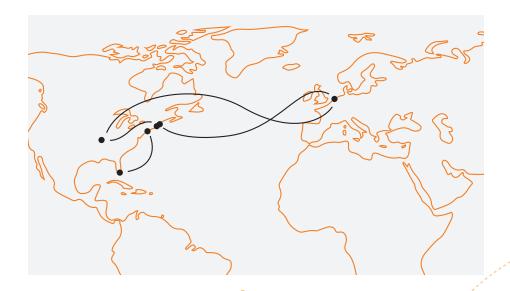
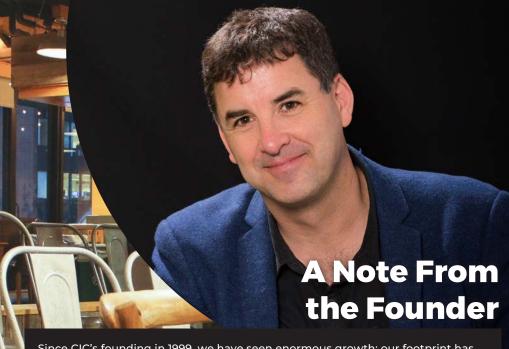


Our Mission:

We create innovation communities that support impactful entrepreneurs to fix the world





Since CIC's founding in 1999, we have seen enormous growth: our footprint has expanded fiftyfold, we have created an active community of over 5,000 current and alumni client companies, and we have had a deep impact on the broader communities to which we belong.

The idea behind CIC is simple: invention propels innovation, density combined with diversity spurs collaboration, and a shared purpose drives a thriving community. This idea has grown to span a network of ten centers across six cities and counting. By 2020, CIC will operate innovation hubs in more than ten cities around the world.

Our innovation hubs build deep connections, local partnerships, and strategic international bridges in order to create a rich, active, and forward-thinking global network. It has been inspiring to see the powerful effect that this network of motivated and passionate entrepreneurs has on a community. From a women-led venture capital firm in Cambridge to Al-driven diagnostic systems in Miami, our clients are catalyzing positive change and innovation in their industries.

This report is by no means a comprehensive analysis of the impact that CIC and our clients have locally and globally. Instead it highlights some of the activity that is most important to us. Thank you for being a part of our journey.

Tim Rowe Founder & CEO

About CIC

CIC was founded in 1999 in Cambridge, Massachusetts, and now houses **more than 1,800 companies in six cities** in the US and Europe. CIC's mission is to fix the world through innovation by developing multi-faceted communities that support changemakers on their entrepreneurial journeys. We enable innovators to develop new products and companies both better and faster through world-class flexible office space, shared wet lab facilities, civic innovation spaces, and targeted programming.





CIC is not an incubator, accelerator, or just a landlord. Rather, we are a place where companies of all sizes, stages, and industries can build their businesses and connect with one another. CIC is an established platform that enhances a city's innovation infrastructure and creates a physical center of gravity for the local innovation ecosystem.

CIC began as the first provider of flexible startup space in Kendall Square, Cambridge, and helped to drive the neighborhood's status as the most innovative square mile on the planet. In addition to that of Kendall Square, we also cultivate innovation ecosystems in the Financial District of Boston, Miami, Philadelphia, Rotterdam, and the Cortex District of St. Louis. Between these locations we have grown to occupy more than 900K square feet worldwide.

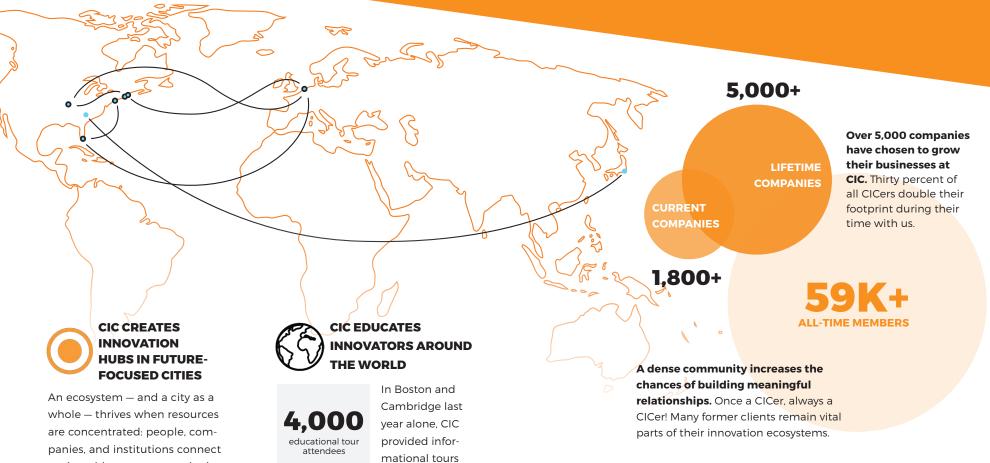
The CIC approach - part established science, part practiced art - delivers innovation districts in future-focused cities to catalyze existing resources and generate growth.



