



October 19, 2020

Steven James, Clerk of the House  
Massachusetts House of Representatives  
24 Beacon Street, Room 145  
State House  
Boston, Massachusetts 02133  
Email: [Steven.James@mahouse.gov](mailto:Steven.James@mahouse.gov)

Dear Mr. James:

I am pleased to present to you the results of the operations of MassVentures, also known as Massachusetts Technology Development Corporation (“MTDC”, “MassVentures” or the “Corporation”) for the fiscal year ended June 30, 2020. In June 2012 MTDC started doing business as MassVentures to better reflect the organization’s commitment of supporting promising entrepreneurs developing high-growth, technology-driven companies.

Presented below are the significant actions and accomplishments of MassVentures during this past fiscal year. In addition, accompanying this letter are the annual audited financial statements for MassVentures, which are included as part of this annual report that we are submitting pursuant to the requirements of MGL 40G, Section 6.

This report includes the following highlights:

- [Overview of MassVentures’ role in the Commonwealth](#)
- [The MassVentures’ START program to fuel previously funded SBIR companies](#)
- [MassVentures’ investment cycle and harvest plan](#)
- [The economic benefits](#)
- [Our investment programs](#)
- [Our exit strategy and financial returns](#)
- [Conclusion](#)

### **Overview of MassVentures’ Role**

Since the commencement of its investment program in FY80, MTDC has played a consistent and effective role in the Commonwealth’s economic development strategy by assisting the start-up and expansion of promising Massachusetts-based technology companies. These Massachusetts-based technology companies provide both direct jobs and indirect employment for local vendors who sell products and services to these companies.

MassVentures’ contributions to the Massachusetts’ economy have been accomplished without annual appropriations from the Commonwealth. The Corporation is an “evergreen” organization that is largely funded by the gains generated from past investments. Over its 40-year history, MassVentures has

received \$13.75 million in state funding and \$3 million in federal funding. With those funds and its gains from realized investments, MassVentures has invested \$92.9 million in 152 Massachusetts companies. Further, the job creation from these Massachusetts' companies is measured in the thousands. The 19 current portfolio companies together with the eleven former portfolio companies that are still doing business in the Commonwealth, employed 2,957 people in Massachusetts. In addition, the 85 START Phase 1 winners, as of December 31, 2019, employed 1,947 people in Massachusetts.

### **MassVentures START Program**

In 2012, the Corporation entered into an agreement with The Massachusetts Growth Capital Corporation ("MGCC") to administer the SBIR Targeted Technologies ("START") Program. The START program is designed to assist in the commercialization of technologies that were previously awarded federal SBIR grants. Under the terms of the program, MGCC funded the program with \$6,450,000 to be dispersed in three phases. In 2015 that program was extended for an additional 2 years with \$6.45 million in funding. The program was extended again in each year 2017 through 2020 with an additional \$3.225 million of funding in each year. In 2020, MassVentures awarded \$1,000,000 of Phase I, \$1,000,000 of Phase II and \$1,000,000 of additional Phase III grant awards to 17 Massachusetts' companies.

In 2017, the Corporation also entered into an agreement with the Massachusetts Clean Energy Technology Center ("MassCEC") whereby MassCEC funded the program with \$400,000 to be used to award \$200,000 in Phase I grant awards and \$200,000 in Phase II grant awards. This inter-agency agreement was extended in 2018 whereby MassCEC again funded the program with \$400,000 to be used to award \$200,000 in Phase I grant awards and \$200,000 in Phase II grant awards. In 2019, this inter-agency agreement was extended whereby MassCEC funded the program with \$300,000 to be used to award \$100,000 in Phase I grant awards and \$200,000 in Phase II grant awards. And in 2020, MassCEC funded the program with \$100,000 to be used to award \$100,000 in a Phase I grant.

Between the MGCC and the MassCEC awards, in 2020, MassVentures awarded \$3,100,000 in awards to 17 Massachusetts' companies.

### **Fiscal 2020 Investment Activity**

MassVentures initial investment into companies is most often that company's first round of funding. MassVentures then has the ability to continue to support its portfolio companies in subsequent rounds of financing, up through the company's exit. This investment cycle follows the general pattern of most early-stage venture capital firms. The Corporation applies a portfolio approach, spreading its investment risks across a number of companies in different industries. As an early stage investor, MassVentures expects that financial returns will generally be realized 7 to 10 years after initial investment in a company and as with typical venture capital returns, the majority of proceeds will come from a small percentage of these investments. Historically, these gains provided over 80% of MassVentures' funding.

In fiscal 2020, MassVentures closed eight follow-on investments into existing portfolio companies, totaling \$ 2,292,790 from its Traditional Investment Fund Program and \$332,500 from its Commonwealth Fund III program into the following companies:

- Armoured Things, Inc. of Boston
- Content Raven of Marlborough
- ClearGov, Inc. of Maynard
- FairMarkIT of Boston
- LabViva, Inc. of Somerville

- Machine Metrics, Inc of Northampton
- Spark Growth of Cambridge
- Spiro Technologies of Boston

### **Economic Benefits**

The principal objective of MassVentures' Investment Program has been to assist early-stage technology companies start-up and/or expand in the Commonwealth by commercializing technology developed in local corporations and research institutions. These new Massachusetts firms can become aggressive competitors in the global marketplace very early in their life cycles. By investing at early stage, MassVentures provides seed capital to emerging companies which is critical capital necessary to:

- Create jobs in the Commonwealth;
- Leverage the Commonwealth's intellectual assets to help create the leading companies of tomorrow;
- Drive growth of and employment in the Commonwealth's Economic Target Areas; and
- Build growing companies that are able to leverage outside capital to help drives sustained growth and success.

As a largely self-funded instrumentality of the Commonwealth, MassVentures, through its investment gains, has leveraged \$13.7 million of state funding into \$92.9 million of its own investment into 152 companies. These companies, with the support of MassVentures, have been able to leverage MassVentures' seed capital and commitment to:

- Gain the support, through capital investment, of over 50 venture funds and angel groups; and
- Raise over \$1.6 billion in capital from third party investors

These early-stage companies provide significant employment growth opportunities and long-term value to the Massachusetts economy. As of December 31, 2019, it was estimated that:

- 30 current and former portfolio companies still doing business employed 2,957 people in the Commonwealth.
- This employment equates to an estimated Massachusetts annual payroll for these companies of \$236 million, and annual estimated payroll-related tax revenue of \$46 million to the Federal government and \$12 million to the State.

Importantly, MassVentures not only provides valuable seed and early stage capital but also management assistance, technical assistance, and mentorship to Massachusetts early-stage technology companies. The entrepreneurs launching these companies are usually experienced technologists, but inexperienced business people. Therefore, MassVentures' Management Assistance Program focuses on strategies to increase the visibility and successful presentation of these companies to potential investors. Our active involvement with these management teams, helps them develop the skills and experience necessary to become effective business leaders. We also work with them to help provide introductions to prospective capital providers, customers, business partners and senior management talent. These introductions and partnerships help in the development of a seed-stage company, comprised of a founding team and raw technology, to become a successful Massachusetts enterprise with a growing employee base and revenue source for the Commonwealth.

