

# **Appendix A:** Press Releases and Speeches

## **Governor Patrick To Lead Commonwealth's Trade Mission Trip To China**

### **Trip Will Focus on Economic Development in Life Sciences and Clean Energy, Improving Travel Routes and Strengthening Academic Ties**

BOSTON-Tuesday, October 16, 2007-Governor Deval Patrick today announced he will lead a trade mission to China with a team of business executives, academic leaders and senior government officials later this fall, continuing his work to build trust and credibility in the growing relationship between Massachusetts and China.

The visit will focus on exploring opportunities to strengthen collaboration around clean energy, life sciences, education and transportation. The delegation is scheduled to visit Beijing and Shanghai for the 7-day trade mission, tentatively departing Boston on November 30 and arriving in China on December 1, and departing China on December 7 to arrive back in Boston on December 8, 2007.

"In today's global economy, competition is worldwide, and so are the opportunities. No state can afford to sit back and wait for the benefits of foreign trade and development. We have a responsibility to partner with the private sector and promote Massachusetts effectively and aggressively," said Governor Patrick. "Our Commonwealth is already a national leader in cutting-edge industries, such as alternative energy and life sciences, and in providing high-quality education at every level. But we have to take bold initiative to move Massachusetts forward and compete on the international stage."

This visit will be the first in a series of steps Governor Patrick takes to strengthen the Massachusetts-China relationship. The agenda will include visits in Beijing and Shanghai to Chinese companies and universities to express the Commonwealth's interest in China's academic, research and development and commercial achievements.

Representatives from the Patrick Administration, legislative leadership, the Massachusetts Technology Collaborative and Massport will participate in the trade mission, along with representatives from the University of Massachusetts, Harvard University and the Massachusetts Institute of Technology. Massport and the Massachusetts Technology Collaborative will provide funding for the trip as partners in the Commonwealth's economic development goals.

Key advantages for carrying out this trade mission include:

- Pursuing Opportunities for Economic Development: China's clean energy development has been growing at a rapid pace in recent years - a trend that is expected to continue as the country expects to generate 20 percent of its energy from renewable sources by 2020. There are enormous opportunities for Massachusetts to participate in this growth. Similarly, China's life sciences sector has many possibilities for our companies and institutions. Already, a broad range of the Commonwealth's medical centers,

research institutes, and life sciences companies are developing a presence in China. By traveling to China and expressing a sincere interest in cross-national development, Governor Patrick can help deepen our involvement there.

- Strengthening Academic Ties: Massachusetts' world-renowned universities have already established ties with Chinese universities and executives to provide training in management and technology transfer. Governor Patrick can help reinforce and further such cooperative agreements.
- Enhancing Travel Routes: Seeking to enhance air and sea connections between China and Massachusetts will provide numerous economic and other benefits. Efficient, easy transportation of goods and people between different regions of the world is a necessary condition for economic development.

"We fully support Governor Patrick's initiative to bring Massachusetts' innovation economy, life sciences and clean energy to the rapidly growing China market," said Genzyme Corporation Chairman and CEO, Henri Termeer. "Genzyme is committed to establishing a long-term presence in China, working in partnership with government, academia and industry to improve healthcare through the introduction of innovative products and technology. We invite the Governor to visit the site of our future environmentally-friendly biotechnology facility in Beijing's Zhongguancun (ZGC) Life Science Park."

"A sharply defined trade mission has the potential to stimulate business in ways, and places, other economic development tools cannot," said Mitchell Adams, Executive Director of the Massachusetts Technology Collaborative. "China is facing significant health and environmental challenges and wants to move up from low cost manufacturing to high tech high product development. Strengthening our ties with the Chinese will enhance the competitiveness and sustainability of Massachusetts' clean energy and life sciences companies while helping China address its challenges and achieve its strategic development goals."

"Governor Patrick is taking a critical step in leading this delegation to China. Massachusetts and China have longstanding cultural and economic ties and China will be an important partner in the years ahead, especially as it becomes one of the world's economic superpowers and thus provides a major market for Massachusetts goods and services," University of Massachusetts President Jack M. Wilson said. "We need the Governor to lead the way in tapping this important market and we need opportunities for the students of Massachusetts to do the same."

"With the growing volumes of trade between us, and the promising opportunities for new business partnerships, China has figured prominently in the new air and sea service that Massport has brought to Massachusetts in recent years and will bring in the future," said Thomas J. Kinton, Jr., Massport CEO and Executive Director. "We look forward to participating in the Governor's trade mission to continue Massport's efforts to build closer ties between Massachusetts and China."

# **COMMONWEALTH'S TRADE MISSION TRIP TO CHINA TO FOCUS ON ECONOMIC DEVELOPMENT IN LIFE SCIENCES AND CLEAN ENERGY**

## **COMMONWEALTH'S TRADE MISSION TRIP TO CHINA TO FOCUS ON ECONOMIC DEVELOPMENT IN LIFE SCIENCES AND CLEAN ENERGY**

BOSTON-Wednesday, November 28, 2007-The Patrick Administration today announced details for the Commonwealth's trade mission to China. Governor Deval Patrick will travel with a team of business executives, academic leaders and senior government officials next week to continue his work building trust and credibility in the growing relationship between Massachusetts and China.

The visit will include a number of meetings with Chinese government officials and business leaders to strengthen innovation and collaboration around clean energy, life sciences, education and transportation. The delegation will visit Beijing and Shanghai for the 7-day trade mission, departing Boston on Friday, Nov. 30 and arriving in China on Dec. 1, and departing China on Dec. 7 to Boston.

"Massachusetts is already a national leader in alternative energy technology and the life sciences, and in providing high-quality education at every level. But we can't compete by looking inward. To move Massachusetts forward, we have to look outward to new markets," said Governor Patrick.

This visit will be the first in a series of steps Governor Patrick takes to strengthen the Massachusetts-China relationship. The agenda will include meetings in Beijing and Shanghai with representatives from Chinese companies and universities focused on China's academic, research and development and commercial achievements.

Members of the delegation include: Secretary Dan O'Connell, Housing and Economic Development; Secretary Bernard Cohen, Transportation; Greg Watson, Senior Advisor for Clean Energy Technology; Thomas J. Kinton, Jr., CEO, Massachusetts Port Authority; Mitchell Adams, Executive Director, Massachusetts Technology Collaborative; Jack Wilson, President, University of Massachusetts; Dr. Craig Mello, Professor, University of Massachusetts Medical School, 2006 Nobel Laureate; Dr. Victor Zue, Co-Director, Computer Science and Artificial Intelligence Laboratory, Massachusetts Institute of Technology; Anthony Saich, Faculty Chair of Asia Programs, Harvard University; Josh Boger, Chair, Biotechnology Industry Organization and CEO, Vertex Pharmaceuticals; and Thomas J. Sommer, President, Massachusetts Medical Device Industry Council. Representatives from Massachusetts life science and clean energy companies - many with a presence in China - will also participate in portions of the trip (list attached).

As key partners in the Commonwealth's mission agenda and the Administration's overall economic development agenda, Massport and the Massachusetts Technology Collaborative will fund the trip. The estimated cost of the trip is roughly \$200,000.

"China is the largest market in the world and the country is experiencing unprecedented economic growth and dramatic changes," said Dan O'Connell, Secretary of Housing and Economic Development. "Their spirit of entrepreneurship and innovation combined with continuously developing partnerships with the Commonwealth's many academic institutions and companies lay the foundation for long term business collaboration that will have a positive and lasting effect on Massachusetts."

China is a growing source of economic activity, and the Chinese government has called for prioritization of science and technology. Massachusetts generated \$1.3 billion in manufactured goods exports to China in 2006. China wants to shift its image as a country focused on low-wage manufacturing to one of sophisticated research, development and innovation. This dynamic will shape China's relationship to Massachusetts on this trade mission and in its continued relationship with the Commonwealth.

#### Life Sciences in China

China's life sciences sector has many possibilities for our companies and institutions. Already, a broad range of the Commonwealth's medical centers, research institutes and life sciences companies are developing a presence in China. By traveling to China and expressing a sincere interest in cross-national development, the Commonwealth can deepen its involvement there.

China is a key location for market growth in the life sciences sector, for both consumer market expansion and as a location for research and development. The landscape for life sciences products has changed rapidly in the last several years, with the Chinese government's involvement increasing in effectiveness and sophistication.

"I look forward to working with the Governor and other business and academic leaders as we embark on this important mission. Massachusetts companies have an opportunity ahead to broaden their business activities in China and to bring their innovations into a new market," said Joshua Boger, Ph.D., President and CEO of Vertex Pharmaceuticals of Cambridge, and Chairman of the Biotechnology Industry Organization. "In the coming years, China's presence in the global life sciences community is expected to grow significantly as it both strengthens and expands its own capabilities and also works to establish relationships with U.S.-based firms."

Current economic growth projections for China generally far exceed most other industrialized countries. This market expansion is both general and specific to life sciences industries (all dollar figures in USD):

- 44% GDP Growth projection between 2004 and 2010.
- Total health care growth projection to move from \$34 billion in total health care spending in 2000 to \$150 billion in 2010, a compound annual growth rate (CAGR) of 16%.
- Projections in the pharmaceutical industry show growth from \$18 billion to \$70 billion in 2010, accounting for a 17% CAGR.

- In the medical devices market, a growth of \$3.2 billion to \$14.8 billion is projected between 2000 and 2010, a CAGR of 19%.
- Projections also estimate that China will be the 5th largest pharmaceutical market by 2010 and the 3rd largest market for medical devices by 2010.

#### Clean Energy in China

China's clean energy development has grown rapidly in recent years - a trend that is expected to continue as the country strives to generate 20 percent of its energy from renewable sources by 2020. There will be a unique window of opportunity in the coming years for clean energy technologies developed in Massachusetts to be in China.

Massachusetts' highly skilled workforce, leading universities, venture capital community and entrepreneurial environment make the Commonwealth an attractive site for Chinese investors to look for opportunities around clean energy.

"The Governor's trade mission will highlight how Massachusetts' innovative clean energy companies can help China meet two of its greatest challenges - cleaner energy sources and cleaner, more efficient industrial production," said Annie Johnson, Executive Director of the New England Clean Energy Council. "We will build partnerships that will assist these companies to gain a foothold and expand in China's enormous, fast growing energy market. Access to such vast, new markets is vital - both for these companies to attain their growth potential and to enhance Massachusetts' position as a global leader in energy innovation."

Massachusetts' clean energy cluster of more than 550 companies represents a healthy, growing ecosystem of small and medium-sized companies that present myriad opportunities for joint ventures, partnerships, technology licenses and co-investment to exploit market opportunities both in China and the US.

#### **Massachusetts China Partnership Official Delegation**

##### Members of the Official Government Delegation:

- Governor Deval L. Patrick, Commonwealth of Massachusetts
- Secretary Daniel O'Connell, Housing and Economic Development
- Secretary Bernard Cohen, Transportation and Public Works
- Gregory Clarke Watson, Senior Advisor for Clean Energy Technology
- Tom Kinton, Jr., Chief Executive Officer, Massachusetts Port Authority
- Mitch Adams, Executive Director, Massachusetts Technology Collaborative
- Jack Wilson, President, University of Massachusetts

- Dr. Craig Mello, Professor, University of Massachusetts Medical School, 2006 Nobel Laureate

Members of the Official Non Government Delegation:

- Dr. Victor Zue, Co-Director, Computer Science and Artificial Intelligence Laboratory, Massachusetts Institute of Technology
- Anthony Saich, Faculty Chair of Asia Programs, Harvard University
- Joshua Boger, Chair, Biotechnology Industry Organization and Chief Executive Officer, Vertex Pharmaceuticals
- Tom Sommer, President, Massachusetts Medical Device Industry Council

**Massachusetts China Partnership COMPANY Representatives**

Representatives from Massachusetts companies who do business in China will participate in portions of the trade mission. Some of these representatives are already based in China.

Massachusetts Life Science Industry Representatives:

- Gunther Winkler, Vice President of Strategic Initiatives, Biogen Idec
- Marc D. Beer, President and Chief Executive Officer, ViaCell, Inc.
- Thomas Taylor, Vice President Global Marketing & Business Development, Healthcare, Nypro
- Jerry Chung, Vice President, Nypro Beijing
- Geoffrey MacKay, President and Chief Executive Officer, Organogenesis
- James Qun Xue, Director of Genzyme China
- Michael Glynn, Senior Vice President, Genzyme Asia Pacifica, Canada and South Africa
- Jeffrey J. Elton, Senior Vice President of Strategy and Global Chief Operating Officer, Novartis Institutes for BioMedical Research
- En Li, Vice President and Head of Research, Novartis Institutes for BioMedical Research Shanghai

Massachusetts Clean Energy Industry Representatives:

- Bruce N. Anderson, Chief Executive Officer, Wilson Turbopower
- Mitchell Tyson, Chief Executive Officer, Advanced Electron Beams

- Leo Casey, Vice President and Chief Technology Officer, Satcon Corporation
- Elbert Leo McDaniel III, Vice President of Sales and Marketing, Satcon Power Systems
- Dennis John Duffy, Vice President of Government and Regulatory Affairs, Energy Management Incorporated / Cape Wind
- Hal M. Thrasher, Director of New Business Ventures, Rohm & Haas Electronic Materials
- Robert J. Ferguson, Vice President, Business Unit Director, Circuit Board Technologies, Rohm & Haas Electronic Materials

# **12.03.07 - Governor Patrick Delivers Keynote at Massachusetts-China Partnership Forum**

**Governor Deval L. Patrick**

**Keynote at Massachusetts-China Partnership Forum**

**December 3, 2007**

## **As Delivered**

We are very honored indeed to be present with you here and we thank you very much for the warm welcome to Tsinghua Science Park and to Beijing.

This is not my first visit to China, nor is it my first visit to the neighborhood around Tsinghua University. But it is my first visit as Governor of Massachusetts. Indeed this visit is the very first official trade mission I have led anywhere as Governor. And it is important to me that our first visit is here in China.

I live in a little town called Milton, just outside of Boston, the capital city of Massachusetts. On the top of the highest hill near the town center, there is a grand old house. That house once belonged to a merchant family named Forbes. Today it is the home of the China Trade Museum, a monument to an important trade relationship between Massachusetts and China that goes back more than 200 years.

The first merchant ship under an American flag to set sail from China was a ship owned by Boston owners and moored in Boston, embarking in 1784. Commerce in China tea, porcelain and silk helped to make Boston the second busiest port in America in the 1830s. That market created great fortunes for certain legendary Massachusetts merchant families, as well as an early understanding among us of the culture and heritage of this ancient civilization.

The point is that as long as there has been an America, there has been a special trade relationship between Massachusetts and China. And that relationship remains extremely important to us.

Of course, since that time, much has changed.

In Massachusetts, our place as the center of American higher education has strengthened. Harvard, MIT and the University of Massachusetts - among others - have each flourished and have helped to train leaders in science, industry, the arts, public policy and other fields from America, China and around the world. I am so pleased that the President of the University of Massachusetts, Jack Wilson, has been able to join us on our visit, along with representatives of Harvard and MIT. UMass faculty member Dr. Craig Mello - this year's Nobel Prize winner in science is with us as well. Each represents his own great

institution of higher learning, but also the broad and timeless tradition of excellence in higher education that is Massachusetts.

