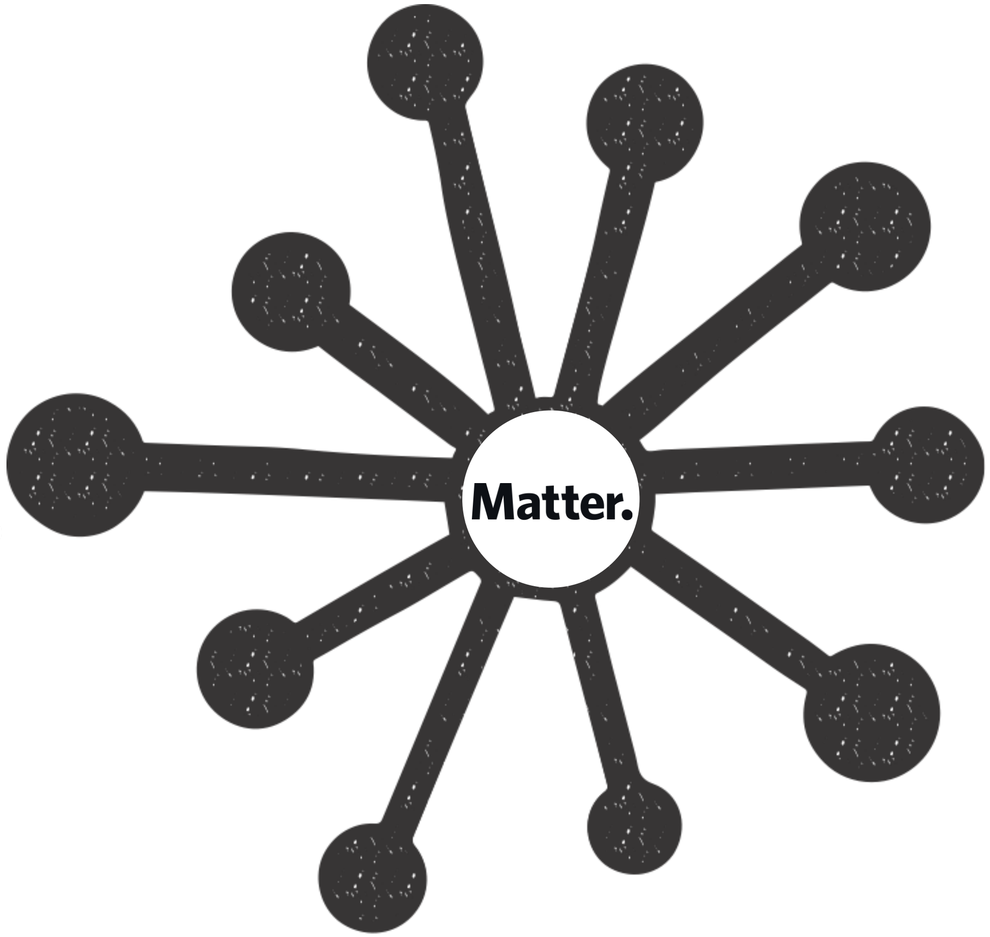
Matter.
Investing In A Culture of Experimentation

Matter.

Entrepreneurs



Mission-

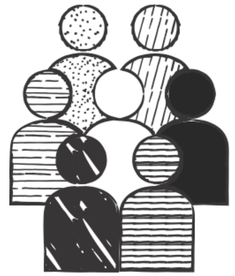
Aligned

Media Partners

Mission

Informed

Empathetic



Inclusive

Entreprenuer Program

Bootcamp

Speaker Series

Demo Days

BOOT CAMP

Design Review 0 *(both in SF)*

Design Review 1 *(sf)*

Design Review 1 *(nyc)*

Design Review 2 *(both in nyc)*

Design Review 3 *(SF)*

Design Review 3 *(nyc)*

DeMO DAY *(both in nyc & SF)*

03 04 05 06 07 08 09 12 13 14 15 16 17 18 19

20 weeks

Design Reviews

Workshops

Office Hours

Matter.

Parallel Program for Media Executives

Bootcamp

Partner Demo Day

BOOT CAMP

Design Review 0

Design Review 1 *(sf)*

Design Review 2 *(both in nyc)*

Design Review 3 *(SF)*

DeMO DAY *(both in nyc & SF)*

3 04 05 06 07 08 09 12 13 14 15 16 17 18 19

20 weeks

Design Review 1 *(nyc)*

Design Review 3 *(nyc)*

Design Reviews

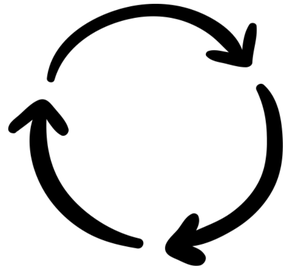
Advising and Office Hours

Matter.

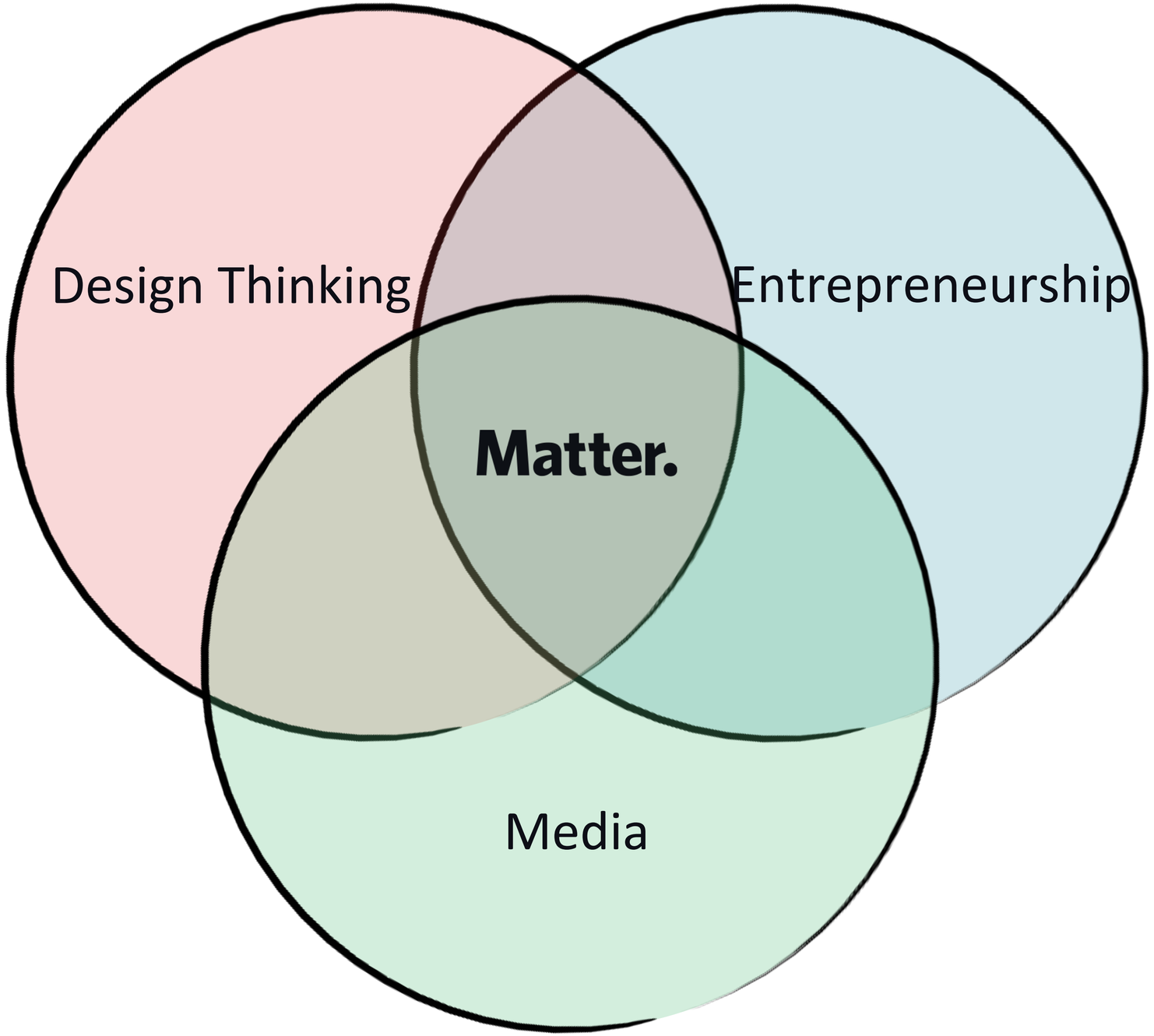
Process

Scalable Media Ventures

Human Centered



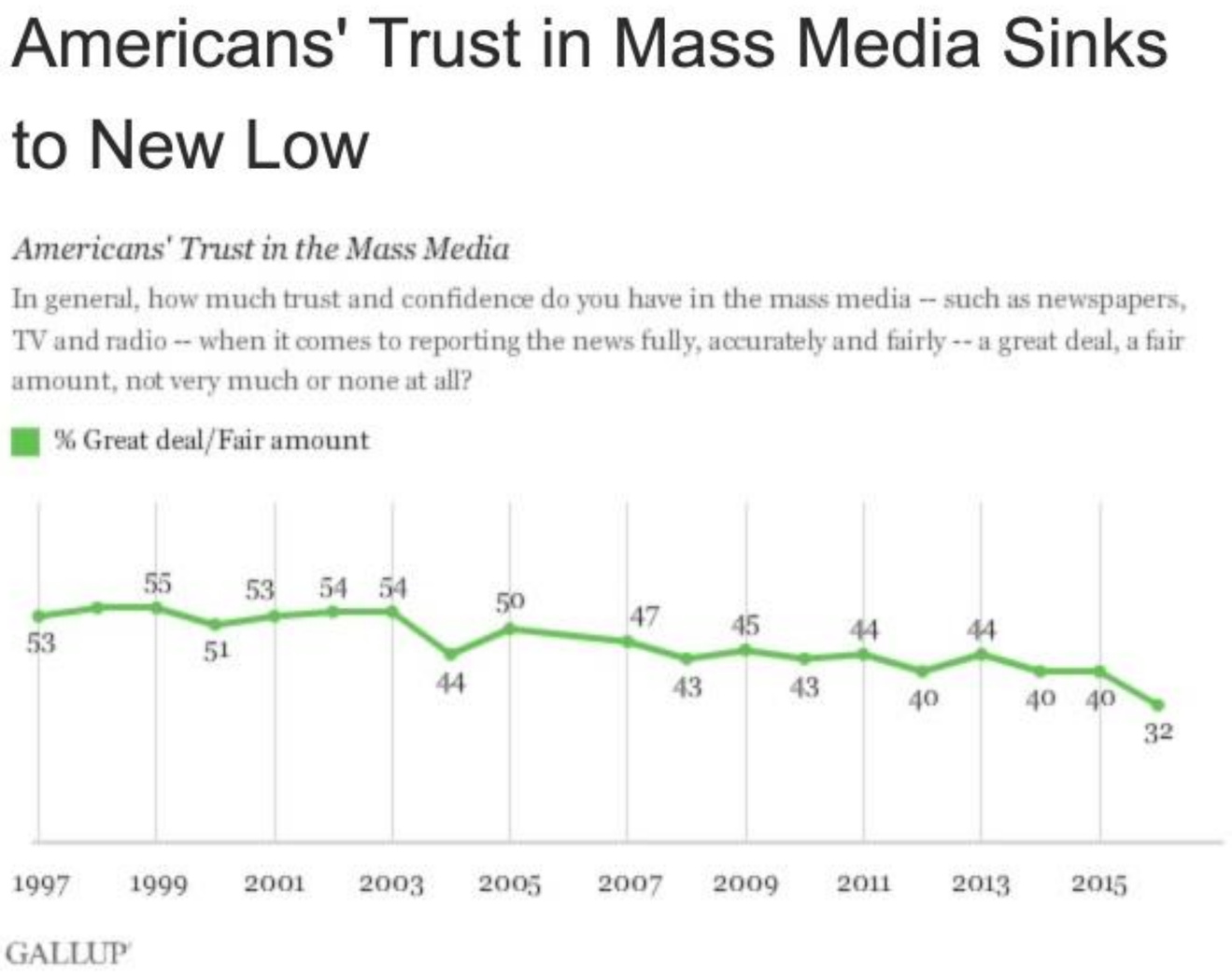
Prototype Driven


Design Thinking
Entrepreneurship
Matter.
Media

Media institutions are the bedrock of democracy.

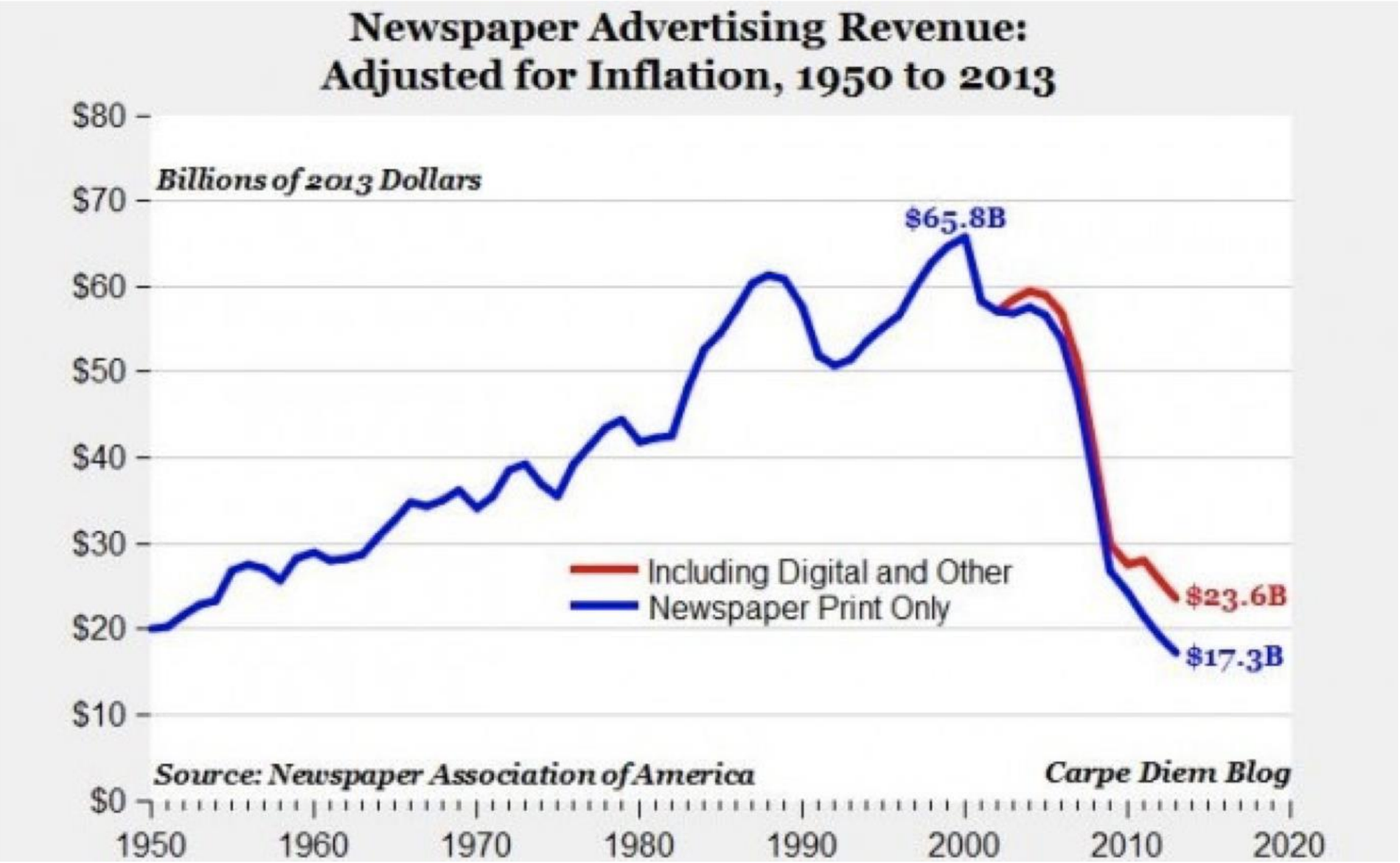
But they are now under threat — politically.

They are now under under threat — culturally.



Matter.

And they have been under threat — economically.

