollen and honey the worker bees bring to the hive. When you think about it, making circles wouldn't work too well. It would leave gaps in the honeycomb.

The hexagon is the strongest, most useful shape. Don't just ask the bees, math agrees. The geometry of a hexagon uses the least amount of material to hold the most weight.

Colmena66 (C66), is a program of the Puerto Rico Science, Technology & Research Trust (The Trust). We are committed to building ecosystems for entrepreneurs. We analyze the gaps in the entrepreneurial ecosystem and work alongside our partners to address them. In C66, we match the needs of our entrepreneurs and business owners with the services provided by our 240 resource partners easing their access to the right resource at the right time.

Our vision is to cultivate a local ecosystem that is inclusive, diverse, and accessible for anyone, regardless of their demographic or socioeconomic background.

Hexagon: the most useful shape



Our team made over
7,303 referrals to our
resource partners

(a year-over-year increase of 6,103 or 509%)



2,330 Entrepreneurs and business
owners reached out to us via our
hotline (787)-525-4111 or [email](#)
seeking support to start or grow
their business

(a year-over-year increase of 1,330 or 133%)



Entrepreneurs had access 24/7
to the [Resource Navigator](#)
resulting in **11,446** in related to
our community resources.

(a year-over-year increase of 5,969 or 109%)

Hexagon: the most useful shape

Top 5 reasons why entrepreneurs and business owners contacted us



- Startup Assistance
- Business Plan Assistance
- Mentoring
- Loans
- Marketing & Sales



- Mentoring
- Business Plan Assistance
- Loans
- Startup Assistance
- Grants

The State of the Honey: Colmena66 Client Snapshot

We love teamwork!

Thank you

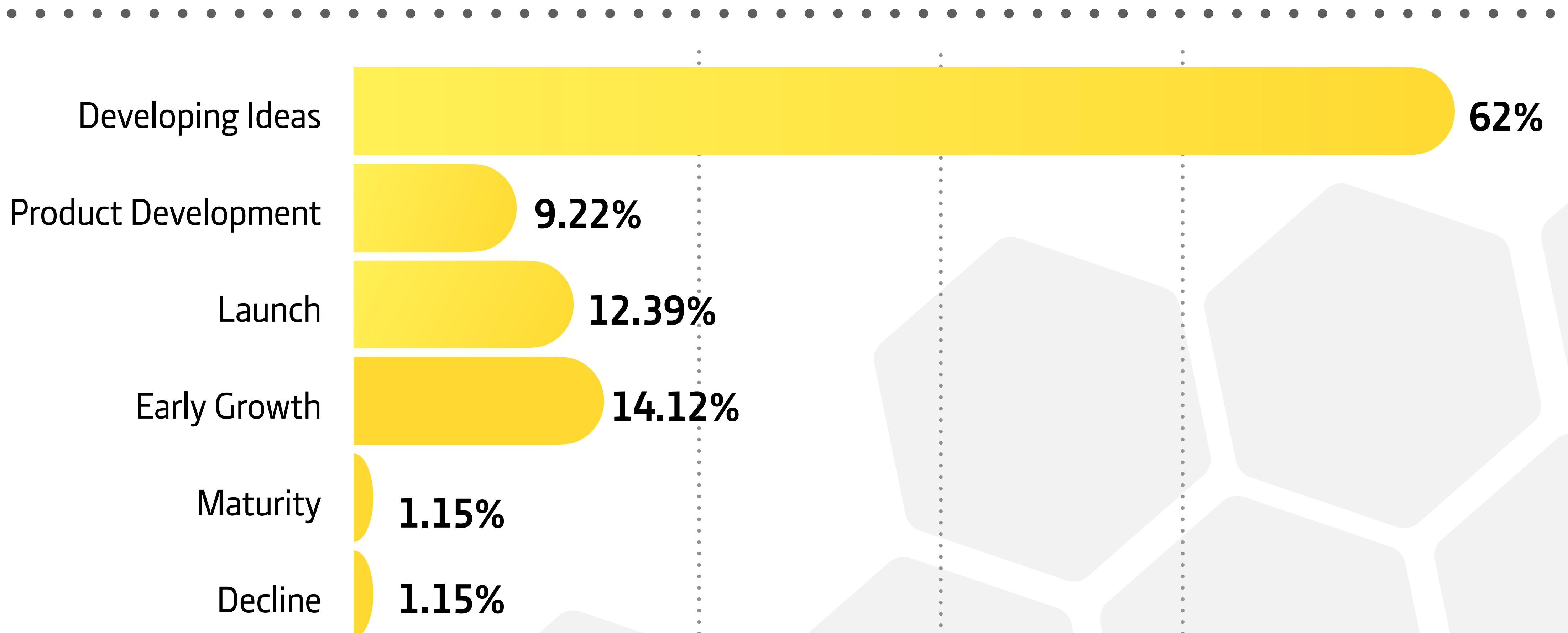
Dr. Manuel Lobato and Dr. Javier Rodríguez, from UPR i+c for your expert advice throughout this process.



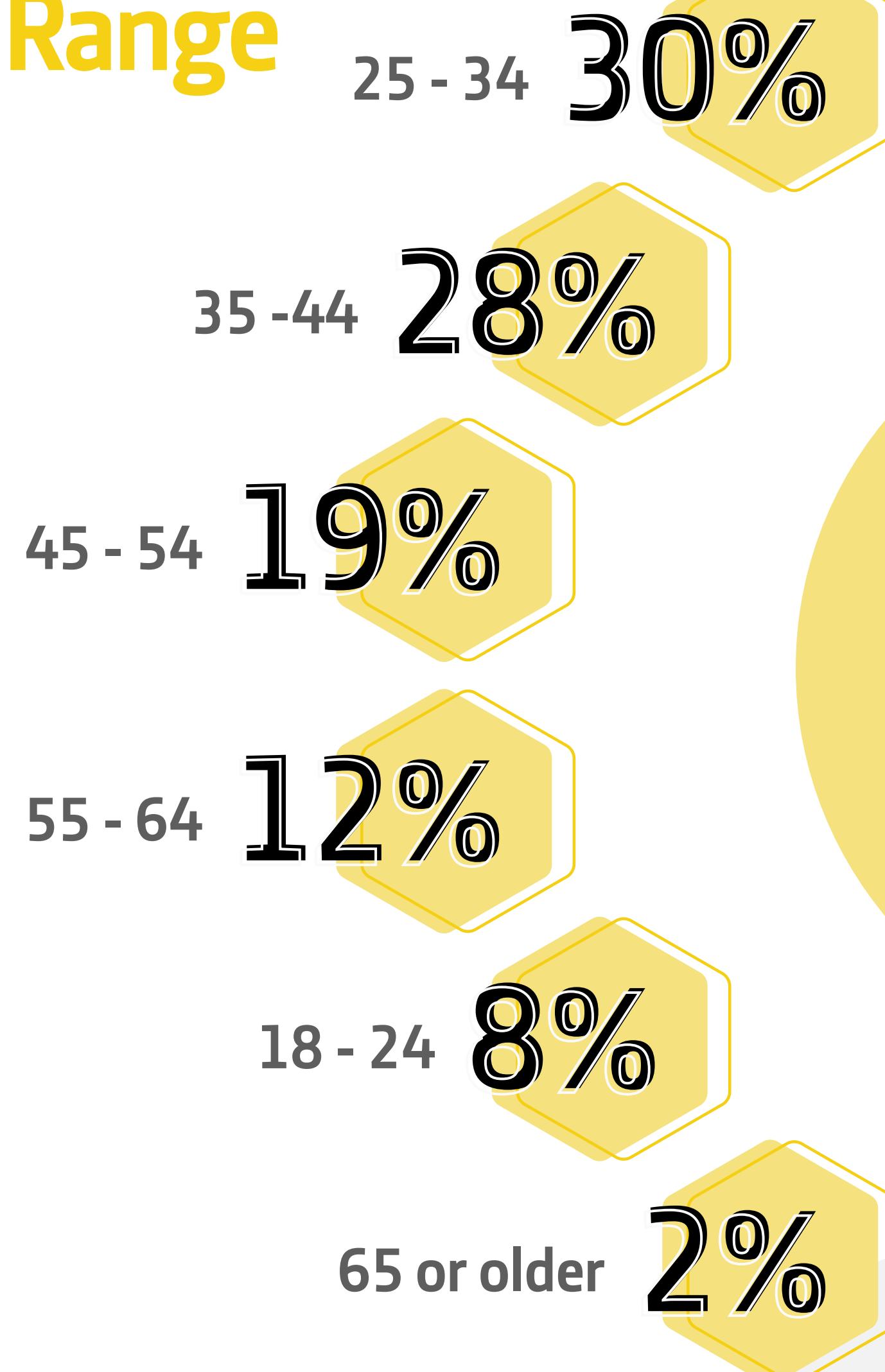
We want to help support clients at every stage of their business development by improving our services every year. In order to accomplish this task and provide solutions that fit their needs, we shared with our clients an annual survey to capture who they are and the state of their business.

The following data provides snapshots of this survey's results regarding our interactions during 2019.

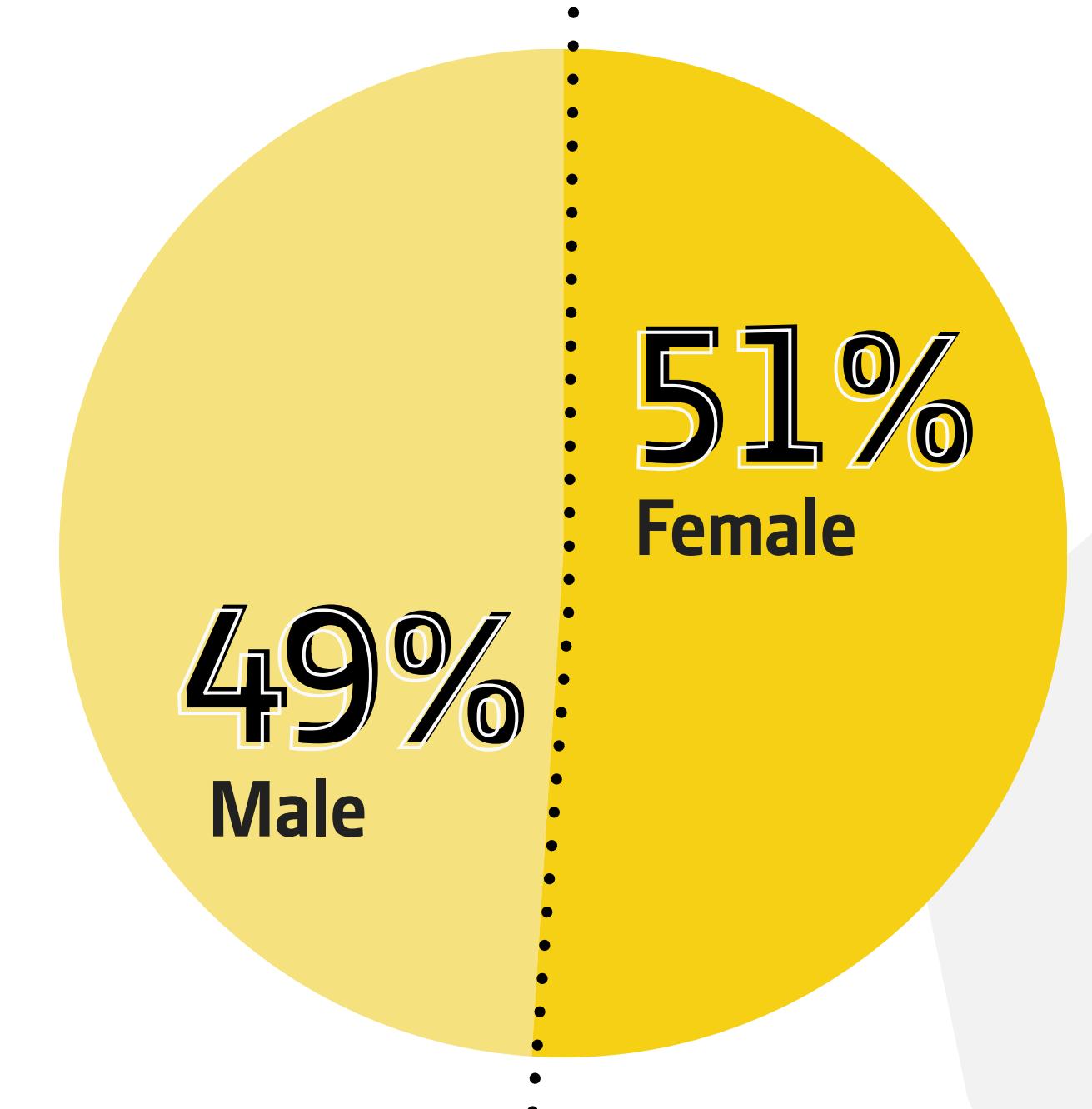
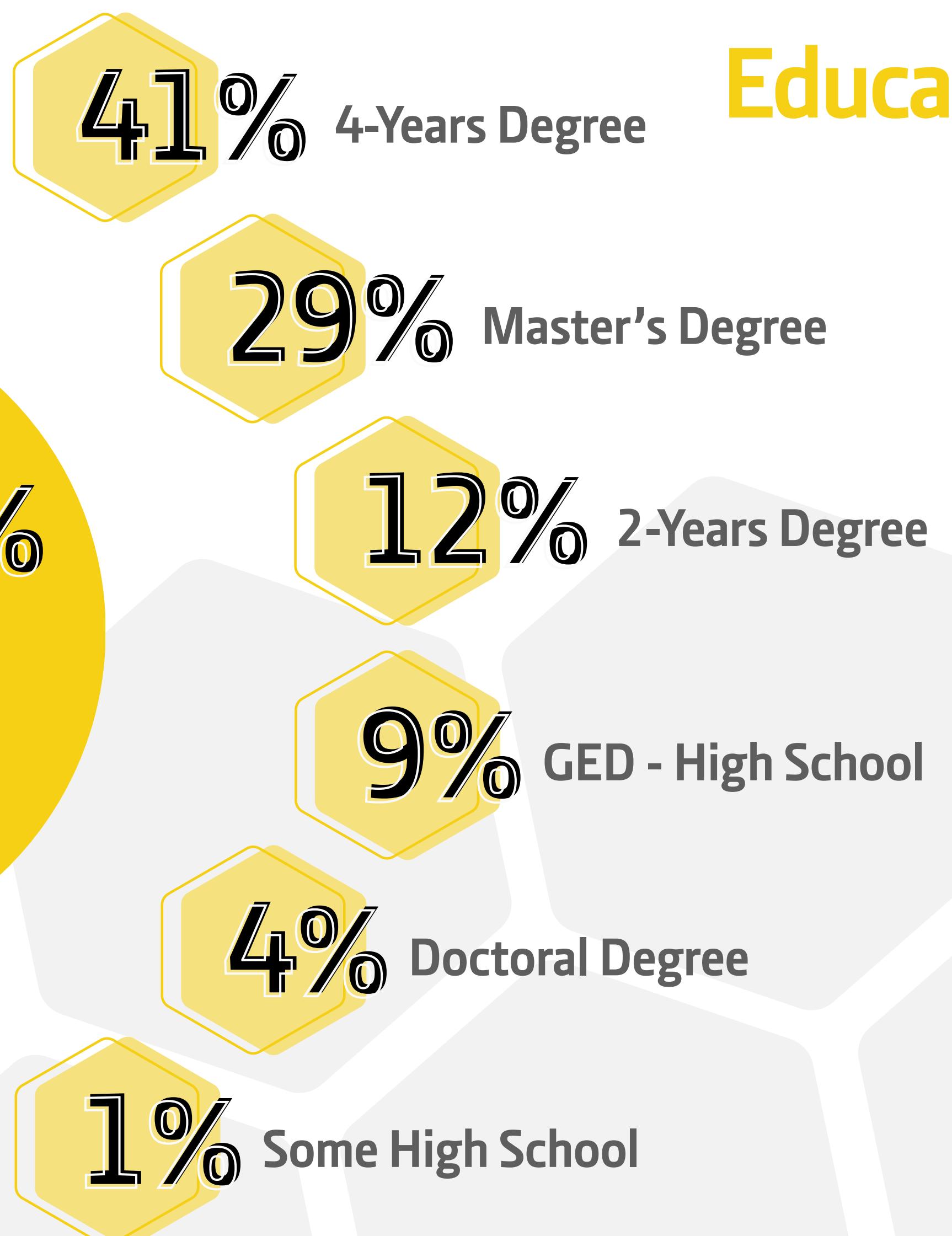
Business Development Stage:



