

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 International Trade and Investment

Agency Head Kenneth Brown **Title** Executive Director

Website <http://www.mass.gov/hed/economic/eohed/moiti/>

Address Massachusetts Office of International Trade and Investment (MOITI)
Boston Fish Pier
212 Northern Avenue
East Building I, Suite 300
Boston, MA 02210

2) MISSION STATEMENT

Please include the Mission Statement for your organization below.

The Massachusetts Office of International Trade and Investment (MOITI) is the Commonwealth's primary international business development agency charged with promoting trade and investment with global partners in Massachusetts and around the world. Our office is dedicated to building successful international collaborations and partnerships essential to bringing new economic opportunities and investments to the Commonwealth. MOITI's mission is simple: strengthen the Massachusetts economy, create jobs and increase the Commonwealth's international presence.

MOITI fulfills its mission in the Commonwealth by preparing Massachusetts based companies to work in global markets, connecting Massachusetts businesses to international partners, developing an informed leadership and constituency for global trade and supporting the infrastructure needed to facilitate foreign direct investment in the Commonwealth and the export of Massachusetts goods and services to international markets.

Internationally, MOITI recruits foreign investors, connects the Commonwealth's businesses to global partners, promotes Massachusetts' innovation economy to the international market and educates foreign audiences on the strengths and advantages of Massachusetts as a premier business and investment destination.

MOITI also serves as the Commonwealth's diplomacy advisor and leverages diplomatic contacts to develop and expand international export and investment opportunities for Massachusetts companies. Through developing strategic partnerships and collaborations, the Commonwealth benefits from the international promotion of its business community and the attraction of international investment.

3) OPERATIONS AND ACCOMPLISHMENT DETAILS

Trade Missions:

Promotion of Massachusetts' innovation economy and supporting ecosystem is a key component of the Commonwealth's international economic development strategy. As the Commonwealth looks to grow jobs, expand export markets and develop further relationships for foreign direct investment, Governor Patrick has lead teams of business executives, academic leaders and senior government official on targeted economic development missions abroad. Organized through the Massachusetts Office of International Trade and Investment, the principle objective of these economic development missions is to present Massachusetts' globally competitive advantages, explore economic development and job growth opportunities for the Commonwealth, expand export markets and develop further relationships for foreign direct investment within Massachusetts' key innovation based industries.

Trade missions for FY2012 organized by MOITI include the Massachusetts - Brazil Innovation Economy Mission and the Massachusetts – Chile Innovation Economy Briefing. FY2012 also included significant follow up from trade missions undertaken earlier in the year to The United Kingdom and Israel.

Trade Shows

In order to promote the export of Massachusetts goods and services to international markets, the Massachusetts Office of International Trade and Investment assists Massachusetts based companies interested in participating in international trade shows and domestic trade shows attended by international buyers. In a trade show support, referral and informational capacity, MOITI worked with approximately 100 companies.

Trade and Export Roundtables and Seminars

In order to prepare Massachusetts companies to work in global markets and promote the export of Massachusetts goods and services abroad, the Massachusetts Office of International Trade and Investment hosts a series of trade and export roundtables and seminars. Our Doing Business Abroad

Roundtable series focuses on key target countries, bringing together senior government officials, industry experts and export service providers for a discussion on strategic market and country specific opportunities for export promotion. FY2012 MOITI hosted or co-hosted 10 different roundtables and seminars aimed at enhancing trade and exports between Massachusetts and our international partners.

International Agreements:

The Massachusetts Office of International Trade and Investment, on behalf of the Commonwealth, negotiates, administers and implements Agreements or Memoranda of Understanding with other countries, international regions or foreign development agencies. Agreements advance Massachusetts economic development priorities by strengthening international collaboration in areas of mutual interest, such as trade and investment, economic opportunity, science, technology, innovation and education. During the FY2012 MOITI developed or implemented two major international agreements: the Memorandum of Understanding on the Fields of Education, Energy and Biotechnology between the Republic of Chile and the Commonwealth of Massachusetts and the Agreement between the Government of the Commonwealth of Massachusetts and the Government of the State of Israel on Bilateral Cooperation in Industrial Research and Development.

