COHORT 2
COMPANY PROFILES

MAIN STREET
ENTREPRENEURS
SEED FUND
ABOUT THE MAIN STREET ENTREPRENEURS SEED FUND

The Main Street Entrepreneurs Seed Fund is a part of Georgia State’s effort to create an entrepreneurial ecosystem of resources to support entrepreneurs and innovators. With an emphasis on fostering inclusive entrepreneurship, the MSESF is a six-month program created to support underrepresented students, recent alumni and Georgia State community entrepreneurs with seed funding and mentorship to start and grow new ventures.

SUPPORTERS

The second cohort is supported by donations from the Georgia Power Company and Georgia State alumnus, Ahmet Bozer (‘83), a retired executive vice president at Coca-Cola.

The inaugural cohort of the Main Street Entrepreneurs Seed Fund was established with a $300,000 grant from the Marcus Foundation.

The Bank of America Charitable Foundation and The Marcus Foundation have already provided grants to support Cohort 3.

#StateStarts
13 Georgia State Founded Companies

COHORT 2 COMPANIES
Cohort 2
Main Street Entrepreneurs Seed Fund

2021 Cohort Companies

Buzz Coffee and Winehouse
Edusophic Curriculum and Development Solutions
Eidi
EKAT Productions
EthioPay
Food Upcycles
Gaming Community Co.
Karaoke Noir
Meet & Innovate
READI Consulting
Retrograde
The Cheesecake Specialist
Tikler

To view and share detailed profiles on all the MSESF Founders and Companies, visit: eni.gsu.edu/msesf
BUZZ COFFEE AND WIN HOUSE

PROBLEM
Southwest Atlanta has suffered from a lack of services and no community gathering spaces.

SOLUTION
We provide premium coffee and wine, best in class service, and aim to provide a cultural experience for our community through art, music, spoken words, and much more.

BUSINESS MODEL
Brick and mortar independent coffee shop combined with art and wine sales.

TARGET MARKET
The Southwest Atlanta community.

KEY COMPETITORS
Starbucks, Dunkin Donuts, McDonalds.

USE OF FUNDS
90% Marketing and Advertising, 10% Talent Recruitment.

What is your long-term goal? For you? For the company?
My goal for BUZZ Coffee and Winehouse is to continue to grow revenue and to serve other underserved communities in the southwestern part of Metro Atlanta. I also hope to be a catalyst for other businesses to invest in these neighborhoods.

How has your company pivoted from its initial launch?
With COVID-19, we had to think of alternatives to stay afloat during the shutdown. We began selling retail wine and holding virtual wine tastings. The virtual tastings gave us an opportunity to have wine makers from all over the world join our customer base to talk about their wines. We have continued these virtual tastings and now have reopened our dining room for our patrons.

What does entrepreneurship mean to you?
Entrepreneurship means building better communities.

Have you always been entrepreneurial?
I can’t say that I have always been entrepreneurial, but I have always been a problem solver. Seeing a problem in my neighborhood instilled an entrepreneurial spirit that perhaps wasn’t there when I started.

What advice can you offer to entrepreneurs?
Plan for the unexpected, and expect not to have planned for everything.
EDUSOPHIC CURRICULUM AND DEVELOPMENT SOLUTIONS

PROBLEM
Current STEM curriculums are 'out of touch' and not rooted in the intellectual investment of students in local communities because they don’t address immediate community challenges.

SOLUTION
Tailor-made, innovative STEM curriculum focused on specific community-based challenges.

BUSINESS MODEL
Consulting and professional development services as well as curriculum product sales.

TARGET MARKET
K-12 School Districts.

KEY COMPETITORS
Pearson, NearPod.

USE OF FUNDS
50% Payroll, 30% Marketing & Legal, 20% Training.

What does entrepreneurship mean to you?
Entrepreneurship is for those who have a vision for something and a want to create it.

What innovative technologies are being leveraged in your business?
VR headsets, 360-degree cameras, Various EdTech platforms, and technologies that support alternative energy solutions.

