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Citizens Bank is proud to support the Massachusetts Alliance for Economic Development and the seventh annual team Massachusetts Economic Impact Awards. Congratulations on all of your achievements and we wish you a successful future.

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We gratefully acknowledge our sponsors and members for their support of the 2010 Economic Impact Awards Event Committee: Carol Adams, Lisa Hemmerle, Geoff Howell, John Maltese, Rich Ryan, Chris Steele, and...

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# a letter from Governor De

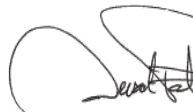
Dear Friends

On behalf of the  
welcome to t  
Economic Impac

The Economic  
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facility or produ  
their communiti  
thank you for c  
the foundation  
making our stat  
raise a family.

Congratulations  
Award winners.  
for an enjoyab  
success.

Best Regards,



Deval L. Patrick  
Governor



# from the executive director and chair

On behalf of MassEcon, welcome to the Seventh Annual Team Massachusetts Economic Impact Awards Luncheon. This occasion gives us the opportunity to acknowledge and honor companies from across the state that have committed to growing in the Commonwealth through job creation, facility expansion, and community involvement. It is especially important to recognize these companies for their leadership in difficult economic times.

We see this annual event as a fine opportunity to celebrate economic achievements across the diverse regions of Massachusetts. Each region of the state has unique strengths that are confirmed by the decisions of our honorees to expand within the Commonwealth. The ingredients to enable businesses to succeed are here: an educated, available, and productive workforce; a competitive business climate; and world-class universities and research facilities. We have many success stories worth telling.

These successes are the result of a joint effort of the public and private sectors working in tandem to retain and attract jobs, and we are proud that MassEcon is a key contributor to that partnership. Finally, we are grateful for the opportunity to publicly thank businesses for their commitment and dedication to Massachusetts before the gathering here today.

Thank you for joining us.



Susan L. Houston  
Executive Director



Robert Brustlin  
Chairman

## order of events

Registration and Network Program 12:00 p.m.

### welcome

Robert Brustlin, Chairman, MassEcon  
Susan Houston, Executive Director

### master of ceremonies



Anthony Everett  
WCVB-TV's Nightline  
Anthony Everett is a  
correspondent for  
breaking news and  
multiple Emmy Awards

### keynote remarks



Wyc Grousbeck  
Boston Celtics  
Prior to purchasing  
his partners, Wyc  
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co-managing \$1 billion  
funds.

### lunch

### presentation



**Congratulations to the  
Economic Impact Award  
Honorees.**

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KPMG  
Lincoln Property Company  
Massachusetts Railroad Association

# who we are...

**MassEcon** is a private, non-profit partnership of business and government dedicated to marketing Massachusetts as the premier choice for business growth. Its services include the state's only **Site Finder Service**, which helps expanding companies locate appropriate sites throughout the Commonwealth; the **Research & Information Service**, which provides companies with the information they need to evaluate the Commonwealth as a location to grow; and the **Massachusetts Ambassadors**, a network of civic and corporate leaders who help promote Massachusetts as a business location.

## Coordination of Private Sector Expertise

A unique element of MassEcon's services to support economic development is the ability to rally the resources and expertise of its private sector membership to make the case for a Massachusetts location.

## Marketing

As part of the Business Resource Team, MassEcon sends staff to selected national trade shows to acquaint industry decision-makers with the value of a Massachusetts location. Through the Massachusetts It's All Here campaign, MassEcon works to market the assets of Massachusetts to expanding in-state businesses.

## Conferences

MassEcon convenes annual conferences focusing on the theme of Massachusetts as a competitive location. Featuring industry leaders, these conferences address the economic outlook of the state's key business sectors, the factors driving their growth, and how the Commonwealth can position itself to capture future growth.

“Our global site location practice requires bringing the best resources to our clients. When we're working in Massachusetts, we go right to MassEcon, the group that has the ability to give us precisely what we need. They're a tremendous asset to the state.