Direct Route Development:

MOITI, in collaboration with the Massachusetts Marketing Partnership and MassPort, is working to increase the number of direct flights between Massachusetts and other global centers of activity for our key industry clusters. Following the successful establishment of direct route service with Japan, MOITI continues to work with partnering state organizations and members of the business community to establish direct route service with identified target cities.

Foreign Direct Investment and Marketing:

Committed to facilitating foreign direct investment (FDI) in the Commonwealth, the Massachusetts Office of International Trade and Investment (MOITI) acts as a partner, clearinghouse and connector for international businesses looking to locate, expand or invest in Massachusetts. Through partnering with the leading public and private economic development organizations across the Commonwealth, MOITI is able to serve as a single point of contact for international businesses and facilitate access to government and other economic development programs and resources at the local, state and federal levels. In this capacity MOITI promotes the programs and services of our partnering state agencies when hosting events abroad and when hosting foreign delegations in Massachusetts as a means to facilitate foreign direct investment within the commonwealth.

Partnership with International Diplomatic Core:

MOITI also serves as the Commonwealth's diplomacy advisor and leverages diplomatic contacts to develop and expand international export and investment opportunities for Massachusetts companies. Through developing strategic partnerships and collaborations with the Consular Corps in

Boston, the Commonwealth benefits from the international promotion of its business community and the attraction of international investment.

State Trade Export Promotion Program:

In 2011, MOITI was charged with overseeing the STEP Program, a pilot grant initiative through the Small Business Administration, authorized for three years under the Small Business Jobs Act of 2010.

The aim of the STEP Initiative is to increase the number of small businesses that are exporting and increase the value of exports for those small businesses that are currently exporting. These goals build on the President’s National Export Initiative which is working to double U.S. exports and give America a stronger competitive edge in the global market.

In its successful initial year of the STEP grant program, MOITI oversaw distribution of \$614,025 to 60 Massachusetts small businesses for use in expanding their existing export promotion programs. Activities undertaken by awarded businesses included attendance at trade shows and trade conferences, participation in trade missions, translation of marketing materials, and localization costs and services offered by the U.S. Department of Commerce, such as the Gold Key Service and more.

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? **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? **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 debit and/or equity investments programs offered by your agency in the space provided below:

NA

7) LOAN DETAILS

Is your agency involved in **real estate loans**, **working capital loans**, or any **other type of loan** or **guarantee**? **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:

NA

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:

State Trade Export Promotion Program:

In 2011, MOITI was charged with overseeing the STEP Program, a pilot grant initiative through the Small Business Administration, authorized for three years under the Small Business Jobs Act of 2010.

The aim of the STEP Initiative is to increase the number of small businesses that are exporting and increase the value of exports for those small businesses that are currently exporting. These goals build on the President's National Export Initiative which is working to double U.S. exports and give America a stronger competitive edge in the global market.

In its successful initial year of the STEP grant program, MOITI oversaw distribution of \$614,025 to 60 Massachusetts small businesses for use in expanding their existing export promotion programs.

Activities undertaken by awarded businesses included attendance at trade shows and trade

conferences, participation in trade missions, translation of marketing materials, and localization costs and services offered by the U.S. Department of Commerce, such as the Gold Key Service and more.

9) PATENTS OR PRODUCTS

Does your agency track **patents** or **products** resulting from agency-funded activities? **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:

NA

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:

NA

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. THE OFFICE OF PERFORMANCE MANAGEMENT AND OVERSIGHT WILL REVIEW REPORTS PRIOR TO FILING WITH LEGISLATURE AND POSTING TO THE WEBSITE.

ROUND 1

Aeronautica Windpower, LLC	\$10K
Alden Research Laboratory, Inc.	5000
Andover Healthcare	\$10K
Aptima	\$10K
Aware, Inc.	\$10K
Big Belly Solar	\$10K
Blade Tech Systems, Inc. Dba	10000
Flexo Concepts	
Burkart Phelan	\$10K
Atlas Devices	9800
Charlesbridge Publishing	10000
Cold Chain Technologies, Inc.	\$10000 - subtracting legal fees - \$6200
Creative Material Technologies, Ltd.	\$10K
Device Technologies	\$10K
DMT Diamond Machine Technology	9700
Draper Knitting Company DBA Draper Therapies	10000
Falmouth Scientific, Inc.	\$10K
Health Enterprises, Inc.	10000
Innovative Technology Inc.	10000
Janis Research Co. LLC	10000
Keystone Dental Inc	10000
Lavinia Borcau Skin Care	7895
Lobster Trap Co., Inc.	10000
Look At Me Designs	10000
Lytron Inc.	\$10K
Motivation Design, LLC / Interzoo	10000
National Vinyl LLC	\$5000+\$350 for second day of Gold key
OceanServer Technology, Inc.	9550
Pearson Pilings	\$10K
Pion Inc.	10000
R. Murphy Co., Inc.	\$8,700
Randolph Engineering, Inc.	10000
RPP Corporation	10000
Sirius Integrator, Inc.	4995
Suki Inc.	\$5K
Symmetric Computing	8900
Tekscan, Inc.	10000
Union Biometrica, Inc.	10000
V.H. Blackinton & Co., Inc.	\$10K