Age Range



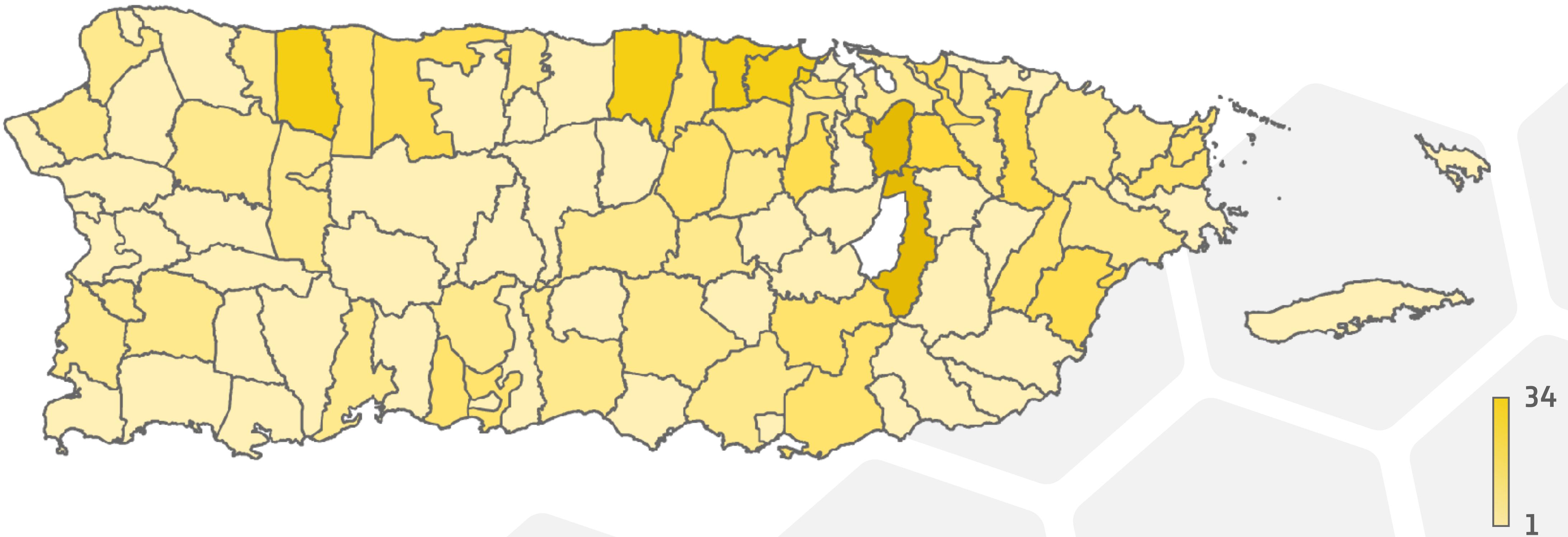
Education



Where our clients are located

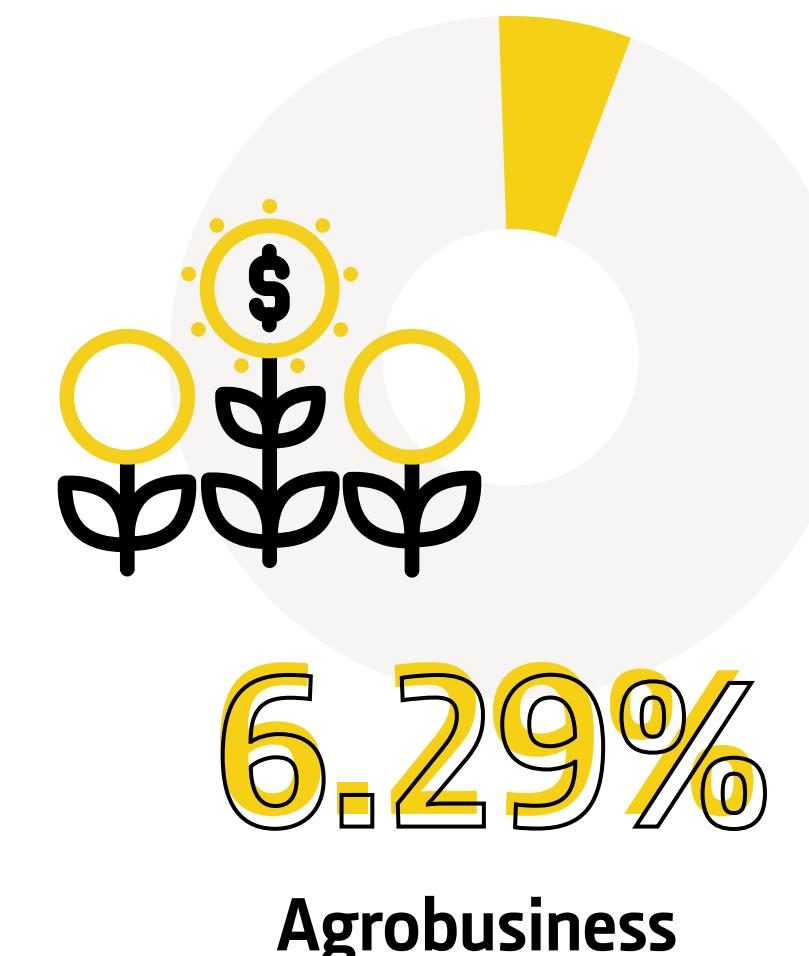
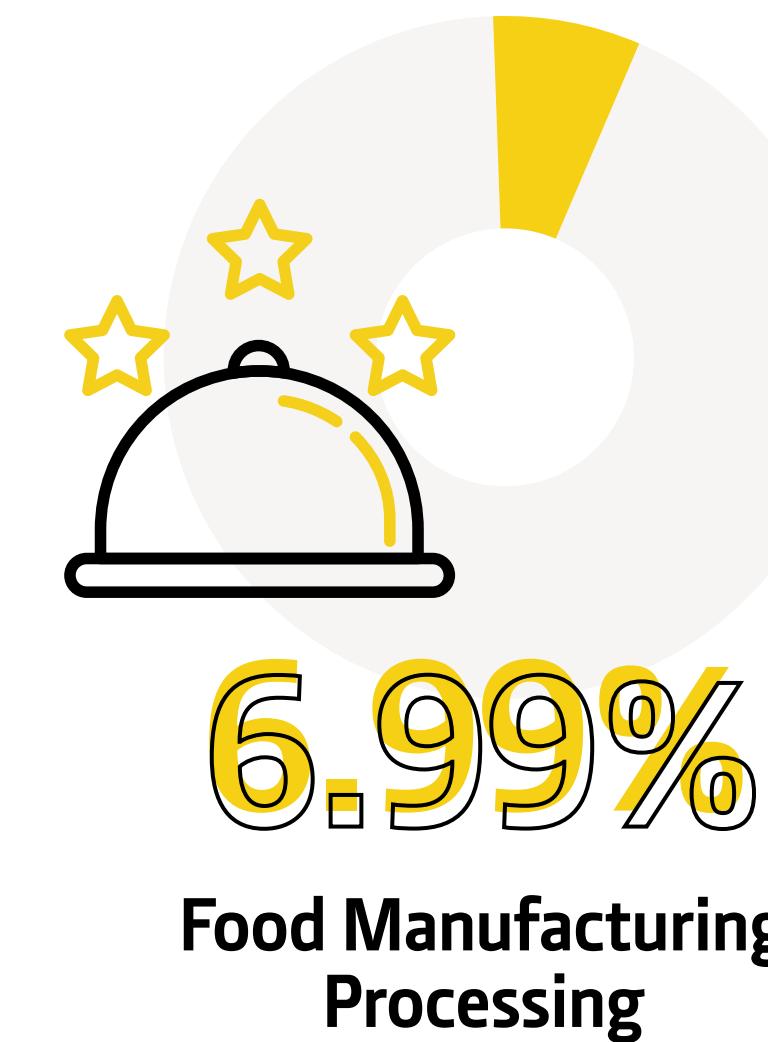
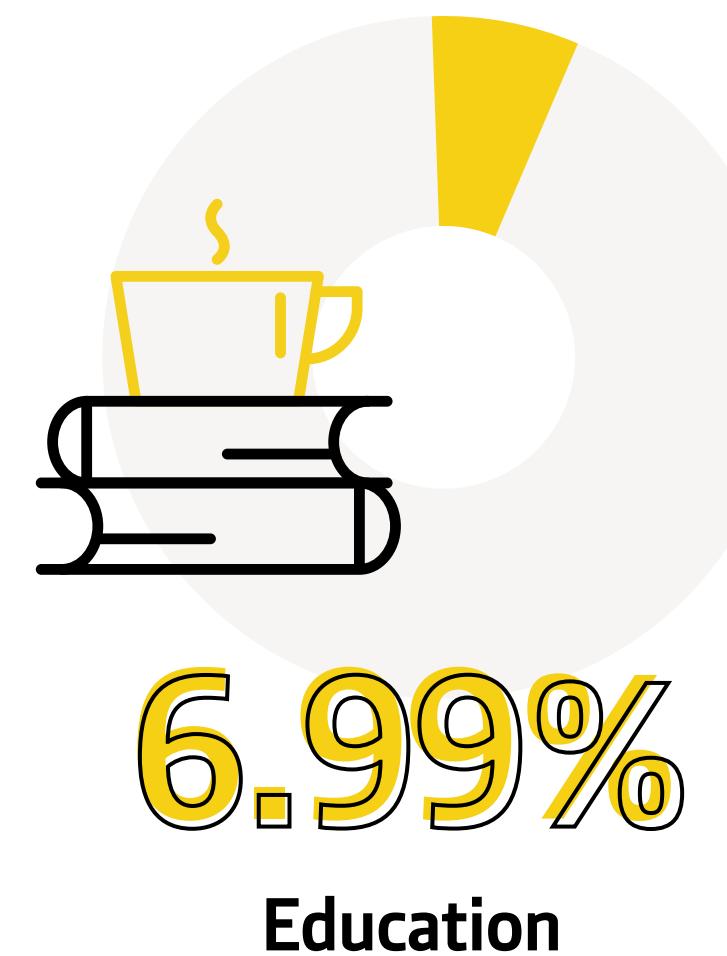
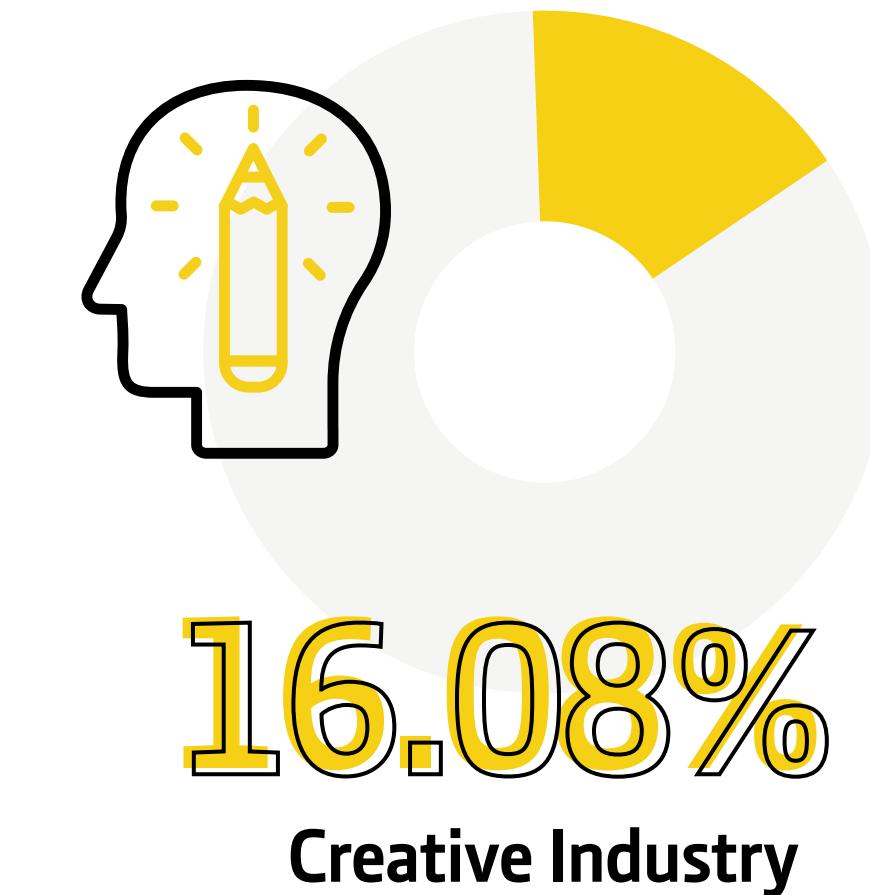
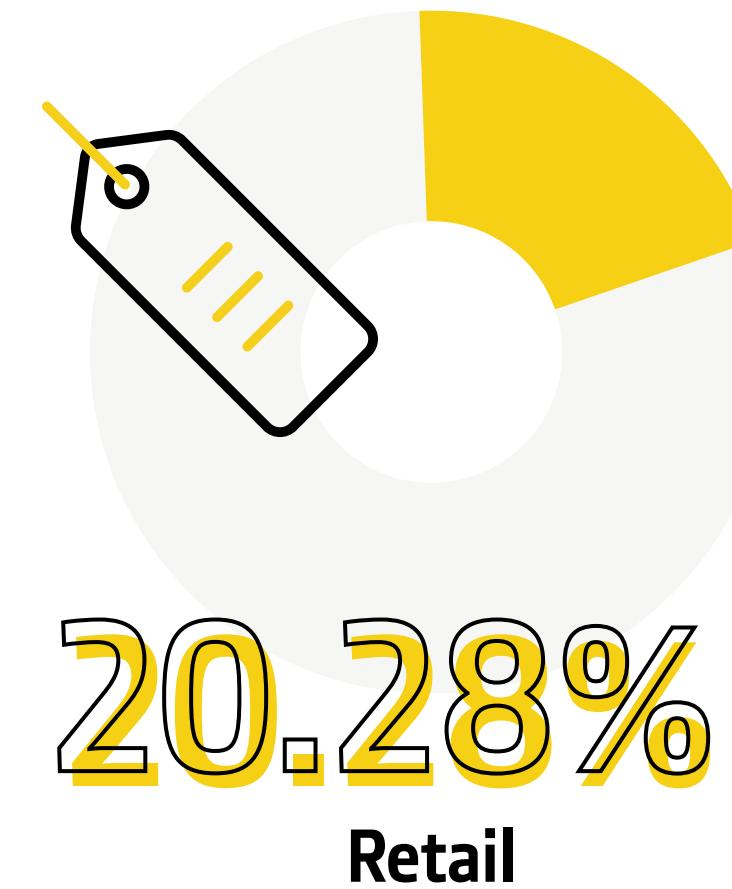
Our clients come from all over Puerto Rico.

