

# CLIMATETECH TESTING & DEMONSTRATION ASSETS

**FY27 Webinar**

# MEET THE TEAM



**Benedikt Reynolds**

Program Manager



**Marianna Miller**

Program Administrator

**[innovationecosystem@masscec.com](mailto:innovationecosystem@masscec.com)**

# AGENDA

1

**MassCEC  
Overview**

2

**TDA  
Overview**

3

**How to  
Apply**

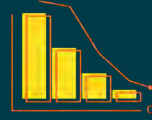
4

**Q&A**

# MASSCEC

# Mission:

The Massachusetts Clean Energy Center's mission is to accelerate the clean energy and climate solution innovation that is critical to meeting the Commonwealth's climate goals, advancing Massachusetts as an international climate leader while growing the state's clean energy economy.



## Getting Massachusetts to Net-Zero

Today's technologies, applications, and business models are insufficient to reach our climate goals. MassCEC is uniquely positioned to identify, support, demonstrate, and accelerate clean energy and climate solutions to the market.



## Reducing Costs by Engaging Markets

Targeted public sector investment in cutting-edge climate solutions de-risks and attracts private sector investment, reducing the cost of achieving net-zero for all energy users.



## Making MA a World-Class Climate-tech Hub

When Massachusetts supports early-stage ideas and innovations from companies with a worldwide market, it increases our state's future competitiveness, economic prospects, and global impact.



## Optimizing Implementation & Outcomes

Positioned at the intersection of industry and policy, MassCEC can iterate and optimize future policy solutions, accelerating policy outcomes and improving cost-effectiveness.



# CLIMATE TECH

Technologies that reduce GHG emissions, reduce reliance on non-renewable energy sources, and/or help communities adapt to climate change through resilient infrastructure.



**Renewable  
Energy & Grid  
Modernization**



**Clean  
Transportation**



**High-Performance  
Buildings**



**Clean Industry &  
Manufacturing**



**Sustainable Agriculture,  
Food & Nature**



**Enabling  
Solutions**

**Mitigation**



**Adaptation  
& Resilience**

Prepare for and respond to  
the impacts of climate change

**Adaptation & Resilience**

## INNOVATION

We nurture a globally competitive, sustainable clean energy industry rooted in Massachusetts. MassCEC invests early in high-potential startups, de-risks breakthrough technologies, and strengthens the innovation pipeline.



## PROVE FOR SCALE

We advance solutions by piloting technologies and approaches that others will scale-up. Mass Clean Energy Center tests solutions in real-world conditions, generates market insights, and informs policy making.

## WHAT WE DO

### OFFSHORE WIND INFRASTRUCTURE

We build the infrastructure and support supply chain growth that anchors Massachusetts as a climate economy hub. MassCEC directs investments to unlock major industrial opportunities, fosters supplier ecosystems, and optimizes existing infrastructure.



## WORKFORCE

We grow a skilled, diverse, and job-ready workforce that can meet the demands of a fast-growing climate economy. MassCEC provides funding, infrastructure, and partnerships to train workers and support career access, particularly in underserved communities.

## INNOVATION

We nurture a globally competitive, sustainable clean energy industry rooted in Massachusetts. MassCEC invests early in high-potential startups, de-risks breakthrough technologies, and strengthens the innovation pipeline.



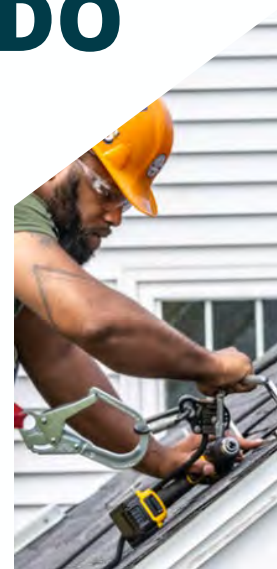
## PROVE FOR SCALE

We advance solutions by piloting technologies and approaches that others will scale-up. Mass Clean Energy Center tests solutions in real-world conditions, generates market insights, and informs policy making.

## WHAT WE DO

## OFFSHORE WIND INFRASTRUCTURE

We build the infrastructure and support supply chain growth that anchors Massachusetts as a climate economy hub. MassCEC directs investments to unlock major industrial opportunities, fosters supplier ecosystems, and optimizes existing infrastructure.



## WORKFORCE

We grow a skilled, diverse, and job-ready workforce that can meet the demands of a fast-growing climate economy. MassCEC provides funding, infrastructure, and partnerships to train workers and support career access, particularly in underserved communities.

