

# OFFICE OF PERFORMANCE MANAGEMENT & OVERSIGHT

## FISCAL 2012 ANNUAL REPORT

The Office of Performance Management & Oversight (OPMO) measures the performance of all public and quasi-public entities engaged in economic development. All agencies are required to submit an Annual Report. The annual reports of each agency will be published on the official website of the Commonwealth, and be electronically submitted to the clerks of the senate and house of representatives, the chairs of the house and senate committees on ways and means and the house and senate chairs of the joint committee on economic development and emerging technologies.

### 1) AGENCY INFORMATION

**Agency Name** Massachusetts Office of Business Development

**Agency Head** Anne Struthers

**Title** Executive Director through 7/31/12

**Current Executive Director** – James Ermilio as of 8/1/12

**Website** [www.mass.gov/mobd](http://www.mass.gov/mobd)

**Address** Ten Park Plaza – Suite 3730 – Boston MA 02116

### 2) MISSION STATEMENT

Please include the Mission Statement for your organization below.

The mission of the Massachusetts Office of Business Development (MOBD) is to strengthen the Massachusetts economy by providing a highly responsive, pro-business climate that stimulates job growth and builds on the core economic strengths of every region. MOBD facilitates access to resources and incentive programs that help businesses thrive in Massachusetts. By providing guidance and expertise, MOBD creates a dynamic environment for business expansion and growth across the Commonwealth.

### 3) OPERATIONS AND ACCOMPLISHMENT DETAILS

Please provide details on the agency's operations and accomplishments for Fiscal Year 2012 as **Attachment A**. Questions 5 through 10 will provide guidance on the type of information required under Chapter 240 of the Acts of 2010.

#### 4) ACCOUNTING

Please provide financial information for your agency. Below please give a summary of *Receipts and Expenditures* during the fiscal year, and include the *Assets and Liabilities* at the end of the fiscal year. Please include the most recent audited financial report for the agency as **Attachment B. N/A**

	AMOUNT	
Receipts	\$	
Expenditures	\$	
Assets	\$	
Liabilities	\$	

#### 5) INVESTMENTS OR GRANTS TO BUSINESSES OR INDIVIDUALS

Does your agency make **investments** and/or provide **grants** to businesses or individuals? Yes  No

If **Yes**, please provide detailed information on investments and/or grants made during FY12 in the Operations and Accomplishments Section of this report. Information should include the number, nature and amounts of investments made and grants awarded by your agency along with job, investment and/or other economic development impact. Please list the name(s) of the investment and/or grant programs offered by your agency in the space provided below:

[Please enter the investment or grant details here.]

#### 6) DEBT OR EQUITY INVESTMENT DETAILS

Is your agency involved in **debt** or **equity investments** for businesses? Yes  No

If **Yes**, please provide detailed information on debt and/or equity investments made during FY12 in the Operations and Accomplishments Section of this report along with job, investment and/or other economic development impact. Please list the name(s) of the debt and/or equity investments programs offered by your agency in the space provided below:

[Please enter the debt or equity investment details here.]

#### 7) LOAN DETAILS

Is your agency involved in **real estate loans, working capital loans, or any other type of loan or guarantee**? Yes  No

If **Yes**, please provide detailed information on loan(s) and/or guarantee(s) made during FY12 in the Operations and Accomplishments Section of this report along with job, investment and/or other economic development impact. Please list the types of loan(s) and/or guarantee(s) offered by your

agency in the space provided below:

[Please enter the loan details here.]

### **8) OTHER FORMS OF FINANCING OR FINANCIAL ASSISTANCE?**

If your agency provides any other form of financing or financial assistance please include FY12 details in the Operations and Accomplishments Section of this report along with job, investment and/or other economic development impact. Please list the types of other forms of financing offered by your agency in the space provided below:

**MOBD oversees the Economic Development Incentive Program, which provides Investment Tax Credits to businesses in exchange for job and investment commitments. Details are included in attachment.**

### **9) PATENTS OR PRODUCTS**

Does your agency track **patents** or **products** resulting from agency-funded activities? Yes  No

If **Yes**, please include details in the Operations and Accomplishments Section of this report along with job, investment and/or other economic development impact. Please list the agency-funded activities of your agency that promote patent and product advancement in the space provided below:

[Please enter the details on patents or products here.]

### **10) TECHNICAL ASSISTANCE**

If your agency provides technical assistance, please provide detailed information on technical assistance provided during FY12 in the Operations and Accomplishments Section of this report along with job, investment and/or other economic development impact. Please list the name(s) of the technical assistance programs offered by your agency in the space provided below:

[Please enter the details on patents or products here.]

#### **PLEASE NOTE:**

THE FISCAL YEAR 2013 ANNUAL REPORT WILL REQUIRE DETAILS OF ABOVE MENTIONED CATEGORIES AS WELL AS PERFORMANCE TO PLAN AS OUTLINED IN YOUR AGENCY'S FISCAL 2013 BUSINESS PLAN. THE OFFICE OF PERFORMANCE MANAGEMENT AND OVERSIGHT WILL ANNUALLY RE-EVALUATE THE GOALS AND MEASURES ESTABLISHED BY THE AGENCIES. THE OFFICE WILL RECOMMEND CHANGES TO GOALS AND MEASURES AS ARE APPROPRIATE TO ALIGN WITH THE STATEWIDE ECONOMIC DEVELOPMENT POLICY AND PLAN.

#### **FILING INSTRUCTIONS:**

THE FISCAL YEAR 2012 REPORT IS DUE NO LATER THAN MONDAY, OCTOBER 1ST. AN ELECTRONIC COPY OF THE REPORT AND ATTACHMENTS A & B SHOULD BE E-MAILED TO [ROB.ANDERSON@STATE.MA.US](mailto:ROB.ANDERSON@STATE.MA.US). THE OFFICE OF PERFORMANCE MANAGEMENT AND OVERSIGHT WILL REVIEW REPORTS PRIOR TO FILING WITH LEGISLATURE AND POSTING TO THE WEBSITE.

**MASSACHUSETTS OFFICE OF  
BUSINESS DEVELOPMENT**  
FISCAL YEAR 2012 - ANNUAL REPORT

ANNE STRUTHERS  
EXECUTIVE DIRECTOR

# EXECUTIVE SUMMARY

The Massachusetts Office of Business Development (MOBD) successfully completed projects with 92 businesses that resulted in 3,691 new jobs, 13,148 retained jobs and total private investment of \$976 Million. MOBD works closely with agencies across the Commonwealth and has made progress consolidating information to demonstrate business development across agencies. Our collaboration with the Mass Life Science Center, Mass Development, Mass Growth Capital Corp, and the Workforce Training Fund enables us to include results for 324 businesses throughout this report.

MOBD oversees the Economic Development Incentive Program (EDIP) which is a tax incentive program designed to foster job creation and stimulate business growth. Participating businesses receive state and local tax incentives in exchange for job and investment commitments. In 2012, 49 businesses received investment tax credits for expansions leading to the creation of 2,384 new jobs, 10,765 retained jobs, and over \$782 Million in private investment. Twenty of these businesses are located in gateway cities and 30 of the 49 businesses assisted are manufacturers. Other primary solutions for businesses were Workforce training Fund, Financing, Mass Life Sciences Center Resources, and site selection.

Manufacturing, Life Sciences and Information Technology were the top industries served – 146 manufacturing companies received some level of assistance from state agencies. This resulted in 2,313 new manufacturing jobs and 11,157 retained jobs. Gateway cities were well represented this year with 78 businesses served, 36 of which are manufacturers.

MOBD's Market Activity Report for the year reflects over 500 direct business development meetings and a similar level of interaction with municipalities and other strategic partners. The year end pipeline includes 125 opportunities with potential for over 9,500 new jobs. MOBD enters the year with a goal of 5,000 new jobs, 15,000 retained jobs, and private investment of \$1.5 Billion

Fiscal Year 2012 represented the first year for the Regional Economic Development Organization (REDO) Program which was created by the Acts of 2010. Ten organizations covering 48% of the workforce received grants totaling \$850,000 – details included in this report. REDO Annual Reports indicate completed projects with 172 businesses that resulted in 1,843 new jobs, 7,479 retained jobs and total private investment of \$326 Million.

Effective August 1, 2012, James Ermilio serves the Executive Director of MOBD.

# ANNUAL REPORT – FISCAL YEAR 2012

## MOBD RESULTS

MOBD Wins	New Jobs	Retained Jobs	Private Investment	Projects
Berkshires	111	1,179	\$ 19,629,180	4
Cape & Islands	9	118	\$ 7,660,000	3
Central	459	1,011	\$ 124,522,484	8
Greater Boston	299	667	\$ 26,228,886	9
Metro West	617	4,473	\$ 419,721,953	17
North Central	196	324	\$ 37,947,414	8
Northeast	1,146	3,671	\$ 221,181,000	18
Pioneer Valley	453	1,198	\$ 101,597,213	19
Southeast	401	507	\$ 17,578,015	6
<b>MOBD Only</b>	<b>3,691</b>	<b>13,148</b>	<b>\$ 976,066,145</b>	<b>92</b>

## CONSOLIDATED

Total Wins	New Jobs	Retained Jobs	Private Investment	Projects
Berkshires	119	1,450	\$ 49,644,978	10
Cape & Islands	15	123	\$ 7,872,750	6
Central	575	13,487	\$ 220,314,538	29
Greater Boston	854	2,424	\$ 51,997,266	38
Metro West	850	6,764	\$ 426,983,168	63
North Central	207	605	\$ 38,323,206	17
Northeast	1,744	7,888	\$ 272,937,046	96
Pioneer Valley	504	1,983	\$ 108,220,489	43
Southeast	471	1,224	\$ 22,691,432	22
<b>Total All In</b>	<b>5,339</b>	<b>35,948</b>	<b>\$ 1,198,984,873</b>	<b>324</b>

# ECONOMIC DEVELOPMENT INCENTIVE PROGRAM

## OVERVIEW

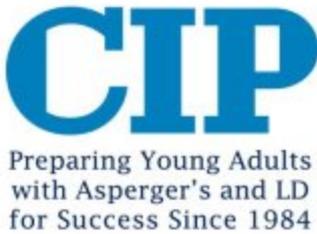
The Economic Development Incentive Program (EDIP) is a tax incentive program designed to foster job creation and stimulate business growth throughout the Commonwealth. Participating companies may receive state and local tax incentives in exchange for job creation, manufacturing job retention and private investment commitments.

