

# OFFICE OF PERFORMANCE MANAGEMENT AND OVERSIGHT

## Reporting Entity Fiscal Year 2018 Annual Report

### Reporting Agency Overview

#### Reporting Agency Name

Massachusetts Office of International Trade and Investment

#### General Description

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

#### Agency Mission

- Grow Export
- Increase international Investment
- Increase Massachusetts' International Presence

#### Agency Budget funded by the Commonwealth of Massachusetts

\$166,667.00

#### Agency Total Budget (*including Commonwealth of Massachusetts funding*)

\$666,667.00

#### Agency Budget funded by the Commonwealth of Massachusetts *Expended*

\$126,987 as of December 20, 2018, which will be very close to the final figure.

# PROGRAM & INITIATIVES

## Program / Initiative Information

### Program / Initiative #1

Name

Massachusetts State Trade Expansion Program

Program Citation (Legislation) - if applicable

Legislation Website Link - if applicable

Bill Item Number - if applicable

Program / Initiative Website Link - if one exists

[http://www.mass.gov/hed/economic/eohed/Massachusetts Office of International Trade and Investment/exporting/](http://www.mass.gov/hed/economic/eohed/Massachusetts%20Office%20of%20International%20Trade%20and%20Investment/exporting/)

Description of Program / Initiative

Massachusetts Office of International Trade and Investment is dedicated to helping Massachusetts companies increase their export potential and grow globally. Through strategic partnerships, the Massachusetts Office of International Trade and Investment acts as a facilitator for companies seeking to expand their international presence, helping them meet their export promotion goals. Support for exporters provided by the Massachusetts Office of International Trade and Investment include programs and events hosted across the Commonwealth and organizing trade shows and missions for Massachusetts businesses. The Massachusetts Office of International Trade and Investment, in collaboration with the Massachusetts Small Business Development Center Network and the Massachusetts Export Center is the state's designated agency to administer the annual Small Business Administrations's State Trade Expansion Program.

Fiscal Year 2018 Line Item Number (##### - #####) - if applicable

Fiscal Year 2018 Budget

\$666,667.00

Total Fiscal Year 2018 Budget expended

\$462,949 spent as of December 20, 2018, which will be very close to the final figure.

Total Budget (Total \$, including other sources)

\$666,667.00

Details of additional funding sources

Budget consists of \$500,000 from the Small Business Administration with a required one-third match from Massachusetts of \$166,667.

**OUTCOMES OF GOALS LISTED WITHIN AGENCY'S FISCAL YEAR 2018  
OFFICE OF PERFORMANCE MANAGEMENT & OVERSIGHT ANNUAL PLAN**

**Goal:** Massachusetts Going Global

Opportunities for All Category:  Business  Citizens  Communities

Relevant Program(s) & Initiative(s)	Metrics	Completed?	Results -or- Reason why not complete
<ul style="list-style-type: none"> <li>• Administer the STEP Program for MA-based Small Businesses. Total grant amount is for approximately \$667,000.</li> <li>• Support private sector entities with organizing trade shows</li> </ul>	<ul style="list-style-type: none"> <li>• Host one international trade show and provide stipends, up to \$12,000 each, to 40 small businesses.</li> <li>• Track requests received</li> </ul>	No	<p>The Massachusetts Office of International Trade and Investment did not organize Trade show in 2018 due to time restricted. The Massachusetts Office of International Trade and Investment, instead, transferred its trade show money to companies as stipends. A total of 58 companies received stipends up to \$12,000 in support of their export activities. The Massachusetts Office of International Trade and Investment advised several companies with guidelines in organizing their trade show to achieve maximum value.</p>

**INVESTMENTS AND GRANTS AWARDED OR PROVIDED BY THE AGENCY  
DURING FISCAL YEAR 2018**

**Award Overview**

Name of Award Program - or - Investment	Name of Recipient	Description of Award or Investment	Amount (if applicable)	Municipality of Recipient
State Trade Expansion Program	Adaptive Surface Technologies	GreenTech Green Marine Show Vancouver, BC	Award \$12,000 Spent \$4,206.12	Cambridge
State Trade Expansion Program	Aimtek, Inc.	Singapore Air Show 2018	Award \$12,000 Spent \$6,060	Auburn
State Trade Expansion Program	Aquabotix Technology Corp	Oceanology Trade Show	Award \$12,000 Spent \$0	Fall River
State Trade Expansion Program	Artaic	Canton Fair, April 2018	Award \$12,000 Spent \$0	Boston
State Trade Expansion Program	Arteriocyte, Inc.	Cellular Therapy, Canada, China	Award \$12,000 Spent \$0	Hopkinton
State Trade Expansion Program	Arteriocyte, Inc. d/b/a Compass Biomedical	Cellular Therapy, Canada, China	Award \$12,000 Spent \$7,336.10	Hopkinton

