



Office of Performance Management Oversight (OPMO)

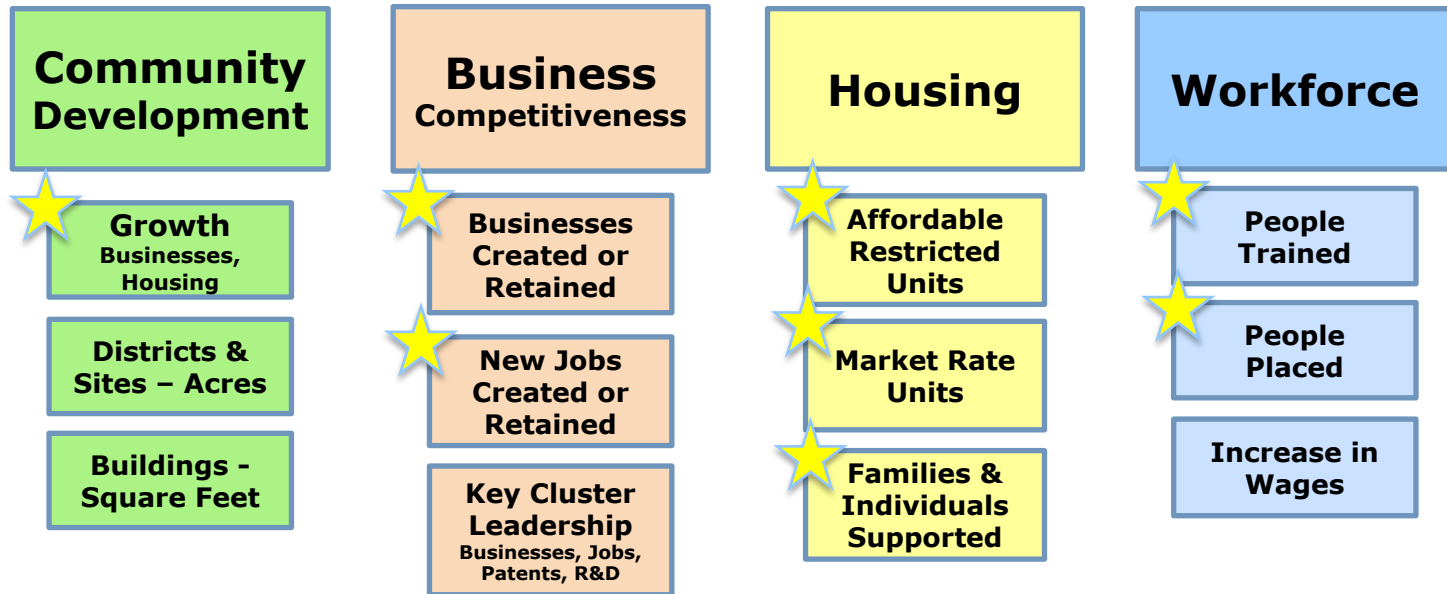
**MassVentures
OPMO FY2023 Report**



Economic Development Plan

Key Outcome Metrics

Economic Development Plan Pillars & Principals



Investment Leveraged from Other Sources - \$

Engagement & Technical Assistance – Contact with Individuals & Companies



Agency Mission

- **Mission:** The mission of MassVentures is to support the innovation economy and economic growth initiatives of the Commonwealth by transferring research and early stage innovations to viable technology businesses and jobs
- **Contribution to Partnerships for Growth:** Engagement and Technical Assistance. Investment leverage from other sources. Support of key populations and regions. Businesses created and retained. New jobs created and retained. Key cluster leadership. Accessible Government – streamlining processes. Capitalize on the research and innovation occurring at local colleges and universities in order to drive company creation, commercialization, and economic growth.