### **MassVentures Commonwealth Fund Investment Program**

The Commonwealth Fund Investment Program (CF) serves as a vehicle for MassVentures to help finance the growth stage of new technology enterprises in the Commonwealth while at the same time seeking attractive financial returns. Under the CF, MassVentures manages an investment pool comprised of funds from MassVentures and private co-investors. MassVentures distributes a share of net realized gains from its portion of the Program to the General Fund of the Commonwealth of Massachusetts.

The CF has previously raised two investment pools with outside private co-investors. The Commonwealth Fund I Program I was launched in FY1995 with \$2,000,000 of outside capital. Since that time the funds have been fully invested and the investments exited. That program is now closed.

During FY2001, the Commonwealth Fund Investment Program II was launched with the goal of creating a \$15 million investment pool. MassVentures committed \$12 million, BancBoston Investments Inc. committed \$2 million and Essex Regional Retirement Board committed \$1,000,000. This program has two remaining investments, with invested capital of approximately \$1.0 million.

In FY2012, MassVentures announced that it was launching Commonwealth Fund III in collaboration with MassDevelopment's Emerging Technology Fund whereby MassDevelopment committed \$5 million to the program. The objective of the program is to fill capital gaps not adequately served by the private investment community such as: (1) emerging market segments; (2) first-time entrepreneurs; and (3) companies transitioning from seed to Series A funding. The program is in the process of deploying its \$5.1 million of committed funds.

### **Exit Strategy and Financial Returns**

As of June 30, 2020, MassVentures had exited or begun to exit, 133 of the 152 companies in which it had invested. Positive returns came from 18 companies that had become publicly traded and 42 had either been merged with or had been acquired by other firms, settled through litigation, or bought back their securities from MassVentures. Losses were realized from 32 companies that were acquired and 41 that ceased operations. The active portfolio at year-end included 19 companies.

MassVentures' total realized and unrealized gain in FY20 totaled 1,031,460. Cumulative realized gains on investments since 1980 totaled \$77,973,648 while cumulative realized losses totaled \$43,957,571, for total realized net gains of \$34,016,077. The funds provided from these realizations continue to support the Corporation's operating expenses and replenish the Investment Fund such that MassVentures can continue to invest in promising seed stage technology companies in the Commonwealth and further support its mission.

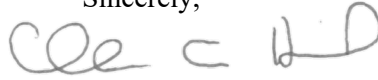
### **Conclusion**

MassVentures continues to play a unique role among the economic development organizations of the Commonwealth. The financial performance of the MassVentures Portfolio has provided the Corporation with a base level of investment funds to continue to support the growth of Massachusetts-based companies and to create jobs. MassVentures has continued to accomplish this successful endeavor for the Commonwealth of Massachusetts with limited state funding.

Additional funding would enable MassVentures to expand its reach and impact in the innovation economy. As such, MassVentures continues to explore new funding sources through expansion of the

Commonwealth Fund program and additional funding by the State. By steadily pursuing its long-term investment strategy, MassVentures continues to successfully serve its shareholders, the citizens of the Commonwealth.

Sincerely,

A handwritten signature in dark ink, appearing to read "C. Hipwood". The signature is written in a cursive, flowing style.

Charles Hipwood  
President & CEO

Enclosure

cc: MassVentures Board of Directors

**Massachusetts Technology  
Development Corporation  
d/b/a MassVentures**

*Financial Statements*

*Years Ended June 30, 2020 and 2019*

**Massachusetts Technology  
Development Corporation  
d/b/a MassVentures**  
*Financial Statements  
Years Ended June 30, 2020 and 2019  
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**Massachusetts Technology Development Corporation**  
**d/b/a MassVentures**  
(a component unit of the Commonwealth of Massachusetts)  
Management's Discussion and Analysis  
For the Years Ended June 30, 2020 and 2019

Unaudited

The following discussion and analysis provides management's overview of the financial position of the Massachusetts Technology Development Corporation, d/b/a MassVentures (the Corporation) as of June 30, 2020 and 2019, and the results of its operations and cash flows for the years then ended. This management's discussion and analysis is unaudited and should be read in conjunction with the Corporation's audited financial statements and notes, which are attached hereto.

**General Overview**

The purpose of the Corporation is to provide financial and other assistance to innovative technology-based enterprises in Commonwealth of Massachusetts (the "Commonwealth") that have the potential to expand and generate new jobs and tax revenues. The Corporation seeks to: i) target technologies, regions and companies that are not adequately served by private investors; ii) complement, not compete with, private venture and angel investors and leverage the Corporation's investment dollar with private capital; and iii) nurture entrepreneurship among the citizens of the Commonwealth to stimulate long-term economic development. The Corporation seeks to realize appropriate financial returns to enable it to be self-sufficient. The Corporation is governed by a Board of Directors consisting of eleven members, eight of whom are appointed by the Governor of Massachusetts from the private sector and three of whom are public officials. In June 2012, the Corporation began doing business as MassVentures.

**Enabling Legislation and Funding Sources**

The Corporation was created as a body politic and instrumentality of the Commonwealth on October 19, 1978, pursuant to Chapter 497 of the Acts of 1978.

The Corporation's original investment funds were provided in 1979 by a \$2,000,000 grant (including \$28,000 in start-up costs) from the Economic Development Administration ("EDA"), U.S. Department of Commerce. Under this grant, the Corporation makes loans from a revolving loan fund to eligible borrowers, defined as Massachusetts-based businesses with operations involving a significant amount of technology, which are located in EDA Title IV redevelopment areas and which meet the requirements of the Corporation's enabling act.

During the year ended June 30, 1981, the Corporation was awarded a \$1,000,000 grant under the Corporations for Innovation Development ("CID") program of the U.S. Department of Commerce. The grant award was for the purpose of establishing a second revolving loan fund to assist in the creation and development of small, innovative high-technology companies in Massachusetts. In addition, the Commonwealth appropriated \$1,000,000 to the Corporation as matching funds for the federal grant. The Commonwealth appropriation is restricted to equity investment. The CID program was cancelled during the year ended June 30, 2003. Restricted cash for investment programs of \$407,840 was returned to the U.S. Department of Commerce representing their portion of the remaining grant.



### **Enabling Legislation and Funding Sources (continued)**

Each year from fiscal years 1982 to 1988, the Commonwealth appropriated additional amounts to supplement the Corporation's investment fund. There were no geographical limitations within Massachusetts for these funds. The Commonwealth appropriated additional amounts to the Corporation's investment fund of \$5,000,000 in fiscal year 2004, \$2,500,000 in fiscal year 2007 and \$1,000,000 in fiscal year 2015. The cumulative amount of all appropriations received from the initial funding in 1981 through June 30, 2019 totaled \$13,700,000.

