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 services¹. 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 fund². (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.

¹ 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.

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

Third Frontier J	umpStart Pre-Se	ed Awards for In	vesting and No	n-state Match						1				
Since Inception														
				Ove	erview of grants received and	d match required and provided	Source	Source of Matching Funds fo		sting	Sources of N	Sources of Matching Funds Services		eneurial
Grant Number	Date Awarded	Total Requested for Investing	Total State Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match	Comments	Private Foundations	Corporate Foundations	Federal	Individual/ Program Income	Private Foundations	Corporate Foundations	Federal	Individual /Program Income
TECH 04-027	Dec-2003	1,200,000	1,162,111	943,773	2,105,884	RFP allowed for \$2 state dollars for every \$1 non-state dollar with use of entrepreneurial services match allowed to match investment dollars from the state. JumpStart overmatched this award with investment dollars. An entrepreneurial services. Based on the state award guidelines, \$1,630,884 invested and \$475,000 used for entrepreneurial services.	468,773	0	0	0	475,000	0	0	0
						Disbursed from 6/20/04 - 12/2/05.			Source o	of Matching	Funds for Inves	ting		
Grant Number	Date Awarded	Total Requested for Investing	Total State Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match		Private Foundations	Corporate Foundations	Federal	Individual/ Program Income	na	na	na	na
TECH 05-023	Jan-2005	2,000,000	500,000	728,951	1,228,951	RFP allowed for \$2 state dollars for every \$1 non-state dollar; <u>asked for maximum of \$2M but only awarded \$500K</u> , JumpStart overmatched this award with investment dollars. \$1,228,951 invested. Disbursed from \$/92905 - \$9/960	677,071	24,880	0	27,000				
		Total	Total State						Source o	of Matching Individual/	Funds for Inves	ting		
Grant Number	Date Awarded	Requested for Investing	Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match	\$2 state to \$1 match minimum; overmatched with investment dollars; asked for maximum of \$2M and	Private Foundations	Corporate Foundations	Federal	Program Income	na	na	na	na
TECH 06-051	May-2006	2,000,000	2,000,000	1,057,562	3,057,562	awarded \$2M. \$3,057,562 invested. Disbursed from 7/12/06-5/9/07	1,009,292	0	0	48,270				
						7,777			Source	of Matching	Funds for Inves	ting		
Grant Number	Data Awarded	Total	Total State	Total Non-	State Dollars Awarded +		Private	Corporate		Individual/		na		
Grant Number TECH 07-017	Peb-2007	Requested for Investing 3,800,000	Award for Investing 3,800,000	1,939,996	Non-State Match 5,739,996	C2 Abb L C4 Abb L C5 T20 CC5 I I I I I I I I I I I I I I I I I I	Foundations 1,420,723	Foundations 446,662	Federal 0	Program Income 72,611	na	па	na	na
TECH 07-017						\$2 state to \$1 match minimum; asked maximum of \$3.8M and awarded \$3.8M. \$5,739,996 invested. Disbursed from 2/28/07 - 1/14/10								
							Source	of Matching Fun	ds for Inve	sting	Sources of N	Matching Funds	for Entrep	reneurial
		Total	Total State							Individual/		Services		Individual
Grant Number	Date Awarded	Requested for Investing	Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match		Private Foundations	Corporate Foundations	Federal	Program Income	Private Foundations	Corporate Foundations	Federal	/Program Income
TECH 07-061	Jun-2007	2,000,000	2,000,000	1,162,047	3,162,047	S2 state to S1 match minimum; asked maximum of S2M and awarded S2M, divided into state funds of S1.6M for investing & 50.4M for entrepreneurial services. Based on the state award guidelines, \$2,562,047 was invested and 5600,000 was used for entreprenurial services.	592,761	369,286	0	0	0	200,000	0	0
						Disbursed from 7/5/07-10/8/08								
		Total	Total State				a: .		Source o	of Matching Individual/	Funds for Inves	ting		
	Date Awarded	Requested for Investing	Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match		Private Foundations	Corporate Foundations	Federal	Program Income	na	na	na	na
TECH 09-033	Sep-2008	2,000,000	2,000,000	2,000,275	4,000,275	\$1 state to \$1 match minimum; asked for maximum of \$2M and awarded \$2M. \$4,000,275 invested. Disbursed from 2/17/09 - 2/17/11	1,585,020	225,647	0	189,608				
									Source o	of Matching	Funds for Inves	ting		
Grant Number	Date Awarded	Total Requested for Investing	Total State Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match		Private Foundations	Corporate Foundations	Federal	Individual/ Program Income	na	na	na	na
TECH 10-005	Jan-2009	2,000,000	675,000	337,560	1,012,560	§2 state to §1 match minimum; <u>asked maximum of \$2M but only awarded \$675K</u> . §3,012,560 invested. This grant appears differently on the Ohio Third Frontier website because the allocation between investing and entrepreneurial services was changed by the Controlling Board, after the public information was made available.	153,431	25,000	0	159,130				
						Disbursed from 7/16/10- 12/17/10								
		Total	Total State				n: .		Source o	f Matching Individual/	Funds for Inves	ting		
	Date Awarded	Requested for Investing	Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match	\$1 state to \$1 match minimum; asked for maximum of \$2M and awarded \$2M. All monies expected to be	Private Foundations	Corporate Foundations	Federal	Program Income	na	na	na	na
TECH 11-026	Jul-2010	2,000,000	2,000,000	2,000,000	4,000,000	invested by end of 2012. \$387,628 remaining to be disbursed at 2/7/12. Disbursed from 12/17/10 - ongoing	1,450,000	40,000	0	510,000				
									Source o		Funds for Inves	ting		
Grant Number	Date Awarded	Total Requested for Investing	Total State Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match		Private Foundations	Corporate Foundations	Federal	Individual/ Program Income	na	na	na	na
TECH 11-083	Mar-2011	2,000,000	2,000,000	2,000,000	4,000,000	\$1 state to \$1 non-state match minimum; asked for maximum of \$2M and awarded \$2M. All monies expected to be invested by end of calendar 2012. \$4M remaining to be disbursed at 2/7/12. None disbursed as of 2/7/12.	1,150,000	300,000	0	550,000				
						NUITE UISUUI SEU 85 01 2/1/12								
		Total Requested for Investing	Total State Award for Investing	Total Non- State Match	State Dollars Awarded + Non-State Match									
Totals		19,000,000	16,137,111	12,170,163	28,307,274	Of this amount, \$27.2M of the 28,307,274 will be used for company investments through 2012. \$1.1M of the 28,307,274 was used for entrepreneurial services, approved by the Ohio Third Frontier's standard process, via TECH 04-027 (match only) in 2003 & TECH 07-061 in 2007 (match and state funds).								

