

# OFFICE OF PERFORMANCE MANAGEMENT & OVERSIGHT

## FISCAL 2014 ANNUAL REPORT GUIDANCE

The Office of Performance Management & Oversight (OPMO) measures the performance of all public and quasi-public entities engaged in economic development. All agencies are required to submit an Annual Report demonstrating progress against plan and include additional information as outlined in [Chapter 240 of the Acts of 2010](#).

The annual reports of each agency will be published on the Office of Performance Management [website](#), and will be electronically submitted to the clerks of the Senate and House of Representatives, the Chairs of the House and Senate Committees on Ways and Means and the House and Senate Chairs of the Joint Committee on Economic Development and Emerging Technologies.

### Filing Instructions:

The Fiscal Year 2014 report is due no later than **Friday, October 3, 2014**. An electronic copy of the report and attachments A & B should be e-mailed to [James.Poplasky@MassMail.State.MA.US](mailto:James.Poplasky@MassMail.State.MA.US)

### 1) AGENCY INFORMATION

**Agency Name** Massachusetts Technology Transfer Center

**Agency Head** Abigail Barrow

**Title** Director

**Website** [www.MaTTCenter.org](http://www.MaTTCenter.org)

**Address** 225 Franklin Street, 12<sup>th</sup> Floor, Boston, MA 02110

### 2) MISSION STATEMENT

Please include the Mission Statement for your organization below.

To support technology transfer officers, academic researchers, and industry executives in the transfer and commercialization of new technologies.

To facilitate and accelerate technology transfer between research institutions and companies within the Commonwealth.

To assist in the growth of Massachusetts companies, including startups, by increasing their use of new research.

To promote collaboration between research institutions and Massachusetts industry.

To support regional and statewide economic development priorities.

### 3) PERFORMANCE AGAINST PLAN REPORT

Please provide details on the progress and accomplishments for Fiscal Year 2014 as it relates to the Fiscal Year 2014 Plan submitted by your agency. Plans are posted on the OPMO [website](#) for easy reference. This information should be included as **Attachment A and should include prior year perspective.** In addition to your Performance to Plan Report, Questions 4 through 10 provides guidance on the specific information required under Chapter 240 of the Acts of 2010.

### 4) ACCOUNTING

Please provide financial information for your agency. Below please give a summary of *Receipts and Expenditures* during the fiscal year, and include the *Assets and Liabilities* at the end of the fiscal year. Please include the most recent audited financial report for the agency as **Attachment B.** **As a center located within UMass we do not have separate audited financial reports.**

	AMOUNT
Conference Contributions	\$69,914.00
Operations funding from MCEC-Grant Management	\$90,000.00
Payroll & office expenses	\$382,621.00
Funded by remainder of 2005 Economic Stimulus Bill & UMass	\$222,707.00

### 5) INVESTMENTS OR GRANTS TO BUSINESSES OR INDIVIDUALS

Does your agency make **investments** and/or provide **grants** to businesses or individuals? Yes  No

If **Yes**, please provide detailed information on investments and/or grants made during FY14 in the **Performance Against Plan Report – Attachment A** section of this report. Information should include the number, nature and amounts of investments made and grants awarded by your agency along with job, investment and/or other economic development impact. Please list the name(s) of the investment and/or grant programs offered by your agency in the space provided below:

\$40,000 Catalyst Grant award	Melinda Hale	Loci Controls
\$40,000 Catalyst Grant award	Daniel Shani	Energy Intelligence
\$40,000 Catalyst Grant award	Cullen Buie & Martin Bazant	MIT
\$40,000 Catalyst Grant award	Eliza Becton	Hydration Labs, Inc.
\$40,000 Catalyst Grant award	Doug Lamm	Building Envelope Mat.
\$40,000 Catalyst Grant award	Mark Brandstein	UltraCell Insulation
\$40,000 Catalyst Grant award	Brian Neltner	Navolta

\$40,000 Catalyst Grant award	Alan Natton	MIT
\$40,000 Catalyst Grant award	Jaime Mateus	Anfiro, Inc.
\$40,000 Catalyst Grant award	Helen VanBenschoten	Compas Industries

**Prior catalyst grant awardees have raised over \$35 Million in follow-on funding.**

## 6) DEBT OR EQUITY INVESTMENT DETAILS

Is your agency involved in **debt** or **equity investments** for businesses? Yes  No

If **Yes**, please provide detailed information on debt and/or equity investments made during FY14 in the **Performance Against Plan Report – Attachment A** section of this report along with job, investment and/or other economic development impact. Please list the name(s) of the debit and/or equity investments programs offered by your agency in the space provided below:

