



THE TEAM MASSACHUSETTS AWARD WINNERS DEMONSTRATE
THE INNOVATIVE AND ENTREPRENEURIAL SPIRIT OF
MASSACHUSETTS. THE PATRICK-MURRAY ADMINISTRATION IS
THANKFUL FOR THE ROLE EACH OF THESE COMPANIES HAS
PLAYED IN MOVING THE COMMONWEALTH FORWARD.

Secretary of Housing and
Economic Development, Greg Bialiecki

The 2011 Economic **IMPACT** Awards *winners*

GOLD	SILVER	BRONZE
A123 SYSTEMS Central	ACACIA COMMUNICATIONS Central	GENERAL DYNAMICS West
AIRXCHANGE Southeast	COCA-COLA West	GT ADVANCED TECHNOLOGIES Northeast
COMMUNISPACE Greater Boston	DASSAULT SYSTÈMES Greater Boston	HUBSPOT Greater Boston
KIVA SYSTEMS Northeast	HORIZON BEVERAGE Southeast	REINHART FOOD SERVICE Southeast
SMITH & WESSON West	JESSICA'S BRICK OVEN Northeast	SIMONDS INTERNATIONAL Central

CHAIRMAN'S AWARD
Jerry Sargent
President
Citizens Bank

GATEWAY CITY CHAMPIONS
Biomedical Research Models
Worcester

Solectria Renewables
Lawrence

Chairman's Award

**Jerry
Sargent**

MassEcon is proud to bestow the Chairman's Award on Jerry Sargent, President of Citizens Bank Massachusetts. Jerry, then Senior Vice President at the bank, brought Citizens into MassEcon in 2002, and over time he unstintingly dedicated himself to the organization as Board member, Treasurer, and Chairman. Jerry is a superb advocate and spokesman for MassEcon, and through Citizens Bank, a generous supporter of its work. His belief in MassEcon's mission is unwavering, and in countless ways, he serves as an exemplary ambassador for the Commonwealth. Jerry serves as a gubernatorial appointee on the state's Economic Development Planning Council and was recently named to the Boston Business Journal's Power 50. Those who have seen Jerry in action know him as a talented consensus-builder but unafraid to meet a challenge head-on. He is a strategic, forward-looking thinker who also respects the details. Behind the scenes, he is a thoughtful and gracious mentor and colleague. MassEcon has benefitted enormously from Jerry's talents and acknowledges his leadership in bringing the organization to where it is today.

The 2011
Economic IMPACT
 Awards

GOLD winners

A123 SYSTEMS | CENTRAL | WESTBOROUGH



A123 Systems, Inc. develops and manufactures advanced lithium-ion batteries and energy storage systems that deliver high power, long life, and excellent safety performance. A123's technology enables customers to commercialize innovative products for transportation, electric grid, and commercial markets. Founded in 2001, A123

Systems's proprietary Nanophosphate® technology is built on novel nano-scale materials initially developed at MIT. Today, A123 Systems is headquartered in Waltham, MA and employs more than 2,000 people worldwide. In early 2011, A123 moved into a 67,000 SF office, research and development, and warehouse space in Westborough for its Energy Solutions Group. Approximately \$80M is associated with the expansion, and since January 2010, A123 has added 60 jobs in Massachusetts between the Westborough and Waltham locations.

AIRXCHANGE | SOUTHEAST | ROCKLAND



AIRXCHANGE®

Founded in 1981, Airxchange is a manufacturer of energy recovery ventilation wheels, supplying all major

HVAC OEMs. As an industry leader, Airxchange has worked with government and businesses to promote energy efficiency and improve indoor air quality. Over the past few years, Airxchange's technology has rapidly been adopted in new and renovated buildings to increase system efficiency by reducing energy consumption 40% or more. In February 2011, Airxchange completed a 61,000 SF expansion to its 33,000 SF headquarters in Rockland, investing approximately \$6.7M in facilities and machinery. Since January 2010, Airxchange has grown its Massachusetts workforce by 20 employees, bringing its total number of Massachusetts employees to 80.

COMMUNISPACE | GREATER BOSTON | BOSTON



Founded in 1999, Communispace was one of the first marketing agencies to focus on the value of online communities. Since then, Communispace has established itself as a leader in online consumer marketing research and a role model in the innovation community. The agency completed its move to the LEED gold-certified 83,000 SF building at Atlantic Wharf in Boston this fall, expanding by 43,000 SF and investing a total of \$9M in the project. Communispace remains committed to staying and growing in Massachusetts and is visible as an employer of Massachusetts college graduates and a provider of executive speakers at events across the state. Since January 1, 2010, Communispace has hired 240 employees, increasing its total Massachusetts workforce to 360.

