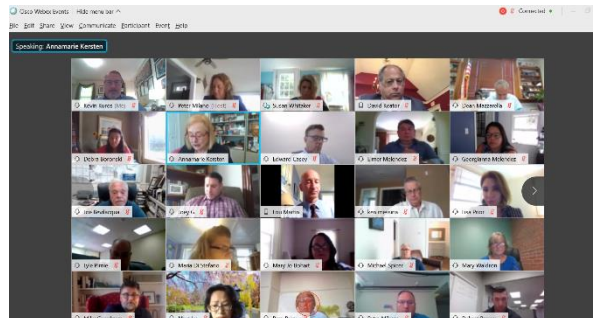




# Economic Development Incentive Program (EDIP)

## Massachusetts Office of Business Development

### Fiscal Year 2021 Annual Report





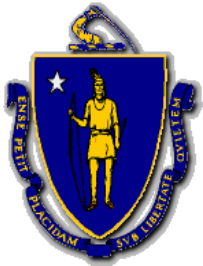
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# Letter from EDIP Director



**COMMONWEALTH OF MASSACHUSETTS  
EXECUTIVE OFFICE OF HOUSING & ECONOMIC DEVELOPMENT  
MASSACHUSETTS OFFICE OF BUSINESS DEVELOPMENT**

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**CHARLES D. BAKER**  
GOVERNOR

**KARYN POLITO**  
LIEUTENANT GOVERNOR

**MIKE KENNEALY**  
SECRETARY

September 30, 2021

Dear Governor Baker:

On behalf of the Massachusetts Office of Business Development (MOBD), we are pleased to submit the Economic Development Incentive Program (EDIP) FY 2021 Annual Report in accordance with Section 3B(c) of Chapter 23A of the Massachusetts General Laws. The Annual Report covers the Economic Assistance Coordinating Council (EACC) and the Economic Development Incentive Program from July 1, 2020 through June 30, 2021.

EDIP continues to be one of the largest job creation incentive programs in the Commonwealth. In fiscal year 2021 thirty-two (32) projects were approved across the Commonwealth with the potential to create 1,356 permanent new jobs, the retention of 2,613 jobs, and a private investment of \$678 million. In addition, six (6) Vacant Storefront Projects were approved and three (3) new Vacant Storefront Districts were created. Since the Baker-Polito Administration took office in 2015, 286 projects have received approval, leading to the potential creation of 22,265 new jobs, the retention of 40,369 existing jobs, and leveraging over \$6.4 billion in private investment. During this time period, the EACC assisted 124 manufacturers through the EDIP and has supported 126 projects in Gateway Cities. Please contact the EDIP Director, Annamarie Kersten should you have any questions.