**Katie S. Burdorf, Principal, WDG Consulting**

“Leaders of almost every industry are involved with MassEcon. It's well-positioned-- because of its expertise and collaborative ethic-- to maximize contributions to the state's economic growth.”

**Jerry Sargent, Executive Vice President**

Position your company as a leader in the state. MassEcon's work is made possible through a diverse base which includes businesses, the private sector and regional and local economic development. MassEcon offers an organization that invests in a non-partisan, professionally managed and documented economic benefits to the state. Members provide leadership in promoting economic strength to a global marketplace.

## Express your civic pride in Massachusetts

Your investment supports an organization dedicated to and keeping businesses within Massachusetts. As a sector partner, MassEcon brings a unique perspective to Massachusetts as a place to do business. Through the Governor's Economic Development Council, MassEcon has a network of business executives through which it provides resources for companies considering a location.

For information on membership:

Contact Susan Houston, Executive Director, [shouston@massecon.com](mailto:shouston@massecon.com). Or visit our website.

# past honorees

- Abbott Bioresearch Center
- AMAG Pharmaceuticals
- Aspect Software
- AstraZeneca
- Autopart International
- Baystate Medical Center
- Bayer Diagnostics
- Baystate Health
- Beth Israel Deaconess Medical Center
- BJ's Wholesale Club
- BladeLogic
- Blount Seafood
- Blue Sky Biotech
- Boston Scientific
- Boyd Converting Company
- Brigham & Women's Hospital
- Bristol-Myers Squibb
- Brookfield Renewable Power
- Cell Signaling Technology
- Charles River Laboratories
- Checon Corporation
- China Ocean Shipping Company
- City of Lowell
- Cold Chain Technologies
- Court Square Group
- CSN Stores
- Cubist Pharmaceuticals, Inc.
- Cytoc Corporation
- David Tibbetts (Chairman's Award)
- DePuy Orthopaedics
- Economic Development Council of Western Massachusetts
- Electrochem
- Elite Envelope
- EMC
- EMD Serono
- Evergreen Solar
- Excelsior Printing
- FLIR Systems
- First Marblehead
- Five Star Surgical
- FloDesign
- General Dynamics Advanced Information Systems
- Genzyme
- Goodrich
- GreatPoint Energy
- Hanover Theatre for the Performing Arts
- Headwall Photonics
- Heat Trace Products
- Hi Tech Mold & Tool
- Hyaluron Contract Manufacturing
- Hydroid
- IBM Corporation
- Intel Massachusetts
- Interprint
- iRobot
- ITA Software
- Liberty Mutual
- Lonza Biologics
- LTI Smart Glass
- Kleer Lumber
- Konarka
- Massachusetts Defense Technology Initiative
- MassDevelopment
- Mass MoCA
- Merck Research Laboratories
- Microtest Laboratories
- Millipore
- New Balance Athletic Shoe
- New England BioLabs
- Novartis
- Nuclea Biomarkers
- Nypro
- Ophir Optics
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- Sepracor
- Shire Human Genetic Therapies
- Silver Line Building Products
- Solutia
- Southcoast Hospital Group
- Spire Corporation
- Starent Networks
- State Street Corporation
- Straumann USA
- Suddekor
- TechTarget
- Tegra Medical
- The Kraft Group
- The MathWorks
- Unistress Corporation
- University of Massachusetts
- Varian Semiconductor
- Wilson Language Training
- WPI
- Wyeth Biotech
- Yankee Candle Company
- Zipcar

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a business owner who has successful  
be asking yourself:

- How do I attract, reward and retain
- How can I ensure the continuation
- How can I provide value-added ben
- Can my business support my family

I've helped many business owners like  
solve these and other financial issues  
are any specific areas you'd like to ad



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The list of winning companies over the years is notable for its breadth and diversity, including emerging and established companies, large and small, drawn from a range of industry sectors. The awards also recognize individuals, communities, and organizations that have facilitated economic development in the Commonwealth.

annual economic  
impact awards





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mom husband  
aunt brother

We congratulate Heywood Hospital for being a Finalist for the 2010 Team MA Impact Awards. We're so proud of your tremendous success. We're so proud to be your customer and look forward to helping you succeed to our neighbors.