Since those early days of the China trade, we have also developed an international "super cluster" around the life sciences and biotechnology. As you know, we enjoy a concentration of some of the world's best teaching hospitals, medical schools, research institutions and universities, all of which collaborate on stem cell and other life-saving research, as well as on biotechnological and biological therapies, devices and medicines. Some of the most promising medical breakthroughs - cures for diabetes, Alzheimer's disease, tuberculosis, hepatitis and even cancer, and treatments for severe burns through manufactured human skin - are being developed and commercialized by firms in Massachusetts, some of whose leaders have joined us on this visit.

We have also begun to develop an industry around clean energy technology, with over 550 companies capitalizing on our tradition of innovation and helping to respond to an urgent local and global need for clean, renewable energy generation, at stable prices. So, we have representatives joining us from wind energy, solar, conservation and consumption management firms as well.

And because people and goods travel by other means these days than by clipper ships, we have transportation officials with us today, as well. They are here to pursue new and direct flight routes between Boston and commercial centers in China.

Meanwhile, we know that, since those early days of the Massachusetts China trade, much has changed in China, as well. Your own traditional emphasis on teaching and learning has spawned great universities like Tsinghua, where intellectual and scientific breakthroughs are also working their way from the lab bench to the bedside. A large and aging population places demands on your medical system, much like our own, and you, too, are working on ways to assure the comfort and freedom from suffering of your honored elders.

China has made significant public investment in large science parks like this one and sharply increased direct public investment in research and development - in the search, just like us, for cures.

Rapid development has brought both prosperity and challenges to companies and individuals alike. With a pace of economic development that few other countries on earth can match, your electricity demand is projected to increase by as much as 250% by 2030. And with the current heavy reliance on coal as a generation source, a thriving market in clean alternative energy is growing, spurred on by government commitment to generate 15% of your energy from renewable sources by 2020.

So, we have come to refresh and renew a 200-year-old relationship. We seek to build new partnerships on an old friendship. We want to learn how you are meeting the challenges you face for advances in

education, healing and clean power. And we seek to share lessons we have learned and are still learning in these and in other fields.

Right now, Massachusetts and Chinese firms enjoy a strong business relationship. Nearly 2 Billion US dollars is traded between us today. Given the strength of the RMB relative to the Dollar, our common interests in science, technology and innovation, and the length of the trading relationship between us, I believe our commercial relationship can be even greater.

Intellectual and academic exchange between your universities and ours is already quite robust. For example, nearly half of the students in the MIT real estate development training program are Chinese and have been for years. UMass and Harvard already enjoy research and teaching relationships with Tsinghua University, and Dr. Mello has recently signed a Memorandum of Understanding with Tsinghua to conduct a series of exchanges among faculty and students. We want to encourage additional ways to share intellectually through joint educational programs.

In the life sciences, many Massachusetts research institutes and companies have already established operations in China, building on the strong life sciences cluster that exists right here as well. Genzyme and Novartis, Nypro and Vertex - all of which are represented here today in our mission - as well as others are partnering in the research and manufacture of new advances in healing. We encourage you to continue and to deepen this partnership.

And in clean energy, the opportunities are vast. Because in order for China to meet her ambitious alternative energy goals, you will have to leapfrog many conventional technologies and invent new and better ones. For example, China is projected to be the world's largest market for wind power equipment in just a few years. Well, you should know that, at her renewable energy research laboratory, UMass has considerable expertise in cutting edge turbine technology. We offer multiple opportunities for joint ventures, acquisition, licensing and other investment partnerships. We invite you to take advantage of them all.

And I am personally committed to helping to build on these and other business relationships - to advance our respective environmental interests, our mutual economic interests, and the future of healing and well being.

By my side are senior government officials, scientists, educators and business leaders from Massachusetts. Each has come because he or she understands and respects China's extraordinary accomplishments and potential. And all are interested in working with you on scientific research, educational arrangements, government-to-government programs and business transactions.

We see great opportunity in building anew upon the blend of China's economic dynamism and matchless

historical perspective and Massachusetts' tradition of innovation and joyful engagement with the future. Common business and international ventures lead to common ground and in turn to a common future. In a world weary of war, scarred by so much suffering and struggle, and in search of a reason to hope, we have come in essence to make the world a little smaller, our circle of friends a little wider and the prospects for mutual prosperity a little brighter.

On behalf of the entire Massachusetts delegation, I thank the government officials and the leaders of the University and the science park and our hosts here very warm and generous hospitality. We are delighted by the wonders of modern China and look forward to building strong new relationships on the old friendship between yourselves and Massachusetts.

Thank you

# **GOVERNOR PATRICK ANNOUNCES NEW TECHNOLOGY CENTER FOR MASSACHUSETTS COMPANIES IN CHINA**

## **Massachusetts Companies Exhibited in Shanghai Technology Park**

SHANGHAI, CHINA - Friday, December 7, 2007 - Governor Deval Patrick attended the official opening of the Massachusetts Technology Center on Thursday at the Shanghai Zhangjiang Hi-Tech Park, encouraging innovation and collaboration between businesses in Massachusetts and China. "Creating resources like these is exactly why we came to China," said Governor Patrick. "This technology center will help strengthen connections between companies in the Commonwealth and in Shanghai and beyond."

The center is open to any business in Massachusetts for exhibiting and marketing products to Chinese companies. As economic opportunities in China continue to grow, more companies in Massachusetts and China have asked for guidance on how to do business with their counterparts overseas.

In response to those requests, the Massachusetts Office of International Trade & Investment (MOITI), which is coordinated by the Executive Office of Housing and Economic Development, helped create the center in partnership with the Shanghai Zhangjiang Hi-Tech Park.

The center offers Massachusetts companies with sales office support, space to start trial operations in China and promotion of Massachusetts education and certification to Chinese students and workers. Massachusetts-based companies such as Novartis, Rohm & Haas and Biogen Idec were on display at the center opening. Roughly 4,600 companies focused on the life sciences, clean energy, IT and software industries are registered with the Shanghai Zhangjiang Hi-Tech Park.

"The life science and clean energy marketplaces are a worldwide opportunity," said Dan O'Connell, Secretary of Housing and Economic Development. "This center will be an additional tool for Massachusetts companies to service and open up new markets in China, the fastest growing economy in the world."

Representatives from MOITI signed a Letter of Intent with Zhangjiang Hi-Tech Park in October to enhance trade and exchanges between these two regions and to increase brand awareness of Massachusetts. In October, Zhangjiang High Tech Park's CEO and other senior officials visited Massachusetts and met with Secretary O'Connell to finalize that agreement.

The Commonwealth's trade mission to China, which ends today, aimed to strengthen innovation and collaboration around clean energy, life sciences, education and transportation. This visit is the first in a series of steps Governor Patrick takes to strengthen the Massachusetts-China relationship.

The agenda has included meetings in Beijing and Shanghai with Chinese companies and universities focused the Commonwealth's interest in China's academic, research and development and commercial achievements.

# GOVERNOR PATRICK HIGHLIGHTS PROGRESS ON THE MASSACHUSETTS-CHINA RELATIONSHIP

## Meetings Result in Agreements to Improve Collaboration Around Life Sciences, Clean Energy, Transportation and Higher Education

BOSTON - Monday, December 10, 2007 - Governor Deval Patrick today highlighted progress made on the Massachusetts-China relationship during the Commonwealth's first governor-led trade mission to China in seven years, including agreements signed between life science and clean energy groups in Massachusetts and China, a new exchange opportunity for the University of Massachusetts and moving a step closer to nonstop air service from Boston to Beijing.

"This was a powerful trip, and we have returned with many new opportunities for Massachusetts companies to do business or strengthen relationships in China," said Governor Patrick. "The openness to our universities and entrepreneurs was encouraging, and I look forward to the many benefits the follow up produces."

Governor Patrick and members of the delegation met with high-level government officials, including the Vice Minister of Commerce, and the Ministers of Environment, Science and Technology, and the General Administration of Civil Aviation. The delegation also met with key industry representatives such as the Chinese Ocean Shipping (Group) Company, Grand China Airlines and Wu Xi Pharmaceuticals.

The trade mission, which lasted six days and included trips to Beijing and Shanghai, resulted in several agreements made between entities across life sciences, clean energy, transportation and higher education in Massachusetts and China.

For example, Massport CEO and Executive Director Tom Kinton and Governor Patrick met with high-ranking representatives from Grand China Airlines to move closer toward a final agreement for nonstop air service from Boston to Beijing. The airline has applied to Chinese regulatory authorities for permission to operate the flight. Service between the two cities could begin as soon as the summer of 2009, pending delivery of the new Boeing 787 aircraft to the airline. Nearly 70,000 people travel between Boston and Beijing and Shanghai each year, and this service will create more opportunities for business travelers and tourists to fly more quickly and easily to China.

Governor Patrick and members of the delegation met with CEOs of companies in the life science, clean energy and transportation industries, leading to a number of new opportunities to strengthen those markets in Massachusetts and some agreements to promote sharing ideas and resources to advance these industries. Some examples include:

Organogenesis, a Canton-based company that develops regenerative medicine technology, signed an agreement with the National Tissue Engineering Center in Shanghai to share resources and open the door for Organogenesis to export its manufactured products to China, and eventually other parts of Asia.

Both companies also agreed to work toward manufacturing existing cell therapies on site in Shanghai. That agreement will lead to economic growth here at home and benefit millions of Chinese patients suffering with chronic, open wounds.

The Massachusetts Technology Collaborative signed an agreement with the Chinese Wind Energy Association to promote wind energy research conducted in Massachusetts by Chinese companies working with Massachusetts' Universities and to establish an International Wind Energy Fund of up to \$200,000 per year to promote research, the exchange of ideas and provision of advice concerning wind energy technology in China, as the country works to address its issues surrounding development and pollution.

The Massachusetts Medical Device Industry Council (MassMEDIC) signed an agreement with the Chinese Association for Medical Device Industry (CAMDI) to promote economic and technical development collaborations and partnerships from both sides.

Governor Patrick announced the official opening of the Massachusetts Technology Center on Thursday at the Shanghai Zhangjiang Hi-Tech Park, encouraging innovation and collaboration between businesses in Massachusetts and China.

Representatives from the University of Massachusetts, Harvard and MIT strengthened their ties with Chinese academic institutions, including Tsinghua University, and participated in meetings with Chinese scientists and entrepreneurs on topics such as life sciences and renewable energy. During the trip, the CEO of WuXi PharmaTech asked the University of Massachusetts about the possibility of pursuing an academic-industry partnership that would include coordinating educational visits for company scientists and possibly making online courses and other degree programs available to employees. UMass President Jack M. Wilson agreed to explore a relationship based on the University's existing programs for Massachusetts-based companies and industry groups. UMass Nobel laureate Dr. Craig Mello also addressed students and faculty at Tsinghua University in Beijing.

# **12.10.07 - Governor Returns From China Trade Mission**

**Governor Deval L. Patrick**

**Governor Returns From China Trade Mission**

**December 10, 2007**

**As Delivered**

## **Governor Patrick**

We met with high-level government officials in the commerce, environment, science and technology and civil aviation ministries. That is important in China because so much of private commerce is directed by or influenced by government policy and state action.

We were especially glad to have met with the leadership of the New China Investment Corporation which is responsible for investing the interest on China's staggering foreign currency reserve. That interest alone that the CIC will invest is somewhere on the order of \$250 billion. We met with CEO's of companies, Chinese companies in the life sciences and the clean energy and transportation industries leading to a number of new opportunities to strengthen those markets here at home and some new agreements to promote sharing ideas and resources to advance these industries and I will mention just a few.

Organogenesis, a Canton-based company that develops regenerative medicine technologies signed an agreement with the National Tissue Engineering Center in Shanghai to open the door for Organogenesis to export its products to China and on through to Asia, and Geoff will say a little bit more about that in a minute.

The Massachusetts Technology Collaborative signed an agreement with the Chinese Wind Energy Association to collaborate on wind-energy technology and to establish an international wind-energy fund to promote research, the exchange of ideas, and the provisions of a device concerning wind energy technology in China as the company works to address the significant environmental, in particular air-quality in the larger cities and maybe Mitch, if you have a chance you can say a word or two about that.

The Massachusetts Medical Device Council, Mass Medic signed an agreement with the Chinese Association for Medical Device Industry, "CAMDI" it's called, to promote economic and technical

development, collaborations and partnerships on both sides. And Tom is here, now that he's in front of the cameras he can address any questions you may have about that.

We have a commitment now from Grand China Air to begin non-stop air-service between Boston and Beijing and Shanghai within the next 18 to 24 months, and a strong sense I think it's safe to say from the Chinese Aviation Authority that they will look favorably upon that application. That's a good thing because as it turns out 70 thousand people as we know of travel between Boston and China every year and Tom will say a little bit more about that.

I was struck by a couple of things on this trip. First of all, China is aggressively expanding economically. And they're looking for investment both of U.S. companies into China and Chinese companies and Chinese State investment in the United States. Another thing I was struck by and I have been on other trips is that when China decides to do things, they get it done. You've heard or you have seen the cranes are everywhere. There is more building going on, there is more expansion going on. We learned about a hospital that once the government decided to really face up to the SARS epidemic, they realized they needed a thousand plus bedroom hospital and put it up in seven days time. We learned about the new high-speed rail service that's being constructed between Beijing and Shanghai, cut that trip down from about 12 hours now to I think it's a little less than 5 hours. But we rode the (7:17) Maglev, which is this extraordinary high-speed service that covers 18 miles or so between Shanghai and the Shanghai airport in seven minutes.

There is a tremendous focus, once the Chinese decide that they're going to do something to get it done, and there are great challenges that this expansion raises as well. The stress on the population, given the aging of the population and the increasing urbanization of the population, creates all kinds of demands in terms of health care. And those demands create an opening for a broader presence of our life sciences technology of others for cures and for therapies. The environmental degradation, frankly, particularly in the terms of air quality and the energy demand that the expansion creates, is also creating opportunities for expanding clean energy technology.

And I was struck by one other thing and that is that our universities represent a calling card for us in China. They give us instant credibility. Everybody, people were impressed with Massachusetts as an idea factory. Turns out, of course, that being able to describe accurately that those universities, the University of Massachusetts, Harvard, MIT and others, are the engine for the growth in life sciences and clean energy technology help to bolster that case with all of the partners with whom we met.

It was a very full, very busy, very useful and valuable visit on a lot of levels. And one of the things that I think we all know having done business in China and we're learning for those who are new, that the way

this happens is that the first time you meet people it's quite formal. I don't know if some the pictures are here, but there are some extraordinarily scripted kinds of encounters. But the second time, you meet people as if you're old friends. So that we were able to get right down to business with folks we had met, Chinese CEOs we had met here before we went over. And I think for the follow up, and it's absolutely essential that there be follow-up at the government to government level. as well as at the level of individual businesses that we will be greeted as old friends. And that it will produce and continue to produce great results for Massachusetts.

## **Lieutenant Governor Murray Announces Business Development Trade Mission to Ireland and Northern Ireland**

In collaboration with the Ireland Chamber of Commerce-United States, mission will focus on the life sciences, information technology and travel & tourism sectors

BOSTON, MA - Thursday, September 4, 2008 - Lieutenant Governor Timothy Murray today announced he will lead a business development trade mission to Ireland and Northern Ireland in October. The mission will focus on creating economic development opportunities in the life sciences, information technology, and travel and tourism sectors.

"I look forward to further developing the many relationships between Massachusetts and Ireland and Northern Ireland," said Lieutenant Governor Murray. "This mission will allow me to spread the message that Massachusetts is open for business with two of our major international partners."