Under the terms of the grants of investment funds from the federal government and the Commonwealth, principal repayments and costs recovered are returned to the Restricted for Investment Programs Fund to be reinvested in accordance with the criteria required by the grants' provisions and the Corporation's enabling legislation and policies. In addition, the Corporation has transferred \$ 41,482,715 cumulatively through fiscal year 2020 to the Restricted for Investment Programs Fund to be reinvested in accordance with the criteria required by the Corporation's enabling legislation and policies. The transferred funds were derived from earnings and gains realized on past investments by the Corporation.

### **Financial Statements**

The Corporation's financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America as promulgated by the Governmental Accounting Standards Board (GASB).

The *Statement of Net Position* presents the financial position of the Corporation. It provides information about the nature and the amount of resources (assets), plus deferred outflows of resources (as applicable), obligations (liabilities), plus deferred inflows of resources (as applicable), and net position. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position of the Corporation is improving or deteriorating.

The *Statement of Activities and Changes in Net Position* presents information showing how the Corporation's net position changed during the fiscal year presented. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows. Thus, revenues and expenses are reported in this statement for some items that will only result in cash flows in future fiscal periods. The change in net position may be useful in assessing whether the financial position improved or deteriorated for the year.

The *Statement of Cash Flows* presents the cash activities segregated by the three major cash flow categories: general support activities, capital activities, and restricted for investment program activities. This statement may be useful in determining changes in liquidity and in understanding how cash and cash equivalents were used during the years presented.

The notes to the financial statements describe significant accounting policies adopted by the Corporation and provide additional information that is essential to a full understanding of the data presented in the financial statements.

### **Financial Highlights**

- Total assets of the Corporation increased from \$18,628,604 at June 30, 2019 to \$ 21,873,198 at June 30, 2020 primarily due to an increase in the unrealized value of the Corporation's investments and a grant receivable at fiscal year end. This was offset by a decrease in cash from the use of cash for operations and realized losses on the sale of investments.

### **Financial Highlights (continued)**

- During the year ended June 30, 2020, the Corporation made new investments totaling \$ 2,292,790 and had realized gains or losses on investments with a cost basis of \$344,028.
- The cost of investments held decreased from \$12,303,854 at June 30, 2019 to \$10,922,391 at June 30, 2020 primarily due to the realized loss on investments exceeding the cost of new investments made in fiscal year 2020.
- The Corporation had \$3,100,000 of grant awards during the year ended June 30, 2020 under its SBIR Targeted Technologies (“START”) Program, as compared to \$3,300,000 in START grant awards during the year ended June 30, 2019.

### **Financial Analysis**

#### **Statement of Net Position**

##### **Statement of Net Position**

	<b><u>June 30, 2020</u></b>	<b><u>June 30, 2019</u></b>
	<b><u>Total</u></b>	<b><u>Total</u></b>
Total Investments, at market	\$ 9,458,648	\$ 6,486,138
Total Assets	21,873,198	18,628,604
 Total Liabilities	 3,343,899	 543,229
Total Fund Balance	18,529,299	18,085,375
Total Liabilities and Fund Balance	<u>\$ 21,873,198</u>	<u>\$ 18,628,604</u>

Total assets increased \$3,244,594 in the current year, primarily due to the increase in the carrying value of the Corporation’s investments and grants receivable.

Total liabilities increased \$2,800,670 in the current year primarily as a result of grants payable and a reduction in accounts payables and accrued expenses.

Total fund balance increased \$443,924 in the current year primarily due the excess of net unrealized gains on investments in addition to the Corporations interest revenue and other income exceeding the net realized losses and expenses of the Corporation for the current year.

### **Investment and Grants**

The Corporation provides financial assistance to innovative technology-based enterprises in Commonwealth. Financial assistance may come in the form of grants, equity investments or debt investments. During the fiscal year ended June 30, 2020, the Corporation provided a total of \$5,392,790 in assistance consisting of \$3,100,000 in START awards payable and \$2,292,790 in equity and debt investments. Financial assistance in fiscal 2020 increased \$546,290 as compared to fiscal 2019 primarily as a result of an increase in equity and debt investments and a reduction in in START awards.

**Statement of Activities and Changes in Net Position**

**Statements of Activities and Changes in Net Position**

	<b>Fiscal year ended June 30</b>	
	<b>2020</b>	<b>2019</b>
Other income	\$ 264,418	\$ 269,330
Interest revenue	222,465	308,489
Total Revenue	486,883	577,819
Operating expenses	1,074,419	1,526,565
Operating loss	(587,536)	(948,746)
Grants received	3,100,000	3,300,000
Grants disbursed	3,100,000	3,300,000
Net grants	-	-
Net realized gains (losses) on investments	(3,225,513)	556,855
Net unrealized gains (losses) on investments	4,353,973	(2,572,855)
Total net gains (losses)	1,031,460	(2,016,000)
Increase (Decrease) in Fund Balance	\$ 443,924	\$ (2,964,746)
Fund Balance, beginning of year	\$ 18,085,375	\$ 21,050,121
Fund Balance, end of year	\$ 18,529,299	\$ 18,085,375

The operating loss decreased by \$361,210 in the current year primarily due to a decrease in certain operating and personnel costs during the fiscal year.

Operating expenses include all personnel, occupancy, professional and consulting, START administration and all other business expenses associated with the Corporation's operations.

Total net gains (losses) increased by \$3,047,460 in the current year primarily due to the mix between realized and unrealized gains and losses between the years.

### **Statement of Cash Flows**

	<b><u>Fiscal year ended June 30</u></b>	
	<b><u>2020</u></b>	<b><u>2019</u></b>
Net cash general support activities	\$(1,095,015)	\$ (748,843)
Net cash capital activities	(13,627)	(4,553)
Net cash restricted for investment programs activities	<u>(1,948,762)</u>	<u>(809,308)</u>
Net increase (decrease) in cash and cash equivalents	(3,057,404)	(1,562,704)
Cash and cash equivalents, beginning of year	<u>12,021,507</u>	<u>13,584,211</u>
Cash and cash equivalents, end of year	<u><u>\$ 8,964,103</u></u>	<u><u>\$ 12,021,507</u></u>

Cash and cash equivalents were \$8,964,103 at June 30, 2020 compared to \$12,021,507 at June 30, 2019. This \$3,057,404 decrease is due primarily to the decrease in cash from the investment in portfolio investments as well as from Corporation operations.

Activities from net cash restricted for investment programs activities for the year ended June 30, 2020 consists of \$2,292,790 in equity and debt investments made into innovative technology-based enterprises by the Corporation and \$21,989 in proceeds received from the sale or retirement of equity and debt investments. Activities from net cash restricted for investment programs activities for the year ended June 30, 2019 consists of \$1,546,500 in equity and debt investments made into innovative technology-based enterprises by the Corporation and \$113,110 in proceeds received from the sale or retirement of equity and debt investments.

