



# Office of Performance Management Oversight (OPMO)

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**Massachusetts Office of Business  
Development (MOBD)**  
FY2020 Report



# Agency Mission

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- **Mission:** MOBD's mission is to strengthen the economy of Massachusetts by promoting job growth and retention, specifically with the EDIP program which is designed for eligible businesses that seek to relocate or expand their operations in Massachusetts; and by facilitating access to resources and helping businesses thrive in the state.
- **Contribution to Partnerships for Growth:** Actively engage with businesses, business partners, and municipalities on a weekly basis to assist in facilitation of state resources.



# Agency Goals

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- **Agency Goal 1:** In addition to Economic Development Incentive Program tax credit projects, MOBD connects businesses directly to relevant resources or to organizations who could potentially help businesses to grow.
- **Agency Target for Goal 1:** Assist and close 120 businesses/opportunities in the fiscal year.
- **Results of Goal 1:** Closed a total of 208 opportunities in FY20, of which 103 were successfully assisted.
- **Agency Goal 2:** Continue to build a pipeline of opportunities.
- **Agency Target for Goal 2:** Create at least 70 new opportunities in fiscal year and close at least 50% of total opportunities.
- **Results of Goal 2:** Created 268 opportunities, of which 138 closed and 130 projects are still open.



# Agency Goals

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- **Agency Goal 3:** Effectively strengthen partnerships with quasi-public agency, Mass Growth Capital Corp (MGCC), and other quasi-publics to provide technical assistance across all regions of Massachusetts.
- **Agency Target for Goal 3:** Assist 2,000 businesses
- **Results of Goal 3:** MGCC provided services to 4,041 entrepreneurs and small businesses in FY20, creating 1,429 jobs and retaining 2,907.
- **Agency Goal 4:** Stay engaged with REDOs, chambers, and others to provide technical assistance across all regions of Massachusetts.
- **Agency Target for Goal 4:** Assist 125 small businesses.
- **Results of Goal 4:** Total of 576 small businesses were assisted by REDOs, of which 84 had MOBD's involvement



# Agency Goals

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- **Agency Goal 5:** Collaborate with key partners to better facilitate economic development efforts.
- **Agency Target for Goal 5:** Host or cohost at least 4 events, and team members to hold office hours around the state.
- **Results of Goal 5:** MOBD team has held 35 days of office hours in collaboration with municipalities and business partners. Due to COVID, from March to June the team has conducted over 300 webinars, representing MOBD/EOHED in dispersing information regarding business closures and openings, employment issues, and any financial assistance available for businesses.

# Economic Development Incentive Program (EDIP)



- **Program Description:** EDIP is a tax incentive program designed to foster job creation and stimulate business growth throughout the Commonwealth.
- **Program Budget:** \$20,000,000 (in tax credits)
- **Partnerships for Growth Goal Alignment:** Business
- **COVID – 19 Response:** All meetings now held virtually until pandemic ends.
- **Fiscal Year Goal 1:** Support municipalities and potential eligible businesses that want to expand or relocate in the Commonwealth.
- **Fiscal Year Target 1:** Create 70 opportunities
- **Results of Goal 1:** Total 87 tax credit opportunities were created in FY20; closed 45 and 42 are open.
- **Fiscal Year Goal 2:** Conduct information sessions for municipalities on regulatory changes or as requested and when new staff comes on board.
- **Fiscal Year Target 2:** At least 6 sessions conducted.
- **Results of Goal 2:** 5 sessions were conducted with municipalities on regulatory changes and the Vacant Storefront Program. Due to COVID, some meetings were rescheduled for next year.

# Regional Economic Development Organizations (REDO) Grant Program

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- **Program Description:** The REDO grant supports regional economic development organizations as they work to support the business community and promote significant clusters. The grant supports regionally-based efforts to stimulate, encourage, facilitate and nurture economic growth and prosperity in the Commonwealth including, but not limited to, the identification of regional competitive strengths, challenges and opportunities, regional cluster development strategies, the development of long-range regional workforce skills pipelines in collaboration with workforce and education partners, transportation and land use planning, and support of existing small businesses and downtown districts, and other systems-based activities related to the growth and retention of existing businesses and the attraction of new businesses into the Commonwealth.
- **Program Budget:** \$1,000,000
- **Partnerships for Growth Goal Alignment:** Businesses and Communities
- **COVID – 19 Response:** N/A

# Regional Economic Development Organizations (REDO) Grant Program

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- **Fiscal Year Goal 1:** Provide support to regional and/or local businesses from regulatory to site search to financing.
- **Fiscal Year Target 1:** Assist 100 small businesses
- **Results of Goal 1:** Total of 576 small businesses assisted by REDOs, of which 84 had MOBD's involvement
- **Fiscal Year Goal 2:** Host or co-host events, workshops in supporting the entrepreneurs and businesses.
- **Fiscal Year Target 2:** 250 total
- **Results of Goal 2:** Participated in 511 workshops, fairs, forums, tours (not including all the meetings and other events)





