**Innovation Ecosystem Program Application Form**

The Innovation Ecosystem Program (the “Program”) provides funding for Ecosystem Support Organizations (the “ESO” or the “Organization”) that host Climatetech Startups within the Commonwealth of Massachusetts. Organization staff may request funds for 1) Operations and Events (“Operations Funding”), 2) Scholarship funds to Climatetech Startups (“Scholarship Funds”). See RFP for full eligibility details. Total grants are up to One Hundred and Seventy-Five Thousand Dollars ($175,000) – See RFP for grant maximum eligibility.

**Note**: For the purposes of this application form and the Program, “Climatetech Startups” are considered to be companies whose primary product or business strategy meets the statutory definition of “clean energy” pursuant to M.G.L. c. 23J § 1, as amended pursuant to Chapter 179 of the Acts of 2022 “[An Act Driving Clean Energy and Offshore Wind](https://malegislature.gov/Laws/SessionLaws/Acts/2022/Chapter179)”, namely “…advanced and applied technologies that significantly reduce or eliminate the use of energy from non-renewable sources including, but not limited to: (i) energy efficiency; (ii) demand response; (iii) energy conservation; or (iv) technologies powered, in whole or in part, by the sun, wind, water, geothermal energy, including networked geothermal and deep geothermal energy, hydrogen produced by non-fossil fuel sources and methods, alcohol, fuel cells, fusion energy or any other renewable, nondepletable or recyclable fuel…”. Please note that technologies related to coal, oil, nuclear power, biomass, and natural gas (except where used in fuel cells) will not be considered clean energy for purposes of this RFP.

APPLICATION Requirements

□ Application Form (Attachment A)

□ Signature Page (Attachment B)

□ Previous year’s financial statements (One full Fiscal Year or one full Calendar Year)

□ Resumes of Applicant Team

□ 4 photos

□ Startup testimonials

The application must be sent as one document, preferably as a searchable PDF file. Applicants should answer the questions as clearly and succinctly as possible.

*If the applicant operates more than one (1) program/offering for Climatetech Startups, the application form should clearly distinguish between the overall structure and the specific program that is requesting funding. The core of the application content should relate specifically to the program that is requesting funding. Addenda explaining organizational structure are welcome.*

Interested parties must submit their application byDecember 6th, 2024 to [innovationecosystem@masscec.com](mailto:innovationecosystem@masscec.com) with the subject line “Innovation Ecosystem Program – [Organization Name].”

MASSCEC benefits

As a condition of an award the ESO shall:

* Provide progress reports, photos, and financial statements;
* Submit company metrics every six (6) months to demonstrate ESO and Climatetech Startup success;
* Invite MassCEC to serve as judges and mentors, attend all events and high-level networking gatherings, and options for speaking opportunities at appropriate events
* Host a Lunch & Learn at MassCEC (Virtual or In-Person) on an annual basis; and
* Acknowledge MassCEC as a sponsor of the Organization and provide associated benefits with the level of funding provided (naming rights, logo display or podium announcements at events).

**Attachment A:** APPLICATION Form

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| **Applicant Information** | |
| Organization name |  |
| Organization address |  |
| Main point of contact name, email, phone # |  |
| List primary organizational staff |  |
| What is the current number and percentage of Climatetech Startup members/participants? | # and % |
| What is the current number and percentage of Climatetech Stup members/participants, that are MA Based? | # and % |
| What number and percentage of Alumni/Graduates that are Climatetech Startups? | # and % |
| What is the current number and percentage of Alumni/Graduates or past members that are MA-based Climatetech Startups? | # and % |
| Who is the owner of the building space (if applicable)? If leased, when does the lease expire? |  |
| MassCEC total grant request | $ |
| If applicable, what is your net promoter score? |  |

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| **ESO** **Background** | |
| What is the mission of the Organization? |  |
| What type of entity is the organization *(i.e. 501c3, etc.)*? |  |
| a) What are the strongest assets that your organization possesses? How do these support Climatetech Startups?  b) What are the niche benefits your organization offers in comparison to other Entrepreneur Support Organizations (ESOs) in Massachusetts, particularly regarding support for Climatetech startups? |  |
| Describe the involvement and experience of the ESO staff in mentoring and coaching the startups |  |
| Describe the involvement and experience of the ESO staff in customer, talent, and/or funding acquisition support |  |
| Describe your Climatetech Startup member track record and how the ESO contributes to company success. *If no Climatetech Startups have received your services in the past, applicants may describe impacts on general startup companies supported.* |  |
| a) What are the largest barriers for the ESO?  b) How are ESO staff hoping to mitigate these challenges? |  |
| a) What are the greatest needs for all companies at your ESO? For Climatetech Startups?  b) How are ESO staff hoping to address these needs? |  |

