CAPE COD COMMISSION

Barnstable County
FY27 License Plate Grant Application Submission

CapeTide Economic Development Corporation

CONTACT INFORMATION

Organization Name: CapeTide Economic Development Corporation
Location: 5 Patti Page Way, Centerville, MA 02632
Project Manager Name: Christin Marshall
Project Manager Title: Executive Director, CapeTide
Project Manager Email: christin@capetide.org

PROJECT INFORMATION

Name of Project: CapeTide Entrepreneurial Ecosystem Expansion

Brief Project Description:
CapeTide Entrepreneurial Ecosystem Expansion will help more Cape Cod residents turn business ideas into viable local businesses. Building on CapeTide's 2026 pilot Accelerator and Intensive, grant funding will support expansion to three cohorts in 2027: two 3-week Accelerators and one 12-week Intensive, serving up to 36 entrepreneurs at no cost. Participants will develop practical business skills, test and strengthen their ideas, and build relationships with experienced local mentors, instructors, and advisors. The project will also engage more than 100 established volunteer professionals in supporting emerging businesses, strengthening Cape Cod's entrepreneurial pipeline and the relationships that make its small-business economy more resilient.

How does the project advance one or more 2024 Cape Cod CEDS Key Actions?
CapeTide directly advances the CEDS Key Action "Provide Opportunities for Organizations and Entrepreneurs to Pilot Ideas," which calls for expanding entrepreneurial support programs, increasing access to funding, and creating opportunities for new businesses to test ideas.

Building on its 2026 pilot Accelerator and Intensive, CapeTide will expand to three cohorts of entrepreneurs in 2027: two three-week Accelerators and one 12-week Intensive, providing up to 36 entrepreneurs with free, intensive support. The Accelerators give participants a structured setting to test assumptions and strengthen business ideas before making significant investments of time or

money. The Intensive provides deeper education, mentorship, accountability, community connections, and opportunities to access capital for entrepreneurs ready to launch or grow.

CapeTide will also mobilize more than 100 established Cape Cod professionals as mentors, instructors, advisors, judges, and other volunteers. By connecting entrepreneurs with practical expertise, feedback, and relationships, CapeTide helps them move from an idea toward a viable, sustainable local business.

What economic development needs/priorities will this project address?
The 2024 CEDS identifies a clear regional need to help entrepreneurs move from idea to establishment and to help existing local businesses succeed and continue. It specifically prioritizes expanding participation in business-skills programs, helping entrepreneurs navigate the small-business ecosystem, increasing access for underserved populations, and giving businesses opportunities to test ideas before making significant investments. This need has become more urgent since EforAll, identified in the CEDS as a lead actor for this work, closed its Cape Cod program in 2025.

CapeTide addresses this gap by providing free, intensive business education, mentorship, and opportunities to test assumptions and apply new skills to real businesses. The project will serve entrepreneurs at different stages: the Accelerators help early-stage participants determine whether and how to move an idea forward, while the Intensive helps operating and emerging businesses strengthen pricing, finances, customer strategy, and plans for sustainable growth.

The project also addresses the need for stronger connections within Cape Cod's small-business ecosystem. Entrepreneurs are matched with experienced local professionals who provide industry knowledge, financial guidance, market insight, introductions, and ongoing support that many participants could not readily assemble on their own.

One current CapeTide Intensive participant demonstrates this need. After selling custom clothing at farmers markets, she recently opened a small retail shop in Orleans. She now makes the clothing, sells at markets, and staffs the shop herself, often working 13-hour days. In CapeTide business classes, she'll work on creating a viable business model, pricing, marketing, and more. Also, CapeTide matched her with three mentors: a successful clothing retailer, a former farmers-market entrepreneur with knowledge of the Lower Cape, and a professional with strong financial expertise. They meet weekly to help her improve pricing, grow revenue, build a sustainable year-round business, reclaim some of her time, and eventually hire employees. Her experience illustrates how targeted business support can help a promising local venture move from survival toward stability and growth.

What is the anticipated impact of this project on these economic development needs/priorities? How will this project support Cape Cod's economic resiliency?

The project's immediate impact will be to provide up to 36 Cape Cod entrepreneurs with free, intensive support through two three-week Accelerators and one 12-week Intensive. Participants will strengthen their business skills, test assumptions before making major investments, improve their strategies for pricing and growth, and build relationships with experienced local professionals. The project will also engage more than 100 mentors, instructors, judges, advisors, and other volunteers, creating stronger connections between emerging businesses and the region's existing expertise.