Sincerely,

Annamarie Kersten  
Senior EDIP Director

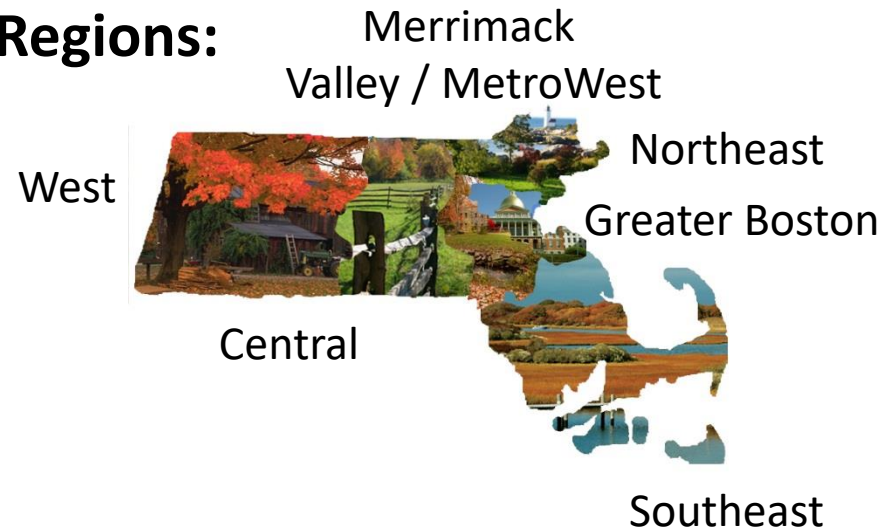


# Massachusetts Office of Business Development (MOBD)

## Mission

- Facilitate access to resources
- Promote job growth and job retention
- Stimulate private investments
- Help businesses thrive in Massachusetts

## Regions:



## Resources

- Financing
- Workforces Training
- Tax Incentives
- Export Assistance
- International Investment
- Industry Expertise
- Permitting / Regulatory
- Infrastructure Support
- Site Selection
- Business Consultation



## Fiscal Year 2021 EDIP Projects



32 Projects Approved



1,356 Jobs to be Created



2,613 Jobs to be Retained



\$678 Million in Private Investment



# Fiscal Year 2021 EDIP Projects

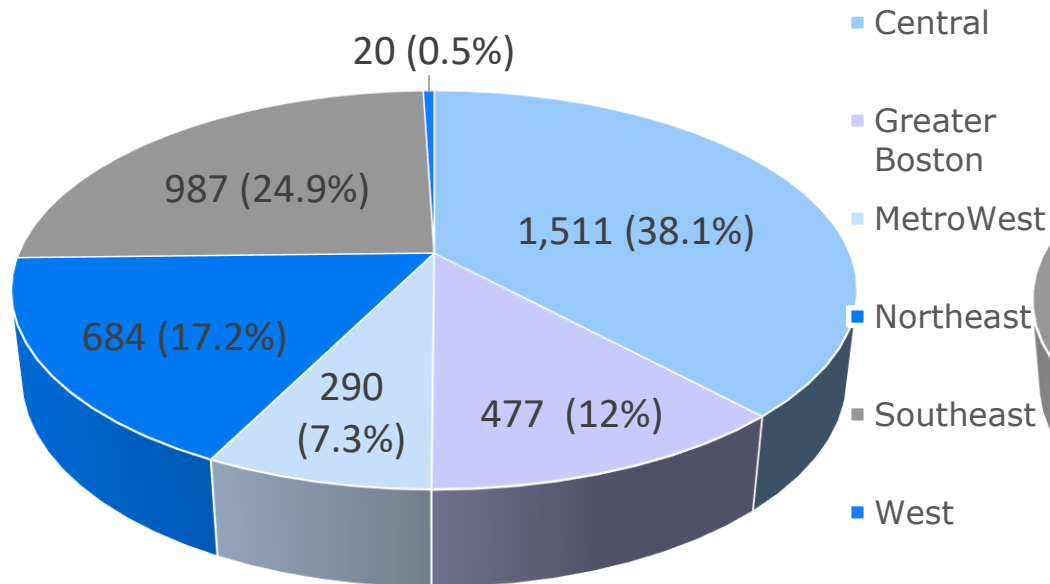
## Regional Snapshot of FY 2021 EDIP Projects

Region	Number of Projects	New Jobs	Retained Jobs	Private Investment	EDIPC* Awarded
Central	10	480	1,031	\$327,960,750	\$50,000
Greater Boston	4	102	375	\$78,000,000	\$615,000
Merrimack Valley & MetroWest	3	86	204	\$109,998,525	\$0
Northeast	6	423	261	\$87,870,00	\$134,000
Southeast	6	248	739	\$51,620,900	\$803,000
West	3	17	3	\$22,844,031	\$0
<b>Total</b>	<b>32</b>	<b>1,356</b>	<b>2,613</b>	<b>\$678,294,206</b>	<b>\$1,602,004</b>
*Lower than average total EDIPC due to more developer projects (non-job creators) and life sciences projects receiving tax credits from MLSC; EACC Board approved Local-Only incentives.					