	npStart Services	Awards for Entreprene	eurial Services and I	Non-state Match			ļ				
				Overview of Entrepreneurial Service Awards and Matching Funds				Sources of Matching Funds for Entre 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 rogram Income	
TECH 07-017	Feb-2007	2,800,000 2,760,000 100,000 2,860,000 2,860,000 RFP allowed for \$2\$ state dollars for every \$1 non-state dollar with use of non-state operations match allo JumpStart was not required to match at this rate based upon overmatch provided by other collaborate in the proposal, 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 Entrepren			urial 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		Private Foundations	Corporate Foundations	Federal/ Local Govt.	Individual/P rogram Income	
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 Entrepren			urial 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		Private Foundations	Corporate Foundations	Federal/ Local Govt.	Individual/P rogram Income	
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 Ma	tching Funds for I	Entrepreneu	urial 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		Private Foundations	Corporate Foundations	Federal/ Local Govt.	Individual/P rogram Income	
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 Entrepreneur		urial 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		Private Foundations	Corporate Foundations	Federal/ Local Govt.	Individual/P rogram Income	
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 Ma	tching Funds for I	Entrepreneu	urial 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		Private Foundations	Corporate Foundations	Federal/ Local Govt.	Individual/P rogram Income	
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 Ma	tching Funds for I	Entrepreneu	urial 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		Private Foundations	Corporate Foundations	Federal/ Local Govt.	Individual/P rogram Income	
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 Ma	tching Funds for I	Entrepreneu	urial 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		Private Foundations	Corporate Foundations	Federal/ Local Govt.	Individual/P rogram Income	
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	
		Total Requested for Entrepreneurial Services	Total State Award for Entrepreneurial	Total Non- State Match	State Award + Non- State Match						
Total Awarded		13,611,000	Services 12,038,877	9,601,022	21,639,899						