In 2009, Governor Patrick and Secretary Bialecki, along with the Legislature, reformed the program and as a result EDIP has become one of the most effective programs helping businesses grow in Massachusetts. Since these changes, 104 projects have received approval, leading to the creation of 6,017 new jobs, retention of 22,744 existing jobs and leveraging of \$3.2 billion in private investment. The EACC has assisted 61 manufacturers through the EDIP program and supported 44 projects in Gateway Cities.

## FY 2012 RESULTS

- ❑ 49 Businesses
- ❑ 2,383 New Jobs
- ❑ 10,765 Retained Jobs
- ❑ \$782 Million Private Investment
- ❑ 30 Manufacturers
- ❑ 20 Projects in Gateway Cities

# EDIP AT WORK – LARGEST GENERATOR OF NEW JOBS

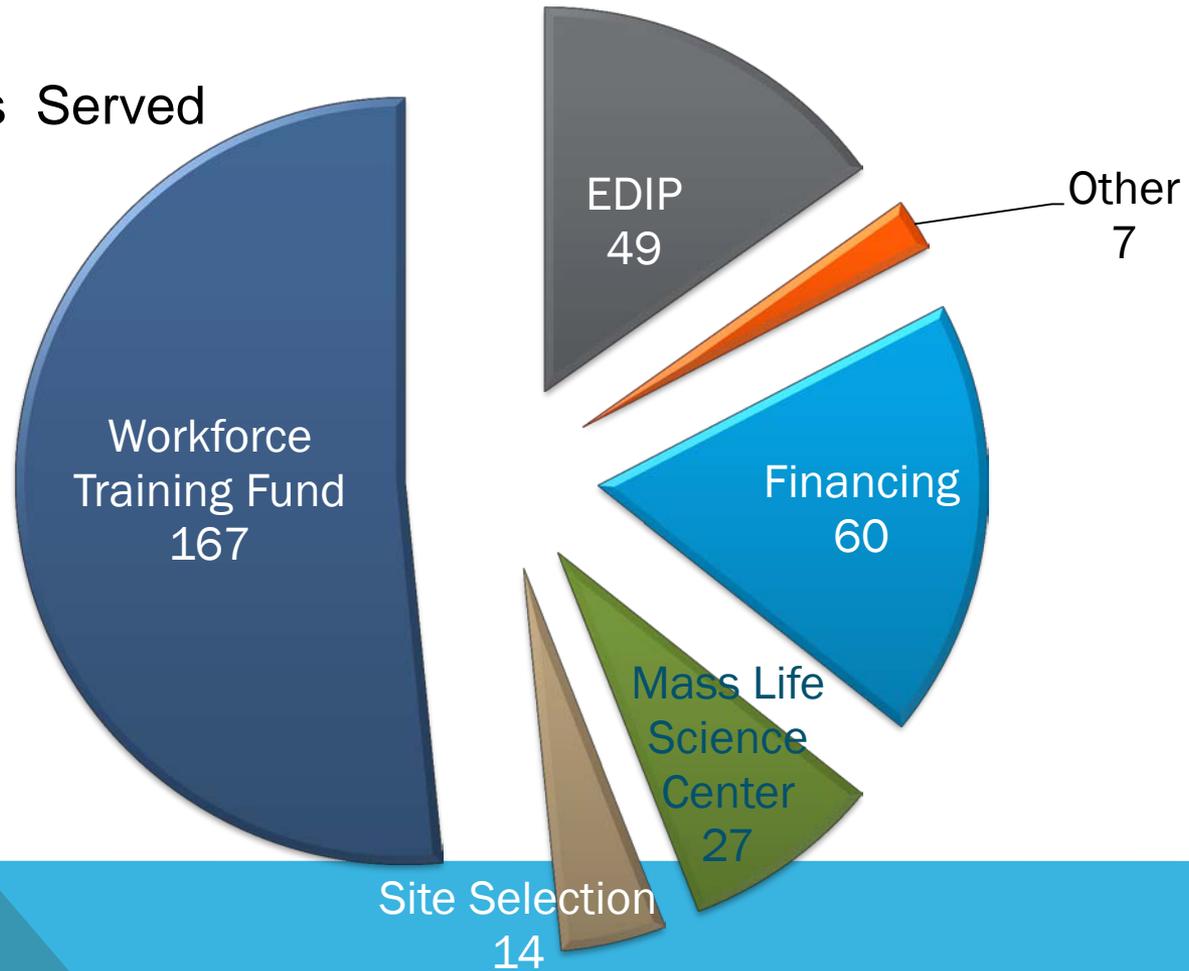


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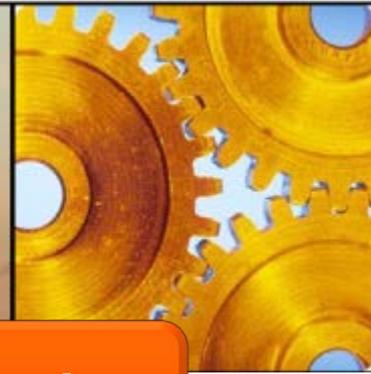


# BUSINESS SOLUTIONS – CONSOLIDATED REPORT

324 Businesses Served



# INDUSTRY ANALYSIS



Industry	New	Existing	Impact	Private Investment	Projects
Call Center	0	147	147	\$ 58,805	1
Consulting	35	205	240	\$ 500,000	1
Creative Economy	17	285	302	\$ 36,688,580	9
Defense	10	177	187	\$ 144,144	3
Developer	430	414	844	\$ 60,187,000	6
Energy	148	252	400	\$ 39,682,900	10
Engineering	20	225	245	\$ 664,025	7
Financial Services	71	1,478	1,549	\$ 43,567,198	9
Food & Beverage	65	917	982	\$ 3,704,610	11
Healthcare	270	12,365	12,635	\$ 134,894,435	5
Information Technology	319	2,019	2,338	\$ 89,707,256	20
Life Sciences	989	806	1,795	\$ 26,246,880	37
<b>Manufacturing</b>	<b>2,413</b>	<b>11,294</b>	<b>13,707</b>	<b>\$ 441,295,735</b>	<b>146</b>
Marketing Services	0	14	14	\$ 7,200	1
Municipality	24	175	199	\$ 13,652,835	4
Professional Services	51	745	796	\$ 2,715,183	26
Recycling	6	39	45	\$ 758,460	1
Retail	329	3,402	3,731	\$ 273,118,435	7
Services not in list	14	483	497	\$ 10,636,620	8
Telecommunications	0	110	110	\$ 101,692	1
Transportation	112	194	306	\$ 2,850,415	5
Wholesaler	16	202	218	\$ 17,802,465	6
<b>Total</b>	<b>5,339</b>	<b>35,948</b>	<b>41,287</b>	<b>\$ 1,198,984,873</b>	<b>324</b>

Manufacturing

Life Sciences

Information Technology

# ADVANCED MANUFACTURING

145 Manufacturers Assisted



Region	New	Existing	Private Investment	Projects
Berkshires	101	1,168	\$ 18,039,400	3
Cape & Islands	-	19	\$ 16,750	2
Central	464	1,445	\$ 59,201,114	18
Greater Boston	254	374	\$ 17,000,383	7
Metro West	198	1,349	\$ 98,161,333	21
North Central	102	410	\$ 34,746,514	12
Northeast	925	4,284	\$ 161,589,617	49
Pioneer Valley	170	1,098	\$ 27,460,114	21
Southeast	99	1,010	\$ 4,323,475	12
<b>Total</b>	<b>2,313</b>	<b>11,157</b>	<b>\$ 420,538,700</b>	<b>145</b>

Solution	New	Existing	Private Investment	Projects
EDIP	1,340	4,433	\$ 269,158,281	24
EDIP-STA	138	554	\$ 11,342,000	4
EDIP-TIF Only	20	205	\$ 59,098,000	2
Export Assistance	0	18	\$ 10,000	1
Financing	0	0	\$ 156,000	2
Financing-MassDev2	155	721	\$ 27,722,653	12
Financing-MGCC2	49	162	\$ 1,850,000	6
MLSC Certification	10	7	\$ 20,000	1
MLSC2	20	0	\$ 489,720	1
Site Selection	440	635	\$ 67,500,000	5
WTF	0	444	\$ 423,339	4
WTF2	141	4,115	\$ 3,525,742	83
<b>Total</b>	<b>2,313</b>	<b>11,157</b>	<b>\$ 420,538,700</b>	<b>145</b>

# MANUFACTURING SECTOR ANALYSIS

MFG Sub -Sectors	New	Existing	Private Investment	Projects
Chemicals & Non-Metallic Mineral Products	0	50	\$ 43,700	3
Computer & Electronic Products	299	228	\$ 18,782,606	4
Construction Materials	90	555	\$ 28,836,762	9
Electrical Equipment, Appliance, & Component	850	3,737	\$ 118,728,685	33
Fabricated Metal Products	63	683	\$ 8,645,364	29
Food & Beverage	325	1,777	\$ 61,497,770	12
Garment	5	117	\$ 158,892	5
Jewelry & Precious Metals	0	52	\$ 86,400	1
Machinery	90	463	\$ 9,813,025	8
Medical Devices	261	1,648	\$ 97,157,384	14
Miscellaneous	7	212	\$ 1,000,762	5
Paper & Packaging	112	1,217	\$ 8,756,474	12
Plastics & Rubber Products	201	273	\$ 63,682,010	8
Wood & Wood Products	10	145	\$ 3,356,000	2
<b>Total</b>	<b>2,313</b>	<b>11,157</b>	<b>\$ 420,545,834</b>	<b>145</b>