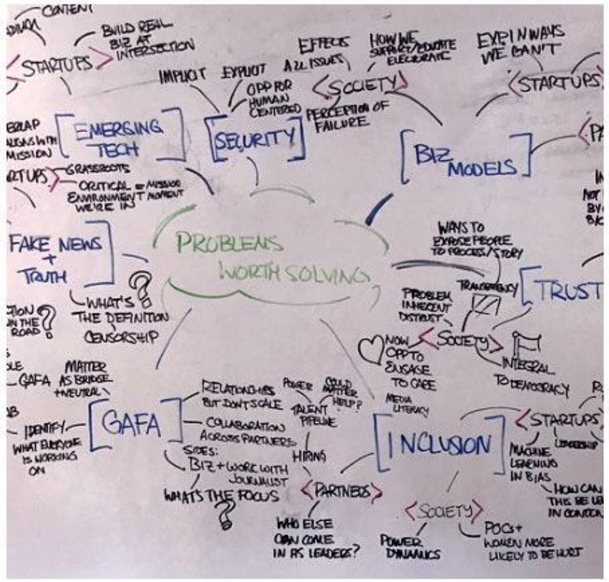


Matter.

The erosion of media extinguishes core democratic values.

Matter.

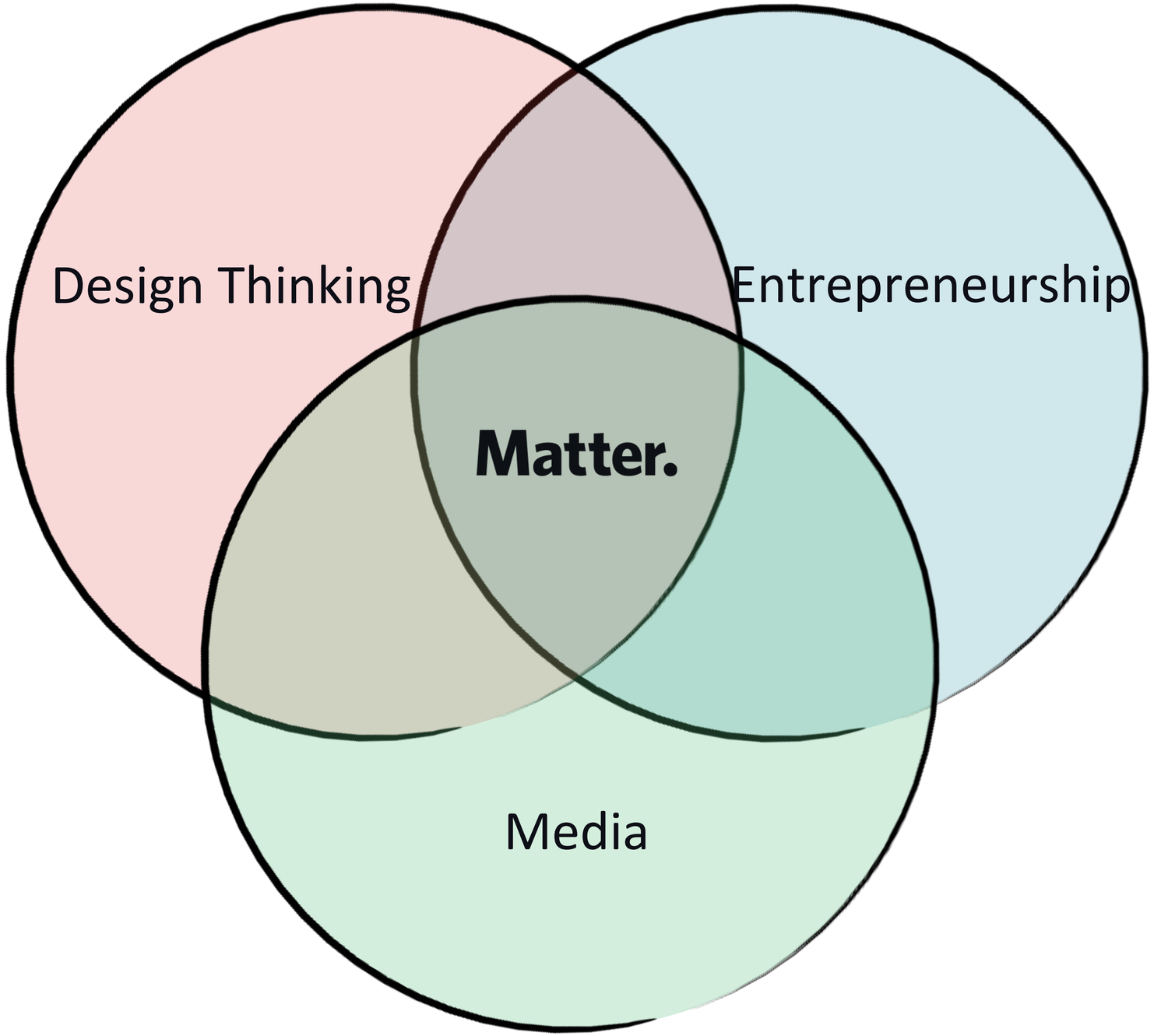
We need strong media institutions now more than ever.



Build a more informed society

Close the empathy gap

Support more inclusive media


Design Thinking
Entrepreneurship
Matter.
Media

My Drunken Walk Path to Founding Matter

“

‘If the old model is broken, what will work in its place?’

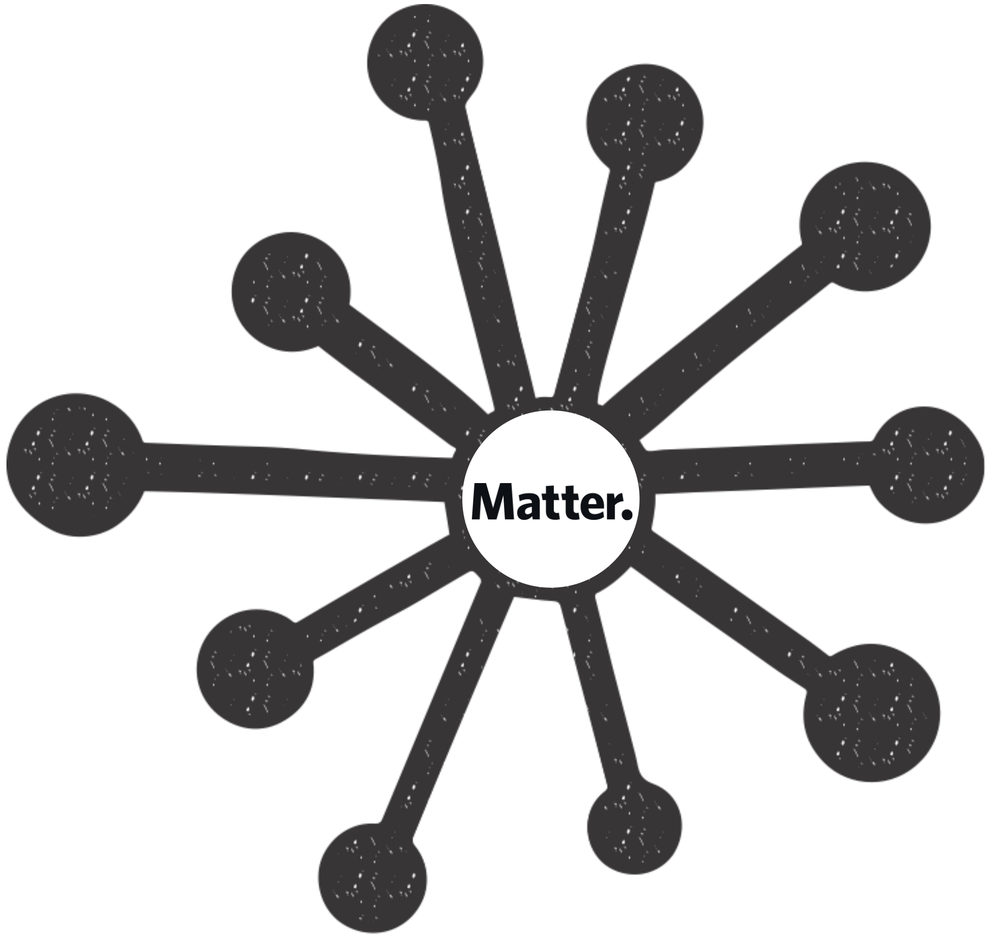
The answer is: Nothing will work, but everything might.

Now is the time for experiments, lots and lots of experiments.

- Clay Shirky

”

Entrepreneurs

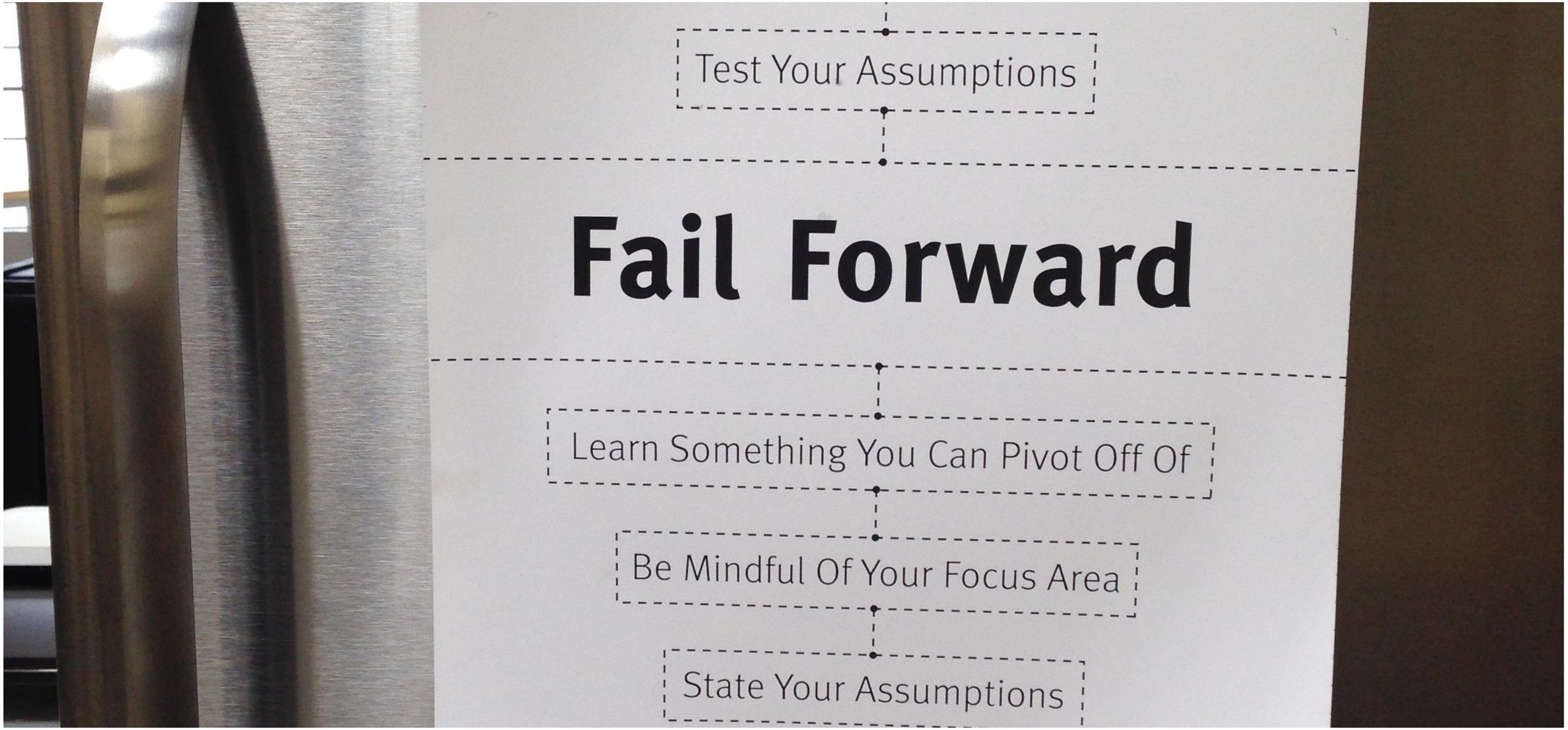


Mission-

Aligned

Media Partners

Culture of Experimentation



Matter.

Launched in San Francisco, Expanded to New York City

The Entrepreneurship Capital of the World

Launched Dec 2012

The Media Capital of the World

Launched June 2016

We started with three partners in Matter Fund I.

KQED

Knight Foundation

PRX

Matter Fund I - 19 Investments Across 3 Cohorts from 2013-2014

Matter 01	Matter 02	Matter 03
ChannelMeter	butler	EDUCRATE
Inkfold	beatroot	Known
Kickflip	connu	LocalData
MIXATION	Cintextly	louder
POP	CREATIVE ACTION NETWORK	MUSEY
spokenlayer	MADE	STRINGR
	woopie	

We then expanded to 12 partners in Matter Fund II.

Matter Fund II - 55 Investments Across 9 Cohorts from 2015-2018

Matter 04	Matter 05	Matter 06 SF	Matter 06 NYC	Matter 07 SF	Matter 07 NYC	Matter 08 SF	Matter 08 NYC	Matter Seed
enwoven	Huzza	ACONITE	BALLSTAR		DADA	Drop	compassnews	hoodline
HEARKEN	mingyian	CLEO	GOL LABS FOOTBALL CO	THE ESTABLISHMENT	ligrafiti	KERNING CULTURES	kweliTV	nuzzel
ARCHIE.AI	Pie	common	M	gretta	Multimer	LedBetter	OPTIMERA	Parlio
News Deeply	MOTHERLY	DISCORS	SCOUT	In The Room	PURPLE	nēdl	ovee	RADIO PUBLIC
NextRequest	REDIVIS data. (re)imagined.	Itavio	STELLA	Nametag	Rewire	scriptd	paytime	STRINGR
Personal Heroes	VERBATM	KIRAKIRA3D	TreePress	Smart Feed serving up better media for kids	VIGILANT	pixinote	rr reallyread.it	This.

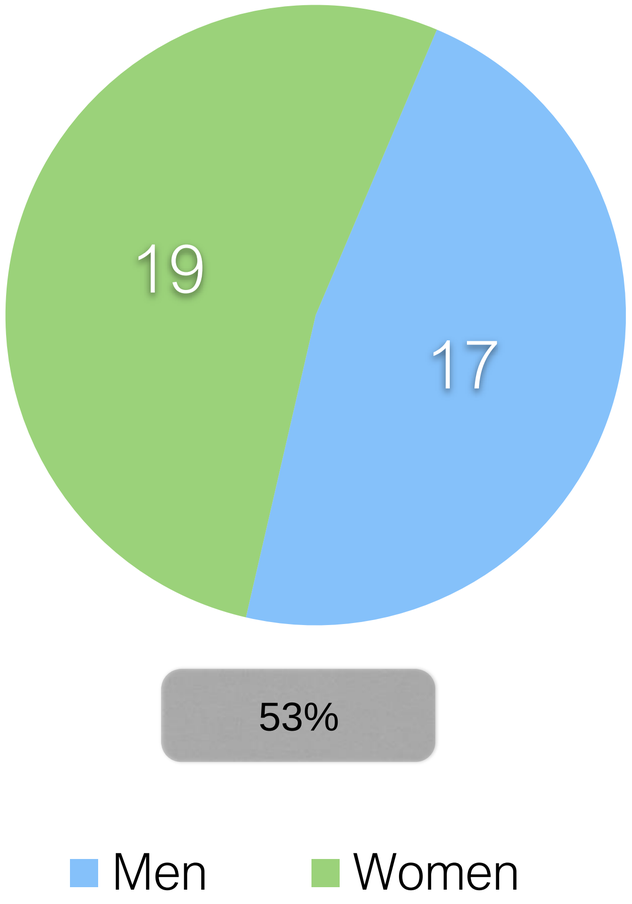
Matter.

168 Entrepreneurs

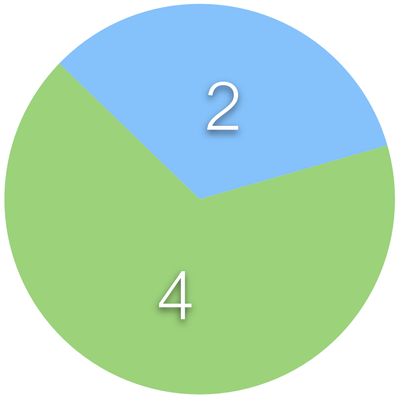
Matter.