3T

## 7) LOAN DETAILS

Is your agency involved in **real estate loans, working capital loans, or any other type of loan or guarantee**? Yes  No

If **Yes**, please provide detailed information on loan(s) and/or guarantee(s) made during FY14 in the **Performance Against Plan Report – Attachment A** section of this report along with job, investment and/or other economic development impact. Please list the types of loan(s) and/or guarantee(s) offered by your agency in the space provided below:

3T

## 8) OTHER FORMS OF FINANCING OR FINANCIAL ASSISTANCE?

If your agency provides any other form of financing or financial assistance, please include FY14 details in the **Performance Against Plan Report – Attachment A** section of this report along with job, investment and/or other economic development impact. Please list the types of other forms of financing offered by your agency in the space provided below:

NONE

## 9) PATENTS OR PRODUCTS

Does your agency track **patents** or **products** resulting from agency-funded activities? Yes  No

If **Yes**, please include details in the **Performance Against Plan Report – Attachment A** section of this report

along with job, investment and/or other economic development impact. Please list the agency-funded activities of your agency that promote patent and product advancement in the space provided below:

N/A

## 10) TECHNICAL ASSISTANCE

If your agency provides technical assistance, please provide detailed information on technical assistance provided during FY14 in **the Performance Against Plan Report – Attachment A** section of this report along with job, investment, and/or other economic development impact. Please list the name(s) of the technical assistance programs offered by your agency in the space provided below:

Platform Program – Enable entrepreneurs to present business plans to “dream team” of successful investors and consultants who then provide valuable feedback. Please see attached list of fy 2014 Platforms.

Technology Conferences – Showcase new and enhanced technologies and bring them to the attention of potential collaborators and investors. Conference themes have included life sciences, clean tech, nanotech, sensors and robotics. Please see attached list of fy 2014 Conference presenters and exhibitors.

Grants – Massachusetts Clean Energy Catalyst Awards. Please see attached list of recipients

## 11) MANAGEMENT TEAM

Please confirm that the senior management team listed on your website is accurate and report on any current or pending vacancies and/or replacements.

Confirmed

## 12) BOARD OF DIRECTORS

If applicable, please confirm that the board of director information on your website is accurate and provide information on any current or pending board vacancies.

**The MTTC has an advisory board which is currently being reorganized and will be published on our website upon completion.**

	<b>Event</b>	<b>Name</b>	<b>Company</b>	<b>Affiliated institution</b>	<b>Type of Interaction with MTTC</b>
1	ESLS 10 2013	Joseph Blanchard	Amorsa Therapeutics, Inc.		Coached and Pitched
2	ESLS 10	Aylit Schultz	AQH, LLC		Coached and Pitched
3	ESLS 10	Salil Desai	Bayesian Ventures		Coached and Pitched
4	ESLS 10	Andrew Bellinger	Cocoon Biotech		Coached and Pitched
5	ESLS 10	Kathleen McMillan	gRadiant Research, LLC		Coached and Pitched
6	ESLS 10	Qiabing Xu	intraThera		Coached and Pitched
7	ESLS 10	Alexander Goldberg		MGH	Coached and Pitched
8	ESLS 10	George Trutza	NerveGen		Coached and Pitched
9	ESLS 10	Gauri Nair	Rasa Biological Solutions		Coached and Pitched
10	ESLS 10	Paul Hayre	Sano, LLC		Coached and Pitched
11	ESLS 10	Andrew McCluskey	Transpore Technologies		Coached and Pitched
12	ESLS 10	Gail Sonenshein		Tufts University	Coached and Pitched
13	ESLS 10	Peter Demuth	Vedantra Pharmaceuticals		Coached and Pitched
14	ESLS 10	Adam Collette	VitaThreads, LLC		Coached and Pitched
15	ESLS 10	James Sherley	Adult Stem Cell Tech Center		Exhibitor
16	ESLS 10	Maria Kontaridis		BIDMC	Exhibitor
17	ESLS 10	Wendee Liu	Mayly Company		Exhibitor
18	ESLS 10	Srinivas Sridhar	NeuroFieldz, Inc.		Exhibitor
19	ESLS 10	Veronica Veiner	Resilience Pharmaceuticals		Exhibitor
20	ESLS 10	Charles Keifer	UMass Medical School	University of Massachusetts	Exhibitor
21	MALSID 2014	James Sherley	Adult StemCell Tech Center		Exhibitor
22	MALSID	Salil Desai	Bayesian Ventures		Exhibitor
23	MALSID	Maria Kontaridis		BIDMC	Exhibitor
24	MALSID	Christine Coticchia		Boston Children's Hospital	Exhibitor
25	MALSID	Jaing Yang		Boston Children's Hospital	Exhibitor
26	MALSID	Roopali Roy		Boston Children's Hospital	Exhibitor
27	MALSID	Andrej Jedinak		Boston Children's Hospital	Exhibitor
28	MALSID	Sophia Koo		Brigham & Women's Hospital	Exhibitor
29	MALSID	Sahil Khullar	Diagnostics For All		Exhibitor