### **Requests for Information**

The Corporation's financial statements are designed to present readers with a general overview of the Corporation's finances. Additional financial information, including official statements relating to the Corporation's investments and programs can be found on the Corporation's website [www.mass-ventures.com](http://www.mass-ventures.com). Questions concerning the financial statements or requests for additional financial information should be addressed to the President, MassVentures, 308 Congress Street, 5<sup>th</sup> Floor, Boston, Massachusetts 02210.



**Katz, Nannis + Solomon, PC**  
Certified Public Accountants

## **Independent Auditors' Report**

To the Board of Directors  
Massachusetts Technology  
Development Corporation  
d/b/a MassVentures  
Boston, Massachusetts

We have audited the accompanying financial statements of Massachusetts Technology Development Corporation d/b/a MassVentures (the "Corporation"), which comprise the statements of net position, as of June 30, 2020 and 2019, and the related statements of activities and changes in net position and cash flows for the years then ended and the related notes to the financial statements.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditors' Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant estimates made by management, as well as evaluating the overall financial statement presentation.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### *Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities and fund balance of Massachusetts Technology Development Corporation d/b/a MassVentures as of June 30, 2020 and 2019, and the results of its operations, and changes in its fund balance, and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

### *Required Supplementary Information*

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages i through v be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

*Katz, Hannis + Solomon, P.C.*

September 30, 2020  
Waltham, Massachusetts

**Massachusetts Technology Development Corporation**  
**d/b/a MassVentures**  
**Statements of Net Position**  
**June 30,**

	2020	2019
<b>Assets</b>		
<b>General Support</b>		
Cash, cash equivalents and short-term investments	\$ 5,865,573	\$ 9,974,215
Prepaid expenses and deposits	22,899	25,663
Office equipment and software at cost, less accumulated depreciation and amortization of \$72,830 in 2020 and \$64,798 in 2019	31,925	29,810
Capitalized interest on note conversion	70,623	65,486
Internally designated - cash, cash equivalents and short-term investments	231,615	231,615
<b>Total General Support</b>	6,222,635	10,326,789
<b>Restricted for Investment Programs</b>		
Investments, at cost	10,922,391	12,303,854
Unrealized net loss on investments	(1,463,743)	(5,817,716)
<b>Total Investments, at Market</b>	9,458,648	6,486,138
Internally designated - cash, cash equivalents and short-term investments	2,866,915	1,815,677
Grant receivable	3,325,000	-
<b>Total Restricted for Investment Programs</b>	15,650,563	8,301,815
<b>Total Assets</b>	\$ 21,873,198	\$ 18,628,604
<b>Liabilities and Fund Balances</b>		
<b>General Support</b>		
Accounts payable and accrued liabilities	\$ 236,772	\$ 532,623
Distribution payable to Commonwealth of Massachusetts	1,644	1,644
Lease payable, net of long term portion	3,381	3,218
Lease payable, long term portion	2,102	5,744
Fund balance	6,203,737	9,783,560
<b>Total General Support</b>	6,447,636	10,326,789
<b>Commitments and Contingencies (Note J)</b>	-	-
<b>Restricted for Investment Programs</b>		
Grant payable	3,100,000	-
Fund balance	12,325,562	8,301,815
<b>Total Restricted for Investment Programs</b>	15,425,562	8,301,815
<b>Total Liabilities and Fund Balances</b>	\$ 21,873,198	\$ 18,628,604

*See accompanying notes.*

**Massachusetts Technology Development Corporation**  
**d/b/a MassVentures**  
*Statements of Activities and Changes in Net Position*  
*Years Ended June 30,*

	2020			2019		
	General Support	Restricted for Investment Programs	Total	General Support	Restricted for Investment Programs	Total
<b>Revenues</b>						
Realized gains (losses) on equity investments	\$ -	\$ (3,330,226)	\$ (3,330,226)	\$ 556,855	\$ -	\$ 556,855
Realized gains on debt equity & investments	7,713	-	7,713	-	-	-
Change in unrealized net gain on investments	-	4,353,973	4,353,973	-	(2,572,855)	(2,572,855)
Grants from Massachusetts Clean Energy Technology Center	-	100,000	100,000	-	300,000	300,000
Grants from Mass Growth Capital Corporation	-	3,000,000	3,000,000	-	3,000,000	3,000,000
Interest	222,465	-	222,465	308,489	-	308,489
Management fees and other	264,418	-	264,418	269,330	-	269,330
<b>Total Revenues</b>	494,596	4,123,747	4,618,343	1,134,674	727,145	1,861,819
<b>Expenditures</b>						
Grants	-	3,100,000	3,100,000	-	3,300,000	3,300,000
General support	1,074,419	-	1,074,419	1,526,565	-	1,526,565
<b>Total Expenditures</b>	1,074,419	3,100,000	4,174,419	1,526,565	3,300,000	4,826,565
<b>Excess (Deficiency) of Revenues Over Expenditures</b>	(579,823)	1,023,747	443,924	(391,891)	(2,572,855)	(2,964,746)
Interfund transfers	(3,000,000)	3,000,000	-	-	-	-
Fund balances, beginning of year	9,783,560	8,301,815	18,085,375	10,175,451	10,874,670	21,050,121
<b>Fund Balances, End of Year</b>	\$ 6,203,737	\$ 12,325,562	\$ 18,529,299	\$ 9,783,560	\$ 8,301,815	\$ 18,085,375

*See accompanying notes.*



**Massachusetts Technology Development Corporation**  
**d/b/a MassVentures**  
**Statements of Cash Flows**  
**Years Ended June 30,**

