

Impact Report 2021





WHO WE ARE

36 Degrees North (36°N) is Tulsa's basecamp for entrepreneurs, startups and innovators.

WHAT WE DO

36°N provides the high-quality workspace, helpful resources and diverse community needed to build growing companies that drive economic impact in the Tulsa region.

HOW WE DO IT

We support our members across three locations with access to coworking, incubator and accelerator programs, a driven community, and over \$1M in perks and discounts.

2021 RESULTS



387
Companies
Served

↑ 11%



2,181
Total Jobs

↑ 38%



\$111.3M
Gross Sales

↑ 19%

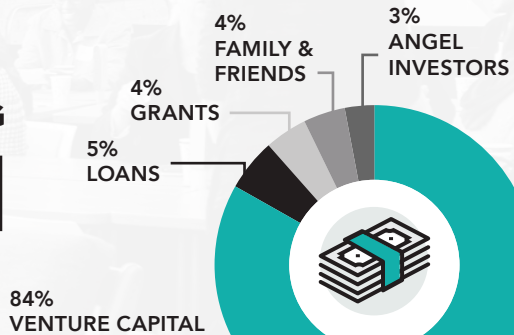
160
Products
Launched

27%
BIPOC
Membership

TOTAL MEMBER FUNDING

\$25.6M

↑ 29%



ECONOMIC IMPACT

\$572.5 MILLION

5 YEAR TOTAL

Direct-effect impact is based on gross sales and funding for all 2021 members and graduates from the previous four years, unless acquired or moved out of state.

COWORKING

1,591 MEMBERS



36°N, UMA Tulsa, and Tulsa Tech launched and graduated the first cohort of the **Hispanic Entrepreneurs' Academy**, a 10-week business bootcamp entirely in Spanish.



Build in Tulsa launched **Female Founders Pitch Night**, a quarterly event awarding winners with startup resources and membership to 36°N.



The **36°N Team** doubled in size to support the growing number of members across our 3 locations.



36°N partnered with Greenwood Cultural Center to launch **Black Gold**, a speaker series hosted by local black entrepreneurs detailing their stories and the stories of those who built Historic Black Wall Street.



36°N joined the **Global Accelerator Network (GAN)** and became a founding partner of GAN Hubs, which gives founders access to over \$1M in startup perks and discounts.

Accelerated Spanish

Accelerated Spanish, a revolutionary Spanish fluency program, grew its team to 16 people across 8 countries, teaching over 3,000 students and earning over \$1M in the last 2 years.

tulsa remote

Tulsa Remote welcomed over 850 remote workers and entrepreneurs to Tulsa, bringing diverse, bright, and driven individuals to our city to build community, collaborate, and network.

INCUBATOR

35 COMPANIES

13 RESOURCE + CAPITAL PROVIDERS



In September, **36°N** opened one of the largest state-certified tech incubators in Oklahoma, which reached over 70% capacity by the end of 2021.

Volt

Volt (formerly RespondFlow) closed a \$2.5M seed round to enable solving compliance for the next generation of telecom.



Plant Seeds moved product production to Oklahoma and landed its vertical gardening planters in 454 Walmart stores nationwide.



9B, a data technology consulting company, became one of the few Certified B Corps in the state of Oklahoma.



Boddle Learning and **QuirkChat** were selected as winners of Pharrell Williams' Black Ambition Initiative, receiving a total of \$300,000 in seed funding.



ACT House, a hub for cross-cultural collaboration, launched its Tulsa-based accelerator at the Incubator with 9 graduating companies from the first cohort and 4 going on to raise and close funding rounds.



36°N partnered with Devon Energy to launch the Innovation Scholarship for energy-tech startups driving the future of Tulsa's innovation and entrepreneurial ecosystem.

PARTNERS

SUMMIT

GEORGE KAISER
FAMILY FOUNDATION



RIATA CENTER
FOR ENTREPRENEURSHIP
AT SPEARS BUSINESS



INCUBATOR



COMMUNITY



PROGRAMMING

1 Million Cups • Black Wall Street Chamber of Commerce • City of Tulsa • Entrepreneurs' Organization Tulsa • EY • Fab Lab Tulsa • Greenwood Cultural Center • Hemphill Create • The Forge • Fab Lab Tulsa • Hispanic Young Professionals & Entrepreneurs • Holberton Tulsa • i2E • Kitchen 66 • OCAST • OK Coders • Oklahoma Manufacturing Alliance • OSU New Product Development Center • Oklahoma Women in Tech • ORU Stovall Center for Entrepreneurship • REI Women's Business Center • RISE • StarSpace46 • Startup Grind • StitchCrew • Techlahoma • Techhire • TEDC Creative Capital • The Forge • The Mine • Tulsa City-County Library • Tulsa Community College • Tulsa Small Business Connection • Tulsa Web Devs • TYPROS • U.S. Small Business Administration

TEAM

Devon Laney
President & CEO

Jamie Leupen
Director of Marketing & Communications

Tara Payne
Member Success Coordinator: Camp II

Abbey Wells
Member Success Coordinator: Basecamp

Liz Watts
Marketing & Events Coordinator

Bayonia Marshall
Member Support Associate

Charis Knorr
Member Support Associate

Abbey Marino
Director of Programs

Keith Richardson
Director of Operations

Rachel Knorr
Member Success Coordinator: Incubator

Rachel Brown
Member Support Associate: Basecamp

Larry Nevins
Member Support Associate

Obum Ukabam
Member Support Associate

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36 Degrees North Co. is a 501c3 not-for-profit organization

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