Strengthening the Massachusetts Entrepreneurial Ecosystem

The Critical Role of Entrepreneurial Support Organizations

MACP COMPETITIVENESS CONVERSATION SERIES
CONVENE COLLABORATE CATALYZE

As part of its Competitiveness Conversation Series, on April 2, 2025, the Massachusetts Competitive Partnership (MACP) convened state leaders, Entrepreneurial Support Organizations (ESOs), and entrepreneurs to discuss how Massachusetts can better support its startup ecosystem.

Public officials including **Secretary Yvonne Hao**, **Senator Barry Finegold**, and **Representative Carole Fiola** emphasized the importance of investing in infrastructure, fostering regional equity, and supporting talent. Secretary Hao highlighted initiatives like the Massachusetts Founders Network and the Business Front Door, which aim to improve access and visibility for entrepreneurs.

In a panel moderated by **Micaela Jefferson** of **Wellington Management**, **ESO leaders—Gaby King Morse** (**Center for Women & Enterprise**), **Ben Sosne** (**Berkshire Innovation Center**), and **Jamey Tesler** (**Mass Mobility Hub**)—underscored the need for multi-year, flexible funding, regional connectivity, and public sector recognition of ESOs' impact.

Michelle Consalvo of **Takeda Pharmaceuticals** moderated a panel including **entrepreneurs Madeline Cabrera** (**Emmaty, Inc.**), **Jared Lebos** (**Noble Carbon**), and **Simon Zhang** (**REON Technology**). They shared how ESOs helped them scale, secure funding, and access government contracts. Each stressed the value of targeted support and regional opportunity.

This conversation affirmed that ESOs are foundational to the state's innovation economy—and that coordinated, sustained investment in ESOs is essential to keeping Massachusetts competitive.

MACP
MASSACHUSETTS COMPETITIVE PARTNERSHIP

APRIL 2025

ENTREPRENEURIAL SUPPORT ORGANIZATIONS IN MA

ASSESSING IMPACT AND INVESTING FOR THE FUTURE

COMPETITIVENESS CONVERSATION SERIES

Massachusetts is a national leader in innovation, thanks in part to Entrepreneurial Support Organizations (ESOs)—such as incubators, accelerators, and innovation hubs—that help startups launch, grow, and thrive. A statewide survey of 25 leading ESOs confirms their central role in job creation and regional economic development.

Key Findings from Surveyed ESOs

- These ESOs currently support 2,893 entrepreneurs and businesses across the Commonwealth.
- Companies supported by these ESOs have created an estimated 91,000 jobs.
- A sample of ESO alumni has raised over $92 billion in investment.
- Despite their success, many ESOs cite limited access to capital and a fragmented support system as barriers to growth.

MACP Recommendations

- Build a Statewide ESO Network
- Establish an ESO Council
- Elevate and Celebrate ESOs
- Engage the Private Sector
- Strengthen Higher Ed Collaboration
- Adopt National Best Practices
- Launch a Statewide ESO Investment Program

Review MACP's recommendations & read the full paper