Agency Goals

- **Agency Goal 1:** Contribute to business creation and expansion through early stage investment and grants and technical assistance.
- **Agency Target for Goal 1:** 10-20 businesses created through venture investment and START grants, and 10-15 business retained through follow-on investment and grants as well as board leadership.
- **Results of Goal 1:** The venture fund created and retained 12 new companies through new investments in 10 companies and follow-on investments in 2. The START program created and retained 17 companies through funding 10 new companies and provided follow-on grants for 7 companies. MassVentures' staff are board members at 15 of the 30 active portfolio companies.
- **Agency Goal 2:** Contribute to business creation through early stage investment in businesses led by women and entrepreneurs of color.
- **Agency Target for Goal 2:** Average 50% of new companies per year led by women and entrepreneurs of color.
- **Results of Goal 2:** Of the 10 new investments, 7 were led by women and/or entrepreneurs of color.



Agency Goals

- **Agency Goal 3:** Contribute to equitable outcomes by active communication with innovation ecosystems across the Commonwealth to secure applications for all programs.
- **Agency Target for Goal 3:** Average 50% of applications for all programs from outside Boston and Cambridge
- **Results of Goal 3:** 70% of START applications and 55% of venture applications came from outside Boston and Cambridge.



Agency Goals

- **Agency Goal 4:** Contribute to the creation of new business and jobs in partnership with the Massachusetts Association of Tech Transfer Officers (MATTO)
- **Agency Target for Goal 4:** 50-60 businesses created through leadership of and partnership with MATTO.
- **Results of Goal 4:** I don't have the stats for academic spinouts in MA at this time. However, we did help create 70 companies through SBIR support which is done through Mass Tech Transfer Center.
- **Agency Goal 5:** Contribute to expansion and retention of new jobs through direct investments and grants and securing investment leverage from other sources.
- **Agency Target for Goal 5:** At least 100 new jobs created through investment and START grants. At least 2000 jobs retained through follow-on investment, outside investment, additional grants.
- **Results of Goal 5:** The 12 portfolio investments created opportunity for approximately 150 jobs (some not filled yet). START funds tend to create an average of about 1 job per company for another 17 jobs. There are approximately 5,000 reported jobs across the venture and START portfolios. Those companies raised approximately \$900 million in follow-on capital in FY23 and generated about \$500 million in reported revenue to retain jobs.



Agency Goals

- **Agency Goal 6:** Leadership in key clusters and technologies through investments and grants that focus on advanced materials, artificial intelligence, biotechnology, quantum computing, robotics, photonics, blockchain, electronics, and advanced manufacturing.
- **Agency Target for Goal 6:** 10-12 businesses created in key clusters and technologies through venture investment and START grants, and 10-15 business retained through follow-on investment and grants as well as board leadership.
- **Results of Goal 6:** The venture fund created and retained 12 new companies through new investments in 10 companies and follow-on investments in 2. The START program created and retained 17 companies through funding 10 new companies and provided follow-on grants for 7 companies. MassVentures' staff are board members at 15 of the 30 active portfolio companies. All 29 companies funded were in key clusters and technologies.
- **Agency Goal 7:** Grow the MassCEC Catalyst grants, Acorn, START, and Traditional Fund as one-stop-shop for entrepreneurs seeking early stage grants and investment capital from the Commonwealth.
- **Agency Target for Goal 7:** 15-30 businesses created or expanded through MassCEC Catalyst grants and Acorn grants.
- **Results of Goal 7:** 18 new companies were created or expanded through Catalyst. An additional 12 were created through the Acorn program.



Early-Stage Investment

- **Program Description:** Traditional Fund, Commonwealth Fund IV, and SSBCI Fund seed investment and technical assistance.
- **Program Budget:** We expect to invest ~\$3-7 million during the FY23 period.
- **Partnerships for Growth Goal Alignment:** Business. Investment leverage. Technical Assistance. Equity. Regions. R&D.
- **Fiscal Year Goal 1:** Contribute to new businesses created, expanded, and retained through seed stage and growth investment
- **Fiscal Year Target 1:** 4 new businesses created and 4-6 companies retained through seed and growth investment.
- **Results of Goal 1:** 10 new businesses were created and 2 companies were retained.