# the finalists reception

On September 15th, twenty-seven finalists from across the state gathered to compete for the Team Massachusetts Economic Impact Awards before a group of 100 boosters, including Secretary of Housing and Economic Development, Greg Bialecki. MassEcon selected this group of finalists from many deserving candidates nominated by regional and local economic development groups, business and trade associations, and others in the economic development community. Combining networking, one-minute "pitching", and structured Q&A with regional judging teams, the Finalists Reception showcased great growth stories from businesses in each of five regions of the state.



## Finalists

- |                       |                             |                      |                                   |                          |
|-----------------------|-----------------------------|----------------------|-----------------------------------|--------------------------|
| A123 Systems          | Conservation Services Group | Incom                | NorthEast Electrical Distributors | Smith & Nephew Endoscopy |
| ABNote                | Constant Contact            | Jessica's Brick Oven | OPK Biotech                       | Tribe Mediterranean Food |
| Autodesk              | eClinical Works             | Kopin Corporation    | Onyx Specialty Papers             | The Chamberlain Group    |
| BIOCIUS Life Sciences | Epsilon                     | Lymtech Scientific   | Saint-Gobain                      | Seahorse Bioscience      |
| Bluefin Robotics      | Harpoon Brewery             | Microsoft            |                                   |                          |
| Blu Homes             | Heywood Hospital            | Nexamp               |                                   |                          |

# the 2010 economic impact awards

The Team Massachusetts Economic Impact Awards recognize statewide that have made a positive impact on Massachusetts through job creation, innovation, and community involvement. From the pool of outstanding candidates, teams selected five Gold Level winners, five Silver Level winners, and five Bronze Level winners to be honored as the 2010 Annual Team Massachusetts Economic Impact Awards. The award confers three unique awards: the CEO Award, the Local Leader Award, and the Local Icon Award.

### GOLD

- Bluefin Robotics Southeast
- Constant Contact Greater Boston
- Epsilon Northeast
- Onyx Specialty Papers West
- Saint-Gobain Central

### SILVER

- eClinical Works Central
- Kopin Corporation Southeast
- Microsoft Greater Boston
- Nexamp Northeast
- Seahorse Bioscience West



"The Team Massachusetts awards recognize the innovative and entrepreneurial spirit of the 2010 winners. The Patrick-Murray Administration is proud to honor the role each of these companies has played in the Commonwealth's recovery from the recession. Secretary of Housing and Economic Development Greg Bialecki presented the awards to the winners at the MassEcon event." - Governor Deval Patrick

# Autodesk

greater boston  
Waltham

**Autodesk, Inc.** is the leading provider of 3D sustainable design technology for the architecture, engineering and construction industry. Autodesk employs 6,600 worldwide and services over 10 million users. The company purchased an existing 65,000 SF building in Waltham and began a complete retrofit of the existing interior to create a LEED-CI Platinum certified facility to serve as the new headquarters for its AEC division; the headquarters houses over 200 employees. The construction, completed by all local vendors, was finished in January 2009. The facility build-out cost \$14M, which includes a LEED Gold certified exterior shell and LEED EnergyStar-rated equipment. Autodesk plays a global philanthropic role by responding to community needs in the areas of health, education, arts, and environment. In 2009, the company continued its history of corporate citizenship by donating over \$1M in cash grants to U.S. charities in addition to volunteering over 5,000 hours to the community.