For Intensive participants, CapeTide will provide 45 hours of business education, a dedicated three-person mentor team that meets with the entrepreneur weekly, and public opportunities to test and present their businesses. These resources can help entrepreneurs move from idea to launch, turn side businesses into primary employment, make existing businesses more sustainable, and eventually create jobs. CapeTide's long-term target is for at least 70% of Intensive businesses to remain in operation.

CapeTide will measure both immediate participation and longer-term economic outcomes. During the grant period, it will track enrollment, completion, mentor engagement, public presentations, and participant feedback. Through an annual alumni survey, CapeTide will track businesses launched, businesses remaining in operation, revenue generated, and full- and part-time jobs supported.

The project supports Cape Cod's economic resiliency by increasing the number and sustainability of locally owned businesses, strengthening year-round economic activity, and helping entrepreneurs build the skills and relationships needed to adapt when conditions change. It also creates a repeatable way for established professionals to invest their expertise in the next generation of local businesses. Over time, this combination of stronger businesses and stronger connections will help diversify economic opportunity, retain talent and economic activity in the region, and make Cape Cod's economy better able to withstand future disruptions.

Are there any anticipated challenges to implementing the project within the required timeframe of the grant award?

CapeTide does not anticipate significant challenges completing the project within the required timeframe. The project expands programs, curriculum, volunteer systems, and community relationships that CapeTide developed and tested in 2026 rather than requiring creation of a new program model. The 2027 calendar is already established, with Accelerators planned for March and May and the Intensive planned for the fall. CapeTide will align all grant-funded activities, deliverables, and reporting with the contract period to ensure completion within one year of contract execution.

The primary implementation challenge is coordinating the large number of volunteers required for CapeTide's high-touch model. CapeTide has already demonstrated its ability to recruit and retain this community: 26 of its 30 original 2026 mentors had previously volunteered with the program leadership. Established systems for recruitment, orientation, mentor matching, scheduling, communication, and feedback will be used to manage volunteers and maintain consistent program delivery in 2027.

Would the funding be used to support a grant program? Yes / No
No

Which municipality or municipalities are supportive of this project? (Optional)
Orleans, Barnstable

SCOPE OF WORK AND TIMELINE

Task 1

Description: Deliver First 2027 Accelerator - Conduct outreach and a competitive application review to select up to 12 Cape Cod entrepreneurs for CapeTide's first three-week Accelerator of 2027. Provide free, intensive business education and hands-on opportunities to test and strengthen business ideas, supported by volunteer instructors, Table Coaches, and members of the Cape Cod business community.
Deliverable: Completed first 2027 three-week Accelerator serving up to 12 competitively selected entrepreneurs, including intensive business education, hands-on application of program concepts, participant feedback, and a public presentation where entrepreneurs share their businesses and receive community input.
Estimated Completion Date: March 16, 2027

Task 2

Description: Deliver Second 2027 Accelerator - Completed second 2027 three-week Accelerator serving up to 12 competitively selected entrepreneurs, including intensive business education, hands-on application of program concepts, participant feedback, and a public presentation where entrepreneurs share their businesses and receive community input.
Deliverable: Completed second 2027 three-week Accelerator serving up to 12 competitively selected entrepreneurs, including intensive business education, hands-on application of program concepts, participant feedback, and a public presentation where entrepreneurs share their businesses and receive community input.

Estimated Completion Date: May 25, 2027

Task 3

Description: Launch and Deliver the 2027 Intensive Through Progress Pitch - Recruit, evaluate, and select up to 12 entrepreneurs through a competitive, multi-stage process involving volunteer application readers and interviews. Launch the 2027 Intensive, match each entrepreneur with a dedicated three-person mentor team, and deliver the portion of the program scheduled through November, including business education, weekly mentor meetings, and the Progress Pitch. CapeTide will complete the remaining classes, mentor meetings, Final Presentations, and Showcase and Celebration in December using other organizational resources.
Deliverable: Up to 12 competitively selected entrepreneurs enrolled in the 2027 Intensive; completed Mentor Matching and formation of three-person mentor teams; all classes and weekly mentor meetings scheduled through November delivered; and completed Progress Pitch demonstrating participants' application of program concepts and progress toward their business goals.
Estimated Completion Date: Nov. 2027