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State Trade Expansion Program	Atlas Devices	Security, defense, and rescue, Saudi Arabia	Award \$12,000 Spent \$12,000	Boston
State Trade Expansion Program	AvCarb, LLC	International Flow Battery Forum, EU	Award \$5,000 Spent \$5,000	Lowell
State Trade Expansion Program	Axsun Technologies, Inc.	Additive Materials Europe, Amsterdam, Shanghai	Award \$12,000 Spent \$12,000	Billerica
State Trade Expansion Program	BAV Corporation	Doroga Trade Show, Moscow, Russia	Award \$12,000 Spent \$12,000	Walpole
State Trade Expansion Program	BEE International, Inc	Pharmaceutical, food industries, Korea, Germany	Award \$12,000 Spent \$700	South Easton
State Trade Expansion Program	Black-I Robotics, Inc.	Designed, develop, manufactures, Uk, India, Singapore	Award \$12,000 Spent \$0	Tyngsboro
State Trade Expansion Program	Blade Tech Systems, Inc	Corrugated Board Manufacturers Conf. China	Award \$12,000 Spent \$12,000	Plymouth

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State Trade Expansion Program	Boston Centerless Inc.	Manufactures & distributes precision titanium, Vietnam	Award \$12,000 Spent \$0	Woburn
State Trade Expansion Program	Broomfield Laboratories Inc.	Elektro Moscow Exhibit, CWIEME Berlin booth	Award \$12,000 Spent \$12,000	Bolton
State Trade Expansion Program	Brownell Boat Stands, Inc.	METS Trade Show Amsterdam, Netherlands	Award \$6,210 Spent \$6,210	Mattapoisett
State Trade Expansion Program	Busek Co., Inc.	EU Space Agency Symposium	Award \$10,500 Spent \$10,301.56	Natick
State Trade Expansion Program	Consolidated Sterilizer Systems	Research labs, biotech, Canada, Costa Rica, Asia	Award \$8,000 Spent \$975	Boston
State Trade Expansion Program	Darmann Abrasive Products	Grindtech, Germany, Taiwan	Award \$12,000 Spent \$7,461.66	Clinton
State Trade Expansion Program	Dimensional Insight	Business intelligence solutions, Finland, Norway, China	Award \$12,000 Spent \$12,000	Burlington

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State Trade Expansion Program	Durrige Company, Inc.	Geohazards Research Symposium, Germany, Tokyo	Award \$10,500 Spent \$0	Billerica
State Trade Expansion Program	Ecological Fibers, Inc.	Book, packaging, security document, Italy, Germany	Award \$12,000 Spent \$12,000	Lunenburg
State Trade Expansion Program	Econocorp Inc.	Cartoning, case packing, equipment, Asia, Africa, EU	Award \$12,000 Spent \$12,000	Randolph
State Trade Expansion Program	Falmouth Scientific, Inc	Oceanology Trade Show	Award \$12,000 Spent \$12,000	
State Trade Expansion Program	Freight Farms, Inc.	Physical and digital solutions, Canada, Europe	Award \$12,000 Spent \$0	Boston
State Trade Expansion Program	Fresh Pond Ventures	Medical, Germany	Award \$12,000 Spent \$12,000	Belmont
State Trade Expansion Program	Giner, ELX, Inc.	Hanover, Canada	Award \$7,800 Spent \$7,800	Newton



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State Trade Expansion Program	Guardair Corporation	CE Certification, GaLaBau, Germany	Award \$12,000 Spent \$6,476.89	Chicopee
State Trade Expansion Program	High Technology, Inc.	Medica, Germany, MedLab, UAE, Singapore	Award \$12,000 Spent \$12,000	Walpole
State Trade Expansion Program	Image Diagnostics, Inc.	Medical equipments, Europe	Award \$12,000 Spent \$12,000	Fitchburg
State Trade Expansion Program	Janis Research Company, LLC	EU trade journal advertising, France, Germany	Award \$12,000 Spent \$12,000	Woburn
State Trade Expansion Program	KBMO Diagnostics	Medical diagnostics, Mexico, UK and China	Award \$10,427 Spent \$10,427	Hopedale
State Trade Expansion Program	Kulae Yoga, LLC	ISPO, Germany, EU trade advertising	Award \$7,000 Spent \$0	Hanover
State Trade Expansion Program	Lenco Industries, Inc.	Armored security vehicles for police agencies, Oman	Award \$12,000 Spent \$12,000	Pittsfield