Fund II: 53% of Accelerator Company CEOs are Women

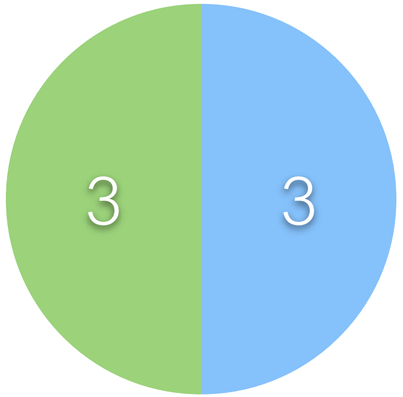
Accelerator CEOs



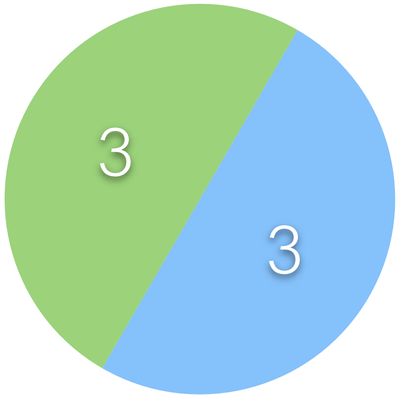
Matter 04



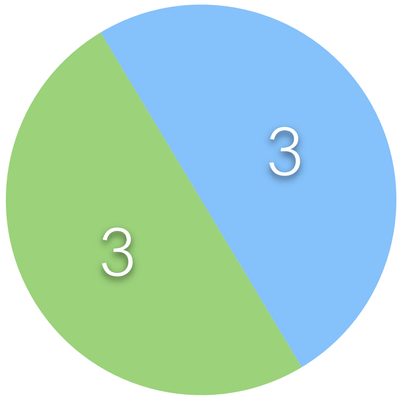
Matter 05



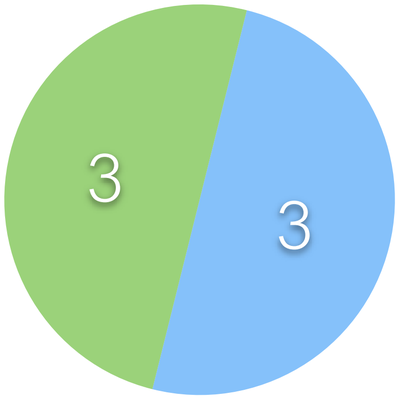
Matter 06SF



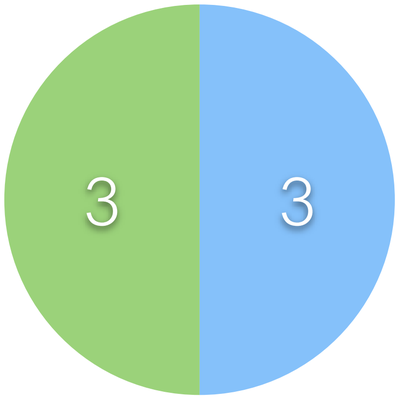
Matter 06NY



Matter 07SF



Matter 07NY

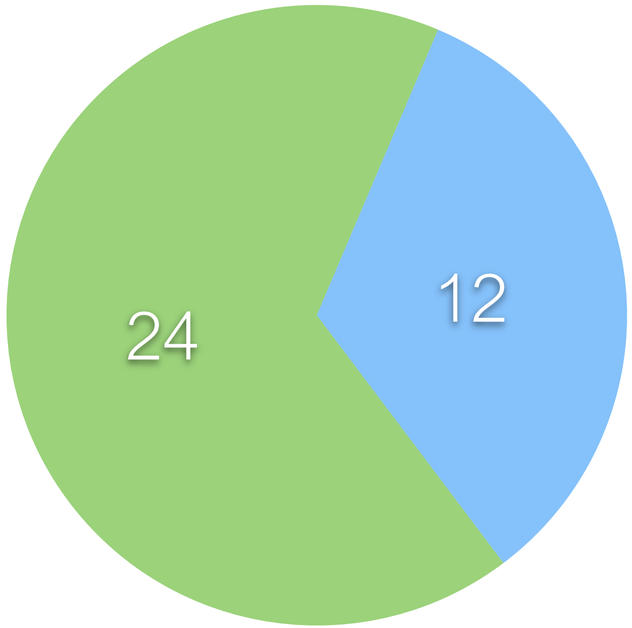


Note: This is not self-reported data. We are gathering self-reported data now.

Matter.

Fund II: 33% of Accelerator Company CEOs are Non-White

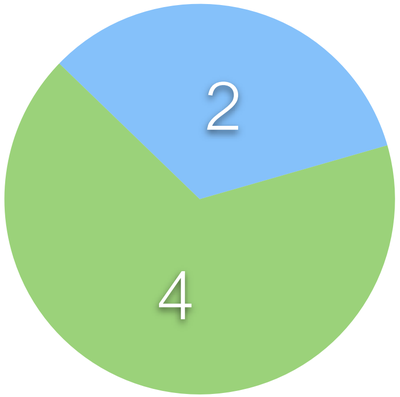
Accelerator CEOs



33%

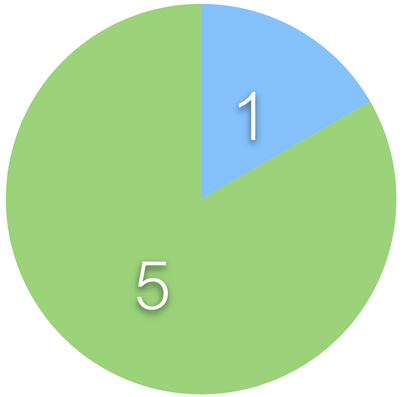
Non-White White

Matter 04



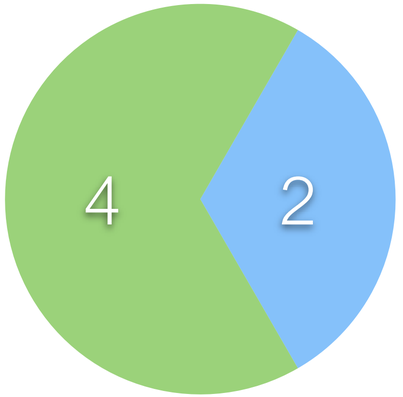
33%

Matter 05



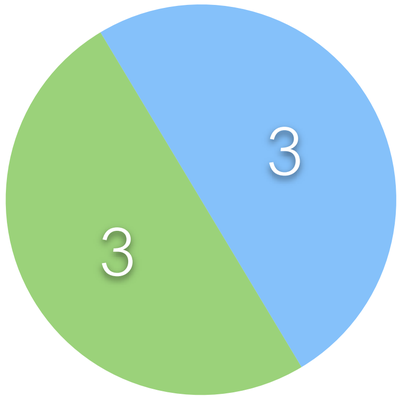
50%

Matter 06SF



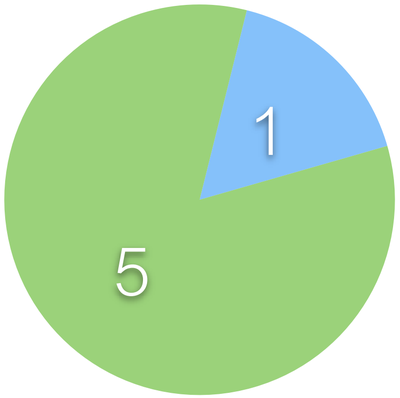
33%

Matter 06NY



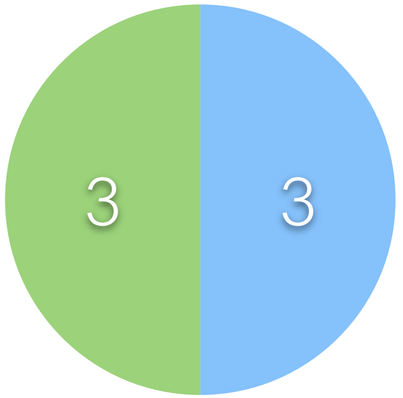
50%

Matter 07SF



17%

Matter 07NY



50%

Note: This is not self-reported data. We are gathering self-reported data now.

Matter.

BuzzFeed

KICKSTARTER

Quora

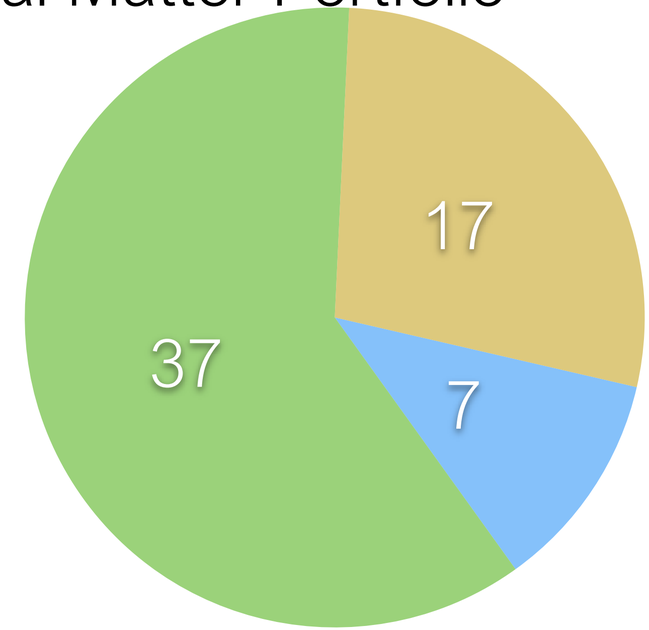
Medium

change.org

Matter.

After 5+ years, 72% of Investments Are Alive or Have Exited

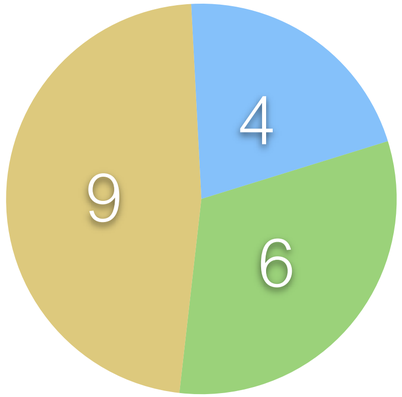
Total Matter Portfolio



72%

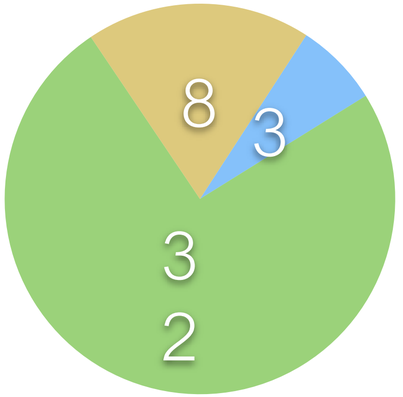
Exit Alive Dead

Fund I



53%

Fund II



81%

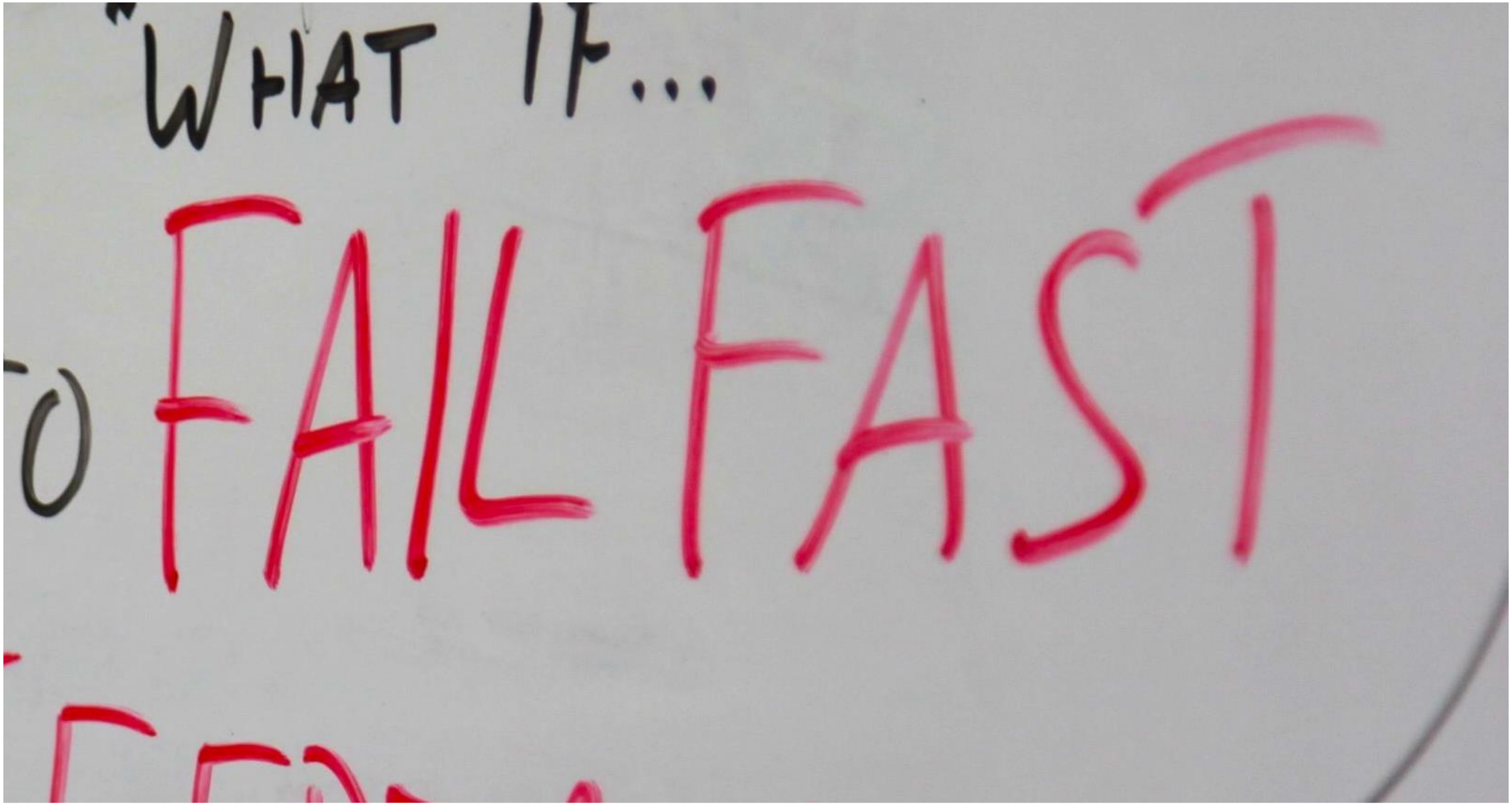
Matter.

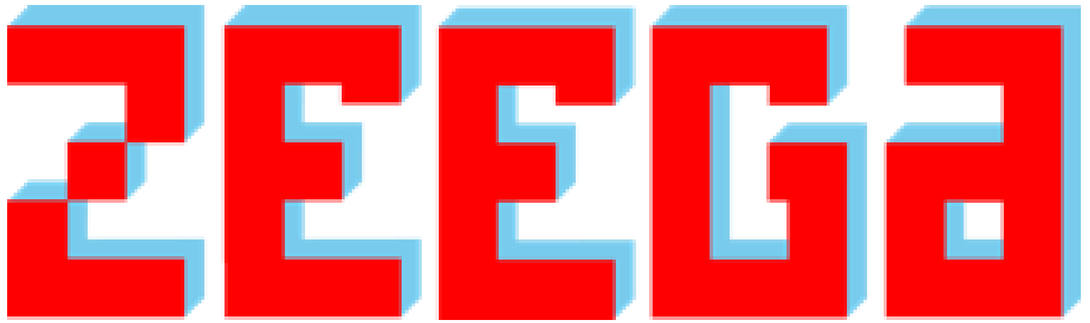
Our portfolio of startups has raised…

$50,899,526

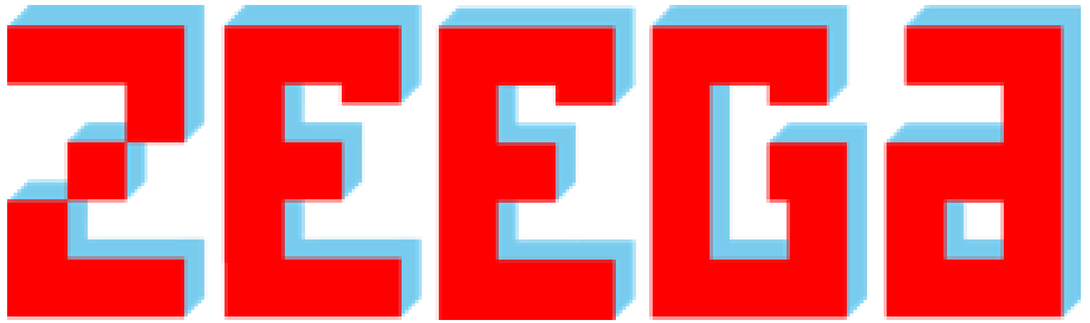
Matter.