Task 4

Description: Partnership Engagement and Outcome Measurement - Work with project partners to expand entrepreneurs' access to regional relationships and resources, including CapeTide's participation in the April 2027 CCYP Summit. Track participation and program outcomes, conduct CapeTide's annual Intensive alumni survey, and collect participant and volunteer feedback to guide continued program improvement.
Deliverable: Completed CCYP Summit participation; annual alumni survey measuring business launches, businesses remaining in operation, revenue generated, and jobs supported; and 2027 program data documenting entrepreneurs served, program completion, mentor and volunteer engagement, public presentations, and participant feedback.
Estimated Completion Date: Nov. 2027

PROJECT PARTNERS

Project Partner 1:

Name: Cape Cod Chamber of Commerce
Title: CEO, Paul Niedzwiecki
Email: paul@capecodchamber.org
Role/Description: The Cape Cod Chamber of Commerce provides paid administrative and operational services supporting project implementation, including employing CapeTide staff, administering payroll and benefits, providing financial and administrative infrastructure, and making office and

meeting space available. The Chamber also connects CapeTide with the regional business community and supports its long-term organizational stability.

Project Partner 2:

Name: CCYP - Cape Cod Young Professionals
Title: CEO, Emily Wagner
Email: emily@ccyp.org
Role/Description: Cape Cod Young Professionals will help connect CapeTide entrepreneurs with its network of young professionals and local business leaders. CapeTide will participate in CCYP's April 7, 2027 Summit, sharing lessons from its work with local entrepreneurs and helping attendees explore how to start, grow, or support businesses on Cape Cod. The organizations will also pursue ongoing opportunities to connect CapeTide entrepreneurs with relationships, resources, and expertise that can support their businesses.

FY27 LICENSE PLATE GRANT APPLICATION BUDGET

Please upload this sheet as a PDF as part of your application.

Please fill in all budget categories relevant for your proposed project, including a brief description of the funds requested. The total amount requested should equal the total amount noted in the scope of work. All project expenses are provided on a reimbursement basis.

Category	Amount Requested	Match Amount (optional)	Total Project Cost	Budget Narrative
Personnel/Labor from Staffing Plan)	$ 21,375.00	$ 61,085.00	$ 82,460.00	Kamilla: 375 hrs @ $32/hr delivering the two Accelerators and the Intensive ($12,000 requested / $12,960 match, out of a full-time-ongoing, 52-week role at 15 hrs/wk at 780 hrs/yr, $24,960 total). Plus Christin Marshall, Executive Director: ~50% FTE (20+ hrs/wk) prorated from a $115,000 annual salary ($57,500 total) at $9,375 requested / $48,125 match.
Fringe Benefits (from Staffing Plan)	$ -	$ 8,658.00	$ 8,658.00	No fringe requested from the grant. Total is 10.5% of combined FY27 personnel cost for Kamilla and Christin Marshall ($82,460), fully covered by CapeTide as match.
Travel	$ -	$ 2,100.00	$ 2,100.00	No travel requested from the grant. CapeTide's full FY27 mileage budget ($2,100) for Accelerator/Intensive travel across the 15 towns is covered as match.
Equipment	$ -	$ 1,900.00	$ 1,900.00	No equipment requested. CapeTide's FY27 small IT equipment budget (speakers/mic, projector/screen, laptop) covers this project as match.
Supplies	$ 650.00	$ 550.00	$ 1,200.00	Participant workbooks, class materials, name tags, and certificate frames for the three 2027 cohorts. Match is the balance of CapeTide's FY27 supplies budget ($1,200 total).
Contractual/Consulting	$ 2,700.00	$ 4,800.00	$ 7,500.00	Photographer/videographer to document the CapeTide events. Match is the balance of CapeTide's FY27 program-contracted-services budget ($7,500 total).
Small Grants Program	$ -	$ 10,000.00	$ 10,000.00	Direct entrepreneur awards ($10,000 total), fully CapeTide-funded as match. No License Plate Grant funds are requested for this line
Other	$ -	$ -	$ -	
Total Direct Cost	$ 24,725.00	$ 89,093.00	$ 113,818.00	
Indirect Costs*	$ -	$ -	$ -	CapeTide is not claiming indirect costs on this grant.
Total	$ 24,725.00	$ 89,093.00	$ 113,818.00	

*Maximum of 15% of project direct cost unless the project applicant has a Negotiated Indirect Cost Rate Agreement.