What is the most challenging aspect of entrepreneurship?
The most challenging aspect has been to get the right team to mobilize Edusophic; the right mix of talent, grit, perseverance, passion, and accountability in a team.

What is your long-term goal(s)? For you? For the company?
To be a member of group, company, or movement that influences schooling practices in ways to make society more democratic and efficacious in addressing community challenges.

What role has Atlanta played in your entrepreneurial journey?
Atlanta has exposed me to a diversity of schools, curricular approaches, and the corresponding communities of these. My teaching experiences in Atlanta have made me well rounded in the complexities of engaging with diverse communities, making connections, etc.
**How has Georgia State supported you in your entrepreneurial journey?**

Being a part of LaunchGSU is an amazing opportunity which I am very thankful for. It has provided people I can look up to and go to for help and advice in managing and starting up our company.

**What is your long-term goal(s)? For you? For the company?**

The long-term goal for our company is to be accessible internationally and to eventually partner up with other decor shops and sell our products through them as well.

**What is the most challenging aspect of entrepreneurship?**

The most challenging aspect of entrepreneurship is getting started. Having an idea but figuring out how to carry through with it is pretty difficult. I am so glad to be a part of this program because I have people I can look up to and go to for advice and guidance.

**Have you always been entrepreneurial?**

Growing up, I saw my dad run his own business and put in so much time and effort into his company. It inspired me to work hard and look for ways to earn money by doing what I love. I started my own Henna business and every Eid I would put up a stall as a Henna artist. When you do something you love, it does not feel like work, but rather fun and enjoyable.

**What advice can you offer to entrepreneurs?**

Be persistent, reach out to friends and family, conduct surveys for your products and company to get a good grasp of the the potential. Do not be afraid to reach out and ask for help when you need it.

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**EIDI**

**PROBLEM**
A lack of high quality Muslim holiday decorations

**SOLUTION**
Retailer providing a variety of holiday decorations such as inflatables, stationary goods, lights and more for celebrations and holidays

**BUSINESS MODEL**
E-commerce product sales

**TARGET MARKET**
Muslims, 18-30 years of age

**KEY COMPETITORS**
The Muslim Holiday Shop, Days Of Eid

**USE OF FUNDS**
40% Product Development, 25% Marketing, 20% Legal Fees, 15% Hiring & Onboarding
PROBLEM
Video production and editing are expensive, but are one of the most important marketing tools that small businesses can leverage.

SOLUTION
Cost effective video services for small businesses that also provides freelance editors and videographers work opportunities.

BUSINESS MODEL
Fixed-price service packages and custom project-based services.

TARGET MARKET
Small Business Owners and Freelance Video Workers.

KEY COMPETITORS
McIntosh Bros, TC Productions.

USE OF FUNDS
40% Equipment & Other Expenses, 35% Talent, 10% Marketing, 10% Sales, 5% Management.

What does entrepreneurship mean to you?
Entrepreneurship is my way of making a positive impact on the world.

What advice can you offer to entrepreneurs?
One of the hardest things to do is to gather enough self confidence to ask someone to pay you for your product, but never forget that you are valuable, you are talented, and you are worth it.

Has your company participated in any pitch competitions, accelerators or incubators?
Yes, we participated in the ENI 4201 course, Startup Incubation, taught by Entrepreneur in Residence, Ken Mathis. He actually encouraged us to apply to Main Street.

Have you always been entrepreneurial?
Yes, I started EKAT Productions in middle school by making end of season slideshows for my brother’s soccer club and selling the DVDs to the other soccer parents.

