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OFFICE OF PERFORMANCE MANAGEMENT AND OVERSIGHT

Massachusetts Office of International Trade and Investment

Annual Report for 2017 Fiscal Year

The Massachusetts Office of International Trade and Investment (MOITI) Fiscal Year 2017 Annual Plan complies with the requirements of the Office of Performance Management Oversight created by Chapter 240 of the Acts of 2010 – An Act Relative to Economic Development Reorganization. It includes goals set for the year and the performance metrics to evaluate goals, programs, and initiatives.

AGENCY OVERVIEW

The Massachusetts (MA) Office of International Trade and Investment (MOITI) promotes commerce with global partners in MA and around the world. Our office builds successful international partnerships that create economic development and investment. MOITI recruits foreign investors by promoting the strengths of MA as a premier business and investment destination. We, in coordination with other state and federal agencies, prepare MA-based companies to work in global markets, including the export of goods and services, primarily through administering the annual State Trade Expansion Program (STEP) Grants. MOITI is the Commonwealth's diplomacy advisor, welcoming to MA foreign government officials and businesses interested in diplomacy, economic opportunities and investments.

Annual Budget

STEP FY 2016 Grant Budget - \$672,637

NOTE: The SBA STEP FY 2016 runs from October 1, 2016 – September 30, 2017

NOTE: Budget consists of SBA provided funds in the amount of \$504,478 and MA matching funds of \$168,159.

NOTE: The SBA has its own audit requirements that MOITI complies with.

FY2017 REPORT DETAILS

Strategy	Measurement(s)	Outcome(s)
<ul style="list-style-type: none">Administer FY 2016 STEP Program for MA-based Small Businesses.	<ul style="list-style-type: none">Host two international trade showsConduct export trainingProvide stipends, up to \$10,000 each, to 55 small businesses.	<ul style="list-style-type: none">With SBA permission, cancelled trade shows and transferred funds to small business stipends.Training was provided by the MA Export CenterStipends

		<ul style="list-style-type: none">○ 80 proposals○ 70 awards○ 3 withdrawals• Companies self-reporting approximately \$16 million in sales. Several companies reported multi-million sales orders.
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Contacts

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State Trade Expansion Program (STEP) grant Year 5

#	STEP Client Business Name	City/Town	Description of Activity (including location)	Paid/Federal	Paid/State	Paid/Total
1	Add On Data	Wilmington	Health Achieve Conf Delegation in Toronto	\$1,125	\$375	\$1,500
2	Advanced Radiation Therapy	Tyngsborough	HES Trdade mission India	\$2,783	\$928	\$3,710
3	Advanced Silicon Group	Lincoln	EUPVSEC Exhibition Amsterdam, Holland	\$7,500	\$2,500	\$10,000
4	Aimtek, Inc.	Auburn	Paris Airshow Exhibition	\$7,500	\$2,500	\$10,000
5	Andover Healthcare	Andover	Vienna Austria Distributor meeting	\$7,500	\$2,500	\$10,000
6	Aquabotix	Fall River	Agriculture Canada Exhibit	\$3,412	\$1,138	\$4,550
7	Artaic	Boston	Turket Build Exhibition Istanbul	\$7,500	\$2,500	\$10,000
8	Arteriocyte - Compass	Hopkinton	Arab Health- Dubai, UAE	\$6,964	\$2,321	\$9,285
9	Atlas Devices, Inc.	Boston	DSEI Exhibit London, UK	\$7,500	\$2,500	\$10,000
10	Auburn Systems	Danvers	QAL Certification from TUV Rheinland	\$7,500	\$2,500	\$10,000
11	AvCarb LLC	Lowell	World Smart Energy Exhibit Japan, Germany	\$5,287	\$1,763	\$7,050
12	Axsun Technologies	Billerica	Aquaphotonics Japan, Germany	\$7,500	\$2,500	\$10,000
13	BAV Corporation	Sharon	Doroga Trade Show	\$7,500	\$2,500	\$10,000
14	Bio-Signal Group	Acton	European Academy of Nuerology-Amsterdam	\$7,500	\$2,500	\$10,000
15	Blade Tech Systems DBA Flexo Concepts	Plymouth	2017 Label Expo Europe Tradeshow Germany	\$7,500	\$2,500	\$10,000
16	Boston Centerless	Woburn	MEDTEC China Exhibition Shanghai, China	\$7,500	\$2,500	\$10,000
17	Brownell Boatstands	Mattapoisett	METS Trade Show Amsterdam	\$2,532	\$844	\$3,377
18	Burkart Phelan	Shirley	Translation web design	\$814	\$271	\$1,085
19	Busek Co., Inc.	Natick	iCube Exhibition Cambrideg, UK	\$7,500	\$2,500	\$10,000
20	Can-Am Machinery, Inc.	Fitchburg	Paper Vietnam Trade Show	\$7,500	\$2,500	\$10,000
21	CeAn Sports	Orleans		\$7,500	\$2,500	\$10,000
22	Consolidated Machine Corp, DBA Consolidated Sterilizer Systems	Allston	Canadian Registration number	\$6,975	\$2,325	\$9,300
23	CPS Technologies	Norton	PCIM Europe Nuremberg,Germany	\$3,139	\$1,047	\$4,186
24	Darmann Abrasives	Clinton		\$6,898	\$2,299	\$9,197
25	Device Technologies	Southborough	Aircraft Interiors Exposition Hamburg, Germany	\$6,409	\$2,136	\$8,545
26	Dimensional Insight	Burlington		\$7,500	\$2,500	\$10,000
27	eRPortal Software, Inc	Springfield		\$6,187	\$2,063	\$8,250
28	Etometry, Inc.	Allston	Congress of Pediatric Cardiolog Spain	\$7,110	\$2,370	\$9,480
29	Excel Dryer	Longmeadow	ARC Forum Latin America	\$7,125	\$2,375	\$9,500
30	Falmouth Scientific	Catumet	Ocean Business 2017 Southampton, UK	\$7,500	\$2,501	\$10,000
31	Freight Farms	Boston	EU market,translation, marketing for show	\$7,500	\$2,500	\$10,000
32	Fresh Pond Ventures, DBA Firefly Global	Belmont	Arab Health- Dubai, MEDICA,Germany	\$7,500	\$2,500	\$10,000
33	Hassay Savage	Turners Falls	EMO Exhibition Hannover,Germany	\$7,500	\$2,500	\$10,000
34	Headwall Photonics	Bolton	GEO Business London, Gold Key, Taiwan	\$4,173	\$1,391	\$5,564
35	High Technology, Inc.	Walpole	MEDICA Trade Booth	\$7,108	\$2,369	\$9,477
36	Inert Corporation	Amesbury	TCT Show Exhibit Birmingham UK	\$7,500	\$2,500	\$10,000
37	Iontera, DBA Patchology	Dedham	Bologna Fiere Trade Show	\$7,500	\$2,500	\$10,000
38	Janis Research	Woburn	EUCAS 2017 Trade show Geneva, Switzerland	\$7,275	\$2,425	\$9,700
41	Lenco Industries	Pittsfield	IntSafety Expo Trade show, Dubai, UAE	\$7,500	\$2,500	\$10,000
42	Magnetic Technologies	Oxford	Drintec Int'l Trade show Munchen,Germany	\$7,500	\$2,500	\$10,000
43	Magnolia Optical Technologies	Woburn	Product localozation, translation	\$7,500	\$2,500	\$10,000
44	McLane Research Laboratories	Falmouth	Ocean Business 2017 Southampton, UK	\$7,500	\$2,500	\$10,000
45	Metamagnetics, Inc.	Canton	EW Trade show London,England	\$7,500	\$2,500	\$10,000
46	Optim, LLC	Sturbridge	Security and Counter Terror Expo	\$7,500	\$2,500	\$10,000