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## chairman's awards

MassEcon is proud to bestow the Chairman's Award on National Grid and Western Massachusetts Electric Co. These investor-owned utilities showed unusual foresight as founders of the Massachusetts Alliance for Economic Development – now known as MassEcon - understanding the value of creating a non-partisan enterprise that would partner with the public sector as an advocate for economic growth. Since MassEcon's founding in 1993, these two companies have provided continuous commitment to the organization over its 17-year history and have provided leadership and resources essential to MassEcon's growth. In addition, National Grid and Western Massachusetts Electric Company have demonstrated a high degree of civic engagement in the broader community.

**National Grid USA**, headquartered in a Platinum LEED-certified building in Waltham, delivers electricity and natural gas to 1.2 million customers in 168 Massachusetts communities. The company is a nationally recognized leader in energy efficiency programs for customers in the four states it serves. Within the Commonwealth, National Grid pioneered a partnership with the first off-shore windfarm in Massachusetts, Cape Wind, and the company is known for its deep engagement in civic enterprises across the state. Its corporate citizenship includes key partnerships with City Year in Boston, Habitat for Humanity on Cape Cod, and community colleges and high schools to advance technical training.

**WMECo**, a Northeast Utilities company, serves 210,000 customers in four Western Massachusetts counties. To help its customers compete, WMECo offers a wide range energy efficiency programs designed to reduce operating costs and enhance productivity. The company supports local communities by partnering with organizations engaged in economic and community development, workforce development, and environmental leadership. Under the Northeast Utilities umbrella, WMECo participates in the Team New England marketing initiative to foster economic development throughout the larger region. An example of its energy policy leadership is the recently completed 1.8 megawatt solar facility at William Stanley Business Park in Pittsfield -- the largest in New England.



## community leader Gardner

**Heywood Hospital**, based in Gardner, is dedicated to improving the health status of the community by enhancing preventive and primary care and providing health education. The institution is particularly committed to improving access to care and providing special services to the underserved. Having opened its doors in 1907, Heywood Hospital has had a long-established presence in North Central Massachusetts and the communities of Gardner, Winchendon, Ashburnham, Westminster, Templeton, and Hubbardston. The hospital recently invested \$37.6M to establish a 72,000 SF Watkins Center for Emergency and Acute Care, including a new ED and two floors of inpatient space with all private rooms. The expansion created 10 new full-time jobs and 344 construction jobs. Heywood employs over 1,000, with a payroll in excess of \$44M annually, and remains a major driver in the economic engine of the Greater Gardner area.

award winners

## eClinicalWorks

central  
Westborough

**eClinicalWorks**, headquartered in Westborough, focuses on the ambulatory clinical systems market, providing a cost-effective means for healthcare institutions to digitally store medical data. The company serves medical practices of all sizes in six different time zones with an emphasis on long-term customer relationships. With the largest Software as a Service (SaaS) network in the industry, eClinicalWorks has experienced exceptionally strong growth in recent years with revenues exceeding \$100 million in 2009 for the first time in the company's history. Employing 600 in Massachusetts and 1100 worldwide, eClinicalWorks is investing \$4.6 million to renovate a 100,000 SF facility in Westborough representing a 28,000 SF expansion from its prior home. The auxiliary capacity will provide essential workspace for the over 100 projected new hires over the next year. The company's employees are active volunteers supporting the American Cancer Society, United Way, and the Salvation Army.

## BIOCIUS

LIFESCIENCES

northeast  
Wakefield

In December of 2009, **BIOCIUS Life Sciences** spun out of BioTrove Inc., becoming its own privately held company committed to advancing drug discovery research through institutional partnerships. Using its proprietary RapidFire® technology, BIOCIUS helps to eliminate bottlenecks for lead discovery and in vitro ADME (absorption, distribution, metabolism and elimination). After a successful product launch, the company relocated its headquarters to a new 22,000 SF facility in Wakefield, doubling its size and enabling enhanced manufacturing and contract screening capabilities. BIOCIUS is now focused on new applications for RapidFire technology in the areas of clinical diagnostics, food analysis, and environmental testing. BIOCIUS has already added 8 full-time employees since its 2009 spin out and plans for continued growth. Employees of BIOCIUS regularly host high school and college students interested in learning more about careers in life sciences.