10 BUILDINGS 6 CITIES

A Growing Global Presence

STATE OF THE NETWORK IN 2018



to share ideas, money, and talent. CIC acts as the crucible in which those resources mix, resulting in robust and impactful innovation ecosystems.

to over 4,000

students, business travelers, families, and entrepreneurship programs from around the world who are spurring innovation in their own communities.

OUR CLIENTS ATTRACT CAPITAL

\$1.3B+

VC RAISED BY CIC CLIENT **COMPANIES IN 2018**



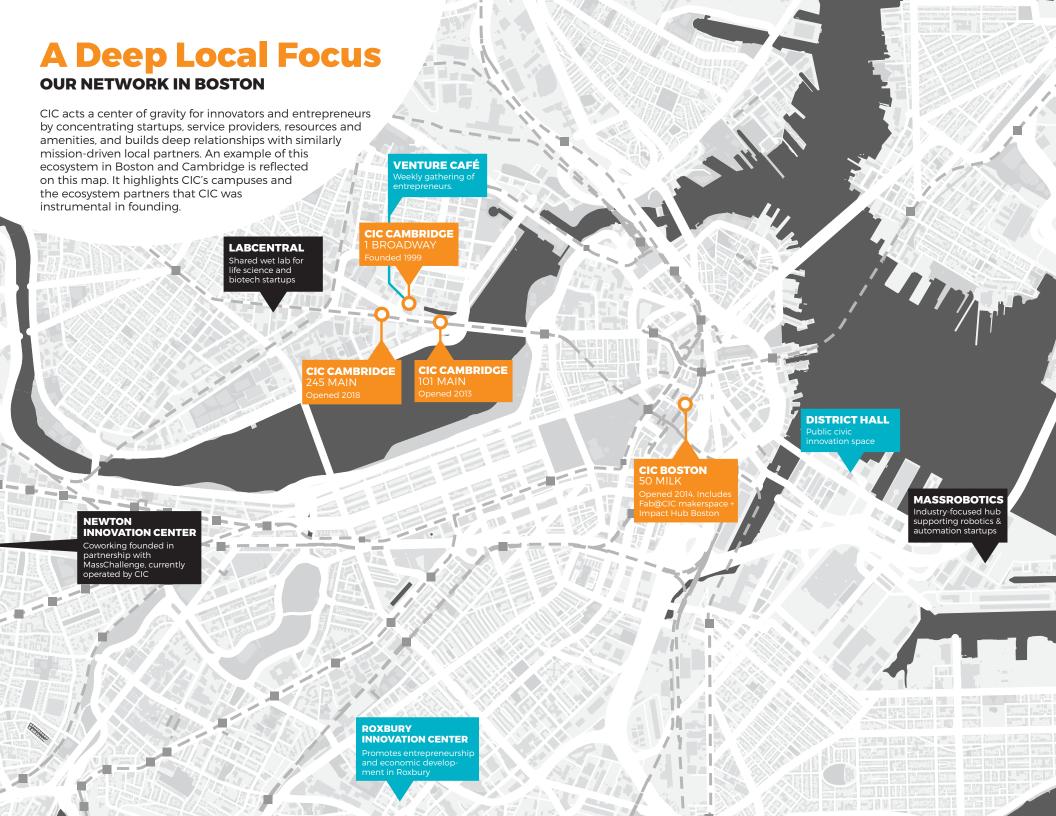
VC raised by CIC client companies and affiliates



