



RESOURCES-AT-A-GLANCE FOR FOUNDERS

MASSACHUSETTS - 2023


MASS INNOVATION
NETWORK

www.MassInnoV.org

contactus@MassInnoV.org

FOREWORD

The information and lists provided in this guide have been compiled, organized, and issued by Massachusetts Innovation Network Inc., an independent non-profit organization based in Massachusetts.

The guide represents a collection of resources gathered by ourselves and our partners (startups, mentors, judges, and ecosystem collaborators) for the past 15 months. It does not constitute an exhaustive list of all assets available to startups in the state, nor does it provide solicitation, offer of collaboration with, or purchase from the listed resources.

It has been prepared solely for informative purposes, as a quick and easy tool to provide practical information to startup founders. It comes a response to requests from our international SMEs that wanted to better understand the local ecosystem. The launch date was selected to coincide with the application phase of our 2024 Global Eddies program; a second edition is being planned for April-May 2024.

We profoundly thank all the individuals who have worked with us to provide and check the information listed in the guide. We hope you find it useful.

Sophia Kambanis
Executive Director
Massachusetts Innovation Network, Inc.



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WHY MASSACHUSETTS

Despite its relatively small size, Massachusetts is one of the top three entrepreneurial ecosystems in the U.S. According to U.S. Census Bureau data (2022) there are currently 700,000 small businesses in the state, employing over 1.5 million people.

Technological innovation is a strong economy driver; although predominantly known (in the recent past) for its vibrant life sciences ecosystem, during the last few years the state has witnessed significant growth in other ground-breaking technologies namely Deeptech, Robotics and AI, cleantech, Bluetech, and Fintech.



World-Renowned Academic Institutions

Yes, Harvard and MIT are based in the state; but so are another 80 4-year colleges and universities enrolling nearly 400K students. These provide ample and high-quality talent to locate, recruit and develop.



Top-Ranked Scientists

MassGeneral Hospital is ranked in the top 3 of the nation. Tufts Medical Center, Brigham & Women's, Boston Children's, and Beth Israel Deaconess have also been honored as excelling. Their extensive list of specialties and cutting-edge research drives innovation nationally and internationally.



Access to the U.S. Market

For so many companies around the world, the U.S. is the top choice to set up or expand their business. Its vast size, opportunities for advancement and wealth creation, quality, and diversity of resources make the "American Dream" ever present, for citizens and immigrants alike.



Proximity to Europe

Boston Logan Airport is the first airport for U.S. entry traveling from Europe. There are multiple direct flights daily from most European cities, and not too long for transcontinental distances (6-8 hours). Boston offers an easily accessible port of entry and access to almost half of the U.S. population.

ABOUT THE STATE

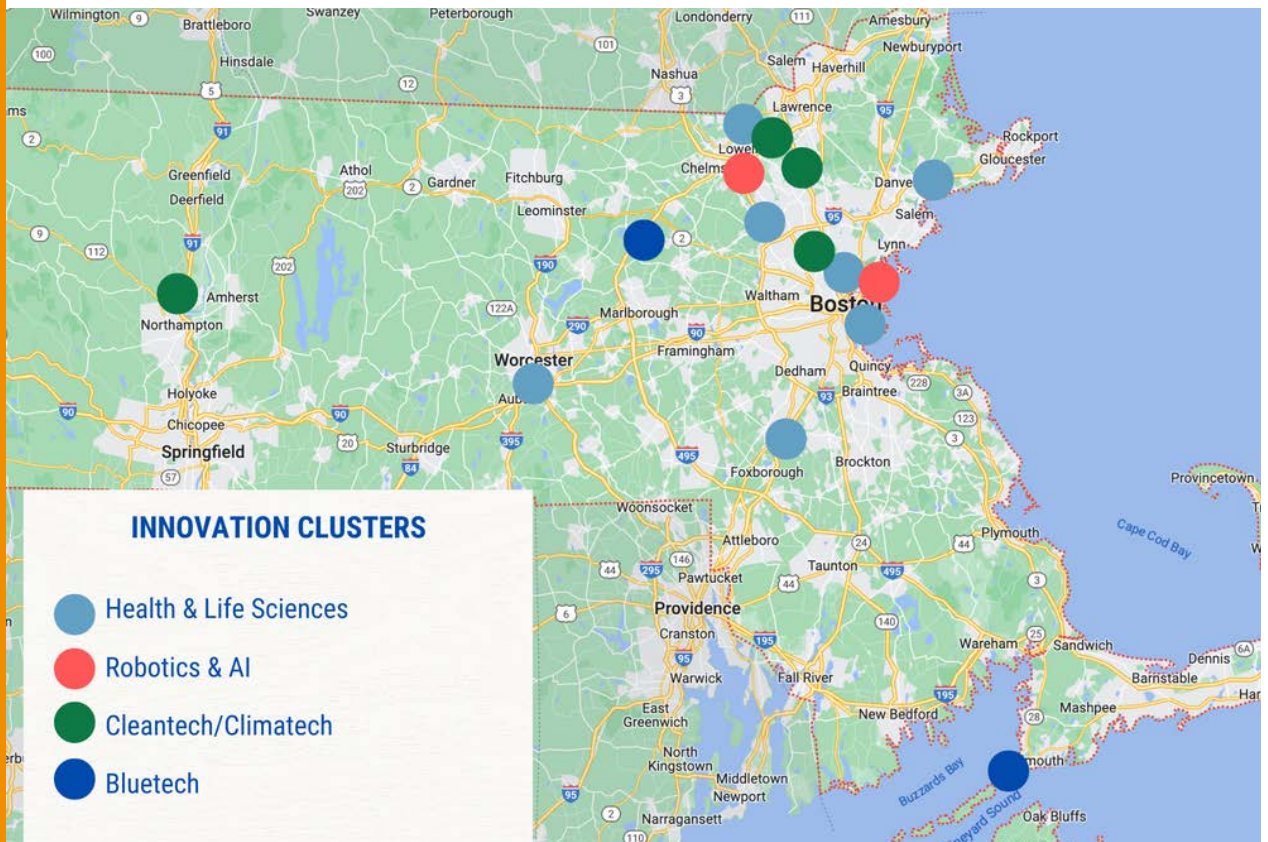
One of the smallest (7th smallest in size) states in the country, Massachusetts is the largest Biotech hub in the U.S.; actually considered to be the Biotech capital of the world, with over 1,000 biotech companies, operating in the area.