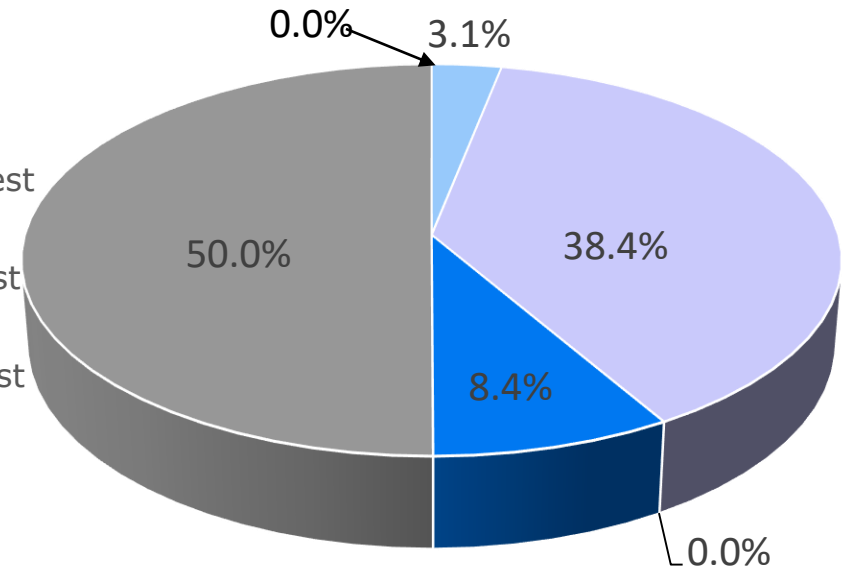


# Fiscal Year EDIP 2021 Projects

## Number of Jobs by Region



## \*EDIPC by Region

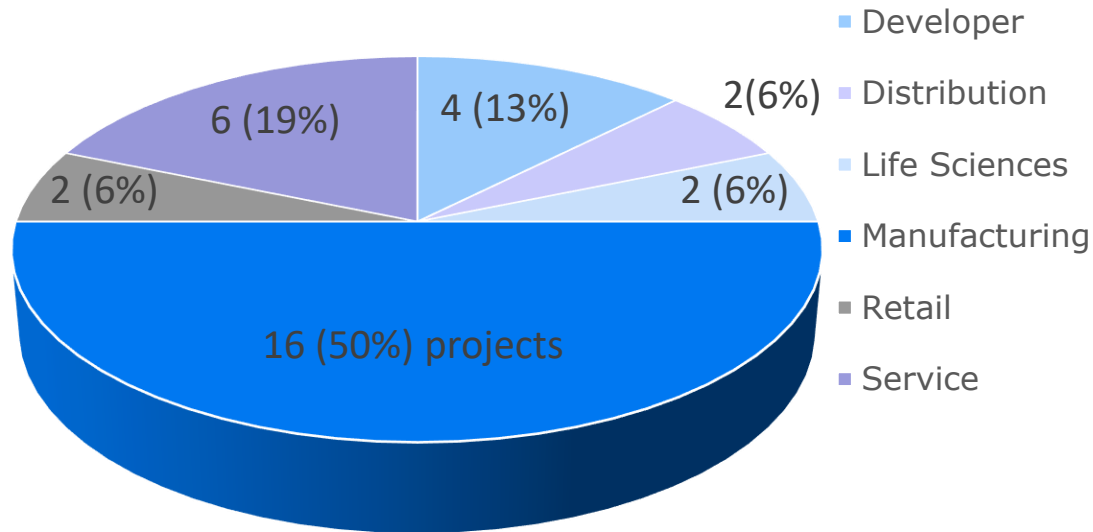


\*Economic Development Incentive Program Credits (\$)