KIVA SYSTEMS | NORTHEAST | NORTH READING



Kiva Systems is widely recognized as *the* solution for eCommerce fulfillment. Using hundreds of autonomous mobile robots and sophisticated control software, the Kiva Mobile-robotic Fulfillment System enables extremely

fast cycle times with reduced labor requirements. Today, 15% of the country's top internet retailers are using a Kiva System including Staples, Saks 5th Avenue, Toys "R" Us, Walgreens, and The Gap. Kiva is experiencing record growth and in May 2011, the company completed a move from its former Woburn headquarters to a new manufacturing facility in North Reading with 115,000 additional SF, representing a \$1.5M investment. As of March 2011, Kiva Systems had hired 100 new employees and plans to hire 100 more in 2012.

SMITH & WESSON | WEST | SPRINGFIELD



Founded in 1852, Smith & Wesson Corporation is a leading provider of security and sport firearms, and is the largest manufacturer of handguns in the USA.

The company delivers a broad portfolio of firearms and related training to the military, law enforcement, and sports markets. Headquartered in Springfield, Smith & Wesson has been a long-standing contributor to the regional economy. The company invested \$15.2M in the renovation of its 530,323 SF headquarters, located in the 88-acre Smith & Wesson Industrial Park, and has committed to a further \$63M investment over the next 5 years. The expansion, facilitated by MassDevelopment, has created 230 new jobs, increasing Smith & Wesson's total Massachusetts workforce to 958 employees.

The 2011
Economic IMPACT
 Awards

SILVER winners

ACACIA COMMUNICATIONS | CENTRAL | MAYNARD



Founded in 2009, Acacia Communications is comprised of experienced telecom veterans and innovative scientists who design, develop, test, and deploy uniquely competitive products for reliable ultra-

high speed transport at 100 Gbps and beyond. Its customers are major OEMs who sell high speed optical transmission equipment and routers to telecom carriers and service providers. Acacia began operations in a 2,400 SF office in a renovated mill building in Maynard. Since then they have expanded to about 15,000 SF in February 2011 with plans to occupy 25,000 SF by February 2012. The expansion represents an investment of over \$25M, and since January 2010 Acacia has grown its workforce from 10 to 50 employees.

COCA-COLA | WEST | NORTHAMPTON



Founded in 1892, the Coca-Cola Company is the world's largest beverage company.

The company has a statewide presence with over 1500 employees and has made major investments in its Northampton

facility which distributes hot fill and cold fill products throughout the Northeast. Building on an earlier \$35 million investment in Northampton, Coca-Cola recently invested \$15 million to add two new cold fill lines that will produce chilled juice products, primarily MinuteMaid, for the Northeast market. The cold fill project includes all packaging, processing and infrastructure required to support this product line including a 13,000 SF expansion and conversion of warehouse space to cold storage. The expansion added 100 jobs to Coca-Cola's current Massachusetts workforce.

DASSAULT SYSTÈMES | GREATER BOSTON | WALTHAM



Dassault Systèmes, headquartered in Velizy, France, is a global leader in product lifecycle management (PLM) software. The company consolidated its

Concord and Lowell facilities into a LEED-certified (pursuing Platinum Certification) corporate campus in Waltham, investing \$39.4M in the expansion. The two buildings, at a combined 330,000 SF, are the new home of Dassault Systèmes Americas headquarters. With 24% of its total revenue invested in R&D, the company has launched a number of advanced technologies and continues its commitment to strengthening the innovation landscape in Massachusetts. Since January 2010, Dassault Systèmes has added 123 jobs, increasing its total number of employees in Massachusetts to over 850.

HORIZON BEVERAGE | SOUTHEAST | NORTON



Horizon Beverage, founded in 1933 as Brockton Wholesale Beverage, is a privately held, family-owned distributor of spirits, wine, and beer. The company is currently relocating its headquarters and distribution facilities from Avon to Norton. The

project includes the renovation of a former 404,353 SF General Motors warehouse, purchased in 2011, and the construction of a 160,000 SF addition. Horizon's overall project cost is approximately \$43 million, with well over half having been invested to date. With the expansion, Horizon Beverage will create 35 new jobs and is uniquely positioned to meet the needs of its customers in the years ahead.

JESSICA'S BRICK OVEN | NORTHEAST | NORTH ANDOVER



Jessica's Brick Oven is a commercial wholesale bakery that specializes in artisan breads. The

company has contracts with Market Basket, Stop & Shop, and other regional supermarkets, as well as large retailers like hotels. When Nabil Boghos acquired the Woburn-based bread-making company Jessica's Brick Oven Inc., in 2008, he saw a business offering a high-quality product but one whose bottom line had been a little slow to rise. Since taking over the business, Boghos moved the company from an 11,000 SF facility in Woburn to a 63,000 SF site in North Andover's Osgood Landing to accommodate increasing demand. The number of employees has increased from 60 to 110, with plans to add more than 100 new jobs in the near future.