Lieutenant Governor Murray will lead a delegation including Senate President Therese Murray, other state government officials, industry leaders and representatives from higher education institutions such as the University of Massachusetts Worcester Medical School. The delegation will travel to Galway and Dublin in Ireland, and Belfast and Derry in Northern Ireland October 5th to October 11th. The delegation has been coordinating with the Ireland Chamber of Commerce's New England Chapter (ICCUSA). In all four cities, the Lieutenant Governor will meet with representatives from government, academia and the private sector.

"This trade mission will allow us to partner with Ireland and Northern Ireland and promote industries such as life sciences, biotechnology, information technology and tourism," said Senate President Therese Murray. "By meeting with experts in both the public and private sector, we will be able to set groundwork and move forward on expanding these industries and bringing jobs and revenue to the Commonwealth."

Ireland and Northern Ireland were chosen for a business development mission because the regions share growing life sciences, information technology, and travel and tourism sectors, as well as, historic and cultural ties to Massachusetts. Building ties in these specific industries will benefit Massachusetts, Ireland and Northern Ireland, by leading to more international companies to utilize Massachusetts as a gateway to North America.

"The Commonwealth has great business relationships with Ireland and Northern Ireland that cut across a range of industries, including medical devices," said Tom Sommer, President of MassMEDIC. "This trip will enable the Commonwealth to build on the investments that Irish companies have already made here in Massachusetts, while also helping to open doors for Massachusetts companies looking to grow in the European market."

Just recently, Creganna, a leading Irish medical device company, opened a manufacturing facility in Marlborough and plans to create close to 100 new jobs. In addition, Cognex, a Natick based machine sensor company has recently expanded its manufacturing capacities abroad, establishing a plant in Cork, Ireland to better compete in the European market.

Over all, total value exports from Massachusetts to Ireland have been rising since 2004 with a remarkable growth of 55% from 2006 to 2007, representing over \$715 million in commodities. In addition, the value of exported pharmaceutical products to Ireland increased over 6,000% from 2006 to 2007 alone.

ICCUSA is a highly regarded networking organization that actively promotes the development of economic, commercial, financial and educational relationships between the United States and the island of Ireland. ICCUSA members are business executives and entrepreneurs in the U.S., Ireland and Northern Ireland.

"Ireland is a leading trading partner with the United States and this trade mission will serve to further strengthen the significant business relationships that exist between Ireland and Massachusetts," said Fergal Woods, Director of ICCUSA New England. "A key objective of this trade mission is to further promote Massachusetts as the 'go-to State' for any Irish or European companies wishing to conduct business in the United States."

The Executive Office of Housing and Economic Development and its agency the Massachusetts Office of International Trade & Investment (MOITI) will oversee details of the trade mission. Enterprise Ireland, Invest Northern Ireland and the respective governments of Ireland, Northern Ireland and Great Britain have also been partners in the planning process. The cost of the trade mission will be paid by the Commonwealth's active trade partners MassPort and the Massachusetts Technology Collaborative (MTC) under agreement with the Executive Office of Housing and Economic Development. In addition MOITI, Massachusetts Cultural Council, Massachusetts Office of Travel and Tourism, and the Massachusetts Convention Center Authority will be hosting a series of travel and tourism promotional events for the delegation. Non-Administration and private sector participants will reimburse MassPort and MTC for costs associated with their participation. The budget for this trade mission is approximately \$170,000.

## **INNOVATION ECONOMY MISSION TO ISRAEL, UNITED KINGDOM TO FOCUS ON JOBS, INVESTMENTS IN MASSACHUSETTS**



Wednesday, February 9, 2011 -- Governor Patrick meets with Sir Nigel Sheinwald, British Ambassador to the United States, and Dr. Phil Budden, British Consul General to New England, in his office. (Photo credit: Mary Kate Feeney/Governor's Office)

BOSTON - Wednesday, February 9, 2011 - A coalition of the state's leading business executives and senior government officials will take part in the *Massachusetts Innovation Economy Partnership Mission 2011* to Israel and the United Kingdom, Governor Deval Patrick announced today. The coalition will explore growth opportunities within the Commonwealth's innovation-based industries - technology, life sciences and clean energy - and areas of common interest between the state's established and emerging partners in Israel and the UK.

The mission will focus on business expansion, job growth and collaboration during industry forums, company visits and meetings with Israeli and UK business leaders and government officials in Tel Aviv, Haifa, Jerusalem, London and Cambridge. The Massachusetts delegation will arrive in Israel on March 7<sup>th</sup>, and depart the United Kingdom on March 17<sup>th</sup> to return to Boston.

"Massachusetts is an unparalleled leader in the global economy and a trailblazer for the nation. To continue to compete on an international level and create new jobs here at home we must look outward to

new markets, and position Massachusetts as the North American destination for business growth," said Governor Patrick, following a meeting with Sir Nigel Sheinwald, British Ambassador to the United States.

"My Government looks forward to welcoming Governor Patrick to the UK. Visits by senior US officials serve to underscore the deep commercial and political links between our two countries, and are at the very heart of our shared special relationship, and mutual prosperity," said Sir Nigel Sheinwald. "The Governor has the full support of the British Consulate-General here, and I wish the Governor all the best with his mission."

"We are delighted that Governor Patrick has decided to lead such a mission to the United Kingdom," said Phil Budden, British Consul General to New England. "Massachusetts and the UK are key partners across business, research, innovation and technology. The Governor's visit will build on the strong commercial links between the UK and Massachusetts in these key areas. His visit will also create new opportunities for shared economic growth and for trade and investment, by profiling what Massachusetts has to offer to a British audience."

"The Massachusetts-Israeli connection is strong and gives the Commonwealth a competitive edge in a global economy. I am thrilled to welcome Governor Patrick and many important stakeholders to the country of Israel, where we can identify new opportunities for domestic growth and solidify a partnership that is key to securing the Commonwealth's economic future," said Consul General of Israel to New England Shai Bazak.

Members of the official non-government delegation include representatives from the Massachusetts Competitive Partnership, and representatives from Massachusetts life sciences, clean energy and tech hub companies - many with a presence in Israel and the UK. See a list of the full delegation below.

"Both Israel and the United Kingdom represent markets with great strength in the innovation economy and significant points of intersection with Massachusetts," said Michael Greeley, Flybridge Capital Partners, Past Chairman of the New England Venture Capital Association. "This mission will lay the foundation for collaboration and long-term business growth opportunities throughout the Commonwealth."

Today there are nearly 100 companies with Israeli founders or Israeli-licensed technologies in Massachusetts. In 2009, these companies employed nearly 6,000 people and generated \$2.4 billion in direct revenue for the state. Local firms exported over \$180 million worth of goods to Israel in 2009 and, at 12.35 percent, the United States is Israel's largest source of imports.

There are currently 478 companies with UK-ties in Massachusetts. Of these, 225 UK-owned companies in the state employ 40,100 Massachusetts residents. Additionally, 253 Commonwealth-based companies have established operations in the UK. Massachusetts companies exported over \$4 billion worth of goods to the UK in 2009 and the United States is the UK's second largest source of imports at 9.74 percent. For two years in a row, the UK has been the largest market for Massachusetts exports.

Like Massachusetts, both countries boast thriving technology, life sciences and clean energy economies and the opportunities for collaboration and investment are significant. The UK's Information Communication Technologies sector is the largest in Europe, and employs over a million people. Israel's

life sciences industry has grown steadily over the past decade, with more than 1,000 active companies and 80 new start-ups each year. The UK is a global leader in offshore wind and has one of the largest renewable deployments in the world.

"As an internationally-respected leader in medical research and biotech, the Commonwealth has a tremendous opportunity to share its knowledge base with colleagues across the globe," said Gary Gottlieb, President and CEO of Partners HealthCare. "By doing so, we can attract the brightest minds to work with us to advance our science and our medicine. This has the potential to be a magnet for job creation and growth in one of the most robust and sustaining sections of our state's economy."

Over the last two years governors and top officials from 21 states have led trade missions to Israel and the United Kingdom, a clear indication that our counterparts consider these efforts to be wise investments for their businesses and citizens.

"This mission represents a unique opportunity to increase jobs, investment and growth for the Massachusetts economy," said Diane Hessian, CEO of Communispace. "We have so much in common with Israel: an innovative and entrepreneurial culture -- and strength in technology, alternative energy and biotech. By bringing a variety of stakeholders together, we expect to create partnerships that can benefit us for a long time to come."

"We are excited about the Governor's Mission to Israel and are delighted to take part in it and contribute to its success," said Yuval Malinsky, President of the New England Israel Business Council (NEIBC). "Israeli companies and entrepreneurs have contributed billions to the Massachusetts economy and have created many thousands of jobs and this mission will enhance Massachusetts visibility in Israel and encourage more Israeli companies to establish their North American headquarters in Massachusetts. The Mission will help the NEIBC in fostering collaboration between Massachusetts and Israel which will benefit both economies."

**Members of the Official Government Delegation:**

- Governor Deval L. Patrick, Commonwealth of Massachusetts
- Secretary Greg Bialecki, Housing and Economic Development
- Secretary Joanne Goldstein, Labor and Workforce Development
- Secretary Rick Sullivan, Energy and Environmental Affairs
- Dr. Susan Windham-Bannister, President and CEO, Massachusetts Life Sciences Center
- Pat Larkin, Director, John Adams Innovation Institute, MTC
- Pat Cloney, Director, Mass Clean Energy Center
- Robert Caret, Incoming President of the University of Massachusetts

**Members of the Official Business Delegation:**

- Lars Andersen, CEO FloDesign Wind Turbine
- Robert Coughlin, President and CEO, MassBio
- Henry Dormitzer, CFO Free Flow Power
- Tom Dretler, President and CEO, Eduventures, Inc.
- John Fish, CEO and President of Suffolk Construction Co
- Jaime Goldstein, Northbridge
- Gary Gottlieb, President and CEO of Partners HealthCare
- Michael Greeley, Flybridge Capital Partners
- Robert Green, Chairman of Longfellow Real Estate Partners
- Brian Halligan, CEO and Founder HubSpot
- Tom Heiser, President, RSA, Security Division of EMC
- Winston Henderson, VP and General Counsel of SurfaceLogix
- Diane Hessian, CEO Communispace
- Tom Hopcroft, President and CEO, Massachusetts Technology Leadership Council
- Tamara Joseph, Senior Vice President and General Counsel, Cubist
- Robert Kraft, Chairman and Chief Executive Officer of The Kraft Group
- Astrid Khokhar, Director of Business Development and Sales Operations for Wind Tech, American Superconductor
- Bruce Magid, Dean of *Brandeis* International Business School
- Aaron Mandell, President and CEO, Oasys Water
- Daniel McGahn, President and COO, American Superconductor
- Andy Norman, Chief Operating Officer, GlassHouse Technologies
- Thomas N. O'Brien, Managing Director, The HYM Investment Group, LLC
- Dan O'Connell, President, Massachusetts Competitive Partnership

- Geoffrey MacKay, President and Chief Executive Officer, Organogenesis
- Raanan Miller, Principal Member of Staff for Strategy and Business Development, Draper Laboratory
- Steve Papa, CEO, Endeca
- Mark Shirman, President/CEO Glasshouse Technologies
- Frank Sinton Jr., CEO, PMC BioTech
- Peter Slavin, President, Mass General Hospital
- Dr. Ido Shoenberg, American Well
- Andy Tarsy, Executive Director of the Progressive Business Leaders Network
- Praveen Tipirneni, M.D., Vice President, Business Development, Cubist
- Mitch Tyson, CEO, Advanced Electron Beams

## **GOVERNOR PATRICK, LIEUTENANT GOVERNOR MURRAY JOIN BUSINESS LEADERS IN ISRAEL and BOSTON TO LAUNCH 2011 MASSCHALLENGE START-UP COMPETITION**

TelePresence connects Cisco's Israeli & Boston sites during first day of Massachusetts-Israel Innovation Economy Partnership Mission

NETANYA, ISRAEL/BOSTON, MA - Monday, March 7, 2011 - Governor Deval Patrick and Lieutenant Governor Timothy Murray today joined the founders of MassChallenge to announce round two of the world's largest global start-up competition that, in 2010 alone, supported 111 startups, created 300 new jobs and raised \$30 million in outside funding. During a TelePresence event connecting Cisco's Israeli and Boston sites on the first day of the Governor's Massachusetts-Israel Innovation Economy Partnership Mission, the Administration pledged \$1 million over the next four years to the innovative program.

"It is fitting that we are connecting the world's two leading innovation economies today in real-time to announce the second phase of this thrilling initiative," said Governor Patrick. "MassChallenge is an open invitation for the world's highest-impact, highest-potential startups to grow their ideas in Massachusetts. Based on what we've seen today and what we know about entrepreneurs here, we expect to see some very impressive proposals from Israeli startups."

"MassChallenge has been recognized by President Obama, and for good reason," said Lieutenant Governor Murray. "In just over a year, the program has cultivated real talent - turning their extraordinary vision into reality and, along the way, creating jobs, attracting private investment and securing the Commonwealth's spot as a hub for innovation."

In January, MassChallenge was invited by President Obama to be an inaugural member of the Startup America Partnership, a public-private partnership that will encourage entrepreneurs from across the country to accelerate high-growth and innovative business development.

With today's announcement, the 2011 MassChallenge Startup Competition and Accelerator is now officially accepting applications from any startup entrepreneur anywhere in the world. In addition to the state's support, the program has secured more than \$1 million in commitments from last year's sponsors, including the Blackstone Charitable Foundation, the Deshpande Foundation, Josh Boger and Microsoft, as well as new contributors such as Johnson & Johnson's Corporate Office of Science and Technology and Foley & Lardner.

In year one, MassChallenge provided finalists with over 5,000 hours of world-class mentorship, 22,000 square feet of Class A office space on Boston's waterfront and an abundance of training and office hours. The program is enhancing its services in year two, including appointing a Chief Mentorship Officer; incorporating an investor-in-residence program to increase connectivity between startups and funding sources; launching active focus areas in high tech, life sciences and other areas to allow for targeted training and events by sector; and actively engaging partners around the globe to engage an even more diverse set of startups and supporters.

John Harthorne, CEO and Co-Founder of MassChallenge, said, "Massachusetts is the strongest innovation ecosystem in the United States. Blessed with 100+ universities, Massachusetts has more venture investors per capita than any other state, more high-tech firms and more knowledge firms per capita than any other state, and boasts the best educated workforce in the country. Israel is one of very few places in the world that compares favorably to Massachusetts on all these metrics. Fostering even greater collaboration between Israel and Massachusetts represents a huge opportunity to accelerate growth and job creation in both regions and to help speed the pace at which top innovators address the world's most significant opportunities. MassChallenge is extremely proud to support this expanded partnership and we are looking forward to supporting Israel's best innovators alongside those from elsewhere in the world as part of the 2011 MassChallenge Competition and Accelerator."

"It was a real privilege for us to be able to participate in the MassChallenge competition this past year. The contest gave us access to unparalleled resources, from outstanding mentors to office space to start-up training---a unique combination that's made a world of difference for our company," said Brian Freeman, Chief Operating Officer, Energesis Pharmaceuticals.