Water Analytics	5250
Wildlife Acoustics, Inc.	\$10K
McLane Research Laboratories	8750

ROUND 2

Auburn Systems, LLC	10000
Belmont Instrument Corporation	10000
Dimensional Insight, Inc.	10000
New England Shirt Co. LLC	10000
Printec USA, LLC	3400
Symmetric Computing	1100
Water Analytics	4750
Ecological Fibers Inc.	10000
NetGalley LLC	10000
Spire MeteringTechnology	10000
Warren Light Craft LLC	5517
Williamson Corp.	10000
AES Corporation	10000
Materials Systems Inc.	10000
Tomophase Corporation	10000
The Bioengineering Group, Inc.	9850
FastCap Systems	10000
Fresh Pond Ventures LLC, dba	10000
Firefly Global	10000
Kanguru Solutions	10000
TEMP-PRO Inc.	3890
Hardric Laboratories Inc	10000

Reception for Alumni & Friends of Massachusetts Colleges and Universities

10emtudo
ACCEDO
Accenture
ACESA Bioenergia S.A.
Accessory Textil
Acision
Advanced Imaging International
Akamai
Aliesh Consulting
Alma's Cupcakes
American Well Corporation
Aquamarine Communications
Araujo Almeida Sociedade de Advogados
Assessoria Empresarial
Associated Industries of Massachusetts (AIM) International Business Council
Assured Labor
Auire Acessible Technologies
Axial Capital
Axxon Group
Babson Alumni Club of Brazil
Babson College
Baker & McKenzie
Banco Itaú Unibanco
Banco Standard de Investimentos SA
BBS Business School
Bioarray Therapeutics
Biocapital
Booz & Company
Boston Financial Data Services
BRAINS@WORK CONSULTORIA & AESSORIA EMPRESARIAL
Brandeis University
Brasscom
Brazilian Institute of Environment and Renewable Natural Resources - IBAMA
Bridgewater State University
Brookfield Incorporações
BRZ
BSI Informática
BTG Pactual
BusinessBrazil International Marketing and Consulting
CAMPOS E ANTONIOLI ADVOGADOS
CAOS Focado
Cargill
Cetelem - Group BNP Paribas
CFS Partners
CG/LA Infrastructure

CIEE - Council on International Educational Exchange
Claritas Investimentos
CLP
Cognatis Inc.
Consultant in Communications
ContentCare
ConTrader Comercio Exterior
CPFL Energia S.A.
CPH HEALTH
Credit Agricole Brasil / Newedge
Cubist Pharmaceuticals
Dani Paccos Fotografias
Daniela Rodrigues
David Rockefeller Center for Latin American Studies, Harvard University
DCML
Deletra Comunicações
Deloitte
Diagnostika
DIAGNÓSTIKA
Diagnostika Labs
Digicon S.A.
Dikaios Serviços Empresariais Ltda.
EMC Corporation
Endeca
Ener5
Entregga Gestao & Investimentos
Eyeclinic Day Hospital
FastCap Systems
FESA - Executive Search
Financial Investimentos
fotofeliz/Libro Buch und Fotoprodukte GmbH
Foz do Brasil (Odebrecht's group)
GE Healthcare
GENES
Global Atlantic
GMO LLC
Government of State of Sao Paulo
Grupo Ibmecc Educacional S/A
Habitassul
Hach Latin America
Harmonix
Harmonix Music System
Harvard Business School Club of Brazil
Harvard Medical School Club of Brazil
Harvard University Club of Brazil
HAYS
HBS