How has Georgia State supported you in your entrepreneurial journey?
I enrolled at Georgia State with the goal of learning how to grow my business. When I arrived, I was overwhelmed with the amount of opportunities available. Working as a Student Assistant Video Editor in the Entrepreneurship and Innovation Institute (ENI) helped me learn so much about editing and my business. Also, taking entrepreneurship classes and participating in programs through LaunchGSU and ENI have played a tremendous role in developing the skills I have today.
ETHIOPAY

PROBLEM
Traditional forms of international money transfer are expensive, time consuming and potentially risky

SOLUTION
Allows users to send funds directly to a receiver’s mobile wallet or directly pay for a receiver’s bills

BUSINESS MODEL
Charge a fee for each transaction made inside of the platform

TARGET MARKET
Serviceable Market of $900 million in the United States, and a Total Addressable Market of $5 billion globally

KEY COMPETITORS
Bole, Western Union, Robinhood, Cashapp

USE OF FUNDS
75% Mobile Money License, 17.5% Operation & Inventory, 2.5% Product Development, 2.5% Marketing & Sales, 2.5% Legal

How did you meet your co-founder?
We are from the same Ethiopian/Eritrean community.

Why did you launch your company?
To provide a solution for the problems that the Ethiopian diaspora are faced with when remitting money to Ethiopia.

What advice can you offer to entrepreneurs?
The greatest threat to your future success is your current success. Remain humble and calm in your current endeavors and keep moving forward despite the obstacles.

What innovative technologies are being leveraged in your business?
We are completely bootstrapped and have built out the mobile and web-based application (for both iOS and Android) in the Flutter software development kit and it incorporates a unique development stack including Google Firebase, Apple Push Kit, Stripe API and Cloud Functions.

How has Georgia State supported you in your entrepreneurial journey?
Going to a school located in heart of Atlanta has given me a multitude of opportunities to attend various events and meet many different people. In fact, I was able to acquire the internship I have now through networking. ENI has allowed me to hone in on the entrepreneurial experience and inspired me to think bigger.
**FOOD UPCYCLES**

**PROBLEM**
Lack of outlets to compost

**SOLUTION**
Food waste (compostables) removal service and processing microfarm

**BUSINESS MODEL**
Subscription-based with special single-service-options available

**TARGET MARKET**
Organic restaurants, juice bars, vegan restaurants

**KEY COMPETITORS**
CompostNow, Secondhand Soil

**USE OF FUNDS**
65% Capital, 10% R&D, 10% Supplies, 10% Legal, 5% Talent Recruitment

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**Yazdan Navabi, Founder and CEO**
Alumni, B.B.A. Entrepreneurship B.S. Business Economics ('20)
foodupcycles.org
info@foodupcycles.org

Launched February 2020

**What does Entrepreneurship mean to you?**
Finding better ways (more beneficial ways or smarter ways) to do things.

**Have you always been entrepreneurial?**
I started my own landscaping operation at age 13. When I was 16 my parents bought an Italian fine dining restaurant and allowed me to work there part time and taught me the ins and outs of the business. I also trained and coached people through college as a certified personal trainer.

**What advice can you offer to entrepreneurs?**
Only do the things you love and are the most passionate about. The world is full of paint points or things that can be improved. Find the things you love and start thinking about your own experiences, and talking to other consumers who might provide differing perspectives on the issue at hand.

**What innovative technologies are being leveraged in your business?**
Smartphone app, data analytics and visuals for consumers.

**What role has Atlanta played in your entrepreneurial journey?**
There’s entrepreneurs everywhere! You are definitely exposed to this entrepreneurship and the attitude every day almost everywhere you go in the city; it’s in the culture. There’s also the large corporations presence which reinforces the business mentality.
**PROBLEM**
83% of African American’s play video games on a weekly basis, 2% of video game developers are African American.

**SOLUTION**
We provide access to career paths in the esports and video game industry through STEM-based learning and esports competitions.