The last few years have witnessed an exponential growth of other innovative clusters in the area, including Green/Climatch, Robotics & AI, and Blue Tech. Although primarily associated with Boston, there are several hotbeds for innovation across the state, in and around its biggest cities: Worcester, Lowell, Cambridge, Somerville, Woburn, and Burlington (map below).

Economic Facts*:

- Population: 7,035,011
- Businesses: 777,286
- Gross State Product (GSP): \$551.5B
- GSP 5-year growth: 22.2K% (2018-2023)
- Educational Level: 48% Bachelor's Degree or Higher
- Most Populous County: Middlesex (1.6 M people)

*Source: IBISWorld



MASSACHUSETTS FIRSTS

The history of Massachusetts has always been synonymous with innovation and entrepreneurial spirit. Did you know that so many tools and inventions that we are all too familiar with were born in Massachusetts?



- Anesthesia
- Ballpoint Pen
- Birth Control Pill
- Bose stereo speakers
- Computer
- Computer Spreadsheets
- Dictionary (Merriam Webster)
- Disposable Razor Blades
- Electric Clocks
- Electronic Voting Machine
- Envelopes
- Gasoline-powered automobile
- Fire trucks
- Iron Lung
- Liquid fueled rockets
- Microwave
- Monkeywrench
- Motorized tractor trailers
- Monopoly (Salem)
- Paper Bag
- Public Libraries
- Public Beaches
- Rubber tires
- Sewing Machine
- Subway systems
- Telephone
- Tupperware
- Typewriters
- World Wide Web

BASIC BUSINESS TIPS

Massachusetts has always held a spot on the list of the top 10 innovation hubs in the U.S. Access to some of the finest research institutions of the world coupled with a highly educated workforce and a friendly, informal ecosystem can prove to be significantly supportive to a young startup.

The culture embraces forward-thinking, diversity of thought, and innovation. It is characterized by informality, collaboration, and achievement. Like any other city or country, it is very useful and of paramount importance for one's success to understand the local culture. Being observant always proves to be helpful when in a new environment. Business is taken very seriously; when you plan to meet someone, take time to learn more about them, their work, their company and its objectives.



Direct & Open Communication

It is suggested, encouraged and appreciated as long as it is constructive and does not insult anyone.



Informality is Preferred

People tend to introduce themselves using their first name only, rather than their last, whether that person is someone in a cafe or a high-ranking executive.



Time is Money

Punctuality and respect for other people's time are a must. Before you go into a meeting, ask how long it will last. Be well-prepared and well-organized, so you do not exceed your "welcome" slot.



Build Relationships

Relationship-building is encouraged and appreciated; that does not mean "become best friends before doing business" but rather take time to establish rapport and respect with the individual you would like to conduct business with.



Focus on Achievement

Hard work and achievement are highly valued qualities in business and drive a fast-paced work climate.

STARTING A BUSINESS

Are you ready to start a business? You will need a B.A.I.L. team; no, these are not people who will get you out of prison, but a valuable group of professionals who will assist your major decision-making and guide you through the steps. B.A.I.L. refers to:

1. **Banker,**
2. **Accountant,**
3. **Insurance Agent, and**
4. **Lawyer.**

Banker



At the early stages of your startup, your banker can help you draw distinctions between your account and your bank account. Talk about fees and online banking, incentives and advantages, and shop around before you decide on a bank. If you are an international company, you will probably need a financial institution with international operations and solid knowledge of different markets and products.

Accountant



Corporation or LLC? A subsidiary or a sales office? What type of taxation would you be liable for? City, State, or Federal? How will that impact your decision? What about HR and compensation laws? That is FICA and how does it influence your or your employee's paychecks? Questions like these are why you need an accountant.

Insurance Agent



One of the most important aspects of conducting business is liability insurance; this pertains to products, technologies, property, and employees; any company-related product or policy that may cause damage or injury to anyone needs to be covered. Insurance needs for a business are numerous and complex and only a professional will know what your type of business needs.

Lawyer



You need a good lawyer right from the start; they will explain the legal systems pertaining to your business on the Federal, State, and City level. They can help you safeguard your intellectual property, patents, and trade secrets; protect your assets and your company value, and ensure that you are operating according to the principles of corporate law.

MASSACHUSETTS INNOVATION NETWORK

We are a for-purpose, non-profit organization supporting innovators to do what they do best: IMPROVE LIVES. We provide a high-touch experience for innovative startups with the goal of fueling their successful entrepreneurial journey.

Our signature program **-The Eddies-** is the longest-running innovation-boosting program in New England; established in 1986, and running for the better part of the year (37 weeks -March to November), it is a no-cost, no-equity, post-incubation, post-acceleration unique program, designed to recognize, publicize and propel forward ground-breaking startups and their founders. The program culminates in two signature events:

1. The Innovation Showcase which provides each finalist team a chance to pitch, and showcase their technology to the area's ecosystem,
2. The Evening of Innovation Celebration, where each year's cohort and alumni accomplishments are celebrated and the Eddies winners are announced.