Heat Trace Products, LLC
Hospital Albert Einstein
HSBC
HSBC Global Asset Management - Brazil
ICF International
Ind Met Irene Ltda
inobox tec.
Instituto Oceanografico Universidade de Sao Paulo
IOUSP
J.P. Morgan
Jones, inc.
Jornalist
Kolplast
Kronos Incorporated
Liberty Seguros
LM Invest
LNA (Real Estate development)
Logit Engenharia Consultoria
MA Clean Energy Center
MA Life Sciences Center
MA Technology Collaborative
Mackinsey
MACP
Madico, Inc.
Mass Technology Leadership Council
Massachusetts Biotechnology Council
Massachusetts Clean Energy Center
Massachusetts Institute of Technology
Massachusetts Life Sciences Center
MassChallenge
MBA Empresarial
Microsoft Corporation
MIT
mob376.com
Monitor Group
MTC's Innovation Institute
MTC's John Adams Innovation Institute
Museum of Fine Arts
MYdrap Brasil
Nano Terra
Natixis Global Asset Management
New Venture Academy
Nina Bruni
Odebrecht TransPort
olook.com.br
Oracle
Ortiz Gaming

OVERCHINA CONSULTORIA
Pakko Produtos para Embalagens
Patologia Cardoso de Almeida
Performa Investimentos
Petra Energia S.A.
PK Clean
PL Engenheiros Associados
Planetek Environment Solution
PMC Biotec
Portal Commerce & Logistics, LLC
Pragma Patrimonio
Progressive Business Leaders Network
Propel Investimentos
Prudential Real Estate
PwC
Revitech
Rodrigues Netto Advogados Associados
Rubens Barbosa & Associados Ltda
Sabin Laboratorios
SalomaoZoppi Diagnósticos
Samba Sustainable Transportation
Sangari Group
Santander Universities
SanteCorp
Secretaria do Trabalho do Governo de Sao Paulo
Servtec Energia
Setor Dois e Meio Ltda
Sieh Associados
Sovereign Bank and Banco Santander
Standard Bank
State Street Corporation
Stefanini IT Solutions
SubwayLink
System Marketing
TecTrain Consultoria
Telefonica
The Boston Consulting Group
The Monitor Group
THE SMC GROUP
Thomson Reuters
Tribunal Regional do Trabalho
Tru Corporation
U.P.Mackenzie
U.S. Consulate
UMass Dartmouth Alumni
Unitas Consultoria e Empreendimentos
Universidade de Sao Paulo

University of Massachusetts
University of Massachusetts Dartmouth
Urban Strategy America Fund, L.P.
US Consulate / US. Commercial Service
US Consulate General
USP
VBI Real Estate
VerenaVentures
WebForce Networks
Wego
Woods Hole Oceanographic Institution
Worcester Polytechnic Institute

The Massachusetts-Brazil Innovation Economy Forum 2011

A.T. Kearney Consultoria de Gestão Empresarial Ltda.
ABESCO
ABIAD / CBDL
Abimed
ABRAGEF
AC Energia
ação engenharia e instalações
ACG Business Partners
Achiles Cavallo Advogados Associados
Aix Mundi Ambiental Ltda.
Akamai
AKION Group
ALLTRADERS
AM Patentes
Amcham
Amcham / DuPont
Amcham Brasil
American Well Corporation
Anjos do Brasil
Associated Industries of Massachusetts (AIM) International Business Council
Asterisco Consultoria
Avis - Software Development
Baker McKenzie
Banco Bradesco
Banco Itau Unibanco
Banco Santander
Banco Santander (Brasil) S.A.
Baumer S.A.
BB Asset Management
BB DTVM
BFRE
Bioarray Therapeutics

