

Over the last eight years, JumpStart submitted nine proposals to the Ohio Third Frontier for State of Ohio grant dollars to use for investing in JumpStart portfolio companies. Separately, JumpStart submitted eight proposals to the Ohio Third Frontier for State of Ohio grant dollars to be used for entrepreneurial services<sup>1</sup>. In order to access state grant dollars, the State of Ohio requires all state dollars be matched with non-state dollars. The non-state match required by Ohio Third Frontier has fluctuated from grant to grant; grants have required either \$0.50 of non-state dollars for every \$1 dollar of state monies, or \$1 of non-state dollars for every \$1 dollar of state monies. In the last year, the Ohio Third Frontier grants for both investments and services required \$1 of non-state match for \$1 of state money.

JumpStart's non-state funders who provide match to all Ohio Third Frontier grants consistently encourage JumpStart to maximize the amount of state dollars proposed for both investing and entrepreneurial services. Each year for the last eight years, the Ohio Third Frontier has designated the maximum amount of state dollars available for investing per proposal or fund<sup>2</sup>. (JumpStart has one fund, the Evergreen Fund, which it uses to invest in its portfolio companies.) As a result, in each investment proposal submitted to date to the Ohio Third Frontier, JumpStart has requested the maximum amount available for investments and has prepared to be able to match these resources with non-state monies if these resources are awarded. Should the state choose to not award the same amount of investment resources to JumpStart as requested, the required non-state match is reduced by the same amount.

The Ohio Third Frontier also provides dollars for entrepreneurial services, and those dollars must be used for entrepreneurial services and cannot be used for investing in companies. All non-state match dollars for Ohio Third Frontier entrepreneurial services also must be used for entrepreneurial services. The Ohio Third Frontier entrepreneurial services RFP's have been both capped and uncapped over the last eight years; in some years, there is a maximum amount of resources these proposals can request (for example, in 2007 the single services proposal that provided resources to JumpStart and eight other collaborators was capped at \$9M for three years). In other years, JumpStart has been able to request an amount that is not capped by the state for its services activities.

Each of the non-state match providers approve all uses of their match on a proposal-by-proposal basis. Following are tables reflecting the total dollars requested, awarded, matched, and available for both investing and entrepreneurial services activities since JumpStart's inception.

<sup>1</sup> "Entrepreneurial services" are support services for entrepreneurs that enable them to move technologies from idea to market. Examples of services would include education programs, one-on-one customized technical assistance from an expert, or connections to sources of capital.

<sup>2</sup> "Fund" is the financial tool used by JumpStart to invest money in companies.



Third Frontier JumpStart Services Awards for Entrepreneurial Services and Non-state Match Since Inception										
Overview of Entrepreneurial Service Awards and Matching Funds							Sources of Matching Funds for Entrepreneurial Services			
Grant Number	Date Awarded	Total Requested for Entrepreneurial Services	Total State Award for Entrepreneurial Services	Total Non-State Match	State Award + Non-State Match	Comments	Private Foundations	Corporate Foundations	Federal/Local Govt.	Individual/P program Income
TECH 07-017	Feb-2007	2,800,000	2,760,000	100,000	2,860,000	RFP allowed for \$2 state dollars for every \$1 non-state dollar with use of non-state operations match allowed; <u>JumpStart was not required to match at this rate based upon overmatch provided by other collaborators in the proposal</u> , asked for maximum of \$2.8M and awarded \$2.8M. \$2,860,000 used for services.	100,000	0	0	0
Sources of Matching Funds for Entrepreneurial Services										
TECH 09-032	Jul-2008	2,000,000	1,000,000	1,132,145	2,132,145	RFP allowed for \$1 state dollar for every \$1 non-state dollar; asked for maximum of \$2M but only awarded \$1M. \$2,132,145 used for services.	530,895	571,250	0	30,000
Sources of Matching Funds for Entrepreneurial Services										
TECH 10-006	May-2009	2,000,000	1,900,000	1,935,000	3,835,000	RFP allowed for \$1 state dollar for every \$1 non-state dollar; asked for maximum of \$2M but only awarded \$1.9M. \$3,835,000 used for services. This appears differently on the Ohio Third Frontier website due to changes made by the Controlling Board in the allocation between investing and services, after public information was made available.	1,895,000	40,000	0	0
Sources of Matching Funds for Entrepreneurial Services										
TECH 11-026	May-2010	2,000,000	2,000,000	2,000,000	4,000,000	\$1 state to \$1 match minimum; asked for maximum of \$2M and awarded \$2M. \$4,000,000 used for services.	780,000	270,000	900,000	50,000
Sources of Matching Funds for Entrepreneurial Services										
TECH 11-027	May-2010	402,000	402,000	402,000	804,000	\$1 state to \$1 match minimum; asked for \$400K and awarded \$400K. \$804,000 used for services.	402,000	0	0	0
Sources of Matching Funds for Entrepreneurial Services										
TECH 11-029	Jun-2010	324,000	300,000	300,000	600,000	\$1 state to \$1 match minimum; asked for \$324K and awarded \$300K. \$600,000 used for services.	300,000	0	0	0
Sources of Matching Funds for Entrepreneurial Services										
TECH 11-030	Jun-2010	985,000	585,000	640,000	1,225,000	\$1 state to \$1 match minimum; asked for \$985K and awarded \$585K. \$90K remaining at 2/7/12 to be expended by 6/30/12; all the rest used for services.	580,000	60,000	0	0
Sources of Matching Funds for Entrepreneurial Services										
TECH 11-072	Mar-2011	3,100,000	3,091,877	3,091,877	6,183,754	\$1 state to \$1 non-state match minimum; asked for maximum of \$3.1M and awarded \$3.1M. \$3.4M remaining at 2/7/12 to be expended by 6/30/12; the rest used for services.	2,286,877	195,000	600,000	10,000
Sources of Matching Funds for Entrepreneurial Services										
		<b>Total Requested for Entrepreneurial Services</b>	<b>Total State Award for Entrepreneurial Services</b>	<b>Total Non-State Match</b>	<b>State Award + Non-State Match</b>					
<b>Total Awarded</b>		<b>13,611,000</b>	<b>12,038,877</b>	<b>9,601,022</b>	<b>21,639,899</b>					