



Massachusetts Alliance for Economic Development

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Ambassador A-List New Products & Funding

Expanding in Massachusetts

West Bridgewater-based SeraCare Life Sciences Inc. won a seven year, **\$23.7 million** contract from the **National Institutes of Health**. The company, a manufacturer and provider of biological products and services, has entered into a contract with the **National Institute of Allergy and Infectious Diseases Division of AIDS**. SeraCare will provide management and oversight of disease-study specimens.

Aspen Technologies Inc., a process manufacturing software company, plans to relocate from Cambridge to **Burlington**. The company chose to relocate to the tech belt in an effort to meet new hiring and recruitment goals as the company continues to grow. Aspen hopes that the modern facility will attract the most talented employees in the business and sustain the growth of the company.

Raytheon Integrated Defense Systems (IDS), a defense contractor in **Tewksbury**, secured a **\$150 million** engineering contract with the **U.S. Army**. The contract calls for the company to upgrade the hardware of the Patriot missile fire units, which includes radar, control systems, and launchers. Raytheon IDS is a business unit of **Waltham-based Raytheon Co.**

Cambridge-based GreatPoint Energy Inc. plans to build a new manufacturing plant and research and development center in **Somerset**. The new plant will cost **\$25 million** and is expected to create **100 new jobs**. The facility should take about a year to construct, and will be used to demonstrate Great Point's technology as a cost-effective way to convert coal into bluegas, the company's natural gas product.

Lowell-based Konarka Technologies Inc. secured **\$45 million** in its latest round of funding. The company, which manufactures photovoltaic plastics for solar energy systems, will receive most of its funding from **Mackenzie Financial Corp.** and **Good Energies**. Konarka will use this round of funding to develop new materials for consumer, commercial, and electronic applications.

WMR BioMedical Inc., a medical device company, plans to relocate and expand its headquarters. The company is moving from a 7,500 square foot space in Cambridge, to a **27,000+ square foot** facility in **Watertown**. WMR BioMedical utilizes its expertise in organic chemistry, biophysics, and nanotechnology to develop new medical devices.

E Ink Corp., a **Cambridge-based** provider of electronic paper display technologies, raised **\$16 million** in Series B funding. The investors include **FA Technology Ventures**, **Special Situations Funds**, and **Hearst Communications**. The company has secured a total of **\$130 million** in VC funding since its founding in 1997.

Norwell-based BioEnergy International LLC, a developer of renewable fuels and chemicals, has launched a new research center in **Woburn**. The new center, totaling **11,000 square feet** will provide the company's base for researching bio-fuels, polymers, and specialty chemicals from renewable resources. BioEnergy reports that it also plans to open two corn-based ethanol production facilities.

Cambridge-based BBN Technologies has received a **\$10.8 million** contract with the **U.S. Air Force**. The hi-tech provider of research and development services is to develop a wireless communications infrastructure for the military. The work is a part of the Air Force Research Laboratory's Wireless Network Development (WAND) program.

Second Wind Inc., a wind-energy technology maker, will open a new manufacturing plant in **Somerville**. The company's headquarters will remain on Summer Street, while the new plant will be located on Dana Street. The new facility will support the recent launch of the company's Triton sonic wind profiler. The company, which currently employs 30 workers, produces 15 percent of all turbines worldwide.

Xcellerex Inc., a bioprocess development and manufacturing company located in **Marlborough**, raised **\$31 million** in third round venture financing. The round of funding was led by **VantagePoint Venture Partners**, who was joined by **Caufield**, **Byers**, and **SSG Investments**. Xcellerex plans to

New Bedford-based Vectrix Corporation has relocated its product development to a larger space in New Bedford. The new facility is **65,000 square feet**, and employs **30 workers**.

use the funding to further develop its manufacturing system and bioreactors, which are used in the production of biotherapeutics and vaccines.

The company's old facilities were approximately 42,000 square feet. This Rhode Island company makes two-wheel zero-emission vehicles.

Ambassadors @ Work

Team New England had another successful showing at **CoreNet Global Summit** with members of the **Massachusetts Business Resource Team** marketing the assets of the Commonwealth. The conference, which was held in **Atlanta**, attracted real estate decision-makers and location advisors from around the country. Team New England's representatives from the Massachusetts Business Resource Team hosted a **VIP Reception with over 40 attendees**. Attendees included representatives from **CB Richard Ellis Consulting, Coca-Cola Enterprises, McKesson Corporation, Mohr Partners, Siemens Real Estate, United Technologies Realty**, and **WDG Consulting**.

Also on the tradeshow front, **Massachusetts** was represented at the **OEM** event in **Boston** by the **Massachusetts Business Resource Team**. This show is New England's major design and manufacturing event for the electronic and medical industries.

Women-led Companies Lead in Economic Growth

A recent study found that women-led businesses in Massachusetts are strong engines of economic growth. The study titled, "The Top Woman-Led Businesses in Massachusetts: 2006 Results," notes that over 60 percent of the state's woman-led firms grew by more than 5 percent in 2006, in contrast to the statewide average for all firms of 3.3 percent. The study was done by [Babson College](#) and the [Commonwealth Institute](#), a Boston-based nonprofit organization founded by women entrepreneurs.

Massachusetts Named in Top-five Innovative States

The **Ewing Marion Kauffman Foundation** released a survey on intellectual property creation that placed Mass. in the top-five states as measured by international patent applications. The other states that made the cut are Delaware, Minnesota, California, and Connecticut. The foundation based the rankings on the total percentage of applications filed per 100,000 workers in 1998 and 2006. Massachusetts tied with Minnesota for second place, with **79%** of workers applying for patents. [Click here](#) to read the full report.

If you have information for this newsletter, contact Joey Giovino at 781.489.6262 or jgiovino@massecon.com

Massachusetts Alliance for Economic Development (MAED)

892 Worcester Street . Wellesley, MA 02482 . 781.489.6262 . 781.489.6263 (fax) . www.massecon.com

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