

# Innovation Ecosystem Program (IEP)

**MARIANNA MILLER**

ECOSYSTEM DEVELOPMENT PROGRAM ADMINISTRATOR

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ECOSYSTEM DEVELOPMENT PROGRAM MANAGER



# Ecosystem Development Team

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**Marianna Miller**  
Program Administrator  
Emerging Climatetech



**Benedikt Reynolds**  
Program Manager  
Emerging Climatetech

# Agenda

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MassCEC Overview



Innovation Ecosystem  
Program (IEP)  
Overview



Q&A



MASSACHUSETTS  
**CLEAN ENERGY**  
**CENTER<sup>®</sup>**



# Our 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' position as an international climate leader while growing the state's clean energy economy.



## ACCELERATING DECARBONIZATION

We contribute to meeting our state's ambitious climate goals by tackling barriers to widespread use of clean energy and climate technology in buildings, transportation, and the grid.



## MASSCEC'S WORK BY FOCUS AREA

## EMERGING CLIMATE TECH

We help new climate-focused businesses grow faster by backing a vibrant community of researchers, startups, and established industry players - creating an ecosystem where they connect and thrive.



## LARGE SCALE DEPLOYMENT: OFFSHORE ENERGY

We're building a cutting-edge offshore energy industry, marshaling world-class ports while addressing supply chain and workforce development challenges.



## CLEAN ENERGY & CLIMATE WORKFORCE DEVELOPMENT

We're growing a diverse and talented clean energy workforce by supporting a dynamic network of community-based organizations, labor, training providers, schools and employers committed to a sustainable future for all.



# Our Impact

## Since 2010 MassCEC Has:<sup>1</sup>



Awarded **\$788M** through clean energy programs and investments, and attracted over **\$2.8B** in private and federal capital.



Developed the **1st** purpose-built port in the U.S. for staging and deployment of offshore wind projects.



Supported **6,500+** internships for college and vocational students with **670+** clean energy employers, **67%** of which were women and minority interns.



Supported the verification of **23M** renewable, solar, thermal, and clean peak certificates, accounting for transactions exceeding **\$5.6B** in revenue to Massachusetts residents and business owners.



Tested **57** wind turbine blades at the Wind Technology Testing Center, generating over **\$28M** in revenue.

# Summary

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**Deliver statewide  
environmental benefits**



**Spur job creation**



**Secure long-term  
economic growth for the  
people of MA**

- ▶ In 2017, Massachusetts enacted the Clean Energy Standard, which aims to fully decarbonize the state's electricity generation by 2050. Additionally, in 2021 and 2022, Massachusetts enacted comprehensive climate legislation to target reaching net zero greenhouse gas emissions by 2050 and supporting underserved populations.
- ▶ The Commonwealth has made progress in decarbonizing the electric grid, buildings, and vehicles, but more needs to be done to ensure the state meets its ambitious and critical goals.