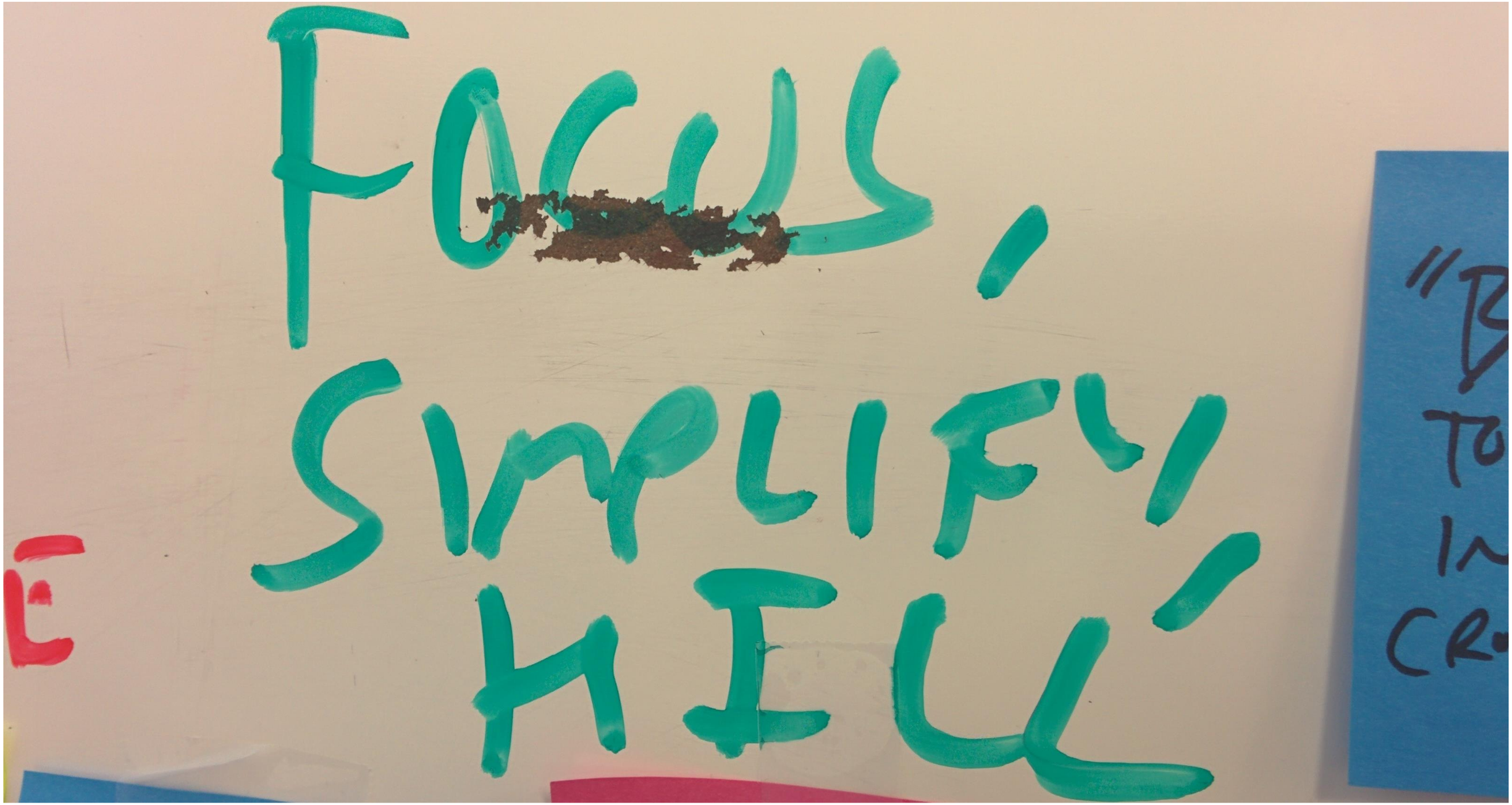
Our most successful startups have one thing in common:

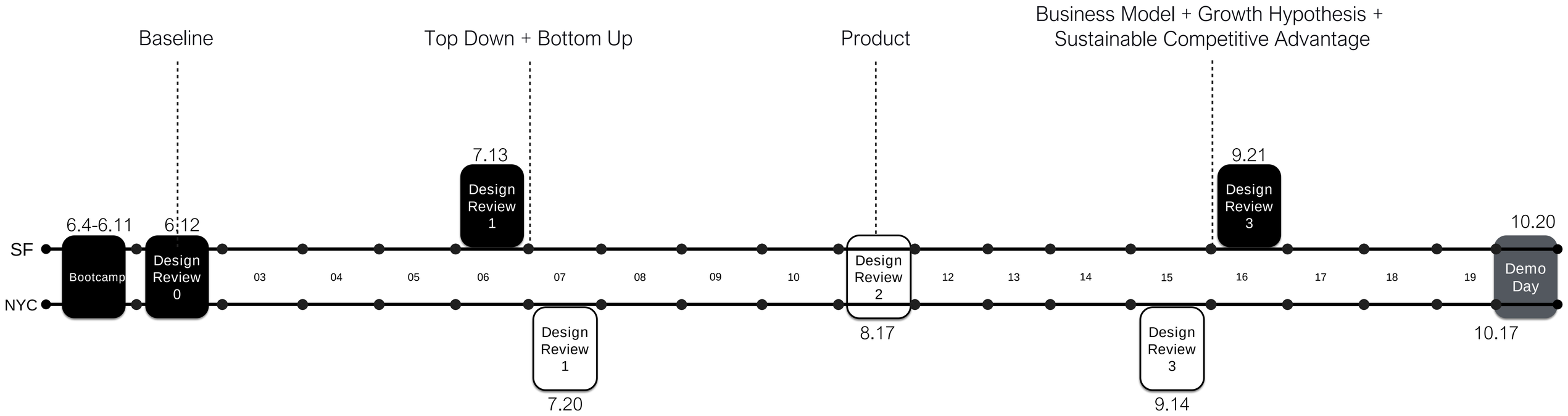

"WHAT IF...
TO FAIL FAST


ZEEGa

Give Feedback
Chris
Be critical
Chris
Provide Support
Provide Direction
Honesty
Criticism
Tell us when we're going in the wrong direction
Discuss openly


ZEEGa


FOCUS,
SIMPLIFY,
HELL


Baseline
Top Down + Bottom Up
Product
Business Model + Growth Hypothesis + Sustainable Competitive Advantage
7.13
Design Review 1
9.21
Design Review 3
6.4-6.11
6.12
10.20
SF
Bootcamp
Design Review 0
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Design Review 2
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18
19
Demo Day
NYC
Design Review 1
7.20
8.17
Design Review 3
9.14
10.17

Matter.

POP

BuzzFeed Expands Mobile Team By Acquiring "Visual Conversation" Startup GoPop

Posted Feb 19, 2015 by Anthony Ha (@anthonyha)

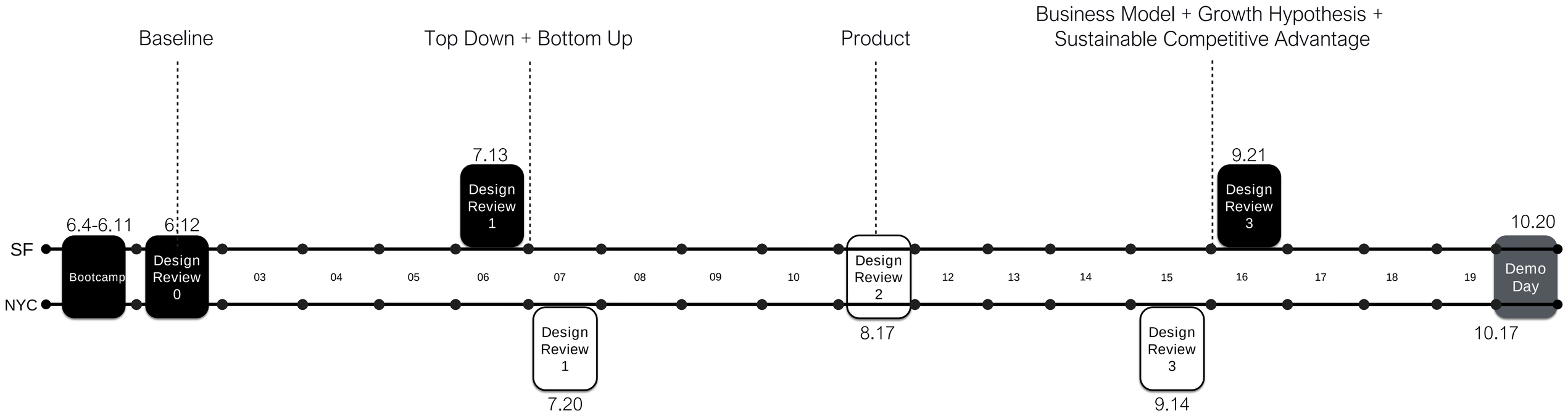
1,492 SHARES

BuzzFeed

HUZZA

MUSICIAN

HUZZA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Demo Day
NYC
Design Review 1
7.20
8.17
Design Review 3
9.14
10.17

Matter.

HIDE
Chat
Q&A
Lis: There are always THOSE people
Amy: OMG YES
Félix: XDDDDDDDDDD
Emi: HDGKJHGKDFJHGDL
Rick: fuck yes
Sarah: THANK YOU
Ruby: YASSSSSS!!!
Tartoo: YES
Robyn: Teeeeeears
Barb: my FAVORITE first thing <#
Milena: i'm a 120 pounds
say something nice...
Chat
DONATE
SELFIE
Amanda Palmer
FOLLOWING
30:53
SHARE

Matter.

Matter.

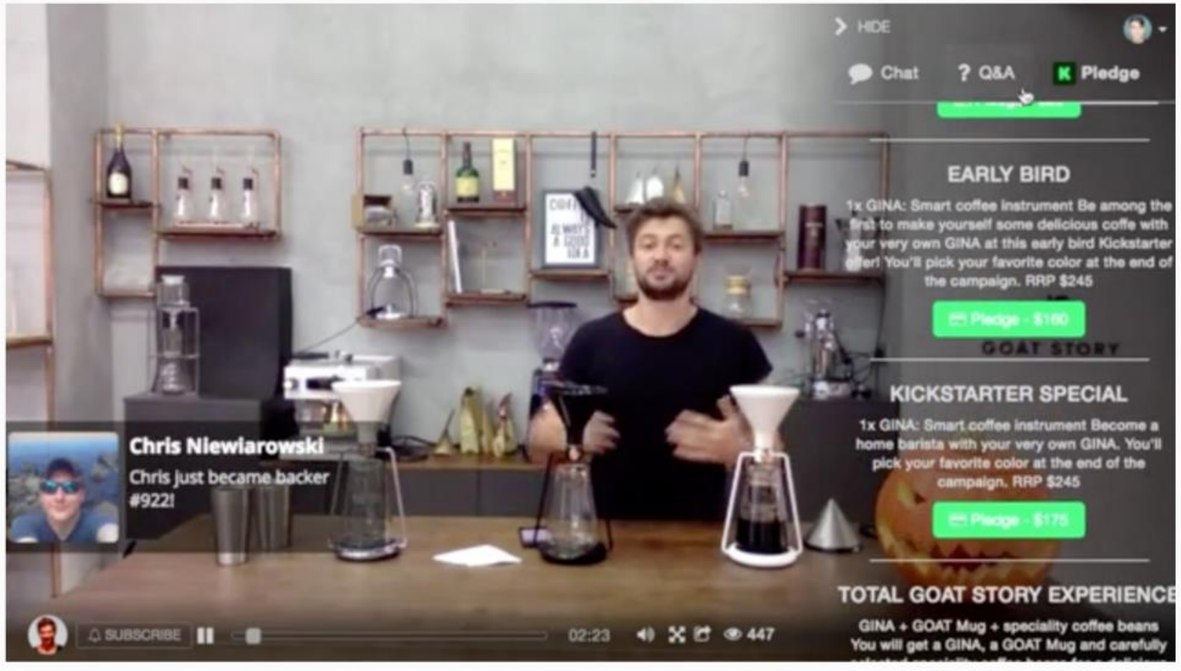
TECH \ KICKSTARTER

Kickstarter acquires its live video streaming partner Huzza

It's also opening its first international office location

by Natt Garun | @nattgarun | Feb 1, 2017, 12:45pm EST

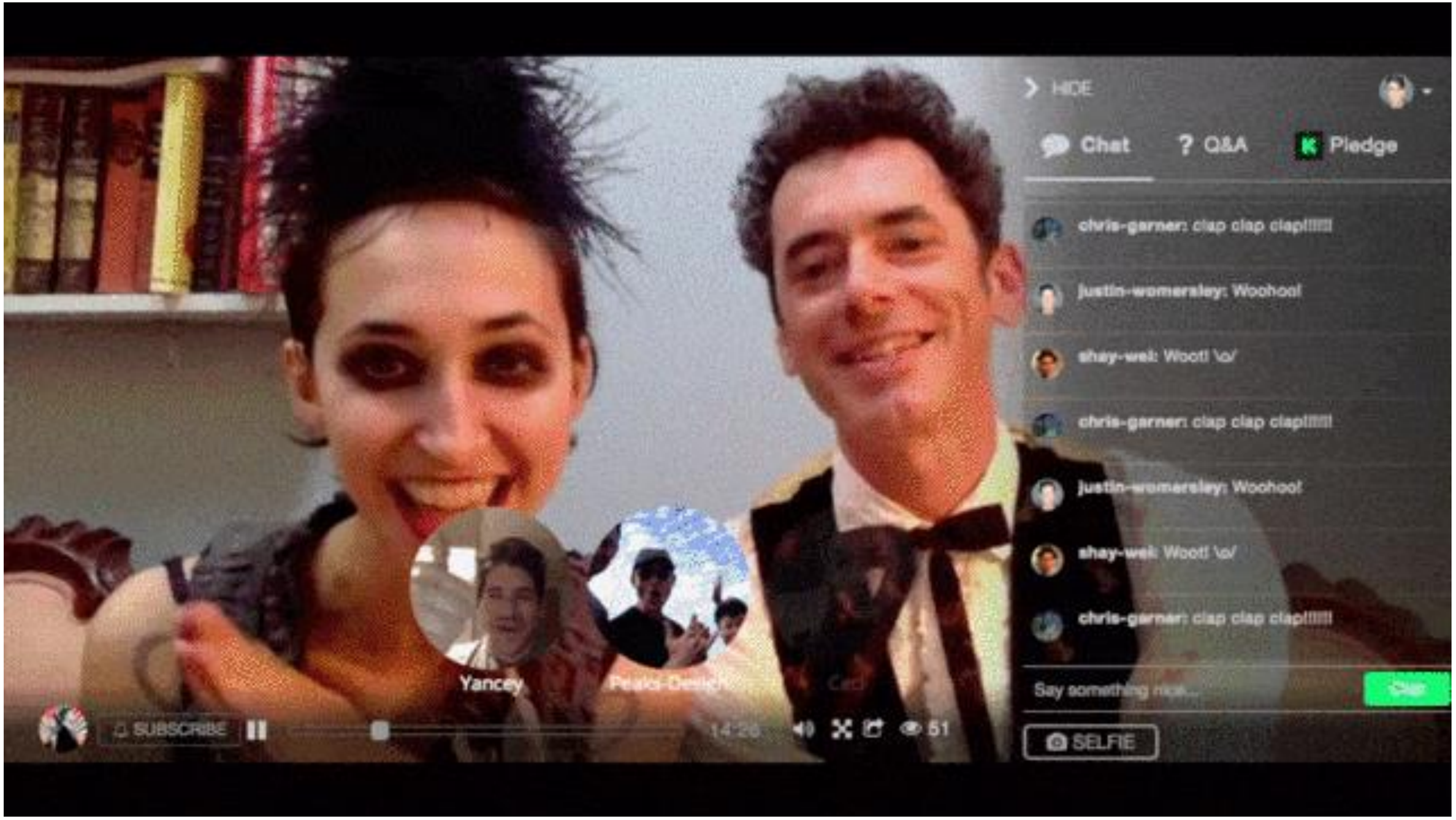
SHARE TWEET LINKEDIN



KICKSTARTER × HUZZA

Live video, meet Kickstarter.