# GATEWAY RESULTS

Region	New	Existing	Private Investment	Projects
Berkshires	110	1,187	\$ 18,438,000	5
Central	97	11,843	\$ 137,897,875	6
Greater Boston	65	922	\$ 15,827,903	8
North Central	10	56	\$ 3,344,000	6
Northeast	337	1,486	\$ 40,657,513	20
Pioneer Valley	398	1,227	\$ 89,615,097	25
Southeast	369	629	\$ 11,585,246	8
<b>Total</b>	<b>1,386</b>	<b>17,350</b>	<b>\$ 317,365,634</b>	<b>78</b>

- 78 businesses
- 36 manufacturers

- 36 manufacturers
- 18 businesses

## GATEWAY CITIES

- |            |            |             |             |
|------------|------------|-------------|-------------|
| Barnstable | Fitchburg  | Lynn        | Revere      |
| Brockton   | Haverhill  | Malden      | Salem       |
| Chelsea    | Holyoke    | Methuen     | Springfield |
| Chicopee   | Lawrence   | New Bedford | Taunton     |
| Everett    | Leominster | Pittsfield  | Westfield   |
| Fall River | Lowell     | Quincy      | Worcester   |

# MARKET ACTIVITY REPORT



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# MOBD PIPELINE

Region	New Jobs	Retained Jobs	Private Investment	Projects
Berkshires	40	141	\$ 8,300,000	5
Cape & Islands	15	62	\$ 1,200,000	4
Central	212	513	\$ 73,690,000	17
Greater Boston	2,112	2,279	\$ 267,675,000	22
Metro West	630	2,343	\$ 93,445,000	13
North Central	368	481	\$ 53,300,000	12
Northeast	5,429	8,662	\$ 529,925,000	22
Not Yet Specified	95	0	\$ 22,000,000	2
Pioneer Valley	309	1,122	\$ 68,100,000	16
Southeast	336	643	\$ 25,400,000	12
<b>Total</b>	<b>9,546</b>	<b>16,246</b>	<b>\$ 1,143,035,000</b>	<b>125</b>
<b>Gateways</b>	<b>1,264</b>	<b>5,609</b>	<b>\$ 305,850,000</b>	<b>44</b>

## Regional Economic Development Organization Fiscal Year 2012 Summary

- **Objective** – Provide a consistent and efficient response to businesses seeking assistance from the Commonwealth of Massachusetts.
- **Partnership** – Regional Economic Development Organizations (REDOs) work closely with the Massachusetts Office of Business Development on regionally based efforts to help existing businesses grow to scale and attract new business to the state.
- **Awards** – Ten grants awarded to organizations across the State. Awards based on applicants' demographics, history, and assessment of applicants' ability to deliver effective economic development with measurable outcomes.
- **Gateway Coverage** – 18 Gateway Cities covered by ten REDOs
- **Workforce Coverage** - 48% of the State's workforce covered by the Program

ORGANIZATION	REGION	AMOUNT
1 Berkshire Strategic Alliance	Berkshires	\$75,000
495 Partnership/Metro West Chamber Alliance	Metro West	\$130,000
Cape Cod Economic Development Council	Cape Cod & Islands	\$80,000
EDC of Western Mass.	Pioneer Valley	\$80,000
Merrimack Valley EDC	Merrimack Valley	\$85,000
Metro South Chamber of Commerce	Metro South	\$65,000
North Central Mass. Development Corp.	North Central	\$80,000
North Shore Alliance for Economic Development	North Shore	\$90,000
Plymouth Regional Economic Development	Southeast	\$75,000
SouthCoast Development Partnership	SouthCoast	\$90,000
		<b>\$850,000</b>

Gateway Cities	
Barnstable	Lowell
Brockton	Lynn
Chicopee	Methuen
Fall River	New Bedford
Fitchburg	Pittsfield
Haverhill	Revere
Holyoke	Salem
Lawrence	Springfield
Leominster	West Springfield



### First Year Program Results – based on REDO Annual Report

	New Jobs	Retained Jobs	Private Investment	Businesses In Gateways	Direct* Business Outreach	New to State
121 Businesses	1,843	7,479	\$326 Million	75	320	2

\* Represents company visits

# CONTACT INFORMATION

## MOBD Contact Information

Main Number: 617-973-8600

Fax Number: 617-973-8554

10 Park Plaza, Suite 3730

Boston, MA 02116

[www.mass.gov/mobd](http://www.mass.gov/mobd)

James Ermilio

Executive Director

Regions	Support	Contact
Central and North Central	Rosemary Scrivens, Regional Director	Phone: 508-792-7506 Fax: 508-792-7532 <a href="mailto:rosemary.scrivens@state.ma.us">rosemary.scrivens@state.ma.us</a>
Greater Boston	Rich Pellagrini, Regional Director	Phone: 617-973-8537 Fax: 617-973-8554 <a href="mailto:rich.pellagrini@state.ma.us">rich.pellagrini@state.ma.us</a>
Northeast	Peter Milano, Senior Regional Director	Phone: 978-970-1193 <a href="mailto:peter.milano-sea@state.ma.us">peter.milano-sea@state.ma.us</a>
Metro West	Arthur Robert, Regional Director	Phone: 508-439-5685 Fax: 617-973-8554 <a href="mailto:arthur.robert@state.ma.us">arthur.robert@state.ma.us</a>
Pioneer Valley and Berkshires	Mike Vedovelli, Senior Regional Director	Phone: 413-733-5357 Fax: 413-755-1349 <a href="mailto:mike.vedovelli@state.ma.us">mike.vedovelli@state.ma.us</a>
Southeast and Southcoast	Buddy Rocha, Regional Director	Phone: 508-730-1438 Fax: 508-730-2702 <a href="mailto:buddy.rocha@state.ma.us">buddy.rocha@state.ma.us</a>

**MASSACHUSETTS OFFICE OF BUSINESS DEVELOPMENT -- CONSOLIDATED REPORT**

BUSINESS NAME	REGION	SOLUTION	NEW JOBS	RETAINED JOBS	PRIVATE INVESTMENT	INDUSTRY
Colt Insurance Agency - WTF2	Berkshires	WTF2	0	17	\$6,820	Professional Services
Conserve Thru Control, Inc - EDIP (TIF Only)	Berkshires	EDIP-TIF Only	2	9	\$1,200,000	Information Technology
Cord Master - WTF2	Berkshires	WTF2	0	2	\$2,500	Manufacturing
General Dynamics Advanced Information Systems - EDIP	Berkshires	EDIP		1,166	\$18,034,900	Manufacturing
Guntlow & Associates, Inc - WTF2	Berkshires	WTF2	0	9	\$4,478	Engineering
Kripalu Center for Yoga & Health - WTF2	Berkshires	WTF2	0	169	\$0	Creative Economy
LymphEIVAS, LLC - site selection	Berkshires	Site Selection	4	0	\$50,000	Retail
Pine Cone Hill - WTF2	Berkshires	WTF2	1	0	\$2,000	Manufacturing
Sterling and Francine Clark Art Institute - MassDev2	Berkshires	Financing-MassDev2	7	74	\$30,000,000	Creative Economy
Whole Life Pet Products - Financing	Berkshires	Financing-MassDev	5	4	\$344,280	Food & Beverage
aNetworks	Cape & Islands	WTF2	3	0	\$6,000	Information Technology
Cape Cod Lumber - EDIP TIF Only	Cape & Islands	EDIP-TIF Only	5	92	\$7,500,000	Wholesaler
Falafel Republic Mediterranean Foods - MGCC2	Cape & Islands	Financing-MGCC2	3	4	\$200,000	Food & Beverage
Flexo Concepts Exporting Assistance	Cape & Islands	Export Assistance	0	18	\$10,000	Manufacturing
Hearth Wood Fired Bread - Financing	Cape & Islands	Financing-MGCC	4	8	\$150,000	Food & Beverage
Sturtevant, Inc. - WTF2	Cape & Islands	WTF2	0	1	\$6,750	Manufacturing
Acacia Communication - Financing	Central	Financing	70	30	\$28,000,000	Information Technology
Advanced Microsensor Corp. - Financing	Central	Financing-MassDev2	45	34	\$2,000,000	Manufacturing
Alden Research Laboratory - WTF2	Central	WTF2	5	78	\$119,700	Engineering
Atlas Box and Crating - WTF2	Central	WTF2	16	0	\$30,000	Manufacturing
Bulbs.com - WTF2	Central	WTF2	0	17	\$22,125	Wholesaler
Classic Envelope - EDIP	Central	EDIP	40	76	\$4,110,000	Manufacturing
Classic Envelope - WTF2	Central	WTF2	0	80	\$51,675	Manufacturing
Consolidated Fabricators - WTF2	Central	WTF2	0	76	\$64,415	Manufacturing
David Packard Company - WTF2	Central	WTF2	0	15	\$7,700	Manufacturing
EMX Controls, Inc. - MGCC2	Central	Financing-MGCC2	25	25	\$250,000	Manufacturing
FIBA Technologies - WTF2	Central	WTF2	4	0	\$8,000	Manufacturing
Gateway Park LLC - Life Science	Central	Life Sciences Earmark/Grant	30	0	\$40,000,000	Developer
IPG Photonics - EDIP	Central	EDIP	175	600	\$18,100,000	Manufacturing
LAMPARTH Consulting - WTF2	Central	WTF2	0	6	\$5,497	Information Technology
Magmotor Technologies Inc. - EDIP	Central	EDIP	45	14	\$4,375,000	Manufacturing
North Brookfield Savings Bank - WTF2	Central	WTF2	0	54	\$39,200	-
Rand Whitney Packaging LLC - WTF2	Central	WTF2	10	42	\$73,350	Manufacturing
Siemens Metals Technologies - EDIP	Central	EDIP	12	192	\$2,527,400	Manufacturing
SMC Ltd. - WTF2	Central	WTF2	0	115	\$149,675	Manufacturing
Southbridge Associates II, LLC - Financing	Central	Financing-MassDev2	0	0	\$1,500,000	Professional Services
Spencer Technologies - MGCC2	Central	Financing-MGCC2	0	77	\$350,000	Information Technology
Stellar Industries Corp. - WTF2	Central	WTF2	2	42	\$32,640	Manufacturing
Steris Isomedix - WTF2	Central	WTF2	6	40	\$47,000	Life Sciences
Supercon Inc. - WTF2	Central	WTF2	3	0	\$6,500	Manufacturing
SwissTurn USA - WTF2	Central	WTF2	0	35	\$4,675	Manufacturing
Techo-Bloc (NE) Corp. - EDIP	Central	EDIP	52	3	\$21,655,875	Manufacturing
UMass Memorial Healthcare, Inc. - Financing	Central	Financing-MassDev2	0	11,578	\$90,900,000	Healthcare
Warren Pumps LLC & Portland Valve LLC - EDIP	Central	EDIP	35	96	\$5,754,209	Manufacturing
Webster First Federal credit Union - WTF2	Central	WTF2	0	162	\$129,902	Financial Services
AB Note - WTF2	Greater Boston	WTF2	0	45	\$47,232	Manufacturing
Aegerion - MLSC2	Greater Boston	MLSC2	27	0	\$661,122	Life Sciences