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1. Purpose
2. Eligibility
3. Application Process
4. Selection Criteria
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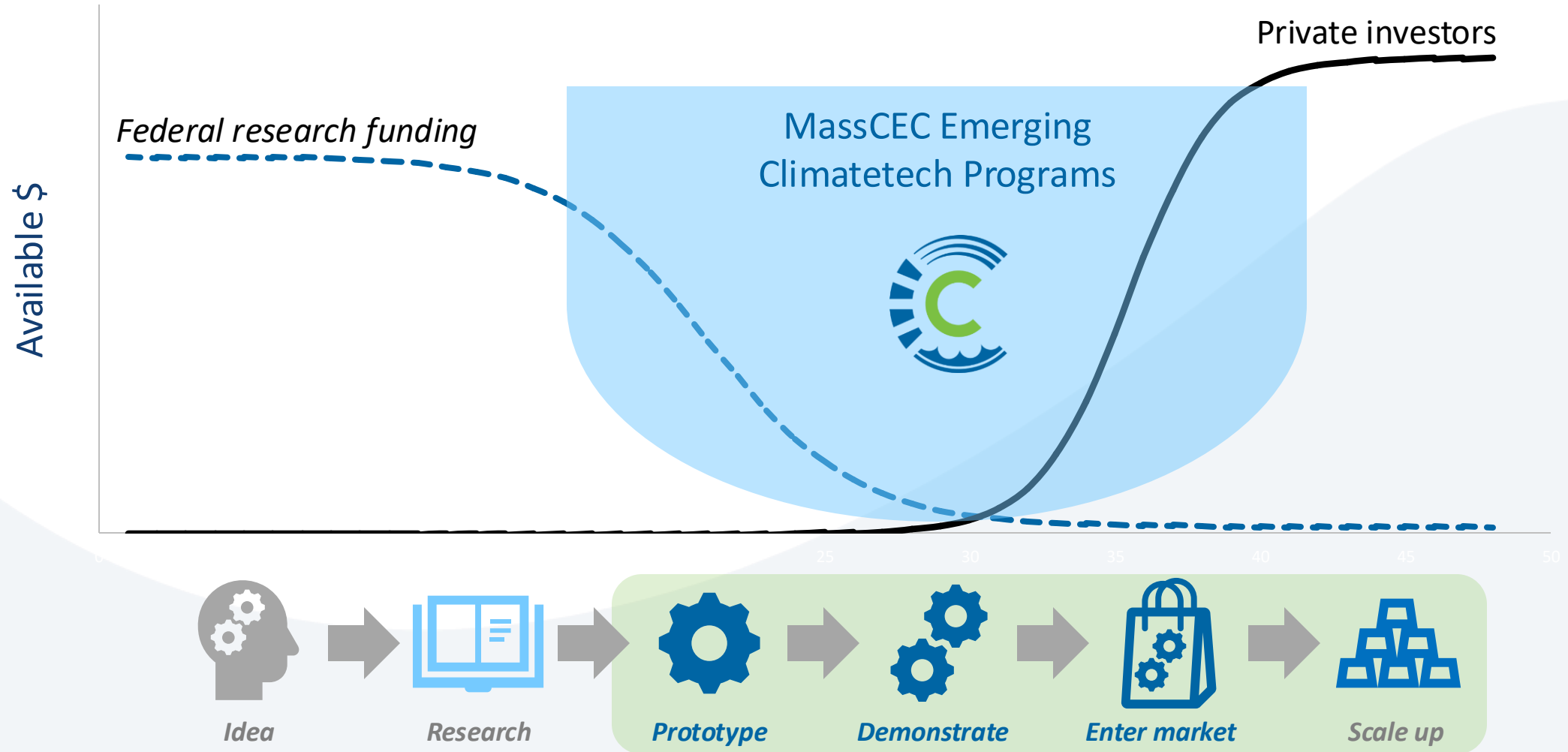