Every creator can now use live video to connect with backers. Stream from your studio, rehearsal space, or wherever you work. Streams integrate seamlessly into your project page. Just a few clicks and you're live.


HIDE
Chat
Q&A
Pledge
chris-garner: clap clap clap!!!!!!
justin-womersley: Woohoo!
shay-wei: Woot! \o/
chris-garner: clap clap clap!!!!!!
justin-womersley: Woohoo!
shay-wei: Woot! \o/
chris-garner: clap clap clap!!!!!!
Say something nice...
Chat
SELFIE
Yancey
SUBSCRIBE
51

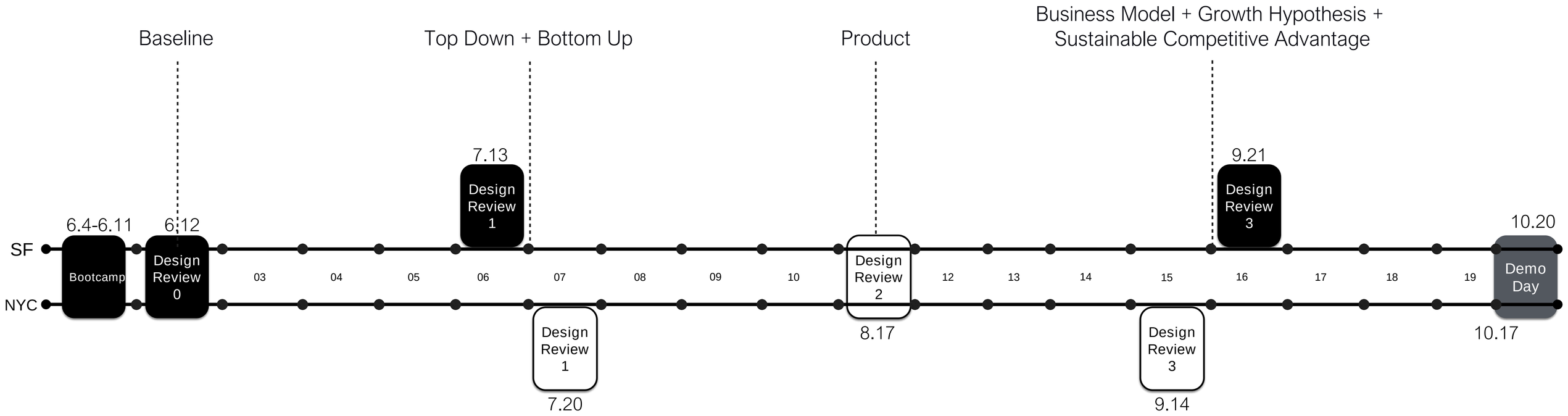
Matter.

Thankroll

PASTE

Matter.

Thankroll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Demo Day
NYC
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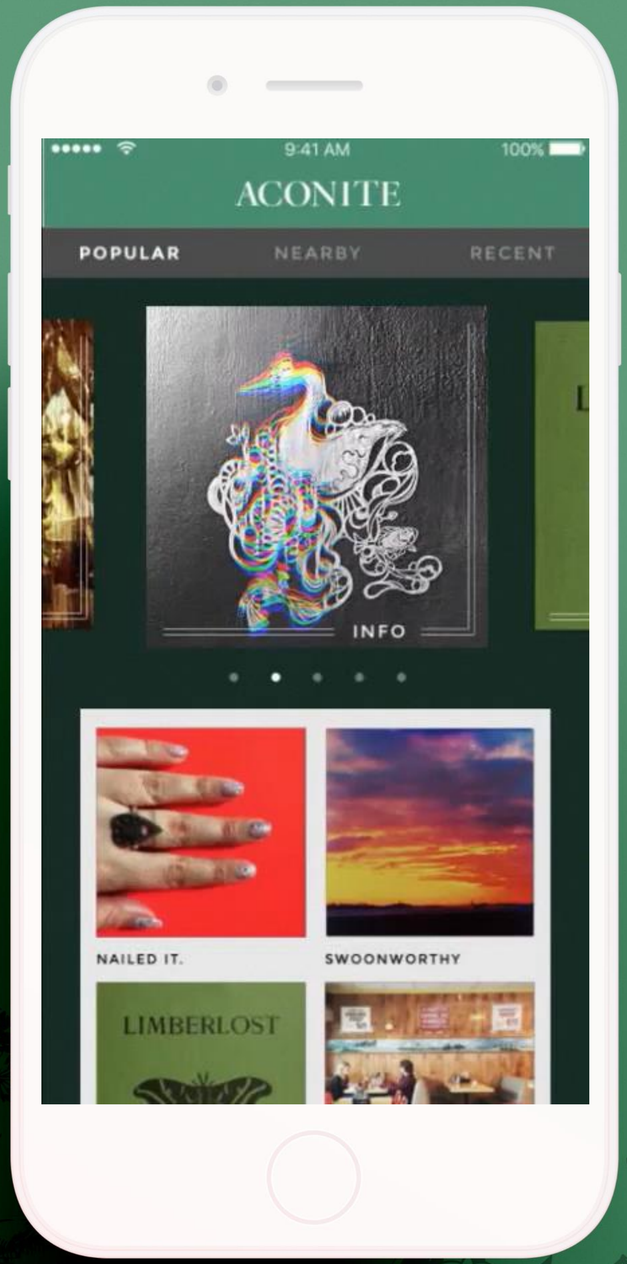
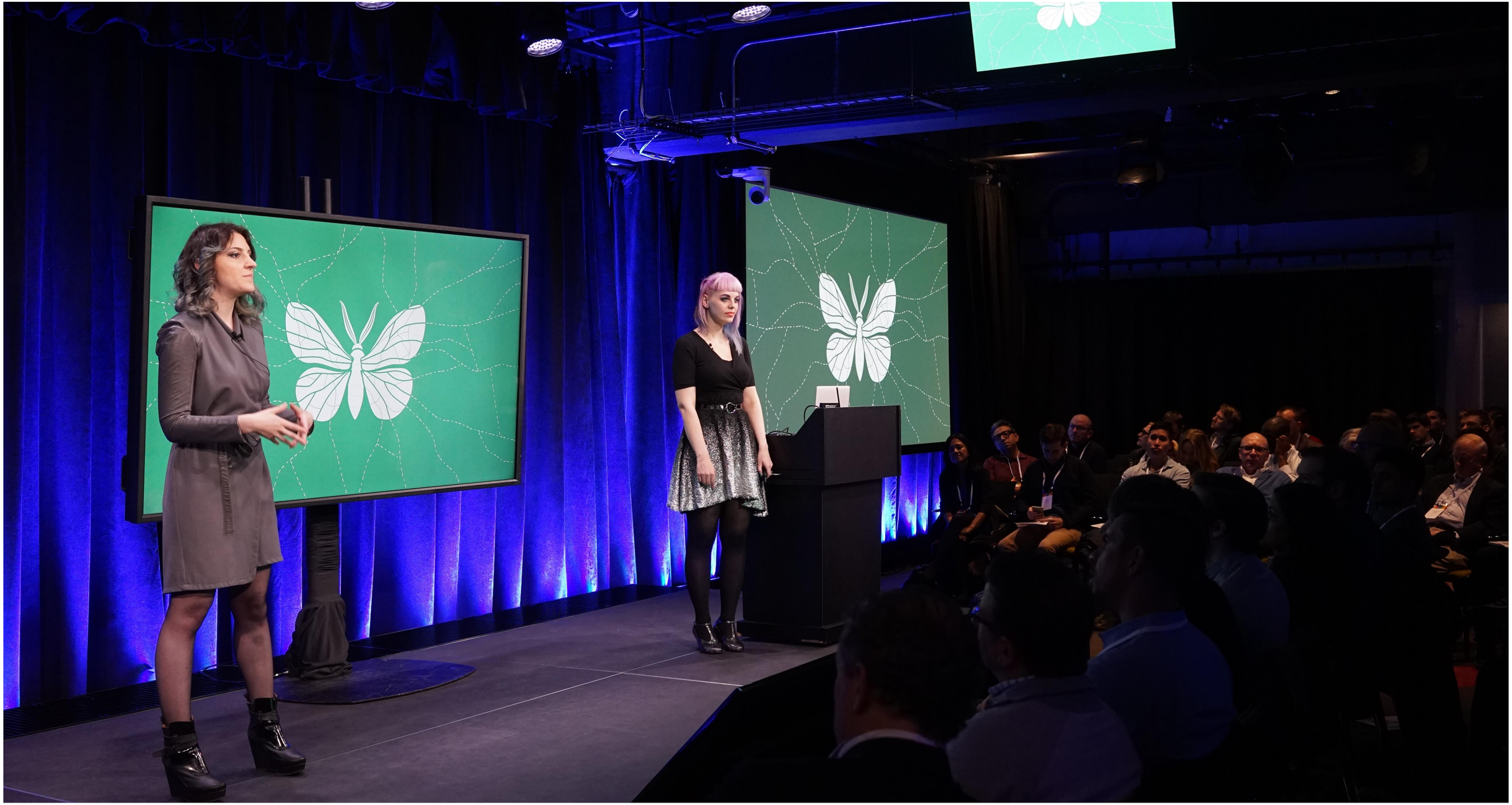
7.20
8.17
Design Review 3
9.14
10.17

Matter.

ACONITE

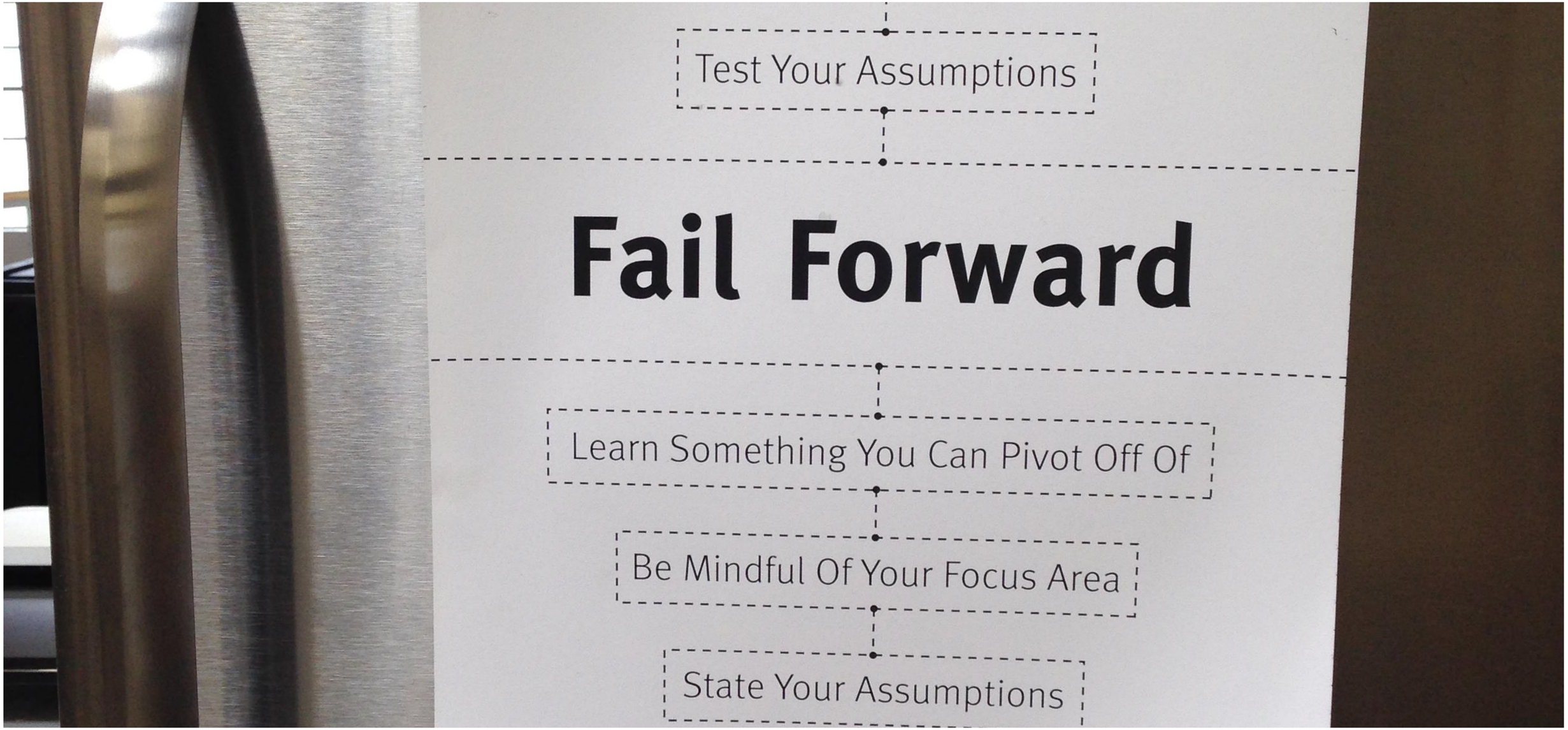

9:41 AM
100%
ACONITE
POPULAR
NEARBY
RECENT
INFO
NAILED IT.
SWOONWORTHY
LIMBERLOST



Matter.

How do we help our startups fail fast?

Build A Culture of Experimentation



How to Invest in a Culture of Experimentation:

1) Bet on People, Not Ideas

- The Mini Project

2) Build Culture Through Experiential Learning

- Bootcamp

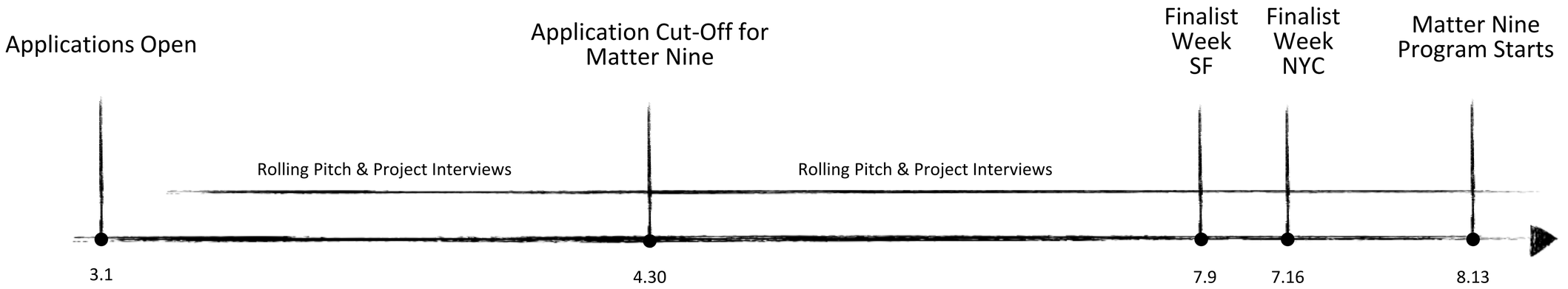
3) Create a Safe Space to Regularly Fail Fast

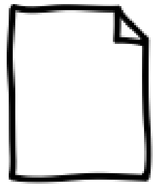
- The Design Review

Matter.

Bet on People, Not Ideas

Our application process





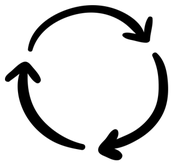
Submit Application
Rolling

Interested candidates submit a short application with a pitch deck and some info about their team.

Applications are continuously open. Startups who apply before April 30 will be considered for Matter Nine.

Pitch
Rolling

A 10-minute pitch & demo, followed by 10 minutes of Q&A from the Matter Team.



Project
Rolling

Our mini-project is designed to push entrepreneurs' thinking on the desirability, viability, and feasibility of their venture. Candidates will present their results in an hour-long interview.