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State Trade Expansion Program	Lynx System Developers, Inc	Mexico, Canada, Asia	Award \$12,000 Spent \$12,000	Haverhill
State Trade Expansion Program	Magnolia Optical Technologies	Literature and technical manual translation, India	Award \$7,000 Spent \$7,000	Woburn
State Trade Expansion Program	McLane Research Laboratories	New Instrument Developments, Canada, UK	Award \$12,000 Spent \$12,000	East Falmouth
State Trade Expansion Program	N-Vision Optics, LLC	Milipol, France, IWA Outdoor classics, Germany, Asia	Award \$12,000 Spent \$12,000	Needham
State Trade Expansion Program	Optim LLC	UAE, Italy	Award \$12,000 Spent \$12,000	Sturbridge
State Trade Expansion Program	Parlee Cycles	Carbon fiber bicycles Korea, Asia, EU, Australia	Award \$12,000 Spent \$12,000	Beverly
State Trade Expansion Program	Parsagen Diagnostics, Inc.	FMF World Congress, EU, Russia, Scotland	Award \$12,000 Spent \$0	Allston

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State Trade Expansion Program	Paxeramed Corp.	Gold key Africa & E.EU, Pan Arab show, Egypt	Award \$12,000 Spent \$12,000	Newton
State Trade Expansion Program	Phoenix Diagnostics, Inc.	Vitro diagnostic products, French, Spanish	Award \$12,000 Spent \$8,000	Natick
State Trade Expansion Program	Protonex Technology Corp	Czech Republic, UK, Singapore	Award \$12,000 Spent \$0	Southborough
State Trade Expansion Program	Randolph Engineering, Inc.	SILMO, France, OPTI, Germany, MIDO, Italy	Award \$12,000 Spent \$12,000	Randolph
State Trade Expansion Program	REXA, Inc.	Neitherlands, Thailand	Award \$12,000 Spent \$12,000	West Bridgewater
State Trade Expansion Program	RHM International LLC.	CIGRE Exhibition Paris, France	Award \$12,000 Spent \$12,000	Brookline
State Trade Expansion Program	Riptide Autonomous Solutions LLC	Unmanned Underwater Vehicles, UK, EU	Award \$12,000 Spent \$12,000	Pembroke

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State Trade Expansion Program	Riverdale Mills	Fish & workboat Canada, Ireland, UK, Africa	Award \$12,000 Spent \$12,000	Northbridge
State Trade Expansion Program	Rocheleau Tool & Die Co., Inc.	Plastimagen, Mexico	Award \$12,000 Spent \$12,000	Fitchburg
State Trade Expansion Program	SolarOne Solutions, Inc.	Gold keys in Oman and Columbia, Saudi show	Award \$12,000 Spent \$11,995	Needham
State Trade Expansion Program	Trajectory LLC	Open Book Industry Conference Exhibition	Award \$12,000 Spent \$0	Marblehead
State Trade Expansion Program	Traveler's Supply	Global Business Traveler Exhibit, Toronto, Canada	Award \$12,000 Spent \$12,000	West Springfield
State Trade Expansion Program	Troy Industries, Inc.	Gold key services in Poland, India, Argentina	Award \$12,000 Spent \$0	West Springfield
State Trade Expansion Program	Union Biometrica, Inc.	Fish Med Conf. Poland, French, Italy, Spain	Award \$12,000 Spent \$12,000	Holliston

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State Trade Expansion Program	Wildlife Acoustics	Australia BAT conference, Wildlife Research Symposium (Berlin), Scottish Bat Conference, International Ornithological Congress (Vancouver, BC), EcoAcoustic Congres (Brisbane, Australia)	Award \$12,000 Spent \$12,000	Maynard
State Trade Expansion Program	Massachusetts Export Center	STEP Training	Award \$15,000 Spent \$15,000	Boston

TECHNICAL ASSISTANCE PROVIDED BY THE AGENCY  
DURING FISCAL YEAR 2018

**Overview**

Not Applicable

LOANS, REAL ESTATE LOANS, WORKING CAPITAL LOANS AND GUARANTEES  
APPROVED BY THE AGENCY IN FISCAL YEAR 2018

**Overview**

Not Applicable

## OTHER FINANCIAL ASSISTANCE PROVIDED

### Overview

Not Applicable



PATENTS & PRODUCTS RESULTING FROM AGENCY-FUNDED ACTIVITIES

Name of Recipient

Not Applicable



**OFFICE OF PERFORMANCE MANAGEMENT AND OVERSIGHT**  
**POINT OF CONTACTS**

**Point of Contact for Head of Agency**

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