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# The Challenge



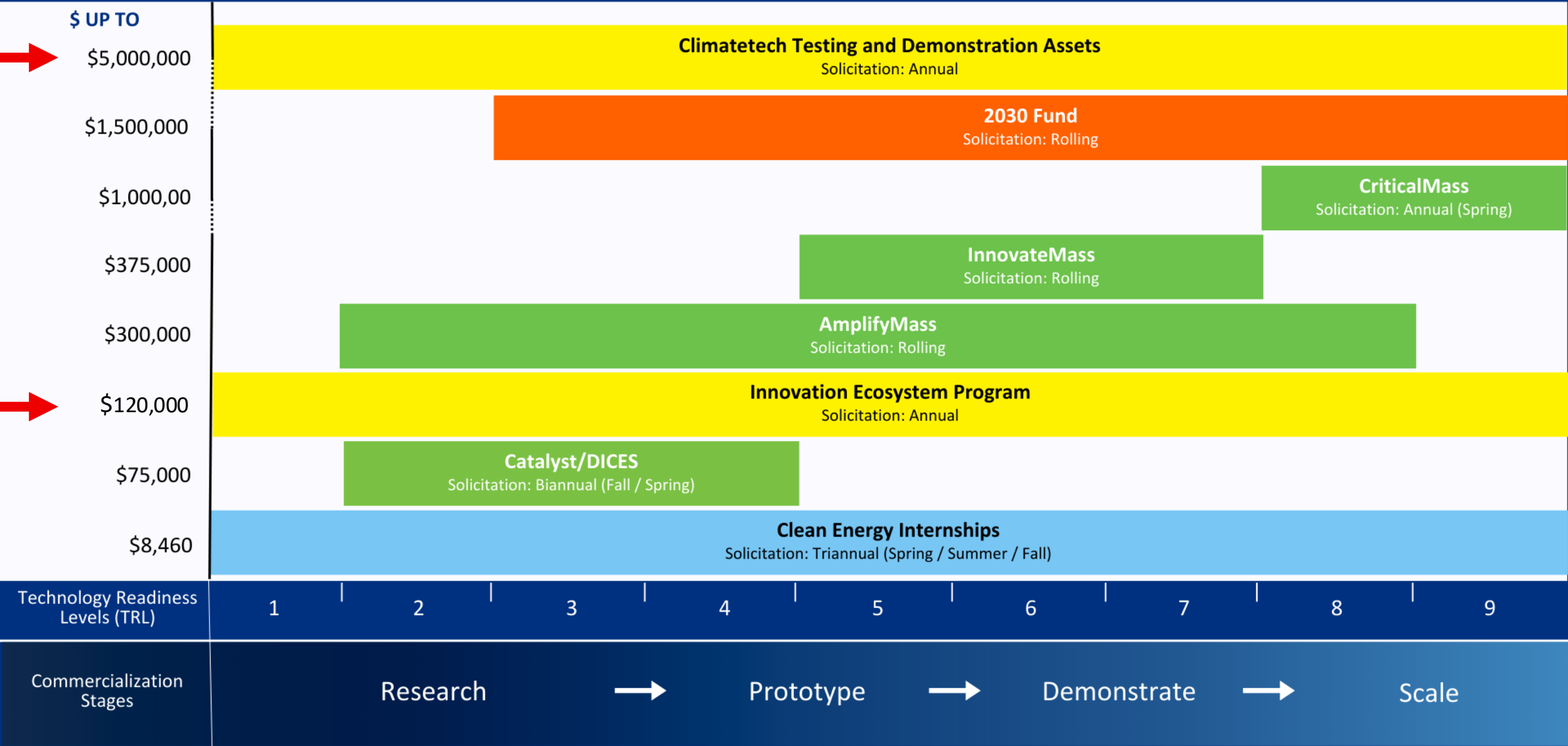
# MassCEC Emerging Climatetech Funding Opportunities

Grants for Startups/Academics

Investments Program

Workforce Program

Grants for ESOs



# The Challenge

Massachusetts is a leading hub for climatetech R&D and entrepreneurship. Entrepreneur Support Organizations (ESOs) play a critical role in attracting early-stage startups to the state, help them succeed, and accelerating local economic growth.

But demand for ESO support is outpacing available resources. ESOs need additional funding to expand capacity and deliver high-quality programming to a growing number of startups.





# Purpose

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IEP provides grants to ESOs in Massachusetts that deliver targeted support to early-stage climatetech entrepreneurs and accelerate their path to Market.

- Track 1: Programming Support (up to \$120,000)
- Track 2: Programming Support + Entrepreneur Fellowship Grant (up to \$1,020,000)

# Program Tracks

	Track 1	Track 2
Name	Programming Support	Programming Support + Entrepreneur Fellowship Grant
Award Amount	Up to \$120,000 in Operating Support	Up to \$120,000 in Operating Support Up to \$900,000 in Fellowship Funding
Operating Support	Funds to enhance existing or develop new climatetech startup program(s). Funds are flexible to support staffing, programming, or facility management.	Same as Track 1
Fellowship Support	—	Stipend funding for existing Entrepreneur Fellowship programs that advance the translation of research into Climatetech businesses, products, and jobs in the energy, transportation, and buildings sectors.  Funds must go directly to fellows (e.g., living stipends, R&D grants) and cannot be used for ESO operating expenses.