## west Chicopee

**Lymtech Scientific** is a division of The John R. Lyman Company, a Pioneer Valley manufacturer formed in 1907. The company manufactures absorbent lint-free wipes used in medical manufacturing, pharmaceutical compounding, electronics/water fabrication, and aerospace. The company is consolidating its two operations based in Chicopee and West Springfield to a new 80,000 SF site in the Westover Industrial Park. This streamlining of business practices allows for cost-cutting and enhanced operational efficiencies. Lymtech received a \$2.2M tax-exempt industrial development bond from MassDevelopment to help upgrade its manufacturing facilities. The investment retained 86 jobs in the region and is expected to create 5 new jobs upon project completion. Lymtech has supported the search for a cure for ALS and is a titanium sponsor of golf4ALS.



## south east Mansfield

**Smith & Nephew Endoscopy**, a global medical technology business specializing in a range of orthopaedic reconstruction, trauma, endoscopy and advanced wound management products, occupies a 100,000 SF facility at the Cabot Business Park in Mansfield. With its lease expiring, the company conducted site searches both in Massachusetts and out of state. After careful evaluation, Smith & Nephew Endoscopy chose to stay in Massachusetts and invest \$3M to create a highly efficient lean manufacturing space at its Mansfield facility. This investment is accompanied by the retention of 350 manufacturing jobs and the creation of 20 full-time jobs including machinists and assemblers, engineers, inventory control, and purchasing and planning personnel. The company and its employees spend an estimated \$8M annually with local service providers and establishments. Smith & Nephew supports the Mansfield Police Department, Mansfield Food Pantry, Mansfield High School Fundraisers, and the Mansfield Animal Shelter.

# Each new day presents an opportunity

Fidelity Investments® is proud to sponsor the Alliance for Economic Development and join in recognizing the recipients of the Seventh Annual Massachusetts Economic Impact Awards.



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## southeast Quincy

**Bluefin Robotics** is a world leader in the development and manufacturing of Autonomous Underwater Vehicles (AUVs). The company focuses on three specific business practices: scientific research and technology development of advanced underwater platforms; naval mine warfare and port security; and offshore oil field seafloor surveys. The company has doubled the size of its corporate headquarters with a move from Cambridge to Quincy. The build-out of the formerly dormant 53,000 SF Fore River Shipyard facility will include several production bays and subassembly areas, test tanks, a lab, and ample space for personnel. The new headquarters will bring 70 high tech jobs to the area with an additional 8 forecasted by 2012. This investment of over \$8.5M will assist in revitalizing the shipyard and also provide Bluefin with direct access to the ocean for more streamlined marine operations. Bluefin is a supporter of the FIRST Robotics competition by sponsoring and mentoring local high school teams.



## southeast Taunton

**Kopin Corporation**, headquartered in Taunton, produces lightweight, power-efficient ultra-small liquid crystal displays (LCD) and heterojunction bipolar transistors (HBT) that revolutionize the way people around the world see, hear, and communicate. Kopin has shipped more than 20 million displays for a variety of consumer and military applications including digital cameras, personal video eyewear, thermal weapon sights, and night vision systems. Formed as an outgrowth of research labs at MIT in 1985, Kopin, employing over 300, serves numerous technologically advanced companies including Samsung and JVC. The company boasts products protected by more than 200 global patents. Kopin recently invested \$5 million in a 3200 SF clean room allowing for an increased number of shifts, enhanced productivity, and an increase in 66 jobs. Kopin's charitable endeavors include the support of the Taunton police and fire departments.