"Cisco is proud to have hosted Governor Patrick's virtual meeting today between Israel, Boston, and San Jose using our transformational TelePresence technology that enables people from around the globe to virtually sit at the same table to meet in real time. The commitment to strong global support of the Massachusetts innovation and entrepreneurial engine expressed by the Governor, Lieutenant Governor Murray, the MassChallenge leadership, and Cisco SVP & Chief Strategy Officer Ned Hooper will continue to drive our regional economic success," said Cisco's Paul Bosco, VP & Site Executive - New England Development Center.

Ultimately, a dozen or more winners will receive cash awards of \$50,000 - \$100,000 toward launching their high-impact businesses. These MassChallenge grants will be awarded to winners at the Final Ceremony on October 20, 2011. To enter, visit [www.masschallenge.org](http://www.masschallenge.org) as early as possible in order to maximize associated benefits. The deadline for entrant submissions is April 11, 2011 and there are discounts available for early entry via partner organizations -- see [www.masschallenge.org](http://www.masschallenge.org) for details.

Governor Patrick announced round two of MassChallenge on the first day of an innovation mission that will take a coalition of the state's leading business and government officials to Israel and the United Kingdom in order to explore opportunities for job growth and collaboration within the Commonwealth's innovation-based industries. Earlier in the day, the Governor received a briefing from top embassy officials in Tel Aviv, and met with Israel's Chief Scientist, Avi Hasson, at the Ministry of Industry, Trade and Labor. For more information and to receive updates over the course of the 10-day mission, please visit [www.mass.gov/governor/innovationmission](http://www.mass.gov/governor/innovationmission).



## GOVERNOR PATRICK URGES EL AL CEO TO CREATE DIRECT FLIGHT FROM BOSTON TO TEL AVIV

Governor also meets with Israeli Chief Scientist Avi Hasson to discuss future collaboration between Israel and Massachusetts



This morning, Governor Patrick met with the CEO of El Al Airlines to advocate for a direct flight between Boston and Tel Aviv. From left to right, Consul General from Israel to New England Shai Bazak, CEO of El Al Airlines Major General Eliezer Shkedi, Governor Patrick. (Photo credit: Alex Goldstein/Governor's Office).

TEL AVIV - Monday, March 7, 2011 - Governor Patrick and members of the Innovation Economy Partnership Mission delegation today met with the CEO of El Al Airlines Major General Eliezer Shkedi in their first meeting upon arrival in Israel this morning. The Governor and delegation members received a briefing from the Major General about the airline, and urged him to consider initiating a direct flight from Boston to Tel Aviv in the coming months. Focusing on the strong business ties between Israel and Massachusetts, as well as the significant Jewish community in the Greater Boston area, the delegates each emphasized the benefits of this direct connection.

"A direct flight between Boston and Tel Aviv would be a tremendously positive development for our many businesses and residents who regularly travel to and from Israel," said Governor Patrick. "It was a very positive meeting and we left with a commitment from El Al to evaluate over the coming months, the

feasibility of a direct flight from Boston to Tel Aviv."

Later this afternoon, Governor Patrick and the full delegation met with Israel's Chief Scientist Avi Hasson at the Ministry of Industry, Trade and Labor in Tel Aviv. This meeting was an opportunity to engage directly with Mr. Hasson, who is a critical leader in the State of Israel's support for entrepreneurship and innovation across the country. Delegation members spoke about plans for future collaboration between Israeli and Massachusetts businesses, particularly in the Life Sciences, Information Technology and CleanTech sectors, and discussed the ways in which the two governments could play a role in supporting those partnerships in the future. An announcement to further solidify is expected later this week relative to establishing a framework for future partnerships that support innovation and entrepreneurship in Massachusetts and Israel in the days ahead.

"Massachusetts and Israel share an exceptional commitment to spurring entrepreneurship and growth in our innovation industries, and our meeting with the Chief Scientist reinforced our mutual goals of supporting a vibrant and robust climate for innovation in Massachusetts and Israel," said Governor Patrick. "I look forward to further developing, expanding, and implementing a strong partnership in the next few days."

Governor Patrick and the delegation will meet with the Minister of Industry, Trade and Labor Shalom Simhon on Thursday.

Today there are nearly 100 companies with Israeli founders or Israeli-licensed technologies in Massachusetts. In 2009, these companies employed nearly 6,000 people and generated \$2.4 billion in direct revenue for the state. Local firms exported over \$180 million worth of goods to Israel in 2009 and, at 12.35 percent, the United States is Israel's largest source of imports.

## GOVERNOR PATRICK LEADS MASSACHUSETTS-ISRAELI FORUM ON GROWING CLEAN ENERGY AND GREEN JOBS SECTORS



Governor Patrick speaks at a clean tech forum at the Interdisciplinary Center in Herzliya. (Photo credit: Alex Goldstein/Governor's Office). [View additional photos.](#)

HERZLIYA - Tuesday, March 8, 2011 - As part of the Massachusetts Innovation Economy Partnership Mission 2011, Governor Deval Patrick today led a forum on growing the clean energy and green jobs sectors in Massachusetts and Israel at the Interdisciplinary Center in Herzliya. The forum is part of the Governor's mission to explore growth opportunities in clean tech economy between the state's established and emerging partners in Israel.

"Like Israel, Massachusetts is proud to be a global leader in the clean energy and green jobs economy," said Governor Patrick. "With our talented people, world-class institutions, and supportive government leaders we are letting the world know that Massachusetts is a great place to start or grow a clean energy business."

Governor Patrick brought together leaders in the Massachusetts and Israeli clean-tech sectors at the Interdisciplinary Center - Israel's first private college - to discuss his vision for expanding collaboration and job opportunities within the industry. Earlier in the day, the Governor's clean tech delegation from

Massachusetts toured Pythagoras Solar in Petach Tikva, and met with leaders from the venture capital firm Israel Cleantech Ventures.

"Governor Patrick's leadership, bolstered by the pacesetting policy initiatives enacted since 2007, make Massachusetts fertile ground for a thriving clean energy industry," said Energy and Environmental Affairs Secretary Richard K. Sullivan Jr. "Some 1,500 clean energy companies are already doing business in the Commonwealth, and clean energy sector employment has risen 65 percent in the last four years. With targeted industry support by the Massachusetts Clean Energy Center, we are better positioned than any other state in the country to continue to capitalize on the good jobs, long-term economic growth, and cleaner environment that come from growing a vibrant clean energy sector."

"By bringing together delegations of business leaders and policy makers from regions with pioneering people, policies and academic institutions we are forging a partnership that will further drive innovation in the clean energy industry," said Massachusetts Clean Energy Center (MassCEC) Executive Director Patrick Cloney. "We are eager to collaborate with the Israeli clean tech community to help clean energy companies achieve success faster."

"This delegation offers a great opportunity for Israel's vibrant cleantech community to engage with industry leaders and policy makers from a region that is at the forefront of the US cleantech market," said Israel Clean Tech Ventures Partner Meir Ukeles. "Just as earlier generations of Israeli software, communications and life sciences companies built strong ties to Massachusetts, we look forward to energy and water innovation being at the heart of Israel-Massachusetts collaboration going forward."

"Born and bred in Massachusetts, American Superconductor Corporation has emerged as one of the world's leading power technology companies," said Astrid Khokhar, Director of Sales and Marketing for AMSC's Windtec™ brand. "From the U.S. to Europe to the Middle East and Asia, AMSC is helping to make 21st power supplies cleaner, smarter and stronger. We are proud to be joining Gov. Patrick on this trade mission to Israel and the U.K."

Both Israel and Massachusetts are global leaders in developing clean energy technologies and forming clean energy start ups. There are an estimated 1,500 clean energy companies in Massachusetts. Based on a survey of clean energy companies conducted by MassCEC, at least 11,000 people are employed in clean energy sector today, up 65 percent from 2007.

Since the beginning of the Patrick-Murray Administration, Massachusetts has taken an integrated approach in clean energy, creating clean energy jobs, focusing on solar, lighting, biofuels, energy efficiency and security and reducing greenhouse gas emissions. In addition, Massachusetts is soon to be home to Cape Wind, the nations first offshore wind farm.

Today there are nearly 100 companies with Israeli founders or Israeli-licensed technologies in Massachusetts. In 2009, these companies employed nearly 6,000 people and generated \$2.4 billion in direct revenue for the state. Local firms exported over \$180 million worth of goods to Israel in 2009 and, at 12.35 percent, the United States is Israel's largest source of imports.

The Massachusetts Innovation Economy Partnership Mission 2011 is focusing on business expansion, job growth and collaboration during industry forums, company visits and meetings with Israeli and UK business leaders and government officials in Tel Aviv, Haifa, Jerusalem, London and Cambridge. The Massachusetts delegation arrived in Israel on March 7th, and will depart the United Kingdom on March 17th to return to Boston.

## GOVERNOR PATRICK VISITS WEIZMANN INSTITUTE OF SCIENCE TO CULTIVATE LIFE SCIENCES PARTNERSHIPS BETWEEN ISRAEL AND MASSACHUSETTS



Governor Patrick delivers remarks during a Life Sciences forum at the Weizmann Institute of Science. (Photo credit: Alex Goldstein/Governor's Office). [View additional photos.](#)

REHOVOT - Tuesday, March 8, 2011 - As part of the Massachusetts Innovation Economy Partnership Mission 2011, Governor Deval Patrick today visited the Weizmann Institute of Science in Rehovot, Israel to discuss plans to cultivate new investment and partnerships between the Massachusetts and Israeli life sciences sectors. During his visit, Governor Patrick hosted a Massachusetts-Israel Innovation Economy Forum on the life sciences and met with researchers, technicians, and industry leaders at the Weizmann Institute, one of the world's leading multidisciplinary research institutions.

"Like Massachusetts, Israel boasts a thriving life sciences sector, and the opportunities for collaboration and investment are significant," said Governor Patrick. "We are using this trip to expand our ties and explore new opportunities for investment and job growth."

Governor Patrick was joined by his life sciences delegation, a coalition of leaders from Israel and Massachusetts committed to expanding job growth opportunities in the innovation industries, including the life sciences. During the trip, the delegation will also travel to Haifa and Jerusalem and meet with business leaders in the Israeli life sciences sector, including officials from Teva Pharmaceuticals.

"Massachusetts and Israel are world-renowned forces in the life sciences and today's discussion focused on ways we can bolster our common strengths," said Greg Bialecki, Secretary of Housing & Economic Development. "International collaboration in investment, research, product development and trade will be key as we create jobs and propel the Commonwealth's innovation economy forward."

"Massachusetts is a global leader in the life sciences, but if we want to maintain that status we need to engage globally with other leaders in these sectors," said delegation member Dr. Susan Windham-Bannister, President & CEO of the Massachusetts Life Sciences Center. "Israel is an important trading partner for Massachusetts, and a leader in the life sciences with well-established industry clusters in biotechnology, pharmaceuticals and medical devices. I look forward to building relationships on this trip that will pay off for the Commonwealth in the areas of shared research, industrial partnerships, collaborative investment and, ultimately, job growth and scientific discovery."

"Israel is a powerhouse of innovation and intellectual property" said Dr. Ido Schoenberg, Chairman and CEO of American Well Corporation. American Well provides an on-line care system that allows patients to connect with physicians immediately. "In today's reality, it is not enough to come up with great ideas and develop highly competitive products. We now compete in sophisticated markets and need to create collaborations in order to succeed. The strong response to Governor's Patrick Life Sciences Initiative by leaders of Israel's life sciences and other industries is very encouraging. As proud Israelis and U.S. residents that have built three companies that are based in Massachusetts, we are familiar with the natural affinity between both communities. We appreciate the Governor's leadership and vision -- It is timely and important."

The visit builds on existing collaborations between Massachusetts and Israel in the life sciences, including the two-day life sciences summit that was conducted last fall at Brandeis University sponsored by the New England/Israel Business Council and co-sponsored by the Massachusetts Life Sciences Center. Fourteen Israeli companies participated in this forum, and more than 70 one-on-one meetings took place between these companies and potential partners in Massachusetts and the New England region.

Massachusetts has become a world leader in the life sciences and the industries of tomorrow by investing in education, infrastructure and making targeted investments to support innovation industries. Over 80,000 Massachusetts employees work in the life sciences, and medical devices are Massachusetts' number one export. The Patrick-Murray Administration's Life Sciences Initiative, a \$1 billion, ten-year commitment to strengthen the Bay State's position as an international hub for bio-tech and the life sciences, is a critical piece of this strategy.

Today there are nearly 100 companies with Israeli founders or Israeli-licensed technologies in Massachusetts. In 2009, these companies employed nearly 6,000 people and generated \$2.4 billion in direct revenue for the state. Local firms exported over \$180 million worth of goods to Israel in 2009 and, at 12.35 percent, the United States is Israel's largest source of imports. An important market for health-related technologies, Israel is home to 377 hospitals, and 37,000 practicing physicians.

The Massachusetts Innovation Economy Partnership Mission 2011 is focusing on business expansion, job growth and collaboration during industry forums, company visits and meetings with Israeli and U.K. business leaders and government officials in Tel Aviv, Haifa, Jerusalem, London and Cambridge. The

Massachusetts delegation arrived in Israel on March 7th, and will depart the United Kingdom on March 17th to return to Boston.

For more information, please visit <http://www.mass.gov/governor/innovationmission>.

## **GOVERNOR PATRICK MEETS WITH PRIME MINISTER BENJAMIN NETANYAHU, OTHER KEY LEADERS IN JERUSALEM**



Governor Patrick meets with Benjamin Netanyahu, Prime Minister of the State of Israel in Jerusalem. (Photo credit: Amos BenGershon /Prime Minister's Office).

Jerusalem - Wednesday March 9, 2011 - Massachusetts Governor Deval Patrick today met with top Israeli leaders, including Prime Minister Benjamin Netanyahu and Chairperson of the Opposition Tzipi Livni, in Jerusalem to discuss economic opportunities as part of the Massachusetts Innovation Economy Partnership Mission 2011.

"Our delegation from Massachusetts brings with it a message of collaboration, friendship, and steadfast support of the State of Israel," said Governor Patrick. "Our shared values of innovation, entrepreneurship, and generational responsibility bind us closely. Our delegation looks forward to working in partnership in the days ahead with the many Israeli government officials and business leaders we meet with on this trip to build a better and stronger Commonwealth and State of Israel for generations to come."

Benjamin Netanyahu is Prime Minister of Israel, serving since March 2009. He also serves as the current Chairman of the Likud Party. He has previously served as Israel's ambassador to the UN, deputy chief of

mission at the Israeli Embassy in Washington, DC, Deputy Minister of Foreign Affairs, and head of opposition before his first election as Prime Minister of Israel in 1996. He is a former commander in the Israeli Defense Forces.

Tzipi Livni is Chairperson of the Opposition. Livni was a member of the Likud Party until the end of 2005, when she, together with other prominent political figures in Israel, formed the Kadima Party. In 2008 she was elected chairman of Kadima. In 2006 Livni was appointed Vice Prime Minister and Minister of Foreign Affairs in the 31st Government of Israel, serving until 2009. She also served as Minister of Justice. She served as an officer in the IDF, and later in the Mossad.

In Jerusalem, Governor Patrick also met with Deputy Foreign Minister Danny Ayalon and Deputy Prime Minister Dan Meridor to discuss strategies to grow the innovation economy sectors in Israel and Massachusetts. Earlier in the day, Governor Patrick met with the Mayor of Haifa, Yona Yahav; visited students at Haifa University; and met with University President Aaron Ben-Ze'ev, before participating in an Innovation Economy Town Hall Meeting at Technion - Israel Institute of Technology.