We are committed to continuing our efforts to bring our services to all communities.



Top Industries

Understanding our client's motivations when starting a business gives us a better idea of what is driving entrepreneurship in Puerto Rico, but more importantly, how we can develop initiatives to empower them.



During our survey we learned:

.....

Our clients employment status and entrepreneurial intentions:

Already have my own business and I am looking to grow it

23%

Full-time employee, I want to start a business while keeping my job

18%

Full-time employee, I am looking to start a business to quit my job

15%

Part-time employee and want to start a business

13%

Unemployed, I can't get a job and I want to start a business

11%

Recently started my business

11%

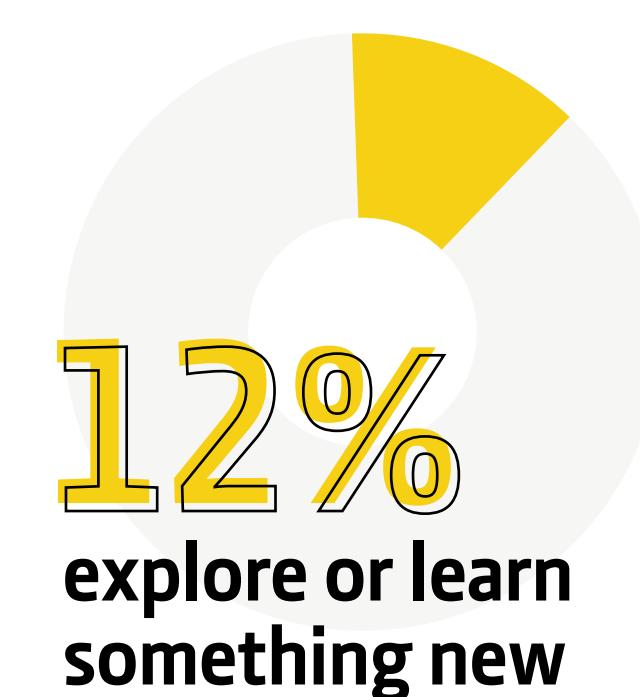
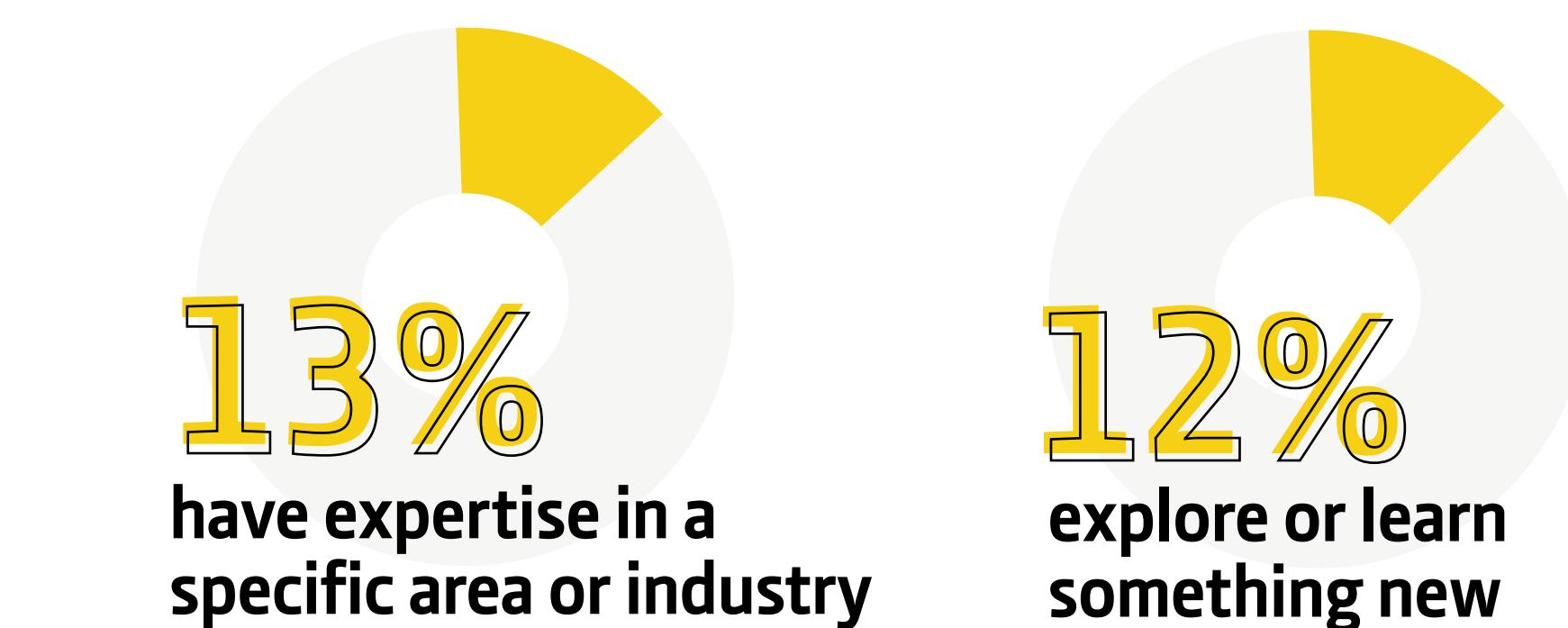
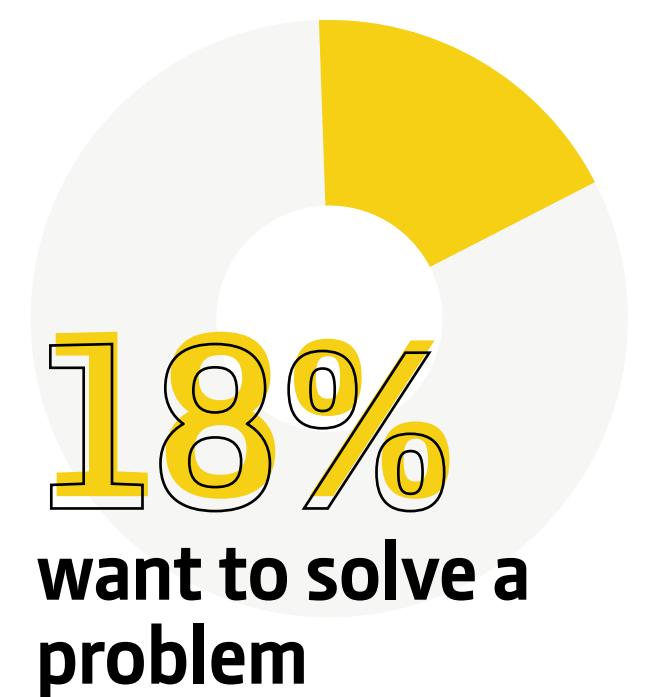
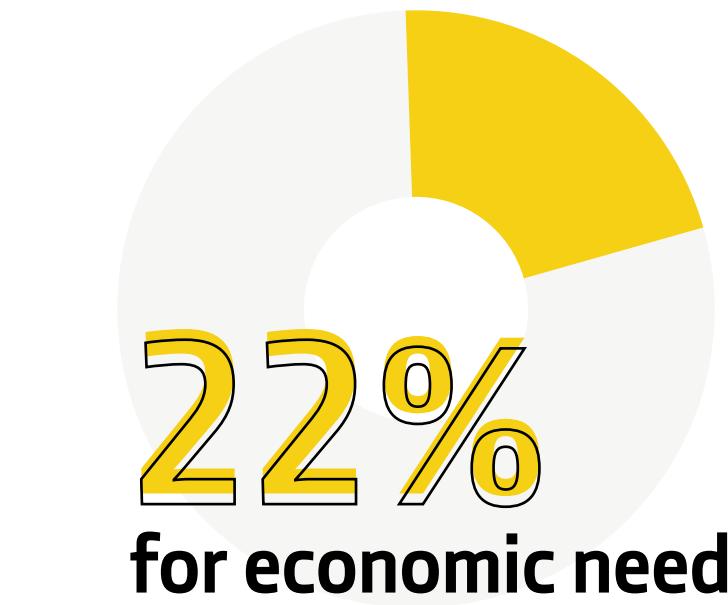
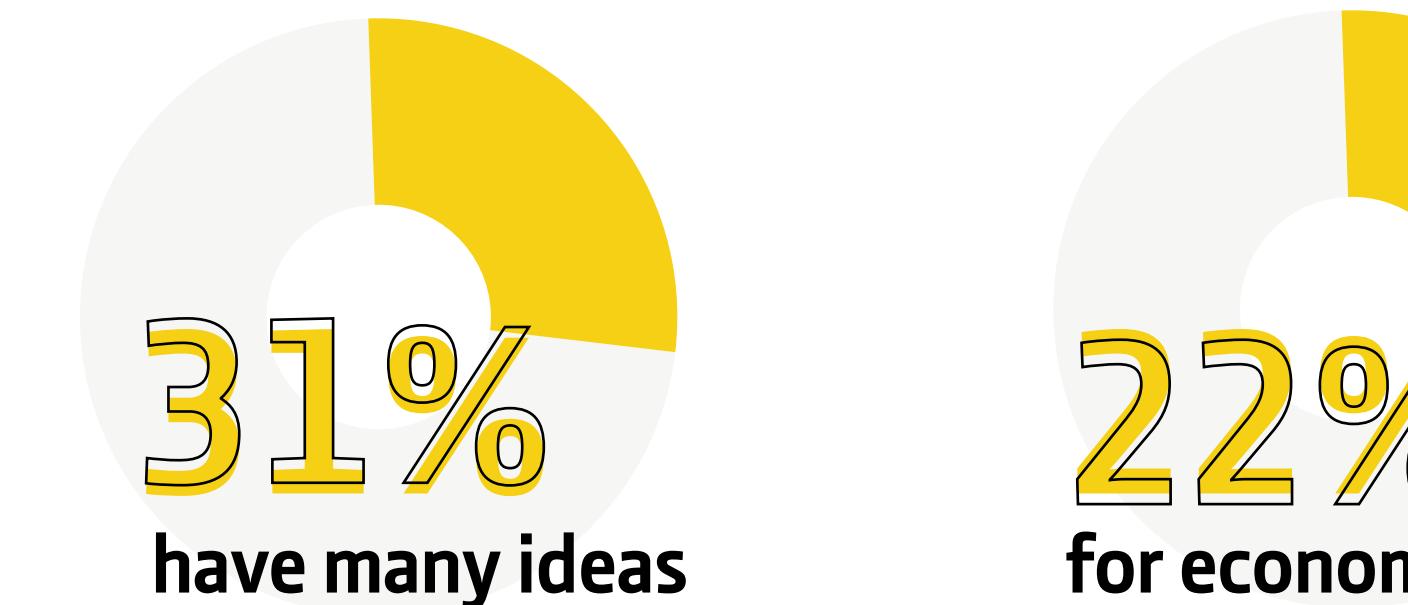
Unemployed, I quit my job to start a business

9%

Top 5 reasons they contacted us in 2019

- 1 Starting a business
- 2 Access to capital
(Grants, loans, others)
- 3 Mentoring
- 4 Business Plan
- 5 Education and training
(Guides / Workshops / Events)

What is their motivation?



