

CIC Overview

May 15th, 2024

Prepared by Stacey Messier

The logo consists of the lowercase letters 'cic' in a white, sans-serif font, centered within a solid orange square. The 'i' has two small white dots above it.

cic



CIC's mission is to create powerful innovation communities that support impactful entrepreneurs to fix the world.

We know the world changes quickly, and we have supported entrepreneurs making that change for the last 20 years. CIC now hosts 2,000+ companies in eight cities across the United States, Europe, and Japan.

In addition to flexible startup offices, our offerings include shared wet labs, event spaces, and targeted programming to help organizations scale and succeed.

We encourage diversity, equity, inclusion, and belonging, and as such, we believe in promoting greater access to innovation ecosystems among founders of all backgrounds.





The intersection of innovation and community

We're building a coworking community at the heart of Providence's 195 District, supporting Rhode Island's most innovative and fastest growing companies. **CIC supports companies of all sizes and across industries with flexible, shared office space, top-notch amenities, and forward-thinking programming designed to help them thrive and grow.**

Whether you're a start-up of one or an established company looking to get a foothold in Providence, CIC works with everyone. Using the resources from our global network, we tailor the CIC experience to the uniqueness of Rhode Island. Our space, located at 225 Dyer Street in Providence, is intentionally designed to foster creativity, innovation, and collaboration.

Fast Facts

As of May 2024:

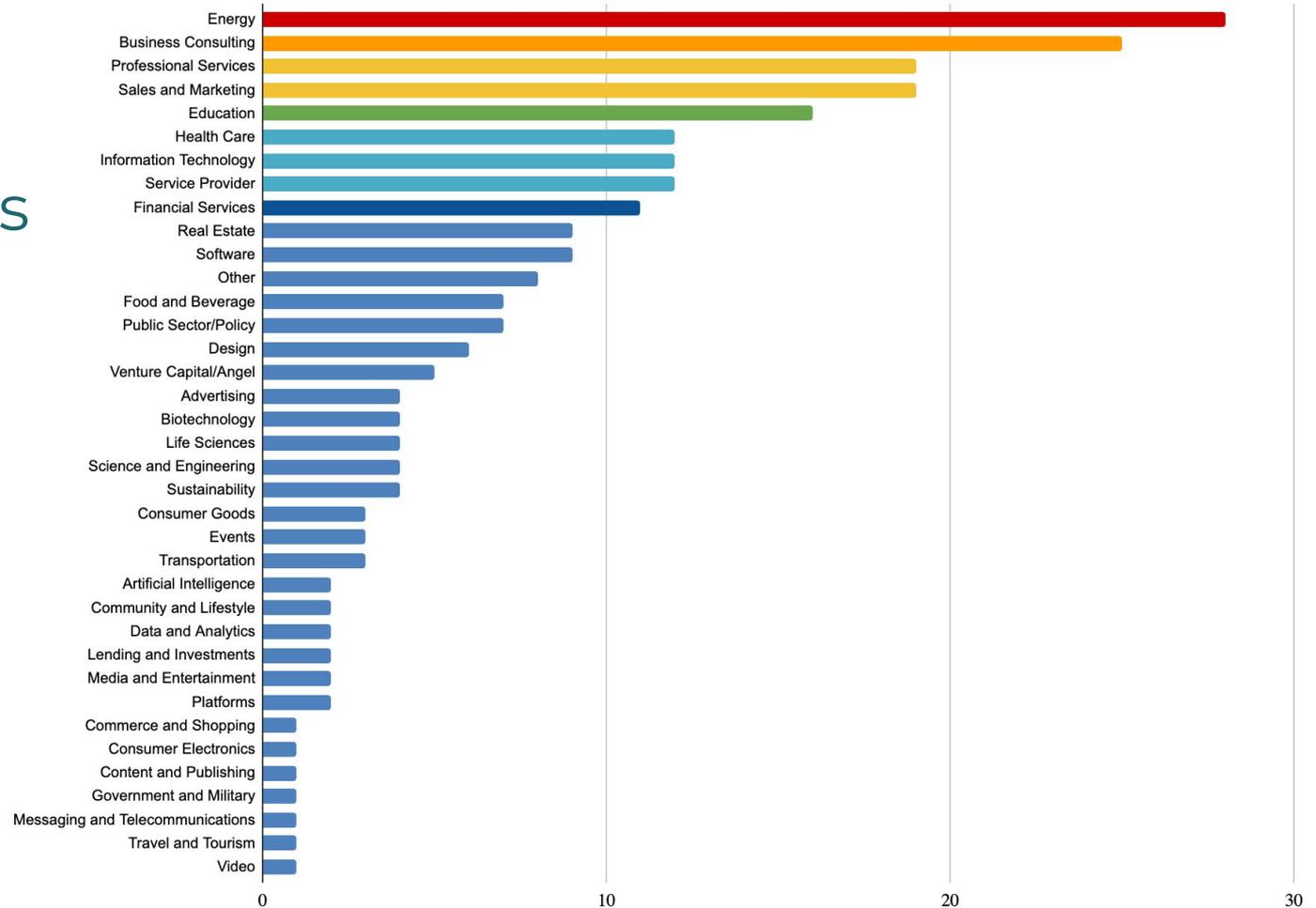
- Total active client companies: 240
- Total active client roles: 650
- Total industries inside: 37
- Occupancy: 87%