Biominas Brasil
Biosensor Ind. Com. Ltda
BIOSIM
BMC
BONINO Consultoria
Booz & Company
Bossa Nova Investimentos
Boston Financial Data Services
BR SOLAR
Braga&Carvalho Advogados
BRAiN
Brandeis University
Braskem
Bridge Brazil
Bridgewater State University
Brookfield Asset Management
Brookfield Brasil
Burrill & Co.
BusinessBrazil International Marketing and Consulting
Caiena
Candex do Brasil Ltda
CARDONE Consulting
Catenon
CDI Global
CEAL
Cebrap / USP
Centria Capital Partners
Centro de Inovação, Empreendedorismo e Tecnologia - Cietec
CIEE - Council on International Educational Exchange
CIETEC
CITS
CLAPBio
Coelho & Gavioli
COFECON
Cogen
Co-link
Construtivo.com
Consultant in Communications
Consultoria Independente
ContentCare
Conyers Dill & Pearman
COPPEL
Correia da Silva Advogados
CPFL Energia S.A.
CPFL Renováveis
cripion biotecnologia Ltda.
Cubist Pharmaceuticals

CUSTOM COMÉRCIO INTERNACIONAL LTDA.
David Rockefeller Center for Latin American Studies, Harvard University
De Bernt
DEAL BRAZIL TRADE & INVESTMENT
Deloitte Touche Tohmatsu
Directa Auditores
Directa PKF Auditores
DMBranco Healthcare Investments & Advisory
DMC Equipamentos
E.ai
Easy Drive
EDP Brasil
Elieber Internet
EMC Corporation
EMS S/A
Enable Education
Endeca
Enlaces Consulting
Enterprise Florida
ENVIRON
eotex/pmc biotec brazil
EPG Consultores Associados
EXCEDA
ExceedAmericas
FACAMP/UNICAMP
FastCap Systems
FATEP
FDC
Federal University of Sao Carlos - UFSCar
FIESP
FingerTips
FITEC
FRAM Capital
Fundação André Tosello
Fundo Pitanga
Gabarito de Marketing Editorial Ltda.
Galina aquarelas (fantasia)
GDS Negocios
GE
Gemelo
General Motors Brazil
Gentros
GFT
GFT Brasil
Global Atlantic
Global Partnering MatchMakers
GMO LLC

Harmonix Music System
Harvard University
Heat Trace Products, LLC
Hospital A C Camargo
Hospital Israelita Albert Einstein
Hospital Sírio Libanês
Hunter Consulting Group
IBM
Ideiasnet S.A.
IGT - Innovative Green Technologies
IN VITRO CELLS
INDG
Informatica Corporation
Innovare Technologies Ltd.
Innoeur
INPI
INSTITUTO INOVA
Instituto Nacional da Propriedade Industrial - INPI
Instituto Oceanografico Universidade de Sao Paulo
INSTITUTO ZEROASEIS
Interbrand
Investe São Paulo
Invit
IOUSP
IPSIS S/A
IPv6 do Brasil
ITA
ITS
Johnson & Johnson
Kaffa Mobile
Keyassociados
KPMG Auditores Independentes
Kronos Incorporated
Kyrillos Advogados
L&A Construction Management Ltd
Lab. Bioquimica Inst. Butantan
Latin American Venture Capital Association
Latin Markets
Legal Adviser, AD HOC, UN
Liberty Seguros
Liberty Seguros Brasil
Linklaters
LLYN Investments
MACHADO MEYER SENDACZ E OPICE ADVOGADOS
Madico, Inc.
Magdeburg
Mass Technology Leadership Council

Massachusetts Biotechnology Council
Massachusetts Clean Energy Center
Massachusetts General Court, 1st Plymouth & Bristol District
Massachusetts Institute of Technology
Massachusetts Life Sciences Center
Massachusetts Technology Collaborative
Medical Systems Coml Ltda
Microcity
Microsoft Corporation
MJV
Museum of Fine Arts
MVX Integradora de Soluções
Nalco / EcoLab
Nano Terra
NANOCORE BIOTECNOLOGIA S.A.
Natixis Global Asset Management
Northstar Trade Finance Inc.
NOVARTIS
Now Digital Business
Np Consultig e Representação Comercial Ltda
Nuvox Ltd
Odysci, Inc.
Omikka / Sao Paulo Federal University
Open Source Center, US Consulate, Sao Paulo
Oracle
ORBIUM LTDA
PA LATINOAMERICANA
Pakko Produtos para Embalagens
Palmquest
Parati CFI SA
Particular
PayPal do Brasil
PCS - Professional Call Center Solutions
Performa Investimentos
Phadia Diagnósticos Ltda.
Phdsoft Tecnologia Ltda
PK Clean
Plastek
PMC Biotech
Polaris Industries
PricewaterhouseCoopers
Pró Genéricos Associação Brasileira das Indústrias de Medicamentos Genéricos
Proteimax
PTC
PUCRS
Qteros, Inc.
Queluz