The Strength of our Beehive: The Power of Community

The first measure of a strong beehive is the number of bees in the hive. Strong hives have an abundance of worker bees.



The [Kauffman Foundation](#) states that entrepreneurship drives economies, but the success of entrepreneurs depends on those around them. That's why it is so important to build ecosystems and communities for and around entrepreneurs. ([Entrepreneurial Ecosystem Building Playbook 3.0](#))



A thriving entrepreneurial ecosystem requires entrepreneurs.

**Our Beehive consists
of more than 240
resource partners**

in multiple sectors such as non-profits, academia, public sector, and for-profit organizations. These organizations provide services such as capacity building, events, loans, investment, legal issues, among others.

- **The variety of our network allows us to help entrepreneurs in different stages of the entrepreneurial process, from the concept to the expansion of the business.**

A healthy ecosystem creates social capital through **Collaboration, Cooperation Trust & Reciprocity** from which we harvest success stories from our entrepreneurs.

The work of all of you, members of our Beehive, impacts people of all demographics from many parts of the island, regardless of their socioeconomic status and level of education. Thank you for joining us in our mission to create an inclusive and accessible ecosystem that connects entrepreneurs to find what they need, when they need it.

The Strength of our Beehive: The Power of Community

“ ”

Colmena66 arrived and made its presence known. They work tirelessly like bees so that everything in the ecosystem is effective for entrepreneurs.”



Carmen Rodríguez

Incubadora de Microempresas Comunitarias Surcos, Centros Sor Isolina Ferré

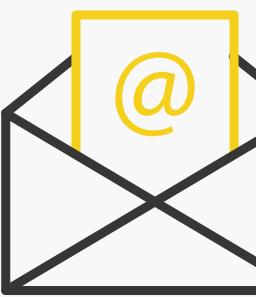
Busy Bees Working for You: How Colmena66 Helps Entrepreneurs

Step 1 Contact Us!

You can share with us a brief background of your business idea. If you have a business, let us know how we can help you grow your business. It's easy, just reach out via:

Hotline 

(787) 525-4111

Email 

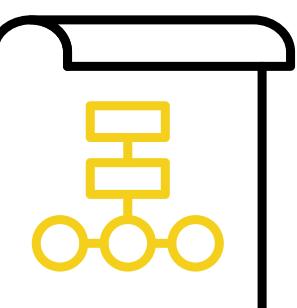
info@colmena66.com

**Social
Media**



 **YouTube**

**Personalized
Action Plan**



Online assistance request form

Step 2 Personalized Service

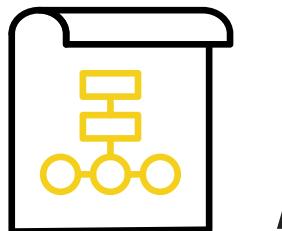
Our Network Navigator analyzes each case individually and matches our clients' requests with the resources available in The Beehive. Then we refer you to the Resource Partners that can assist you with your particular needs.

We can help you as many times as you need along your entrepreneurial journey. We are always here for you!

What we share with you:



Events



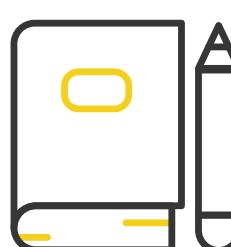
Personalized Action Plan



Blogs



Facebook lives



Guidebooks



Available grants, competitions, and programs.

Busy bees working for you: How Colmena66 helps entrepreneurs

Step 3

We stay with you along the way

After connecting you with the resources you look for, we catalog the interactions in our customer relationship management tool (CRM), SourceLink Pro. This allows us to track which organizations in our Beehive you have visited and what are the next steps in your journey for the next time you need help.

We organize events to allow you to meet our resource partners and network with other entrepreneurs.

Once you are part of the family and subscribe to the newsletter, we keep you informed about news, events, workshops, programs, grants, competitions, and any entrepreneurial opportunities.

We send a One-Month-Survey one month after our interaction to learn how you're doing and help you with your next step.

Busy bees working for you: How Colmena66 helps entrepreneurs

Colmena66 was our first step to push forward the idea for LabbGo in early 2019. Colmena66 recommended that we apply to I-Corps Cohort 8, a program of Grupo Guayacán. We were able to successfully enter and graduate from the program. We are confident that this opportunity prepared us to apply and enter the Pre18 program from Gen.2 (Parallel18) which accelerated our startup. Without that first push, we would not be here. In addition, they connected us with financial institutions like Lendreams (COFECC) and other banks that we are considering financing our company.



Jacobo Concepción,
LabbGo

We are extremely grateful for your unconditional support and follow-up of our company from day 1."

How Big Can a Beehive Get? Bringing New Members Aboard.

Today we are

• 240 strong!

Step 1

Getting to know you

Once we find a potential resource partner, we coordinate a meeting to get to know their programs, learn how we can support them, introduce them to our tools and resources, and formally invite them to fill out our Resource Partners form.

Step 2

Always on the lookout

We are constantly looking for entrepreneurship support nonprofit organizations, public sector agencies, academia, co-working spaces, and organizations that provide access to capital to join the resource network family.

Step 3

Welcome to the Beehive!

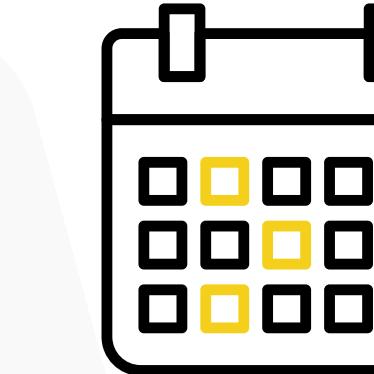
Once part of the family, our Network Navigator starts matching entrepreneurs to their services. All Resource Partners work together to fill the gaps in the ecosystem. The strength of a hive refers to the number of bees in the hive.

How big can a beehive get? Bringing new members aboard.

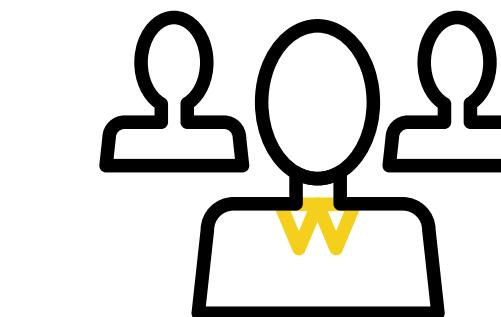
Why be part of The Beehive?



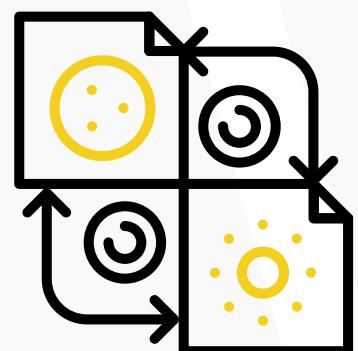
Presence in Colmena66
Resource Navigator



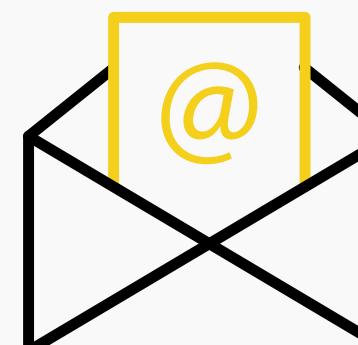
Access to the
Central Calendar



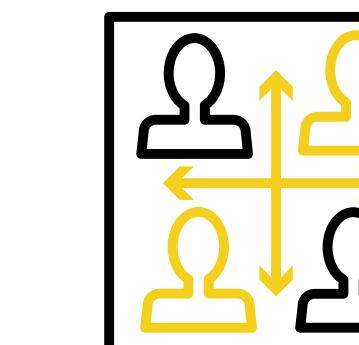
Participate in the
ecosystem Meetups
organized by
Colmena66



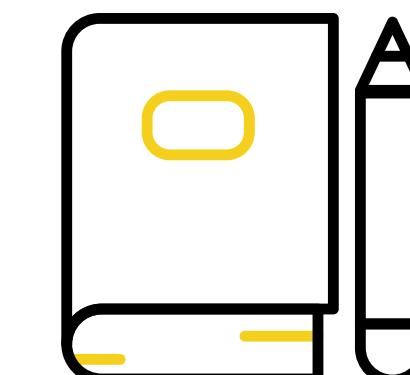
Active participation in
events like Tu Camino
Empresarial Tour,
Meetups, and BE Fest



Share initiatives as part of
our weekly newsletter



Increase the pipeline of
entrepreneurs served
with our referral system



Opportunity to co-author
blog posts, step by step
guides, etc.

How big can a beehive get? Bringing new members aboard.

I am a believer in cooperation between entities and associations and Colmena66 is a perfect example of cooperation to help Puerto Rico

Colmena66 always supported me and I have always been able to count on them to promote our events, refer companies to us, and participate in their events."



José Burgos,
U.S. Export Assistance
Center of San Juan, U.S.
Commercial Service



The Honey

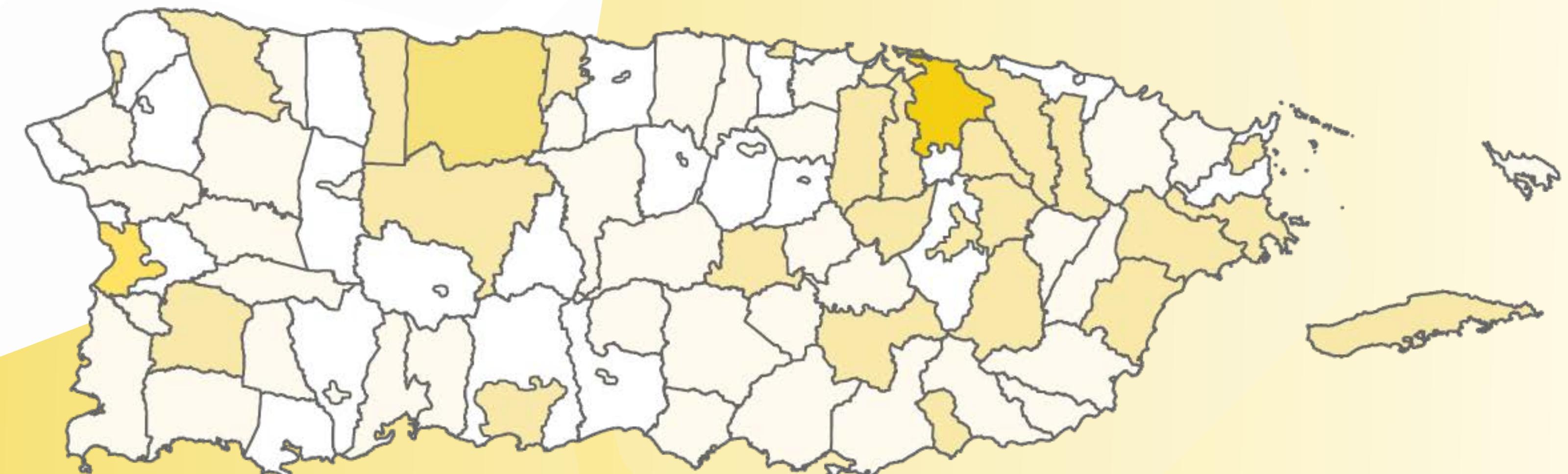
Resources



An Open Beehive: Resource Partners All Around the Island

240
Resource partners

+28
New members in 2019



How to Navigate Our Beehive: Resource Navigator & Central Calendar

One of our top priorities is creating access ramps to information and opportunities.

- Every week our team and resource partners upload their events and workshops in our [Central Calendar](#). In one single place, entrepreneurs and business owners can find all the events, workshops, and programs created and hosted by our resource partners or private practitioners.