BUSINESS NAME	REGION	SOLUTION	NEW JOBS	RETAINED JOBS	PRIVATE INVESTMENT	INDUSTRY
Arrow International--WTF2	Greater Boston	WTF2	0	131	\$139,545	Manufacturing
AVEO Pharmaceuticals - MLSC2	Greater Boston	MLSC2	94	0	\$2,301,683	Life Sciences
Blueprint Medicines - MLSC2	Greater Boston	MLSC2	15	0	\$160,750	Life Sciences
Bryant Associates - MGCC2	Greater Boston	Financing-MGCC2	13	83	\$500,000	Engineering
Cambridge Portuguese Credit Union - WTF2	Greater Boston	WTF2	2	35	\$9,179	Financial Services
Cambridge Trust Company - WTF2	Greater Boston	WTF2	13	145	\$128,260	Financial Services
Capital Power relocation to Mass	Greater Boston	Site Selection	10	0	\$5,000	Energy
City of Boston Credit Union - WTF2	Greater Boston	WTF2	5	51	\$58,825	Financial Services
Crescent Credit Union WTF2	Greater Boston	WTF2	0	115	\$67,076	Financial Services
Crown Linen Relocation	Greater Boston	EDIP	5	30	\$8,000,000	Services not in list above
Cumar Inc. - Expansion EDIP	Greater Boston	EDIP	30	40	\$6,500,000	Manufacturing
EasCare Ambulance Service LLC - WTF2	Greater Boston	WTF2	10	544	\$130,935	Healthcare
Essentient Inc. - MLSC2	Greater Boston	MLSC2	21	0	\$320,771	Life Sciences
Fraunhofer-FinancingMassDev2	Greater Boston	Financing-MassDev2	25	35	\$12,350,000	Energy
George H Dean - WTF2	Greater Boston	WTF2	3	47	\$124,150	Professional Services
In Vivo Growth Assistance	Greater Boston	Financing	20	20	\$2,000,000	Life Sciences
Ironwood Pharmaceuticals - MLSC	Greater Boston	MLSC2	75	0	\$1,836,449	Life Sciences
Kayem Foods--WTF grant	Greater Boston	WTF	0	433	\$114,280	Food & Beverage
Knome, Inc.--MLSC	Greater Boston	Financing	12	35	\$49,000	Life Sciences
Metamark Genetics - MLSC2	Greater Boston	MLSC2	11	0	\$269,346	Life Sciences
Moderna Therapeutics - MLSC2	Greater Boston	MLSC2	13	0	\$138,270	Life Sciences
Momenta Pharmaceuticals -MLSC2	Greater Boston	MLSC2	50	0	\$1,224,300	Life Sciences
Montilios Bakery - MGCC2	Greater Boston	Financing-MGCC2	17	63	\$135,000	Food & Beverage
Next Street Financial - WTF2	Greater Boston	WTF2	0	57	\$16,000	Financial Services
Nine Point Medical -MLSC2	Greater Boston	MLSC2	15	0	\$313,483	Life Sciences
PSG Framing--Mass Dev Loan Guarantee	Greater Boston	Financing	0	0	\$156,000	Manufacturing
Quanterix Corp - MLSC2	Greater Boston	MLSC2	19	0	\$465,234	Life Sciences
Ra Pharmaceuticals - MLSC2	Greater Boston	MLSC2	10	0	\$161,270	Life Sciences
SIE Computing Solutions WTF2	Greater Boston	WTF2	0	80	\$122,002	Information Technology
Sony DADC Relocation	Greater Boston	Site Selection	2	0	\$5,000	Life Sciences
Stellar Restaurant Group WTF2	Greater Boston	WTF2	0	247	\$130,900	Food & Beverage
Tekscan, Inc. - WTF2	Greater Boston	WTF2	4	0	\$8,000	Manufacturing
Tenebraex Corp - MGCC2	Greater Boston	Financing-MGCC2	0	49	\$750,000	Manufacturing
The Ockers Company - MGCC2	Greater Boston	Financing-MGCC2	13	30	\$750,000	Information Technology
Vecna Technologies, Inc. - Expansion	Greater Boston	EDIP	220	109	\$9,399,606	Manufacturing
Vertex - MLSC	Greater Boston	MLSC2	100	0	\$2,448,599	Life Sciences
Abbott-Acton - WTF2	Metro West	WTF2	0	83	\$69,140	Manufacturing
Advanced Signing LLC - WTF2	Metro West	WTF2	0	2	\$7,000	Manufacturing
Applied Marketing Science, Inc. - WTF2	Metro West	WTF2	0	14	\$7,200	Marketing Services
Aqua Leisure Industries - WTF2	Metro West	WTF2	0	42	\$44,820	Manufacturing
Atlas Water Systems - WTF2	Metro West	WTF2	5	0	\$10,000	Manufacturing
Bay Colony Group - WTF2	Metro West	WTF2	0	3	\$2,250	Engineering
Beaver Visitec, Inc. - WTF2	Metro West	WTF2	0	129	\$123,414	Life Sciences
Belmont - EDA	Metro West	Permits	0	0	\$0	Municipality
Biogen Idec, Inc. - MLSC	Metro West	MLSC2	75	0	\$1,836,449	Life Sciences
Biomeasure / Ipsen - EDIP-TIF Only	Metro West	EDIP-TIF Only	20	155	\$42,998,000	Manufacturing
Blue Cod Technologies, Inc.- nWTF2	Metro West	WTF2	0	189	\$104,750	Information Technology
Boston Heart Diagnostics - MLSC	Metro West	MLSC Certification	31	0	\$220,000	Life Sciences