Finalist
Matter nine: July

After going through a due diligence process, successful candidates will move on to the finalist round with key members of our community including alumni, media partners, and mentors in a two-hour final interview.

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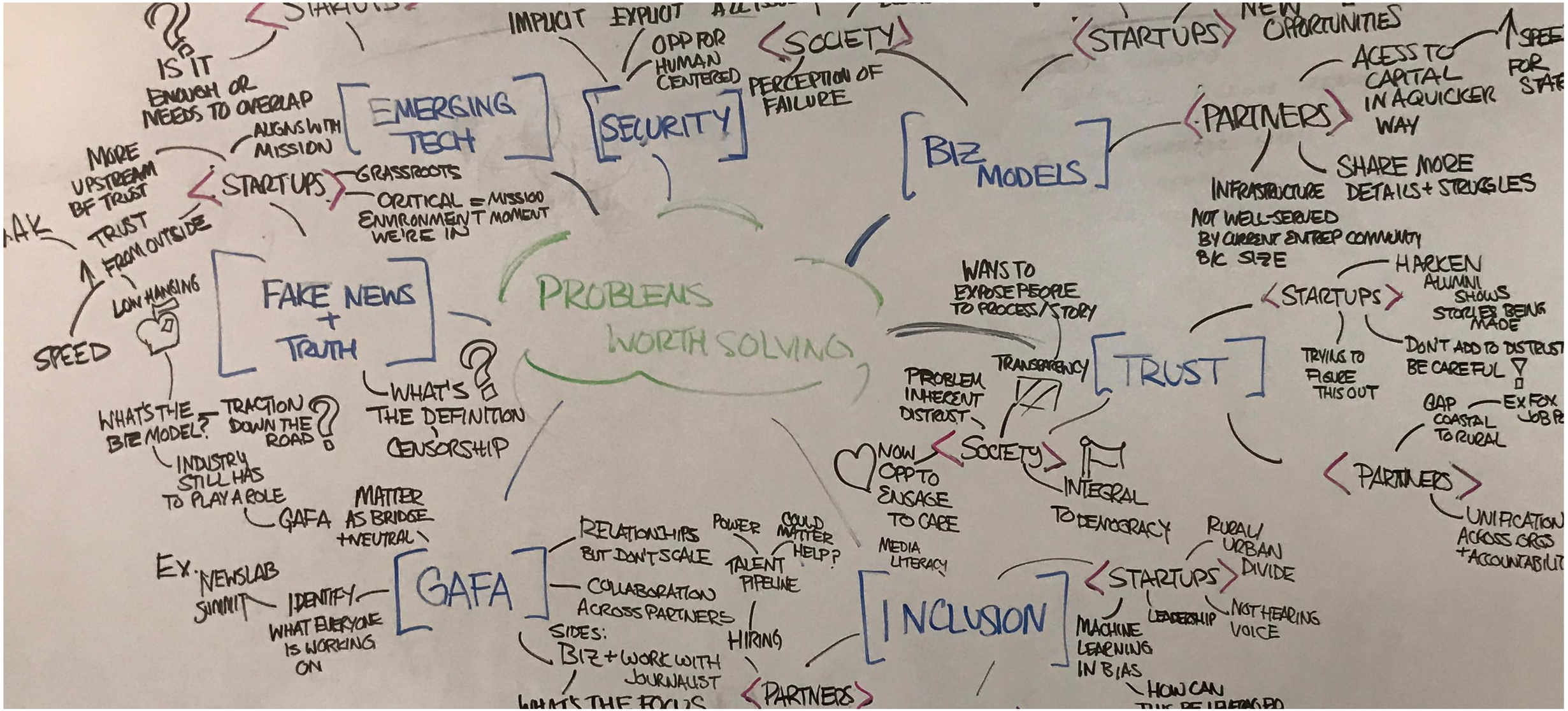
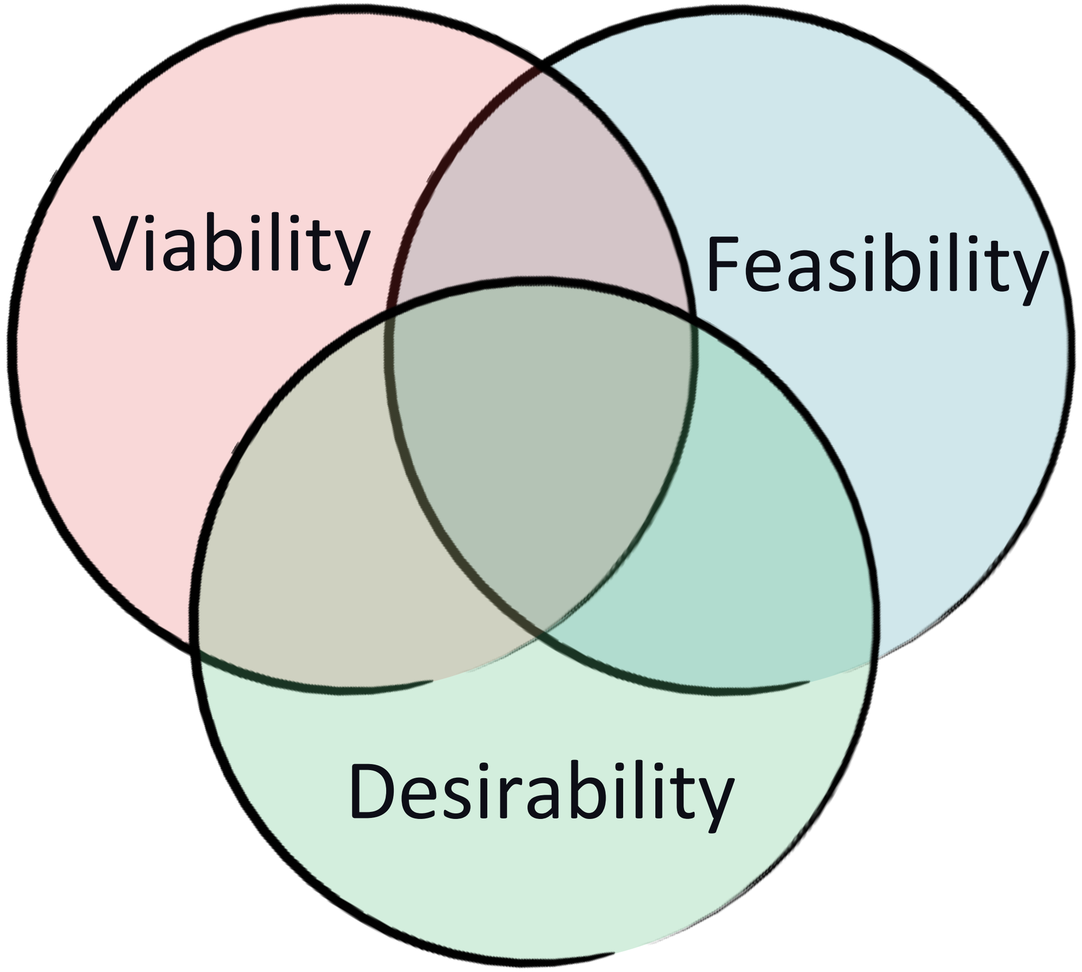
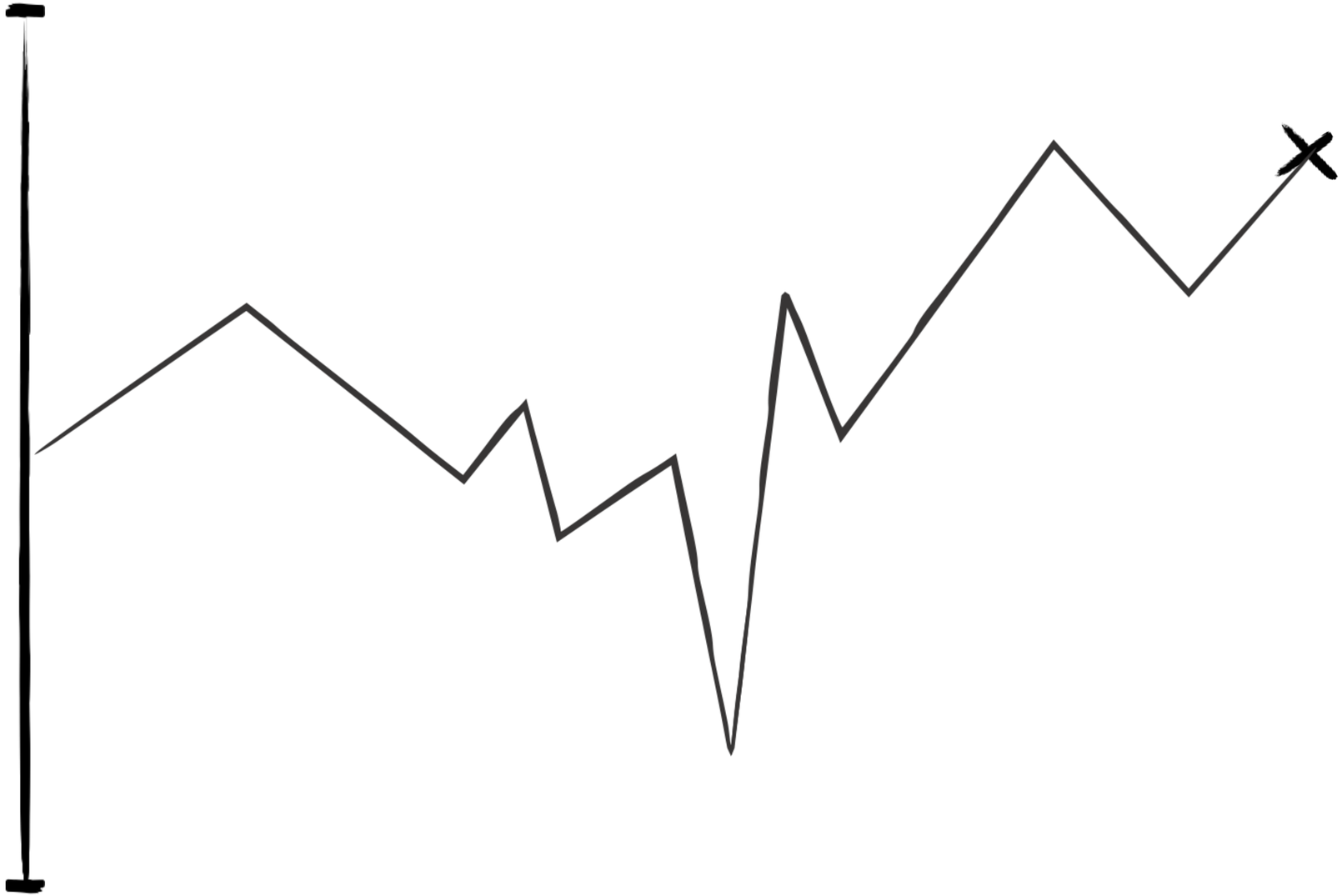
Bottom Up Sourcing Guided By Top Down Themes



The Matter Mini-Project: Testing for A Learning Mindset





How to Invest in a Culture of Experimentation:

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2) Build Culture Through Experiential Learning

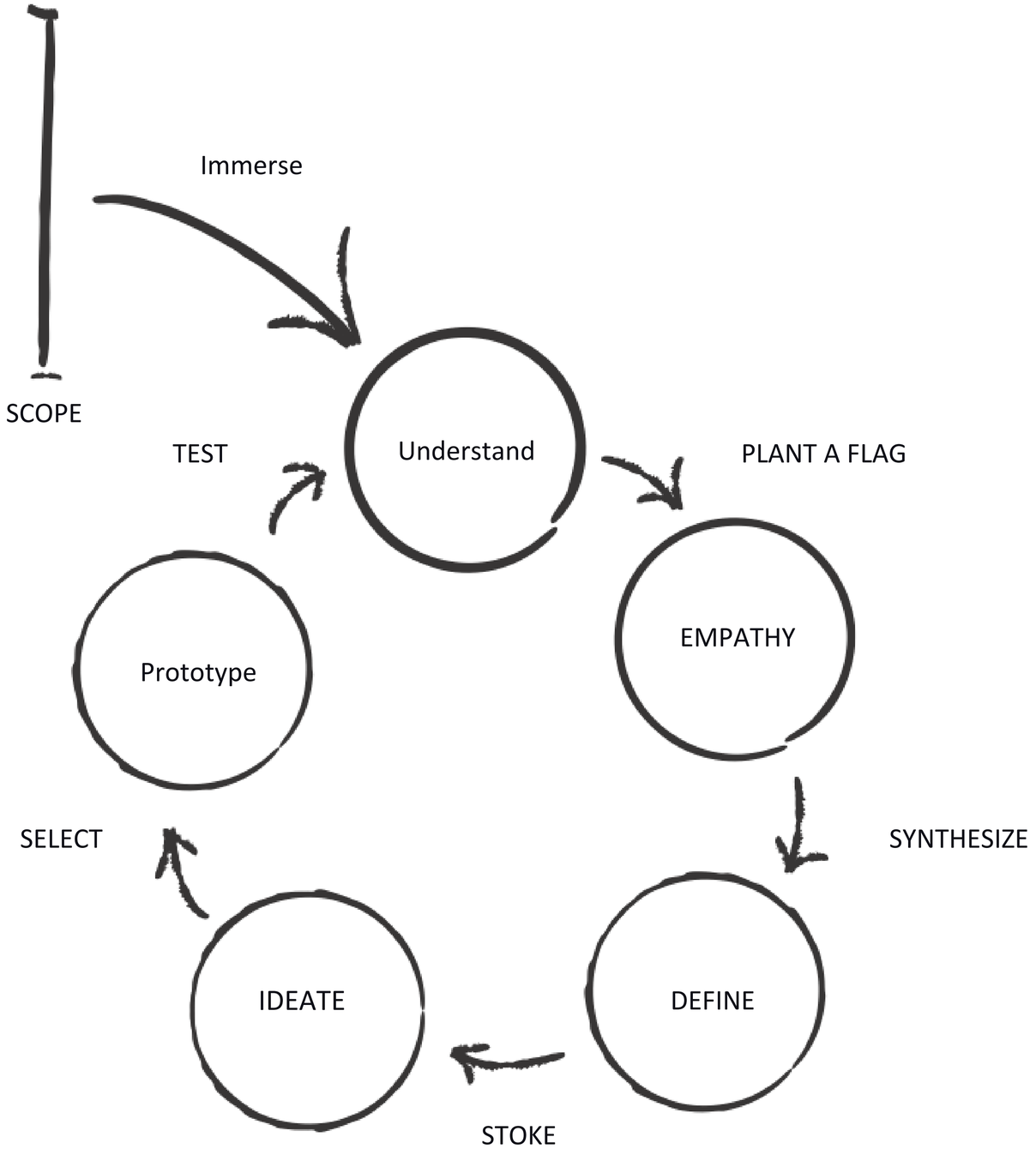
Matter.

Build Culture Through Experiential Learning

Matter.

Bootcamp: A One Week Immersion in Design Thinking

FORM


Immerse
SCOPE
Understand
PLANT A FLAG
EMPATHY
SYNTHESIZE
DEFINE
STOKE
IDEATE
SELECT
Prototype
TEST

Matter.

Stories
Take Photos
GOLDEN
YEARS
65+

Open Matter.

Open Matter Local News Bootcamps

Matter.