## INNOVATION

We nurture a globally competitive, sustainable clean energy industry rooted in Massachusetts. MassCEC invests early in high-potential startups, de-risks breakthrough technologies, and strengthens the innovation pipeline.



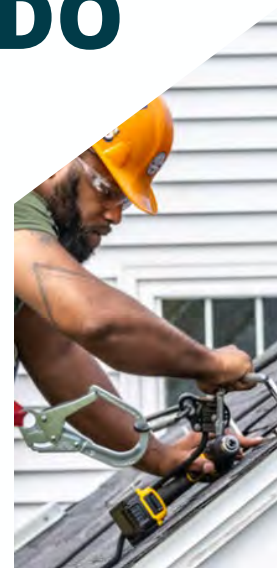
## PROVE FOR SCALE

We advance solutions by piloting technologies and approaches that others will scale-up. Mass Clean Energy Center tests solutions in real-world conditions, generates market insights, and informs policy making.

## WHAT WE DO

### OFFSHORE WIND INFRASTRUCTURE

We build the infrastructure and support supply chain growth that anchors Massachusetts as a climate economy hub. MassCEC directs investments to unlock major industrial opportunities, fosters supplier ecosystems, and optimizes existing infrastructure.



## WORKFORCE

We grow a skilled, diverse, and job-ready workforce that can meet the demands of a fast-growing climate economy. MassCEC provides funding, infrastructure, and partnerships to train workers and support career access, particularly in underserved communities.

## INNOVATION

We nurture a globally competitive, sustainable clean energy industry rooted in Massachusetts. MassCEC invests early in high-potential startups, de-risks breakthrough technologies, and strengthens the innovation pipeline.



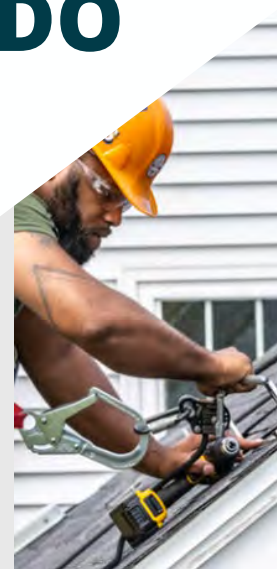
## PROVE FOR SCALE

We advance solutions by piloting technologies and approaches that others will scale-up. Mass Clean Energy Center tests solutions in real-world conditions, generates market insights, and informs policy making.

## WHAT WE DO

## OFFSHORE WIND INFRASTRUCTURE

We build the infrastructure and support supply chain growth that anchors Massachusetts as a climate economy hub. MassCEC directs investments to unlock major industrial opportunities, fosters supplier ecosystems, and optimizes existing infrastructure.



## WORKFORCE

We grow a skilled, diverse, and job-ready workforce that can meet the demands of a fast-growing climate economy. MassCEC provides funding, infrastructure, and partnerships to train workers and support career access, particularly in underserved communities.

# MASSCEC IMPACT DATA



**\$990M+**

Awarded through clean energy programs and incentives.



**\$3B+**

Attracted in private and federal capital



**7,100+**

College & Vocational Internships  
65% are Women and Minorities



**\$39M+**

Awarded to early-stage climatetech companies.

# TDA

# CHALLENGE

There's serious demand from climatetech startups for product pilots and testing sites.

Massachusetts isn't meeting demand. Startups test elsewhere at higher cost and longer lead times, slowing commercialization.



# PURPOSE

TDA provides capital grants between \$1M - \$5M to Massachusetts-based Entrepreneur Support Organizations (ESOs) to build the *shared* equipment, facilities, and real-world testing environments climatetech companies need to prove their technologies work.

# PUBLIC BENEFIT

Every grant must deliver a clear, sustained public benefit by strengthening the state's climatetech sector to create jobs and advance Massachusetts' climate goals:

1. Address Climate and Energy Challenges
2. Advance Climatetech Commercialization
3. Drive Economic Growth and Job Creation
4. Attract and Retain Climatetech Talent and Investment
5. Promote Equitable Economic Growth

# WHO'S ELIGIBLE?

MA-based Entrepreneur Support Organizations (ESOs) with 5+ years of operating history:

- Nonprofits
- Public/nonprofit universities
- Public agencies



# PROJECT REQUIREMENTS

Projects that support climatetech at TRL 5+:

- Commissioned within 1-3 years
- Built for a useful life of 10+ years
- *Shared and Publicly Accessible* (e.g., online booking, fee-for-use, fee-for-service).