**BUSINESS MODEL**
Corporate Social Responsibility and social Impact Budget
B2B sponsorship and media investments

**TARGET MARKET**
Underserved K-12 charter schools and HBCU students and alumni

**KEY COMPETITORS**
Collegiate Star League, NASEF and NACE

**USE OF FUNDS**
30% Program/Curriculum Development, 40% event productions, 30%, Operations

**What advice can you offer to entrepreneurs?**
If you don’t love it, don’t start.

**What is your long-term goal? For you? For the company?**
To be acquired by a technology or media conglomerate

**What does entrepreneurship mean to you?**
Waking up everyday and being better than the day before.

**What role has Atlanta played in your entrepreneurial journey?**
Atlanta is where we were introduced to entrepreneurship and our advisory committee. It opened our eyes where seeing success African Americans is the status quo.

**How did you meet your co-founder?**
We met through a mutual colleague who is also a Georgia State Alumni.
**PROBLEM**
Current karaoke platforms lack diversity in their music catalogs.

**SOLUTION**
A web-based karaoke app that features music created, produced, or inspired by the African diaspora. Karaoke Noir will utilize artificial intelligence to curate songs based on user data and introduces an interactive karaoke solution.

**BUSINESS MODEL**
We will offer subscription plans for individual consumers and commercial plans for KJs (DJs who provide karaoke). We also offer limited party pass plans.

**TARGET MARKET**
Our target market is anyone who enjoys karaoke!

**KEY COMPETITORS**
Karafun, Singa

**USE OF FUNDS**
- 45% Music Licenses/Production
- 45% Product Development
- 20% Business Formation and branding

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**How has your experiences at Georgia State played a role in your becoming an entrepreneur?**
My MBA has played a huge role in becoming an entrepreneur, it has equipped me to identify and solve problems. After completing my MBA I feel confident to understand and tackle the daily role of a CEO. Also, I’ve been able to connect with other alumni entrepreneurs, having a network who can share their experiences has allowed us to learn quickly.

**How did you find your team?**
I reached out to family and friends who I thought would compliment my skillset. I found people who believed in the idea just as much as I do. Find people who make you better, find people who are passionate about the idea – people who want it just as bad as you do.

**What does entrepreneurship mean to you?**
Entrepreneurship to me means freedom. It means creating ecosystems of wealth to provide opportunity, employment and products for my community.

**What role has Atlanta played in your entrepreneurial journey?**
Being in Atlanta has shown me that anything is possible. Atlanta is the mecca for black entrepreneurs, seeing so many black entrepreneurs build their businesses from the ground up, I’ve been encouraged and motivated to build my own company. Also, Atlanta is a hub for black music. I’ve experienced so much musically from concerts and festivals here, I don’t think I would have had these experiences anywhere else.

**What advice can you offer to entrepreneurs?**
Go for it! You truly never know unless you try.
What advice can you offer to entrepreneurs?
When passion runs out, let the obsession for getting your company off the ground guide you to your destination.

What is your long-term goal for your company?
Our long-term vision/destination is to address the pipeline disparity of minority leadership and change the future of work by contributing to the systemic issues keeping POC's heavily out of tech and leadership positions.

What was your major at Georgia State? How did it prepare you to run a business?
I graduated with a degree in Economics. My degree gave me a strong background in statistics, along with skills in mathematics. It will make it easier for me to determine which investments are profitable, how much to charge for specific products and services, and handle complex budget issues.

What role has Atlanta played in your entrepreneurial journey?
The Atlanta entrepreneurship ecosystem has played a significant role in my entrepreneur journey. I have met so many successful startup founders that have given me an opportunity to ask questions and learn from their success and failures.

What does entrepreneurship mean to you?
It means consistently showing up because my company is so much bigger than me.
Why did you launch your company?
Although cliche, I started READI because I want to be the change. After years of working in adult education and non-profit sector, I saw a need to be more intentional and efficient in providing work readiness training for the underemployed. READI’s workforce training helps companies fill open positions by upskilling and reskilling entry-level workers.

What innovative technologies are being leveraged in your business?
READI is leveraging virtual reality technology to reskill and upskill entry-level workers. VR headsets combined with a VR learning platform allows adults to advance their employment skills and earn certifications for better employment opportunities.

