



THE KEY TO OUR ECONOMIC RECOVERY IS INNOVATION, AND THESE TEAM MASSACHUSETTS IMPACT AWARD WINNERS EXEMPLIFY THAT INNOVATIVE SPIRIT. CONTINUING TO SUPPORT AND GROW THE INNOVATION ECONOMY IS ONE OF THE CENTRAL GOALS OF THE PATRICK-MURRAY ADMINISTRATION'S ECONOMIC DEVELOPMENT PLAN, AND WE LOOK FORWARD TO SEEING THESE COMPANIES CONTINUE TO GROW IN THE FUTURE."

Secretary of Housing and Economic Development, Greg Bialecki

The 2012
Economic IMPACT
 Awards *Winners*

GOLD	SILVER	BRONZE
IPG PHOTONICS Central	QUIET LOGISTICS Central	CLASSIC ENVELOPE Central
SYSCO BOSTON Southeast	CHEER PACK Southeast	LACERTA GROUP Southeast
VECNA MEDICAL Greater Boston	PEGASYSTEMS Greater Boston	BRIGHTCOVE Greater Boston
ACME PACKET Northeast	THERMO FISHER SCIENTIFIC Northeast	CABOT CORP. Northeast
SAVAGE ARMS West	POLYMER CORP. West	THING5 West

RISING STARS
 Aquabotix
 Boston Heart
 Diagnostics
 Pharmeducence

CONNECTING MASSACHUSETTS
 CSX

GLOBAL GATEWAY
 Japan Airlines

The 2012

Economic **IMPACT** Awards

GOLD *winners*

ACME PACKET | NORTHEAST | BEDFORD



Based in Bedford, Acme Packet is a global provider of session delivery network solutions. Acme Packet's network solutions enable the trusted, first-class delivery of

next-generation voice, data and unified communications services and applications across IP networks. In May of 2011, Acme Packet announced the \$10M 110,000 SF expansion of its Bedford facility and took occupancy in mid-November 2012. Accompanying this expansion, the company created 200 jobs in a variety of positions, including marketing and engineering. Acme Packet's new facility houses the company's headquarters as well as all R&D and final test and assembly steps in its manufacturing processes. Acme Packet is recognized not only as a contributor to the tech community, but to the greater Bedford area due to its commitment to community outreach. The company currently holds 57 patents and continues to foster the innovative work of its employees.



IPG PHOTONICS | CENTRAL | OXFORD

Headquartered in Oxford, IPG Photonics is a manufacturer of high performance fiber lasers. IPG has produced commercial optical

fiber-based lasers for use in a wide range of markets, serving over 500 worldwide customers in various industries. Over the past 12 years, IPG has expanded its Oxford location to include over 260,000 SF of research and development and administrative space. In January 2011, the company began construction on a 90,000 SF corporate building and two ancillary structures, for a total facility expansion of 102,000 SF which is well on its way to completion. The \$18M expansion will help IPG retain 600 jobs and create an estimated 175 new jobs in a variety of positions in the near future. This year, IPG Photonics was named in Fortune's Top 100 as the ninth fastest growing company in the US.

SAVAGE ARMS | WEST | WESTFIELD



Founded in 1894, Savage Arms manufactures a variety of rifles for hunting and competitive shooters. The company makes a variety of rimfire and centerfire rifles and is well known for its product innovation such as the AccuTrigger™. Along with a

20,000 SF addition to its 220,000 SF facility, the company hired 141 new workers over the past year, ranging from skilled workers to senior management, with more scheduled over the next few months. This expansion was accompanied by a \$17M investment in new equipment and tooling. Savage Arms is part of a cluster of firearms and precision tooling companies in the Western Massachusetts region. With headquarters in Westfield, their continued growth has been beneficial to the region as well as to community organizations such as Boy Scouts for America, the Greater Westfield Food Pantry, and the American Red Cross.

SYSCO BOSTON | SOUTHEAST | PLYMPTON



Sysco Boston, the largest food distributor in New England, is a subsidiary of the Texas-based Sysco Corporation, the leading seller and distributor of food products in North America. Sysco Boston

traces its heritage to the founding of E.T. Smith Food Distributors in Worcester in 1858 and has grown continuously as a wholesale distributor, outgrowing its facilities five times during the twentieth century. In 2011, Sysco Boston began its latest expansion project, constructing a \$100M 650,000 SF facility in Plympton — representing a net expansion of 180,000 SF for the company — on a 121-acre site. The expansion, completed in June of 2012, allowed the company to hire 40 additional workers while retaining all 807 current Massachusetts employees.