30	MALSID	Karen Mullin		Forsyth Institute	Exhibitor
31	MALSID	Sean Cotton		Forsyth Institute	Exhibitor
32	MALSID	Jonathan Tang		Harvard Medical School	Exhibitor
33	MALSID	Gerard Hilinski		Harvard University	Exhibitor
34	MALSID	Qiaobing Xu	intra/Thera	Tufts Univ	Exhibitor
35	MALSID	Viktor Adalsteinsson		MIT	Exhibitor
36	MALSID	Manijeh Goldberg		MIT	Exhibitor
37	MALSID	James Loomis		MIT	Exhibitor
38	MALSID	Amir Farjadian		Northeastern University	Exhibitor
39	MALSID	Rajiv Kumar		Northeastern University	Exhibitor
40	MALSID	Srinivas Sridhar		Northeastern University	Exhibitor
41	MALSID	Graham Dempsey	Q-State Biosciences, Inc.		Exhibitor
42	MALSID	Will Adams	Riparian Pharmaceuticals		Exhibitor
43	MALSID	Al Kyle	StatVideo, LLC		Exhibitor
44	MALSID	Matthew Lawler	TriBiotica, LLC		Exhibitor
45	MALSID	Karen Panetta		Tufts University	Exhibitor
46	MALSID	Fatemeh Momen-Heravi	UMass Medical School	University of Massachusetts	Exhibitor
47	MALSID	Peter DeMuth	Vedantra Pharmaceuticals		Exhibitor
48	MALSID	Xi Chen	Wyss Institute	Harvard	Exhibitor
49	MALSID	Edward Doherty	Wyss Institute	Harvard	Exhibitor
50	MALSID	Jonathan Kotula	Wyss Institute	Harvard	Exhibitor
51	MALSID	Thomas Valentin	Wyss Institute	Harvard	Exhibitor
52	MALSID	Alexey Wolfson	Advirna		Exhibitor
53	GCTMU 2013	Susan Mackay	Cerahelix		Coached and Pitched
54	GCTMU	Helen VanBenchoten			Coached and Pitched
55	GCTMU	Eric Grunebaum			Coached and Pitched
56	GCTMU	Quichoa Hu			Coached and Pitched
57	GCTMU	Eugen Panaitescu			Coached and Pitched
58	GCTMU	Mark Spencer	Water Analytics		Coached and Pitched
59	GCTMU	Greg Cipriano	WattJoule Corp.		Coached and Pitched
60	GCTMU	Linda Hutchinson	Syntha		Coached and Pitched
61	GCTMU	Thomas Tao	StannTron, LLC		Coached and Pitched
62	GCTMU	Andy Frank	Sealed		Coached and Pitched