nexamp

Seahorse Bioscience

northeast  
North Andover

west  
Chicopee

**Nexamp** is a leading provider of cost-effective clean energy solutions for homes, businesses, and government facilities. The company has enjoyed over 200% job growth and has hired 35 employees within its teams of clean energy designers, project managers, and construction supervisors, since the beginning of 2009. Nexamp recently expanded its revolutionary zero net energy headquarters and logistics center at 1600 Osgood Street in North Andover by 6,400 SF. The company also undertook major interior renovations and fitted the space with IT and office equipment. A new contract with the Commonwealth includes the state's largest ever solar contract for projects at public facilities, as well as \$20M to construct 4.1 megawatts of clean energy at 12 water and wastewater treatment plants across Massachusetts. In addition to improving the environment, Nexamp employees are dedicated to fundraising for cancer research.

**Seahorse Bioscience**, headquartered in Billerica, is a world leader in the measurement of energy generation and utilization in living cells and has been growing at a 50% clip for the past several years. The company's XF series instruments are used by scientists in 20 countries to develop new drugs to treat cancer, diabetes, obesity, and many age-related neurological diseases. Seahorse acquired Chicopee-based Innovative Microplate Inc., a premium injection molder, in 2004 and has expanded that business to include manufacturing of all the company's instruments and injection molded consumables. The Chicopee facility has grown from 11,000 SF to 35,000 SF to accommodate many of the 33 new hires added worldwide over the past two years. There are currently 62 employees housed at the Westover Airpark North facility in Chicopee. With a focus on growth in Western Massachusetts, the company has collaborated with the Pioneer Valley Life Sciences Institute to promote biotech companies in region.

silver winners



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The Massachusetts academic, business, and non-profit sectors offer the very best educational experiences and recent graduates are the state's top talent.

For this reason, business, academic and government leaders are coming together to launch the "STAY HERE" campaign - and we want you to STAY HERE.

We hope you will join in and support the campaign.

Massachusetts  
It's All Here



**Northeast**

**Captain**

Robert Brustlin, President & CEO, Vanasse Hangen Brustlin

**Judges**

Brian Cohen, Senior Vice President, Richards Barry Joyce & Partners

Marie Fitzgerald, Senior Vice President & Principal, SMMA

John Hennessy, Executive Director, AstraZeneca Pharmaceuticals

**Greater Boston**

**Captain**

Jack Burns, Managing Principal, CresaPartners

**Judges**

Mark Sternman, Vice President, MassDevelopment

Robert Reilly, Senior Vice President, Fidelity Investments

**West**

**Captain**

Michael DiGiano, Executive Vice President/Principal, NAI Hunneman

**Judges**

Kevin Quinn, President, Dacon Corporation

Wayne Canty, President, Heat Trace Products

**Southeast**

**Captain**

Fred Mulligan, Chairman, Cutler Associates

**Judges**

David Begelfer, Executive Director, NAIOP Massachusetts

Ned Bartlett, Partner, Bowditch & Dewey

John Isberg, Regional Director, National Grid

**Central**

**Captain**

Jerry Sargent, Executive Vice President, Citizens Bank

**Judges**

Geoff Howell, Partner, DLA Piper

Carol Adey, Executive Director, CoreNet Global New England Chapter

Joe Perry, Regional Innovation Center Manager, IBM



**Constant Contact**, headquartered in Waltham, is a leading provider of emailing marketing and online surveys for small organizations. Constant Contact serves over 350,000 customers, providing small companies with an easy and affordable way to build successful, lasting customer relationships. In May 2010, the firm announced a new social media to be offered to small organizations as a result of its recent acquisition of privately owned NutshellMail, based in Menlo Park, California. Through its purchases and product development, Constant Contact continues to expand across the United States, but ultimately decided to stay headquartered in Massachusetts. The company increased its workspace capacity by 49% to 42,235 SF at its facility in Waltham and has added 148 new employees since 2009. Constant Contact launched the charitable program Cares4Kids in 2005, and has since donated its suite of Email Marketing, Online Survey, and Event Marketing services for free to any organization 100% focused on programs for children.



