



Business Plan

FISCAL YEAR 2013

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President

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Executive Summary

The MassVentures mission is to support the formation and fuel the growth of innovative technology-driven companies in Massachusetts.

Strategic Goals, Action Steps and Performance Measures

Goal	Action	Measurement
Strengthen and support our innovation community	<p>2.1.3 – Explore new sources of investment capital from legislative, private and inter agency sources as well as exits from previously funded companies that have reached maturity.</p> <p>Invest capital in select, promising, high-growth companies.</p> <p>Implement SBIR Supplemental funding program</p> <p>Provide counsel, direction and mentoring to start-up entrepreneurs.</p> <p>Complement and enhance the efforts of private sector investors and non-profit mentoring programs.</p> <p>Play a leading role in creating investment syndicates</p> <p>Build closer ties to the venture community that provides the bulk of expansion capital.</p> <p>Serve as a bridge for angel-backed companies to venture capital</p>	<ul style="list-style-type: none"> •Close \$5 million in new funding. •Invest \$1.8 million in 5 new companies. •Invest \$1.3 million for expansion in existing companies. •Grant \$2.0 million in SBIR related funds to 15 companies •60 Companies to receive mentoring and introductions •Participate in efforts by other organizations 5 new investors for existing portfolio companies •One on one meetings with 15 venture firms •Introduce 4 promising companies to appropriate investors
Expand our Culture of Innovation	<p>Coordinate more closely with academic institutions.</p>	<ul style="list-style-type: none"> •Participate in 4 university sponsored business plan competitions
Support growth to scale	<p>Invest in promising companies as a catalyst for growth and attracting outside capital</p> <p>Active participation on portfolio company boards</p>	<ul style="list-style-type: none"> •Leverage our investment 5x with private investment capital •540 jobs retained and 100 jobs created