Some of our top industries include:

- Offshore Wind / Energy
- Professional Services
- Sales & Marketing
- Education
- Health Care
- Information Technology
- Financial Services
- and many more!



Client Companies vs Industries





Wind finds its home in Providence

Five years ago, the waters of Block Island, Rhode Island, became home to the country's very first offshore wind farm. Today, offshore wind is a hallmark of the state's competitive edge and growing innovation capacity. The industry is anchoring down at CIC Providence, already **home to over 30 companies in the offshore wind space** driven to our site thanks to local expertise, proximity to offshore wind projects, and the opportunity to scale in our flexible model. We plan to continue to welcome more companies in this industry.

Our offshore wind cluster spans the industry supply chain.

Some of our OSW members specialize in the following:

- Maintenance of wind turbines
- Developers who construct and operate OSW farms
- Blue tech startup incubator & investment
- Renewable energy consulting
- Heavy lifting and cable-lay services
- Safe marine planning, installations and inspections
- Offshore geoscience/technical engineering consulting
- OSW logistics & engineering
- Shipping & management of the flow of equipment
- Key Industry Presence: Oceantic Network
- Environmental surveys
- Service and equipment provider in the OSW industry



CIC Client Success Stories

PROFESSIONAL SERVICES - STAFFING

Connexion

Connexion specializes in staffing and recruiting for engineering and life sciences. They started with CIC back in 2019 in a small 174sqft office space. They grew 4 more times before eventually maturing out of CIC last year and into their own lease here on the 1st floor of the building.

“Moving into CIC was easy; it allowed us the flexibility we needed to start in Providence and expand as needed. CIC allowed us to focus on building our business and it was a great first impression when interviewing new hires. We’ve taken what we learned from CIC culture and adopted it into our own.”

HEALTHCARE ANALYTICS

Intus Care

A spinout startup from Brown University who created a healthcare analytics platform that synthesizes healthcare data to identify risks, visualize trends, and optimize care.

They joined CIC back in 2020. Since then, they’ve garnered accolades such as RI Inno’s 25 Under 25 and a top awardee of MassChallenge. They also raised \$14 million in funding and have offices here and at our Cambridge location.

OFFSHORE WIND

Boskalis

Boskalis is a major player in the OSW industry, specializing in offshore heavy lifting, subsea cabling, and other technical services.

They started with CIC in 2022 and grew quickly. Boskalis realized in 2023 that they needed to have a larger space closer to the port but they retained a small office footprint at CIC to stay connected to the cluster.



Thank you.