Queluz Asset Management
R & S BLUMOS
Raves & Fagundes Advogados Associaods
rayes fagundes advogados
Reboucas
Rebouças Consultoria Tributária
Reliance Asset Management
Reobote comercio e representação ltda.
Resource
Richardson RFPD
RichardsonRFPD Inc.
Rypos do Brazil
Rypos, Inc.
Santander
Santander - Isban
Se5 Inteligencia Ambiental Ltda.
Sea & Air Broker Service and Transport
Shire
Showroo.ms
Siter Smart Software
SKY
Skysoftware
Sovereign Bank and Banco Santander
SPin Brawzil Tours
StantonChase International
State Street Corporation
Stile Comercial Ltda
Taylor White Ltd
The Boston Consulting Group Brazil
the brasil exchange ltda
TOTVS
Tribunal de Justiça do ES
Tru Corporation
U.S. Commercial Service
U.S. Consulate
U.S. DEPARTMENT OF COMMERCE
UMass Dartmouth Alumni
UNICA
UNICAMP
Unisoma SA
Universidade de Sao Paulo
University of Massachusetts
University of Massachusetts Dartmouth
UNO International Ltda.
UOLDIVEO
Urban Strategy America Fund, L.P.
US Commercial Service

US Consulate / US commercial Service
US Consulate Sao Paulo
US Department of Commerce
USP
Vila de Sintra Empreendimentos
Vision Brazil Investments
Volans
VS Empreendimentos
Werfen Medical
Where Inc.
WhiteFly
Wiikichange
Wobben Windpower /Enercon
Woods Hole Oceanographic Institution
Worcester Polytechnic Institute
WTE BRASIL
www.hoteldecor.com.br
Zero to Six Institute
Zions Training Center

Opportunities for Partnership & Collaboration between Massachusetts & Kenya

3Dimensions Health Services
Ace Medical Services
Advansa International
Aeronautica Windpower, LLC
Africans in Boston, Inc.
AFRIKPRODUCTIONTV
AfrikproductionTV
AICUM
AIM International Business Council
Altranex Energy
American Well
Ameritas Technologies
Aquion Energy
Audrey O'Hagan Architects, LLC
Avid
Beacon Strategies Group
Best Doctors Occupational Health Institute
Bluesocket
BMA Capital Management, LLC
Boston Metro Wireless
Brandeis
Chris Jackson & Associates, LLC
Compassion of Christ
Development Collaborative
DoublesXpress

Essential Capital
GSR GLOBAL CORPORATION
Healthcare Training Center of America
Heat Trace Products, LLC
Horizon International Investment Group
InsightSquared
Kelley Chunn & Associates
Kenya Diaspora Development Collaborative
Legacy, Incorporated
LoJack Corp
Mango Networks
Mass Insight
Mass Technology Leadership Council
Mass. Technology Collaborative
Massachusetts Clean Energy Center
Massachusetts Competitive Partners (MACP)
Massachusetts Life Sciences Center
Massachusetts Technology Collaborative
MassCEC
Morgan Stanley
Myriant Corporation
New England Clean Energy Foundation
Northeastern University
Novartis
OCR Capital
Ragon Institute of MGH, MIT and Harvard
Roxbury Technology
SAMRACK.COM
Samrack.com/kenya
Sarah Care of Dorchester
Shalupe Foundation
Southwest Windpower
Springstar Consulting
SPRINGSTAR CONSULTING GROUP
State Street Corporation
Sustainable Success (consulting)
The Marions International LLC
Tyco International-ADT
U.S. and Foreign Commercial Service
U.S. Commercial Service
University of Massachusetts Boston
US Department of Commerce
V.H. Blackinton & Co., Inc.
Vecna Technologies
Verde Survey Solutions, Inc.
Windstream Renewable Energy
WorldBoston