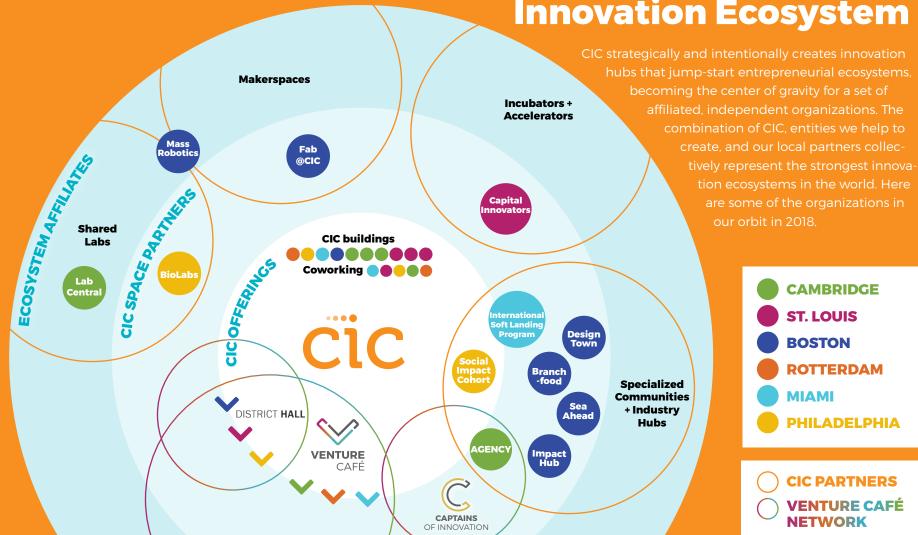
Combined enterprise value of CIC clients at IPO or M&A exit

VC funds managed by firms in CIC buildings

3 CONTINENTS **7** VENTURE CAFÉS



Anchoring the Innovation Ecosystem



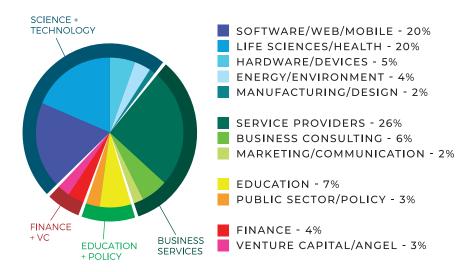


It Takes Is a Village

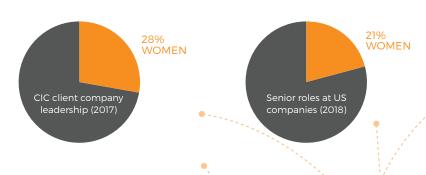
CIC's client companies come from a wide variety of industries and stages – from startups to multinational corporations, tech firms to nonprofits. Their common values are high growth and high engagement. CICers aim to grow quickly and support others in doing so.

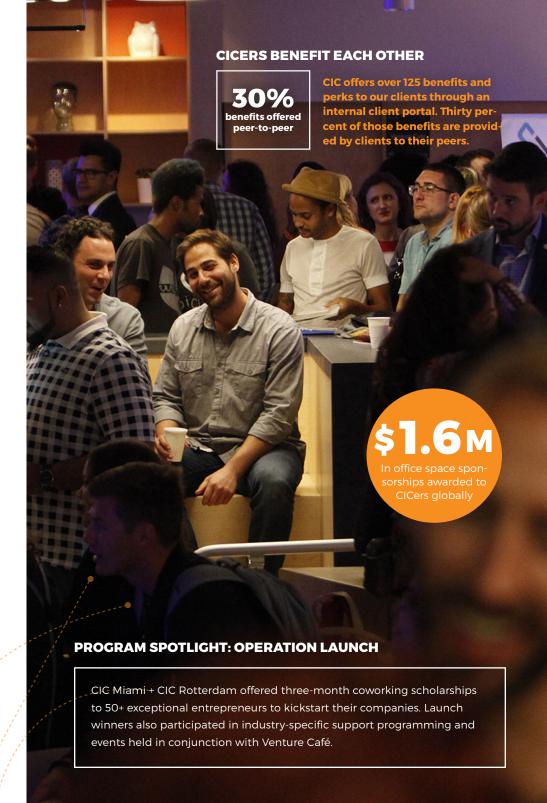
SPACE FOR EVERYONE

CICers represent every industry you can think of...