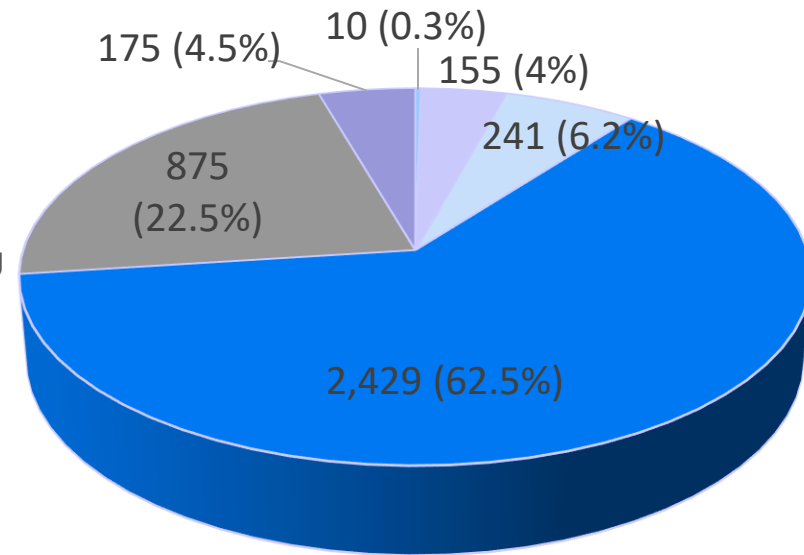


# Fiscal Year EDIP 2021 Projects

## Number of Projects by Industry



## Number of Jobs by Industry

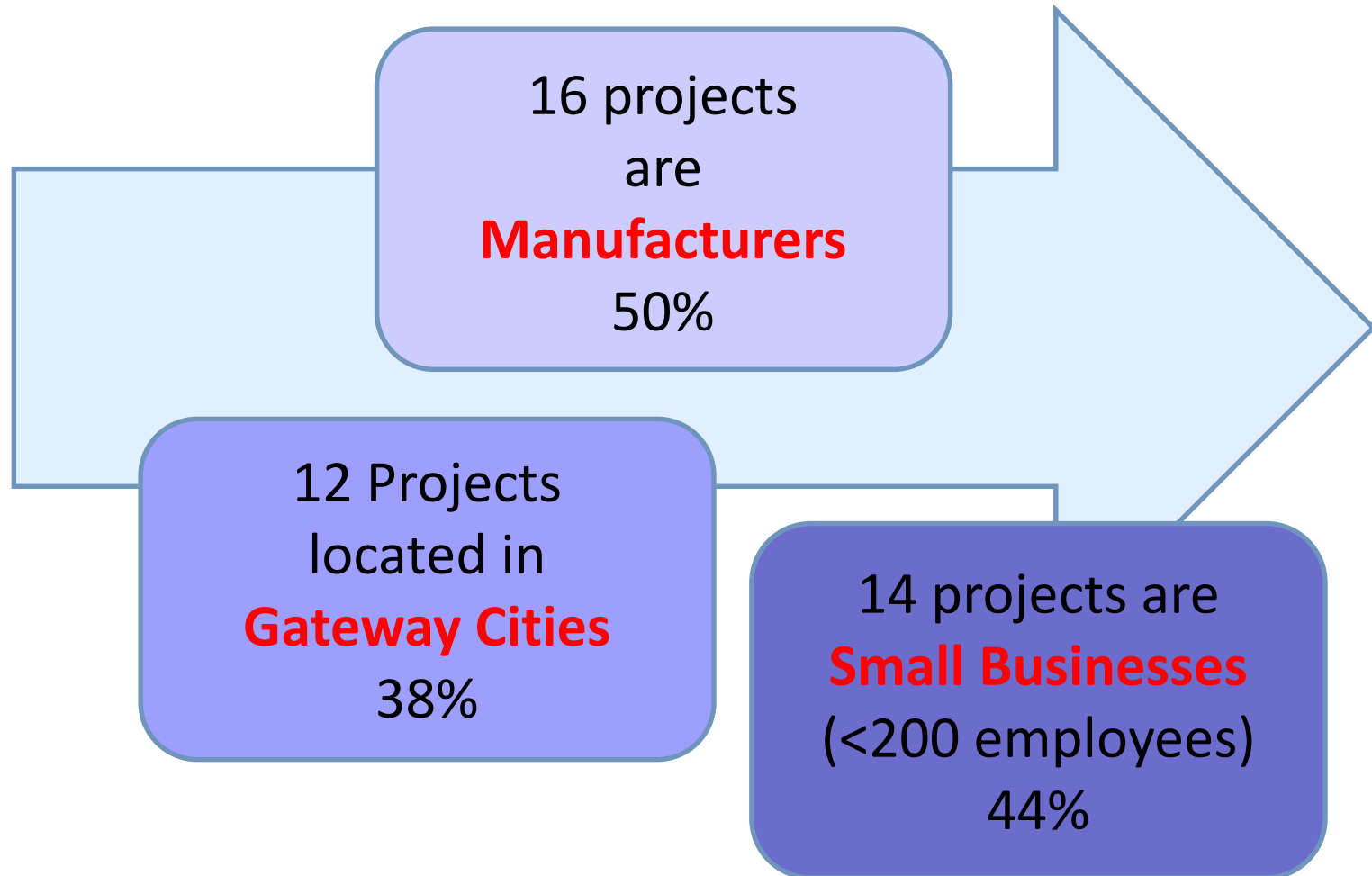






# Fiscal Year EDIP 2021 Projects

Of the 32 EDIP Projects Approved:





# FY 2021 Vacant Storefront Initiative

- Section 5 of chapter 288 of the Acts of 2018 amended the **Economic Development Incentive Program** to permit the use of EDIP tax credits to incentivize businesses to occupy vacant storefronts in downtown areas.
- In FY 2021 three (3) new **Vacant Storefront Districts (VSD)** approved:
  - Attleboro, Ware, Westborough
  - Total of sixteen (16) Vacant Storefront Districts now approved across the Commonwealth
- These Vacant Storefront Districts identified an additional 303 storefronts that have been vacant one year or longer
- Existing Vacant Storefront Districts amended applications to:
  - Add another 47 vacant storefronts that became eligible (1 year or longer vacant) to the program
  - Removed 5 storefronts that became leased or were demolished.



# FY 2021 Vacant Storefront Initiative

- In FY 2021 six (6) **Vacant Storefront Projects (VSP)** were approved;
  - **Dario's on Main** – Fitchburg (September 2020) – Fine dining Italian cuisine located across from City Hall and abutting Fitchburg State University - \$10,000