VECNA MEDICAL | GREATER BOSTON | CAMBRIDGE



Founded in 1999, Vecna Medical is a self-funded company that uses robotics and software research to

develop technologies and facilitate the advancement of healthcare.

The company has grown to become a leader in the development and production of electronic infection surveillance software, patient self-service kiosks, and hospital delivery robots. In 2011, Vecna invested \$9M to expand from its 8,000 SF Alewife R&D and robotics lab and purchased two new buildings in Cambridge and a facility in Woburn. The Cambridge facilities include 24,000 SF of office space and a 6,500 SF machine shop while the 20,000 SF Woburn property is a manufacturing warehouse. Seventy employees were hired with plans to add more than 100 new jobs within the next two years.

The 2012

Economic **IMPACT** Awards

SILVER *winners*

CHEER PACK | SOUTHEAST | WEST BRIDGEWATER



Founded in 2008 as a partnership between Japan's Hosokawa Yoko, Italy's Gualapack, and CDF Corporation, Cheer Pack North America produces pre-made stand-up pouches with a unique patent protected cap technology. Cheer Pack's flexible packaging provides both an attractive and functional package and a low-weight alternative to traditional packaging and is used for the convenient storage of dairy products, wine, baby food, and toiletries. In just three years, Cheer Pack outgrew two facilities and, in early 2012, it expanded from its 27,000 SF plant in Plymouth to occupy 187,000 SF of space in West Bridgewater. Accompanying the \$24M expansion, Cheer Pack plans to add 74 new employees to their current Massachusetts payroll of 90 skilled manufacturing workers by the end of 2012.

PEGASYSTEMS | GREATER BOSTON | CAMBRIDGE



Founded in 1983, Pegasystems is a business process management firm that provides a host of customer relationship management solutions to some of the world's largest companies. Pegasystems's fully automated technology eliminates the need for manual programming and, according to the company, enables their clients to outperform the competition, achieve new levels of agility, enhance customer loyalty, generate new business, and improve productivity. The company has been recognized as a "fastest-growing company" by Fortune Magazine and has experienced an annual growth rate of approximately 25% for the past six years. In 2012, Pegasystems continued its growth with a \$15M expansion project that included a 60,000 SF Cambridge facility in Kendall Square and the hiring of 213 new Massachusetts employees.

POLYMER CORPORATION | WEST | PALMER



Polymer Corporation, a manufacturer of precision plastic parts, has evolved from a small, family-owned business into a professionally-managed, institutionally-

backed company known for its technological innovation. Its Polymer Injection Molding (“PIM”) Division, based in Western Massachusetts, is a leading supplier of plastic parts and assemblies nationwide for recreational firearm, defense, and medical applications. Among PIM’s blue-chip customers are Savage Arms, Smith & Wesson, Ruger, Raytheon, GE Healthcare, and Philips Medical. Due to its rapid growth, PIM has recently moved from an old, inefficient facility in Monson to a state-of-the art 85,000 SF building in nearby Palmer. Polymer has invested nearly \$2M in this new facility and has created over 35 jobs in 2012 alone. Total company employment now stands at 151 and expansion is continuing unabated.

QUIET LOGISTICS | CENTRAL | DEVENS



QuietLogistics

Founded in 2009, Quiet Logistics is a third-party logistics company that combines robotics technology and branded

packaging to ship a variety of fashion and lifestyle products from leading online retailers to consumers around the globe. Quiet Logistics has used robotic fulfillment technology developed by Kiva Systems to create the first robot-controlled third-party fulfillment center in the US. By 2011, fast-paced growth prompted the company to pool its own investments with a \$2.5M MassDevelopment Emerging Technology Fund loan to expand into a 200,000 SF facility in Devens. The new warehouse allowed Quiet to secure several large new clients, maintain high standards of 99.99% inventory, order accuracy on a throughput three times the volume of other fulfillment centers, and create 170 new jobs in Massachusetts.