...and together we're working toward a more equitable work environment.







HERE'S WHAT YOU'LL FIND

VENTURE CAFÉ THURSDAY GATHERINGS

This signature weekly event attracts the innovation community as well as anybody looking to connect and become a force for change. The free Thursday event offers fun networking opportunities along with high-impact educational sessions, and the program contributes deeply to all other aspects of Venture Café's work. For many new participants, a Thursday Gathering is an easy gateway into innovation ecosystems.

CAPTAINS OF INNOVATION

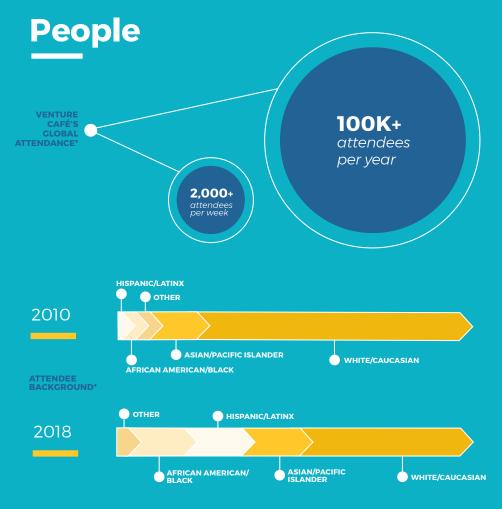
Captains of Innovation is a cross-sector, full-spectrum innovation program that helps corporations accelerate their rate of innovation and introduces them to emerging talent and ideas. The program assists members in conceiving, developing, and commercializing ideas, products, and services while connecting to startups, entrepreneurs, and thought leaders and hosting conferences, hackathons, think tanks, and more.

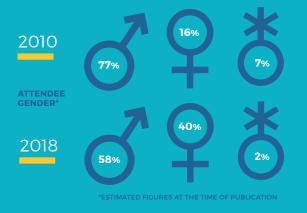
CIVIC INNOVATION HALL

Venture Café currently operates or is now planning a dedicated civic innovation hall in each of our communities. This physical gathering space helps foster and sustain an innovation community as well as an exchange of ideas, creating a place for all to connect and serving as the "living room" of the innovation ecosystem with no barriers to entry.

EQUITY-DRIVEN INNOVATION

An invitation to participate in innovation isn't the same as creating pathways for true access. Historically, leaders often have declined to actively engage a number of already marginalized communities. To address this, Venture Café leads programs aimed at improving overall equity. Roxbury Innovation Center in Boston, EdHub in St. Louis, and engaging the Overtown community in Miami are three of our current Equity-Driven Innovation efforts.









mass robotics

MassRobotics is a Boston-based nonprofit that supports fast-growing robotics and automation companies. MassRobotics provides shared physical space, access to unique resources, and a focused community for the robotics and smart automation industry. Additionally, through programming and events, Mass-Robotics helps to bring together innovative startups and existing technology organizations to nurture the next generation of talent and promote economic growth and innovation.

CIC is a founding partner of MassRobotics, and MassRobotics is a part of CIC's global network. Together, the two companies symbiotically advance each other's missions by supporting entrepreneurs working to develop cutting-edge technologies.

