



THE INNOVATION INSTITUTE

at the MassTech Collaborative

STRONG ENTREPRENEUR ECOSYSTEMS

Grant Solicitation Q&A Document Solicitation No. 2022-JAII-02

Proposal Content

Is there a minimum number of advisory group members?

No. We do not set requirements around the number of advisory members. We encourage applicants to form an advisory group comprised of entrepreneurs and leaders of entrepreneur support organizations from the region with a demonstrated commitment to helping local entrepreneur succeed.

Does it help to include letters of support from advisory group members?

It is not required to include letters of support from proposal partners or advisory group members. However, letters of support from partners and key stakeholders are important to demonstrating commitment and potential for success and will be considered during the evaluation process.

Is there a preference for proposing an entirely new program, or is it equally acceptable to propose to build on something that already exists or has piloted?

There is no preference for proposals to include a new program or an already existing program. This may depend on the development stage of the ecosystem that the proposal addresses. An ecosystem that has identified gaps may benefit from an entirely new program to fill unmet needs. An ecosystem with many assets may benefit from scaling successful programs and/or building more inter-connectedness among pre-existing programs. We ask that respondents propose the solution they believe will be the most beneficial to the circumstances.

How does MassTech define “region” in context of this solicitation?

Applicants are asked to define the region that makes up the entrepreneurial ecosystem they are proposing to address. It is up to the applicant to appropriately define the reach of the startup communities their ecosystems serve.

Would a state-wide ecosystem proposal be considered?

Yes.

Can regions include other states?

Regions can include other states, but the lead applicant must be a Massachusetts-based non-profit and the majority of the benefits of the proposed program must adhere to Massachusetts.

Applicant Eligibility

Can two or more organizations apply as partners on the grant?

MassTech requires there to be one lead applicant on the proposal who will serve as the fiscal agent for the grant. MassTech encourages proposals that include multiple partnerships. The roles and budget allocation across proposal partners should be articulated in the proposal. The lead applicant will be the contracting entity with MassTech.

Is there an upper limit for the number of partners involved in one proposal?

No.

Can organizations currently on a MassTech grant or subcontracted qualify to apply for this grant?

Prior funding from MassTech or other state agencies will be taken into consideration at the time of review but does not restrict the receiving organization from applying.

Is the solicitation open to all types of non-profits or only 501 c 3s?

The solicitation is open to all types of non-profits.

Do you consider supporting biotechnology and life sciences startups with this grant?

Yes, entrepreneurial ecosystems supporting any sector will be considered. However, MassTech reserves the right to refer proposals to other state agencies who may be better suited for addressing the needs of certain sectors.

Application Requirements / Process

How many planning phase and phase 2 awards will be granted?

The number of grants awarded depends on the quality of the proposals received. We anticipate awarding four planning grants, but this may change at the discretion of MassTech. At the end of the planning

phase, chosen recipients will submit more thorough strategic plans which will be reviewed for potential follow-on funding through phase 2 implementation grants, worth up to \$200,000. The number and amount of implementation grants awarded depends on the quality of the strategic plans received.

Is there a page limit for the proposal?

No.

Use of Funds

What type of expenses are allowable through the Strong Entrepreneur Ecosystems grant?

Funding from the Strong Entrepreneur Ecosystems grant is intended to be used for planning, programmatic support, and operating expenses.

Is there funding to advance all four anticipated planning proposal recipients to the \$200,000 award?

The number and amount of implementation grants awarded depends on the quality of the strategic plans received at the end of the planning phase.

What is the term of the grant?

It is expected that planning phase grants will span six months from mid-May 2022 through mid-November 2022. The applicant has flexibility to define their project period for follow-on implementation grants. Typical projects will span 12 – 24 months beginning January 2023.



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