# Manufacturing Matching Grant (SBANE)

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- **Program Description:** SBANE's Manufacturing Matching Grant Program, formerly known as Lay-off Aversion program. The program helps Massachusetts -based manufacturing companies hire 3rd party consultants for projects needed to improve the company's bottom line or assist as they undergo a business transition.
- **Program Budget:** \$250,000
- **Partnerships for Growth Goal Alignment:** Business
- **COVID – 19 Response:** N/A
- **Fiscal Year Goal 1:** Support the award recipients in projects to increase their payroll.
- **Fiscal Year Target 1:** Increase the number of recipients to 40 or more.
- **Results of Goal 1:** Awarded 47 companies, total of payroll \$143.3 million
- **Fiscal Year Goal 2:** Support the companies in job creation and retention.
- **Fiscal Year Target 2:** Use 20 or more consultants based in MA.
- **Results of Goal 2:** 35 consultants in MA were used.



# Worcester Biotech

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- **Program Description:** For the operation and maintenance of the Massachusetts Biotechnology Research Institute for the commercialization of new, academic-based research and development and raising the scientific awareness of the communities of the Commonwealth. Also, work to increase diversity in the fields of life sciences and biotechnology in the Commonwealth; will work across the continuum to recruit and prepare high school and adult students for careers in STEM; to support and graduate greater numbers of diverse college students engaged in STEM fields; and to assist foreign-born adult students with STEM backgrounds with entry into the workforce.
- **Program Budget:** \$750,000
- **Partnerships for Growth Goal Alignment:** Business
- **COVID – 19 Response:** N/A



# Worcester Biotech

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- **Fiscal Year Goal 1:** Support the operation of three lab facilities in Worcester.
- **Fiscal Year Target 1:** At least 90% occupancy
- **Results of Goal 1:** Full occupancy. Another facility was open in May 2020 with 14 businesses.
- **Fiscal Year Goal 2:** Partnership with educational institutions on the diversity initiative to build a diverse workforce for STEM.
- **Fiscal Year Target 2:** 100 students and 100 adults enroll in the program
- **Results of Goal 2:** A total of 3,011 people (2,590 high school and college students, 421 adult learners and faculty) were impacted by the universities' engagement initiatives in STEM majors. 2,047 people completed the program with 2,595 credits earned.



# Commonwealth Zoo

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- **Program Description:** Funding for the operation of the Commonwealth Zoological Corporation pursuant to Chapter 92B of the General Laws. Capital line for Zoo New England - Funding will be used for capital improvements, upgrades, upkeep, purchases of equipment, and management of all zoo facilities
- **Program Budget:** \$4,600,000 operating and \$3,000,000 capital
- **Partnerships for Growth Goal Alignment:** Business, Community
- **COVID – 19 Response:** In compliance with state and federal guidelines as of March 2020.
- **Fiscal Year Goal 1:** Promote attendance or membership
- **Fiscal Year Target 1:** Increase 5% in attendance/membership
- **Results of Goal 1:** Due to the outbreak of the coronavirus and the close of nonessential businesses by the Governor's order in March, the admission revenue was down by 14% (\$4.4mil to \$3.7mil), attendance down 25%, and membership down by 30%.



# Commonwealth Zoo

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- **Fiscal Year Goal 2:** Increase education programs with schools and communities
- **Fiscal Year Target 2:** Increase school programs and/or school field trips by at least 10%.
- **Results of Goal 2:** Due to the closure in March of both the zoos and the schools, school group attendance dropped significantly from FY19. All programs including overnights, school programs, tours, and the June weeks of summer camp programs at both zoos were cancelled. Some educational programs were moved to virtual classrooms and were able to reach approximately 1,500 students.



# Microlending

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- **Program Description:** The Microlending Program seeks to spur job creation across the Commonwealth, support entrepreneurship and small business growth, and build community wealth, by lowering the barriers to capital access faced by small businesses.
- **Program Budget:** \$500,000
- **Partnerships for Growth Goal Alignment:** Business
- **COVID – 19 Response:** N/A
- **Fiscal Year Goal 1:** Provide loans to small businesses
- **Fiscal Year Target 1:** 70 small businesses
- **Results of Goal 1:** 67 loans were made to small businesses. Shy of target due to COVID.
- **Fiscal Year Goal 2:** Grow and retain jobs through lending
- **Fiscal Year Target 2:** Create and retain at least 200 jobs
- **Results of Goal 2:** 348 jobs were created/retained through microlending.



# Community Development Finance Institutions

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- **Program Description:** Capital item under HED. Funding is for CDFI federal matching.
- **Program Budget:** \$250,000
- **Partnerships for Growth Goal Alignment:** Business
- **COVID – 19 Response:** N/A
- **Fiscal Year Goal 1:** Provide loans to small businesses
- **Fiscal Year Target 1:** At least 70 small businesses
- **Results of Goal 1:** 49 loans were made. The low number was due to COVID in the last two quarters.
- **Fiscal Year Goal 2:** Grow and retain jobs through lending
- **Fiscal Year Target 2:** Create and retain at least 200 jobs
- **Results of Goal 2:** 204 jobs were created/retained.