START

- **Program Description:** Grant program for SBIR/STTR phase II companies that are transferring research to business and jobs in key sectors and technologies.
- **Program Budget:** \$3.225 million
- **Partnerships for Growth Goal Alignment:** Business. Investment leverage. Technical Assistance. Equity. Regions. R&D.
- **Fiscal Year Goal 1:** Contribute to businesses created, expanded, and retained in key sectors and technologies through START grants.
- **Fiscal Year Target 1:** 10 new companies created or expanded through initial grants and 7 companies expanded or retained through follow-on grants and technical assistance.
- **Results of Goal 1:** 10 new companies created or expanded through initial grants and 7 companies expanded or retained through follow-on grants and technical assistance.



START

- **Fiscal Year Goal 2:** Contribute to equitable outcome through grants to companies based outside of Boston/Cambridge.
- **Fiscal Year Target 2:** Maintain average of 50% of START grants outside of Boston/Cambridge.
- **Results of Goal 2: Currently at 66%**



Acorn

- **Program Description:** The Acorn Innovation Grant supports principal investigators at Massachusetts research universities who seek to demonstrate the viability of their technology. Awards could be used to: 1) further develop a prototype, 2) gather additional data to demonstrate proof of concept, or 3) obtain data to compare the technology to existing technologies and show its competitive advantages.
- **Program Budget:** \$400,000
- **Partnerships for Growth Goal Alignment:** Business. Investment leverage. Technical Assistance. Equity. Regions. R&D.
- **Fiscal Year Goal 1:** Contribute to businesses created, expanded, and retained in key sectors and technologies through ACORN grants.
- **Fiscal Year Target 1:** 2-3 new companies created or expanded through initial grants and 7 companies expanded or retained through follow-on grants and technical assistance.
- **Results of Goal 1:** 12 companies were created, expanded or retained.



External Agency Program Support – MassCEC Catalyst

- **Program Description:** MassVentures is administering the MassCEC Catalyst grant program by sourcing, diligence, monitoring, and reporting grant and seed investment opportunities. This programs support academic research and deep tech business creation.
- **Program Budget:** \$1,340,000
- **Partnerships for Growth Goal Alignment:** Business. Investment leverage. Technical Assistance. Equity. Regions. R&D. Accessible Government.
- **Fiscal Year Goal 1:** Contribute to creation and expansion of businesses through management of the MassCEC Catalyst grant program.
- **Fiscal Year Target 1:** Source 40-50 new catalyst opportunities and fund at least 14 new businesses for creation or expansion.
- **Results of Goal 1:** 18 businesses were created or expanded. 60 were sourced.



External Agency Program Support – MassCEC Innovate Mass

- **Program Description:** MassVentures is providing technical assistance to the MassCEC Innovate Mass grant winners to help them with go-to-market strategy and other business growth challenges.
- **Program Budget:** \$114,000
- **Partnerships for Growth Goal Alignment:** Business. Investment leverage. Technical Assistance. Equity. Regions. R&D. Accessible Government.
- **Fiscal Year Goal 1:** Contribute to the expansion of businesses in the MassCEC Innovate Mass program with technical assistance.
- **Fiscal Year Target 1:** Help retain 4-12 businesses through technical assistance.
- **Results of Goal 1:** Helped retain 17 businesses through technical assistance



Partnership Program

- **Program Description:** MassVentures has established relationships with service providers and tech companies to provide free in-kind services.
- **Program Budget:** \$0
- **Partnerships for Growth Goal Alignment:** Business. Investment leverage. Technical Assistance. Equity. Regions. R&D. Accessible Government.
- **Fiscal Year Goal 1:** Support the entrepreneurs involved with Mass Ventures to leverage additional services at a reduce/free rate.
- **Fiscal Year Target 1:** \$750,000 of in-kind services utilized/provided to support creation and retention of 15 companies.
- **Results of Goal 1:** Over \$1 million of in-kind services were utilized across 15 companies that were created and retained.