BUSINESS NAME	REGION	SOLUTION	NEW JOBS	RETAINED JOBS	PRIVATE INVESTMENT	INDUSTRY
Candela Corp. - WTF2	Metro West	WTF2	0	89	\$114,775	Manufacturing
Canton - EOA - 10 Pequot Way	Metro West	Site Selection	0	0	\$0	Municipality
Cheer Pack North America LLC	Metro West	EDIP	77	35	\$24,563,078	Manufacturing
Communication Network Services - MGCC2	Metro West	Financing-MGCC2	7	3	\$100,000	Information Technology
Covisia - WTF2	Metro West	WTF2	0	10	\$11,213	Information Technology
D&D Mulch & Landscape - MGCC2	Metro West	Financing-MGCC2	4	51	\$300,000	Professional Services
Device Technologies - WTF2	Metro West	WTF2	0	16	\$20,800	Creative Economy
Draper Knitting Company - WTF2	Metro West	WTF2	0	9	\$11,313	Manufacturing
Dunkin Donuts Northeast Distribution Center - WTF2	Metro West	WTF2	34	388	\$167,620	Manufacturing
ESP Solutions - WTF	Metro West	WTF	0	15	\$32,420	Creative Economy
Fabco Manufacturing - WTF2	Metro West	WTF2	0	22	\$14,950	Manufacturing
Factory Mutual Insurance Co. / Neponset River LLC	Metro West	EDIP-TIF Only	20	629	\$40,000,000	Financial Services
Hamilton Storage Technologies - EDIP	Metro West	EDIP-TIF Only	0	50	\$16,100,000	Manufacturing
Harbar LLC - Expansion	Metro West	EDIP	30	90	\$10,107,000	Manufacturing
Harbar LLC - Tax Exempt Bond Financing	Metro West	Financing-MassDev2	0	0	\$0	Manufacturing
Interior Stone & Tile - MGCC2	Metro West	Financing-MGCC2	3	27	\$200,000	Manufacturing
Irwin Engineers - WTF2	Metro West	WTF2	0	3	\$4,000	Engineering
Lacerta Group - WTF2	Metro West	WTF2	17	78	\$49,500	Manufacturing
Lavallee's Bakery Distributors - MGCC2	Metro West	Financing-MGCC2	6	15	\$200,000	Food & Beverage
Lentros Engineering - WTF2	Metro West	WTF2	2	41	\$25,220	Engineering
Lonza Hopkinton, Inc. - WTF2	Metro West	WTF2	0	380	\$197,200	Life Sciences
Marble and Granite, Inc. - WTF2	Metro West	WTF2	0	5	\$7,750	Wholesaler
Mats, Inc. - WTF2	Metro West	WTF2	0	57	\$43,890	Professional Services
Maxton Technology, Inc. - WTF2	Metro West	WTF2	0	40	\$110,330	Sevices not is list above
Metalor Corp. WTF2	Metro West	WTF2	0	52	\$86,400	Manufacturing
Microgroup, Inc. - WTF2	Metro West	WTF2	0	150	\$70,035	Manufacturing
Netwatch relocation	Metro West	Site Selection	1	2	\$5,000	Information Technology
Network Engines - WTF2	Metro West	WTF2	12	121	\$103,200	Information Technology
Nova Biomedical Corporation - MLSC	Metro West	MLSC2	10	0	\$244,860	Creative Economy
N-Vision Optics - WTF2	Metro West	WTF2	0	8	\$5,000	Defense
Organogenesis Inc. - Tax Incentives	Metro West	MLSC2	35	0	\$857,010	Life Sciences
PerkinElmer - MLSC	Metro West	MLSC Certification	50	0	\$1,224,300	Life Sciences
Powerhouse Dynamics - MassDev2	Metro West	Financing-MassDev2	20	5	\$1,000,000	Energy
Rangine Corporation - WTF2	Metro West	WTF2	0	2	\$1,600	Professional Services
Rolls Royce Naval Marine - WTF	Metro West	WTF	10	142	\$107,053	Defense
R-Technologies - WTF2	Metro West	WTF2	0	9	\$11,062	Manufacturing
Savio Lighting, Inc. - MGCC2	Metro West	Financing-MGCC2	3	7	\$250,000	Retail
Seracare Life Sciences - WTF2	Metro West	WTF2	0	109	\$160,300	Life Sciences
Solect Energy Development LLC	Metro West	Financing-MassDev2	0	3	\$470,000	Energy
Steel Art Company - Expansion	Metro West	EDIP	12	58	\$3,525,000	Manufacturing
The TJX Companies - HQ Expansion - Framingham	Metro West	EDIP	225	3,113	\$146,942,613	Retail
The TJX Companies - HQ Expansion - Marlborough	Metro West	EDIP	75	0	\$117,292,489	Retail
Theracos - WTF2	Metro West	WTF2	0	2	\$6,250	Life Sciences
Triton Technologies - Site Selection	Metro West	Site Selection	0	150	\$0	Professional Services
Universal Technical Institute - WTF2	Metro West	WTF2	0	83	\$126,175	
Vaccon Vacuum Products - WTF2	Metro West	WTF2	0	9	\$9,140	Manufacturing
Van-Wal Machine - WTF2	Metro West	WTF2	0	1	\$2,500	Manufacturing
Vestas Technology R&D Americas, Inc. - EDIP	Metro West	EDIP	66	34	\$16,605,000	Energy

BUSINESS NAME	REGION	SOLUTION	NEW JOBS	RETAINED JOBS	PRIVATE INVESTMENT	INDUSTRY
Viewpoint Creative - WTF2	Metro West	WTF2	0	4	\$7,500	Creative Economy
Waterman Design Associates - WTF2	Metro West	WTF2	0	8	\$4,500	Professional Services
Zeptomatrix Corp. - WTF2	Metro West	WTF2	0	22	\$62,100	Life Sciences
Aeromed LLC - WTF2	North Central	WTF2	0	21	\$6,250	Manufacturing
AIS, Inc - WTF	North Central	WTF	0	268	\$242,414	Manufacturing
Bay State Apparel Inc. - WTF2	North Central	WTF2	4	0	\$8,000	Manufacturing
Bevovations, LLC - EDIP	North Central	EDIP	6	6	\$3,050,000	Manufacturing
Bevovations, LLC - Financing	North Central	Financing	0	0	\$0	Manufacturing
Bevovations, LLC - Site Selction	North Central	Site Selection	0	0	\$0	Manufacturing
F&D Plastics	North Central	WTF2	0	30	\$36,000	Manufacturing
Innovative Modular Pre-fabrication LLC - WTF2	North Central	WTF2	0	6	\$8,800	Manufacturing
J & R Glass -- Financing	North Central	Financing	0	20	\$250,000	Retail
Light Tower Managment Inc. - WTF2	North Central	WTF2	0	110	\$101,692	Telecommunications
Materials Systems - MGCC2	North Central	Financing-MGCC2	5	35	\$200,000	-
Millbrook Realty Trust - EDIP TIF Only	North Central	EDIP-TIF Only	0	0	\$525,000	Developer
Quiet Logistics - financing	North Central	Financing-MassDev	100	30	\$2,500,000	Transportation
Radant Technologies, Inc.	North Central	WTF2	2	0	\$4,000	Manufacturing
Renaissance Electronics Corporation - WTF2	North Central	WTF2	0	47	\$6,250	Manufacturing
Saint-Gobain Performance Plastics - EDIP	North Central	EDIP	90	0	\$31,380,000	Manufacturing
Sterling Manufacturing Company, Inc. - WTF2	North Central	WTF2	0	32	\$4,800	Manufacturing
1366 Technologies - Site Selection & Incentives	Northeast	Financing	15	40	\$800,000	Energy
AMA Transportation Company - WTF2	Northeast	WTF2	0	79	\$43,215	Transportation
American Alarm and Communication-WTF2	Northeast	WTF2	0	147	\$58,805	Call Center
Arwood Machine Corporation - WTF2	Northeast	WTF2	7	0	\$14,000	Manufacturing
ATC Technologies - MGCC2	Northeast	Financing-MGCC2	4	22	\$150,000	Manufacturing
Atlantic Industrial Models-FinancingMassDev2	Northeast	Financing-MassDev2	2	8	\$140,000	Manufacturing
Atlantic Semiconductor - WTF2	Northeast	WTF2	0	25	\$19,200	Professional Services
BDC Metal Products - WTF2	Northeast	WTF2	3	29	\$28,000	Manufacturing
Be Safer At Home, Inc. - MGCC2	Northeast	Financing-MGCC2	9	11	\$150,000	Professional Services
By Appointment Only - MGCC2	Northeast	Financing-MGCC2	35	205	\$500,000	Consulting
Cases-Cases Inc. - WTF2	Northeast	WTF2	0	9	\$15,250	Manufacturing
Cathartes Private Investments, LLC-MassDev2	Northeast	Financing-MassDev2	0	4	\$5,800,000	Creative Economy
Cell Signaling Technology,Inc.-EDIP 2011	Northeast	EDIP	100	306	\$18,000,000	Manufacturing
Cell Signaling Technology,Inc.-MLSC	Northeast	MLSC2	20	0	\$489,720	Manufacturing
Cell Signaling Technology,Inc.-WTF2	Northeast	WTF2	0	99	\$81,425	Manufacturing
Collins Manufacturing - WTF2	Northeast	WTF2	0	6	\$5,150	Manufacturing
Comfort Home Care, LLC-EDIP	Northeast	EDIP	100	98	\$5,975,000	Healthcare
Commonwealth Motors-EDIP 2012	Northeast	EDIP	20	230	\$8,000,000	Retail
Courtagen Life Sciences - MLSC2	Northeast	MLSC2	13	0	\$125,000	Life Sciences
Custom Aerospace Components - WTF2	Northeast	WTF2	0	8	\$14,000	Manufacturing
Custom Automatic Machined Products - WTF2	Northeast	WTF2	2	0	\$2,000	Manufacturing
Delta Electronics Manufacturing Corp.-WTF2	Northeast	WTF2	0	131	\$144,000	Manufacturing
Electric Insurance Company - WTF2	Northeast	WTF2	30	283	\$95,000	Financial Services
Entegris-EDIP	Northeast	Site Selection	10	350	\$60,000,000	Manufacturing
Excelimmune, Inc - WTF2	Northeast	WTF2	0	11	\$7,493	Life Sciences
Excell Solutions - MGCC2	Northeast	Financing-MGCC2	9	26	\$150,000	Manufacturing
ExxonMobil Environmental Services Company-Brownfield remediation	Northeast	Brownfields	0	0	\$2,500,000	Energy
G.A.P. Promotions - WTF2	Northeast	WTF2	0	16	\$35,200	Professional Services