THERMO FISHER SCIENTIFIC | NORTHEAST | TEWKSBURY

ThermoFisher
SCIENTIFIC

Founded in 2006 from the merger of Thermo Electron and Fisher Scientific, and headquartered in Waltham, Thermo Fisher produces a broad portfolio of bioreagents,

instruments, equipment, supplies and services to meet customer needs in four key end markets: healthcare and diagnostics, pharma and biotech, industrial and applied, and government and academic. In October of 2011, the company invested \$20M in a 156,000 SF expansion project in Tewksbury, building a Center of Excellence for its portable analytical instrument product lines in conjunction with three new product launches in 2012. The Center of Excellence is a R&D and manufacturing center that puts technologies originally intended for the lab right into the field. This expansion added 71 new jobs while retaining 370 employees.

The 2012

Economic **IMPACT** Awards

BRONZE *winners*

BRIGHTCOVE INC. | GREATER BOSTON | BOSTON



Boston-based Brightcove Inc. is a provider of cloud content services and distribution of digital media.

Founded in 2004, the company provides a series of products that power online video platforms and hosting solutions for a variety of global retailers, small businesses, government and non-profit organizations, advertising agencies, and media groups. In March of 2012, Brightcove moved from its 33,000 SF space in Cambridge's Kendall Square to a larger 86 ,000 SF facility occupying two floors at Atlantic Wharf in Boston's Innovation District. The expansion accompanied nearly \$5M in equipment and facility investment and the hiring of 57 new employees in the company's engineering, R&D, legal, finance, and HR departments. Brightcove's accolades include a place on Lead411's "Hottest Companies in Boston" list.

CABOT CORPORATION | NORTHEAST | HAVERHILL



Cabot Corporation is a performance materials manufacturer, headquartered in Boston since its founding in 1882.

In addition to the carbon black (a fine particle used primarily for tire rubber), Cabot manufactures a variety of products such as rubber, inkjet colorants, fumed metal oxides, aerogel insulators and cesium formate drilling fluids. The company has had a presence in the Merrimack Valley since 2001 in Haverhill's Ward Hill Business Park. In order to support the growing demand for office and commercial inkjet dispersions, Cabot's Haverhill plant recently completed a \$10M expansion that added two more production lines to the plant, which led to the hiring of an additional 24 employees, a 30% net increase to its existing employee base in Haverhill.

CLASSIC ENVELOPE INC. | CENTRAL | DOUGLAS



CLASSIC
ENVELOPE

Headquartered in Douglas, Classic Envelope is a family-owned manufacturer and printer of envelopes and specialty paper. Since its founding in 1988, Classic has supplied diverse clients in the print, greeting card, direct mail, marketing,

nonprofit, finance, banking, and healthcare sectors with a vast selection of envelopes, direct mailing materials, customized greeting cards, and stationery. Two decades of growth at its Whitinsville location allowed Classic Envelope to expand into 300,000 SF of refitted factory space in the historic Hayward-Schuster Woolen Mill in Douglas, one of the largest mill buildings in the Blackstone Valley. The expansion tripled the company's square footage and accompanied \$1.5M of investment into the new plant, a re-launching of products to reach new markets, and the hiring of 23 new workers in Massachusetts.

LACERTA GROUP | SOUTHEAST | MANSFIELD



Located in Mansfield, Lacerta Group manufactures thermoformed plastic products for a variety of industries including food, medical device and pharmaceutical, cosmetic, consumer and retail,

industrial and electronics, and protective packaging. The company was founded by two brothers in 1993 in Boston's Empowerment Zone and currently employs 100 workers in Massachusetts. To serve the company's growing medical and food processing markets, Lacerta is expanding into a 70,000 SF manufacturing and warehouse facility in Mansfield, representing a \$6.8M investment in equipment and property. The company hired 15 additional employees since January 2011 and is recruiting additional employees this year. Having begun its business in the recycling industry, Lacerta's manufacturing processes are highly attuned to sustainability and environmental requirements. The company's facility includes two Class 100,000 Cleanrooms and ISO Class 8 certifications.

THING5 | WEST | SPRINGFIELD



Thing5 LLC is a telecommunications company that provides a variety of hosted private branch exchange services to more than 3,000 clients in the hospitality industry. Founded in 2006,

Thing5's offerings have grown to include social media monitoring, reputation management, voicemail support, smart phone platforms, and voice channel streamlining. In January of 2012, the company continued to grow by moving to an expanded facility in downtown Springfield. The expansion project, located at One Financial Plaza, increased Thing5's net square footage by 15,000 SF and allowed the company to hire approximately 150 new employees in Massachusetts, including technicians and call center staff. Additionally, Thing5 plans to grow to a total of 500 jobs at its Springfield site in the next few years. Thing5 is part of a cluster of companies that has found Western Massachusetts a competitive location for call center and customer service operations.