# ELIGIBLE EXPENSES

| Budget Category                      | Description                                                                                                                                    | Reimbursable   |
|--------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| Capital Expenses                     |                                                                                                                                                |                |
| Infrastructure & Equipment           | Equipment, digital infrastructure, permanent installations.                                                                                    | ✓ Eligible     |
| Capital Labor                        | ESO's staff salaries/wages for capital labor.                                                                                                  | ✗ Not eligible |
| Capital Labor Fringe                 | Benefits related to capital labor.                                                                                                             | ✗ Not eligible |
| Capital Subcontractors / Consultants | Third-party installation, engineering, and construction services.                                                                              | ✓ Eligible     |
| Other Capital Materials and Costs    | Permanent building an installation materials.                                                                                                  | ✓ Eligible     |
| Capital Overhead/Indirect Costs      | Allocated indirect costs on capital expenditures.                                                                                              | ✗ Not Eligible |
| Operating Expenses                   | Essential costs that businesses incur for daily operational activities necessary to generate revenue, including rent, salaries, and marketing. | ✗ Not Eligible |

# EXAMPLE PROJECTS



## Gloucester Marine Genomics Institute

A shared ocean sensing and climatetech incubator on Gloucester's working waterfront, prioritizing eDNA monitoring and a harborside demonstration station.



## Greentown Labs

A shared pilot-scale battery fabrication and testing facility, paired with a statewide technician training program.



## UMass Lowell

A climate-resilient housing testbed, including new-build and retrofit pilot sites and a specialized maker space.



## WPI

A lab-to-pilot startup incubator focused on critical mineral recovery and carbon-sequestering material development.

# HOW TO APPLY

# TIME COMMITMENT

- A **Concept Paper** and high-level budget may take up to 2 weeks to prepare with internal buy-in secured.
- A **Full Application** requires a significant amount of time to gather vendor quotes, Letters of Interest, cost share commitments, a bibliography, and a complete budget.

# TIMELINE

All submissions are made through Submittable.

[masscec.submittable.com](https://masscec.submittable.com)

| Process Step                          | Date                                                |
|---------------------------------------|-----------------------------------------------------|
| Office Hours                          | Thurs. August 13 at 12pm & Thurs. August 20 at 12pm |
| Questions Due                         | Tues. Aug 25, 2026                                  |
| Q&A Posted on Website                 | Fri. Aug 28, 2026                                   |
| Concept Papers Due                    | Fri. Sept 4, 2026                                   |
| Invitation to Submit Full Application | Fri. Sep 25, 2026                                   |
| Full Application Due                  | Fri. Nov 13, 2026                                   |
| Notification of Awards                | Est. Early Spring 2027                              |

# SELECTION CRITERIA

1. Evidence of Success (10 points)
2. Justification of Need (15 points)
  - Documents: 5 – 10 Letters of Interest
3. Infrastructure Development Plan (20 points)
  - Documents: Vendor Quotes
4. Programming, Access, & Operations (15 points)
5. Project Budget (15 points)
  - Documents: Project Budget
5. Anticipated Impact & Public Benefit (15 points)
6. Relevance to the Innovation Ecosystem (10 points)
7. Public Benefit Site (up to 5 additional points)

# SUMMARY

# SUMMARY

## 1 Funding

- Up to \$5M for capital expenses
- 25% cost share
- Costs reimbursed after we receive receipts

## 2 Eligibility

MA-based ESOs with 5+ years of operating history:

- Nonprofits
- Public/nonprofit universities
- Public agencies

## 3 Projects

Projects that support climatetech at TRL 5+:

- Deployed within 1-3 years
- Built for a useful life of 10+ years
- *Shared and Publicly Accessible, and deliver a clear Public Benefit*

## 4 Timing

- Concept Papers due Sept. 4, 2026
- Full Applications due Nov. 13, 2026
- Notifications Early Spring

# ANY QUESTIONS?

**MASS**  
**CLEAN ENERGY CENTER**



QUESTIONS DUE TUES. AUGUST 25, 2026  
[INNOVATIONECOSYSTEM@MASSCEC.COM](mailto:INNOVATIONECOSYSTEM@MASSCEC.COM)

**SIGN UP  
FOR  
OFFICE  
HOURS:**



Thurs Aug. 13, 12 - 1pm



Thurs Aug 20, 12 - 1pm