Its international counterpart, The **Global Eddies** is an integrator program, designed to help out-of-state, out-of-country startups and SMEs to launch successful operations in the region. Running for 14 weeks (from December to March) it offers its cohorts virtual/hybrid introductions to the ecosystem, discussions with representatives, legal, accounting, and banking overviews of how business is conducted, and the opportunity to present their companies and technologies to area leaders in March. For companies that have already landed in Massachusetts, variations of the program are offered on an ad-hoc basis.

In the 37 years since its inception, THE EDDIES has propelled forward over 3,300 startups.



MASSACHUSETTS INNOVATION NETWORK

We invest time and talent to our startups; the cornerstones of our high-touch approach:

- 1. Tailor-Made Mentorship**
(adjusted to the specific objectives each founder has or challenges they are faced with)
- 2. Curated Education & Leadership Development**
to support and empower founders, improve their decision-making skills, nurture their human talent potential, and affect real, positive transformation in their fields.
- 3. Connections to Sources of Funding & Ecosystem Resources,** leveraging our long and highly reputable operations in the New England Area for over 38 years.

In the 38 years since its inception, the Eddies have propelled forward over 3,500 startups. Some notable alumni can be seen on the right.





INCUBATORS


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INCUBATORS - Boston

Name	Category	Website
Agility Labs	Multiple	agilitylabs.org
Bolt	Multiple	bolt.io
BioSquare Discovery & Innovation Center	Biotech	bu.edu/realestate/biosquare
Blue Institute Labs	Cleantech	blueinstitutelabs.com
Fidelity Labs	Fintech	fidelity.com/fidelitylabs
Fintech Sandbox	Fintech	fintechsandbox.org
IDEA Venture Center at Northeastern	Multiple	northeastern.edu/idea
MassRobotics	Robotics	massrobotics.org
Roxbury Innovation Center	Multiple	roxburyinnovationcenter.org
SeaAhead	Cleantech	sea-ahead.com
Smartlabs	Biotech	smartlabs.com
Tufts Launchpad BioLabs	Biotech	biolabs.io/tufts-boston
UMass Boston Venture Development Center	Multiple	umb.edu/vdc

INCUBATORS - Cambridge & Allston

Name	Category	Website
Alexandria LaunchLabs	Life Sciences	alexandrialaunchlabs.com
Cogo Labs	Tech	cogolabs.com
Eisai Innovation Center BioLabs	Life Sciences	biolabs.io/north-cambridge
Harvard Innovation Labs	Multiple	innovationlabs.harvard.edu
Hack/Reduce	Big Data	hackreduce.org
Lab Central	Life Sciences	labcentral.org
MIT Solve	Social Impact Innovation	solve.mit.edu
Nest.Bio Labs	Biotech	nest.bio/labs
SeaAhead	Bluetech	sea-ahead.com
The Engine	Multiple	engine.xyz
The Garage	Multiple	microsoftnewengland.com/ garage



INCUBATORS - Across Massachusetts

Name	Category	Website
ABI-LAB	Biotech	abi-lab.com
Berkshire Innovation Center	Life Sciences	berkshireinnovationcenter.com
BioLabs Watertown	Life Sciences	biolabs.io/watertown-usa
C2I	Life Sciences	www.c2ixcel.com
Cambridge Scientific	Biotech	cambridgescientific.com/lab-space
Collaborative Innovation Works	Multiple	ciworks.us
Engineering Product Innovation Center	Advanced Manufacturing	bu.edu/epic
Greentown Labs	Cleantech	greentownlabs.com
IndusPAD	Multiple	induspad.com
International Entrepreneur Center (IEC) Partners	Multiple Categories	iecpartners.com
LabShares Newton	Biotech	labshares.com
Mansfield BioIncubator	Biotech	bioinc.org
Massachusetts Biomedical Initiatives (MBI)	Biotech	massbiomed.org

INCUBATORS - Across Massachusetts

Name	Category	Website
Massachusetts Medical Devices Development Center (M2D2)	Life Sciences	www.uml.edu/research/m2d2
InnoVenture Labs	Biotech	innoventurelabs.org
Revolution Factory	Multiple	revfactory.com
Rilas Technologies Incubator	Biotech	Rilastech.com/incubator
Southbridge Tech Incubator	Tech	southbridgetechincubator.com
Technocopia	Multiple	technocopia.org
TechSpring	Digital Health	techspringhealth.org
UMass Dartmouth Center for Innovation	Cleantech & Robotics	umassd.edu/innovate
UMass Lowell iHub	Multiple	uml.edu/innovation-hub
UMass Lowell Innovation Hub Haverhill	Multiple	uml.edu/innovation-hub
WorLab	Multiple	worclab.org
WPI Gateway Park	Biotech	wpi.edu/about/locations/gateway-park



ACCELERATORS

Fueled by Innovation, Driven by Research

A dedicated partner in the pursuit of empowering Northeastern innovators and entrepreneurs to transform their boldest ideas into societal impact.

The Center for Research Innovation at Northeastern offers strategic intellectual property protection, commercialization opportunities, venture creating resources, and access to corporate relationships for Northeastern's wide-ranging portfolio of cutting-edge research in the areas such as the Life, Physical and Computer Sciences.