The 2011
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BRONZE winners

GENERAL DYNAMICS ADVANCED INFORMATION SYSTEMS WEST | PITTSFIELD



General Dynamics Advanced Information Systems is a provider of end-to-end intelligence and cyber mission solutions

to customers in the defense, intelligence and homeland security communities. The company was awarded the systems integrator role for the 12 "Independence"-variant ships in the U.S. Navy's Littoral Combat Ship (LCS) program, with four of the 12 LCSs currently under contract. General Dynamics also added high-technology jobs to support its work on U.S. Navy submarine programs, a role it has held for over 50 years. Since January 2010, the company has invested \$12.6M in its Pittsfield facilities and has hired 220 new employees. With a current Massachusetts workforce of 1,200 employees, the company expects to add an additional 300 jobs over the next 5 years.

GT ADVANCED TECHNOLOGIES | NORTHEAST | SALEM



GT Advanced Technologies is a global provider of polysilicon production technology, sapphire and crystalline growth

systems, and materials for the solar, LED, and other specialty markets. The company, based in Merrimack, New Hampshire, had undertaken a global search for exceptional sapphire materials production capacity, and found that company – Crystal Systems - in Salem, Massachusetts. In acquiring Crystal Systems (now GT Crystal) in June 2010, GTAT significantly expanded its capacity to serve the energy market and made a significant commitment to the Commonwealth. Investing nearly \$27 million in the Salem facility, GT Advanced Technologies added 20,000 SF of manufacturing space and 10,000 SF of office space. Having hired 40 new employees in Salem, the company's headcount was increased to 100 employees.

HUBSPOT | GREATER BOSTON | CAMBRIDGE



Since its founding in 2006, HubSpot has been one of the fastest growing software companies in the USA and has established itself as a role model for innovative start-ups

in Massachusetts. HubSpot offers an all-in-one inbound marketing software platform for businesses, which takes advantage of online consumer behavior and search analytics. Its software combines the tools for social media, blogging, lead management, email marketing, and marketing analytics into one easy-to-use system. Since January 2010, HubSpot raised \$32M in capital and expanded its presence within Cambridge by over 28,000 SF. The expansion and a new product launch in 2010 were associated with a job growth of 182 employees, increasing its total number of employees in Massachusetts to 285.

REINHART FOOD SERVICE | SOUTHEAST | NEW BEDFORD



Reinhart Food Service is the largest independently-owned foodservice distributor in the USA. Its New Bedford location won a contract with the 99 Restaurant to supply all 100 of the restaurant's New England chain outlets

with 100% of their food requirements. This contract led to a 28,000 SF expansion, totaling a \$5M investment, to Reinhart's 88,000 SF facility in the New Bedford Business Park. Following the expansion in February 2010, the company has since hired 50 permanent employees, increasing its Massachusetts workforce to 175. Reinhart Food Service has exhibited the second highest job growth of all 45 companies within the New Bedford Business Park and has made a concerted effort to take an environmentally sound direction in every significant aspect of its business.

SIMONDS INTERNATIONAL | CENTRAL | FITCHBURG



Simonds International was founded in 1832. For over 175 years, skilled masters in many wood and metal fabricating industries have turned to Simonds International for products and services to improve

their position in the marketplace. As the oldest cutting tool manufacturer in North America, Simonds International offers one of the broadest and most trusted lines of cutting tools and related equipment found anywhere in the world. Simonds invested \$5.7M in cogeneration equipment to reduce their electric costs by 40%; this investment not only enabled Simonds to retain its workforce of 155 employees but also lays the foundation for expanding production and hiring an additional 35 employees over a multi-year period.

Gateway City Champions

BIOMEDICAL RESEARCH MODELS

Since its founding in 1996, **Biomedical Research Models (BRM)** has established itself as a premier research organization and an active mentor for seed life-sciences companies in Massachusetts. Headquartered in



Worcester, BRM specializes in the development of specialty animal models to determine the efficacy of new drugs in preventing and treating human diseases. In 2011, the company received an STTR grant from the National Institutes of Arthritis and Musculoskeletal Diseases to facilitate its ongoing research in the treatment of lupus. BRM has also collaborated with the UMass Medical School in establishing superior animal models for research in diabetes, arthritis, and cardiovascular disease. BRM currently employs 52 people in Massachusetts and continues to be an important contributor to the Massachusetts life-science sector.

SOLECTRIA RENEWABLES

Solectria Renewables LLC was founded in January 2005 as a spin-off from **Solectria Corporation**, a manufacturer of a wide range of energy management components



for automotive, power generation, and other industrial applications. Unlike its parent corporation, Solectria Renewables shifted its focus away from electric and hybrid vehicles and towards the production of photovoltaic (PV) inverters for renewable energy applications. Today, Solectria Renewables is the leading U.S. based developer of solar energy inverters for residential, commercial, and utility-scale solar projects. The company, located at Riverwalk Properties in a converted mill building in Lawrence, completed an expansion of its headquarters, adding 30,000 SF to its existing property and hiring 40 additional employees.