	2020				2019			
	General Support		Restricted for Investment Programs	Total	General Support		Restricted for Investment Programs	Total
	Unrestricted	Internally Designated			Unrestricted	Internally Designated		
<b>General Support Activities</b>								
Excess (deficiency) of revenues over expenses	\$ (579,823)	\$ -	\$ 1,023,747	\$ 443,924	\$ (391,891)	\$ -	\$ (2,572,855)	\$ (2,964,746)
Adjustments to reconcile excess (deficiency) of revenues over expenses to net cash general support activities								
Loss (gain) on sales of investments	-	-	3,330,226	3,330,226	(556,855)	-	-	(556,855)
Change in unrealized net (gain) loss on investments	-	-	(4,353,973)	(4,353,973)	-	-	2,572,855	2,572,855
Depreciation and amortization	8,032	-	-	8,032	6,750	-	-	6,750
Increase (decrease) in cash from:								
Grants receivable	(225,000)	-	(3,100,000)	(3,325,000)	-	-	-	-
Prepaid expenses and deposits	2,764	-	-	2,764	(2,932)	-	-	(2,932)
Accrued interest on notes receivable and capitalized interest	(5,137)	-	-	(5,137)	(12,905)	-	-	(12,905)
Grant payable	-	-	3,100,000	3,100,000	-	-	-	-
Accounts payable and accrued liabilities	(295,851)	-	-	(295,851)	208,990	-	-	208,990
<b>Net Cash General Support Activities</b>	(1,095,015)	-	-	(1,095,015)	(748,843)	-	-	(748,843)
<b>Capital Activities</b>								
Purchase of office equipment	(10,147)	-	-	(10,147)	(1,752)	-	-	(1,752)
Payments of capital lease obligations	(3,480)	-	-	(3,480)	(2,801)	-	-	(2,801)
<b>Net Cash Capital Activities</b>	(13,627)	-	-	(13,627)	(4,553)	-	-	(4,553)
<b>Restricted for Investment Programs Activities</b>								
Purchases of investments	-	-	(2,292,790)	(2,292,790)	-	-	(1,546,500)	(1,546,500)
Interfund transfers	(3,000,000)	-	3,000,000	-	-	-	-	-
Proceeds from investments	-	-	-	-	-	-	-	-
Gains	-	-	-	-	556,855	-	-	556,855
Costs recovered from equity investments	-	-	21,989	21,989	-	-	113,110	113,110
Principal repayments from fixed income investments	-	-	322,039	322,039	-	-	67,227	67,227
<b>Net Cash Restricted for Investment Programs Activities</b>	(3,000,000)	-	1,051,238	(1,948,762)	556,855	-	(1,366,163)	(809,308)
<b>Increase (Decrease) in Cash, Cash Equivalents and Short-Term Investments</b>	(4,108,642)	-	1,051,238	(3,057,404)	(196,541)	-	(1,366,163)	(1,562,704)
Cash, cash equivalents and short-term investments, beginning of year	9,974,215	231,615	1,815,677	12,021,507	10,170,756	231,615	3,181,840	13,584,211
<b>Cash, Cash Equivalents and Short-Term Investments, End of Year</b>	\$ 5,865,573	\$ 231,615	\$ 2,866,915	\$ 8,964,103	\$ 9,974,215	\$ 231,615	\$ 1,815,677	\$ 12,021,507
<b>Supplemental Disclosure of Noncash Financing:</b>								
Conversion of fixed income investments to equity investments	\$ -	\$ -	\$ 250,000	\$ 250,000	\$ -	\$ -	\$ 242,478	\$ 242,478

*See accompanying notes.*

**Massachusetts Technology Development Corporation**  
**d/b/a MassVentures**  
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**A. Description of Business**

Massachusetts Technology Development Corporation d/b/a MassVentures (the “Corporation”) was created as a body politic and instrumentality of The Commonwealth of Massachusetts (the “Commonwealth”) on October 19, 1978, pursuant to Chapter 497 of the Acts of 1978. The purpose of the Corporation is to provide financial and other assistance to innovative enterprises in Massachusetts that have the potential to expand and generate new jobs and tax revenues. The Corporation is governed by a Board of Directors consisting of eleven members, eight of whom are appointed by the Governor of Massachusetts from the private sector and three of whom are public officials. In June 2012, the Corporation began doing business as MassVentures.

**B. Summary of Significant Accounting Policies**

1. Basis of presentation and accounting - The financial statements of the Corporation have been prepared in conformity with accounting principles generally accepted in the United States of America as applied to a government unit considered to be a “proprietary fund.” Proprietary fund reporting focuses on the determination of operating income, changes in net assets, financial position and cash flows. The Government Accounting Standards Board (“GASB”) is the accepted standard setting body for establishing governmental accounting and financial reporting principles.

Fund balances (i.e., total net assets) are segregated into General Support and Restricted for Investment Programs components. Proprietary fund-type operating statements present increases (e.g., revenues) and decreases (e.g., expenses) in total net assets.

The accrual basis of accounting is utilized for all funds. Under this method, revenues are recorded when earned and expenses are recorded at the time the related liability is incurred.

The impacts of the global emergence of COVID-19 on the Corporation’s business and financial results are currently unknown. COVID-19 has caused uncertainty in the global economy. The extent to which COVID-19 may impact the Corporation’s financial position or results of operations is currently uncertain.

2. Fund accounting - Proprietary funds are used to account for activities similar to those found in the private sector, where the determination of net income is necessary or useful for sound financial administration.
3. Use of estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America as applied to government units requires management to make estimates and assumptions that affect the reported amounts of assets and contingent liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates.
4. Cash and cash equivalents - The Corporation considers all highly liquid investments purchased with an original maturity or remaining maturity at date of purchase of three months or less to be cash equivalents.

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**B. Summary of Significant Accounting Policies (continued)**

5. Short-term investments - Short-term investments consist of banker's acceptances and certificates of deposit with original maturities in excess of three months but less than one year and are valued at amortized cost, which approximates market.
6. Office equipment, software, depreciation and amortization - Office equipment and software are stated at cost. Office equipment and software are depreciated using the straight-line method over the estimated useful lives of the related assets, ranging from three to fifteen years. Depreciation and amortization expense for the years ended June 30, 2020 and 2019, amounted to \$8,032 and \$6,750, respectively.

Upon retirement or sale, the cost of the assets disposed and the related accumulated depreciation or amortization are removed from the accounts and any resulting gain or loss is included in the determination of the excess (deficiency) of revenues over expenses.

7. Investments - The Corporation's investment securities are purchased in the name of the Corporation and are maintained in a safe at the MassVentures or electronically by the underlying company. These available for sale investments are generally in early-stage technology companies.

The Corporation applies GASB Statement No. 31 ("GASB 31"), *Accounting and Financial Reporting for Certain Investments and for External Investment Pools*. GASB 31 requires entities to carry investments at fair value if such values are readily available. Accordingly, unrestricted publicly traded securities are carried at fair value.

In general, the value of a private investment is adjusted up or down to conform to the price paid on an "arms-length" basis by a sophisticated new third-party investor in any subsequent round of financing. Additionally, an investment may be written down because of a lack of sustained level of performance or permanent impairment in value.

Securities that are traded over the counter are valued at the average of the bid price at the close of business for the valuation date and the preceding two days less a discount, if any, as determined by management. Securities that are publicly traded on a stock exchange are valued at the average of the close for the valuation date and the preceding two days less a discount, if any, as determined by management. To the extent that a legal or contractual restriction is specific to (and an attribute of) the security and therefore, would transfer to a market participant, then it would be appropriate to consider such restriction in the determination of fair value of the security.

The fair value hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The Corporation's investments are classified within the fair value hierarchy based on the lowest level of input that is significant to the fair value measurement. The three levels of the fair value hierarchy, and its applicability to the Corporation's investments, are described below:

Level 1 - Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities.

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**B. Summary of Significant Accounting Policies (continued)**

7. Investments (continued) -

Level 2 - Quoted prices for similar assets or liabilities, or inputs that are observable, either directly or indirectly, for substantially the full term through corroboration with observable market data. Level 2 includes investments valued at quoted prices adjusted for legal or contractual restrictions specific to the security.

