



# Massachusetts Alliance for Economic Development

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# Sun in Massachusetts



- Established in MA 1985
- Relocated to Burlington 1998
- 850,000 sf
- 7 buildings
- 2,700 employees
- Engineering & R&D site





# External Research – Components

## Govt./Economy

- Investment climate
- GDP and GDP growth
- Currency stability
- Intellectual property
- Attitudes toward globalization
- Bureaucracy and corruption
- Political stability
- Security risks

## Competitors

- Current competitor activity in the location
- Planned growth by competitors

## Costs

- Corporate tax rates
- Tax incentives and holidays
- Mandatory benefits
- Requirements re. holidays and vacation
- Wage and price inflation
- Sun's internal cost per employee (salary, benefits, real estate, and IT)

## Labor Market

- Education and Training
- Number of Computer Science & Engineering grads
- Labor migration
- Employment rates
- Hiring regulations
- Turnover rates
- Attractiveness of location to talent

# Why Massachusetts?

- Proximity to existing workforce
- World-class educational Institutes
- Quality of Life
- Quality of Infrastructure
- Size of labor pool
- Positive business environment

# Why Burlington?

- Talent availability & quality
- Large parcel earmarked for redevelopment
- Timing for development
- Infrastructure improvements underway
- Positive business environment
- Retention of existing workforce

# Schedule Considerations:

- Site remediation
- Rezoning
- Roadway improvements
- Permitting
- Planned Development
- Economic Target Area
- Conservation Restrictions

# Key Contributors to Sun's Success in Burlington

- Burlington Board of Selectmen, Planning Board, Conservation Commission, Board of Health
- Massachusetts Alliance for Economic Development
- MassDevelopment
- Mass. Office of Business Development
- Governor of Massachusetts
- Lockheed Martin representatives
- ...and others





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