 VENTURE CAFÉ > GLOBAL

VENTURE CAFÉ PROVIDENCE

May 15th, 2024

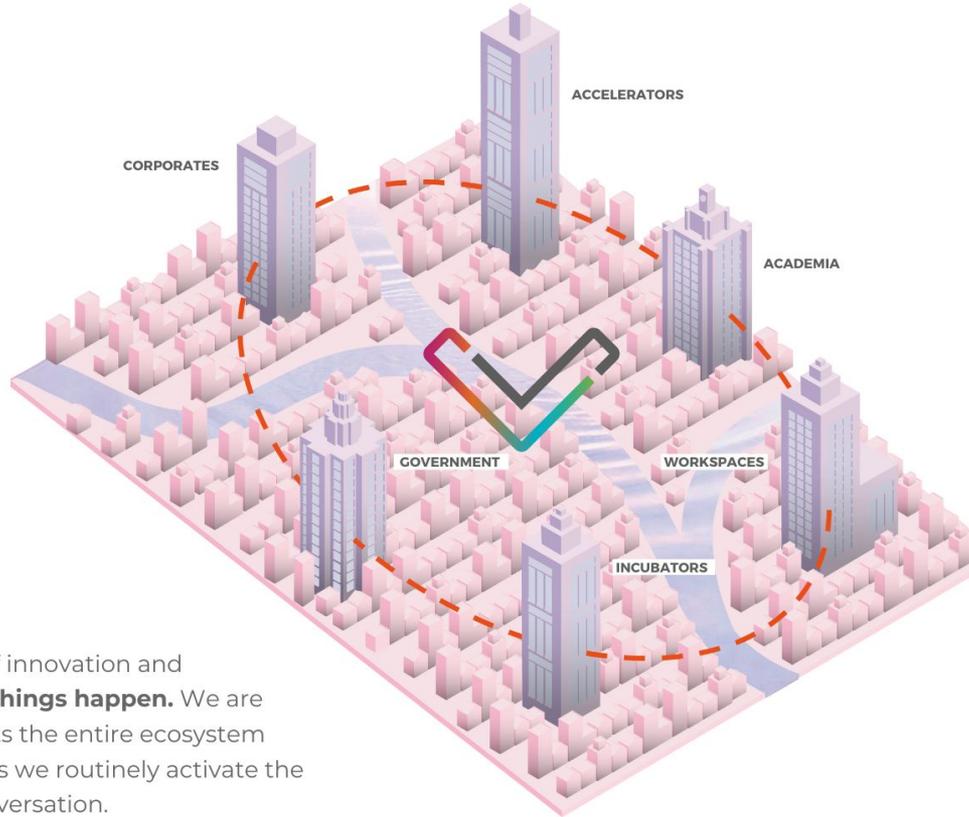
DISTRICT HALL

WHO WE ARE

ISOLATION IS THE ENEMY OF INNOVATION

Every Innovation Ecosystem—no matter the size—needs an activator that creates movement. Someone creating connections as well as stimulates cross-functional collaborations. Someone that addresses the social part of innovation. Through our years of first-hand experience as an **Innovation Ecosystem Activator**, we have perfected our method to effectively maximize the impact of any ecosystem as a whole.

Venture Café believes that Isolation is the enemy of innovation and our mission is clear: **Connect innovators to make things happen.** We are a neutral and trusted center of gravity that connects the entire ecosystem and is available for everyone. Through our programs we routinely activate the ecosystem, creating continuous exchange and conversation.



HOW WE DO IT

WE ARE OBSESSED WITH CONNECTING PEOPLE!

Building effective and impactful innovation ecosystems is an ongoing process that takes a lot of love and care. Venture Café brings together the entire innovation ecosystem weekly at our flagship program the **Thursday Gathering**. When connecting people it's so much more than just networking, it's about fostering the right culture for support and cross-functional collaborations. Something requiring unique insights to achieve.

In our neutral and central position we form an understanding of the whole ecosystem that we constantly apply to improve the experience we provide. Knowing our community and the goals of the ecosystem allows us to naturally create the most impactful connections.



IN 2023 VCPVD ACCOMPLISHED

2,899 Total Attendees
(20.5% increase YoY)
1,468 Unique Attendees
(30.3% increase YoY)
87.14 Venturers per TG
(67.3% increase YoY)