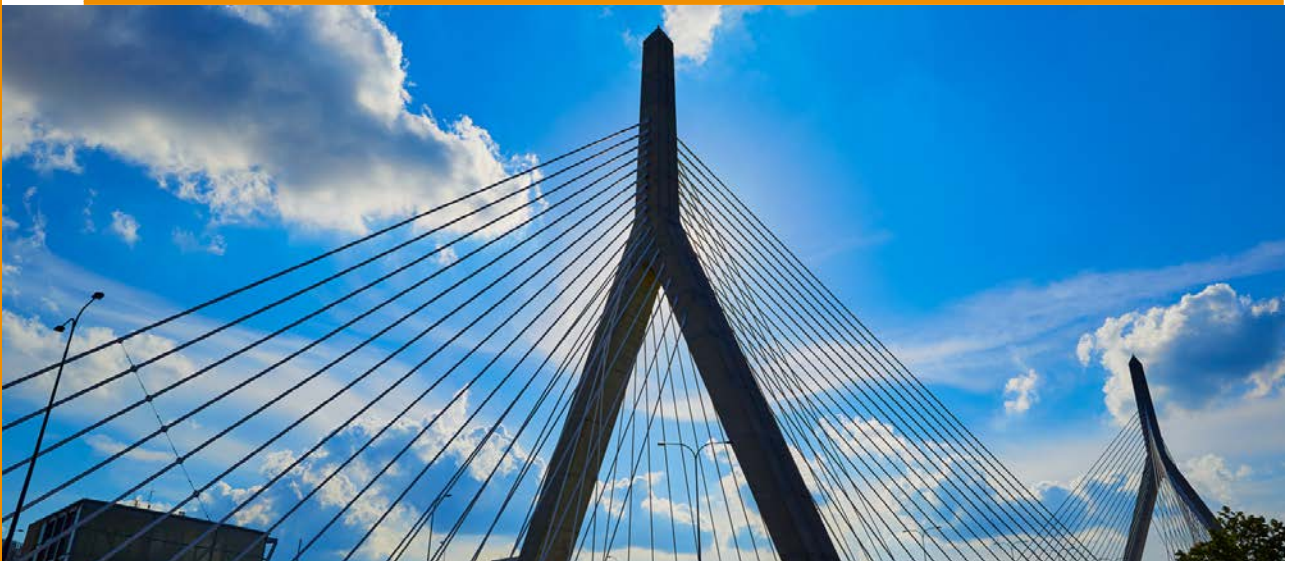
cri.northeastern.edu

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ACCELERATORS - Boston

Name	Category	Website
Boston Children's Hospital Accelerator	Digital Health	accelerator.childrenshospital.org
Cleantech Open Northeast	Cleantech	cleantechopen.org/northeast
DCU Fintech	Multiple	dcufintech.org
FinTech Sandbox	Fintech	fintechsandbox.org
Leading Cities	Multiple	leadingcities.org
LearnLaunch Accelerator	Education	learnlaunch.com
MassChallenge	Multiple	masschallenge.org
Petri by Pillar	Biotech	petri.bio
Techstars	Multiple	techstars.com/accelerators/Boston



ACCELERATORS - Across MA

Name	Category	Website
Blue Innovation Center	Cleantech	blueinstitutelabs.com
C21 Accelerator	Biotech/Chemistry	c2ixcel.com
Cleantech Open Northeast	Cleantech/ Climatech	cleantechopen.org/en/page/northeast-en
Consortium for Marine Robotics	Bluetech	whoi.edu/site/marinerobotics
E for All	Multiple	eforall.org
FORGE	Prototyping to Manufacturing Support - Physical Products	forgeimpact.org
Lever	Multiple	leverinc.org
MIT Delta V	Multiple	entrepreneurship. mit.edu/accelerator
MITRE National Security Accelerator Program	Multiple	mitre.org
TIE ScaleUp	Multiple	tiescaleup.org
UMassLowell NERVE Center	Robotics	uml.edu/research/crf/ourlabs/ /nerve.aspx
Valley Venture Mentors	Multiple	valleyventurementors.org



COWORKING SPACES



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INNOVATION IN IDENTITY

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COWORKING - Boston

Name	Location	Website
Boston Offices	Boston	bostonoffices.com
Branchfood	Boston	branchfood.com
District Hall	Boston	districthallboston.org
Drydock Center	Boston	twodrydock.com
Exchange Place	Boston	53statestreet.com
Fairmount Innovation Lab	Boston	filboston.org
Idea Space	Boston	ideaspaceboston.com/ coworking-space/
Industrious Office Seaport	Boston	industriousoffice.com/solutions
LearnLaunch	Boston	learnlaunch.com
Liquid Space	Boston	liquidspace.com
Nonprofit Center Boston	Boston	nonprofitcenterboston.org
Northeastern Crossing	Boston	communityengagement.northeastern.edu
LearnLaunch	Boston	learnlaunch.com

COWORKING - Boston & Cambridge

Name	Location	Website
PivotDesk	Boston	pivotdesk.com/locations/us/ma/boston
Roxbury Innovation Center	Boston	roxburyinnovationcenter.org
SmartLabs	Boston	smartlabs.com
Social Innovation Forum	Boston	socialinnovationforum.org/coworking
Start Hub	Boston	starthub.org/workspaces
The Food Loft	Boston	thefoodloft.com
WeWork	Boston	wework.com/office-space/boston-ma
Workbar	Boston & Cambridge	workbar.com
Built	Cambridge	builtworks.io
Cambridge Innovation Center (CIC)	Cambridge	cic.com
Geek Offices	Cambridge	geekoffices.com
Industry Lab	Cambridge	industrylab.com
Nest.Bio Labs	Cambridge	nest.bio/labs
Regus	Cambridge	regus.com