In 2019, we shared:

1,355

Events

1,102

RP organized events

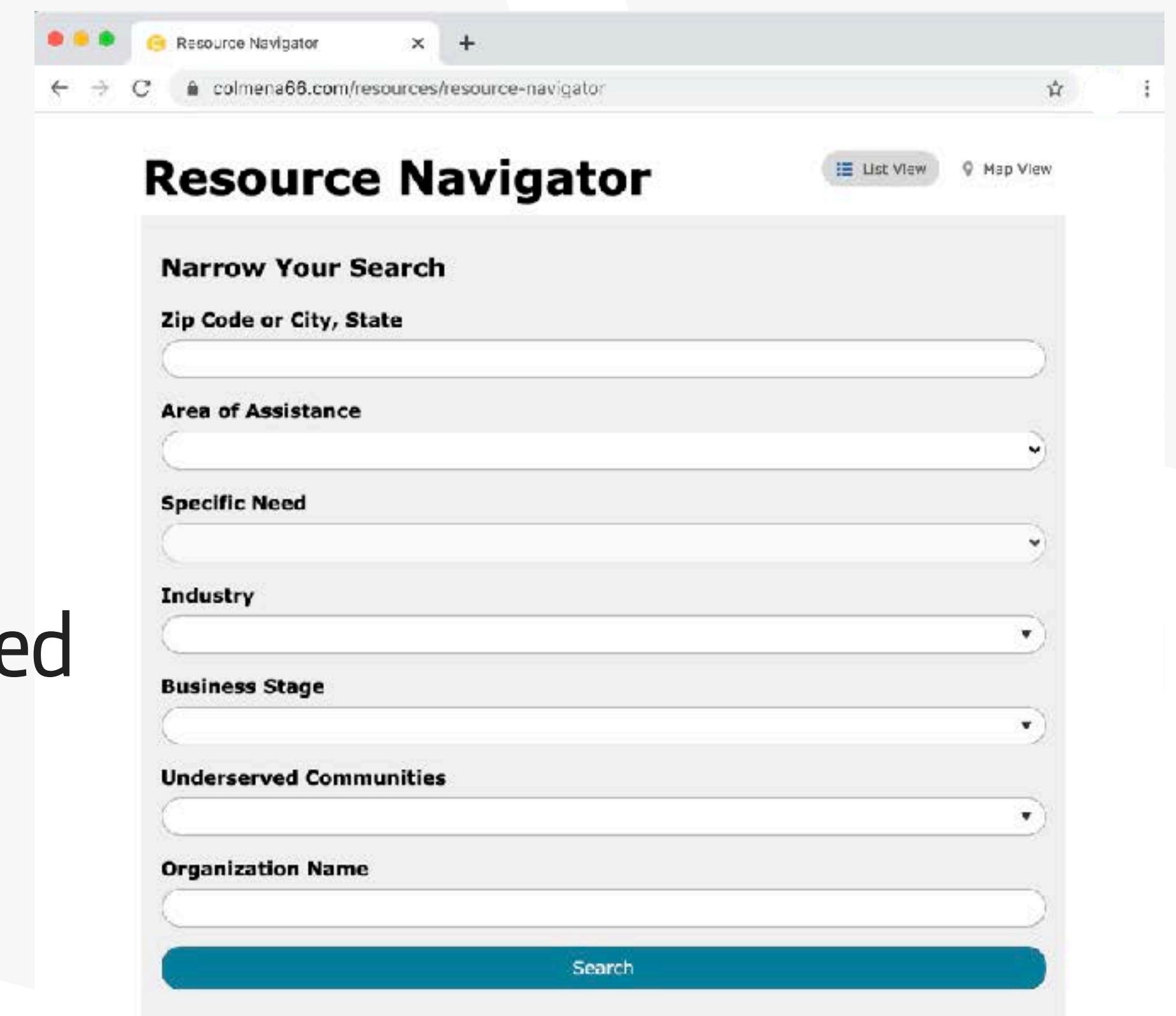
35%

Events uploaded by RPs

Through our Resource Navigator™, entrepreneurs and business owners have 24/7/365 access to the more than 240 resource partners in the Red Colmena66.

In 2019, we registered
11,446 searches
through this tool.

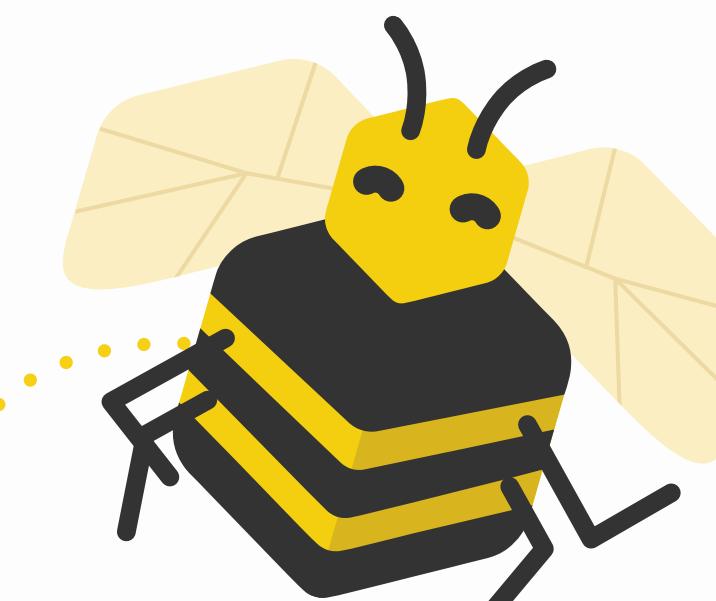
They can filter their search by industry, business development stage, or type of business, as well as by geography and specific needs. This information is available both in Spanish and English serving in this manner a diverse audience.



Flying With a Purpose: Guides & Personalized Action Plan (PAP)

Our team develops step by step guides based on frequently asked questions.

Guides and Tools



These guides are often co-designed with experts from our network. We have managed to design, implement, and share through our website **more than 20 step by step guides** including:

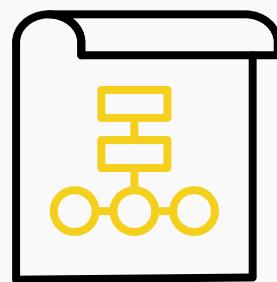
- Starting a non-profit organization
- Intellectual property, patents, and trademarks
- Financial fundamentals
- Cybersecurity
- Agricultural industry resources
- Marketing, sales and ecommerce

One of the most popular guides shows how to obtain the Merchant Registration, a step that every entrepreneur and business owner needs to complete yet there wasn't any step by step protocol available.

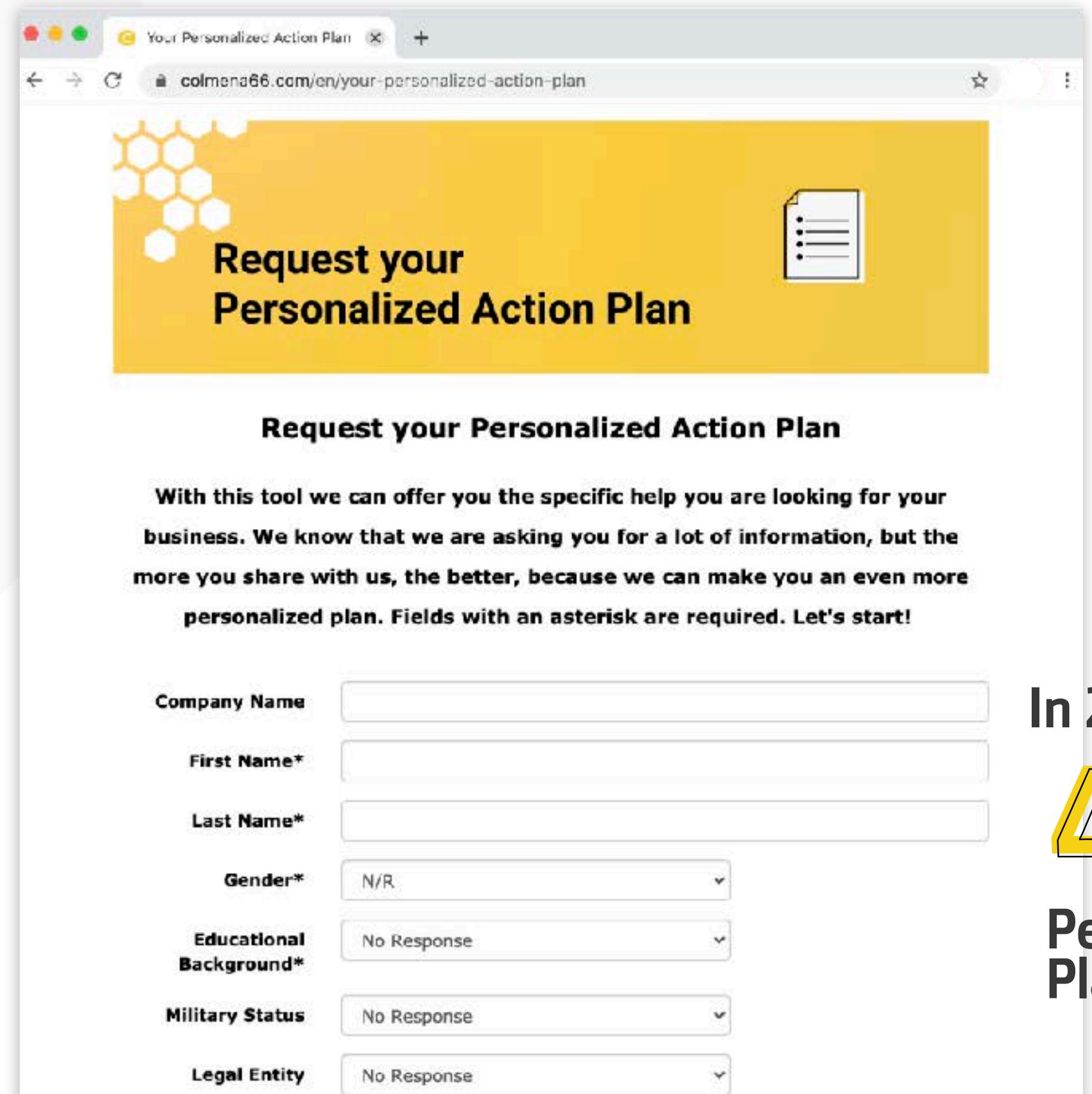
- This guide was **downloaded 642 times** during 2019.
-
-
-

Personalized Action Plan (PAP)

Entrepreneurs that need assistance usually want to know what the right next steps are to set up, establish, or grow their business.



This year we developed the [Personalized Action Plan \(PAP\)](#) which is a customized checklist based on the needs of our clients, so they can have a guide to understand where to start and how to move their businesses forward.



The screenshot shows a web browser window titled "Your Personalized Action Plan". The URL is "colmena66.com/en/your-personalized-action-plan". The page has a yellow header with the text "Request your Personalized Action Plan" and a gear icon. Below the header, there is a large button labeled "Request your Personalized Action Plan". A descriptive text block follows, stating: "With this tool we can offer you the specific help you are looking for your business. We know that we are asking you for a lot of information, but the more you share with us, the better, because we can make you an even more personalized plan. Fields with an asterisk are required. Let's start!" Below this text are several input fields: "Company Name", "First Name*", "Last Name*", "Gender*" (with "N/R" selected), "Educational Background*" (with "No Response" selected), "Military Status" (with "No Response" selected), and "Legal Entity" (with "No Response" selected).

In 2019, we had

415

Personalized Action
Plans requests

What does a Personalized Action Plan include?

Entrepreneurs and business owners received a checklist with several sections including specific resources and tools about:

- ✓ General information to know before starting
- ✓ Business planning
- ✓ How to get funding
- ✓ Marketing and sales strategies
- ✓ How to develop the business idea
- ✓ How to register the business
- ✓ Resources to research the market

Our Very Own Apiary Maps: Tu Camino Empresarial & AGROempresarial

...
...
...
...
...
...
...
...
...

An apiary map organizes beekeepers and their apiaries on a world map. The purpose is simply to make it easy to see where your fellow beekeepers are and what bee subspecies they have.

Tu Camino Empresarial (TCE) is a map that helps entrepreneurs and business owners find the right resources for their type of business and development stage.

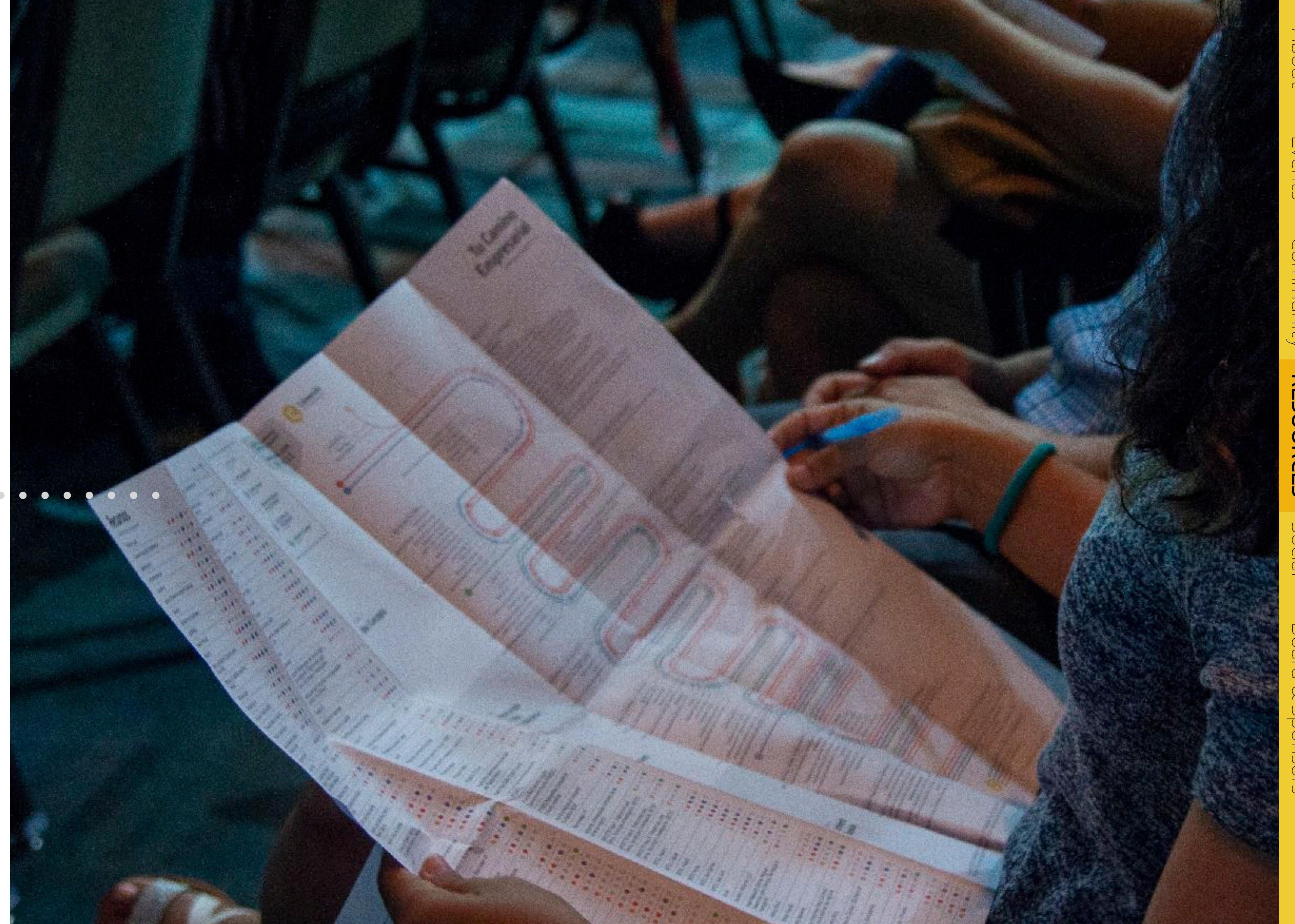


Tu Camino Empresarial 2.0

In 2018, Colmena66 setup to co-design the first comprehensive map of Puerto Rico's entrepreneurship ecosystems with the help of our resource partners. Together we developed an amazing tool that has helped entrepreneurs navigate their startup development stages and has helped us identify gaps in programming or barriers of access to certain resources and opportunities.