  - **Dancing Orchid Soapworks** – Marlborough (March 2021) – Handmade soaps and bath products retailer – \$5,100
  - **Little Delights Bakery** – Lowell (June 2021) – Bakery with expanded offerings like fruit baskets, delivery and dine-in - \$10,000
  - **Mike's Crunchies & Munchies** – Webster – (June 2021) – Appetizers, wraps, wings, subs, tenders, seafood and hand-tossed pizzas - \$10,000
  - **The Wine Vault 51** – Webster (June 2021) – Upscale wine bar with self-serve machines, brick oven pizzas, specialty cheeses and chocolates - \$10,000
  - **The Coop** – Westborough (June 2021) – Second locations featuring wings, barbecue, sandwiches and appetizers - \$10,000





## FY 2021 Accomplishments

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- Favorable EDIP program review conveyed to Legislature by the **Biennial Report of the Expenditure Review Commission** in March 2021 as “model structure for tax credit programs...”
- Four (4) quarterly EACC Board Meetings and one (1) EACC Board Policy Meeting were conducted virtually:
  - September 2020, December 2020, March 2021, June 2021, January 2021
- Developed and conducted a Vacant Storefront Program (VSP) webinar for Mass Municipalities - July 2020
- Panelist at Western Mass Developers Conference – October 2020
- Developed and conducted EDIP Webinar for Mass Municipalities – November 2020
- Implemented new TIF/STA review process between Counsel and municipalities