See more photos from Governor Patrick's meetings in Israel:

<http://www.flickr.com/photos/massgovernor/sets/72157626216299940/>

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## **GOVERNOR PATRICK SIGNS AGREEMENT WITH ISRAEL TO STRENGTHEN PARTNERSHIP, ENCOURAGE COLLABORATION BETWEEN MASSACHUSETTS AND ISRAELI INNOVATION ECONOMIES**



Governor Patrick and Shalom Simhon, Minister of Industry, Trade and Labor, sign a Memorandum of Understanding in Jerusalem. (Photo Credit: Alex Goldstein/Governor's Office)

JERUSALEM - Thursday, March 10, 2011 - Governor Deval Patrick today signed a Memorandum of Understanding (MOU) with Israel that will allow for further collaboration in research and development (R&D) programs between Massachusetts and Israeli companies.

During a meeting with Israeli Chief Scientist Avi Hasson at the Ministry of Industry, Trade and Labor in Tel Aviv this afternoon, Governor Patrick and Mr. Hasson discussed Israel and Massachusetts' mutual commitment to life sciences and clean and alternative energy research, and how this new agreement will strengthen the partnership between Massachusetts and Israel to facilitate greater economic development and job creation opportunities in the years ahead.

"Today, we take a new step that will ensure our mutual prosperity and leverage the talents of our uniquely skilled workforces," said Governor Deval Patrick. "This Memorandum of Understanding formalizes our already strong relationship and builds a framework to explore new research and development

opportunities in the innovation economy. The agreement will strengthen our ties to our partners in Israel and help support job growth in both Massachusetts' and Israel's innovation industries."

This agreement comes on the fourth day of the Massachusetts Innovation Economy Partnership Mission, a ten-day trade mission to Israel and the United Kingdom (UK) where Governor Patrick and a coalition of the state's leading business executives and senior government officials are exploring growth opportunities within the Commonwealth's innovation-based industries - technology, life sciences and clean energy - and areas of common interest between the state's established and emerging partners in Israel and the UK.

The MOU signed with Israel today will allow the Massachusetts International Trade Office and the Office of the Chief Scientist to work together to identify pre-existing programs in their respective jurisdictions and explore how those programs can partner resources to expedite and enhance both new and ongoing R&D projects. The MOU will enable entities like the Massachusetts Life Sciences Center and the Massachusetts Clean Energy Center (MassCEC) to work across international lines with counterparts in Israel to enhance their competitiveness in these key sectors.

"MassCEC is a unique public entity dedicated entirely to accelerating job growth and economic development in the Massachusetts clean energy industry," said Energy and Environmental Affairs Secretary Richard K. Sullivan Jr., who chairs MassCEC's board of directors. "Its role as a clearinghouse and support center for the Commonwealth's clean energy sector will be strengthened through this agreement, and we look forward to exploring new opportunities with our Israeli partners."

"This agreement builds upon a strong existing relationship between Massachusetts and Israel and will facilitate the identification of joint investment opportunities that will further that relationship," said Dr. Susan Windham-Bannister, President & CEO of the Massachusetts Life Sciences Center and a member of the official delegation. "By working with our counterparts in Israel, we will seek to promote research collaborations, industrial partnerships, and collaborative investment in early-stage technologies, all with the bookend objectives of job growth and scientific discovery."

The Massachusetts Life Sciences Center will pursue follow-up implementation projects with counterpart agencies in Israel involving collaborative programs that will provide economic and scientific benefit to both regions.

"Both Massachusetts and Israel share a strong research and development community that is key to our clean energy leadership," said MassCEC Executive Director Patrick Cloney. "We look forward to collaborating and partnering with Israel in clean tech research and development projects with the ultimate goal of helping clean energy enterprises achieve success faster."

Today there are nearly 100 companies with Israeli founders or Israeli-licensed technologies in Massachusetts. In 2009, these companies employed nearly 6,000 people and generated \$2.4 billion in direct revenue for the state. Local firms exported over \$180 million worth of goods to Israel in 2009 and, at 12.35 percent, the United States is Israel's largest source of imports. An important market for health-related technologies, Israel is home to 377 hospitals, and 37,000 practicing physicians. For updates, please visit [www.mass.gov/governor/innovationmission](http://www.mass.gov/governor/innovationmission).

## **PATRICK-MURRAY ADMINISTRATION FURTHERS INTERNATIONAL R&D COLLABORATION IN ISRAEL**

### Israeli and UMass Lowell researchers to investigate advanced materials

JERUSALEM - Thursday, March 10, 2011 - As part of the Massachusetts Innovation Economy Partnership Mission 2011, Housing and Economic Development Secretary Greg Bialecki today announced support for a collaborative research project between UMass Lowell's Nanomanufacturing Center of Excellence and Shenkar College of Engineering and Design in Israel. Researchers at both institutions will investigate fabrication processes for materials with potential to reduce costs for maintaining and servicing aircraft.

The Patrick-Murray Administration has made innovation a cornerstone of its economic development agenda. "Our world-class research enterprise sustains the Commonwealth's innovation economy and is a pillar of our competitive advantage in the global economy," said Secretary Bialecki. "Governor Patrick is committed to job creation and recognizes that a vibrant and globally-connected research enterprise is a foundation for long-term prosperity."

"World-class universities have world-wide reach and collaborate with neighboring institutions and also with research partners in other countries and other continents," said University of Massachusetts President-elect Robert Caret. "Our growing research portfolio is crucial because our work expands the boundaries of knowledge and creates important new products -- and also because it creates economic activity that benefits the citizens of the Commonwealth as well as our research partners. I commend Governor Patrick and Secretary Bialecki for providing state funding for this work."

Founded in 1970, Shenkar College of Engineering and Design is based in Ramat Gan, outside of Tel Aviv. More than 2,300 students attend the college, majoring in fields including design (industrial, textile, fashion and jewelry), engineering (chemical, electronics, software and plastics), as well as visual communication and interior building and environment.

"Shenkar College is extremely pleased to be cooperating with the University of Massachusetts Lowell, one of the leading institutions in the field of nanotechnology," said Prof. Yuli Tamir, President of Shenkar College. "It is not a given that a solution to the safety problem of ice accumulation will be resolved in a warm country like Israel. This fantastic achievement reflects the high level of research and technological studies at Shenkar College. I am sure that the ongoing partnership with the University of Massachusetts Lowell, which includes a joint program for graduate studies, will foster additional achievements, positioning the two institutions as world leaders in the fields of innovation and new technologies".

Under an agreement signed today, the administration outlined a commitment of \$30,000 to further the research collaboration and to explore pathways to commercialization in nanoscale science and

engineering. Shenkar officials will commit comparable funds to the effort. Both colleges envision joint ownership of any intellectual property that results from this collaboration.

"UMass Lowell has a deep and rewarding partnership with Shenkar College," said UMass Lowell Chancellor Marty Meehan, who was awarded an honorary fellowship from Shenkar last October. "This initiative puts their nanotech science experts together with our nanotech manufacturing experts - just one aspect of our relationship, which recently resulted in the development of a joint international graduate program in Plastics Engineering."

The agreement extends a partnership between Shenkar and UMass Lowell that established a joint international graduate program in plastics engineering in October of 2010. UMass Lowell alumnus (class of 1941) and life chancellor of Shenkar David Pernick was awarded the Frontiers in Science award for his role in establishing the program.

Massachusetts' contribution to this research collaboration comes from a \$5 million multi-year grant awarded in 2005 by the Massachusetts Technology Collaborative's John Adams Innovation Institute to establish UMass Lowell's Nanomanufacturing Center of Excellence. National Science Foundation competitively awarded grants also substantially support UMass Lowell's nanomanufacturing research. Professors Joey Mead and Carol Barry, the center's co-directors, join Professors Hanna Dodiuk and Sam Kenig of Shenkar in this collaboration.

UMass recently announced that its system-wide research enterprise is growing rapidly, and now tops \$500 million a year. Research expenditures have risen from \$320 million in Fiscal Year 2003 to \$536 million in Fiscal Year 2010.

The Massachusetts Innovation Economy Partnership Mission 2011 is focusing on business expansion, job growth and collaboration during industry forums, company visits and meetings with Israeli and UK business leaders, academics, and government officials in Tel Aviv, Haifa, Jerusalem, London and Cambridge. The Massachusetts delegation arrived in Israel on March 7th, and will depart the United Kingdom on March 17th to return to Boston.

## AT LONDON STOCK EXCHANGE, GOVERNOR PATRICK HIGHLIGHTS TECH SECTOR PARTNERSHIP BETWEEN UK AND MASSACHUSETTS



Monday, March 14, 2011 -- Governor Patrick meets with Alderman David Wootton and participates in a Financial Services Industry Roundtable hosted by the City of London. (Photo credit Matthew Campion)

LONDON - Monday, March 14, 2011 - Building on the successes of the Massachusetts Innovation Economy Partnership Mission 2011 that began in Israel last week, Governor Deval Patrick today joined business leaders from the United Kingdom and Massachusetts at the London Stock Exchange to establish partnerships that will accelerate job growth and investment in the tech sector.

"Innovation is not constrained by borders, which is why it is so critical for government and our leading companies and research centers to reach out, to attract new talent and to generate new partnerships," said Governor Patrick. "The world is our customer, and our efforts are producing benefits for Massachusetts, the United Kingdom and our partners around the globe."

Joined by a delegation of Massachusetts industry leaders and state officials, the Governor participated in a roundtable discussion focused on ways to build partnerships in the tech sector and increase access to

public and private financing in order to create cutting-edge jobs and grow the tech sector in Massachusetts and the UK. The Patrick-Murray Administration is committed to strengthening the Massachusetts innovation economy by developing lasting partnerships, unlocking new export opportunities and helping Massachusetts companies succeed in the global marketplace.

"The Massachusetts innovation ecosystem has a wealth of new products, businesses and partnership opportunities that offer tremendous value for our partners in the UK," said Economic Development Secretary Greg Bialecki. "The partnerships we are forging on this mission will lead to new opportunities for companies in both Massachusetts and the UK."

The roundtable forum helped Massachusetts officials showcase the state's strengths in research & development, educational attainment, technology transfer as well as new company and product development. State leaders highlighted several key points for UK officials, including:

- The concentration of iTech firms in Massachusetts is four times the national average. A 2008 study by the University of Massachusetts Donahue Institute accounted for more than 10,000 tech firms in the state.
- Of the \$2.37 billion of venture capital invested in Massachusetts in 2010, one-third was invested in the tech sector.
- Massachusetts boasts a collaborative culture with industry associations that serve as business hubs; in the iTech sector the state has the Massachusetts Technology Leadership Council, MITX (the Mass. Information Technology Exchange) and TechAmerica, among others.

"Massachusetts is a global hub for innovation," said Patrick Larkin, Director of the Massachusetts Technology Collaborative's John Adams Innovation Institute. "We are leading the innovation revolution in iTech with our high concentration of talent, world class research and development and the commitment of public and private leaders to create the conditions for growth in this sector."

Business leaders participating in the roundtable echoed the need to form partnerships and capitalize on new opportunities.

"We have worked closely with Governor Patrick and his team during the past four years to make Massachusetts a global tech hub of innovation, and I am proud to help carry the message abroad that Massachusetts is the place where the technology industry can thrive," said Andy Ory, Founder and CEO of Acme Packet, the leader in session delivery network solutions, headquartered in Bedford. "Our origin and location in Massachusetts has been critical to Acme Packet's growth and the shared commitment from government and industry to keep building the state's innovation capacity will only attract more talent and increase our access to new markets."

The Massachusetts Innovation Economy Partnership Mission 2011 is focusing on business expansion, job growth and collaboration during industry forums, company visits and meetings with Israeli and UK business leaders and government officials in Tel Aviv, Haifa, Jerusalem, London and Cambridge. The

Massachusetts delegation arrived in the United Kingdom on March 12 and will return to Boston on March 17.

For more information, visit <http://www.mass.gov/governor/innovationmission>.

## **GOVERNOR PATRICK MEETS WITH U.S. AMBASSADOR TO THE UNITED KINGDOM, LOUIS B. SUSMAN**



Governor Deval Patrick meets with U.S. Ambassador to the United Kingdom, Louis B. Susman. (Photo credit: Kim Haberlin/Governor's Office).

LONDON - Monday, March 14, 2011 - Massachusetts Governor Deval Patrick today met with U.S. Ambassador to the United Kingdom, Louis B. Susman at the U.S. Embassy in London as part of the Massachusetts Innovation Economy Partnership Mission 2011.

During the meeting with Ambassador Susman, Governor Patrick discussed job-growth opportunities in the Massachusetts and UK innovation industries. Earlier in the day, the Massachusetts delegation of state officials and business leaders received a briefing from Ambassador Susman on the U.S. Government's strong partnership with the UK.

Louis B. Susman was sworn in as U.S. Ambassador on July 29, 2009 by Secretary of State Hillary Clinton. He took up his duties in London on August 17, 2009. Ambassador Susman was previously the Vice Chairman of Citigroup Corporate and Investment Banking. He is also a former member of the Citigroup International Advisory Board. Prior to joining Salomon Brothers, Inc. in June 1989, Mr. Susman practiced law in St. Louis for 27 years and was a senior partner at the St. Louis based law firm of Thompson & Mitchell.

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For more information, visit <http://www.mass.gov/governor/innovationmission>.

## **IN LONDON, GOVERNOR PATRICK, GLOBAL FINANCIAL SERVICES LEADERS EXPLORE OPPORTUNITIES FOR PARTNERSHIP, EXPANSION**

Leading Massachusetts, UK firms discuss existing ties, ways for industry, government & academia to create jobs locally and globally

LONDON - Monday, March 14, 2011 - In keeping with the Massachusetts Innovation Economy Partnership Mission 2011's focus on actively engaging the Commonwealth in the global economy, Governor Deval Patrick today convened prominent Massachusetts and United Kingdom financial services industry leaders to explore opportunities for collaboration, job creation and expansion in a thriving sector that makes up 10% of both countries' economies.

"Massachusetts is the birthplace of American finance and continues to play a leadership role in the global economy," said Governor Patrick. "To maintain our competitive edge and attract the jobs of tomorrow, we must strengthen our ties to our UK counterparts and find new opportunities for mutual growth. Today's conversation advanced these goals and our work will continue on our side of the Atlantic."

During a roundtable discussion hosted by City of London Corporation in the center of London's financial district, executives such as John Hailer, President & CEO of Natixis Global Asset Management (US and Asia), echoed the Governor's call for an ongoing, mutually-beneficial partnership between Massachusetts and UK financial services firms.

"Never before have the world's financial markets been more interconnected and interdependent than they are today," said Hailer. "Companies that are successful in the 21st century will be those that combine a global strategic plan for growth with local expertise. The same holds true for the world's great financial centers. We must work in concert to build sustainable economic growth that will stay the test of time and grow wealth and jobs over the long term. Events such as this roundtable position companies and countries to meet this goal."

Natixis Global Asset Management is a global asset management company headquartered in Boston and Paris with \$719 billion of assets under management. It is one of the 15th largest asset managers in the world. Natixis Global Asset Management employs 2,800 employees worldwide with over 1,100 of those residing in Boston.

Today's roundtable connected leaders from Massachusetts and London financial centers, including executives from PricewaterhouseCoopers, State Street Corporation, Citizens Bank, Bain Capital, Putnam Investments, Barclays Bank, Goldman Sachs International and others. Presentations and discussion

focused on ways in which industry, government and academia can partner to create jobs locally and globally.