Level 3 - Pricing inputs are unobservable for the asset or liability, that is, inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset or liability. Level 3 includes private investments that are supported by little or no market activity. There are multiple valuation techniques that the Company would use depending on the stage of development, level of revenue and size of the company. Those valuation techniques are as follows:

- Last transaction price - If the current date is within a reasonable period of time of the acquisition date or the last round of financing date then the acquisition cost or last transaction value will be used as fair value. For the last transaction price to be a valid indicator of value, such round of financing should either be priced by a new investor or made by existing shareholders at approximated fair value. When considering if a reasonable period of time has passed the investment staff should assess whether the stage or size of the company has materially changed since the time of the financing.
- Market approach - This approach determines fair value using prices and other relevant information generated by market transactions involving identical or comparable assets, including market multiples on sales/earnings of publically traded companies or acquisition of private companies. In practice, this information may be gleaned from 409a or other company valuation studies conducted by a third party firm for determining the value of a companies' options or potential exit value.
- Income approach - This approach determines fair value using techniques to convert future cash flows or earnings to a single present amount. The measurement is based on the value indicated by current market expectations about those future amounts. The approach would be appropriate for companies in the later stage of the company's development where there is an established financial history of profitable operations.

When utilizing these approaches if the current calculated value is not materially different from the previously calculated enterprise value and there has been no significant change to the underlying portfolio company, then no valuation adjustment is required.

Realized gains on investments are credited against the Corporation's Unrestricted General Support Fund Balance. Realized losses are charged against the Restricted for Investment Programs Fund Balance. Unrealized net gain (loss) on investments resulting from changes in the market value of investments at balance sheet date are credited (charged) to the Restricted for Investment Programs Fund Balance.

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**B. Summary of Significant Accounting Policies (continued)**

7. Investments (continued) - Repayments of principal and proceeds from the sale of equity investments (to the extent of the cost basis) remain in funds restricted for investment programs. Investment interest is credited to the Corporation's General Support Fund Balance when received.
8. Income taxes - The Corporation, as an instrumentality of the Commonwealth, is not subject to federal or state income taxes.
9. Postemployment benefits other than pensions - The Corporation accounts for postemployment health benefits in accordance with GASB Statement No. 45 ("GASB 45"), *Accounting and Financial Reporting by Employers for Postemployment Benefits Other Than Pensions*. The Corporation has elected to calculate its actuarial accrued liability and funded status using the alternative simplified method.
10. Subsequent events - The Corporation has evaluated all subsequent events through September 30, 2020, the date the financial statements were available to be issued.

**C. Investment Program**

1. Source of funds - The Corporation's original investment funds were provided in 1979 by a \$2,000,000 grant (including \$28,000 in start-up costs) from the Economic Development Administration ("EDA"), U.S. Department of Commerce. Under this grant, the Corporation makes loans from a revolving loan fund to eligible borrowers, defined as Massachusetts-based businesses with operations involving a significant amount of technology, which are located in EDA Title IV redevelopment areas and which meet the requirements of the Corporation's enabling act.

During the year ended June 30, 1981, the Corporation was awarded a \$1,000,000 grant under the Corporations for Innovation Development ("CID") program of the U.S. Department of Commerce. The grant award was for the purpose of establishing a second revolving loan fund to assist in the creation and development of small, innovative high-technology companies in Massachusetts. In addition, the Commonwealth appropriated \$1,000,000 to the Corporation as matching funds for the federal grant. The Commonwealth appropriation is restricted to equity investment. The CID program was cancelled during the year ended June 30, 2003. Restricted cash for investment programs of \$407,839 was returned to the U.S. Department of Commerce representing their portion of the remaining grant.

Each year from fiscal years 1982 to 1988, the Commonwealth appropriated additional amounts to supplement the Corporation's investment fund. There were no geographical limitations within Massachusetts for these funds. The Commonwealth appropriated additional amounts to the Corporation's investment fund of \$5,000,000 in fiscal year 2004, \$2,500,000 in fiscal year 2007 and \$1,000,000 in fiscal year 2015. The cumulative amount of all appropriations received from the initial funding in 1981 through June 30, 2020 totaled \$13,700,000.

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**C. Investment Program (continued)**

1. Source of funds (continued) -

Under the terms of the grants of investment funds from the federal government and the Commonwealth, principal repayments and costs recovered are returned to the Restricted for Investment Programs Fund to be reinvested in accordance with the criteria required by the grants' provisions and the Corporation's enabling legislation and policies. In addition, the Corporation has transferred \$41,482,415 cumulatively through fiscal year 2019 to the Restricted for Investment Programs Fund to be reinvested in accordance with the criteria required by the Corporation's enabling legislation and policies. The transferred funds were derived from earnings and gains realized on past investments by the Corporation.

The total funds since inception of the Corporation that have been made available for investments are as follows:

Economic Development Administration of the U.S. Department of Commerce, net of start-up costs	\$ 2,972,000
Commonwealth of Massachusetts	13,700,000
Realized gains on sales of equity securities allocated to General Support Fund	\$ 77,973,648
Portion of gains used for General Support Activities	<u>(36,490,933)</u>
Transfers to the Restricted for Investment Programs Fund	\$ <u>41,482,715</u>
Total funds made available for investments	\$ 58,154,715
Realized losses on investments	(43,957,570)
Distributions to U.S. Department of Commerce	( 407,840)
Unrealized net loss on investments	<u>( 1,463,743)</u>
Restricted for Investment Programs Fund Balance	\$ <u><u>12,325,562</u></u>

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**C. Investment Program (continued)**

2. Massachusetts Technology Development Corporation Commonwealth Fund - Section 105 of Chapter 110, MGL Acts of 1993 was enacted to authorize the Board of Directors to establish the MTDC Commonwealth Fund. The investments made by MTDC through the Commonwealth Fund are included in the Restricted for Investment Programs Fund Balance. Pursuant to the guidelines of the Chapter, the investment criteria for funds managed under the Commonwealth Fund are less restrictive than those of the Corporation's traditional programs.

Also pursuant to this Chapter, the Corporation established the Commonwealth Fund Investment Program I ("Program I"). During fiscal year 1995, two financial institutions agreed to participate in the Program, committing \$1,000,000 each. Program I has since then been fully liquidated. During fiscal year 2001, two financial institutions agreed to participate in the Commonwealth Fund Investment Program II ("Program II"), one committing \$2,000,000 and the other \$1,000,000. Funds from co-investors are separately maintained and these funds are not included in MTDC's Restricted for Investment Programs Fund Balance.

Pursuant to an agreement between the Corporation and the Commonwealth of Massachusetts, a share of the net realized gains from the Corporation's investments in the Commonwealth Funds shall be distributed to the General Fund of the Commonwealth of Massachusetts. June 30, 2020 and 2019, the Corporation had an accrued liability to the Commonwealth of Massachusetts in the amount \$1,644 relating to net realized gains from the previous years. The cumulative amount paid to the General Fund at June 30, 2020, under the agreement is \$853,916.

