



Supporting State-Led Cleantech Innovation – MassCEC's work

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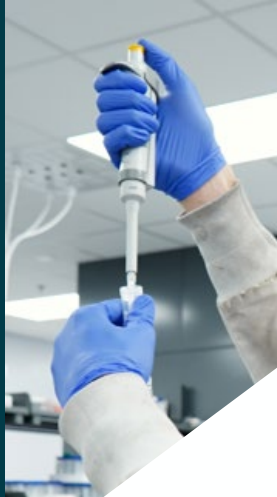


OUR MISSION

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.

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.



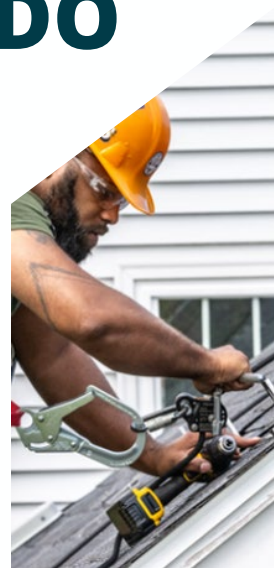
PROVE FOR SCALE

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

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.

YOUR GROWTH PARTNER IN MASSACHUSETTS

MassCEC Business Development helps climatetech companies by connecting them with essential funding, strategic partners, and pathways to market

Retain • Attract • Grow

1

Navigate funding & incentives

Identify relevant grants, tax incentives, financing, and other public resources

2

Open doors to customers & partners

Assess fit and facilitate introductions to potential customers, pilot hosts, investors, and strategic partners

3

Support expansion & market entry

Help companies evaluate pathways for facilities, manufacturing, commercialization, and growth in Massachusetts

4

Connect to talent & workforce resources

Link companies to internships, training programs, and workforce partners aligned with hiring needs

5

Coordinate across Team Massachusetts

Bring the right agencies and ecosystem resources together around a company's priorities

Start with the Business Front Door: Share your growth priorities. We will help map the resources and relationships that may be best fit. (www.mass.gov/info-details/business-front-door)

NEW INITIATIVE: CLIMATETECH COMMERCIALIZATION PARTNER DATABASE

Database Objective

Primary objective of the Commercialization Partner Database is to help MA climatetech companies explore organizations interested in working with climatetech startups, including companies, universities, municipalities, utilities, nonprofits, state agencies, and other potential partners.

The database is designed to help startups identify potential commercialization partners and gain insight into areas of market interest.

Database Background & Why We Create It

- CriticalMass Program – FY26 program focused on recruiting potential Project Partners that applicants could partner with
 - This program gained significant attention, especially the partner aspect of it, with applicants expressing that this was a very valuable part of the program
 - CriticalMass is not running in FY27, but the program team wanted to continue the matchmaking component of the program in a new way
- Business Development Team has heard often from climatetech startups that one of the most difficult parts of commercialization is gaining access to the right partners

What we look for in partners/questions we ask

- Massachusetts Based
- Willing to work with a climatetech startup: able to provide a deployment or demonstration site, technical validation, manufacturing support, investment, supply chain access, technical/business support
- Vertical of Partner: Energy/Utility, Renewables, Transportation/Infrastructure, Construction/Housing, Healthcare, Government, Non-profit, Finance, Commodities/Industrial, Manufacturing, Other.
- Technologies of Interest: Offshore Energy, Other Renewable Generation, Clean Transportation, Buildings, Adaptation & Resilience, Water, Agriculture, Manufacturing & Industry, Enabling Solutions, Other climate tech that meets massCEC statute
- Organization's climate and innovation goals

Process

- The ECT Team sent an intake survey to all established partners through CriticalMass and other existing partnerships
 - Actively recruiting new partners
- Will continuously update the database with new partners as relationships are established
- Startups can look at the database at any time for commercialization partners
 - If they find a partner they are interested in, they will fill out a form requesting an intro from MassCE's Business Development Team
 - Having the Business Development team makes intros helps with the commercialization partners not receiving a large volume of requests and having to do the initial vetting process

Example Projects/Partnerships

- **Allium Engineering** – demonstrating its stainless-clad rebar with the city of Boston for constructing a corrosion-resistant seawall on Moon Island that extends infrastructure lifetimes in harsh marine environments.
- **LuxWall** – demonstrating its Transparent Insulation Glass-Only Retrofit technology in partnership with BXP Boston, upgrading existing windows to wall-like insulation performance, which can reduce heating and cooling energy use by up to 60%.
- **CF Technologies** – demonstrating its modular supercritical carbon dioxide process with Leading Cities and the Wareham Pollution Control Facility for converting waste brown grease into biodiesel for municipal power generation and fuel use.

DEMO!