COWORKING - Across Massachusetts

Name	Location	Website
BouCoup Loft	Everett	bocoup.com/clients
Click Workspace	Northampton	clickworkspace.org
Enterprise Center	Salem	enterprisectr.org
Entrepreneur Innovation Center	Framingham	framingham.edu/entrepreneur-innovation-center/
Fields Corner Business	Dorchester	fieldscornerbusinesslab.com
Greentown Labs	Somerville	greentownlabs.com
Groundwork	New Bedford	groundwork.space
Incubator at Sasaki	Watertown	sasaki.com
Lab Central	Cambridge	labcentral.org
Lever	North Adams	leverinc.org
MetroWorks Natick	Natick	metroworks.co
Mills 58	Peabody	mills58.com
Pagliuca Life Lab	Allston	innovationlabs.harvard.edu/our-labs
Quincy Center of Innovation	Quincy	quincyinno.com

COWORKING - Across Massachusetts

Name	Location	Website
Techcode Accelerator	Somerville	liquidspace.com/us/ma/somerville/techcode-accelerator
Technocopia	Worcester	Technocopia.org
TechSpring	Springfield	techspringhealth.org
The Village Works	Brookline & Jamaica Plain	thevillageworks.com
Venture X	Marlborough, Worcester, Holyoke	venturex.com

COWORKING SPACES - Across Massachusetts





MENTORING



Nutter is a proud sponsor of **The Massachusetts Innovation Network**, as our interdisciplinary teams partner with innovators through all stages of growth.

Let's Talk



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MARK S. LEONARDO
DEPUTY CHAIR, INTELLECTUAL
PROPERTY DEPARTMENT
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617.439.2401

MENTORING

Name	Location	Website
E For All	Various Locations	eforall.org
Massachusetts Innovation Network	Burlington	massinnov.org
Massachusetts Small Business Development Center (MSBDC)	Various Locations	msbdc.org
Prepare4VC	Boston	prepare4vc.com
SCORE Business Mentoring	Various Locations	score.org
The Entrepreneur Forum (fka MIT Enterprise Forum)	Cambridge	theforum.org
Valley Venture Mentors	Springfield	valleyventurementors.org

“...the practice of helping and advising a less experienced person over a period of time, especially as part of the formal program in a company, university, etc.” – Oxford English Dictionary

“...the offering of advice, guidance and/or information to enhance an individual’s professional and personal development. The Mentor has the skills, knowledge and expertise that the Mentee needs. It’s a win-win situation: the Mentee learns about functions and strategies (ranging from simple cash flow monitoring to advanced contract negotiation skills) from a seasoned, experienced professional; the Mentor gets exposed to new technologies, expand their network and enforce their adaptability-to-challenge skills” - Massachusetts Innovation Network Mentors Handbook.



STATE RESOURCES



Massachusetts Office of Business Development (MOBD)

Housed within the Executive Office of Economic Development, The Massachusetts Office of Business Development (MOBD) assists businesses relocating to Massachusetts as well as businesses wishing to expand their current operations, with specific attention being paid to jobs created, jobs retained, and capital invested. Our Regional Director's provides a highly responsive, central point of contact that facilitates access to resources, expertise, and incentive programs.

MOBD manages the Economic Development Incentive Program (EDIP), a tax-incentive program designed to foster full-time job creation and stimulate business growth throughout the Commonwealth. A company that participates in EDIP may receive state tax credits and/or local property tax incentives in exchange for a commitment to new full-time job creation, job retention, and private investment in the project. EDIP offers two different tracks: Certified (state-supported) Projects and Local-Only Certified Projects. The Economic Assistance Coordinating Council (EACC) is the governing board responsible for certifying and contracting EDIP Projects.

MOBD also manages the Vacant Storefront Credit Program that helps municipalities of the Commonwealth in their efforts to revitalize their downtowns and commercial areas. Municipalities may apply to the Economic Assistance Coordinating Council (EACC) for certification to designate a defined downtown or other commercial area, as a Certified Vacant Storefront District. After achieving such a designation, and achieving a commitment of local matching funds, businesses or individuals may apply to the EACC for refundable EDIP tax credits for leasing and occupying a vacant storefront in that district. This subsequent application is to become a Certified Vacant Storefronts Project.

MOBD is the host agency for the Massachusetts Center for Employee Ownership (MassCEO). The mission of MassCEO is to raise awareness and promote Employee Stock Ownership Plans (ESOPs) in Massachusetts. MassCEO provides business owners and employees with the tools and expertise to structure a conversion from traditional ownership to an employee-owned model.

Contact Information:

**Massachusetts Office of Business Development
One Ashburton Place, 21st Floor
Boston, MA 02108
Phone: (617) 973-8600
Website: www.mass.gov/mobd**

STATE RESOURCES (1/2)

Organization & Website	Scope
<p>City of Boston Small Business Development boston.gov/departments/small-business-development</p>	<p>Provides small business owners and entrepreneurs with tools and guidance to successfully start and grow a business in Boston.</p>
<p>Massachusetts Clean Energy Center (MassCEC) masscec.com</p>	<p>Funds climate solution innovation to meet Massachusetts' emission reduction goals while growing the state's clean energy economy.</p>
<p>Massachusetts Growth Capital Corporation (MGCC) empoweringsmallbusiness.org</p>	<p>A quasi-public organization that functions as a one-stop resource for debt financing for small businesses.</p>
<p>Massachusetts Health Connector mahealthconnector.org</p>	<p>State health insurance Marketplace for small businesses to provide coverage to employees, including self-employed individuals, while meeting state and national coverage requirements.</p>
<p>Massachusetts Life Sciences Center masslifesciences.com</p>	<p>Quasi-public economic development and investment agency with a mission of supporting the growth and development of the life sciences in Massachusetts</p>
<p>Massachusetts Office of Business Development (MOBD) mass.gov/orgs/massachusetts-office-of-business-development</p>	<p>State office serving businesses and entrepreneurs looking to relocate or expand a business in Massachusetts with a focus on job creation, job retention, and capital investment.</p>