RISING



AQUABOTIX



A venture startup founded in March of 2011, Aquabotix manufactures smaller and less costly underwater robots designed to investigate boats and marine life below the water's surface. The company's submersible vehicles and underwater viewing systems

allow for assessment of water depth and a range of other underwater inspections that foster safety and security for boating consumers. In October of 2011, Aquabotix began selling its two products, the HydroView and AquaLens. Since then, the company has leased 7,200 SF of manufacturing space in Fall River's Mechanics Mill and has invested more than \$1M in development and manufacturing. This expansion has led to the hiring of 18 full-time employees and several consultants, all of whom are located in Southeastern Massachusetts.

BOSTON HEART DIAGNOSTICS



Founded in 2007 as Boston Heart Lab, Boston Heart Diagnostics's mission is to improve heart health by offering patient-based holistic treatment programs and a range of clinical

tools to pinpoint cardiovascular risk. In 2011, Boston Heart Lab commemorated profitable growth with the launch of its new name, Boston Heart Diagnostics (BHD), and the addition of 30,000 SF of laboratory space in Framingham. Completed in 2012, the expansion facilitated the hiring of 70 new employees, increasing the company's current Massachusetts payroll to 112 workers. The new laboratory is used to conduct advanced lipid and genotype testing. Through this research, BHD intends to add to its vast portfolio of trademarked technologies including The Heart HDL Map, Heart Cholesterol Balance, and Heart Navigator tests.



stars

PHARMALUCENCE



Created in 2007 from the management buyout of CIS-US, Pharmalucence is a supplier of radiopharmaceutical drugs to

practitioners of nuclear medicine. Pharmalucence combines advanced drug production with a range of contract services, including developing, producing, and supplying products such as the Hepatolite® diagnostic kit. In the second quarter of 2011, Pharmalucence undertook a 25,000 SF expansion to accommodate the company's administrative and manufacturing operations. The project was financed through \$37M of capital investment including a TIF from the Town of Billerica; the first \$20M recovery zone bond from MassDevelopment; and investment of \$17M by Pharmalucence ownership. The new facility allowed the company to hire 18 new employees, with projections to hire an additional 25 by December of 2012, increasing Pharmalucence's headcount to 100 Massachusetts workers.

connecting MASSACHUSETTS *award*



CSX TRANSPORTATION, one of the nation's leading transportation companies, and the Commonwealth entered into a public-private partnership, enabling the state to significantly expand opportunities for commuter rail service in Massachusetts while enhancing freight rail operations within the state. CSX recently completed the \$100M expansion of its intermodal facility in Worcester, providing about 385 construction jobs and 85 permanent jobs. CSX also modernized its terminal in West Springfield and constructed a new bulk commodity transfer terminal in Westborough. The public-private partnership also establishes New England's first double-stack cleared rail route for intermodal containers, creating even more efficient and environmentally beneficial freight service for Massachusetts businesses and consumers. This unique partnership supports national and regional environmental goals while providing commuters additional service and businesses greater access to and from American and global markets. In 2011, CSX employed more than 290 people in MA, with total compensation of more than \$21M, and invested more than \$67M in its infrastructure here.

Global GATEWAY *award*

JAPAN AIRLINES Established in 1951, Japan Airlines (JAL) is the national airline of Japan. In April of 2012, JAL launched the first nonstop air service between Tokyo and Boston, opening up New England business and tourist travel to Asia. This milestone service, which had long been a priority of Massport, offers access to 20 major cities in Asia through the Tokyo Narita hub. The economic rationale for this service is significant: Japan is the Commonwealth's sixth largest trade partner, and Massachusetts is the second ranked exporter to Japan among US states by value. More than 200 New England companies have operations in Japan, and 100 Japanese companies have operations in New England. The economic effect of the new nonstop service is estimated at \$174M annually with increases in passenger traffic and export cargo. Since the service was launched, JAL roundtrip passenger loads are ranging from 88% to 97% full, over half of which is business related, and travel times have been reduced by four to six hours.