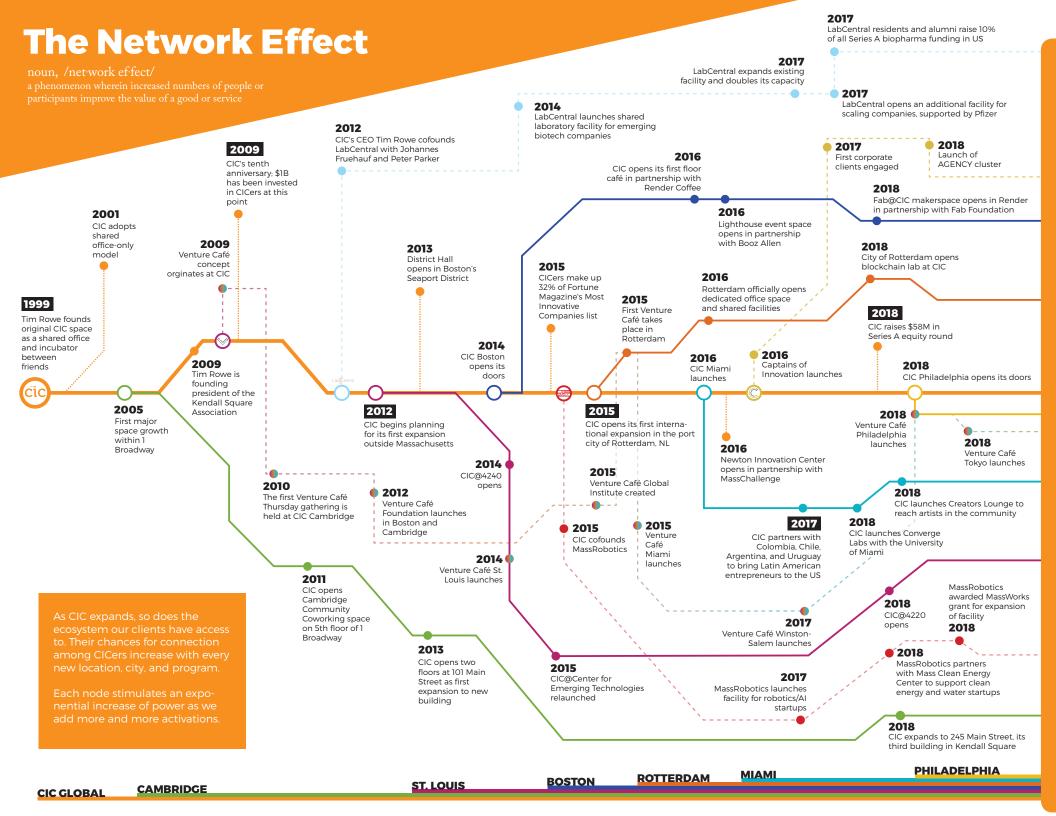
Strategic Partner Spotlight: Boston / Cambridge

Lab Central

LabCentral began operations in November 2013 as a first-of-its-kind shared laboratory space designed as a launchpad for high-potential life sciences and biotech startups. A private, nonprofit institution, LabCentral was funded in part by grants from the Massachusetts Life Sciences Center with support from real estate partner MIT. Founding sponsors include Triumvirate Environmental and Johnson & Johnson Innovation, and founding partners include BioInnovation, BioLabs, and CIC.

CIC collaborates with LabCentral partner organization Cambridge BioLabs in new markets. A shared wet lab space managed by BioLabs opened at CIC Philadelphia in late 2018.





CIC Events: Finding a Place to Connect

We believe that bringing people together can spark radical new ideas and exciting connections, and the space you choose can shape the success of your gathering. We welcome people from all over the world to host luncheons, lectures, meetups, hackathons, networking socials, workshops, and more.





3,500+

CIC network events

2.000+ **CIC-hosted events**

1.000+ District Hall events 500+ Venture Café events

\$750K+ in CIC space donations

\$1M+ in District Hall space donations

1.75M+

300K+

unique visitors to CIC network events 230K+ global event attendees

85K+ Venture Café attendees

CIC Events: Creating a Moment to Gather

CIC is dedicated to promoting access to innovation ecosystems, and we are proud to sponsor community organizations with similar goals.

KNOWLEDGE OF CAREERS

Knowledge of Careers (KOC) was founded with the goal of providing underprivileged youth the means to explore a variety of careers that would have otherwise remained beyond their view and ambitions, and to make clear the connection between academic mastery and professional opportunity. KOC's four-year program, hosted at CIC, exposes students to the exciting challenges of professional life, helping them develop the leadership, interpersonal, and academic skills necessary to thrive in these fast-paced, high expectation settings.

knowledgeofcareers.org | CIC Miami

CIC



Female Ventures is a nonprofit that stimulates and supports female leadership and entrepreneurship in corporates, startups, and everything in between. They host inspiring events every two months that provide a platform for ambitious women to hear from other female leaders, entrepreneurs, and role models on topics like diversity, networking, and goal-setting.

