



Ambassadors Update

November 2012

Expanding in MA

ConforMIS, a maker of personalized orthopedic implants, has relocated its headquarters from **Burlington to Bedford**. The move allowed the company to quadruple its footprint to 120,000 SF. It also plans to hire **100** new employees over the next 12 to 18 months. Click [here](#) to read more.

Aircraft management firm, **Rectrix**, expanded its aviation operations in **Worcester**. The expansion is accompanied by a **\$5M** investment to develop 27,000 SF of hangar and office space in Worcester. The company plans to add a total of 200 jobs in both Worcester and Bedford, where it will be operating. Click [here](#) to read more.

Ironwood Pharmaceuticals extended its **Cambridge** lease by two years. The extension was accompanied by an expansion of 93,000 SF, bringing its total footprint to approximately 300,000 SF. The expansion will provide the company with the time and space to finalize the development of its potential treatment for irritable bowel syndrome. Click [here](#) to read more.

Cubist Pharmaceuticals has completed the addition of 110,000 SF of research space in its **Lexington** headquarters. The \$50M expansion will provide additional space for R&D, operations, and support functions. Click [here](#) to read more.

PoroGen, a leader in the development of high temperature porous polymeric materials, has signed a lease for 30,000 SF of first class office, lab, and manufacturing space in **Woburn**. Click [here](#) to read more.

Ambassador A-List, New Products & Funding

Maker of patient monitoring sensors, **EarlySense**, has secured a **\$15M** Series E funding. The **Waltham**-based firm plans to use the funding for research, development and sales functions. Click [here](#) to read more.

Cambridge marketing software firm, **HubSpot** secured **\$35M** in funding to make acquisitions and increase its headcount. Overall, the company expects to create 200 to 300 jobs, with two-thirds being in Massachusetts. Click [here](#) to learn more.

Activate Networks, a **Newton**-based firm raised **\$10M** in Series B funding to expand its business. Activate Networks' suite of analytic products enables organizations to unlock the commercial value of their customer, prospect, voter, and employee using real-world social networks and delivering measurable results. Click [here](#) to learn more.

ThermoEnergy, a **Worcester**-based maker of sustainable technologies for wastewater recovery and clean energy production, has secured a **\$900,000** contract to build a flameless combustion reactor designed to develop carbon capturing technologies that generate efficient clean coal power for power plants. Click [here](#) to learn more.

Burlington-based firm, **Acquia**, has raised \$30M to expand its business. The firm, which provides tools for enterprise users of the open-source Drupal web publishing platform, will use the funds to accelerate its sales and marketing efforts and expand in Europe and Asia. Click [here](#) for more.

Ambassadors @ Work



On November 20nd, **MassEcon** held its Ninth Annual Team Massachusetts Economic Impact Awards Luncheon at the Seaport Hotel in Boston. Over 400 attendees came together from across the state to honor the winning companies which invested in the Commonwealth through job creation, facility expansion, financial commitment,

and community service. **Governor Deval Patrick** was on hand to congratulate the winning companies which represented a wide range of industries from all regions in the state. For full coverage of the event, including photos and videos, click [here](#).



Companies honored included **Acme Packet, IPG Photonics, Savage Arms, Sysco Boston** and **Vecna Medical** as Gold Winners; **Cheer Pack, Pegasystems, Polymer Corp, Quiet Logistics** and **Thermo Fisher Scientific** as Silver Winners; **Cabot Corp, Classic Envelope, Brightcove, Lacerta** and **Thing5** as Bronze Winners; **Aquabotix, Boston Heart Diagnostics** and **Pharmalucence** as Rising Stars.

CSX was honored with the Connecting Massachusetts award, and **Japan Airlines** received the Global Gateway Award.

Consumer Confidence at its Highest Point in Four Years

Consumer confidence exceeded analysts' expectations and rose to its highest level since 2008. The Conference Board, which compiles the data, reported a rise in the index from 73.1 in October to 73.7 in November, both the highest level since Feb 2008. This increase signals consumers' optimism about the current and future state of the job market and could translate into a more robust holiday season and stronger economic growth. Click [here](#) to read more.

Massachusetts Life Science Center (MLSC) Launches International Partnering Portal

MLSC announced the opening of a free, web-based portal to help Massachusetts companies seek and find international partners. The International Partnership Assistance Portal (IP-ap) is accepting profiles from Massachusetts life sciences companies that are interested in exploring business-to-business partnerships in areas such as early- or later-stage R&D, clinical trials, manufacturing, distribution or commercialization. Click [here](#) to view press release.

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The Massachusetts Alliance for Economic Development is a private, non-profit partnership of business and government dedicated to the economic growth of the Commonwealth.

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