BUSINESS NAME	REGION	SOLUTION	NEW JOBS	RETAINED JOBS	PRIVATE INVESTMENT	INDUSTRY
GELT Inc. - WTF2	Northeast	WTF2	0	48	\$7,500	Manufacturing
Gorton's, Inc.-EDIP	Northeast	EDIP	20	268	\$14,000,000	Manufacturing
Groom Energy Solutions - WTF2	Northeast	WTF2	0	9	\$12,000	Developer
HB Software Services, Inc.-EDIP	Northeast	EDIP	10	15	\$2,646,000	Information Technology
Innovent Technologies - WTF2	Northeast	WTF2	0	48	\$6,150	Manufacturing
Jacqueline's Gourmet Cookies - WTF2	Northeast	WTF2	13	73	\$100,650	Manufacturing
Jaro Corp-FinancingMassDev2	Northeast	Financing-MassDev2	20	22	\$2,068,000	Manufacturing
JSB Industries, Muffin Town - Financing-MassDev2	Northeast	Financing-MassDev2	35	290	\$9,450,000	Manufacturing
Kelvin Corp. - WTF2	Northeast	WTF2	0	27	\$32,091	Defense
Keurig, Inc.-EDIP	Northeast	EDIP	100	368	\$21,000,000	Manufacturing
Key Polymer Corporation - WTF2	Northeast	WTF2	0	21	\$10,900	Manufacturing
King Kalipers	Northeast	WTF2	0	22	\$7,040	Manufacturing
Kiva Systems-WTF2	Northeast	WTF2	0	50	\$82,640	Manufacturing
Kronos-EDIP	Northeast	EDIP	0	1,048	\$2,510,000	Information Technology
Kronos-Infrastructure	Northeast	Infrastructure	0	0	\$475,000	Information Technology
LandTech Inc. - WTF2	Northeast	WTF2	0	8	\$8,378	Engineering
Lasermax Roll Systems - EDIP	Northeast	Site Selection	30	105	\$5,000,000	Manufacturing
Lightlab Imaging, Inc. - MLSC	Northeast	MLSC2	26	0	\$636,636	Life Sciences
Linden Photonics - WTF2	Northeast	WTF2	0	6	\$4,000	Manufacturing
Lytron-WTF2	Northeast	WTF2	0	171	\$106,800	Manufacturing
MassDev2-Bond Financing	Northeast	Financing-MassDev2	15	100	\$4,000,000	Manufacturing
MCS Laser Services - WTF2	Northeast	WTF2	4	32	\$61,200	Manufacturing
MLS Sheet Metal-EDIP	Northeast	Site Selection	0	20	\$2,000,000	Sevices not is list above
Monks Manufacturing - WTF2	Northeast	WTF2	0	20	\$7,801	Manufacturing
Network Allies LLC - WTF2	Northeast	WTF2	5	24	\$37,245	Information Technology
New England Biolabs - MLSC	Northeast	MLSC2	10	0	\$244,860	Life Sciences
NEXX Systems - WTF2	Northeast	WTF2	0	108	\$42,765	Manufacturing
Noelle Industries - WTF	Northeast	WTF2	0	11	\$22,800	Manufacturing
Old Time Sports, Inc - MGCC2	Northeast	Financing-MGCC2	2	32	\$333,333	Retail
OnCore Manufacturing Services-Wilmington-Site Selection	Northeast	Site Selection	400	180	\$2,500,000	Manufacturing
Optima Shipping Systems-WTF2	Northeast	WTF2	0	71	\$57,200	Transportation
Parexel International - MLSC	Northeast	MLSC2	32	0	\$150,000	Life Sciences
Parisi Assocaites - WTF2	Northeast	WTF2	0	28	\$37,040	Manufacturing
Persimmon Technologies Corporation WTF2	Northeast	WTF2	0	8	\$7,500	Manufacturing
Pharmalucence - MLSC	Northeast	MLSC2	12	0	\$293,832	Life Sciences
Plastic Concepts, Inc.-Site Selection	Northeast	Financing-MassDev2	11	11	\$3,000,000	Manufacturing
Polartec-WTF2	Northeast	WTF2	0	60	\$104,940	Manufacturing
Pollo Campero-EDIP (Travers Chicken II LLC)	Northeast	EDIP-TIF Only	30	0	\$2,300,000	Food & Beverage
RAW Art Works-MassDev2	Northeast	Financing-MassDev2	0	0	\$138,000	Creative Economy
Red Hat-EDIP	Northeast	EDIP	181	233	\$52,725,000	Information Technology
Riverwalk - FinancingMassDev2	Northeast	Financing-MassDev2	100	400	\$9,500,000	Developer
Royale Limousine - WTF2	Northeast	WTF2	3	16	\$9,200	Manufacturing
Semiconductor Enclosures - WTF2	Northeast	WTF2	0	9	\$24,000	Manufacturing
SG Industries - WTF2	Northeast	WTF2	0	10	\$15,000	Professional Services
Shamrock Moving and Storage, Inc. - MGCC2	Northeast	Financing-MGCC2	12	14	\$250,000	Transportation
Shire - MLSC	Northeast	MLSC2	100	0	\$3,000,000	Life Sciences
Sidekim Foods, Inc-WTF2	Northeast	WTF2	0	40	\$72,000	Food & Beverage
Solectria Renewables LLC - WTF2	Northeast	WTF2	12	111	\$138,300	Energy

BUSINESS NAME	REGION	SOLUTION	NEW JOBS	RETAINED JOBS	PRIVATE INVESTMENT	INDUSTRY
SoundBite Communications, Inc.-WTF2	Northeast	WTF2	0	95	\$55,000	Information Technology
Soundown Corp.	Northeast	Financing-MassDev2	4	27	\$1,126,000	Manufacturing
Specialized Turning	Northeast	Financing-MGCC2	8	13	\$350,000	Manufacturing
SpineFrontier - WTF2	Northeast	WTF2	0	28	\$30,600	Life Sciences
Structures North Consulting Engineers - WTF2	Northeast	WTF2	0	10	\$12,432	Professional Services
Synageva BioPharma - Expansion	Northeast	Expansion (non-EDIP)	30	10	\$3,000,000	Life Sciences
T2 Biosystems - MLSC	Northeast	MLSC2	10	0	\$244,860	Life Sciences
Tark Inc - WTF2	Northeast	WTF2	0	28	\$36,000	Manufacturing
Tecomet-WTF2	Northeast	WTF2	0	221	\$152,915	-
Thermo Fisher Scientific-EDIP	Northeast	EDIP	100	400	\$17,750,000	Manufacturing
Town of Chelmsford-MassDev2	Northeast	Financing-MassDev2	0	0	\$152,835	Municipality
United Esoterics LLC - MGCC2	Northeast	Financing-MGCC2	25	20	\$200,000	Life Sciences
United Tool & Die - WTF2	Northeast	WTF2	0	16	\$48,290	Manufacturing
US Biological-Financing-MassDev2	Northeast	Financing-MassDev2	5	30	\$1,000,000	Manufacturing
VAT Inc - WTF2	Northeast	WTF2	0	15	\$14,963	Manufacturing
VistaPrint-WTF2	Northeast	WTF2	0	470	\$184,750	Manufacturing
Volcano Corporation-WTF2	Northeast	WTF2	0	148	\$136,084	Manufacturing
Watson-Marlow-WTF2	Northeast	WTF2	0	68	\$49,060	Manufacturing
Westford Solar LLC - Financing-MassDev2	Northeast	Financing-MassDev2	0	4	\$5,800,000	Energy
Zoom Technical Services - WTF2	Northeast	WTF2	0	5	\$15,000	Professional Services
Aegis Energy Services - WTF2	Pioneer Valley	WTF2	0	20	\$14,600	Energy
Armbrook Senior Living, LLC - EDIP (TIF Only)	Pioneer Valley	EDIP-TIF Only	35	0	\$19,488,500	Healthcare
Astro Chemicals, Inc. - WTF2	Pioneer Valley	WTF2	0	49	\$0	Wholesaler
Belt Technologies - WTF2	Pioneer Valley	WTF2	0	24	\$15,300	Manufacturing
Ben Franklin Design & Manufacturing - WTF2	Pioneer Valley	WTF2	0	17	\$15,000	Manufacturing
Bern Optics, Inc. - WTF2	Pioneer Valley	WTF2	5	46	\$82,500	Manufacturing
Boulevard Machine & Gear - WTF2	Pioneer Valley	WTF2	0	20	\$30,200	Manufacturing
C.A.R. Products Inc. - WTF2	Pioneer Valley	WTF2	4	0	\$8,000	-
Caring Health Center, Inc. - Financing	Pioneer Valley	Financing	125	145	\$18,400,000	Healthcare
Chicopee Industrial Contractors, Inc. - WTF2	Pioneer Valley	WTF2	3	15	\$29,765	Professional Services
College of Our Lady of the Elms - Financing	Pioneer Valley	Financing	24	175	\$13,500,000	Municipality
Complete Payroll Solutions - WTF2	Pioneer Valley	WTF2	0	42	\$18,550	Professional Services
Court Square Group - MassDev2	Pioneer Valley	Financing-MassDev2	15	41	\$500,000	Information Technology
Cozy Home Performance - WTF2	Pioneer Valley	WTF2	0	4	\$4,615	Professional Services
Custom Carbide Corp. (aka: Benchmark Carbide Corp.) - EDIP-STA	Pioneer Valley	EDIP-STA	21	27	\$2,767,000	Manufacturing
DieCast Connections Company-Financing-MassDev2	Pioneer Valley	Financing-MassDev2	3	20	\$300,000	Manufacturing
Dowd Insurance - WTF2	Pioneer Valley	WTF2	0	41	\$49,980	Professional Services
Engineered Tooling Corporation - WTF	Pioneer Valley	WTF	0	6	\$18,000	Manufacturing
F.W. Webb (Springfield) - EDIP (TIF Only)	Pioneer Valley	EDIP-TIF Only	7	9	\$6,500,000	Wholesaler
Franklin Community Co-op - WTF2	Pioneer Valley	WTF2	0	75	\$47,600	Food & Beverage
Gateway City Arts / 92 Race St. LLC - EDIP STA Only	Pioneer Valley	EDIP-STA	0	3	\$445,000	Creative Economy
Gravity Switch - WTF2	Pioneer Valley	WTF2	0	6	\$1,350	Information Technology
Gulfstream Aerospace Services Corporation - EDIP	Pioneer Valley	EDIP	100	131	\$20,750,000	Manufacturing
Gulfstream Aerospace Services Corporation - Site Selection	Pioneer Valley	Site Selection	0	0	\$0	Transportation
John R Sweeney - WTF2	Pioneer Valley	WTF2	0	6	\$14,370	Professional Services
Midac Corporation - site selection	Pioneer Valley	Site Selection	15	0	\$200,000	Professional Services
National Envelope - EDIP	Pioneer Valley	EDIP	12	310	\$3,274,650	Manufacturing
National Envelope - WTF	Pioneer Valley	WTF	0	0	\$0	Manufacturing