47	Parlee Cycles	Beverly	Int'l Bicycle Trade Expo Germany	\$7,500	\$2,500	\$10,000
48	Precision Digital Corporation	Hopkinton	Agency approval certifications, translation	\$7,498	\$2,499	\$9,997
49	Protonex Technology Corporation	Southborough	CANSEC Booth Ottawa, Canada	\$7,500	\$2,500	\$10,000
50	Pulpdent Corporation	Watertown	Koelnmesse trade show Cologne, Germany	\$7,500	\$2,500	\$10,000
51	Randolph Engineering	Randolph	MIDO trade show (Italy),OPTI trade Germany)	\$7,500	\$2,500	\$10,000
52	Rexa, Inc	West Bridgewater		\$7,500	\$2,500	\$10,000
54	Riverdale Mills	Northbridge	Bournemouth Trade Show Aberdeen	\$7,500	\$2,500	\$10,000
55	Sjogren Industries	Worcester	Fastner Trade Show Germany, Wire Trade Japan	\$7,500	\$2,500	\$10,000
56	SolarOne Solutions	Needham	Exhibit in Doha, Qatar, Saudia Arabia	\$5,655	\$1,885	\$7,540
57	Sturtevent, Inc	Hanover	Pharma Congress Trade Show (Germany)	\$7,500	\$2,500	\$10,000
58	Traveler's Supply	Chicopee	Translation (France, Spain, Portugal	\$7,500	\$2,501	\$10,000
59	Troy Industries	Springfield	IDEX Exhibition UAE, IWA 2017 Germany	\$7,500	\$2,500	\$10,000
60	Union Biometrica	Holliston	Zebrafish Show Germany, Canadian	\$7,500	\$2,501	\$10,000
61	Water Analytics	Andover	WATEC Exhibition Tel Aviv, Israel	\$7,500	\$2,500	\$10,000
62	Wildfish LLC, DBA Red's Best	Boston	China Fisheries and Seafood Tradeshow	\$7,500	\$2,500	\$10,000
63	Wildlife Acoustics	Maynard	Berlin Bat Expo- Int'l Mammalogy Australia	\$7,500	\$2,500	\$10,000
64	Windward Trading Group	Brockton	Italy translation,Central American Gold Key	\$4,857	\$1,619	\$6,476
65	Massachusetts Export Center/UMASS	Boston	STEP Grant Training	\$0	\$14,000	\$14,000
				Total	Total	Total
				\$410,824	\$150,945	\$561,769