The Commonwealth has a rich history of engagement with financial services. Boston is home to three of the top ten retirement money managers, making it the number one cluster of market leaders. The state ranks third in the country for Mutual Fund assets under management with over \$2 trillion managed by Massachusetts firms. The Commonwealth is home to approximately 240 banks and credit unions, with total assets of approximately \$295 billion and also boasts some of the world's top institutions, a regional Federal Reserve Bank and, thanks to its world-renowned institutions of higher learning, one of the most highly-skilled workforces in the world.

The financial services industry employs more than one million people in the UK and its banks currently play an important role in Massachusetts. Citizens Financial Group, whose parent company is The Royal Bank of Scotland Group, is the second largest banking institution in the state. Citizens has \$130 billion in assets and is also the Commonwealth's second largest small business lender with 120 SBA 7-guaranteed loans last year.

"Massachusetts is an important part of Citizens' franchise. A primary reason for our continued success in this market is our ability to serve the Commonwealth's diverse economy both locally and globally through the international resources of RBS," said Jerry Sargent, president, Citizens Bank, Massachusetts.

The Financial Services Roundtable marked the final forum during the first full-day of the UK portion of the Massachusetts Innovation Economy Partnership Mission 2011. Earlier this morning, Governor Patrick and the delegation received a briefing from United States Ambassador to Great Britain Louis Susman and traveled to the London Stock Exchange for an IT sector roundtable. The Governor then traveled to the United States Embassy for a private meeting with Ambassador Susman before re-joining the delegation for a tour of Lloyd's of London and Llyod's Market and a meeting with Lloyd's CEO Dr. Richard Ward and Director of North America Sean McGovern.

The mission's comprehensive schedule will continue over the next few days as the Governor works to bring new jobs and investments to Massachusetts through industry roundtables, company visits and meetings with UK business leaders and government officials in London and Cambridge. The Massachusetts delegation arrived in the United Kingdom on March 12 and will return to Boston on March 17.

For updates on the mission, please visit <http://www.mass.gov/governor/innovationmission>.

## GOVERNOR PATRICK PAYS RESPECTS AT CAMBRIDGE AMERICAN CEMETERY AND MEMORIAL SITE IN UK



Massachusetts Governor Deval Patrick pays respects at Cambridge American Cemetery in Madingley, UK. (Photo credit: Jack Murray). [View additional photos.](#)

MADINGLEY, UK - Tuesday, March 15, 2011 - Massachusetts Governor Deval Patrick today visited the Cambridge American Cemetery and Memorial in Madingley, UK to pay respects to fallen U.S. military members from World War II.

During his visit, Governor Patrick laid a wreath in honor of Massachusetts-born fallen service members, and presented the cemetery with a Massachusetts flag previously flown over the State House in honor of the state's service members who are buried, or listed as missing.

Governor Patrick also placed flowers on the grave of Technical Sergeant Chester W Yurick, of Needham, MA. Yurick served as radio operator on a B-24 Liberator from the 44th Bomb Group based at Shipdham in Norfolk, England. He and his crew died following a crash landing after their aircraft was damaged by German defenses.

Today the cemetery's flags were flown at half-staff in honor of recently-deceased Naval officer John W. Finn, who received the Medal of Honor for heroism at Pearl Harbor.

The Cambridge American Cemetery and Memorial site was donated by the University of Cambridge and occupies 30.5 acres in total. The cemetery contains the remains of 3,812 American military dead, including 360 from Massachusetts, with another 5,127 names recorded on the Tablets of the Missing. Many of the soldiers buried at the cemetery died in the Battle of the Atlantic in World War II, or in the strategic air bombardment of northwest Europe.

The visit was made during the Massachusetts Innovation Economy Partnership Mission 2011, which is focusing on business expansion, job growth and collaboration between Massachusetts, the UK and Israel. The Massachusetts delegation arrived in the UK on March 12 and will depart on March 17 to return to Boston.

For updates, please visit [www.mass.gov/governor/innovationmission](http://www.mass.gov/governor/innovationmission).

## **GOVERNOR PATRICK VISITS GRANTA SCIENCE PARK TO CULTIVATE LIFE SCIENCES PARTNERSHIPS BETWEEN THE UNITED KINGDOM AND MASSACHUSETTS**

CAMBRIDGE, UK -- Tuesday, March 15, 2011 - As part of the *Massachusetts Innovation Economy Partnership Mission 2011*, Governor Deval Patrick today visited Granta Science Park in Cambridge, UK to discuss plans to cultivate new investment and partnerships between the Massachusetts and UK life sciences sectors. During his visit, Governor Patrick hosted a *Massachusetts-UK Innovation Economy Roundtable* on the life sciences and met with researchers and industry leaders at the Park, where many UK-based life sciences companies are located.

"We have made significant, long-term investments to support the Life Sciences sector in Massachusetts, and we are laying the groundwork for businesses from across the world to join us," said Governor Patrick. "We believe the Life Sciences sector is poised for dramatic growth, and we invite businesses from the UK seeking to expand to come to the Bay State."

Governor Patrick was joined by his life sciences delegation, a coalition of leaders from the UK and Massachusetts committed to expanding job-growth opportunities in the innovation industries, including the life sciences. During the trip, the delegation also traveled to London for official visits and meetings with companies and business leaders.

"Massachusetts and the UK are historic trading partners, and both are international leaders in the life sciences. Today's discussion focused on ways we can bolster our common strengths," said Greg Bialecki, Secretary of Housing & Economic Development. "International collaboration in investment, research, product development and trade will be key as we create jobs and propel the Commonwealth's innovation economy forward."

"Massachusetts is a global leader in the life sciences, but if we want to maintain that status we need to engage globally with other leaders in these sectors," said delegation member Dr. Susan Windham-Bannister, President & CEO of the Massachusetts Life Sciences Center. "The UK is our state's number one trading partner, and a great deal of innovation is taking place here in fields such as biotechnology, pharmaceuticals and medical devices. Over the past two years several UK-based life sciences companies have chosen Massachusetts as the place to expand or to locate their U.S. headquarters, and that is a trend that we want to see continue. I look forward to building relationships on this trip that will pay off for the Commonwealth in the areas of shared research, industrial partnerships, collaborative investment and, ultimately, job growth and scientific discovery."

"Shire began as a small company, based in the UK. As the Company expanded, it chose Massachusetts as the headquarters of its Human Genetic Therapies (HGT) business unit because it is one of the world's foremost centers for the biomedical and biopharmaceutical industry," said Sylvie Grégoire, President of

Shire HGT. "As a global company, it is imperative to have a wide geographic footprint. Our partnerships with key stakeholders around the globe allow our company to continue to develop and produce therapies for those suffering from orphan diseases worldwide. The UK is a key market for us, and I encourage other businesses to explore how to leverage these important relationships."

The visit builds on existing collaborations between Massachusetts and the UK in the life sciences, including a number of events co-sponsored by the Massachusetts Life Sciences Center, the British Consulate in Boston and the Cambridge, Massachusetts office of UK Trade & Investment.

Massachusetts has become a world leader in the life sciences and the industries of tomorrow by investing in education, infrastructure, and making targeted investments to support innovation industries. Over 80,000 Massachusetts employees work in the life sciences, and medical devices are Massachusetts' number one export. The Patrick-Murray Administration's Life Sciences Initiative, a \$1 billion, ten-year commitment to strengthen the Bay State's position as an international hub for bio-tech and the life sciences, is a critical piece of this strategy.

Today there are 253 Massachusetts-based companies that have operations in the UK. The UK is the largest export market for Massachusetts products, including more than \$230 million last year in pharmaceuticals and medical devices. UK-based life sciences companies that have expanded or located an office in Massachusetts over the past two years include Shire, Systegenix, Sagentia and Evaluate Pharma.

The *Massachusetts Innovation Economy Partnership Mission 2011* is focusing on business expansion, job growth and collaboration during industry forums, company visits and meetings with Israeli and UK business leaders and government officials in Tel Aviv, Haifa, Jerusalem, London and Cambridge. The Massachusetts delegation arrived in the UK on March 12 and will depart on March 17 to return to Boston.

For updates, please visit [www.mass.gov/governor/innovationmission](http://www.mass.gov/governor/innovationmission).

## **GOVERNOR DEVAL PATRICK MEETS WITH MEMBERS OF PARLIAMENT TO DISCUSS ECONOMIC PARTNERSHIP OPPORTUNITIES**

LONDON -- Wednesday, March 16, 2011 - Massachusetts Governor Deval Patrick today met with Members of Parliament in London to discuss growing economic opportunities between the UK and Massachusetts. The meetings came on the third day of the UK leg of the Massachusetts Innovation Economy Partnership Mission 2011, which has taken the Governor and his delegation of state and business leaders to London and Cambridge.

Governor Patrick was scheduled to meet with the following Members of Parliament:

- Rt. Hon. Gregory Barker MP, UK Minister of State, Department of Energy and Climate Change;
- Rt. Hon. Simon Burns MP, UK Minister of State, Department of Health;
- Rt. Hon. Alistair Burt MP, Parliamentary Under Secretary of State, UK Foreign & Commonwealth Office;
- Rt. Hon. David Lammy, MP;
- Rt. Hon. David Willetts, MP, Minister of State for Universities and Science.

On Monday, Governor Patrick and his delegation of Massachusetts business leaders and government officials met with IT sector leaders at the London Stock Exchange to establish partnerships to accelerate job growth and investment in the technology sector. The Governor also led a roundtable discussion with leading financial services firms at Mansion House, met with executives at Lloyds of London, and received a briefing from the US Ambassador to the UK. On Tuesday, the Governor oversaw the signing of an agreement between the UK Stem Cell Bank, and the University of Massachusetts to share best practices for stem cell research. Governor Patrick then travelled to Granta Science Park in Cambridge where he led a roundtable discussion on UK-Massachusetts collaboration in the life sciences, and held a town hall meeting at the Institute for Manufacturing. Governor Patrick also paid his respects to WWII service members at the Cambridge American Cemetery and Memorial.

There are currently 478 companies with UK-ties in Massachusetts. Of these, 225 UK-owned companies in the state employ 40,100 Massachusetts residents. Additionally, 253 Commonwealth-based companies have established operations in the UK. Massachusetts companies exported over \$4 billion worth of goods to the UK in 2009 and the United States is the UK's second largest source of imports at 9.74 percent. For two years in a row, the UK has been the largest market for Massachusetts exports.

The Massachusetts Innovation Economy Partnership Mission 2011 to the UK explores growth opportunities within the state's innovation-based industries - technology, life sciences and clean energy - areas of common interest between Massachusetts and the UK. The mission focuses on business expansion, job growth and collaboration during industry forums, company visits and meetings with UK

business leaders and government officials. The Massachusetts delegation arrived in the UK on March 12 and will return to Boston on March 17.

Read more about the Innovation Economy Mission: [www.mass.gov/governor/innovationmission](http://www.mass.gov/governor/innovationmission).

## GOVERNOR PATRICK ATTENDS PRIME MINISTER QUESTIONS; MEETS WITH BRITISH-AMERICAN PARLIAMENTARY GROUP



Massachusetts Governor Deval Patrick meets with Speaker of the House of Commons John Bercow, MP, during a British-American Parliamentary Group reception in London. (Photo credit: Matthew Campion / British Consulate-General Boston). [View additional photos.](#)

LONDON -- Wednesday, March 16, 2011 - Massachusetts Governor Deval Patrick today attended Prime Minister Questions, led by Prime Minister David Cameron at the House of Commons, and attended a British-American Parliamentary Group reception, hosted by Speaker of the House of Commons John Bercow, MP, to discuss job-growth opportunities between Massachusetts and the UK. The visits are part of the Massachusetts Innovation Economy Partnership Mission 2011, which has included several industry forums, company visits, and meetings with Massachusetts and UK officials throughout the course of the week.

### *About Prime Minister Questions:*

Led by Prime Minister David Cameron, Prime Minister Questions are usually arranged in advance by organizers of each party, but many questions will be asked without notice. Members of Parliament are permitted to ask a total of six questions. The Leader of the Opposition, Ed Miliband of the Labour Party, is the only Member of Parliament who can come back with further questions. Prime Minister Questions are

the most well-known component of Parliamentary business and are broadcast live on British television and on C-SPAN in the U.S. The sessions take place on Wednesdays at 12 p.m.

*About the British-American Parliamentary Group:*

The British-American Parliamentary Group consists of about 655 members from both Houses of Parliament with Prime Minister Cameron as its Chairman. Its mission is to strengthen the relationship between Members of Congress in Washington and Parliamentarians and Peers in Westminster. It has also helped foster cooperation between the two countries. During the event, hosted by Speaker Bercow, Governor Patrick met with several Members of Parliament, including Mike Freer and Sajid Javid from the Conservative Party, and Austin Mitchell and Rachel Reeves from the Labour Party who attended a Harvard University Institute of Politics course for newly elected Members in September 2010. Earlier today, Governor Patrick also met with several Members of Parliament in London to discuss growing economic opportunities between the UK and Massachusetts.

On Monday, Governor Patrick and his delegation of Massachusetts business leaders and government officials met with IT sector leaders at the London Stock Exchange to establish partnerships to accelerate job growth and investment in the technology sector. The Governor also led a roundtable discussion with leading financial services firms at Mansion House, met with executives at Lloyd's of London, and received a briefing from the US Ambassador to the UK. On Tuesday, the Governor oversaw the signing of an agreement between the UK Stem Cell Bank and the University of Massachusetts to share best practices for stem cell research. Governor Patrick then travelled to Granta Science Park in Cambridge where he led a roundtable discussion on UK-Massachusetts collaboration in the life sciences, and held a town hall meeting at the Institute for Manufacturing. Governor Patrick later paid his respects to WWII service members at the Cambridge American Cemetery and Memorial.

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Read more about the Innovation Economy Mission: [www.mass.gov/governor/innovationmission](http://www.mass.gov/governor/innovationmission).



# **MASSACHUSETTS AND ISRAEL UNVEIL \$2 MILLION AGREEMENT TO FINANCE JOINT R&D PROJECTS THAT FOSTER ECONOMIC DEVELOPMENT**

## **Bilateral State Agreement to Facilitate Technology Commercialization for Life Sciences, Clean Energy and Technology Industries**

WASHINGTON, D.C. - Wednesday, June 29, 2011 - Governor Deval Patrick today joined Israel's Office of the Chief Scientist (OCS), the U.S.-Israel Science and Technology Foundation (USISTF), and three Massachusetts economic development agencies to announce a formal collaboration between the State of Israel and the Commonwealth of Massachusetts to encourage and support innovation and entrepreneurship between Massachusetts' and Israel's life sciences, clean energy and technology sectors. This partnership will be known as the Massachusetts-Israel Innovation Partnership ("MIIP").

The agreement includes a joint solicitation for industrial Research & Development (R&D) collaborations between Massachusetts and Israeli companies. The three participating Massachusetts agencies, the Massachusetts Life Sciences Center (the Center), the Massachusetts Technology Collaborative (MTC) and the Massachusetts Clean Energy Center (MassCEC), are committing nearly \$1 million in collective funding for Massachusetts companies that are engaged in cooperative industrial research and development projects with an identified Israeli partner company. The Office of the Chief Scientist will provide up to \$1 million in matching dollars for the corresponding Israeli partner companies. Massachusetts is the first U.S. state to enter into such an agreement with the State of Israel.