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| --- | --- |
| **ESO Overview** | |
| If applicable, list and describe the infrastructure and specialized equipment available to all startups and to Climatetech Startups specifically *(e.g. machine shop, wet lab, fab lab, electronics lab)*. |  |
| List and describe the business development and education opportunities available at the ESO and how they benefit Climatetech Startups specifically *(e.g. events, network access, mentors, coaches, investors, corporates, etc.)* |  |
| Please provide a few specific examples of ESO contributions to member company success (Climatetech Startups, if possible). *(commercialization advances, technological advances, etc.)*. |  |  |
| Describe and justify, quantitatively, the success of your current members and graduates (Climatetech Startups, if possible).  *For example, what percentage of companies are still in business or have been acquired, how much funding have companies raised since participating in your program, how many companies have increased their Technology Readiness Level[[1]](#footnote-1)(TRL) and by how much?* |  |
| Describe the development of new (or evolution of existing) programming and benefits to Climatetech Startups. |  |
| Describe the target members, and current or future strategies to recruit Climatetech Startups in your community. |  |

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| --- | --- |
| **Geographic Region** | |
| Describe how the ESO contributes to regional and local economic development. |  |
| What is the geographic composition of participating and graduate companies? |  |
| Describe how the ESO is engaged with local partners. |  |
|  |  |
| **Funding Background** | |
| List the ESO’s top five (5) funding sources and any new funding resources and/or targets. |  |
| Please summarize your plan for long-term financial sustainability. |  |
| How do sponsors interact with the cohort/ member companies? |  |

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| **Funding Request – Operations Funding**  Only complete this section if your ESO is requesting funds for Ecosystem Milestones/Operations Funding, otherwise leave blank.  ESOs that wish to apply for operations funding are required to answer these additional questions.  See RFP for details | |
| Funding amount requested from MassCEC for ESO Operations  *Funding should be proportional to the size of the ESO (revenue) and number of climatetech startups served. MassCEC reserves the right to reduce the applicant’s funding.* | $X |
| Provide specific details on what the ESO Operations funding will be used for and how it will benefit climatetech startups  *(e.g. staffing, events, curriculum updates, scholarships, etc.).* *If the ESO serves multiple industries, funding requests should be tied to benefitting clean energy startups.* |  |
| Total funding request as a percentage of revenue: | % |
| What is the projected budget for the term in which the grant is being requested for?  *(e.g. the total budget to run your accelerator program, or the total budget to operate the incubator for the year, etc.)* |  |
| **Funding Request – Scholarships**  Only complete this section if your ESO is requesting funds for Scholarships.  ESOs that wish to apply for individual startup scholarships are required to answer these additional questions. See RFP for details | |
| Funding amount requested for ESO Scholarships:  *Capped at $5,000 each, up to 25% of total awarded amount.* | $X |
| How much demand do you anticipate receiving for scholarships among the Climatetech Startup cohort/members? |  |
| What do you anticipate the startups will use the scholarships for *(e.g. ESO membership, prototypes, travel costs, etc.)*? |  |

**Attachment B:** Authorized Applicants Signature and Acceptance Form

The undersigned is a duly authorized representative of the applicant listed below. The applicant has read and understands the Program Offering requirements. The undersigned acknowledges that all of the terms and conditions of the Program Offering are mandatory.

The applicant understands that all materials submitted as part of the application are subject to disclosure under the Massachusetts Public Records Law, as explained in the General Program Offering Conditions, and acknowledges and agrees that MassCEC has no obligation, and retains the sole discretion to fund or choose not to fund the application set forth herein, and that MassCEC’s receipt of the application does not imply any promise of funding at any time.

The applicant understands that, if selected by MassCEC, the applicant and MassCEC will detail and execute a contract that outlines the respective roles and responsibilities of the parties.

The applicant certifies that the statements made in this application, including all attachments and exhibits, are true and correct to the best of its knowledge.

Applicant: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
(Printed Name of Applicant)

By: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(Signature of Applicant or Authorized Representative)

Title: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. As defined by the U.S. Department of Defense Technology Readiness Levels [↑](#footnote-ref-1)