FY27 LICENSE PLATE GRANT APPLICATION STAFFING PLAN

Please upload this sheet as a PDF as part of your application.

For each individual participating in this project, please share their name, title, and associated hourly rate, number of hours. In addition, please list the tasks that each staff member/volunteer will participate in. The staffing plan should be uploaded at the end of the application.

Staff Name and Title	**Hourly Rate**	**Number of Hours**	**Total Project Cost**	**Amount Requested**	**Match Amount**
Kamilla Teles Pereira - Program Manager	$ 32.00	780	$ 24,960.00	$ 12,000.00	$ 12,960.00
Christin Marshall - Executive Director	$ 55.29	1040	$ 57,500.00	$ 9,375.00	$ 48,125.00
Total Personnel			$ 82,460.00	$ 21,375.00	$ 61,085.00
Fringe (enter fringe rate as percent): 10.5%			$ 8,658.00	$ -	$ 8,658.00
TOTAL:		1820	$ 91,118.00	$ 21,375.00	$ 69,743.00

Staff Name and Title	Tasks/Responsibilities
Kamilla Teles Pereira	Program Implementation, Entrepreneur Contact Person
Christin Marshall	Program Oversight and Implementation, Volunteer Contact Person

September 17, 2026

Dear Members of the Barnstable County Economic Development Council:

I am pleased to write in support of CapeTide Economic Development Corporation's FY27 License Plate Grant application.

I want to be transparent about the close relationship between CapeTide and the Cape Cod Chamber of Commerce. CapeTide, a 501(c)(3), was launched with the Chamber's support to address a need we saw in our regional economy for more intensive, hands-on support for entrepreneurs and small business owners. The Chamber remains closely connected to CapeTide and is committed to its success.

That close relationship also gives us a firsthand view of the need CapeTide is addressing and the response it has generated from the Cape Cod business community.

CapeTide provides free, intensive entrepreneurial education, mentorship, and opportunities for business owners to test and strengthen their ideas. Its programming brings entrepreneurs together with experienced business leaders and community members who volunteer their time as mentors, instructors, judges, and advisors.

The proposed License Plate Grant would support CapeTide's continued expansion, including its 12-week Intensive and an additional three-week Accelerator. Together, these programs create opportunities for entrepreneurs at different stages to develop, test, and strengthen their businesses, directly supporting the Cape Cod Comprehensive Economic Development Strategy goal to "provide opportunities for organizations and entrepreneurs to pilot ideas."

For the Chamber, supporting entrepreneurship is fundamentally about strengthening Cape Cod's year-round economy. Helping local businesses launch, survive, and grow contributes to job creation, keeps talent and economic activity in our region, and builds a stronger and more resilient business community.

Cape Cod Chamber of Commerce
5 Patti Page Way, Centerville, MA 02632
1-888-33CapeCod (888-332-2732) or 508-362-3225

We are proud to have played a role in launching CapeTide and believe its continued growth fills an important need within Cape Cod's economic development ecosystem. I strongly encourage favorable consideration of CapeTide's FY27 License Plate Grant application.

Sincerely,



Paul Niedzwiecki
Chief Executive Officer
Cape Cod Chamber of Commerce

The mission of the Cape Cod Chamber of Commerce, on behalf of its members, is to strengthen, support and promote the economic viability, cultural richness, environmental sensitivity, and social needs of Cape Cod.

100 Independence Dr., Suite 7
Hyannis, MA 02601

September 21, 2026

Dear Members of the Grant Review Committee:

I'm writing on behalf of Cape Cod Young Professionals (CCYP) to support CapeTide Economic Development Corporation's application to the Cape Cod and Islands License Plate Grant Program. I recognize CCYP seeks funding through this same grant program. Even so, I am proud to endorse CapeTide's application because it strongly aligns with CCYP's work and mission.

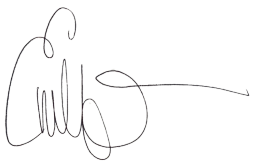
As you may know, CCYP helps people build careers and lives on Cape Cod, and for many of the people we work with, that means starting or joining a local business. Locally owned businesses create jobs, keep money in our communities, and give people a reason to stay here. When those businesses struggle to get off the ground, the whole region feels it.