"Today we have made a significant commitment to the long-term success of our economy," said Governor Patrick. "This Agreement will promote research collaborations, industrial partnerships and commercialization of new technologies, expanding opportunity and job growth both in Massachusetts and in Israel."

The initiative comes as a direct result of Governor Patrick's Massachusetts Innovation Economy Partnership Mission, a ten-day trade mission in March that included travel to Israel, where a coalition of the state's leading business executives and senior government officials explored growth opportunities of common interest for Massachusetts' and Israel's innovation industries. During that mission Governor Patrick and Shalom Simhon, Israeli Minister of Industry, Trade and Labor, signing on behalf of their respective states, signed a Memorandum of Understanding (MOU) in Jerusalem. MIIP has been established to implement the spirit of the MOU's framework. The MIIP initiative will be officially launched once the Israeli Knesset ratifies the MOU.

The initiative will support joint investment opportunities that will further the Massachusetts/Israeli relationship in ways that bring mutual economic benefit to both states and that further scientific discovery.

A Request for Proposals (RFP) will be issued jointly by the Center, MTC and MassCEC seeking applications for funding. The OCS will concurrently issue a solicitation seeking applications for funding from Israeli companies wishing to engage in industrial R&D collaborations with Massachusetts counterparts.

"This Agreement serves as another example of the Office of Chief Scientist's mission to implement programs that establish Israel as a hub of hi-tech industry," said Chief Scientist Avi Hasson, Israel Ministry of Industry, Trade and Labor. "We will continue to build international partnerships like the one with Massachusetts that enable Israeli and international companies to engage in joint technology development projects that drive economic growth."

The R&D Cooperation Agreement is designed to help Massachusetts and Israeli companies accelerate development cycles, promote mutually beneficial business-to-business cooperation to enhance opportunities for marketplace success and expand their global reach. It proposes a flexible framework of parallel funding for each participating company, having its R&D expenses supported by its own state according to its respective laws, regulations, rules and procedures.

"The Economic Development Administration (EDA) is pleased to collaborate in this important public-private partnership to promote technology commercialization in the biotechnology and life sciences industries to increase economic and job growth," said U.S. Assistant Secretary of Commerce for Economic Development John R. Fernandez. "This partnership between Massachusetts and Israel will be a great boost to the many innovators and entrepreneurs who are tackling today's challenges in clean energy, medicine and other fields and fueling the innovation economy."

"Helping businesses move forward with R&D projects through strategic international partnerships is the mission of the U.S.-Israel Science and Technology Foundation," said Ann Liebschutz, executive director at USISTF. "This Agreement exemplifies how we are encouraging the U.S. to tap into Israel's zeal for developing highly advanced and in-demand technologies to facilitate the competitiveness of American companies in this challenging global economy."

"This Agreement stems directly from the Governor's recent trade mission to Israel," said Susan Windham-Bannister, President & CEO of the Massachusetts Life Sciences Center. "A strong collaboration between two of the world's leading centers for life sciences innovation -- Israel and Massachusetts -- will undoubtedly advance scientific research, as well as development and commercialization of important new advances in medical devices, biotechnology, pharmaceuticals and other fields. We also are confident that this collaboration between Israel and Massachusetts will deliver meaningful economic benefits to both states."

"Israel and Massachusetts share a parallel asset in our world-class academic and research institutions, which have led to numerous technological discoveries and business start-ups in the clean energy sector," said MassCEC Executive Director Patrick Cloney. "This partnership will strengthen Massachusetts' relationship with the Israeli clean energy industry, and promote Massachusetts as an international clean energy leader, while providing Massachusetts companies access to the cutting edge expertise of their Israeli collaborators. With partnerships such as this we are on our way to making clean energy a marquee industry in Massachusetts, just like life sciences and IT."

"During the Governor's recent Trade Mission, we were impressed by the many synergies between the Israeli and Massachusetts technology sectors in areas such as cybersecurity, social media and digital healthcare management," said Patrick Larkin, Director of the Massachusetts Technology Collaborative's John Adams Innovation Institute. "We believe this public-private collaboration can serve as a catalyst to energize our state's entrepreneurs and innovation-led industries to develop new products for global markets and create new economic opportunities for Massachusetts."

Today there are nearly 100 companies with Israeli founders or Israeli-licensed technologies in Massachusetts. In 2009, these companies employed nearly 6,000 people and generated \$2.4 billion in direct revenue for the state. Local firms exported over \$180 million worth of goods to Israel in 2009 and, at 12.35 percent, the United States is Israel's largest source of imports. An important market for health-related technologies, Israel is home to 377 hospitals and 37,000 practicing physicians.

Governor Patrick also announced today that Massachusetts has hired a new Trade Representative to Israel, Hadas Bar-Or. Ms. Bar-Or is an experienced international economic development expert with a strong background in business development within the innovation economy and building collaborations between the public and private sectors. The new Representative will be responsible for increasing trade, investment, and commercial partnerships between Massachusetts and Israel. Governor Patrick announced that Massachusetts would be hiring a Trade Representative to Israel as part of his Innovation Economy Partnership Mission to Israel in March. Ms. Bar-Or will report to Secretary Greg Bialecki, Governor Patrick's Economic Development Cabinet Secretary and Chairman of the Massachusetts Marketing Partnership.

"Massachusetts and Israel today have extensive business relationships, due to our region's common industrial focus areas of life sciences, IT, and clean energy," said Housing and Economic Development Secretary Greg Bialecki. "Building on a strong foundation, our new trade representative will extend these business collaborations to new customers and industries."

## Governor Patrick Announces Trade Mission To Brazil, Chile

Governor Patrick to meet with President of Chile prior to arriving in Brazil



Governor Patrick joins Josiane Martinez, Director of the Massachusetts Office of Immigrants and Refugees, Ken Brown, Director of the Massachusetts Office of International Trade and Investment, as well as members of the ethnic media to discuss his 2011 Trade Mission to Brazil and Chile.(Photo: Eric Haynes / Governor's Office)

BOSTON – Wednesday, November 16, 2011 – Governor Deval Patrick today announced a coalition of the state's business executives, academic leaders and government officials will take part in the *Massachusetts-Brazil Innovation Economy Mission 2011* this December to pursue job growth and economic development partnerships between Massachusetts and Brazil.

Prior to arriving in Brazil, Governor Patrick and a smaller delegation will travel to Santiago, Chile December 1-2 at the request of President Sebastian Piñera to advance partnership opportunities in the innovation economy.

"We are committed to competing for every job in every corner of the Commonwealth and the world," said Governor Patrick. "To continue our recovery, we need to position Massachusetts for success in growing markets like Brazil, to drive job growth and catalyze international investment."

From December 4-9, 2011, the Innovation Economy Mission will make stops in Brasilia, Sao Paulo, and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission will focus on creating jobs in the life sciences, IT, clean energy and education sectors and solidifying the already strong Massachusetts-Brazil connection.

*The Massachusetts-Brazil Connection:*

Brazil is currently the seventh largest economy in the world, and is expected to rise to fifth in the near future. Like Massachusetts, Brazil's focus on innovation is fueling job growth and international investment. As an emerging global player and economic powerhouse, Brazil could quickly become one of the most important international economic partners for Massachusetts.

Governor Patrick recently hosted a meeting at the State House with Brazilian Ambassador to the United States Mauro Vieira and Consul General of Brazil in Boston, Fernando de Mello Barreto to advance the goals of the mission.

"Governor Deval Patrick will be very welcome in Brazil," said Ambassador Vieira. "His trade mission will present an excellent opportunity to strengthen ties between Massachusetts and Brazil, in particular among companies and universities, by promoting reciprocal investments, trade in services and goods as well as exchange of scientific and technological information."

In 2010, bilateral trade between Massachusetts and Brazil topped \$475 million – representing more than \$396 million in exports to Brazil and more than \$80 million in imports to Massachusetts. In 2011, the Bay State's exports to Brazil are already up 31 percent. As the Brazilian economy continues to grow, governors and senior officials from more than 15 states have visited the country during the past three years, including: Florida Governor Rick Scott, Idaho Lieutenant Governor Brad Little and former Minnesota Governor Tim Pawlenty.

"There are many corporations, industries, and sectors in Brazil that have been expanding their presence in the United States, and many opportunities exist for them to expand right here in Massachusetts," said Edvaldo Morata, head of corporate banking for Sovereign Bank. "With our U.S. headquarters based in Boston, we are excited to be part of the dialogue and committed to helping grow the economy of Massachusetts."

"The Massachusetts-Brazil Innovation Economy Mission 2011 will be a door-opening opportunity for early-stage businesses such as our MIT start-up, PK Clean," said PK Clean Chief Executive Officer and Founder Priyanka Bakaya. "As the world's first sustainable biofuels economy, Brazil is at the vanguard of clean technology and this mission will provide a platform for us to learn, grow, and tap into each other's markets."

*Meeting with President Piñera in Chile:*

The Governor's meeting with President Piñera will provide an opportunity to enhance existing collaboration between the Commonwealth and Chile in the innovation economy sectors. The Governor's delegation will also meet with leaders in business, academia and government in Santiago to promote partnership and job creation opportunities.

Massachusetts and Chile enjoy a \$118 million bi-lateral trade relationship, with \$62 million in Massachusetts exports to Chile, which is regularly ranked as one of Latin America's best places for doing business.

Former Massachusetts Governors William Weld and Paul Cellucci led trade missions to Chile during their terms, as did former Governor Arnold Schwarzenegger of California and Governor Jack Markell of Delaware. The Council of Great Lakes Governors plans to lead a mission to Chile in 2012.

*UK-Israel Trade Mission Leads to Business Expansion:*

In March of 2011, Governor Patrick led a coalition of state leaders on a trade mission to Israel and the United Kingdom. Building on Massachusetts' already strong relationships, the mission advanced our standing as a worldwide leader in the innovation industries, strengthened our global competitive advantage and delivered results for the Commonwealth.

Following the mission, UK-based companies Cambridge Consultants, Sagentia and TotalMobile announced plans to expand and add jobs in Massachusetts. Israeli biotech firm EarlySense also announced it is adding jobs and establishing its U.S. headquarters in Waltham, Massachusetts.

"Just like the mission to Israel earlier this year, the trade mission to Brazil will allow us to look outside our borders to seek opportunities to collaborate with various government officials and businesses, and broaden our perspective and understanding of the world economy," said Steve Papa, CEO and Founder of Endeca. "It will also be an opportunity for us to demonstrate our value proposition and differentiate our Commonwealth from other states so we can compete more effectively on the world stage."

The Massachusetts-Brazil Innovation Economy Mission 2011 will build on these successes and help Massachusetts reap the benefits of partnership in trade, investment and job growth with Brazil for years to come.

**Official Delegation: Massachusetts-Brazil Innovation Economy Mission 2011**

*(\* Designates members of delegation who will also be travelling to Chile.)*

GOVERNMENT DELEGATION:

Governor Deval Patrick\*

Secretary Greg Bialecki, Executive Office of Housing and Economic Development

Secretary Joanne F. Goldstein, Executive Office of Labor and Workforce Development

Secretary Paul Reville, Executive Office of Education

Secretary Rick Sullivan, Executive Office of Energy and Environmental Affairs

Senator Marc R. Pacheco, State Senator, First Plymouth & Bristol District

Susan Windham-Bannister, PhD, President & CEO, Massachusetts Life Sciences Center\*

Pamela Goldberg, CEO, Massachusetts Technology Collaborative\*

Patrick Larkin, Deputy Director, Massachusetts Technology Collaborative

Patrick Cloney, Executive Director, Massachusetts Clean Energy Center\*

Kenneth Brown, Executive Director, Massachusetts Office of International Trade & Investment\*

Josiane Martinez, Executive Director, Massachusetts Office for Refugees and Immigrants

#### ACADEMIC AND CULTURAL DELEGATION:

Dr. Dennis Berkey, President, Worcester Polytechnic Institute

Dr. Robert Caret, President, University of Massachusetts

Dennis Carr, Assistant Curator, Art of the Americas, Museum of Fine Arts

Jason Dyett, Program Director, Brazil Office, David Rockefeller Center for Latin American Studies, Harvard University

Laurence Madin, Executive Vice President and Director of Research, Woods Hole Oceanographic Institution

Dr. Bruce Magid, Dean, International Business School, Brandeis University

Dr. Dana Mohler-Faria, President, Bridgewater State University

Maria Muller, Deputy Director, External Relations, Museum of Fine Arts

Ben Schneider, Director, MIT Brazil, Massachusetts Institute of Technology

Karina Xavier, Manager, MIT Brazil, Massachusetts Institute of Technology

#### BUSINESS DELEGATION:

Aron Ain, CEO, Kronos Incorporated

Mohamad Ali, Chairman, Mass Technology Leadership Council; Senior Vice-President, Avaya

Priyanka Bakaya, CEO and Founder, PK Clean

Brian Burke, Northeast Director of Government Affairs, Microsoft Corporation

Wayne Canty, President, Heat Trace Products, LLC

Bob Connelly, CEO and President Madico, Inc.

Robert Coughlin, CEO and President, Massachusetts Biotechnology Council

Walt Doyle, CEO and President, WHERE Inc.

Marcia Fournier, Founder and CEO, BIOARRAY Therapeutics

Chris Goode, Vice-President, Global Corporate Affairs & Public Policy, EMC Corporation

Sue Hager, Vice President, Corporate Communications and Government Affairs, Qteros, Inc.

John Harthorne, CEO and Founder, MassChallenge

Winston Henderson, Vice President and General Counsel, Nano Terra

Tom Hopcroft, CEO and President, Mass Technology Leadership Council

Florian Hunziker, COO, Harmonix Music System

John McCarthy, CEO and President, Qteros, Inc.

Edvaldo Morata, Managing Director of Corporate Banking, Sovereign Bank and Banco Santander

Linda Moulton, CEO, TRU Corporation

Steve Papa, CEO and Founder, Endeca

Robert Perez, Executive Vice-President and COO, Cubist Pharmaceuticals

Brad Rinklin, Vice-President, Global Marketing, Akamai

Kristen Rupert, Executive Director, Associated Industries of Massachusetts (AIM) International Business Council

Dr. Ido Schoenberg, CEO and Chairman, American Well Corporation

Joel Schwartz, Senior Vice-President and General Manager, Global New Business Development, EMC Corporation

Greg Shell, Manager, GMO LLC

Dr. Riccardo Signorelli, CEO and President, FastCAP Systems

Per Suneby, CEO, PMC Biotec

Kirk Sykes, President and Managing Director, Urban Strategy America Fund, L.P.

Andrew Tarsy, President and Executive Director, Progressive Business Leaders Network

## GOVERNOR PATRICK SIGNS AGREEMENT WITH CHILEAN PRESIDENT SEBASTIÁN PIÑERA TO GROW INNOVATION ECONOMY PARTNERSHIPS



(Photo: José Manuel de la Maza/Office of the President of Chile)

SANTIAGO, CHILE -- Thursday, December 1, 2011 -- Governor Deval Patrick today signed a Memorandum of Understanding (MOU) with Chilean President Sebastián Piñera to expand collaboration between Massachusetts and Chile in the innovation economy, with a focus on growing jobs and opportunities in the areas of clean energy, biotechnology and education.