## FY 2021 Projects Turned Away

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- Thirteen (13) EDIP project applicants for state tax credits were turned away
- Of these projects, seven (7) went forward with municipal property tax relief in the form of a TIF or a STA
- Six (6) of the projects were denied both state and municipal incentives but expanded anyway
- All of the projects still went forward



## FY 2022 Goals & Initiatives

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- Work with counsel and EOHED to digitalize, scan and index 25 years of EDIP files in anticipation of EDIP office and staff relocating to McCormack Building
- Develop new TIF guidelines for municipalities, to be followed by a webinar
- Conduct municipal outreach meetings with municipal officials on Vacant Storefront Initiatives and EDIP as needed
- Continue to encourage minority-owned, women-owned, veteran-owned, and disabled-owned businesses to seek tax credits in both EDIP and Vacant Storefront Program. Explore ways to enhance tracking of key metrics associated with program participants.



# FY 2021 EDIP Projects Approved

## Central and Greater Boston Regions

Municipality	Region	Business Name	Industry	Jobs Created	Jobs Retained	Private Investment	EDIPC Award	Local Award	Estimated TIF/STA Value	Gateway
Ayer	Central	Cantania - Spagna Corp.	MFG	30	100	\$14,400,000	\$0	TIF	\$783,673	N
Devens	Central	SMC Ltd.	MFG	100	0	\$41,200,000	\$0	TIF	\$790,738	N
Devens	Central	Watson-Marlow America Manufacturing Inc.	MFG	150	0	\$53,000,000	\$0	TIF	\$1,537,115	N
Leominster	Central	Girouard Tool Corporation	MFG	5	11	\$2,811,750	\$50,000	TIF	\$32,364	Y
Lunenburg	Central	MA Greenhouse LLC	MFG	60	0	\$27,000,000	\$0	TIF	\$1,587,086	N
Marlborough	Central	BJ's Wholesale Club, Inc.	RET	0	800	\$36,000,000	\$0	TIF	\$592,419	N
Marlborough	Central	Revance Therapeutics, Inc.	Life Science	76	0	\$115,000,000	\$0	TIF	\$7,566,107	N
Norton	Central	Home Depot USA Inc.	DIS	25	0	\$11,400,000	\$0	TIF	\$784,124	N
Sturbridge	Central	Complete Cold Logistics, LLC	SER	24	0	\$22,149,000	\$0	TIF	\$1,736,526	N
Webster	Central	Goya Foods, Inc.	DIST	10	120	\$5,000,000	\$0	TIF	\$301,200	N
Avon	Greater Boston	Karas & Karas Glass Co., Inc.	SER	20	90	\$17,100,000	\$0	TIF	\$862,298	N
Brockton	Greater Boston	New Westgate Mall LLC	DEV	0	0	\$8,000,000	\$0	TIF	\$1,810,003	Y
Dedham	Greater Boston	General Dynamics Mission Systems, Inc.	MFG	82	285	\$8,900,000	\$615,000	Muni. Service Agreemt.	\$130,000	N
West Bridgewater	Greater Boston	West Bridgewater Owner LLC	DEV	0	0	\$44,000,000	\$0	TIF	\$4,413,708	N