femaleventures.nl | CIC Rotterdam

SAVVY CODERS

Savvy Coders began with a vision of reaching out to people traditionally underrepresented in the technology field. Partnering with several non profits, they give back by increasing tech talent and expanding business opportunities. A comprehensive curriculum allows students to expand their professional horizons within ten weeks. With the values of quality, flexibility, and accessibility in mind, they offer courses open to anyone with a desire to learn.

avvycoders.com | CIC St. Louis



false depictions of women within the Philly arts industry. They encourage women to own their voices, utilize the power of their stories, and advocate for change. One half-day workshop grew into a global community of professionals whose mission is to empower, equip, and encourage women. WIM Global works with women already in the media, communications, arts, and entertainment industries, as well as those who aspire to enter them.

womeninmediaglobal.org | CIC Philadelphic

savvycode

savvycode

"CIC clients provide tomorrow's answers to today's problems; they act as the beating heart of our community. Their unwavering passion for innovation drives everything we do."

Brian Dacey President, CIC

CIC SPOTLIGHTS

Meet the entrepreneurs who bring CIC's mision to life

It takes more than a compelling product to build a great company.

Maia Heymann and Nilanjana Bhowmik have been analyzing the art and science of building great companies for a combined 30 years. Both venture capital veterans, Heymann and Bhowmik founded Converge in 2017, thus starting their own entrepreneurial journeys. In 2018, the firm made its first investment.

Converge specializes in early stage investments, from seed to Series B funding, for business-to-business (B2B) tech companies whose software-driven products enable meaningful business and industrial automation. It's a natural fit for Heymann and Bhowmik, who have cumulatively managed \$510M in venture investments in enterprise tech and whose companies have raised over \$2B in equity capital. "This is a very exciting time for entrepreneurship in the Northeast, particularly in Boston, for B2B tech," says Bhowmik.

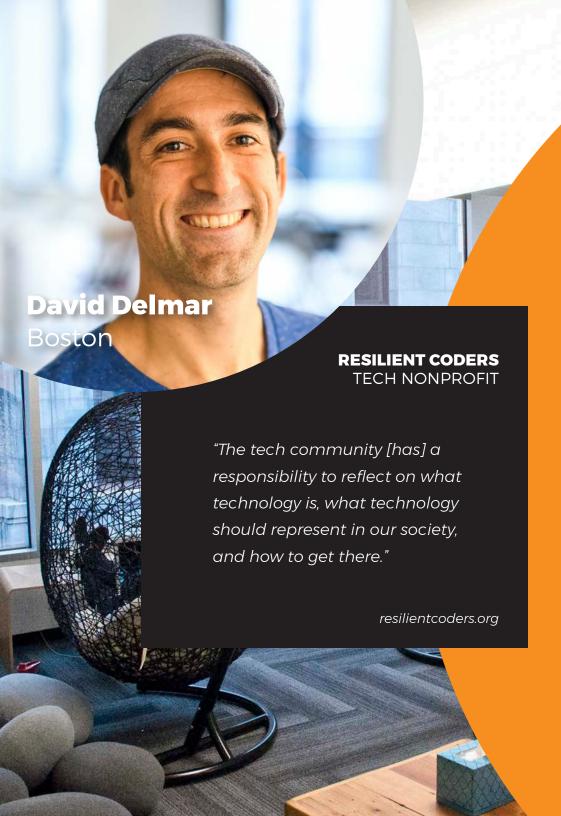
The Converge team's approach to venture investing is as key to the firm as their industry expertise. Heymann and Bhowmik are clear about their role as facilitators and supporters of entrepreneurs' accomplishments, not the other way around.

"You have to celebrate all the wins," says Bhowmik. "Building a company is like running a marathon. That's how we think about our own firm and the culture we're building. For our companies, our focus is on the people and the process of building great, high-impact products."

People are often quick to note that Converge is founded by women; according to TechCrunch, women made up only eight percent of investing partners at top VC firms in 2017. But to Heymann, gender is an afterthought to their professional experience. "We invest in bold and ambitious B2B entrepreneurs—men and women," she says. "By virtue of who we are, there's a derivative impact on the venture industry and the companies we work with."

Bhowmik sums it up: "Our involvement with our companies helps then build great companies in a very future-forward way. At the end of the day, it's all about competing and winning."





David Delmar is actively changing the playing field for software developers.