63	GCTMU	Peter Kombouras	Alkemy Environmental		Coached and Pitched
64	GCTMU	Chris Davis	Link Cycle		Coached and Pitched
65	GCTMU	Tony Geroti	1 Efficiency		Coached and Pitched
66	GCTMU	Paul Laskow	Save Energy Systems		Coached and Pitched
67	GCTMU	Andrew McElroy	Transfix		Coached and Pitched
68	GCTMU	Jed Swan	7AC Technologies		Coached and Pitched
69	GCTMU	Larry Grumer	Energy Harvesters		Coached and Pitched
70	GCTMU	Amit Tandon	Vena		Coached and Pitched
71	GCTMU	Jim Knight	The Pellet Company		Coached and Pitched
72	GCTMU	Mike Newell	EnerGRotors		Coached and Pitched
73	GCTMU	Dupak Dugar			Coached and Pitched
74	GCTMU	Bill Vamvas	Minuteman Power		Coached and Pitched
75	GCTMU	Kevin Loomis	Crowd Comfort		Coached and Pitched
76	GCTMU	Ryan White	Sol Power		Coached and Pitched
77	GCTMU	Menhaj Chowdury			Coached and Pitched
78	GCTMU	Harold Simansky			Coached and Pitched
79	GCTMU	Susan Hunt-Stevens	Practically Green		Coached and Pitched
80	GCTMU	Olivier Ciberio			Coached and Pitched
81	GCTMU	Ann Chao			Coached and Pitched
82	GCTMU	Russell Tancer	United Wind		Coached and Pitched
83	GCTMU	Andrew Mongar	Nemco		Coached and Pitched
84	GCTMU	Keith Patch	Concepts NREC		Coached and Pitched
85	GCTMU	Guy Marchesseault	Clean Membranes, Inc.		Coached and Pitched
86	GCTMU	David Liu	HDM Systems Corp.		Coached and Pitched
87	GCTMU	Eric Dahnke	ProjectEconomics		Coached and Pitched
88	GCTMU	Dan Shani	Energy Intelligence		Coached and Pitched
89	GCTMU	Bill Staby	Resolute Marine		Coached and Pitched
	<b>PLATFORM</b>	<b>PRESENTER</b>	<b>COMPANY</b>		
90		Michael Rigney	2-D Energy		Coached and Platform Meeting
91		Alexander Goldberg	Mass General Hospital	MGH	Coached and Platform Meeting
92		Seva Tsodokov	MetaComb, Inc.		Coached and Platform Meeting
93		Linda Hutchinson	Syntha		Coached and Platform Meeting
94		Nicholas Kurlas	Raja Systems		Coached and Platform Meeting

95		Roger Race	Boston Engineering		Coached and Platform Meeting
96		Mia Urman	AuraPlayer		Coached and Platform Meeting
97		Amy Biddle	UMass Amherst	UMass	Coached and Platform Meeting
98		Aylit Schultz	Access Quality Health		Coached and Platform Meeting
99		Michael Gevelber	BU/Aeolus Building Efficiency		Coached and Platform Meeting
100		Julie Fry	Making Care Easier		Coached and Platform Meeting
101		Corey McMann	UMass Medical School	UMass	Coached and Platform Meeting
102		Yoel Kelman	MIT/ecoVent Corporation	MIT	Coached and Platform Meeting
103		Tim Fu	Home Team Therapy		Coached and Platform Meeting
104		Chris Raphael	UMass Amherst/Sonation	UMass	Coached and Platform Meeting
105		Steve Ferry	UMass Lowell/Endeavor Medical Technologies		Coached and Platform Meeting
106		Helen VanBenschoten	Compas		Coached and Platform Meeting
107		Frank Domino	PILS, Inc.		Coached and Platform Meeting
108		Sanjeev Mukejee	NU	Northeastern Univ.	Coached and Platform Meeting
109		James Bing	NEO Virtus Engineering		Coached and Platform Meeting
110		Steve Lerner	Alnion		Coached and Platform Meeting
111		Irina Mladenova	Rifiniti, Inc.		Coached and Platform Meeting
	finalists for 2014	<b>CY 2014 Catalyst Awardees</b>			
112		Melinda Hale	Loci Controls		Coached and Review Session
113		Daniel Shani	Energy Intelligence		Coached and Review Session
114		Cullen Buie & Martin Bazant	MIT		Coached and Review Session
115		Eliza Becton	Hydration Labs, Inc.		Coached and Review Session
116		Doug Lamm	Building Envelope Mat.		Coached and Review Session
117		Mark Brandstein	UltraCell Insulation		Coached and Review Session
118		Brian Neltner	Navolta	Formerly MicroReactor Solutio	Coached and Review Session
119		Alan Natton	MIT		Coached and Review Session
120		Jaime Mateus	Anfiro, Inc.		Coached and Review Session
121		Helen VanBenschoten	Compas Industries		Coached and Review Session
122		Jaskaran Singh Lamba	Ecolate		Coached and Review Session
123		Nicholas Kurlas	Raja Systems		Coached and Review Session
124		Senthil Balasubrama	Sistine Solar		Coached and Review Session
125		William Riordan	Deco-Gen Technologies		Coached and Review Session