STATE RESOURCES (2/2)



Organization & Website	Scope
<p>Massachusetts Small Business Development Centers (MSBDC) msbdc.org</p>	<p>Free, confidential, one-to-one business assistance and free or low-cost educational training programs to prospective and existing small businesses throughout the Commonwealth.</p>
<p>Massachusetts Technology Collaborative masstech.org</p>	<p>Supports business formation and growth in the state's technology sector, helping Massachusetts lead in the global digital economy.</p>
<p>MassDevelopment massdevelopment.com</p>	<p>The state's development finance agency and land bank work with businesses, nonprofits, banks, and communities to stimulate economic growth.</p>
<p>MassHire Career Centers masshiredowntownboston.org</p>	<p>Statewide employment and training services for job seekers and employers to link workers to jobs. Sign up for in-person or virtual coaching services to learn about hiring opportunities.</p>
<p>MassVentures mass-ventures.com</p>	<p>The State's Venture Capital firm focused on fueling the Massachusetts innovation economy by funding early-stage, high-growth Massachusetts startups.</p>
<p>Small Business Development Centers (SBA) sba.gov</p>	<p>National agency supporting small businesses; offers micro-loans and loan guarantees (to help small businesses be eligible for loans from other institutions), connections to a national network of lenders that offer SBA-backed funding, and federal contracting assistance.</p>



FUNDING ORGANIZATIONS

ANGEL INVESTORS, VENTURE CAPITAL FIRMS, & BANKS

Get to know a banker who gets to know your business.

We take the time to understand what makes your business different, then offer solutions to fit your exact needs. From loans and lines of credit to treasury management, our financial services can help you reach your goals.



Let's start a conversation.


Eliot Klein

VP, Sr Relationship Manager

Phone 978-880-2458

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ANGEL INVESTORS

Name	Location	Website
Beacon Angels	Woburn	beaconangels.com
Boston Harbor Angels	Boston	bostonharborangels.com
Golden Seeds	Boston	goldenseeds.com
Hub Angels	Boston	hubangels.com
Launchpad Venture Group	Boston	launchpadventuregroup.com
Sky Ventures	Boston	sky-ventures.com
TBD Angels	Boston	tbdangels.com
TIE Angels	Cambridge	tieboston.org/angels
Walnut Venture Associates	Cambridge	walnutventures.com



VENTURE CAPITAL FIRMS (1/3)

Name	Location	Website
Anzu Partners	Boston	anzupartners.com
Argon Ventures	Boston	argon.vc
Atlas Ventures	Cambridge	atlasventure.com
Bain Capital Ventures	Boston	baincapitalventures.com
Battery Capital	Boston	battery.com
Bolt	Boston	bolt.io
Boston Venture Studio	Boston	bvs.net
Clean Energy Ventures	Boston	cleanenergyventures.com
Cybernetix Ventures	Boston	cybernetix.vc
F-Prime Capital	Cambridge	fprimecapital.com
Flagship Pioneering	Cambridge	flagshippioneering.com
Flybridge Capital Partners	Boston	flybridge.com
General Catalyst Partners	Cambridge	generalcatalyst.com
Glasswing Ventures	Boston	glasswing.vc

VENTURE CAPITAL FIRMS (2/3)

Name	Location	Website
F-Prime Capital	Cambridge	fprimecapital.com
Flagship Pioneering	Cambridge	flagshippioneering.com
General Catalyst Partners	Cambridge	generalcatalyst.com
Glasswing Ventures	Boston	glasswing.vc
Highland Capital	Quincy	hcp.com
Jumbo Capital	Boston	jumbocapital.com
Mass Ventures	Boston	mass-ventures.com
NextView Ventures	Boston	nextview.vc
New Atlantic Ventures	Cambridge	nav.vc
One Way Ventures	Boston	onewayvc.com
Polaris Partners	Boston	polarispartners.com
Spark Capital	Boston	sparkcapital.com
SpringTide Ventures	Cambridge	springtide.com
RA Capital	Boston	racap.com
Third Rock Ventures	Boston	thirdrockventures.com

VENTURE CAPITAL FIRMS (3/3)

Name	Location	Website
Underscore Ventures	Boston	underscore.vc
Visible Ventures	Boston	visibleventures.com
Volition Capital	Boston	volitioncapital.com

According to Bloomberg, Boston, along with San Francisco and New York represent the lion's share of VC investments in the country, with 55% of total investments going into these 3 Metro areas.





RIGHT THERE WITH YOU
SUPPORTING LOCAL BUSINESS

At Middlesex Savings Bank, we understand how important local businesses are to our communities. That's why we're right there with the resources and financial support our local businesses need. When local businesses grow and succeed, we all win.