In 2015, he founded Resilient Coders to increase access to the tech economy. The organization equips young adults of color from traditionally underrepresented backgrounds with software development training and then connects them to high-growth tech jobs.

Delmar believes that technology should advance standards of living for all, but significant barriers often prevent participation in the industry. He cites factors such as race, gender, education, income, criminal history, and immigration status. "The tech community [has] a responsibility to reflect on what technology is, what technology should represent in our society, and how to get there," Delmar says.

Towards that end, Resilient Coders takes the stance that equity in access to jobs is essential — not only for a better tech industry but for greater economic equity in our society as a whole. The organization teaches emerging technologies and develops student-to-employer pipelines as students hone their skills with clients in real time. At a time of widening income gaps, this kind of workforce mobilization can disrupt cycles of economic inequity via high-paying tech careers.

Resilient Coders believes in social justice through economic empowerment, which has been shown to pay off for everyone involved. Racially diverse teams have been shown to produce 35 percent higher financial returns than their industry peers on average, according to McKinsey & Company, But getting there is easier said than done.

Although tackling inequity in tech is tough, the Coders team challenges its partners to step up. How? Hire his students, Delmar says. Help your company understand the value of diversity. Look at your internal processes: Do you have a diversity and inclusion policy? Where do you see unconscious bias?

Uncomfortable with the conversation? Delmar says that is a good place to start. And if your organization is hiring full stack software engineers, you can contact him at dayid@resilientcoders.org

Epharmix is on a mission to decrease hospitalization and mortality rates through greater patient-provider engagement, one text message at a time.

The St. Louis-based startup builds automated text and phone call-based communication tools that keep chronically ill or high-risk patients in touch with their care providers between appointments. This allows providers to better monitor their patients and conduct condition-specific interventions.

Together with Avik Som, Joe Macdonald, and Evan Huang. Blake Marggraff founded Epharmix in 2015. Three years later, the team has expanded to 12 full-time employees and more than 100 active research collaborators, most of whom are also based in St. Louis.

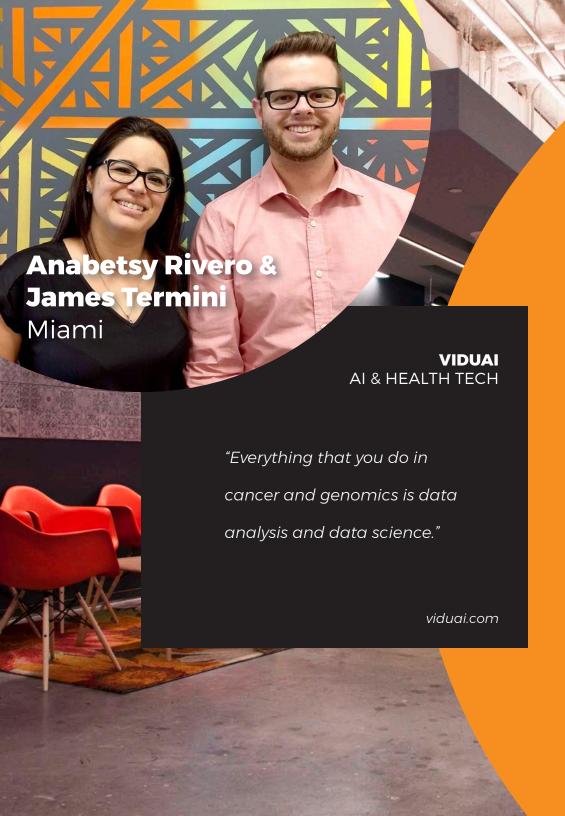
Though a Bay Area native, Marggraff doesn't pine for Silicon Valley. He calls St. Louis "objectively the right place for us to be as a health tech company." Beyond access to patient populations and their healthcare providers, the Gateway City provides the right combination of research capacity and desire to innovate. "St. Louis is not saturated when it comes to health tech innovation," he says. "That means we can bring that really rapid innovation at scale to St. Louis."

Despite meteoric growth, Epharmix has endured its fair share of hurdles. According to Marggraff, one of the biggest lessons they had to learn was how to take a product they knew worked objectively well and actually bring it to market: "I would love to think 'okay we'll create the tech, we'll sell it to them, they'll use it, and everything will be happy! And that's so simple and so naive. We needed to show them the ROI, do a gap analysis for them to show where they need help, enroll their patients onto our software on their behalf, generate reports, even build predictive models. It's not sufficient just to have a great product."