+

Google News Lab

The City University of New York
CUNY GRADUATE SCHOOL OF JOURNALISM

- April 23-25
- Applications due Mar. 7

rji DONALD W. REYNOLDS JOURNALISM INSTITUTE
School of Journalism
University of Missouri

- May 7-9
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UNIVERSITY OF GEORGIA

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Apply at matter.vc

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3) Create a Safe Space to Regularly Fail Fast

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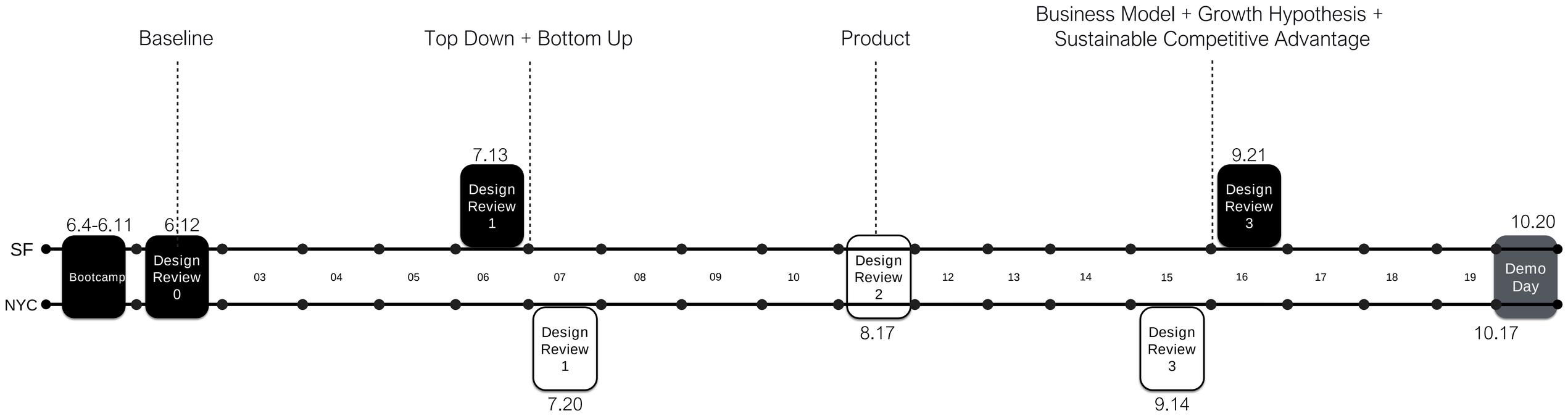
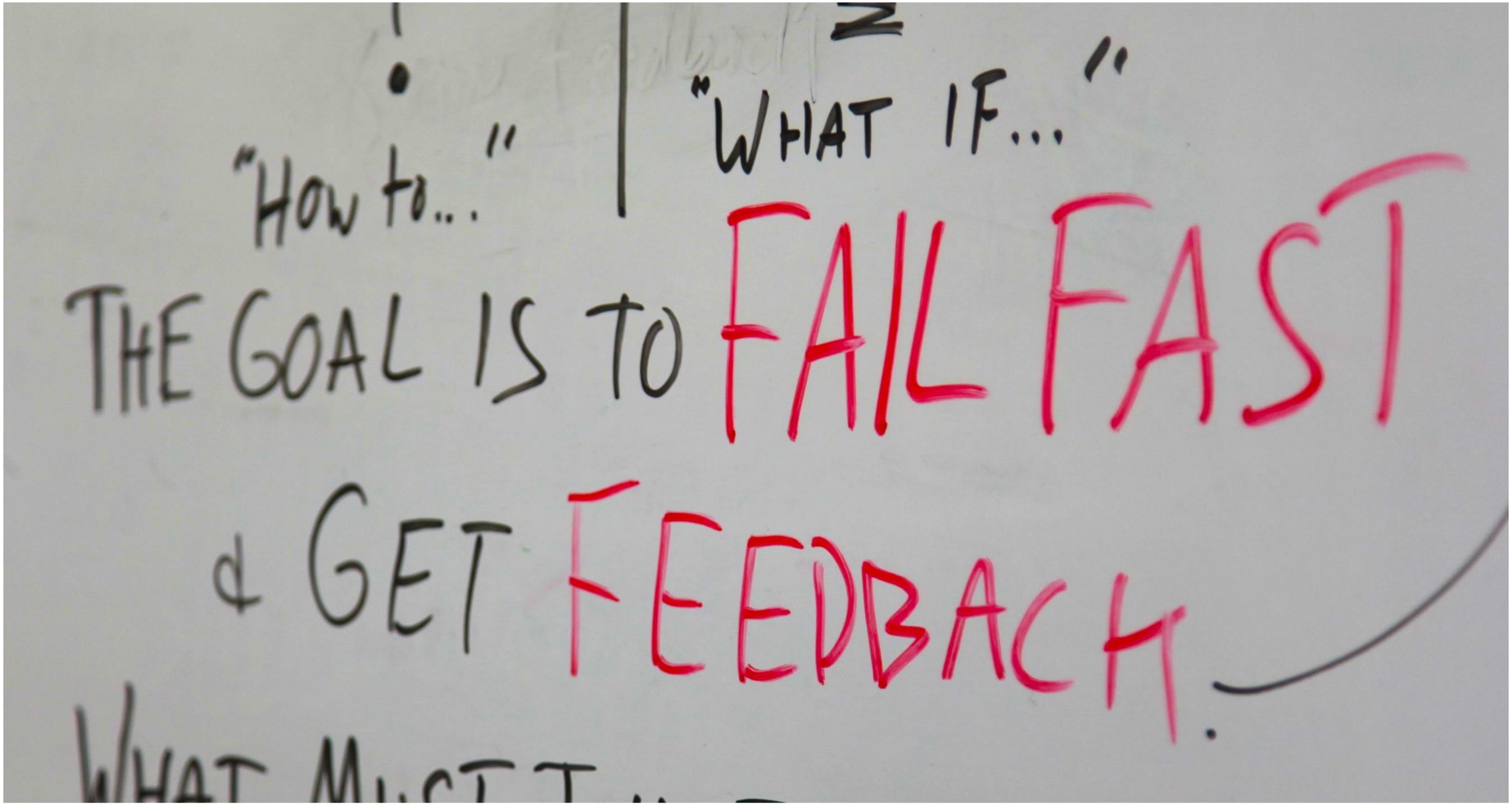
The Design Review: A Safe Space to Regularly Fail Fast

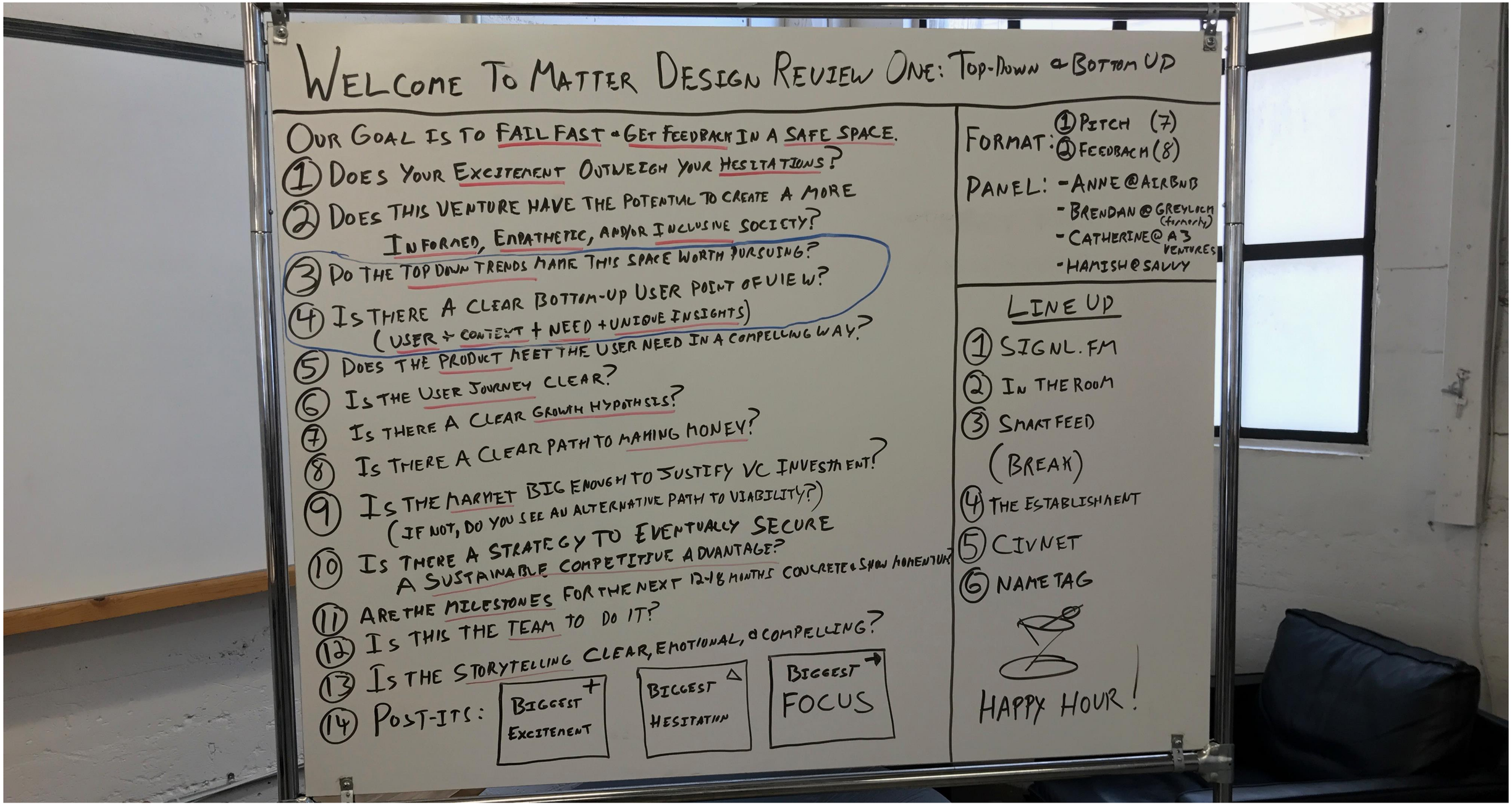
A 20-Week Program Built Around Monthly Design Reviews



Matter.


"How to..."
"What if..."
THE GOAL IS TO FAIL FAST
& GET FEEDBACK.

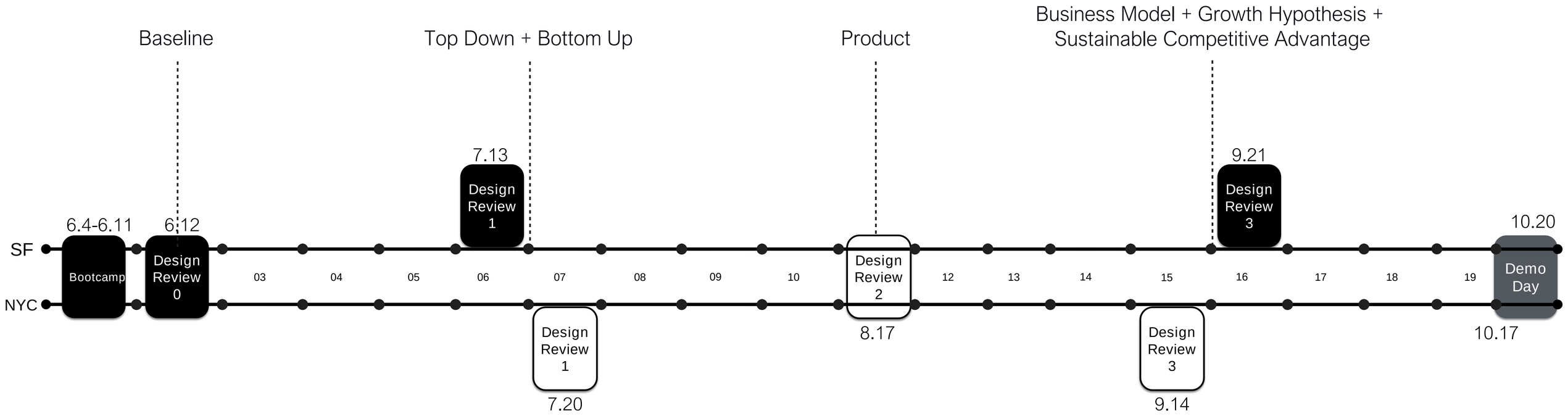
Midway's Security Line
Reportedly a Mile Long
Sunday Morning
Seek Unique Insights
Plant a Flag
Dive Deep
Become An Expert
Teach Us
CURIOUS NATION
Matter.


WELCOME TO MATTER DESIGN REVIEW ONE: TOP-DOWN & BOTTOM UP
OUR GOAL IS TO FAIL FAST & GET FEEDBACK IN A SAFE SPACE.
1 DOES YOUR EXCITEMENT OUTWEIGH YOUR HESITATIONS?
2 DOES THIS VENTURE HAVE THE POTENTIAL TO CREATE A MORE INFORMED, EMPATHETIC, AND/OR INCLUSIVE SOCIETY?
3 DO THE TOP DOWN TRENDS MAKE THIS SPACE WORTH PURSUING?
4 IS THERE A CLEAR BOTTOM-UP USER POINT OF VIEW? (USER + CONTEXT + NEED + UNIQUE INSIGHTS)
5 DOES THE PRODUCT MEET THE USER NEED IN A COMPELLING WAY?
6 IS THE USER JOURNEY CLEAR?
7 IS THERE A CLEAR GROWTH HYPOTHESIS?
8 IS THERE A CLEAR PATH TO MAKING MONEY?
9 IS THE MARKET BIG ENOUGH TO JUSTIFY VC INVESTMENT? (IF NOT, DO YOU SEE AN ALTERNATIVE PATH TO VIABILITY?)
10 IS THERE A STRATEGY TO EVENTUALLY SECURE A SUSTAINABLE COMPETITIVE ADVANTAGE?
11 ARE THE MILESTONES FOR THE NEXT 12-18 MONTHS CONCRETE & SHOW MOMENTUM?
12 IS THIS THE TEAM TO DO IT?
13 IS THE STORYTELLING CLEAR, EMOTIONAL, & COMPELLING?
14 POST-ITS:
BIGGEST + EXCITEMENT
BIGGEST △ HESITATION
BIGGEST → FOCUS
FORMAT: 1 PITCH (7) 2 FEEDBACK (8)
PANEL: - ANNE @ AIRBNB - BRENDAN @ GREYLOCK (formerly) - CATHERINE @ A3 VENTURES - HAMISH @ SALLY
LINE UP
1 SIGNL.FM
2 IN THE ROOM
3 SMART FEED
(BREAK)
4 THE ESTABLISHMENT
5 CIVNET
6 NAME TAG
HAPPY HOUR!

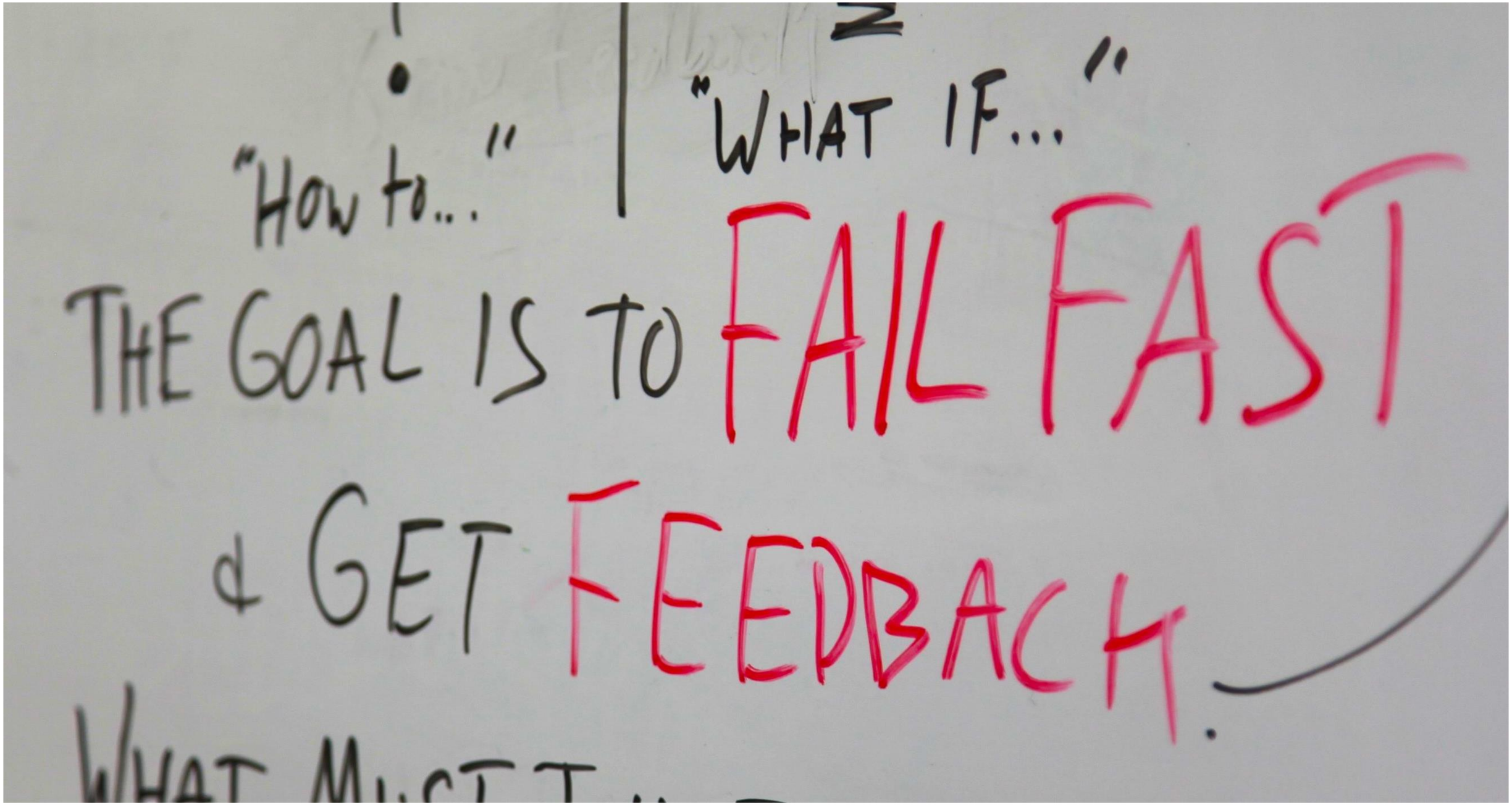
LEGRINO
GRINO

MATTER DESIGN REVIEW #1 TOP DOWN + BOTTOM UP
CRITICAL QUESTIONS
Matter.