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# Eligible ESOs

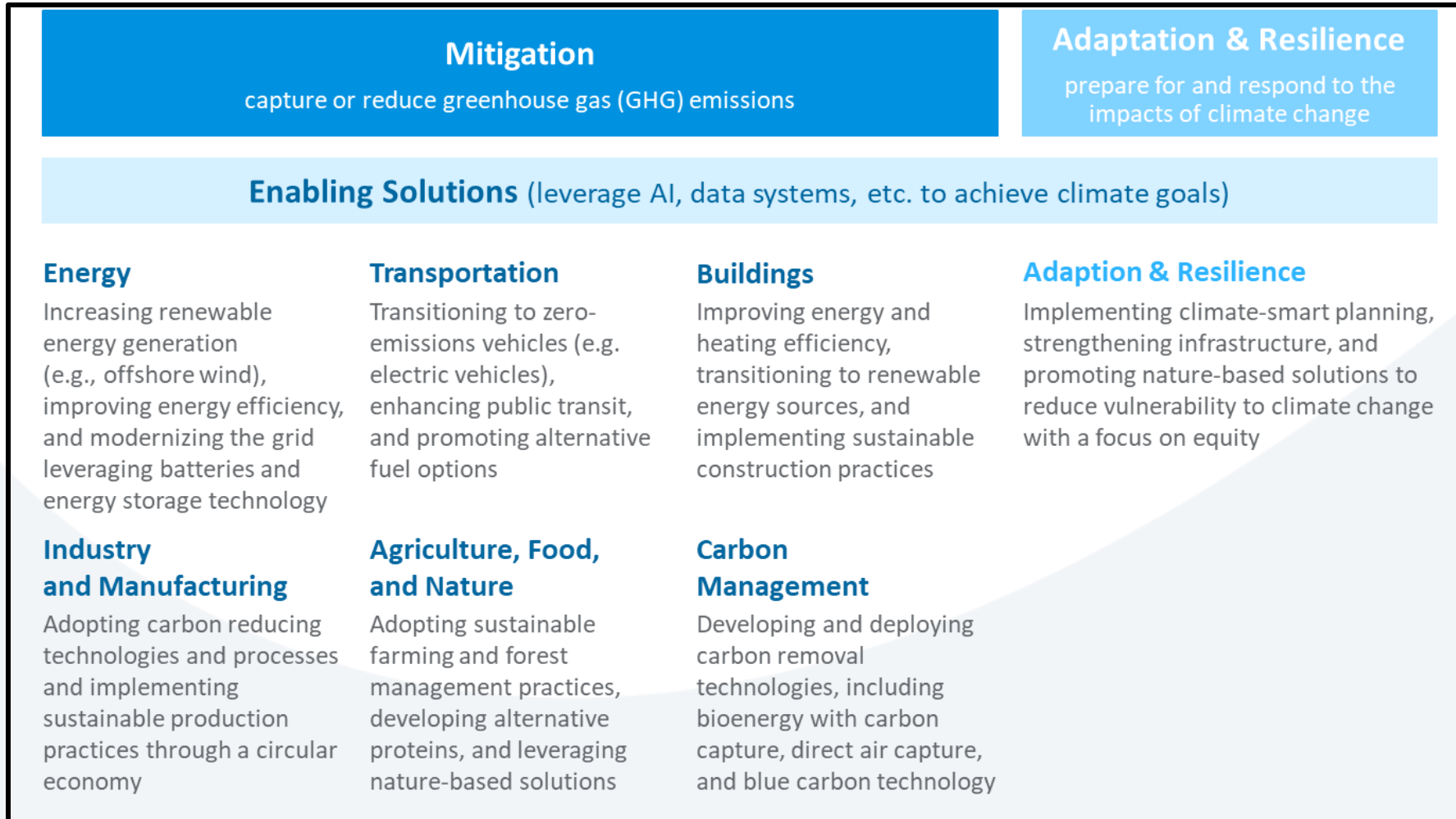
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Entities legally organized in MA with at least 1 year of operating history, and/or a track record of supporting MA-based climatetech startups.

- Incubators
- Accelerators
- Innovation Centers
- Entrepreneur Networks and Associations
- Economic Development Organizations

# What is Climatetech?



ESOs must support entrepreneurs and researchers focused on these themes.