[Download it here](#)

In 2019 we improved
our publication for a
better user experience.



Tu Camino
Empresarial 2.0



Our very own apiary maps: Tu Camino Empresarial & AGROempresarial

TCE AGROempresarial Filling the Gap

Hurricane María changed the agriculture industry in Puerto Rico. For the first time everyone understood the dangerous lack of food security and the importance of growing our own. Since then, especially since we launched Tu Camino Empresarial in October 2018, we have been receiving a great number of calls from agribusinesses who need specific support to meet their needs.

As a response, new entrepreneurship support organizations and programs have emerged, thus, we have been increasingly adding agrobusiness support programs to our Beehive.

- Effective pollination increases the amount of agricultural produce, improves their quality and enhances the ecosystem's resiliency.





It is important to help people find the right resource when they need it.

That is why Colmena66 partnered with 14 key players from the Beehive to design an agricultural version, Tu Camino AGROempresarial.

Our very own apiary maps: Tu Camino Empresarial & AGROempresarial

Tu Camino **AGRO**EmpresarialSM

A resource map created with the purpose of supporting the local agricultural work and the development of agro-entrepreneurship in a viable, responsible, and sustainable way.

C66 is making available over

1,000 & **110**

printed copies

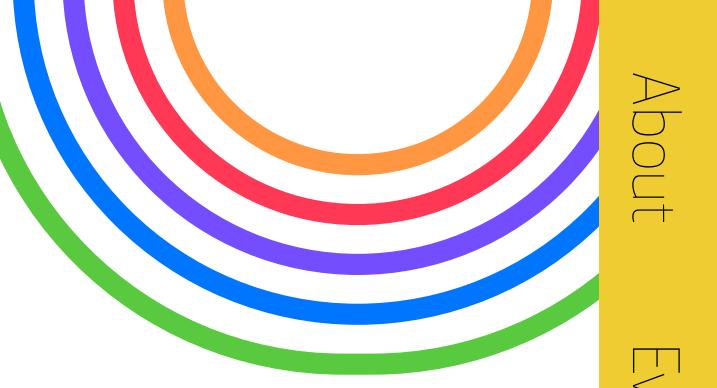
were downloaded through our website

This version includes 184 organizations that provide service on specific needs such as seeds, machinery, workforce recruitment, agricultural technical training, among others.

On top of that, you can find highlighted all organizations that specialize in value added products and agroecology. After a year of planning and development, in November 2019 we published this most recent version, **Tu Camino AGROempresarial**.

[Download it here](#)

Our very own apiary maps: Tu Camino Empresarial & AGROempresarial



Some of our collaborators



GOVERNMENT OF PUERTO RICO
Department of Economic Development and Commerce



RECUPERACIÓN
AGRÍCOLA



.....

**Tu Camino
Empresarial (TCE)**
is a map that helps
entrepreneurs and
business owners
find the right
resources for their
type of business and
development stage.

.....



Our very own apiary maps: Tu Camino Empresarial & AGROempresarial

Tu Camino AGROempresarial represents what our beehive is all about.

Colmena66 is constantly searching for innovative projects to create new tools that advance Puerto Rico's entrepreneurship ecosystem."



Samuel Merced
Business Development
Specialist, Colmena66

A Highly Resilient Honeycomb: Levanta Tu Negocio

In 2017, the Levanta Tu Negocio PR initiative was created by a multisectoral voluntary group of professionals and entrepreneurs with the purpose of supporting business development in Puerto Rico after Hurricane María. In 2020, Colmena66 reactivated the initiative in response to the recent earthquakes and aftershocks in Puerto Rico, followed by the Covid-19 pandemic.



Earthquake Response

The morning of January 6th was a scary one for Puerto Ricans, especially those on the southern region. Led by Colmena66, the entrepreneurship ecosystem quickly reactivated this initiative.

- Many of these Resource Partners visited the impacted municipalities to collect data door to door via an initial survey created by Centro para Emprendedores that was eventually merged into the main survey. To help identify opportunities and foster synergies, the survey was developed using Survey123 ArcGis which is a Geographic Information System (GIS) tool that allows the team to collect data and share results to the public real-time in this dashboard which has had over 800 visits.

A highly resilient honeycomb: Levanta Tu Negocio

Colmena66 consistently shared the survey results with Resource Partners, who were then able to effectively fundraise and deploy their resources strategically. Simultaneously, Colmena66 researched all the business crisis support available and published a Resource Center.

- As a result, the repository now presents initiatives from partners that are offering **funding**, **business assistance**, and **co-working spaces** to help affected entrepreneurs.



Resiliency and Business Innovation



This includes a co-working space set up in Ponce by PRSTRT and Colmena66 in collaboration with Cámara de Comercio del Sur, Resiliency and Business Innovation (RBI), and Response Innovation Lab.

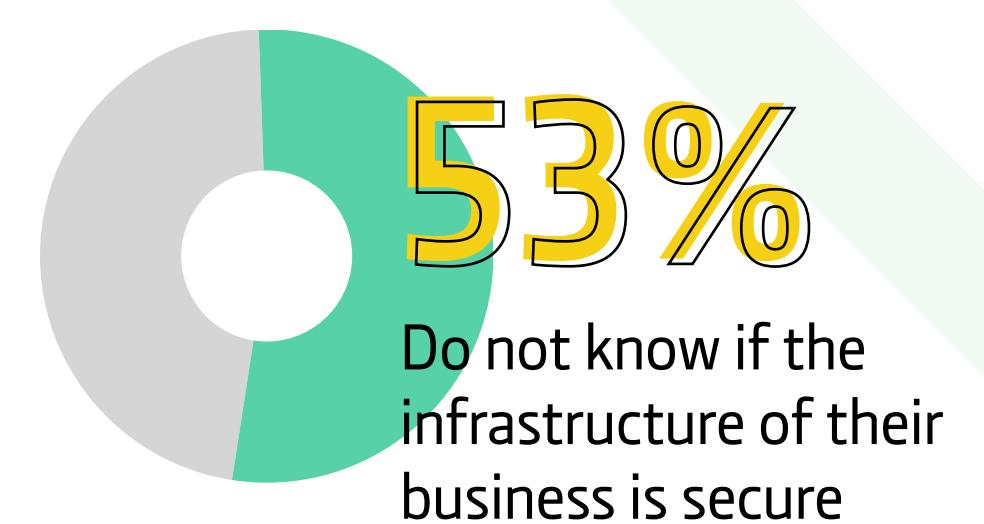
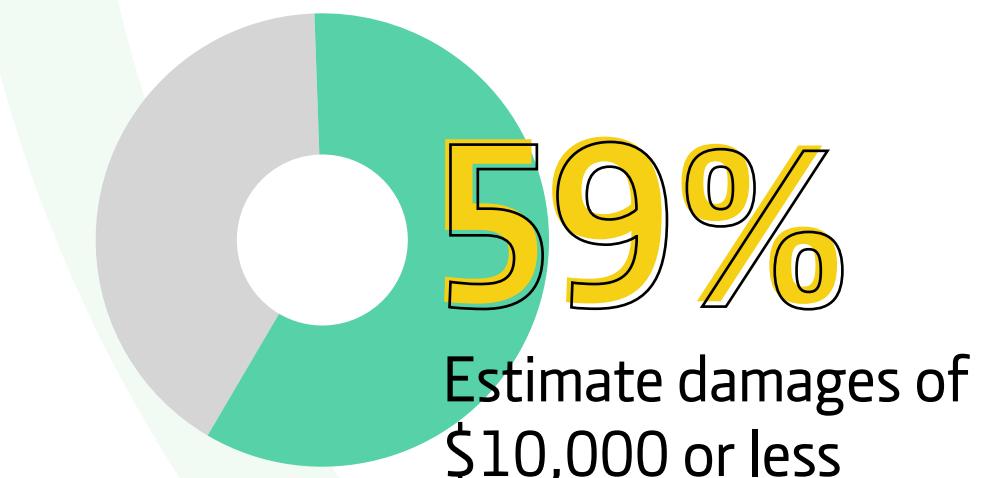
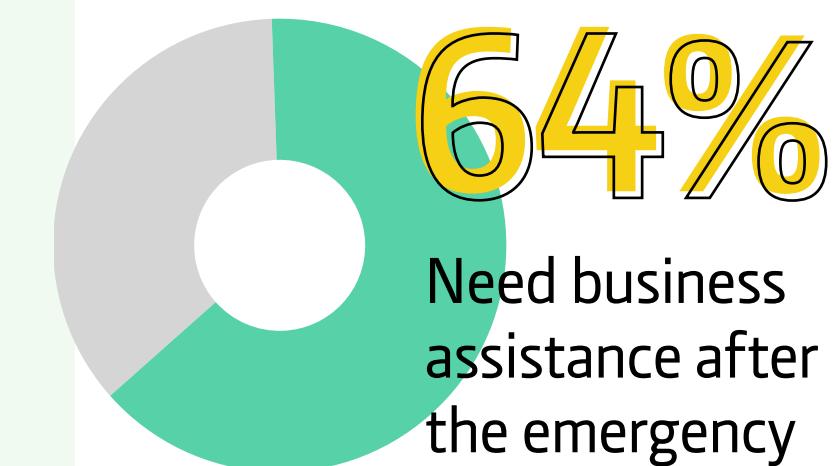
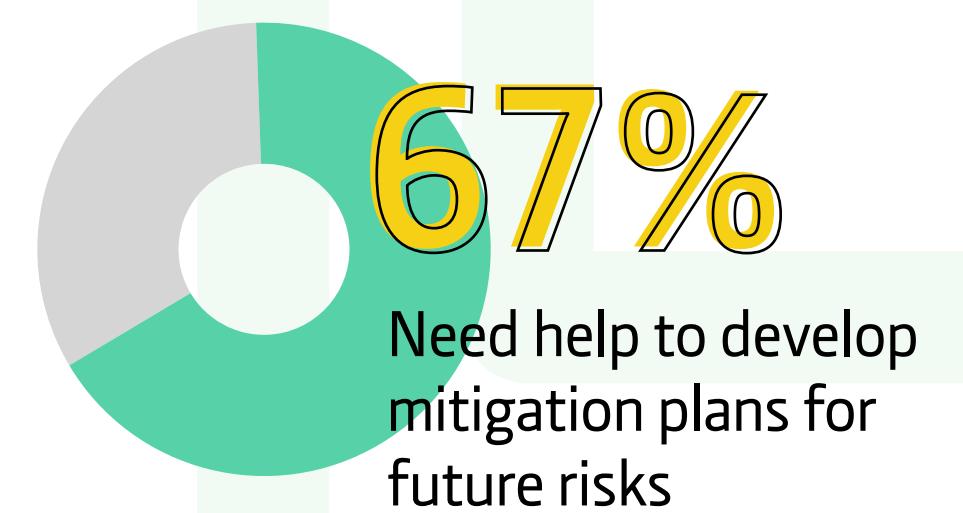
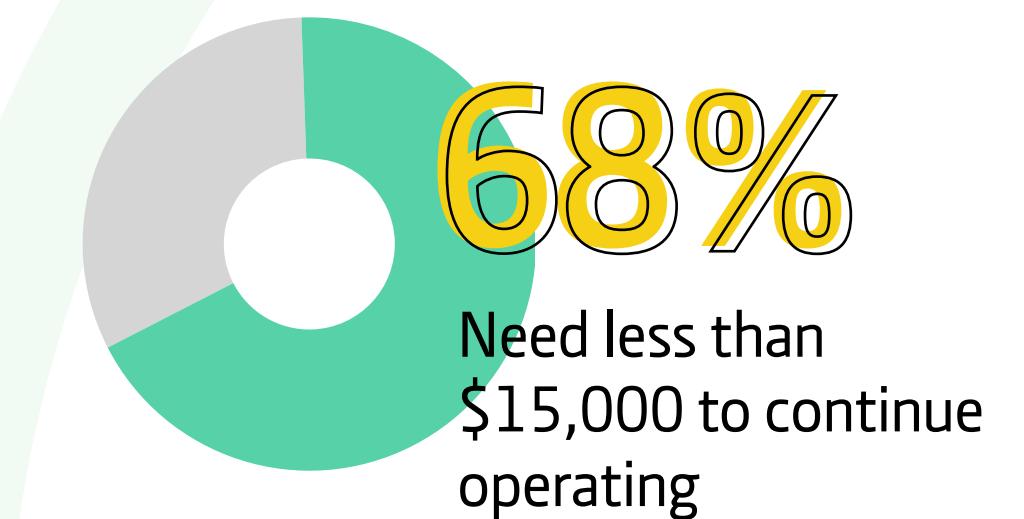
The co-working opened on January 22 and **helped several entrepreneurs** to resume or maintain their operations after the structures where they operated were affected by seismic activity.