3. Investments - During the years ended June 30, 2020 and 2019, the Corporation made debt and equity investments in aggregate amounts of \$2,292,790 and \$1,546,500, respectively. The notes in the portfolio of investments have interest rates of 4% to 7% per year. The terms of certain notes include an equity participation feature such as rights to convert to stock at a predetermined price or warrants to purchase common stock. Repayment of principal is generally due on demand, in a balloon payment, or in monthly installments ranging from twelve to sixty months. Such principal payments, however, are generally subordinated to the payment of senior debt of the borrowers. The Corporation does not recognize interest income on the notes until it is collected or an event has occurred which ensures collectability. Interest on the notes that has been accrued and fully reserved against during the years ended June 30, 2020 and 2019, totaled \$34,638 and \$18,014, respectively.

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**C. Investment Program (continued)**

3. Investments (continued) - A summary of investment activity is as follows:

	Notes receivable	Equity investments	Total
Investments made 1980 through 2018	\$ 36,636,299	\$ 52,450,226	\$ 89,086,525
2019	415,000	1,131,500	1,546,500
2020	<u>1,077,500</u>	<u>1,215,290</u>	<u>2,292,790</u>
 Total investments	 38,128,799	 54,797,016	 92,925,815
 Conversion of loan principal to equity	 (17,733,880)	 17,733,880	 -
 Loan principal repayments and equity investments cost recovered	 (11,830,701)	 (26,215,152)	 (38,045,853)
 Realized gains on equity investments’ sales 1982 through 2020	 -	 77,973,648	 77,973,648
 Allocation of realized gains to general Support fund	 -	 (77,973,648)	 (77,973,648)
 Realized losses on investments 1983 through 2020	 (7,405,105)	 (36,552,466)	 (43,957,571)
 Unrealized net gain on investments	 <u>-</u>	 <u>( 1,463,743)</u>	 <u>( 1,463,743)</u>
 Investment balance, June 30, 2020	 \$ <u>1,159,113</u>	 \$ <u>8,299,535</u>	 \$ <u>9,458,648</u>

As of June 30, 2020, the investment portfolio consisted of the following types of securities as a percentage of the General Support and Restricted for Investment Program Fund Balances (“Fund Balance”): common stock 2.46%, preferred stock 42.32%, and notes receivable 5.87%.

At June 30, 2020, MTDC had the following investments, at market, which represents more than 5% of the Fund Balance:

ClearGov	5.94%
FairmarkIT	5.96%
LifeImage	8.35%
Machine Metrics	6.41%
Spiro	5.82%



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**C. Investment Program (continued)**

3. Investments (continued) - As of June 30, 2020 and 2019, there were pending loans and equity investments approved by the Board of Directors totaling \$300,000 and \$0, respectively.
4. START Program - In 2012, the Corporation entered into an agreement with The Massachusetts Growth Capital Association ("MGCA") to administer the SBIR Targeted Technologies ("START") Program. The START program is designed to assist in the commercialization of technologies that were previously awarded federal SBIR grants. Under the terms of the initial agreement MGCA will fund the program with \$6,300,000 ("Initial Funds"), with a portion of that amount to be used by MTDC for administrative costs. The Initial Funds were dispersed in three phases. In 2012, MTDC awarded \$1,000,000 in Phase I grant awards, in 2013, MTDC awarded \$1,000,000 of Phase I and \$1,000,000 of additional Phase II grant awards, and in 2014, MTDC awarded \$1,000,000 of Phase I, \$1,000,000 Phase II and \$1,000,000 Phase III grant awards. In each year between of 2014 and 2020, the agreement was amended to provide for additional Phase I, Phase II and Phase III grants awards as well as additional amounts to be used by MTDC for administrative costs as direct technical assistance to award winners. In each of 2020 and 2019, MTDC awarded \$1,000,000 of Phase I, \$1,000,000 Phase II and \$1,000,000 Phase III grant awards. The 2019 Phase I, Phase II and Phase III awards was paid out prior to June 30, 2019. The 2020 awards were included in grant receivable and associated payout in grant payable and were received and subsequently paid out after year end.

In 2017, the Corporation entered into an agreement with the Massachusetts Clean Energy Technology Center ("MassCEC") whereby MassCEC funded the program with \$400,000 to be used to award \$200,000 in Phase I grant awards and \$200,000 in Phase II grant awards. This agreement was extended for 2020 and 2019 with additional grants of \$100,000 and \$300,000, respectively. The 2019 and Phase I and Phase II awards in the amount of \$300,000 were paid out prior to June 30, 2019. The 2020 awards were included in grant payable and paid out after year end.

**D. Cash, Cash Equivalents and Short-Term Investments**

The Corporation maintains operating cash accounts and other short-term investment securities to fund operations and provide appropriate reserves for the Corporation's investment programs. The Corporation's short-term investment securities include certificates of deposit, money market accounts, banker's acceptances, commercial paper, treasury bills, repurchase agreements and government agencies.

As of June 30, 2020, the carrying amount of all of the Corporation's cash, cash equivalents and short-term investments, which includes the General Support and Restricted for Investment Programs cash balances, totaled \$8,964,103 all held in financial institutions. Of that total \$254,765 was insured or collateralized under various federal, state and private insurance programs, \$8,548,116 was uninsured and uncollateralized on deposit with the Massachusetts Municipal Depository Trust, and an additional \$161,222 was uninsured on deposit with various banks.

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**D. Cash, Cash Equivalents and Short-Term Investments (continued)**

Included in the cash, cash equivalents and short term investments Restricted for Investment Programs are funds sequestered by the EDA under the Corporation's revolving loan program. As of June 30, 2019 the remaining balance was \$182,449. This cash has been sequestered under the EDA's under-utilization guidelines for federal debt funds. As of June 30, 2020 there was no sequestration.

**E. Office Equipment and Software**

Office equipment and software consist of the following at June,:

	<u><b>2020</b></u>		<u><b>2019</b></u>
Office equipment	\$ 59,372	\$	49,925
Leasehold improvements	30,174		30,174
Software	<u>15,209</u>		<u>14,509</u>
Total	104,755		94,608
Less accumulated depreciation and amortization	( 72,830)		(64,798)
Net office equipment and software	\$ <u>31,925</u>	\$	<u>29,810</u>

**F. General Support Expenditures**

The General Support expenditures for the years ended June 30, 2020 and 2019, were as follows:

	<u><b>2020</b></u>		<u><b>2019</b></u>
Personnel costs	\$ 652,726	\$	801,826
Occupancy costs	113,607		111,033
Professional expenses	62,851		318,253
Post-retirement benefits - health	(32,052)		(38,083)
Office services and supplies	34,338		33,630
Business development and travel	5,598		7,739
Public relations, publications and advertising	9,845		23,880
Depreciation and amortization	8,032		6,751
Miscellaneous	25,458		21,834
START program administrative costs	99,016		106,962
Consultants	<u>95,000</u>		<u>132,740</u>
Total expenditures	\$ <u>1,074,419</u>	\$	<u>1,526,565</u>

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**F. General Support Expenditures (continued)**

For the year ended June 30, 2020 compensation paid to the officers of the Corporation were as follows:

Former President	\$ 68,128
New President	\$ 201,104
Vice President	\$ 158,949

**G. Postemployment Benefit Plan (Other Than Pension)**

During fiscal year 1998 the Board of Directors voted to designate General Support funds to establish a Post Retirement Health and Dental Insurance Plan (“The Plan”). The Plan is designed to provide postretirement health care benefits to all employees who retire from the Corporation on or after attaining age 59 ½ and who have been employed continuously by the Corporation, or its predecessor organization, the Massachusetts Science and Technology Foundation, for a combined total of at least 20 years. The Corporation will pay a portion of the premiums for health and dental insurance plans of the retiree’s choice. The initial annual benefit payment upon adoption of the plan was \$2,500 annually, per eligible retiree. That amount is indexed for inflation each year in an amount equal to the change in the Consumer Price Index (“CPI”). The annual benefit payment for the years ended June 30, 2020 and 2019 was \$3,498 and \$3,815, respectively.