CapeTide fills a real gap. Its program gives entrepreneurs free, in-depth business education, mentorship, and connections that would otherwise be hard to find or afford. Because participants move through the program as a cohort, they also build a network of peers and experienced professionals who can help them through the hard parts of running a business on the Cape. To CCYP, their focus on intentionally helping folks to build their network–strethtening our overall social fabric and community connection–is music to our ears!

Our two organizations are already working together. At CCYP's upcoming summit on April 7, 2027, members of the CapeTide team will join us as speakers, sharing what they've learned from working with local entrepreneurs and helping our attendees think about how to start, grow, or support a business here. This is one part of our ongoing partnership, which includes ongoing opportunities to connect CapeTide entrepreneurs with CCYP's network of young professionals.

Funding CapeTide means more people on Cape Cod will get the support they need to build businesses that last. We're glad to support this request.

Sincerely,



Emily Wagner,
Executive Director, CCYP

Town of Barnstable

Department of Planning & Development

https://www.townofbarnstable.us/Departments/planninganddevelopment/

MEMORANDUM

Date: August 24, 2026
To: Barnstable County Economic Development Council
From: Kyle Pedicini, Assistant Director of Planning & Development
Re: CapeTide FY27 Barnstable County License Plate Grant Application

I am writing regarding CapeTide's application to the FY27 Barnstable County License Plate Grant Program.

CapeTide is building an important piece of Cape Cod's entrepreneurial infrastructure by providing free, intensive education, mentorship, and opportunities for entrepreneurs to develop and test their ideas. Its proposed expansion, including its 12-week Intensive and an additional three-week Accelerator for idea-stage entrepreneurs, directly advances the 2024 Cape Cod Comprehensive Economic Development Strategy's (CEDS) goal of providing opportunities for organizations and entrepreneurs to pilot ideas.

This type of support is particularly valuable in a region like Cape Cod, where small businesses are central to our economy but aspiring entrepreneurs can struggle to access the networks, expertise, and early-stage resources needed to move an idea forward.

CapeTide's mission strongly aligns with a goal outlined in the recently update Town of Barnstable Local Comprehensive Plan (LCP) that states: *Retain and strengthen local business in the Town of Barnstable.*

Given the organization's alignment with priorities articulated by both the Barnstable LCP and the CEDS, I respectfully encourage favorable consideration of CapeTide's application.

Sincerely,

Kyle Pedicini,
Assistant Director of Planning & Development
Town of Barnstable

TOWN OF ORLEANS
Office of the Town Manager
19 School Road | Orleans, MA 02653

Dear Members of the Barnstable County Economic Development Council:

I am writing in support of CapeTide Economic Development Corporation's application to the FY27 Barnstable County License Plate Grant Program.

As Economic Development Coordinator for the Town of Orleans, I regularly refer business owners to CapeTide - both idea-stage entrepreneurs who come to me before they've formalized a concept, and established business owners looking to regroup or reassess their operations. CapeTide's cohort-based approach, which pushes entrepreneurs to build their ventures from the customer up rather than from an untested idea, gives these referrals a concrete, no-cost place to test their thinking before committing real capital.

CapeTide's proposed expansion - a 12-week Intensive paired with a new three-week Accelerator for idea-stage entrepreneurs - fills a gap for founders who aren't yet ready for a full accelerator cohort but need more structure than a one-off conversation with my office can provide. This expansion also aligns with the 2024 Cape Cod Comprehensive Economic Development Strategy's goal of creating more opportunities for entrepreneurs to pilot ideas.

CapeTide's model also extends its impact past its enrolled entrepreneurs. By drawing established business owners and professionals into its programs as mentors, instructors, and advisors, CapeTide has built what it calls a community of champions around Cape Cod's small businesses - a network that gives referrals like mine somewhere real to land and gives Orleans and other Cape towns a stronger base of year-round economic engagement.

Sincerely,

Amanda Converse
Economic Development Coordinator/Public Information Officer

Phone: 508-240-3700
Fax: 508-240-3388
orleansma.gov

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Town Hall Hours
Monday to Friday
8:30 am to 4:30 pm