west  
South Lee

**Onyx Specialty Papers**, based in South Lee, is a manufacturer of specialty papers for a wide range of applications including automotive, decorative and construction laminates, artwork and museum piece framing, and medical papers. Onyx acquired the assets of MeadWestvaco's specialty paper division in 2009. Additional investments made since ownership include \$900,000 for a new business system (hardware and software), \$100,000 to install a more efficient heating system in the former Laurel Mill building, and \$100,000 in other capital improvements. The buildings included 120,000 SF and 140,000 SF mills, and a 150,000 SF warehouse. Onyx retained all 123 former MeadWestvaco employees and has since hired 3 new full-time and 10 temporary employees. Since 2009, Onyx has made donations to local and state charitable organizations including Hospice, Lions Club of Dalton, DanaFarber, local community television, and local schools. Onyx is also supports the local culture and arts community around South Lee.



central  
Worcester

**Saint-Gobain** has had a 125-year history in Massachusetts, with deep roots in Central Massachusetts and Worcester in particular. The company employs 1000 across its various business units in the state. As a global leader in high performance polymer solutions, the company serves virtually every major industry. Saint-Gobain's business unit, Saint-Gobain Performance Plastics, recently invested \$17.2 million to create and equip 27,000 of manufacturing space in Worcester. Having considered New Jersey as an alternative location, Saint-Gobain chose to invest here because innovation is central to its long-term business strategy. Concurrent with the capital investment, the company has hired 19 new employees while working to fill another 5 open positions; additional positions are anticipated with future growth. The company is a philanthropic leader and contributes to the United Way, Muscular Dystrophy Association, Joy of Music Program, Auburn Little League, Abby's House, and others.

CresaPartners would like to congratulate all of the honorees of the Team Massachusetts Economic Impact Awards.



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gold winners



*Berry, a Division of Suffolk, wishes to congratulate our partner, Heywood Hospital, on winning the prestigious Community Leader Award.*

**WE ARE PROUD TO RECOGNIZE  
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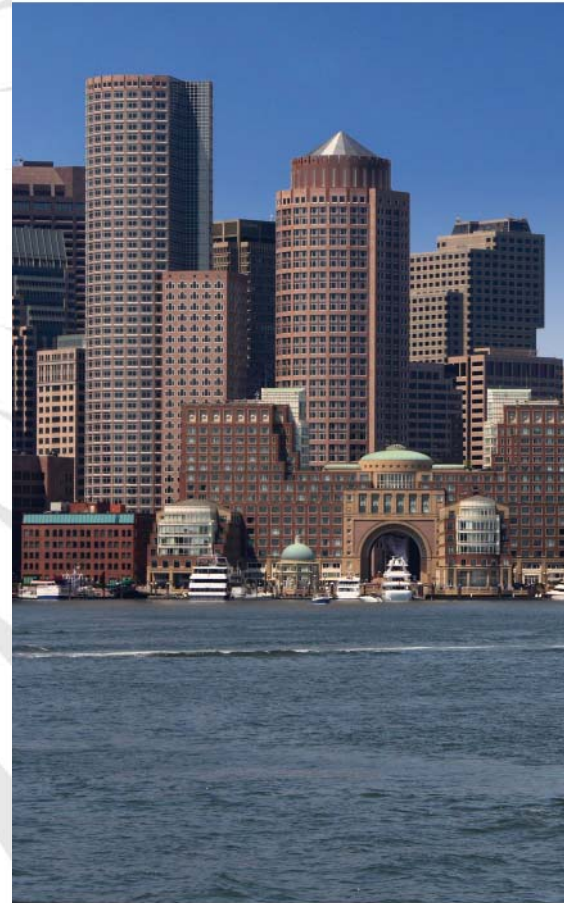
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