BUSINESS NAME	REGION	SOLUTION	NEW JOBS	RETAINED JOBS	PRIVATE INVESTMENT	INDUSTRY
New England Natural Bakers - WTF2	Pioneer Valley	WTF2	0	28	\$10,550	Food & Beverage
Nortek - WTF2	Pioneer Valley	WTF2	0	18	\$15,000	Manufacturing
Notch Mechanical Constructors - WTF2	Pioneer Valley	WTF2	0	50	\$12,000	Professional Services
OMG - WTF2	Pioneer Valley	WTF2	0	39	\$49,748	Manufacturing
Package Machinery Company, Inc - EDIP-STA	Pioneer Valley	EDIP-STA	5	6	\$455,000	Manufacturing
Polymer Injection Molding - EDIP	Pioneer Valley	EDIP	23	78	\$4,606,080	Manufacturing
Poplar Hill Machine, Inc. - EDIP	Pioneer Valley	EDIP	2	10	\$1,583,631	Manufacturing
Pro Pel Plastech - FinancingMassDev2	Pioneer Valley	Financing-MassDev2	6	39	\$758,460	Recycling
Rodney Hunt Company (Rexnord Industries) - EDIP-STA	Pioneer Valley	EDIP-STA	60	221	\$6,820,000	Manufacturing
Seal Ryt Corporation - EDIP	Pioneer Valley	EDIP	12	14	\$2,346,193	Manufacturing
Seal Ryt Corporation - Site Selection	Pioneer Valley	Site Selection	0	0	\$0	Manufacturing
Sealed Air - EDIP (MRP)	Pioneer Valley	EDIP	12	63	\$443,159	Manufacturing
Sherman & Frydryk	Pioneer Valley	WTF2	0	6	\$7,035	Manufacturing
The October Company-Financing MassDev2	Pioneer Valley	Financing-MassDev2	10	145	\$3,200,000	Manufacturing
Valley Steel Stamp - MassDev2	Pioneer Valley	Financing-MassDev2	5	34	\$1,438,653	Manufacturing
Advanced Lighting & Production Services - WTF2	Southeast	WTF2	0	24	\$6,125	Professional Services
American Pride Seafoods - EDIP	Southeast	EDIP-STA	52	300	\$1,300,000	Manufacturing
Aquabotix - WTF2	Southeast	WTF2	0	10	\$12,500	Manufacturing
BFS Pharma - Financing	Southeast	MLSC Certification	10	7	\$20,000	Manufacturing
Brainin Advance Industries LLC - WTF	Southeast	WTF2	0	160	\$128,400	Manufacturing
CBM Industries - WTF2	Southeast	WTF2	0	20	\$28,000	Manufacturing
DePuy Orthopaedics, Inc. - MLSC	Southeast	MLSC2	50	0	\$1,224,300	Life Sciences
Dickinson Development Corporation-Fairhaven Mills	Southeast	MORE Jobs Program	300	0	\$10,000,000	Developer
E. A. Dion, Inc. - WTF	Southeast	WTF2	0	106	\$169,300	Manufacturing
Emond Plumbing and Heating - WTF2	Southeast	WTF2	15	110	\$97,536	Professional Services
Enterprise Equipment Co. - WTF2	Southeast	WTF2	2	30	\$34,700	Professional Services
Five Star Surgical - WTF2	Southeast	WTF2	2	35	\$72,900	Manufacturing
HTP, Inc. - WTF	Southeast	WTF	0	170	\$162,925	Manufacturing
Jacqueline Electric & Contracting - WTF2	Southeast	WTF2	0	10	\$18,250	Professional Services
MAR Seafood - EDIP	Southeast	EDIP	35	0	\$2,322,500	Manufacturing
Mid City Steel - EDIP2	Southeast	EDIP	4	30	\$3,772,590	Wholesaler
Outer Banks Equity Holdings - MGCC2	Southeast	Financing-MGCC2	0	5	\$150,000	Developer
Palmer Capital Corporation - Financing	Southeast	Financing-MassDev2	1	1	\$3,062,956	Financial Services
Randolph Engineering - WTF2	Southeast	WTF2	0	48	\$32,640	Manufacturing
Robbins Manufacturing	Southeast	WTF2	0	37	\$15,500	Manufacturing
Site Design Engineering - WTF2	Southeast	WTF2	0	4	\$1,500	Professional Services
Spectrum Lighting, Inc. - WTF	Southeast	WTF2	0	117	\$58,810	Manufacturing

**MOBD INVOLVEMENT**

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REDO Wins										
REDO	Company Name	Type of Project	Primary Services	Industry	Location	New	Retained	Private Investment	Gateway?	
1Berkshire	bGreenplastics	Expansion	Customer Service	Recycling	Adams	2		\$ 50,000.00	No	
1Berkshire	BJ's	Expansion	Permitting	Retail	Pittsfield	115		\$ 8,000,000.00	Yes	
1Berkshire	Dominion Dealer Solutions	Expansion	Site Selection	Information Technology	Pittsfield	2	15		Yes	
1Berkshire	Eastover	Expansion	Infrastructure	Lodging	Lenox	15		\$ 2,000,000.00	No	
1Berkshire	General Dynamics	Expansion	Relocation	Defense	Pittsfield	100	1166	\$ 18,000,000.00	Yes	
1Berkshire	Lymphedivivas	Relocation	Site Selection	Manufacturing	Pittsfield	5		\$ 25,000.00	Yes	
1Berkshire	MountainOne Fiancial	Expansion	Site Selection	Financial Services	Pittsfield	10	200	\$ 2,000,000.00	Yes	
1Berkshire	O.W. Landergren	Expansion	Advocacy	Manufacturing	Pittsfield	2	31	\$ 500,000.00	Yes	
Cape Cod EDC	ABC LLC	Start Up	Customer Service	Professional Services	Yarmouth	1	4		No	
Cape Cod EDC	Arts Foundation Cape Cod	Expansion	Customer Service	Creative Economy	Barnstable	1	3		Yes	
Cape Cod EDC	Cape Cod Inflatable Park	Expansion	Site Selection	Entertainment	Yarmouth	20	15		No	
Cape Cod EDC	Dexter's Inn	Start Up	Expansion	Lodging	provincetown	2	1		No	
Cape Cod EDC	Sandwich EDIC	Expansion	Customer Service	Industry not listed above	Sandwich	1	0		No	
Cape Cod EDC	Wampanoag Tribe	Expansion	Customer Service	Cultural Institution	Sandwich	1	0		No	
Cape Cod EDC	YRR.com	Start Up	Customer Service	Lodging	Sandwich	1	1		No	
EDC of Western Mass	Black Duck Ind	Start Up	Customer Service	Energy	West Brookfield	2			No	
EDC of Western Mass	Christine Dinapoli	Retention	Customer Service	Professional Services	Springfield		4		Yes	
EDC of Western Mass	Court Square Data	Expansion	Customer Service	Professional Services	Springfield		90		Yes	
EDC of Western Mass	Flo Design Sonics	Expansion	Customer Service	Manufacturing	Wilbraham	15			No	
EDC of Western Mass	Go Graphics	Expansion	Customer Service	Industry not listed above	East Longmeadow	3	9	\$ 100,000.00	No	
EDC of Western Mass	Texon	Retention	Customer Service	Manufacturing	Russell		40		No	
EDC of Western Mass	Three County Fairgrounds	Retention	Customer Service	Sporting Facilities	Northhampton		6		No	
EDC of Western Mass	U.S. Tsubaki	Expansion	Customer Service	Manufacturing	Chicopee	20	254		Yes	
EDC of Western Mass	Universal Plastics	Retention	Customer Service	Manufacturing	Holyoke		70		Yes	
Metro West 495 Partnership	E.L Harvey	Expansion	Advocacy	Recycling	Westborough		200		No	
Metro West 495 Partnership	Ian's Natural Foods	Retention	Workforce	Manufacturing	Framingham		80		No	
Metro West 495 Partnership	TJX	Expansion	Advocacy	Retail	Framingham-Marlborough	300	3200	\$ 259,500,000.00	No	
MetroSouth	Cheer Pack	Relocation	Tax Incentives	Manufacturing	West Bridgewater	75	35	\$ 23,000,000.00	No	
MetroSouth	Crown Linen Services, Inc.	Relocation	Relocation	Industry not listed above	Brockton	5	30	\$ 8,000,000.00	Yes	
MetroSouth	JoAnn Fabrics	Expansion	Workforce	Retail	Brockton	15			Yes	
MetroSouth	Montillio's Bakery	Expansion	Expansion	Food & Beverage	Brockton	1	11		Yes	
MetroSouth	NuGen Capital Management	Expansion	Infrastructure	Energy	Swansea	2		\$ 2,600,000.00	No	
MetroSouth	Plantation Products	Expansion	Expansion	Manufacturing	West Bridgewater	30	20		No	
North Central	Beemers's Restaurant	Retention	Financing	Food & Beverage	Leominster	3			Yes	
North Central	Bliss Bakery and Marketq	Start Up	Customer Service	Food & Beverage	Ayer	6		\$ 62,500.00	No	
North Central	Compassed Management	Start Up	Customer Service	Marketing	Gardner	4		\$ 60,000.00	No	
North Central	Economy Paint and Supply	Retention	Financing	Retail	Fitchburg		13		Yes	
North Central	Gray's EDS	Start Up	Customer Service	Engineering	Sterling	5		\$ 200,000.00	No	
North Central	Jitterz Café	Retention	Customer Service	Food & Beverage	Fitchburg		5		Yes	
North Central	KJ Mack	Retention	Financing	Industry not listed above	Gardner		11		No	
North Central	Linhardt & Bob's	Retention	Customer Service	Industry not listed above	Fitchburg	3			Yes	
North Central	Luxury Cuts	Start Up	Financing	Retail	Leominster	8			Yes	
North Central	N&T Contractors	Expansion	Customer Service	Industry not listed above	Clinton	6		\$ 150,000.00	No	
North Central	Ornament Central	Retention	Financing	Wholesaler	Fitchburg	3	2		Yes	
North Central	Photographx, Inc.	Expansion	Financing	Creative Economy	Leominster	1			Yes	
North Central	R & R Mechanical	Expansion	Financing	Engineering	Sterling	5		\$ 240,000.00	No	
North Central	ReStore	Start Up	Site Selection	Recycling	Leominster	5			Yes	
North Central	Savage Wire	Start Up	Customer Service	Manufacturing	Gardner	6		\$ 200,000.00	No	
North Central	Sharp Image	Relocation	Financing	Retail	Gardner	3			No	