# FY 2021 EDIP Projects Approved

## Northeast and Southeast Regions

Municipality	Region	Business Name	Industry	Jobs Created	Jobs Retained	Private Investment	EDIPC Award	Local Award	Estimated TIF/STA Value	Gateway
Gloucester	Northeast	BC Gourmet USA, Inc.	MFG	8	25	\$1,200,000	\$34,000	TIF	\$14,167	N
Gloucester	Northeast	Hefring, LLC	MFG	60	4	\$400,000	\$0	TIF	\$11,148	N
Haverhill	Northeast	Broco Oil, Inc.	MFG	15	30	\$2,800,000	\$100,000	TIF	\$3,687	Y
Haverhill	Northeast	Edwards Vacuum LLC	MFG	50	202	\$50,000,000	\$0	TIF	\$511,838	Y
Leominster	Northeast	Guardian Angels Senior Services, Inc.	SVC	40	0	\$1,470,000	\$0	TIF	\$8,436	Y
Medford	Northeast	Monogram Gourmet Foods, LLC	MFG	250	0	\$32,000,000	\$0	TIF	\$997,363	N
Fall River	Southeast	Hutchens Holdings III LLC	MFG	35	395	\$17,500,000	\$203,000	TIF	\$918,300	Y
Fall River	Southeast	Nantucket Sound Seafood, LLC	MFG	15	30	\$3,250,000	\$112,500	TIF	\$71,627	Y
New Bedford	Southeast	Eastern Fisheries, Inc.	MFG	50	275	\$13,000,000	\$375,000	STA	\$420,899	Y
New Bedford	Southeast	ServedWell New Bedford, LLC	SER	45	0	\$4,400,000	\$0	TIF	\$95,038	Y
New Bedford	Southeast	The Atlantic Red Crab Company LLC	MFG	28	39	\$2,970,900	\$112,504	STA	\$77,156	Y
North Attleboro	Southeast	H1 Lincoln, Inc. dba Majestic Honda	RET	75	0	\$10,500,000	\$0	TIF	\$115,603	N





# FY 2021 EDIP Projects Approved

## MetroWest and West Regions

Municipality	Region	Business Name	Industry	Jobs Created	Jobs Retained	Private Investment	EDIPC Award	Local Award	Estimated TIF/STA Value	Gateway
Canton	Metrowest	Emergent Biodefense Operations Lansing LLC	Life Science	46	119	\$75,000,000	\$0	STA	\$360,710	N
Concord	Metrowest	Junction Village ALF Ltd. Partnership dba Christopher Heights of Concord	SVC	30	0	\$19,998,525	\$0	TIF	\$2,065,709	N
Stoughton	Metrowest	Globe Composites Solutions, LLC, a subsidiary of ESCO Technologies, Inc.	MFG	10	85	\$15,000,000	\$0	TIF	\$861,085	N
Greenfield	West	401 Liberty Street, LLC	DEV	0	0	\$10,679,031	\$0	STA	\$613,782	N
Holyoke	West	Hotel Jess, LLC	SER	10	0	\$850,000	\$0	TIF	\$20,811	Y
Pittsfield	West	Fresh Powder LLC and Blue Chair Properties LLC	DEV	7	3	\$11,315,000	\$0	TIF	\$1,042,339	Y



# FY 2021 EACC Board Members

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## Ex Officio Members

- EOHED – Mark Fuller, co-chair
- DHCD – Louis Martin, co-chair
- MOBD – VACANT
- EOHED appointee – Mayor Brian M. Arrigo
- DCS – Brian Decelles
- DLWD – Ken Messina
- CommCorp – Christine Abrams

## Gubernatorial Appointees

- Higher Ed – Dr. Michael Goodman
- Cape & Islands – David Keator
- Central – Paul Matthews
- East – Lisa Prior
- Merrimack Valley – Joseph Bevilacqua
- Northeast – Georgianna Melendez
- Southeast – Mary Waldron
- West – Gabrielle Gould



# MOBD Contacts

---

**Peter Milano**, Senior Director, Business Development - Merrimack Valley, MetroWest  
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[peter.milano@mass.gov](mailto:peter.milano@mass.gov)