To learn more about how we can help your business at middlesexbank.com



BANKS

Name	Phone Number	Website
Bank of America	1 (800) 432-1000	bankofamerica.com
Berkshire Bank	1 (800) 773-5601	berkshirebank.com
Chase Bank	1 (800) 935-9935	chase.com
Citizens Bank	1 (800) 922-9999	citizensbank.com
Digital Federal Credit Union	1 (800) 328-8797	dcu.org
Eastern Bank	1 (800) 327-8376	easternbank.com
Hascom Federal Credit Union	1 (800) 656-4328	hfcu.com
Metro Credit Union	1 (877) 696-3876	metrocu.org
Middlesex Savings Bank	1 (877) 463-6287	middlesexbank.com
M&T Bank	1 (800) 724-2440	mtb.com
Rockland Federal Credit Union	1 (800) 562-7328	rfcu.com
Rockland Trust	1 (800) 222-2299	rocklandtrust.com
Salem Five Bank	1 (800) 850-5000	salemfive.com
Santander	1 (877) 768-2265	santanderbank.com
TD Bank	1 (888) 751-9000	td.com



STRATEGICS

Teknos Associates

Global Valuation & Advisory Services



Tax Valuations:

- **Qualified Small Business Stock Valuation**
- **Equity/Tokens/NFTs as compensation**
- **83(b) - Donations / Gift & Estate Taxes**
- **IP Valuations**

Financial Reporting Valuations:

- **Stock Option Issuance (ASC 718 / IRC 409A)**
- **Purchase Price Accounting (ASC 805)**
- **Fair Value Accounting (ASC 820)**
- **Embedded Derivative Accounting (ASC 815)**

Transaction Options:

- **Fairness Opinions**
- **Mergers**
- **Spin-offs**
- **Divestitures**
- **Pre and Post Transaction Analyses and Support**
- **Solvency and Capital Adequacy Analysis**

*For information, contact **Dave DeFronzo, CFA**, at 617.803.3315 or ddefronzo@teknoassociates.com*

STRATEGICS (1/4)

Name	VC	Innov. Ctr	Resear. Ctr.	Location
3M	X			Boston
Amazon			X	Boston
Analog Devices	X			Boston
Aramaco	X			Boston
Astra Zeneca			X	Waltham
AUO		X		Burlington
Autodesk		X		Boston
BASF	X			Somerville
Bayer Leaps		X		Boston
Boeing			X	Cambridge
Bosch	X			Boston
BOSE			X	Framingham
Boston Scientific			X	Marlborough
Braskem	X			Boston

STRATEGICS (2/4)

Name	VC	Innov. Ctr	Resear. Ctr.	Location
Cabot			X	Billerica
Cognex			X	Needham
Danaher	X		X	Waltham
Danfoss		X		Cambridge
Dassault Systems			X	Waltham
ENEL	X	X		Somerville
Eversource			X	Waltham
GC International	X			Woburn
HILTI		X		Boston
Hitachi	X			Boston
Holcim		X		Cambridge
IHI		X		Cambridge
iRobot			X	Bedford
Johnson & Johnson	X	X		Cambridge
Keysight		X		Boston

STRATEGICS (3/4)

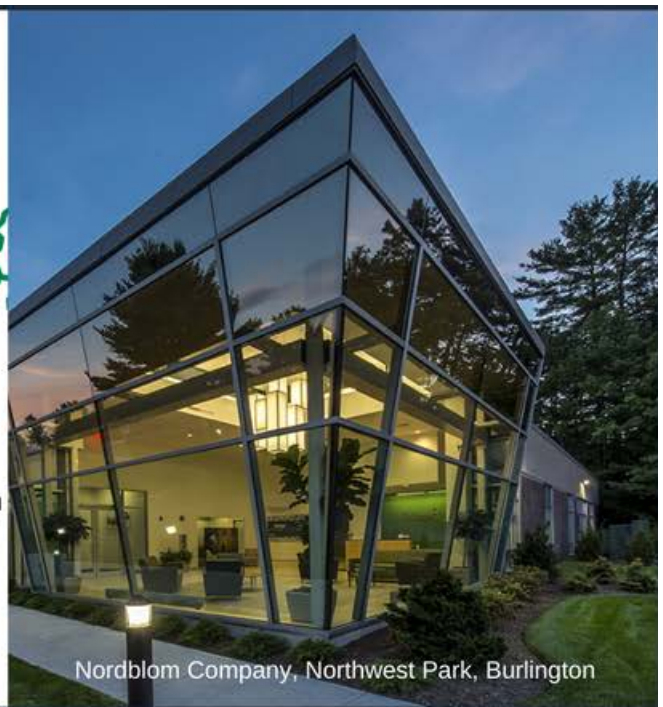
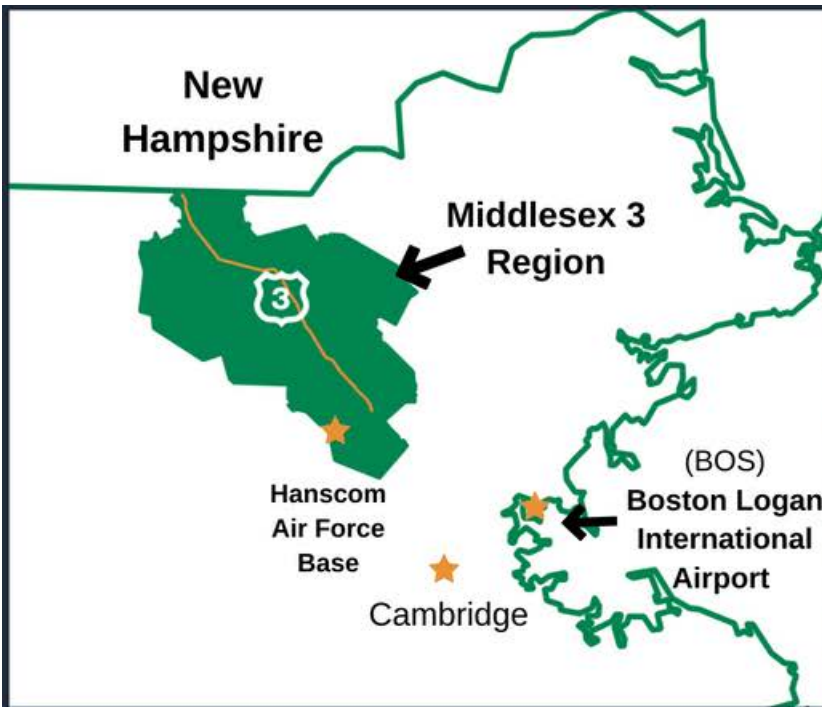
Name	VC	Innov. Center	Resear. Center	Location
Merck	X			Cambridge
Microsoft		X		Cambridge
Millipore			X	Burlington
Mitsubishi Corp		X		Boston
Mitsubishi Electric			X	Cambridge
National Grid	X			Waltham
Novartis	X	X	X	Cambridge
Orbia	X			Boston
Panasonic		X		Waltham
Philips	X	X		Cambridge
SABIC	X			Boston
Samsung		X		Boston
Sanofi	X		X	Cambridge
Schlumberger			X	Cambridge