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North Central	Steeple, Inc.	Expansion	Customer Service	Telecommunications	Westminister	1				No
North Central	United Neighbors of Cleghorn	Start Up	Financing	Education	Fitchburg	12		\$ 120,000.00		Yes
North Central	Waste Not, LLC	Expansion	Financing	Recycling	Fitchburg	3				Yes
Plymouth Regional	A-1 Builders	Expansion	Financing	Developer	Plymouth	3	6	\$ 35,000.00		No
Plymouth Regional	AeroNautica Windpower, LLC	Expansion	Financing	Energy	Plymouth		20	\$ 10,000.00		No
Plymouth Regional	Carbon Automotive, Inc.	Expansion	Financing	Transportation	Plymouth	6	8	\$ 35,000.00		No
Plymouth Regional	Compass	Retention	Tax Incentives	Retail	Plymouth	35	68	\$ 1,000,000.00		No
Plymouth Regional	Dragonfly Helicopter Services	Expansion	Financing	Transportation	Plymouth	3	15	\$ 35,000.00		No
Plymouth Regional	Falmouth Scientific	Expansion	Financing	Manufacturing	Bourne		20	\$ 10,000.00		No
Plymouth Regional	Hearth Wood Fired Bread	Start Up	Financing	Food & Beverage	Plymouth	12	12	\$ 35,000.00		No
Plymouth Regional	Home Care Plus	Expansion	Financing	Healthcare	Plymouth	17	26	\$ 35,000.00		No
Plymouth Regional	Indigo Digital, Inc.	Expansion	Financing	Professional Services	Plymouth	2	12	\$ 35,000.00		No
Plymouth Regional	International Cycling	Start Up	Financing	Transportation	Plymouth	2	3	\$ 35,000.00		No
Plymouth Regional	Island Creek Oyster	Expansion	Expansion	Industry not listed above	Duxbury	50	125	\$ 100,000.00		No
Plymouth Regional	Kevin McLaughlin, Flexo Concepts	Expansion	Financing	Manufacturing	Plymouth		20	\$ 10,000.00		No
Plymouth Regional	Lane's Potraits	Expansion	Financing	Industry not listed above	Plymouth	2	3	\$ 35,000.00		No
Plymouth Regional	Lobster Trap	Expansion	Financing	Food & Beverage	Bourne		50	\$ 10,000.00		No
Plymouth Regional	Lower PC PC Services	Expansion	Financing	Professional Services	Plymouth	2	3	\$ 35,000.00		No
Plymouth Regional	Pilgrim Power Sports	Expansion	Financing	Industry not listed above	Plymouth	7	12	\$ 35,000.00		No
Plymouth Regional	Sam Diego's East	Expansion	Financing	Food & Beverage	Plymouth	14	41	\$ 35,000.00		No
Plymouth Regional	Taighsolais, Inc.	Expansion	Financing	Healthcare	Plymouth	4	5	\$ 35,000.00		No
SouthCoast	Abby's Dog Depot	Expansion	Financing	Retail	Fall River	0	3			Yes
SouthCoast	Adagio	Start Up	Financing	Food & Beverage	Fall River	10				Yes
SouthCoast	AFC Cable Systems	Expansion	Permitting	Information Technology	New Bedford	50	450			Yes
SouthCoast	Alteris Renewables	Retention	Site Selection	Professional Services	New Bedford		7			Yes
SouthCoast	American Pride Seafoods	Retention	Tax Incentives	Manufacturing	New Bedford	200	200			Yes
SouthCoast	Aquabotix	Expansion	Financing	Manufacturing	Fall River	17	3			Yes
SouthCoast	Belmont Club	Retention	Customer Service	Food & Beverage	Fall River	0	5			Yes
SouthCoast	Book Enterprises, LLC	Expansion	Financing	Wholesaler	Fall River	9	28			Yes
SouthCoast	Braza Rotisserie	Start Up	Financing	Food & Beverage	New Bedford	8				Yes
SouthCoast	Bryce Organics	Start Up	Customer Service	Healthcare	New Bedford	1				Yes
SouthCoast	Commonwealth Soap	Expansion	Financing	Wholesaler	Fall River	12	51			Yes
SouthCoast	Con Edison Development	Expansion	Permitting	Energy	New Bedford	50				Yes
SouthCoast	Coney Dogs	Start Up	Permitting	Food & Beverage	New Bedford	2				Yes
SouthCoast	Corky Row Society, Inc.	Expansion	Financing	Food & Beverage	Fall River	0	3			Yes
SouthCoast	Crowell's Fine Art	Retention	Site Selection	Retail	New Bedford		3			Yes
SouthCoast	Drewbi Salon	Relocation	Site Selection	Industry not listed above	Fall River		5			Yes
SouthCoast	East Coast Staffing	Retention	Workforce	Staffing and Outsourcing	New Bedford	n/a	n/a			Yes
SouthCoast	EMC Technologies	Expansion	Financing	Information Technology	Fall River	4	10			Yes
SouthCoast	Facials by Grace	Expansion	Financing	Industry not listed above	Fall River	0	3			Yes
SouthCoast	Flint Armament	Start Up	Financing	Retail	Fall River	11	0			Yes
SouthCoast	HealthFirst Family Care Center, Inc.	Expansion	Financing	Healthcare	Fall River	30	75			Yes
SouthCoast	Horacio Sheet Metal	Expansion	Permitting	Industry not listed above	New Bedford	10	35			Yes
SouthCoast	J&J Pizza	Expansion	Financing	Food & Beverage	Fall River	0	46			Yes
SouthCoast	Joseph Abboud	Retention	Workforce	Manufacturing	New Bedford		200			Yes
SouthCoast	Journey Machining	Retention	Financing	Manufacturing	New Bedford		3			Yes
SouthCoast	Just Jeff Designs	Relocation	Site Selection	Manufacturing	New Bedford	25				Yes
SouthCoast	Mariner Seafood	Retention	Expansion	Manufacturing	New Bedford		30			Yes
SouthCoast	Marzilli Machine Company	Start Up	Financing	Manufacturing	Fall River	4	2			Yes

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SouthCoast	MDT Tours	Start Up	Customer Service	Creative Economy	New Bedford	30			Yes	
SouthCoast	Mickey Doyle's Inc.	Expansion	Financing	Food & Beverage	Fall River	4	3		Yes	
SouthCoast	Muse Studio	Start Up	Advocacy	Retail	New Bedford	1			Yes	
SouthCoast	New England Plastics	Expansion	Permitting	Manufacturing	New Bedford	5	50		Yes	
SouthCoast	On Stage Academy of Performing Arts	Expansion	Financing	Sporting Facilities	Fall River	3	5		Yes	
SouthCoast	Pascale Industries, Inc.	Expansion	Financing	Manufacturing	Fall River	5	51		Yes	
SouthCoast	Powder Pro	Retention	Site Selection	Manufacturing	New Bedford		5		Yes	
SouthCoast	Primecare Services	Expansion	Financing	Healthcare	Fall River	5	23		Yes	
SouthCoast	Quality Custom Packaging	Retention	Tax Incentives	Manufacturing	New Bedford	15	35		Yes	
SouthCoast	Remy's	Expansion	Site Selection	Food & Beverage	Fall River	75			Yes	
SouthCoast	RI Novelty	Relocation	Relocation	Manufacturing	Fall River	250			Yes	
SouthCoast	Rick Fleury	Relocation	Site Selection	Industry not listed above	New Bedford	3			Yes	
SouthCoast	Shea's Automotive Center	Expansion	Financing	Industry not listed above	Fall River	0	3		Yes	
SouthCoast	SK Marine Electronics	Retention	Customer Service	Professional Services	New Bedford		2		Yes	
SouthCoast	Softub	Retention	Financing	Manufacturing	New Bedford		85		Yes	
SouthCoast	Starship Enterprises-Medical	Expansion	Financing	Retail	Fall River	2	1		Yes	
SouthCoast	Sue's Auto Sales & Services	Expansion	Financing	Retail	Fall River	0	5		Yes	
SouthCoast	Sungen	Expansion	Site Selection	Industry not listed above	Fall River	2			Yes	
SouthCoast	Titcomb Brothers Mfg.	Expansion	Financing	Manufacturing	Fall River	5	10		Yes	
SouthCoast	Top Quality Seafood	Retention	Tax Incentives	Manufacturing	New Bedford		30		Yes	
SouthCoast	Under Cover NYC	Relocation	Advocacy	Manufacturing	New Bedford	5	10		Yes	
SouthCoast	USS Massachusetts Memorial Committee	Expansion	Financing	Cultural Institution	Fall River	1	34		Yes	
SouthCoast	YSI Environmental Associates	Relocation	Customer Service	Engineering	New Bedford	10			Yes	
						<b>1,843</b>	<b>7,479</b>	<b>\$ 326,367,500.00</b>	<b>75</b>	