



In Brief



Ambassadors Update

March 2011

Expanding in MA

Epizyme Inc., which develops cancer therapies, will relocate its corporate headquarters within **Cambridge**. The life sciences company has leased **18,396 SF**, more than doubling the size of its previous location. Epizyme is the first tenant signed by **BioMed Realty Trust** at 325 Vassar St. since the building's redevelopment as a Universal Flex Lab building. Click [HERE](#) to read more.

American Seafood Exchange was chosen by Boston officials from a group of five bidders to redevelop two vacant warehouses on city-owned property at 3 Dolphin Way in the city's Innovation District. American Seafood Exchange plans to build a **350,000 SF** facility that would **employ up to 1,500** people. The proposed **\$68.9M** seafood processing and distribution center would include cold storage and packing operations as well as a public seafood auction and a public viewing station along the Harborwalk. Click [HERE](#) to read more.

Vbrick Systems, Inc. opened a research and development hub in **Woburn**, employing **10 engineers with plans to hire 20 more** in 2011. The Wallingford, Conn. company makes a form of DVR (digital video recorder) for the enterprise which acts as an internal content delivery network for the distribution of and management of video feeds. The Woburn office will focus on developing new media management software and user interfaces that will work in conjunction with Vbrick's current DVR hardware. Click [HERE](#) to read more.

Lonza Biologics, the **Hopkinton**-based life sciences company, has completed the expansion of its custom manufacturing facility. Aided by **\$2.7M** in grants from MassWorks Infrastructure Program and supported by Senator Karen Spilka, the project executed a sewer connection between Milford and Hopkinton that has not only allowed Lonza to expand its facilities but has paved the way for future economic expansion in the area. The grants were initially anticipated to add at least 102 jobs to the region but Lonza has exceeded this, **adding 128 jobs** to date. Click [HERE](#) to read

Ambassador A-List, New Products & Funding

Boston Micromachines of Cambridge has signed a Phase 1 contract worth \$100,000 with NASA's Small Business Innovation Research Program (SBIR) for the advancement of space-based imaging research. The project is expected to lead to the development of high-resolution deformable mirrors appropriate for space-based operation. Click [HERE](#) to read more.

Harvest Power announced **\$51.7M** in Series B financing. The **Waltham**-based company is focused on the production of renewable energy and fertilizer products from organic waste. Harvest has also broken ground on a commercial-scale high solids anaerobic digestion facility at a site near Vancouver. Click [HERE](#) to read more.

BIOCIUS Life Sciences, a **Wakefield**-based maker of spectrometry devices, has been acquired by **Agilent Technologies Inc.** of California. Agilent is a measurement company focused on chemical analysis, life sciences, and electronic measurement. Financial terms for the deal were not disclosed. All 25 BIOCIUS employees have joined Agilent's staff. Agilent and BIOCIUS had jointly introduced the RapidFire 360 system in May 2010 for the high-throughput screening of in vitro ADME assays. Click [HERE](#) to read more.

HubSpot Inc., the **Cambridge**-based developer of marketing automation software for small and midsize business that sell business-to-business, has raised **\$32M** in a late stage round with California venture capital firms Sequoia Capital, Google Ventures, and Salesforce.com Inc. Hubspot will use these funds to invest in research and development. This round of fundraising has brought HubSpot's total investment to **\$65M**. The company currently has a \$25M run rate, and about 200 employees according to co-founders Brian Halligan and Dharmesh Shah. Click [HERE](#) to read more.

Amgen Inc., one of the world's largest biotechnology companies, has acquired **Woburn**-based **BioVex**

more

Navinet Inc. has moved from its offices in Cambridge to a new headquarters in downtown **Boston**. Navinet signed a lease for **65,000 SF** in a 220,000 SF, five-story facility at 179 Lincoln Street. The move supports the expansion of Navinet's now 300-person workforce, which has **grown by 35 percent** in the past year, and is expected to grow another 5 percent over the next 12 months. Click [HERE](#) to read more.

Group for as much as **\$1B** in a move to expand its presence in the Boston biotech cluster. The deal gives Amgen ownership of BioVex's promising OncoVex vaccine, which is in late-stage clinical development to treat advanced melanoma and head and neck cancer. Click [HERE](#) to read more.

Ambassadors @ Work



Babson and **MassChallenge** teamed up to launch a hatchery space in One Marina Park Drive for Babson student entrepreneurs. The space is being offered to graduate students in **Babson's Venture Accelerator Program**, which launched in 2010 to support student entrepreneurs in each phase of their startup venture. Thirteen startup teams were selected to occupy space in the hatchery this semester. Click [HERE](#) to read more.

MassEcon hosted its **Third Annual Corporate Welcome Reception** to welcome companies new to Massachusetts on March 30th at **Citizens Bank, Boston**. Over 100 public officials, business leaders, and Massachusetts Ambassadors gathered to welcome startups and new companies including Alliance Medical Gas Corporation, Altaeros Energies, Backupify, EvaluatePharma, IntegraGen Inc., HitPoint Studios, Mobile Monitor Technologies, Moms & Jobs, Nemucore Medical Innovations, Sand 9, Sunovion Pharmaceuticals, TPI Composites, and Xenics USA. The companies came from all regions of the state and represented a wide variety of industries including renewable energy, biotechnology, information technology, and photonics. Click [HERE](#) to read more.

Gaming Conference Gives Industry Play

The Penny Arcade Expo, also known as **PAX East**, was held at the **Boston Convention and Exhibition Center (BCEC)** from the 11th to the 13th of March. The three day convention showcased the gaming industry's newest, best and brightest for an estimated 70,000 fans of video, card, and board games. In addition to elevating Massachusetts's status as a major hub for video game development, PAX East highlighted local gaming companies big and small. Harmonix Music Systems of Cambridge, developer of the popular Guitar Hero and Rock Band games, was there; as was Irrational Games of Quincy and Turbine Inc. of Needham among others. The show was the East Coast version of PAX, a gaming convention launched in Seattle by comic strip artists Jerry Holkins and Mike Krahuik. Click [HERE](#) to read more.

Building a Life Sciences Cluster in Western Massachusetts

A recent forum hosted by Smith College in Northampton titled **Life Sciences in Western Massachusetts: Advancing the Next Generation** featured discussion on how to grow a life sciences cluster in Western Massachusetts. The panelists included Susan Windham-Bannister of the **Massachusetts Life Sciences Center**, Allan Blair of the **Economic Development Council of Western Massachusetts**, and Abigail Barrow of the **Massachusetts Technology Transfer Center**. The forum highlighted many ingredients that Western Massachusetts already has in place to attract international life sciences companies including medical device and biomanufacturing expertise, a skilled workforce, and a lower cost of living than many life sciences hubs. The success of Seahorse Bioscience in Chicopee and Nuclea Biotechnologies in Pittsfield is proof of the region's opportunities for the industry. Click [HERE](#) to read more.

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