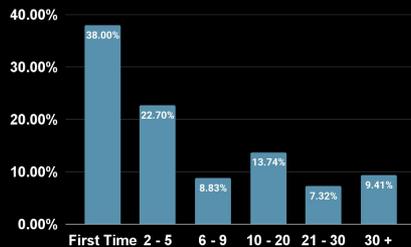
TOP ROLES

26.82% Startup Employee/Founder
19% Service Provider
9% Corporate Employee

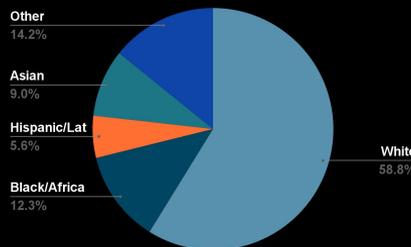
TOP BUSINESS STAGES

25% Growth
13% Seed
11% Mature

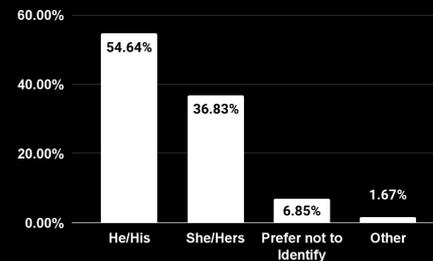
VISITS



BACKGROUND



GENDER



OTHER

- 46 Events
- 150 + Sessions
- 175 + Speakers



8,697

CONNECTIONS MADE

On average our research shows that 3 connections are made per visit.

TOP 5 VISITOR INDUSTRIES

**1) LIFE SCIENCES /
HEALTH&WELLNESS**

2) EDUCATION

3) SCIENCE & EMERGING TECH

4) INFORMATION TECH

5) MARKETING / COMMUNICATIONS



87

NPS SCORE

On average we have received an NPS score of 86 – on a scale from -100 to +100 – from our visitors.

VENTURE CAFÉS ONLINE REACH



3k

EMAIL + SOCIAL SUBSCRIBERS



43%

EMAIL OPEN RATE



11k

WEBSITE USERS

WHAT THE COMMUNITY IS SAYING

“I come to Venture Café because everyone here has that drive to be an entrepreneur. They want to help each other and they really push each other forward.”



CUTLER WHITELY

Founder, Looie

“I always meet someone new and get to connect further with the regulars. It's amazing to know there is always programming available.”



JULIA KRASNOW

Program Manager, EforAll

“As a Providence resident who has spent too much time commuting to Cambridge, it's amazing to find such a vibrant group of innovators in my own backyard!”



MARI ANNE SNOW

CEO / Co-Founder, Eascra Biotech

“Venture Café has become an incredible community partner for us, bringing entrepreneurs, business people, academics, and students together to create exciting new opportunities.”



BRETT SMILEY

Mayor, City of Providence

NOTABLE ACTIVATIONS

- Insuring the Future,
Together w/AAA
Northeast
 - InsurTech Focused
- Innovation@Brown
w/Brown Technology
Innovations
 - 296 Attendees
- 2023 Innovation Crawl
w/Innovate Newport
 - Statewide bus tour
featuring innovative
orgs.



<https://vimeo.com/827687959>



SO FAR IN 2024... (and beyond)

Growing the program:

- On track to welcome 3,210 attendees in 2024 (10.7% increase YoY)
- Grant from Rhode Island Commerce to build MBE/WBE programming
- Commitment to renew large partnerships (Innovate@Brown, Inno Crawl, etc.)

New Partnerships:

- Rhode Island School of Design Research Showcase
- Startup World Cup

New Ways to Engage:

- Venturer Supporter Program
 - A way for community members to give back and maximize experience
 - *roundtable, special quarterly events, monthly headshots, recognition, etc.*
- Startup Crash Consulting
 - Designed to give students the opportunity to work directly with up and coming entrepreneurs and startups from Rhode Island.
 - Successful implementation w/Suffolk University - meetings scheduled w/others

TOGETHER WE CAN MAKE AMAZING THINGS HAPPEN!

Venture Café Providence wouldn't have been able to do the work that we do without the incredible support of our partners and sponsors that believed in our mission in 2023.



Founded in 1999, CIC today manages more than 1.2M square feet of workspace, laboratories, and event space across North America, Europe, and Asia. Additionally, CIC develops bespoke programming, builds and enables industry clusters, and provides world-class district consulting—all focused on advancing innovation.



The I-195 Redevelopment District is responsible for the redevelopment of 27 acres of land made available when I-195 was relocated. Our mission is to support the growth of the knowledge-based economy in Rhode Island. We are committed to creating a vibrant, diverse neighborhood where an elevated highway once stood.

BIG THANKS TO



QUESTIONS?

Reilly Kons

Director

Venture Café Providence

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