A highly resilient honeycomb: Levanta Tu Negocio

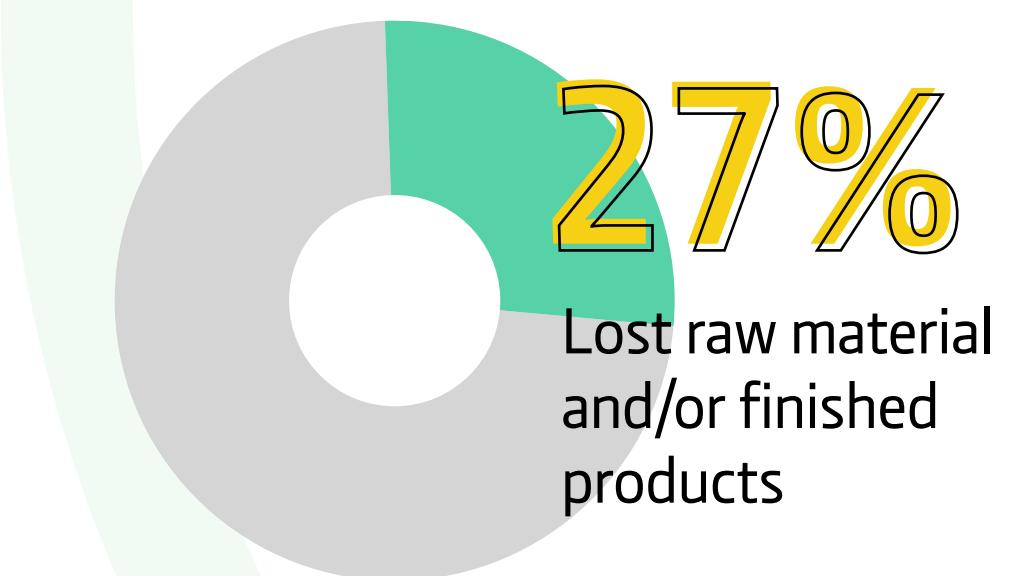
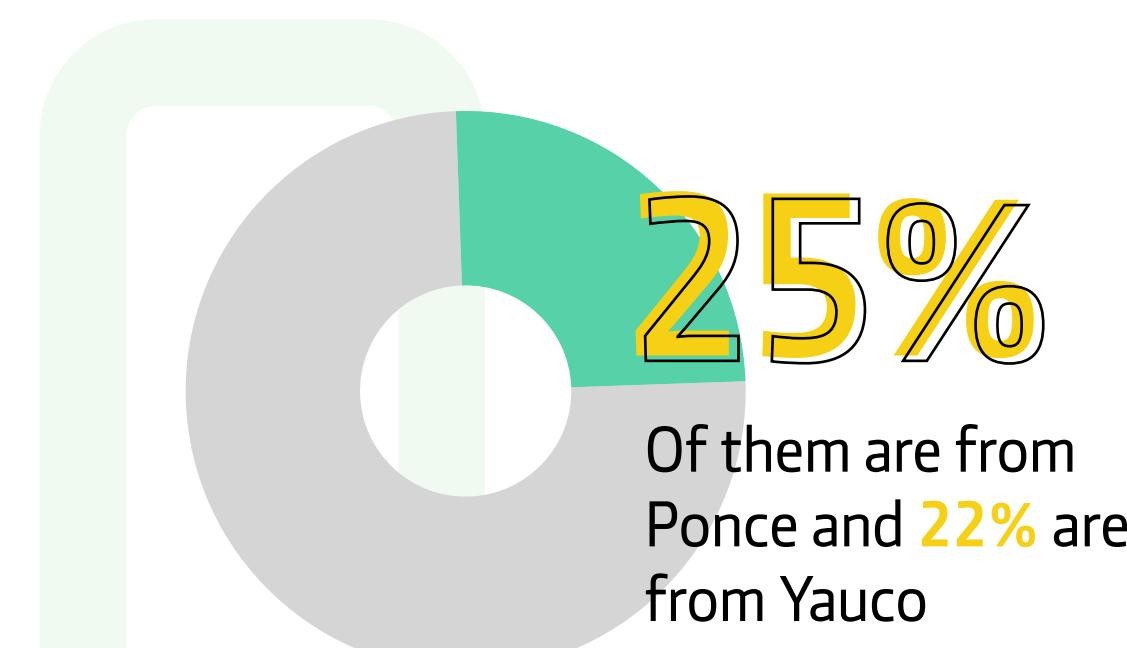
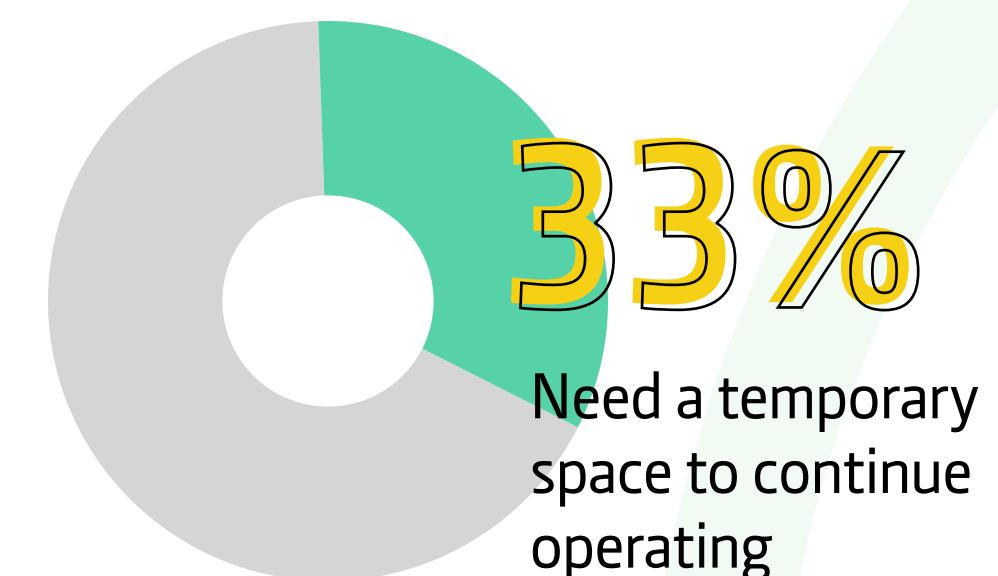
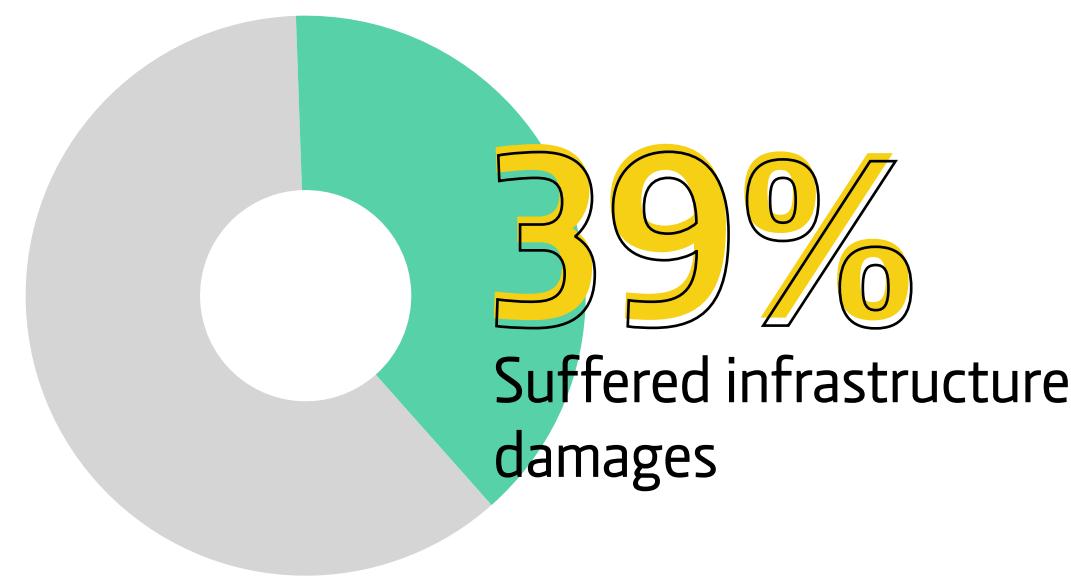
Colmena66 convened more than **32 Resource Partners** from all sectors in the entrepreneurial ecosystem and collected more than **410 survey responses.**



Among the results, we learned that:



A highly resilient honeycomb: Levanta Tu Negocio



LEVANTA
TU NEGOCIO



A highly resilient honeycomb: Levanta Tu Negocio

Covid-19

- **Levanta Tu Negocio was reactivated once again with a special edition to support our business owners and entrepreneurs seriously impacted by the COVID-19 pandemic. Once again, we developed a needs assessment survey and we published the results.**

With the input from the survey, we structured a system consisting of **three (3) steps to help entrepreneurs** and their communities navigate and adapt to new challenges and manage uncertainty about the future.

A highly resilient honeycomb: Levanta Tu Negocio

Stage 1 **React**

Stage 2 **Refocus**

Stage 3 **Rebuild**

The first step in the midst of a crisis is to mitigate the damage and provide immediate relief.

To this end, we published the Recovery Guide, a resource directory for SMEs organized by topic and industry updated daily to make it a less overwhelming process for the entrepreneur.

Entrepreneurs need to adapt their business quickly amid this constantly changing situation.

Therefore, we continuously identified virtual workshops, educational forums and training programs of other business support organizations and published them on its website and social networks, thus reducing the burden of entrepreneurs that would otherwise need to do the research on their own.

In order for entrepreneurs to not only survive this crisis, but to emerge stronger than before.

Colmena66 continues to connect entrepreneurs in a personalized way with tools, resources and guides that really help them make the necessary decisions during and after the crisis. Results will be shared in our 2020 Impact Report.



Join the Beehive

Social



How Bees Communicate? Blog, Newsletter, Hotline

We love to share, and our favorite thing to share is knowledge!

Through our weekly blog, entrepreneurs and business owners can learn about different resources, tools, programs, and services that can help them start or grow their businesses.

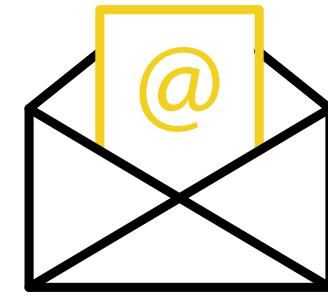
During 2019 we published **71 new blog posts**, let's explore the most popular ones.

Top blog posts

1 Know the permits you need to set up an e-commerce business in Puerto Rico

2 Know all the alternatives to lift up your business

3 What is the unique permit?



Newsletter

Every Monday we send our entrepreneurs an [email](#) informing them of opportunities, programs and events in our ecosystem for the week.

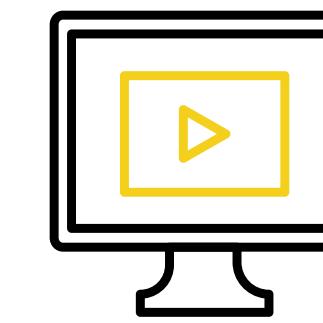
We have
10,000 subscribers
+**580** in 2019



Hotline

(787) 525-4111

Entrepreneurs can also request assistance through email and phone calls.



Webinars

We are continuously assessing the needs of our entrepreneurs, in that exercise we've learned that some content translates better in a webinar dedicated exclusively to address that topic. Our Youtube channel is the perfect place to have them available and accessible.

During 2019, **2,330** used these channels to reach out to Colmena66, **1,330** more connections than in 2018.

Social Bees: C66 Social Media Stats

We use technology to
reach a greater community

We have a constant and consistent presence in multiple digital channels, including Facebook, Instagram, Twitter, LinkedIn, and Youtube.



Facebook

+150,000
Reach

60
Lives

+50,000
Reproductions

12,003
Engagement

12,382
Followers

Social Bees: C66 Social Media Stats



Instagram

+**25,000**
Reach



Youtube

2,169
Views in 2019

100.5
Hours



Twitter

5,500
Impressions

75+
Subscribers



**Join the ecosystem
Follow us!**

Social Bees: C66 Social Media Stats



We can all agree that entrepreneurship is not easy. That's why we create and curate content, we do our best to fish for, filter and share everything that is relevant and useful to our audience.



Edmaris Carazo

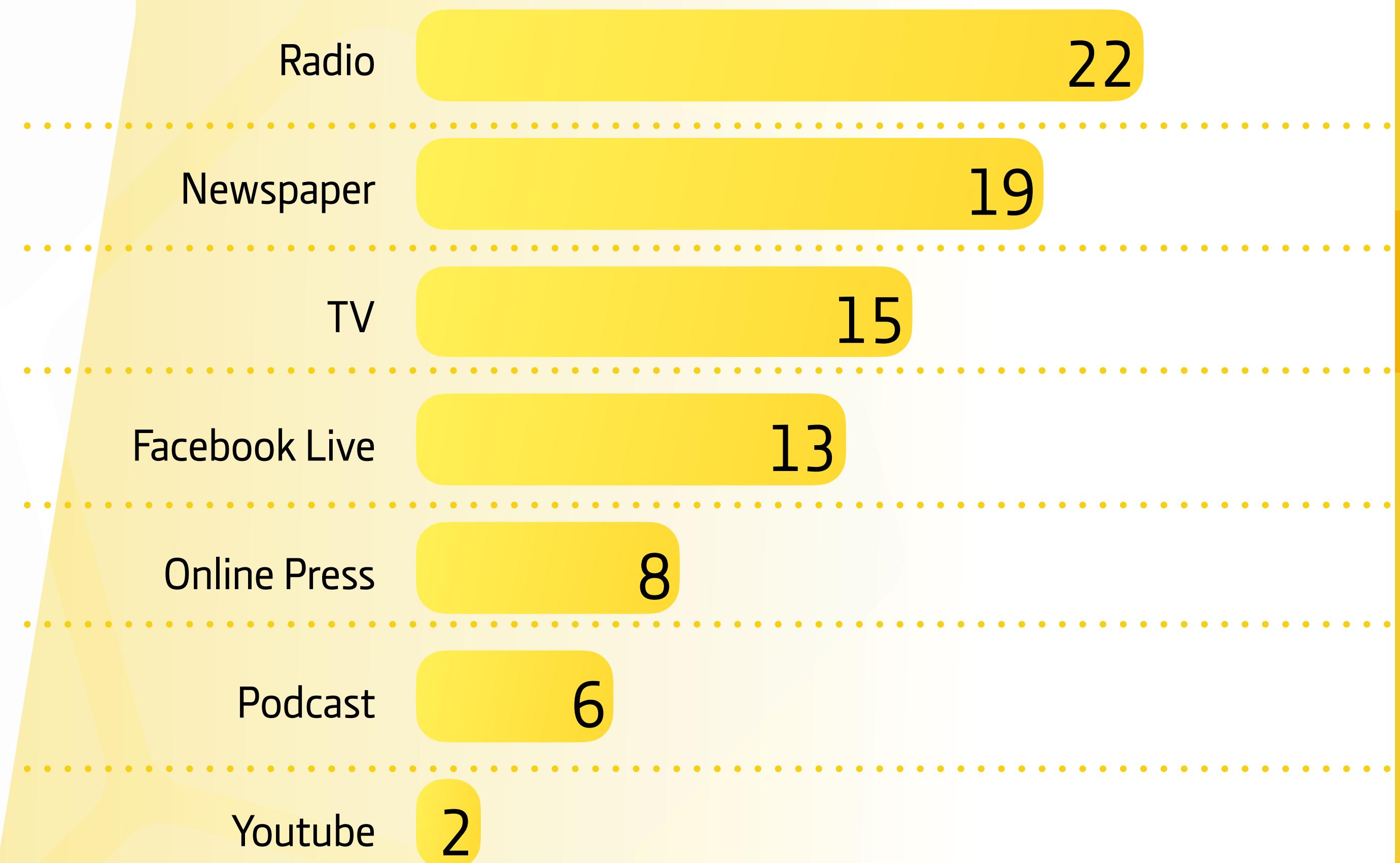
Communications Manager,
Colmena66

*Not knowing about opportunities
should not be another obstacle.”*

Celebrity Bees: Colmena66 in the News

In 2019, we
appeared **85 times**
in the news.

