



# 2022 COMMUNITY IMPACT REPORT



## 2022 Community Impact Report



## ABOUT

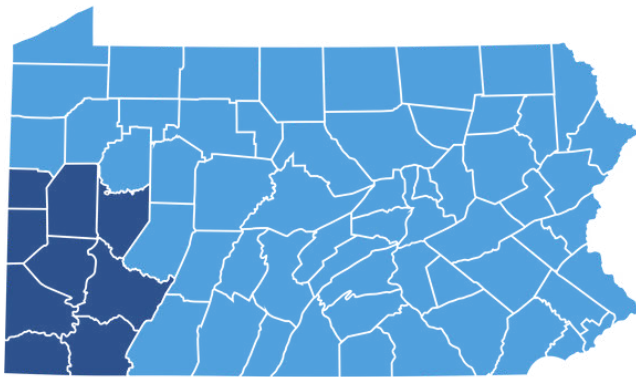
In 2022, Innovation Works (IW) continued to provide critical support to our local tech startups and the economic vitality of the region. Always looking for ways to be more attentive to the needs of entrepreneurs, IW provided more money, greater flexibility and increased resources to our local founders. We invite you to stay up to date with IW's metrics in the following pages and on our website.

## OUR IMPACT

IW provides the early funds, mentorships, expertise, and networks that help our portfolio companies grow. Since the seed fund began in 1999, Innovation **Works has invested over \$120 million in the local, Southwestern PA startup economy.** This level of activity consistently ranks IW as one of the most active pre-seed and seed-stage investors in the country, though IW is the only investment fund completely focused on SWPA.

# 2022 BY THE NUMBERS:

## Bolstering the economy of southwestern PA



Innovation Works proudly serves the following counties:

- Allegheny
- Armstrong
- Beaver
- Butler
- Fayette
- Greene
- Indiana
- Lawrence
- Washington
- Westmoreland

## IW Invested \$4.9M in 50 companies



 **19 Companies** were first-time investments

 **31 portfolio companies** received additional funding



**2,305**

New jobs created and/or retained



**14**

New companies created



**\$501M**

Revenue reported by IW startups



**\$150M**

Portfolio raised in follow-on investments

**29**

Companies

Raised \$1 Million or more





## INCREASE IN FUNDING

We announced in the fall that IW's investment levels for AlphaLab and AlphaLab Gear were increasing to \$100K. With more teams working remotely and adding a competitive edge for the Pittsburgh region, Innovation Works increased our funding to attract high-performing teams and provide an additional runway for local startups and emerging companies.



As a result, **all of our AlphaLab accelerator programs will offer up to \$100K of investment** in the form of a convertible note + 2% common equity - far more friendly terms than most accelerator and/or startup studio programs.

**Our milestone-based structure provides companies with the ability to receive up to \$100K in funding while focusing on the key goals to accomplish during the program.** It also allows greater flexibility for IW to 'stay early', making investments in companies at the earliest stages of product development or traction.



## MORE SUPPORT

Our for-profit arm, Riverfront Ventures (RFV), launched a second fund to provide additional capacity for growth-stage companies. Leveraging experience in working with hundreds of entrepreneurs, our team focuses on technology companies with large market potentials and founding teams with the energy, passion, and experience to build great businesses.

**Riverfront Ventures is another way to build sustainability to reach our nonprofit goals. Returns from the fund are used by IW to further invest in and support Pittsburgh entrepreneurs.**

Riverfront Ventures seeks to co-invest with leading venture firms from across the country. In most cases, the companies funded by RFV will have received initial startup funding through the IW's Seed Fund program. However, participation in IW's early-stage programs is not a prerequisite for an investment from RFV. Learn more on our [website](#).



# OUR COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Innovation Works continues to focus on making inclusive innovation work for the region. Inclusive teams create better products, reach more customers, and develop stronger cultures. More than 60% of IW portfolio companies have founders or leaders who identify as a woman and/or people of color\*



**Women Led**  
**36%**



**People of Color**  
**41%**



**LGTBQA**  
**9%**

**People w/  
a Disability**  
**13%**

**Veterans**  
**8%**

\*All stats reflect anonymous self-reported data recorded over a 10-year period







## **Innovation Works is committed to inclusion through the following initiatives:**

- Accessible investment processes
- Free and accessible events
- Inclusive selection of our mentors, panelists, networks, and vendors
- Diverse representation of thoughts, ideas, and backgrounds in all programming



# GOOD VIBES

The Good Vibes Community Days from July 11-14, 2022 were created with the mission of giving back to the city that has given our startups so much. The IW Team and the greater startup community volunteered with three organizations in the Pittsburgh Region.

As a group, we gathered together at Nova Place for the week's conclusion and to celebrate Rich Lunak as he retired from IW after serving as our CEO for 18 years!

The Good Vibes week was all about spreading positivity throughout the Pittsburgh Region with good deeds:

- We assisted Light of Life Rescue Mission with meal prep as the organization serves 500 meals a day.
- We executed five 412 Food Rescue Missions, including one that rescued a carload of sweet potatoes.
- We packed 20 kitchen kits, donated \$675 worth of kitchen goods, and put in a cumulative 24+ hours of volunteer work to support Hello Neighbor.







**Please visit our website for more information about Innovation Works, our accelerator programs, and our partners.**