The projection of future benefit payments for an ongoing plan involves estimates of the value of reported amounts and assumptions about the probability of occurrence of events far into the future. Examples include assumptions about future employment, mortality, and changes to the CPI. Amounts determined regarding the funded status of the Plan and the annual required contributions of the Corporation, if any, are subject to continual revision as actual results are compared with past expectations and new estimates are made about the future.

*Methods and assumptions:* Projections of benefits for financial reporting purposes are based on the substantive Plan (the Plan as understood by the employer and plan members) and include the type of benefit provided at the time of each valuation and the historical pattern of sharing of benefit costs between the employer and Plan members to that point. The following simplifying assumptions were made:

*Retirement age for active employees:* Active members are assumed to retire at age 59 ½.

*Marital status:* marital status is not a factor in determining eligibility for, or the amount of, benefits.

*Mortality:* Life expectancies are based on mortality tables maintained by the National Center for Health Statistics. The 2006 United States Life Tables for males and the United States Life Tables for females were used. Life expectancies that included partial years were rounded to the nearest whole year. The calculation of postemployment health insurance coverage for each year is based on the assumption that all participants will live until their expected age displayed in the mortality tables.

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**G. Postemployment Benefit Plan (Other Than Pension) (continued)**

*Turnover:* Non-group-specific age-based turnover data from GASB Statement 45 were used as the basis for assigning active employees a probability of remaining employed until the assumed retirement and eligibility dates and for developing an expected future lifetime assumption for purposes of allocating to future periods the present value of total benefits to be paid.

*Healthcare cost trend rate:* Under the provisions of the Plan, increases in future benefit payments are limited to changes in the CPI. A rate of 2.2%, based on a five year average of the CPI, has been used.

*Health insurance premiums:* The 2020 benefit amount for retirees of \$3,498 was used as the basis for calculation of the present value of total benefits to be paid.

*Inflation rate:* An inflation rate of 2.2% was used.

*Discount rate:* Based on the historical and expected returns of the Corporation's short-term investment portfolio, a discount rate of 4.18% was used.

*Funding progress:* As of June 30, 2020, the actuarial accrued liability (simplified entry age) was \$93,674, which is included in the Corporation's liabilities on the accompanying statements of net position. The Plan is being funded with amounts designated by the Corporation and related interest income. As of June 30, 2020 and 2019, the Board of Directors approved funding commitment is \$231,615, of which \$231,615 has been reserved through fiscal year 2020, resulting in an overfunded liability of \$137,941.

**H. Internally Designated - General Support**

The following table represents the components of the Internally Designated General Support cash, cash equivalents and short-term investments balance at June 30:

		<u><b>2020</b></u>		<u><b>2019</b></u>
Post-retirement health and dental insurance plan	\$	<u>231,615</u>	\$	<u>231,615</u>
General Support Internally Designated cash, cash equivalents and short-term investments	\$	<u>231,615</u>	\$	<u>231,615</u>

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**I. Capital Lease**

In March 2018 the Corporation entered into a 48 month copier lease at an annual percentage rate of 4.94%. Property held under the capital lease, included with office equipment and software on the balance sheet at June 30, 2020, consisted of the following:

Office equipment	\$	13,000
Less: accumulated depreciation		<u>(6,500)</u>
Net office equipment under capital lease	\$	<u>6,500</u>

The future minimum lease payments required under the capital lease and the present value of the net minimum lease payments as of June 30 are as follows:

2021	\$	3,588
2022		<u>2,093</u>
Total minimum lease payments		5,681
Less: imputed interest		<u>(198)</u>
Present value of minimum lease payments	\$	<u>5,483</u>

**J. Commitments and Contingencies**

**Operating leases**

In July of 2013 the Corporation entered into a lease agreement for office space beginning in October of 2013 and extending through September 30, 2016. In June of 2016 the Corporation entered into an agreement to extend the original lease through September 30, 2019. In May of 2019 the Corporation entered into an agreement to extend the original lease through September 30, 2022. The agreement provides for base rent plus operating expenses and tax escalation clauses. Rent expense for the years ended June 30, 2020 and 2019, was \$107,881 and \$105,410, respectively.

Future minimum lease payments under this non-cancelable operating lease for the years ending June 30:

2021	\$	109,825
2022		112,387
2023		<u>28,259</u>
Total	\$	<u>250,471</u>

**Massachusetts Technology Development Corporation**  
**d/b/a MassVentures**  
*Notes to Financial Statements*  
*June 30, 2020 and 2019*

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**J. Commitments and Contingencies (continued)**

**Other contingencies**

From time to time, the Corporation is subject to legal proceedings and claims in the ordinary course of business. As of June 30, 2019, the Corporation had accrued \$267,747 related to a claim from a former stockholder in a former portfolio company related to disputes over the handling of claims around escrowed proceeds in conjunction with that company's acquisition. In July 2019, the full settlement amount of \$267,747 was paid out and the Company was released from any further commitment.

**K. Related Party Transactions**

MassVentures is the Managing Member of the Commonwealth Fund III ("the Fund") and manages their investments and provides certain administrative services as defined in their Operating Agreement. The Company is paid a fee equal to 1.00% of the Capital Commitments of all Members, payable quarterly in advance, until the last day of the Investment Period. Thereafter, the fee is equal to 1.00% of the Capital Commitments of all Members less the proceeds received from the realization of portfolio investments that are distributed to Members. Payments for partial periods shall be prorated accordingly. The Managing Member has the right to waive, reduce or adjust the management fee of any or all members. During the year ended June 30, 2020 and 2019 the Company was paid \$39,418 and \$44,330 by the Fund respectively. At June 30, 2020 and 2019, the Company had recorded \$0 and \$2,979 in amounts receivable from the Fund respectively.

**L. Employee Retirement Plan**

The Corporation provides retirement benefits for substantially all employees through a simplified employee pension plan ("SEP"). The Corporation makes contributions to individual retirement accounts ("IRAs") of employees in amounts equal to 10% of an employee's gross annual salary, not to exceed the maximum amount allowable by federal law. Quarterly contributions are distributed to the eligible employees' IRA at Fidelity Investments. The Corporation has no fiduciary responsibility for these investments. Contribution expenses for fiscal years 2020 and 2019, were \$50,366 and \$85,007, respectively.