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**Joey Giovino**, EDIP Program Manager  
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[www.mass.gov/edip](http://www.mass.gov/edip)  
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**Debra Boronski**, Regional Director - West  
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**Will Crocker**, Regional Director – Southeast, Cape & Islands  
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[william.l.crocker@mass.gov](mailto:william.l.crocker@mass.gov)



# Statutory References

## EDIP Governing Statute:

**M.G.L. Chapter 23A: Section 3A-3G**

**3A: Definitions applicable to Sections 3A to 3G**

**3B: The Economic Assistance Coordinating Council**

**3C: Project proposal to create permanent FT employees; certification**

**3D: Awarding of tax credits; refundable tax credits; limitations; EDIP contract**

**3E: Municipality provided incentives; local tax incentive; TIF; STA; amendments**

**3F: Reports to be filed, material noncompliance, revocation of project certification**

**3G: Designation of ETAs, EOAs, criteria; foreign trade zones**

## EDIP Regulations:

**402 Code of Massachusetts Regulations 2.00**

## EDIP Reformation Statutes:

**Chapter 166 of the Acts of 2009**

Reforms to M.G.L. Chapter 23A effective January 1, 2010

**Chapter 240 of the Acts of 2010: Sections 15 - 23**

Reforms to M.G.L. Chapter 23A Sections 3A & 3F effective January 1, 2010

**Chapter 287 of the Acts of 2014**

Reforms to M.G.L. Chapter 23A effective July 1, 2014

**Chapter 219 of the Acts of 2016**

Reforms to M.G.L. Chapter 23A effective January 1, 2017

**Chapter 228 of the Acts of 2018: Sections 5, 12, 16**

Reforms to M.G.L. Chapter 23A effective January 1, 2019

## EDIP Investment Tax Credit Statutes:

**M.G.L. Chapter 62: Section 6(g)**

Taxation of Incomes

**M.G.L. Chapter 63: Section 38N**

Taxation of Corporations: Economic Development Incentive Program; Tax Credit for Certified Projects

**M.G.L. Chapter 63: Section 31A**

Taxation of Corporations: Investment Credit for Certain Corporations; Limitations

## Abandoned Building Renovation Deduction Statute:

**M.G.L. Chapter 63: Section 38O**

**M.G.L. Chapter 62: Section 3(B)(a)(10)**

## Department of Revenue Releases on the EDIP Investment Tax Credit for Certified Projects Approved January 1, 2010 onward:

**Note: Guidance may be superseded or applicable to prior versions of the EDIP statute.**

**Department of Revenue Technical Information Release 10-1**

Economic Development Incentive Program Credit

**Department of Revenue Technical Information Release 10-15**

Certain Local Property Tax, Personal Income Tax, Corporate Excise, and Tax

Administration Changes in "An Act Relative to Economic Development Reorganization"

**Department of Revenue Technical Information Release 16-15**

Tax Provisions Included in "An Act relative to job Creation and Workforce Development"

## Regulations applicable to prior version of EDIP statute:

**Department of Revenue Releases on the Economic Opportunity Area Credit for Certified Projects Approved Prior to January 1, 2010:**

**830 Code of Massachusetts Regulations 63.38 N.1**

Regulations and calculation of Economic Opportunity Area Credit

**Department of Revenue Division of Local Services: Informational Guideline Release No. 94-201**

Property Tax Exemptions to Promote Economic Development

**Department Of Revenue Directive 09-4**

Effect that the Expiration of a Project's Certification has on the Economic Opportunity Area Credit

## Local Tax Increment Financing Statutes, Regulations and Guidance:

**M.G.L. Chapter 40: Section 59**

Powers and Duties of Cities and Towns: Tax Increment Financing Plan

**MGL Chapter 59: Section 5, Paragraph 51**

Assessment of Local Taxes: Property; Exemptions

**Department of Revenue Informational Guideline Release 19-13**

Property Tax Exemptions To Promote Economic Development, Affordable Housing, Workforce Housing, And Manufacturing Workforce Development