Now, with nine peer-reviewed, positive-outcome journal publications affirming the efficacy of Epharmix technology. Marggraff and his colleagues can focus on what lies ahead. They intend to keep growing their sales while making their technology more and more robust.

But there is one more thing that drives Marggraff. "If I am going to spend my time doing something. I want it to quantitatively and positively impact as many people as possible," he says. "The two proven ways to make people happier are to help them live better lives or help them live longer lives — so education and healthcare. And Epharmix is that."





ViduAl aims to increase the accuracy of medical diagnoses.

The healthtech startup, led by Anabetsy Rivero and James Termini, has built an Al-assisted diagnostic system to do just that. By reducing human error, doctors could more accurately prescribe treatments, resulting in lower costs, better healthcare, and more lives saved

CEO Rivero initially thought about the importance of data-processing technology in health sciences while researching protein biochemistry and genomics at the Shiekhattar Lab at the University of Miami Miller School of Medicine. "I realized that everything that you do in cancer and genomics is data analysis and data science," she says. "It is the way you actually interpret all this big amount of data to actually be able to draw insights and present it to other people who are not data scientists."

Rivero developed a deep learning library for data mining while working with Dr. Saeed Rajput. The Al engine they created was able to process more data at a faster rate and achieve greater accuracy in diagnosing breast cancer than doctors could. According to the Susan G. Komen Breast Cancer Foundation, mammography correctly identifies 87 percent of women who truly have breast cancer. Rivero's Al system, on the other hand, achieved a 99 percent accuracy rate for detection.

ViduAl will soon embark on their first round of funding, and the startup is working on receiving FDA approval for clinical trials. In the meantime, ViduAl continues to develop their Al engine. The diagnostic system no longer requires manual data inputs and can instead process raw images. This evolution, making the Al engine more efficient than ever, holds promise for diagnosing more types of cancer and diseases, thus revolutionizing the healthcare industry.

Weather is an unpredictable thing – especially so in the Netherlands.

From sun and clear skies in one moment to clouds, wind, and rain only minutes later, short-term weather change can be difficult to pinpoint with current technology. But that may not be the case for much longer. SkyEcho, led by cofounders Yann Dufournet, Igor Stepanov, and Tobias Otto, is on a mission to make storm and rainfall monitoring more accurate and timely.

The idea came about a few years back when Yann was Assistant Professor at the Delft University of Technology and worked on a project that monitored urban rainfall at very high resolutions. "The technology to do such monitoring was already up and running, but it was mainly used for scientific purposes," he says. "What I wanted to do was explore its societal and commercial applications."

SkyEcho intends to go to market with a weather surveillance system that can monitor and visualize precipitation — from different types of rain to hail and snow — on a hyper-local, in the moment scale. "Most weather forecasting platforms have a resolution of lx1km, while we can do 100x100m," Yann says. "That's 100 times more detail for the covered area." The goal is to employ the technology alongside a user-friendly app as a service to cities, starting in Rotterdam.

Such a highly detailed technology has numerous applications. The Municipality of Rotterdam seeks to use the system for managing their sewage system, as well as to increase flood safety. Being able to foresee heavy rain or snowfall can also help manage traffic and keep roads safe and clean. Very local, near-real time weather data has great potential for new smart city solutions, creating better information that empowers decisions.



What's Next?

CIC has big plans for the future. In 2018, we opened two new sites: Massachusetts. CIC Providence is scheduled to open in Rhode Island in 2019, and we are actively developing new centers in additional cities in North America, Europe, and Asia.

In 2018 CIC closed a Series A equity round with two exciting international partners. We look forward to further deepening our local and global partnerships while continuing to expand strategically to future-focused cities.

As we increase our physical footprint, we will expand our network and offer our services to a growing group of entrepreneurs, innovators, and changemakers. We consistently find inspiration through the incredible innovators who are working to fix the world while calling CIC home.

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PHOTOGRAPHY

Photos of CIC spaces are proprietary to CIC and were provided by numerous professional and volunteer photographers. Photos for client profiles are courtesy of the subjects unless noted.

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