STRATEGICS (4/4)

Name	VC	Innov. Center	Resear. Center	Location
Schneider Electric	X		X	Boston
Shell	X	X		Boston
St.Gobain	X		X	North-borough
Stanley Black&Decker	X		X	Boston
Sumitomo Chemicals	X			Cambridge
TDK	X			Boston
Teradyne			X	Boston
Thermofisher			X	Waltham
Toyota			X	Cambridge
Vertex			X	Boston
Waters			X	Milford
WL Gore	X			Cambridge
Xerox	X			Boston



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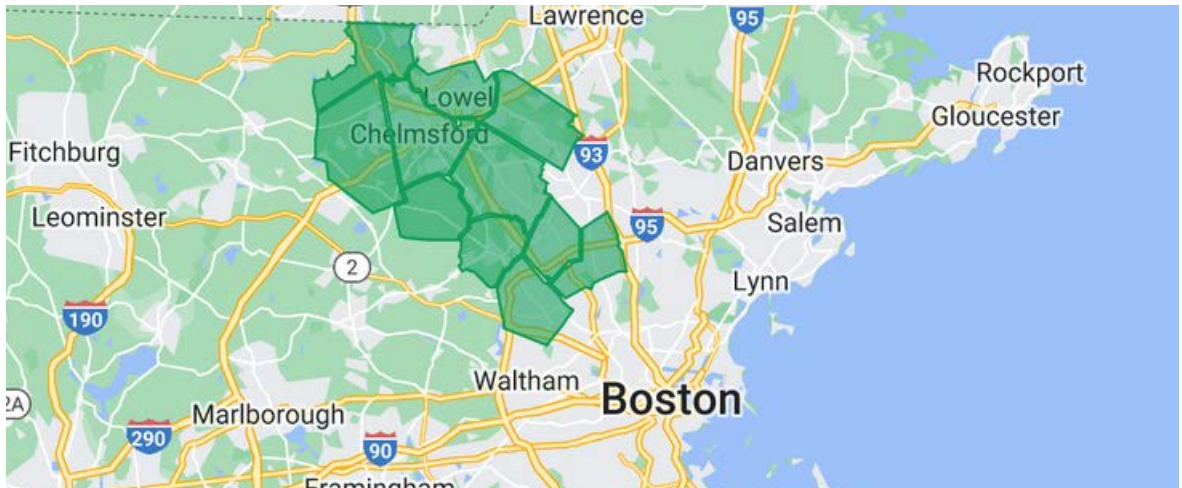


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The Middlesex 3 Corridor (M3) represents communities on U.S. Route 3, Middlesex County, Massachusetts. With a diverse workforce, a convenient and accessible transit system, best-in-the-nation public schools, and world-class universities, the M3 Corridor attracts a wide range of industries and research institutions.

Only 20 minutes from downtown Boston and Cambridge, the region is an easy commute to and from Logan Airport and Boston loading docks, offering a convenient alternative for businesses wanting to locate close to the city core. The Corridor has access to public transportation (rail and bus service), and a network of bike paths and rail trails. Hanscom Airfield, a full-service general aviation airport, is located within the Corridor in Bedford, Massachusetts.



The corridor comprises 11 towns, and a resident population of 360,000 people:

- Bedford
- Billerica
- Burlington
- Carlisle
- Chelmsford
- Lexington
- Lowell
- Tewksbury
- Tyngsborough
- Westford
- Woburn

421,000 people is the daytime population of the M3C towns based on the 2010 Census.



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50 Arcand Drive, Lowell, MA 01852, USA

MIDDLESEX 3 CORRIDOR

Middlesex 3 is an ideal location in Massachusetts to live and work. Centered geographically within 15 miles of both Boston and Nashua, NH, the geographic location and infrastructure have enabled Middlesex 3 to attract high-quality and diverse businesses to the region. The area has abundant and relatively low-cost real estate and a business-friendly climate. The communities work closely with startups and businesses to provide resources for success and growth.



Population in Middlesex County: 1,617, 105
Median Household Income: 111,790
Total Employer Establishments: 44,320
Total Employment: 879,846
Land area: 817.86 square miles

(U.S. Census Bureau, 2021-2022)

Did you Know?

“Middlesex County ranks as the most educated county in the most educated state in the nation; 49.3% of Middlesex County residents have a bachelor’s degree or higher” according to the American Community Survey 2006-2010.

MIDDLESEX 3 CORRIDOR

According to Middlesex 3 Coalition, five industries represent the top employers in the region:

- Advanced Manufacturing,
- Defense,
- Healthcare,
- Information Technology, and
- Life Sciences.

Not only is Middlesex County close to the finest educational institutions in the country, but it also provides access to local talent ready to face the STEM workforce requirements of tomorrow.

Local talent providers include:

- Northeastern University Innovation Campus (Burlington),
- University of Massachusetts (Lowell),
- Middlesex Community College (Bedford), and
- Minuteman Regional Vocational Technical High School (Lexington)

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