These media appearances are valued at \$139,774 had we paid for it. The most frequent channels were radio, online press, television, and Facebook Lives.





Queen Bees

**Advisory Board &
Sponsors**

.....

Meet our Advisory Board



Lucy Crespo,
CEO, Puerto Rico Science,
Technology & Research Trust

For over 30 years she held several positions in Hewlett-Packard PR, the latest as general manager of the Business Enterprise division. She developed, implemented and managed activities such as product launches, research and development, manufacturing, customer services, re-engineering processes, business planning and delivery service. She provided support to the operations of the supply chain in Europe and Mexico and managed the Latin-American operation Unix. Under her leadership, HP-PR received the Presidential Award for Quality HP. Crespo was the first woman president of the PRMA, winner of the Héctor Jiménez Juarbe prize and has been recognized by various institutions, including the Chamber of Commerce, SME, AIHE, ASQ and Illustrious College.



Sofía Stolberg,
Piloto Labs

Serial entrepreneur, mentor and entrepreneurship ecosystem developer with experience across diverse industries and international markets. She is the CEO of Puerto Rico's first coworking space and growth platform for entrepreneurs: Piloto 51. Co-founder and CEO of Codetrotters Academy, the first hacker school in Puerto Rico and the Caribbean. As an ecosystem developer, Sofía has helped strengthen underdeveloped entrepreneurial and startup communities internationally. She co-directs the Founder Institute Puerto Rico chapter and has previously collaborated with Babson College, leading and advising international multi-stakeholder entrepreneurial initiatives to support and accelerate the development of high growth ventures.

Meet our Advisory Board



Nerma Albertorio,
Centro para Emprendedores

Founder of Centro para Emprendedores and 100 Ventures with over 18 years of experience in creation and implementation of entrepreneurship education and training programs. She is a guest professor in the Universidad del Turabo and Universidad del Sagrado Corazón. Serves as an advisory board member for Echar Pa'lante, Colmena66 and the Internet Society of Puerto Rico. She is also a professional coach, the only Startup Weekend facilitator in Puerto Rico and a Cordes Fellow. Holds a BSBA in Marketing from the University of Puerto Rico, an MS in Nonprofit Organizations Management from Universidad del Sagrado Corazón and a Professional Certification in European Communications from Foro Europeo.



Laura Cantero,
Grupo Guayacán

Executive Director of Grupo Guayacán, Inc. Prior to joining Guayacán, Laura was Program Director at Foundation for Puerto Rico and worked as Manager at the Latin America Financial Services (LAFSA) practice for Ernst & Young in Panama. She has over fifteen years of experience in the financial services industry (banking and insurance), specifically in the implementation and delivery of organizational effectiveness and corporate change initiatives focused on improving company performance. Laura holds a bachelor's degree in Economics from The Wharton School, University of Pennsylvania and an MBA from IE Business School in Madrid.

Meet our Advisory Board



José Iván Vega Torres,
Economic Development and Business
Center (CNDE), University of Puerto Rico,
Mayagüez Campus

- Has been Director of the CNDE since its establishment in 1986. He is editor and co-author of How to Establish a Small Business in Puerto Rico, co-chair of the National Forum on Entrepreneurship Education held annually at UPRM and is a key player in the NewVenture Design Experience faculty team. He teaches courses in marketing and entrepreneurship, is a founding member of the UPRM E-Ship Network, an innovation support ecosystem within the University. He is passionate about helping innovators make the right business connections, encouraging social entrepreneurship, and promoting an enterprising mindset among faculty and students.



Ricardo Burgos,
Innovation Agent

- Serial entrepreneur, consultant and innovation agent with multidisciplinary skills developed over twenty-five years of professional experience. Considered a creative and forward thinker, Ricardo's experience spans several areas of expertise, such as: creative industries development, retail sales, youth marketing, digital communications, publishing, content strategy, cultural and creative event production, creative direction, design thinking, Agro-Industrial enterprises, as well as other areas of analysis such as: business culture and project management.

Meet our Advisory Board



Jorge González,
Partner, Tactical Media

- During his senior year at American University, he began developing the business plan for Tactical Media Group (TMG) and in 1999 co-founded the company. Jorge is the COO of the enterprise and is responsible for the R&D spectrum of the corporation. He is committed to the development of the OOH industry, as he's one of the founding members of the Outdoor Advertising Association of Puerto Rico (OAAPR).
- Jorge is also dedicated to the entrepreneurial development growth in the Island and is one of the founding members of the Entrepreneurs Organization (EO) - Puerto Rico Chapter.

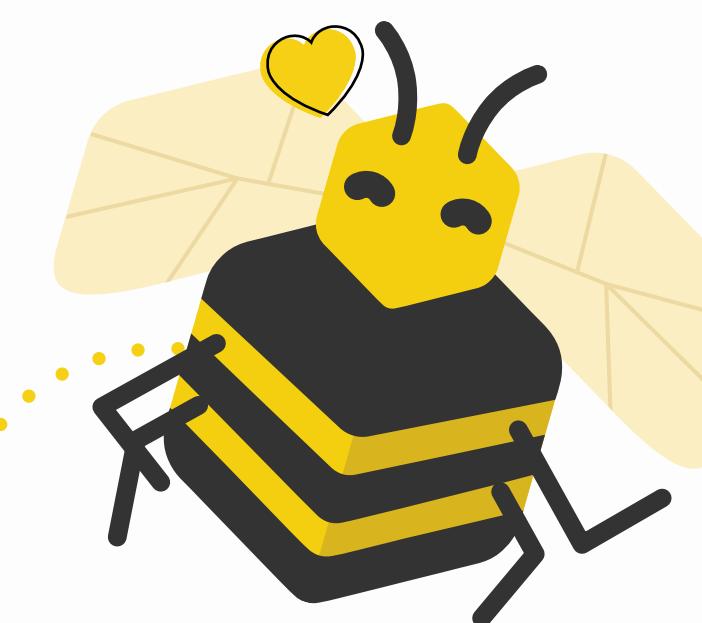


Jorge Rodríguez,
President & CEO, PACIV

- Global leader in industrial automation solutions with over 30 years of experience in: instrumentation, commissioning, qualification and computer system validation for the Biotechnology, Pharmaceutical and Medical Devices industry.
- He is a Harvard Business School alumni, holds a Master in Business Administration from the University of Puerto Rico and a Bachelors of Science in Electrical Engineering from Syracuse University and is a licensed Professional Engineer in Control Systems in Indiana and Puerto Rico. Prior to founding PACIV, he worked for over 8 years as a control system engineer in various positions within Westinghouse Electric, Eli Lilly & Co. and J&J Janssen .

Thankful Bees

We have so many reasons
to be thankful.



At Colmena66 we have a phenomenal support network that allows us to give a helping hand to our entrepreneurs in every step of their way. This is not a simple job, and we wouldn't be able to accomplish this if it weren't for our magnificent allies and collaborators.

SBIR Committee

David Pérez

Department of Economic Development and Commerce of Puerto Rico, DDEC

Denisse Rodríguez

Colmena66, Puerto Rico Science Trust

Ernesto Cruz

Puerto Rico Science Trust

Félix Cabrera

Federal Contracting Center, DDEC

Gretchen Molina

Puerto Rico Information Technology Cluster

Jahannie Torres

Colmena66, Puerto Rico Science Trust

James Pérez

Department of Economic Development and Commerce of Puerto Rico, DDEC

Jorge Betancourt

Small Business Administration, SBA

José Vega

University of Puerto Rico, UPR

José L. Ayala

University of Puerto Rico, UPR

Juan Figueroa

Puerto Rico Science Trust

Katerina Sánchez

Grupo Guayacán

Manuel Lobato

University of Puerto Rico, UPR

María Amador

University of Puerto Rico, Mayagüez

Moraima De Hoyos

University of Puerto Rico, Mayagüez

Nelson Perea

PRTEC

Pedro Acevedo

Federal Contracting Center, DDEC

Ramón Vega

PRIMEX

Ricardo Burgos

Puerto Rico Science Trust

Samuel Merced

Colmena66, Puerto Rico Science Trust

Sebastián Vidal

Parallel18, Puerto Rico Science Trust

Sofía Vázquez

Puerto Rico Information Technology Cluster

Ubaldo Córdova

University of Puerto Rico, Central Administration

Valentina Pirazzi

Puerto Rico SBTDC

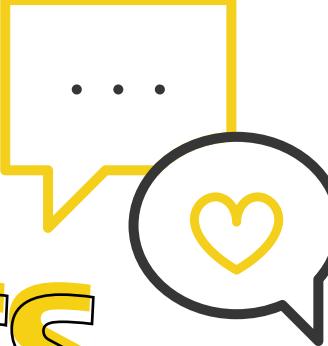
Andreica Maldonado

Grants Program, Puerto Rico Science Trust

Francisco García

PRIMEX

Mentors



One of the top reasons why entrepreneurs reach out to us is to seek mentorship, so we made a call to some of our go to experts and raffled an hour of their time amongst the entrepreneurs that filled out our annual survey.

We were hoping for two or three mentors, but were pleasantly surprised to have eight top notch professionals eager to answer our call and donate one-hour mentorships.

Thanks to this wonderful group of mentors:

Wanda Fraguada

Marketing Manager, Parallel18, Puerto Rico Science, Technology & Research Trust

Lucy Crespo

CEO, Puerto Rico Science, Technology & Research Trust

Lcda. Maristella Collazo Soto

Member & Vice-president
Dept. Intellectual Property, Ferraiuoli, LLC

Manuel Cidre

Founder of Los Cidrines & Empresarismo con Calle

Lcdo. Alexiomar Rodríguez

Founder, Seed Law, LLC

Sofía Stolberg

Co-Founder & CEO, Piloto 151

Lourdes Burgos

Education and Community Outreach Manager, ConsumerPR

Cynthia Martínez

Founder & CEO, LeadUps Labs

- In Colmena66
- we are fans of
- startups.

We were extremely happy of being able to offer two lucky entrepreneurs the gift of a one-month subscription to two amazing local services:

p.R.Oduce!

Guilty

Thankful Bees



Teamwork is one of our trademarks. We were fortunate to have Dr. Manuel Lobato and Dr. Javier Rodríguez, from UPR i+c providing us with their expert advice throughout the process of designing our data collection strategy for this impact report.



Commitment is an incredibly valuable asset. We are deeply thankful to our friends in New York: Javier Silva and Tony Davis from the Federal Reserve Bank for their continuous and consistent allegiance to Puerto Rico's entrepreneurial ecosystem, especially to their support of Tu Camino Empresarial Tour and BE Fest.



In 2019 we had our first edition of the Boricua Emprende Fest, the most inclusive celebration of entrepreneurship in Puerto Rico. To summon more than a thousand attendees wouldn't be even imaginable without the amazing team of devoted volunteers that made it possible, we will forever be thankful to them for flawlessly running our first biggest event. We are profoundly grateful to our BE Fest mentors, for trusting us and gifting us with their time and expertise. And last but not least, our speakers, that supported us and heightened our event with powerful and relevant content.

Tu Camino Empresarial Tour

We love to meet and connect in one place with the resources in Puerto Rico that help entrepreneurs at every stage of development. We have the pleasure of doing so thanks to our resource partners that actively support us and always say yes. It is fundamental for us to also thank the experienced entrepreneurs from various industries that provide individualized mentoring in our TCE Tours.



To our Resource Network, thank you!

Our eternal gratitude goes to our accomplices, our partners in crime, the people that are always available to brainstorm, to improvise, to exchange experiences, to learn with us and give us never ending lessons about our entrepreneur's needs and challenges. It is an absolute honor to have you as our partners and friends. You make our jobs easier and you are our perfect match. We love co-designing projects and adventures with you. It is our privilege to continue to co-build a resilient local ecosystem by your side.

To you, our Resource Partners, for your unwavering support to our entrepreneurs and business owners. Thank you for always showing up, no matter what and no matter where. Thank you for being open to exploring new ideas, events and tools with us. Thank you for sharing insights, learned lessons, feedback, your daily struggles and opportunities for collaboration. Thank you for supporting us in the co-design of the Tu Camino Empresarial and the Boricua Entrepreneur Fest projects. To many more!



Colmena66
Tu Camino Empresarial



Puerto Rico
Science, Technology
& Research Trust

(787) 525-4111
info@colmena66.com

This report was prepared by the Colmena66 team utilizing their SourceLink Pro database, as well as pre and post event surveys to their entrepreneurs, business owners and resource partners in Tu Camino Empresarial and the Boricua Entrepreneur Fest.
Copyright © 2020 Colmena66, Puerto Rico Science, Technology & Research Trust