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Massachusetts Alliance for Economic Development

June 2007

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## Ambassador A-List New Products & Funding

**Woburn**-based **Luminus Devices**, a firm that develops and manufactures light sources for a variety of applications, has received a **\$2.5 million** development loan from the **Massachusetts Development Finance Agency's** Emergency Technology Fund. Luminus plans to use these funds to create **300 new jobs** in the state over the next five years. The firm has already added **175 jobs** in the area within the past four years.

**Quantech Services Inc.**, a **Bedford**-based business consulting services firm, won two military contracts that are expected to earn approximately **\$50 million** for the company over five years. Quantech will be responsible for *Electronic Systems Center Professional Acquisition Support Services* and *Indefinite Delivery/Indefinite Quantity* for the **U.S. Air Force**.

**Wenham**-based **Mullen Advertising** renewed its contract with the **U.S. Department of Defense** for the *Joint Advertising, Market Research and Studies* program. The contract is estimated to be valued at up to **\$50 million** for one year.

**SpaceClaim Corp.**, a 3D mechanical design company located in **Concord**, received **\$13.5 million** in second round funding, led by **Waltham's North Bridge Venture Partners** and **Kodiak Venture Partners**. The funds will primarily be used for product development in addition to an expansion of global marketing and sales.

**RatePoint Inc.**, the **Westwood** online customer feedback firm, acquired **\$6.5 million** in round one funding, which will be used to spur product development. This round of financial support was led by long-time investors **Westwood**-based **Prism VentureWorks** and **Boston's .406 Ventures**.

## Expanding in Massachusetts

**Marlborough**-based **Xcellerex Inc.** has renewed its lease with **Davis Marcus Partners, Inc.** and will expand its corporate headquarters by about **21,000 square feet**. The company now occupies 60,885 square feet at 150-170 Lock Dr. The building is a mix of office, manufacturing, and research and development space.

**Organogenesis Inc.**, a leader in regenerative medicine, announced plans to expand its **Canton** headquarters and to build further research, development and manufacturing facilities within the state. The firm expects to add **300 new highly-skilled jobs** and expand its facilities to **250,000 SF**. The expansion is a direct response to Governor Patrick's **\$1 billion** life science initiative unveiled at the BIO 2007 convention.

**Cambridge**-based **Metabolix Inc.** will be opening a new **14,000 SF** office in **Lowell**. Metabolix, a bioscience company that specializes in making biodegradable plastic products, will continue to use laboratories at **UMass-Lowell** for research and development.

**Endeca Technologies Inc.**, a **Cambridge**-based search access software firm, revealed plans to add more than **100 new jobs**, after announcing substantial first-quarter earnings growth. The company intends to fill the majority of these openings locally.

**Unistress**, a manufacturer of concrete components, has begun its expansion to a new **22,100 SF** space in **Pittsfield's** Stanley Business Park. Through a collaboration with the city, **MassDevelopment**, the **Pittsfield Economic Development Authority**, the **Pittsfield Economic Redevelopment Agency** and other organizations, the firm plans to add **40 new jobs**, new manufacturing technology and wireless communication between its two facilities. The firm will maintain its original facility, which is also located in Pittsfield.

## Ambassadors @ Work

Massachusetts leaders in medical technology were featured at the **Medical Design & Manufacturing East 2007** conference which took place in **New York** from June 2-5. Exhibitors included **Agawam**-based **Microtest Laboratories Inc.**, which presented the findings of a **\$7.5 million** capital improvement program. Also presenting was **David Vogel**, the founder and president of **Norwood's Intertech Engineering Associates, Inc.**

Starting July 1, **Northwest Airlines** will be offering a daily non-stop flight from **Bradley International Airport** (BDL) in Hartford, CT to **Amsterdam** – the airport's first trans-Atlantic flight. Amsterdam offers connections to over **80 destinations** throughout Europe, the Middle East, Africa, and India. The **Western Massachusetts Economic Development Council** is planning numerous events and presentations surrounding the inaugural flight to encourage Dutch businesses to invest in the area. BDL is easily accessible by **Springfield** and serves much of **Western Massachusetts**. As reported by the Bradley International pressroom, the airport contributes **\$4 billion** in economic activity to neighboring areas, including **18,000 full-time jobs**.

### MA Ranks Third for Most Productive State

According to a recent report by the **U.S. Department of Commerce**, **Massachusetts** ranks third in the nation for **productivity**, at **\$46,700** in goods and services produced annually per person. Massachusetts' economic growth in 2006 outpaced the other New England states and posted a 1.9 point increase to **2.9 percent** over last year's figures. To read the full report [click here](#).

### Massachusetts Makes the Grade

Massachusetts ranked **second** in the nation as a "**Smartest State**" based on indicators from reference book **Education State Rankings 2006-2007**, published by **Morgan Quitno**. These factors include results from proficiency tests in reading, writing, and math, high school freshman graduation rates, teacher-student ratios, and average class sizes by state. To see how other states ranked [click here](#).

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MAED is a private, non-profit partnership of business industry leaders and government dedicated to the economic growth of the Commonwealth.