126		Michael Callahan	Greentech Solutions		Coached and Review Session
128		Michael Rigney	Secon Derivative Energy		Coached and Review Session
128		Alexander Loijos	LinkCycle, Inc.		Coached and Review Session
129		Daniel Pike	Cardinal Wind		Coached and Review Session
130		Ahmed Magdy Farouk	RE Technologies		Coached and Review Session
	<b>Additional Companies/entrepreneurs given technical assistance</b>				
131		Ahmed Busnaina	Nano Ana	Northeastern	Meetings & Referrals
132		Paul Calvert	WHOI		Meetings & Referrals
133		Ursula Tylus		Northeastern	Meetings & Referrals
134		Andrew Johnson	Upstart Life Science		Meetings & Referrals
135		Babs Soller	Reflectance Medical		Meetings & Referrals
136		Christopher Macomber	UMass Medical School		Meetings & Referrals
137		Lou Messina	UMass Medical School		Meetings & Referrals
138		Steve Rogers	Qteros		Meetings & Referrals
139		Rana Gupta	Felsuma	UMass Amherst	Meetings & Referrals
140		Guy Marchesseault	CleanMembranes, Inc.		Meetings & Referrals
141		Joel MacAuslan	PhonoLogics		Meetings & Referrals
142		Jim Biggins	entrepreneur		Meetings & Referrals
143		Bill Lyndon	UMass Dartmouth		Meetings & Referrals
144		eTeams	MIT	referrals to MA Partners	Meetings & Referrals
	<b>Assisted large companies seeking technologies and technical expertise from MA research Institutions</b>				
145		Sanofi			Meetings & Referrals
146		Bristol Myers Squibb			Meetings & Referrals
147		Humana			Meetings & Referrals
148		Vecna			Meetings & Referrals
149		Samsung			Meetings & Referrals
150		Merck Serono			Meetings & Referrals
151		BASF			Meetings & Referrals
152		Tate & Lyle	Scheduled meetings with:		
153			UMass	Julien McClements, Eric Decker	
154				Michael Jeramchuk	

156			BU	Davis Lough & Pinghau Liu	
177			Tufts	Jennifer Tsai	
158			Cerahelix	Susan MacKay	
159			Harvard University	Michal Preminger, Michaela Levin	
160			Brandeis	Rebecca Menapace	
161			Ginko	Reshma Shetty	
	<b>Boards served on</b>				
162		NCIIA/Venture Well			
163		SAB of Simula Research Lab		Through Jan. 2014	
164		Emerging Technology Fund	MDC		
165		Advanced Manufacturing Collaborative			
166		EDAG Committee	MassBIO		
167		WEST	Women in Enterprise of Science and Technology		
168		Immigrant Entrepreneurship Awards			

Office of Performance Management & Oversight

# Massachusetts Technology Transfer Center

Fiscal 2014

Economic Development Business Plan



**Mission Statement**

- To support technology transfer officers, academic researchers, and industry executives in the transfer and commercialization of new technologies.
- To facilitate and accelerate technology transfer between research institutions and companies within the Commonwealth.
- To assist in the growth of Massachusetts companies, including startups, by increasing their use of new research.
- To promote collaboration between research institutions and Massachusetts industry.
- To support regional and statewide economic development priorities.

**Business Plan Summary** – The following table summarizes objectives, programs, and initiatives planned for FY14 and performance measurements by which to evaluate progress. Our goals support the Commonwealth’s economic development plan second category for action – ***Supporting Innovation & Entrepreneurship***.

The goals, strategy and performance measurements assume that the MTTC continues to receive funding from MassCEC and other Commonwealth and private sources.

Goals	Strategy	Performance Measurement
<b>Show the commercial viability of new technologies through Proof of Concept Awards</b>	Help researchers and early stage companies show the commercial viability of their technology, establish a commercialization path, and secure additional funding for technology development.	# of applicants, # of awards  Long-term measure - # of start-ups and licenses signed there is usually a 2-3 year lag between making the award and the creation of a newco
<b>Showcase new technologies and companies to investors and companies</b>	Through MTTC’s own conferences and by co-sponsoring other conferences the MTTC will support both researchers with commercially interesting technologies and newly formed spin-off companies showcase their technologies to investors and established companies. MTTC will actively coach the presenters to ensure that they present a	# of conference. # of researchers and # of companies that present.  Long term measure – amount of new investment raised -there is usually a 2-3 year lag between the

## Insert Agency Name

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	quality pitch that clearly articulates the business potential of the technology.	presentation and receipt of significant investment funding
<b>Assist newly forming companies develop their business strategy</b>	Through the MTTC's Platform support newly forming companies by helping them prepare their financial pitch and gather input, advice, and mentorship from experts in the business community.	# of companies participating in Platform program, # of advisors attending Platform meetings.  Long term measure – amount of new investment raised -there is usually a 2-3 year lag between the Platform meeting and receipt of significant investment funding
<b>Connect and support the Commonwealth's technology transfer offices</b>	Organize seminars for the MATTO community, publish MATTO newsletter, support MATTO members in outreach at major industry events	# of seminars, # of MATTO Matters distributed, # of institutions participating in industry events.