Massachusetts-Brazil Innovation Economy Mission Delegation Reunion

A.I.M.
AGN Biofuels
Akami
American Well
Avaya
Bioarray Therapeutics
Brandeis University
CleanTech Open
Cubist Pharmaceuticals
EMC Corporation
Empiriko
FastCAP Systems
Fmr Llc
Harvard Business School
Heat Trace Products
Madico
Mass Technology Leadership Council
Massachusetts Competitive Partnership
Massachusetts Institute of Technology
Massachusetts Life Sciences Center
Massachusetts Science Center
Massachusetts Technology Collaborative
Museum of Fine Arts
Nano Terra
New Boston Fund, Inc
PMC BioTec
Solomon McCown
Sovereign Bank
TRU Corporation
University of Massachusetts
Woods Hole Oceanographic Institution

Understanding the U.S. - Colombia Free Trade Agreement

AGN Biofuels
AGROGREEN BIOFUELS
AgroGreen Biofuels
Albasolar, LLC
Associated Industries of Massachusetts
BU
Ceralta Technologies, Inc.
CTI Technologies
FastCAP Systems Corporation
Integrated Energy Advisors

Invested Development
LoJack Corp
MA Office of International Trade and Investment
Mass Insight
Massachusetts Clean Energy Center
MTC's Innovation Institute
New England Marine Renewable Energy Center
V.H. Blackinton & Co., Inc.

White House Business Council Roundtable

AgroGreen Biofuels
AIM International Business Council
Cambrian Innovation Inc.
Ceralta Technologies, Inc.
Eutropics Phamraceuticals
FastCAP Systems
General Compression
Heat Trace Products, LLC
MACP
Madico, Inc.
National Fiber Technology
Thermedical

Massachusetts Global Connect

AIQO. LLC
BioLog Europe
BioWin (Health Cluster of Wallonia, Belgium)
CNM-CSIC
Craigavon Borough Council
CreaGen Biosciences, Inc
Dehaier Medical
Eudax Srl
EUROFINS OPTIMED
Fluoptics
FROED
FUMEC
GNBIF
Graphic Communication Consulting
Leiden Bio Science Park
MeReBit s.r.o.
NBEDC
PharmaChemical Ireland
Simbec Research Ltd
SouthCoast Development Partnership
UMass Dartmouth

WFIA

Massachusetts-Colombia Partnership Luncheon & Tour Aboard the ARC “GLORIA”

A.I.M.

Massachusetts Life Sciences Center
Massachusetts Technology Collaborative
Sovereign Bank

Brazil Mission

AgroGreen Biofuels
Akamai Technologies, Inc.
American Well Corporation
Associated Industries of Massachusetts (AIM) International Business Council
Avaya
Banco Santander
BIOARRAY Therapeutics
Brandeis University
Bridgewater State University
Cubist Pharmaceuticals
EMC Corporation
Endeca
FastCAP Systems
Fidelity Financial Advisor Solutions
GMO LLC
Harmonix Music System
Harvard University
Heat Trace Products, LLC
Kronos Incorporated
Madico, Inc.
Mass Technology Leadership Council
Massachusetts Biotechnology Council
Massachusetts Institute of Technology
MassChallenge
Microsoft Corporation
Museum of Fine Arts
Nano Terra
PK Clean
PMC Biotec
Progressive Business Leaders Network
Sovereign Bank
TRU Corporation
University of Massachusetts
Urban Strategy America Fund, L.P.
WHERE Inc., a Paypal Company
Woods Hole Oceanographic Institution

Worcester Polytechnic Institute

UK Mission

24M Technologies, Inc
Acme Packet
American Superconductor
Communispace
Cubist
Eduventures, Inc.
Endeca
FloDesign Wind Turbine
Flybridge Capital Partners
Free Flow Power
GlassHouse Technologies
HYM Investments
Massachusetts Competitive Partnership
Massachusetts General Hospital
Massachusetts Technology Leadership Council
MassBio
Organogenesis
Partners HealthCare
PMC BioTech
Progressive Business Leaders Network
SurfaceLogix
The Kraft Group

Israel Mission

American Well
Brandeis International Business School
Communispace
Cubist
Cubist
Draper Laboratory
Endeca
Flybridge Capital Partners
Glasshouse Technologies
Longfellow Real Estate Partners
Mass General Hospital
Massachusetts Competitive Partnership
MassBio
New England Clean Energy Council
Northbridge
Organogenesis
Partners HealthCare
Progressive Business Leaders Network

RSA Security Division of EMC
Suffolk Construction Co
SurfaceLogix
The HYM Investment Group
The Kraft Group
Wind Tech, American Superconductor