# Track 2: Fellowship Eligibility

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- The Fellowship has been in operation for at least one (1) year, or ESO has a proven track record of administering similar Fellowships in prior years.
- The Fellowship advances the **energy, transportation, and buildings sectors**.
- All awards must go directly to Fellows as stipends.

# Track 2: Fellowship Eligibility (cont'd)

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- Fellows must be inventors spinning out of Massachusetts universities, laboratories, or their own startup.
- Fellows have raised no more than \$2.5M in funding to date.
- Fellows must reside in Massachusetts and operate their research or business activities in Massachusetts for the duration of the Fellowship.

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# Two Competitive Phases

The application process is administered in two phases:

- 1. Concept Papers (template provided)**  
Provide a brief overview and budget of the proposed project.
- 2. Full Application (outline provided)**  
A select number of applicants will be invited to submit an in-depth proposal.

Process Step	Date
RFP Release	Wednesday November 19, 2025
Informational Webinar	Thursday December 11, 2025, at 12 PM ET
Questions Due	Tuesday December 16, 2025
Questions and Answers posted to MassCEC's Website	Thursday December 18, 2025
Concept Papers Due	Tuesday January 13, 2026, by 5 PM ET
Invitation to Submit Full Application	Wednesday February 11, 2026
Full Application Due	Tuesday March 17, 2026, by 5 PM ET
Notification of Awards	Est. Mid-June 2026
Contracting Concludes/Projects Begin	Est. early Summer 2026

# How To Apply – Concept Papers

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- ☐ **Read the RFP**

Follow all requirements. Failure to comply may serve as grounds for rejection.

- ☐ **Complete the Concept Paper Template (Attachment 2)**

- ☐ **Gather Required Attachments:**

- ☐ Authorized Applicant's Signature and Acceptance Form (Attachment 1)
- ☐ ESO's 2024 Fiscal or Calendar Year Financial Statements
- ☐ Resumes/CVs from key personnel at the ESO
- ☐ Letters of Commitment or Support (optional)

- ☐ **Combine documents into one PDF**

- ☐ **Submit**

Email completed application to [innovationecosystem@masscec.com](mailto:innovationecosystem@masscec.com) by Tuesday January 13, 2026, 5 PM ET.



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# Review Process

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## 1. Initial Screening

Undergo an initial screening to ensure completion, eligibility requirements, and adherence to guidelines.

## 2. Detailed Review

Eligible Concept Papers will be reviewed by MassCEC. Full criteria in the RFP.

## 3. Interviews (case-by-case)

MassCEC reserves the right to contact eligible applicants to request supplemental or clarifying information.

## 4. Selection for Advancement

Selected Applicants will be invited to submit a Full Application, which will include a more detailed plan and budget.

# Selection Criteria

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Detailed selection criteria are found on **Section VII** of the RFP. Concept Papers will be evaluated based on criteria that include, but not limited to:

1. **Relevance and Alignment** (10 points)
2. **Articulation of Need** (10 points)
3. **ESO Programming** (20 points)
4. **(Track 2 only) Fellowship Programming** (20 points)
5. **Financial Overview** (20 points)
6. **Anticipated Impact** (20 points)
7. **Evidence of Success and Staff Qualifications** (10 points)
8. **Regional Diversity** (Up to 5 additional points)

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# Summary



## Funding

- Up to \$120,000 in ESO operating funds.
- (Track 2) Up to \$120,000 in operating support. Up to \$900,000 in stipend funding for Entrepreneur Fellowship programs



## Timing

- RFP Release: November 19, 2025
- **Concept Papers Due: January 13, 2026**
- Full Application Due: March 17, 2026
- Notifications of Awards: Est. Mid-June 2026



## Eligibility

- Incubators, Accelerators, Innovation Centers, Educational Institutions, Entrepreneur Networks, etc.
- Must have at least 1 year of operating history.
- Track record of supporting MA-based climatetech companies.



# Q&A

All Q&A's will be posted on IEP website December 18, 2025.

Submit additional questions to [innovationecosystem@masscec.com](mailto:innovationecosystem@masscec.com) with subject line "Questions – RFP IEP FY26" by December 16, 2025.