What is the most challenging aspect of entrepreneurship?
Entrepreneurship can be lonely. You need a mentor and a community of like-minded people. Although friends and family support your startup, they don’t understand why you don’t give up when it isn’t succeeding. It is hard to put your passion and commitment into words such that others understand your drive.

What is your long-term goal for your company?
My goal is to design and activate the virtual reality training platform by 2022. READI intends to scale by seeking training opportunities with the Dept. of Labor and introducing this learning tool into underserved communities, such as juvenile justice programs, pre-release /post release prison programs, and as a supplemental learning platform for adult education non-profits.

What advice can you offer to entrepreneurs?
Entrepreneurship is the Olympics of career-building; you need a coach; you need a team; and you need timing and opportunity to get to the gold.
PROBLEM
Current feminine products on shelves contain bleaches, dyes, pesticides, fragrance and synthetic materials that can be absorbed through the body and affect long term health and reproductivity.

SOLUTION
A plant based pain-reliving tampon

BUSINESS MODEL
Direct to consumer, subscription service, e-commerce and wholesale

TARGET MARKET
Gen Z, Millennials and Endometriosis patients

KEY COMPETITORS
Daye, Tampax, Dame, Viv for your v and Floria

USE OF FUNDS
50% Legal & FDA/Regulatory, 30% Prototype Manufacturing & Testing and 20% Marketing

How has your experiences at Georgia State played a role in your becoming an entrepreneur?
As a film student, we’re taught to look at the world through an artistic, purposeful lens. This taught me the power in personal/shared perspective and how impactful it can be. Learning from courses within the Entrepreneurship & Innovation Institute program specifically is what gave me the confidence to launch Retrograde.

How did you find your team?
Network, network, network! Put yourself in the places where your dream team members would be. While my team is still small, they are the most perfect individuals I could ask for. I met each of them through talking to others and putting myself out there to receive them.

What does entrepreneurship mean to you?
Entrepreneurship is where purpose and values meet self actualization.

What role has Atlanta played in your entrepreneurial journey?
Atlanta is a startup ecosystem with a plethora of resources and rich entrepreneurial culture.

What advice can you offer to entrepreneurs?
I highly recommend these books to anyone interested in pursuing entrepreneurship:
The Obstacle is the Way by R. Holiday and Big Magic by E. Gilbert
How has your company pivoted from its initial launch?
When I initially launched, I was making 10-inch cheesecakes exclusively. This size is good for a family or a small gathering but not for an individual. One way I pivoted is by offering mini cheesecakes. They are similar in size to standard cupcakes and very visually appealing. My assorted minis have since become my most popular offering.

How has your experiences at Georgia State played a role in your becoming an entrepreneur?
Georgia State University has greatly supported me as an entrepreneur in a variety of ways. A major reason I decided to attend GSU is because I wanted to continue growing my business while going to school. Opportunities and resources like Main Street and LaunchGSU confirm I made the right choice. LaunchGSU has connected me with other student entrepreneurs, and from an academic standpoint, my accounting and finance courses have taught me the importance of keeping good financial records. I have also had the opportunity to practice pitching through the College Entrepreneurs’ Organization (CEO) and a start-up simulator competition through the Joiner Achievement Academy (JAA).

What is your long-term goal(s)? For you? For the company?
My long-term goal is to start and exit multiple ventures in my lifetime. When I get older and look back on my life, I want to know that I added value to the world. Through my companies, I want to create jobs and be the kind of leader that supports my team in accomplishing their goals. My long-term goal for The Cheesecake Specialist is to ship my cheesecakes nationwide.

What role has Atlanta played in your entrepreneurial journey?
I believe that representation matters. Atlanta has played a huge role in my entrepreneurial journey by exposing me to numerous Black women building and running successful businesses.

What advice can you offer to entrepreneurs?
Commit to the journey of entrepreneurship. Make the decision before you start a business that you are in this for the long haul. Some would say that entrepreneurship is a marathon, not a sprint.
How has your formal education/experiences played a role in becoming an entrepreneur?