TRACTION
Clarify network effect features
DEFINE NETWORK EFFECT +
PROFIT MODEL


Baseline
Top Down + Bottom Up
Product
Business Model + Growth Hypothesis + Sustainable Competitive Advantage
7.13
Design Review 1
9.21
Design Review 3
6.4-6.11
6.12
10.20
SF
Bootcamp
Design Review 0
03
04
05
06
07
08
09
10
Design Review 2
12
13
14
15
16
17
18
19
Demo Day
NYC
Design Review 1
7.20
8.17
Design Review 3
9.14
10.17

Matter.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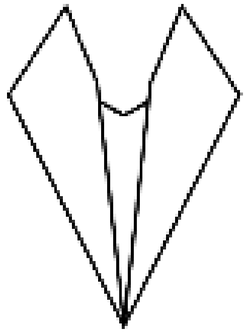
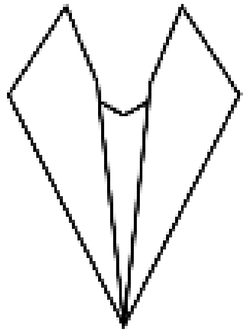


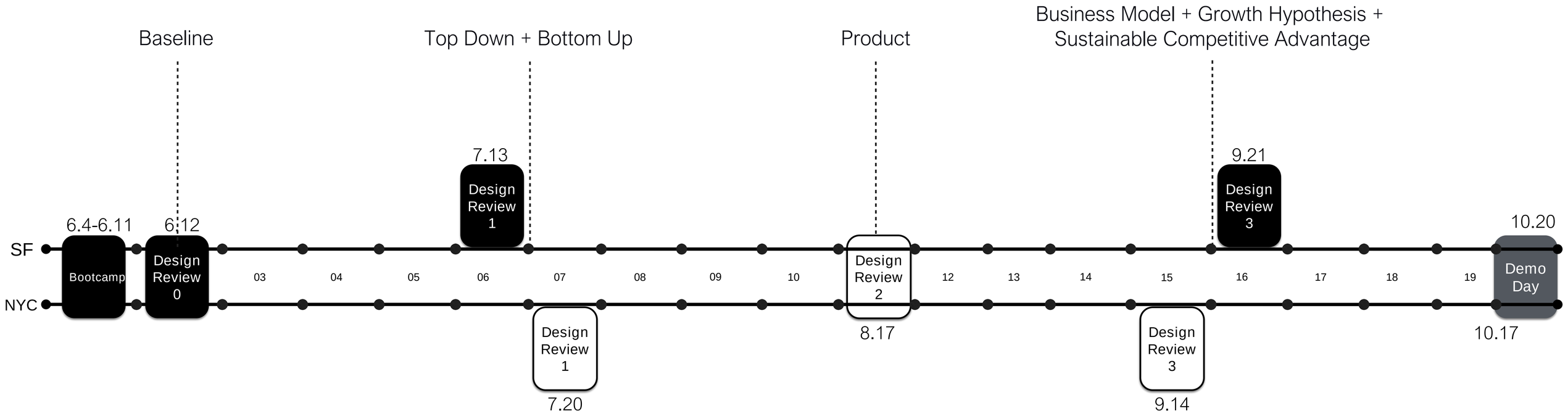
Papero

Matter.

WELCOME TO MATTER DESIGN REVIEW ZERO : BASELINE
THE GOAL IS TO FAILFAST & GET
IN A SAFE SPACE.
LINE UP
7 min PITCH
8 min FEEDBACK
1 PAPERO
MOTHERLY
ERBATM
REAK)
HUZZA
REDIVIS
MINGYIAN



Papero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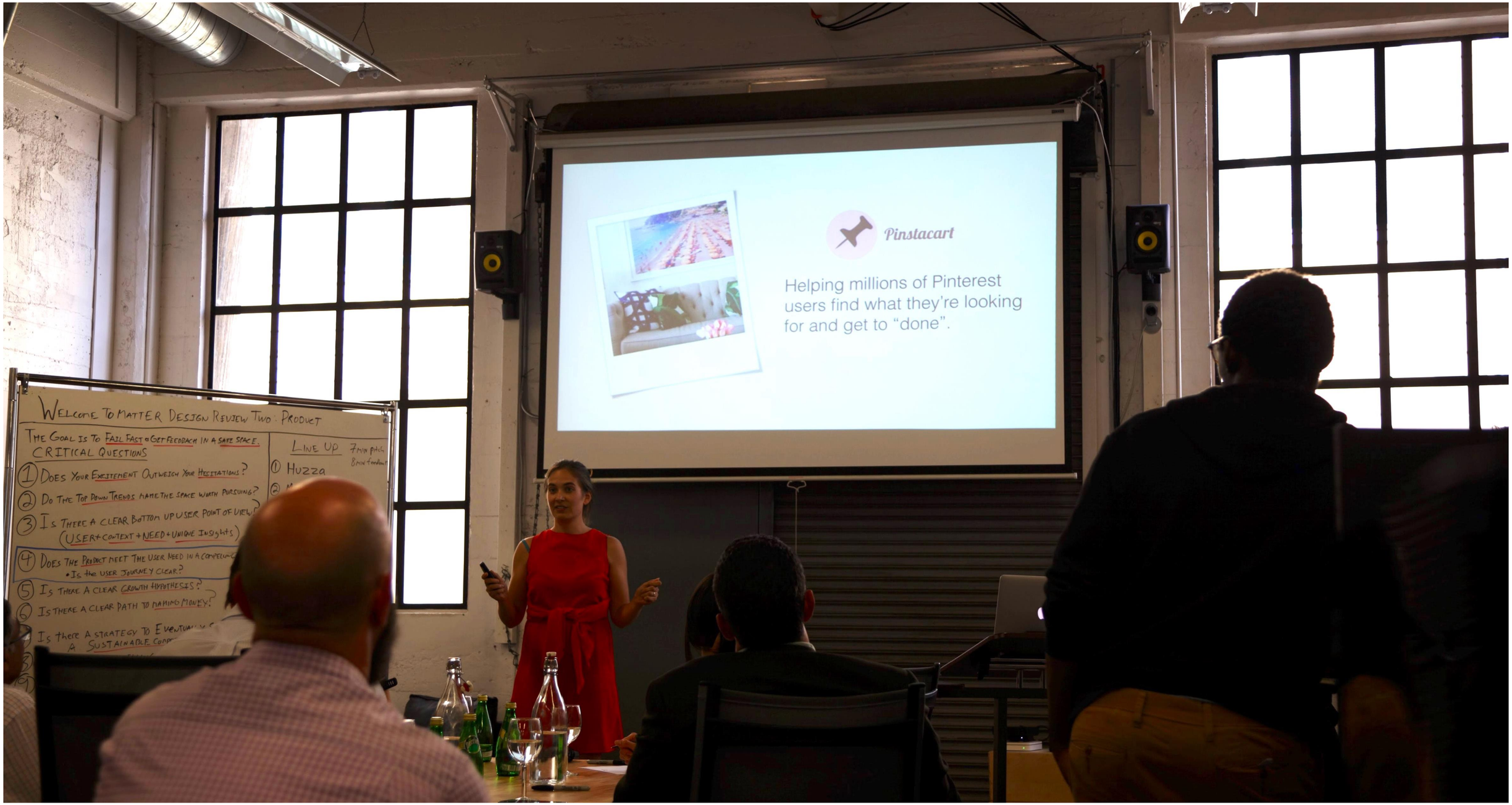
Pinstacart


Pinstacart
Helping millions of Pinterest users find what they're looking for and get to "done".
WELCOME TO MATTER DESIGN REVIEW TWO: PRODUCT
THE GOAL IS TO FAIL FAST & GET FEEDBACK IN A SAFE SPACE.
CRITICAL QUESTIONS
1 DOES YOUR EXCITEMENT OUTWEIGH YOUR HESITATIONS?
2 DO THE TOP DOWN TRENDS MAKE THE SPACE WORTH PURSUING?
3 IS THERE A CLEAR BOTTOM UP USER POINT OF VIEW?
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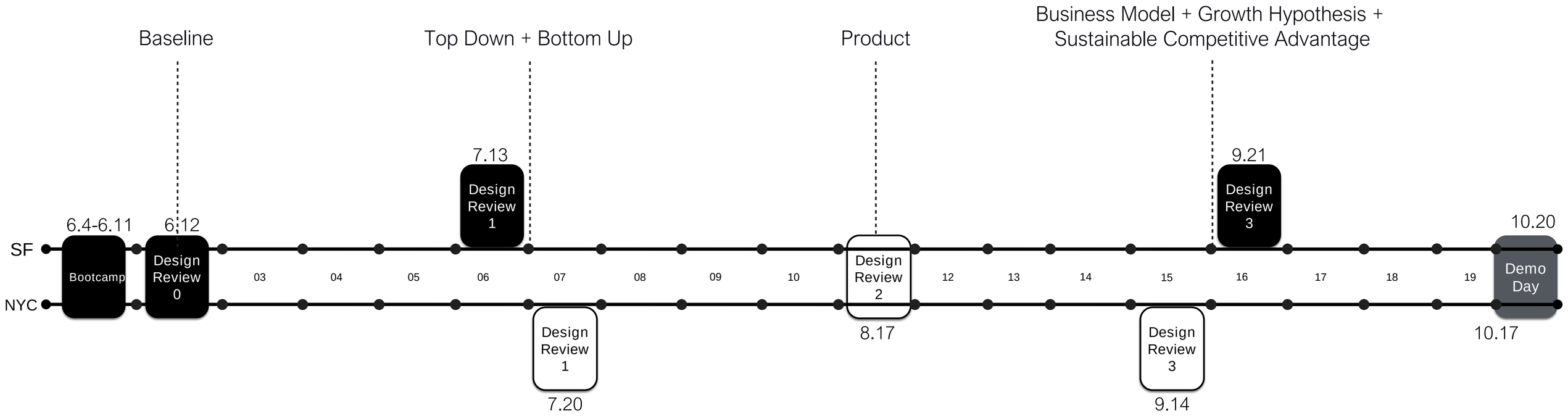
• IS THE USER JOURNEY CLEAR?
5 IS THERE A CLEAR GROWTH HYPOTHESIS?
6 IS THERE A CLEAR PATH TO MAKING MONEY?
IS THERE A STRATEGY TO EVENTUALLY
A SUSTAINABLE
LINE UP 7MIN PITCH
1 HUZZA

Matter.

Welcome To Matter Design Review Two: Product
Line Up
7min pitch
8min feedback
1 Huzza
2 Motherly
3 Mingyian
(break)
Happy Hour!
Results / Time Frame
Oct 30
Oct 20

Pinstacart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7.20
8.17
Design Review 3
9.14
10.17

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Metta

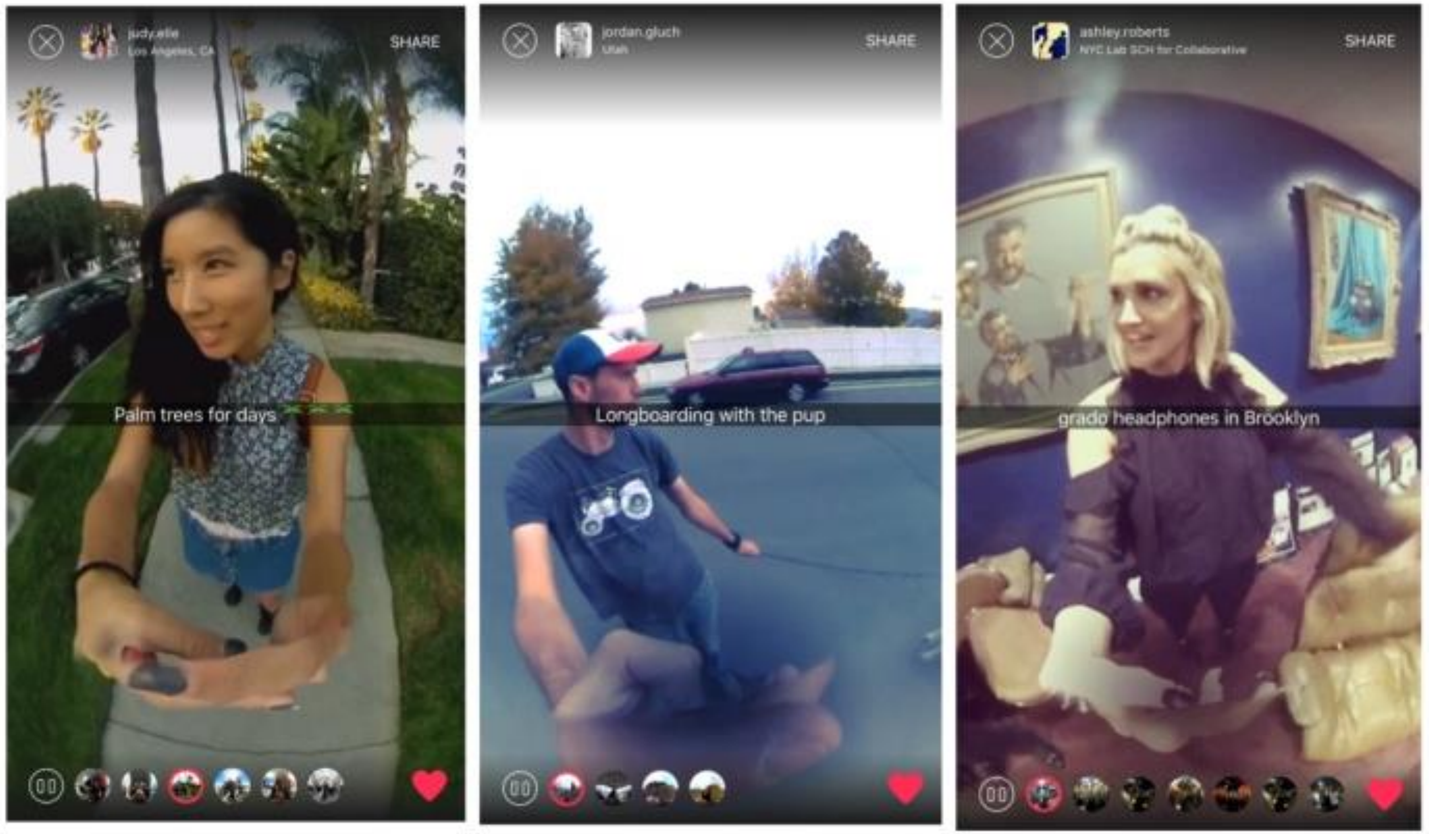
Matter.
@mattervc
#matterdemoday

Metta

Pie

Following

Pie raises seed round and launches iOS app to make capturing and sharing 360 videos with a smartphone as easy as pie



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Papero
Pinstacart
Metta
Pie

This is failure by design.

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Open Matter Local News Bootcamps

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+

Google News Lab

The City University of New York
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Investing In A Culture of Experimentation