Our team members have educational backgrounds in business and IT, and all of our co-founders work at SaaS companies. We believe this combination played an integral role in motivating us to come up with a business solution of our own. The pandemic quarantine has also been a huge factor with all of us working and collaborating from home.

What innovative technologies are being leveraged in your business?

Using cloud-based technologies to create better business process standardization.

What role has Atlanta played in your entrepreneurial journey?

Atlanta is home to a lot of tech startups and it just helps fuel our drive.

What does entrepreneurship mean to you?

Solving problems and having fun doing it!

How has Georgia State supported you in your entrepreneurial journey?

Georgia State has given us exposure to the business community and great networking opportunities.
The Main Street Entrepreneurs Seed Fund is administered by a Core Team of faculty and staff from Georgia State University's Entrepreneurship and Innovation Institute.*

Lyshandra Bennett ('02)
Business Manager

Erica Bracey ('01)
LaunchGSU Manager

Jackie Davis ('09, '12 & '18)
Associate Director

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Entrepreneur in Residence

Jamine Moton
Entrepreneur in Residence

Jennifer Sherer
Director

Additional ENI Staff:
Deniece Griffin
George Rhone (17)

ENI Student Assistants:
Sydney Tyler
Caleigh Gulsby

*We’d also like to recognize the many faculty and staff who have provided guidance and counsel to the Main Street Entrepreneurs Seed Fund founders and companies along their entrepreneurial journeys. The program is designed to intentionally leverage broad support from across the university and beyond.
The Main Street Entrepreneurs Seed Fund leverages Atlanta’s thriving ecosystem to support its founders. We’d like to recognize the community and corporate partners, investors and philanthropists who have contributed to supporting and advancing underrepresented entrepreneurs from the Georgia State community.

Internal Reviewers:
- Berkley Baker (’15)
- Lyshandra Bennett (’02)
- Erica Bracey (’01)
- Matt Bramblett
- Jackie Davis (’09, ’12 & ’18)
- Tia Forbes
- Greg Gimpel
- Andy Goldstrom
- Geoffrey Graybeal
- Kim Knight
- Donald Lamar (’02)
- Ben Lawrence
- Ken Mathis (’75 & ’79)
- Janet Orr
- Garima Sharma
- Elizabeth Strickler (’92 & ’07)
- Thomas Taggart
- Paul Wilson
- Karen Wheel-Carter

External Reviewers:
- Nancy Cleveeland
- Ashley "Bella" Daramola (’10)
- Stefanie Diaz
- Blanca Garcia
- Junior Gaspard (’06)
- Lauren Haile
- Arun Jain (’00)
- Stefanie Jewett
- Randall Kent (’08)
- Nakia Melicio
- Charles Potts (’84)
- Burunda Prince
- Kim Seals
- Michael Sengbusch
- Greg Sloan (’95 & ’02)
- Ashish Thakur
- Nammy Veirdre

Workshops Facilitators:
- Jermaine Brown
- David Eckoff
- Yuri Eliezer (’12)
- Krishnan Hariharan
- Umama Kibria (’14)
- Matthew May
- Kathryn O’Day
- Kim Seals
- Alex Sherman

Demo Day Judges:
- Shila Nieves Burney
- Kathryn O’Day
- Cade Joiner
- Daniela Salamanca (’13)
- Paul Salamanca (’13)
- Josh Tatum (’04)

Corporate and Philanthropic Partners:
- Ahmet Bozer (’83)
- The Bank of America Charitable Foundation
- Georgia Power Company
- The Marcus Foundation
The Entrepreneurship and Innovation Institute (ENI) at Georgia State University fulfills a university-wide mandate to strengthen the entrepreneurial and innovation culture across campus. ENI aims to be a national model for inclusive entrepreneurial education and innovation. Its activities span academics, co-curricular activities, and community and industry partnerships.

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