"Today, we take a new step to ensure our mutual prosperity and leverage the talents of our uniquely skilled workforces," said Governor Patrick. "I am proud to sign a Memorandum of Understanding with President Piñera to promote collaboration across our innovation economies. This agreement will strengthen our ties to our partners in Chile and help support job growth in both Massachusetts' and Chile's innovation industries."

The MOU with Chile is the product of a meeting between Governor Patrick and President Piñera in Boston on Sept. 23, 2011, which led to President Piñera extending an official invitation for Governor

Patrick to visit Chile. President Piñera said he signed the agreement with "great joy, great commitment and great hope" -- praising Massachusetts for its "world-class leadership" in clean energy, biotechnology and education.

The MOU enhances economic activity between Massachusetts and Chile, focusing on the three core areas.

Clean Energy: In the area of clean energy, collaboration will focus on renewable energy, such as marine energy, smart grid technology, energy efficiency and energy storage. To keep up with projected economic growth, it is estimated that Chile will need to nearly triple its annual power output by 2030. Renewable energy will provide a significant portion of Chile's total energy matrix, with the government's stated target of producing 20% of the country's electricity from wind, geothermal, solar, biomass, biofuels and other sources of energy. Massachusetts is a national leader in clean energy and energy efficiency, suited to meet the demands of global markets like Chile. Massachusetts has more than 4,900 clean energy companies employing 64,000 people and projects a 15 percent job growth rate over the next year, providing ample opportunity for collaboration.

"This partnership will help foster relationships between the Commonwealth and the Republic of Chile in clean energy areas with shared strengths," said Massachusetts Clean Energy Center CEO Patrick Cloney. "We look forward to collaborating and partnering with Chile in clean tech projects as well as helping Massachusetts companies find opportunities in Chile."

Biotechnology: Another main area of concentration is biotechnology, with particular emphasis on food and medical biotechnology. Chile has an emerging biotechnology cluster and as a global leader in biotechnology research & development, Massachusetts is a primary area of interest for the life sciences sector in Chile, both in the delivery of treatments and in agricultural biotechnology that increase food quality and yield. Massachusetts-headquartered companies account for about 10 percent of the U.S. drug development pipeline and five percent of the global pipeline. As host of the BIO International Convention in 2012, the Commonwealth also has the unique opportunity to leverage its global connections in the industry with countries like Chile.

"Massachusetts is a global leader in biotechnology and the life sciences, but to maintain and strengthen that status we need to engage the rest of the world," said Susan Windham Bannister, Ph.D., President and CEO of the Massachusetts Life Sciences Center. "This Memorandum of Understanding will facilitate collaboration with a country that has a growing life sciences cluster, to create opportunities that will lead to concrete scientific and economic benefits for both regions."

"This agreement enhances our partnership with Chile and establishes the framework to further strengthen the Commonwealth's innovation economy and drive job growth," said Pamela Goldberg, CEO of the Massachusetts Technology Collaborative. "We look forward to the opportunity to promote collaboration between our technology sectors to achieve mutual prosperity and long-term economic success."

Education: The focus on education will include graduate and post-graduate studies at colleges and universities and will reinforce school-level education programs through stronger teacher leadership, second-language proficiency and out-of school activities. The UMass Dartmouth School of Marine

Science recently entered an agreement with the Florida International University Applied Research Center and the Pontificia Universidad Catolica de Chile to collaborate on research and education projects.

“This agreement is an important step forward and will assist all of us as we seek to forge closer ties with Chile,” said University of Massachusetts President Robert L. Caret. “We at UMass are pursuing a number of academic and research collaborations with universities in Chile and this agreement will move that process forward. I commend Governor Patrick for taking on an important leadership role in an area that has significant educational and economic promise for the Commonwealth.”

Massachusetts and Chile enjoy a \$118 million bi-lateral trade relationship, with \$62 million in Massachusetts exports to Chile, which is regularly ranked as one of Latin America’s best places for doing business.

In Massachusetts, a number of state entities will be involved in the MOU and its progress, including the Massachusetts Technology Collaborative, the Massachusetts Clean Energy Center, the Massachusetts Life Sciences Center, the Executive Office of Education, and the University of Massachusetts system. In Chile, the Republic’s National Scientific and Technological Research Commission, the Ministry of Education and the Ministry of Energy will play lead roles in the Memorandum.

Governor Patrick and his official delegation today kicked off their two-day agenda in Chile. Prior to signing the MOU, Governor Patrick met with U.S. Ambassador to Chile Alejandro Wolff. Today the Governor is also scheduled to deliver remarks at an official luncheon hosted by Undersecretary of Foreign Affairs, Ambassador Fernando Schmidt; attend a meeting with Minister of Energy Rodrigo Alvarez; and participate in a discussion session with the President of the National Commission for Scientific and Technological Research Jose Miguel Aguilera.

From December 4-9, 2011, the Innovation Economy Mission will make stops in Brasilia, Sao Paulo, and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission will focus on creating jobs in the life sciences, IT, clean energy, financial services and education sectors, while solidifying the already strong Massachusetts-Brazil connection.

## **GOVERNOR PATRICK MEETS WITH CHILEAN BUSINESS LEADERS AND START UPS TO DISCUSS JOB GROWTH OPPORTUNITIES**

[Click here to view photos from Chile](#)

VITACURA, CHILE – Friday, December 2, 2011 -- Governor Deval Patrick today addressed Chilean business leaders at the American-Chilean Chamber of Commerce and met with entrepreneurs at Start-Up Chile to explore job growth and partnership opportunities between Massachusetts and Chile in the innovation economy.

"We are here in Chile because we see an opportunity to strengthen and grow the relationship between Massachusetts and the world," said Governor Patrick. "I am confident that the relationships we are building today will lead to new jobs and investments in the Massachusetts and Chilean innovation economies."

The meetings marked the second day of the Governor's Innovation Economy Partnership Mission in Chile, which began December 1 with the signing of a Memorandum of Understanding between Governor Patrick and Chilean President Sebastián Piñera, focusing on growing jobs in clean energy, biotechnology and education.

The American-Chilean Chamber of Commerce works regularly with the Chilean Government and the U.S. Embassy to promote cross border business ties between the two countries. Massachusetts and Chile currently enjoy a \$118 million bi-lateral trade relationship, with \$62 million in Massachusetts exports to Chile, which is regularly ranked as one of Latin America's best places for doing business.

Governor Patrick continued the day meeting with Chilean entrepreneurs at Start-Up Chile, a program created by the Chilean Government that provides early-stage high-potential entrepreneurs with seed capital, time and space to develop their projects. In 2010 alone, Start-Up Chile brought 22 startups from 14 countries to Chile, providing them each with \$40,000 of equity-free seed capital and one-year visas to develop their projects.

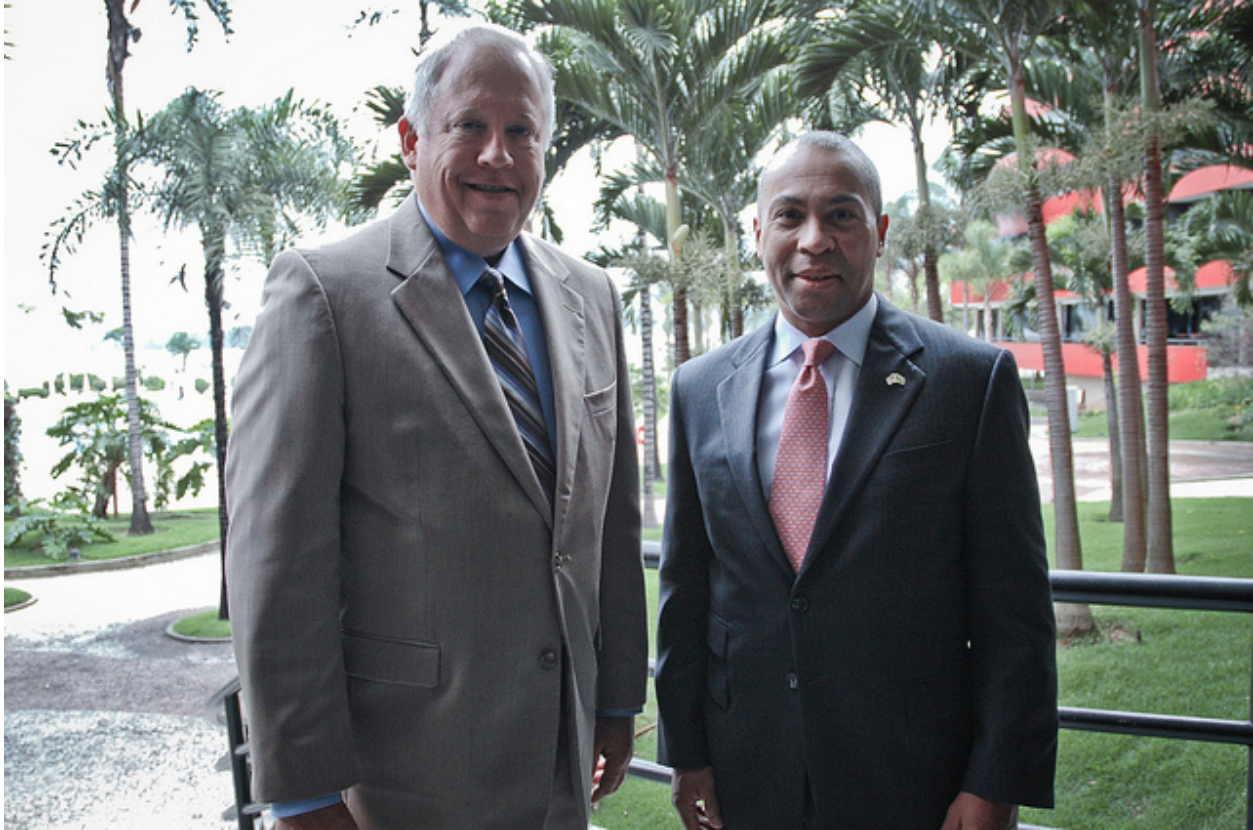
Governor Patrick will conclude the day by traveling to Valle de Edqui for an economic development tour with both U.S. Ambassador to Chile Alejandro Wolff and Ambassador of Chile to the U.S. Arturo Ferrandois.

On Thursday, Governor Patrick delivered remarks at an official luncheon hosted by Undersecretary of Foreign Affairs, Ambassador Fernando Schmidt; attended a meeting with Minister of Energy Rodrigo Alvarez; and participated in a discussion session with the President of the National Commission for Scientific and Technological Research Jose Miguel Aguilera.

From December 4-9, 2011, the Innovation Economy Mission will make stops in Brasilia, Sao Paulo and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that

Massachusetts has to offer to Brazil. The mission will focus on creating jobs in the life sciences, IT, clean energy, financial services and education sectors, while solidifying the already strong Massachusetts-Brazil connection.

## GOVERNOR PATRICK MEETS WITH U.S. AMBASSADOR TO BRAZIL AND BRAZILIAN GOVERNMENT LEADERS



Governor Patrick meets with U.S. Ambassador to Brazil Thomas Shannon. (Photo credit: Governor's Office)

BRASILIA, BRAZIL -- Monday, December 5, 2011 -- Governor Deval Patrick today kicked off the Massachusetts Brazil Innovation Economy Partnership Mission 2011, meeting with U.S. Ambassador to Brazil Thomas Shannon and senior government leaders in Brasilia to discuss job creation opportunities.

From December 4-9, 2011, the Innovation Economy Mission is making stops in Brasilia, Sao Paulo, and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission is focusing on creating jobs in the life sciences, IT, clean energy, financial services and education sectors and solidifying the already strong Massachusetts-Brazil connection.

Following the meeting with Ambassador Thomas, Governor Patrick is scheduled to discuss economic partnership opportunities with senior government officials, including: Brazilian Minister of Science, Technology and Innovation Aloizo Mercadanta Oliva; Brazilian Minister of Foreign Affairs Antonio

Patriota; and Brazilian Minister of Mines and Energy Edson Lobao.

Prior to arriving in Brazil, Governor Patrick and a smaller delegation traveled to Chile December 1-2 at the request of President Sebastian Piñera and signed an agreement to

## **GOVERNOR PATRICK'S MASSACHUSETTS-BRAZIL INNOVATION ECONOMY MISSION DELIVERS AGREEMENT BETWEEN UMASS AMHERST AND LEADING BRAZILIAN AGRICULTURAL RESEARCH CORPORATION**

MOU between UMass and Embrapa will strengthen existing economic ties, further research and development of Brazilian crops here



Governor Patrick meets with Embrapa's President Dr. Pedro Antônio Pereira Arraes (left) and President of University of Massachusetts Robert L. Caret (right). (Photo: Governor's Office)

[Click here to view photos from Brazil and Chile](#)

BRASILIA – Monday, December 5, 2011 – As part of Governor Deval Patrick's Massachusetts-Brazil Innovation Economy Mission 2011, the Commonwealth today launched a new era of collaboration in the area of agricultural research and development with the signing of a Memorandum of Understanding

(MOU) between the University of Massachusetts Amherst and the Brazilian Agricultural Research Corporation (Embrapa). The agreement will strengthen UMass' existing work on Brazilian crops, leading to economic development and job creation opportunities in agribusiness - a sector that boasts over 7,700 farms in Massachusetts for an economic impact of over \$3 billion.

"The UMass Stockbridge School of Agriculture is already a leader in researching and developing the production and marketing of food crops aimed at expanding economic opportunities for farmers and providing fresh produce to consumers," said Governor Patrick. "Today's agreement will build on that work to the benefit of researchers, farmers and consumers both here and in Brazil."

Through joint projects in the fields of agriculture and natural resources, the MOU will broaden cooperative programs in agricultural research and technology. Its lead negotiator for the Commonwealth, UMass' Stockbridge School of Agriculture Extension Associate Professor Frank Mangan, is actively researching sustainable production and marketing strategies for vegetable crops used by immigrant populations in Massachusetts and the region. Beginning in 2003, research activities at UMass have focused on crops popular with the state's Brazilian population. This program has introduced several new crops to commercial farms in the US, including taioba, jlio, abora japonesa and maxixe.

"As the largest nation in South America and given its outstanding network of universities, Brazil is a natural economic and research partner for us and Governor Patrick is playing a vital leadership role in bringing about this very important agreement," said University of Massachusetts president Robert L. Caret. "Because of our university's agricultural roots and continued expertise in this area, we are particularly excited about this agreement."

The MOU calls for UMass and Embrapa to cooperate on projects related to agricultural production, plant physiology and post-harvest technology, domestic and international distribution and logistics for fresh produce popular among Brazilian and other market segments in the US, Brazil and other countries in the Americas. The goal of these efforts is to develop and implement research-based technological innovations to benefit target farmers and markets.

"Research and development aimed at the cultivation and marketing of new crops helps Massachusetts farmers expand their businesses, while providing the Commonwealth's ethnic populations with nutritious food that is locally grown," said Energy and Environmental Affairs Secretary Richard K. Sullivan Jr., whose office includes the Department of Agricultural Resources. "I look forward to seeing the fruits of this strengthened collaboration between UMass and fellow researchers in Brazil."

"The development and expansion of innovative technologies is critical to support the growth of agribusiness throughout the Commonwealth and Brazil," said Pamela Goldberg, CEO of the Massachusetts Technology Collaborative. "By promoting research collaborations, we will strengthen the industry's competitiveness and potential for new growth."

The MOU signed in Brasília is effective for five years, with the opportunity for renewal for additional five-year periods.

From December 4-9, 2011, the Innovation Economy Mission will make stops in Brasília, São Paulo and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission will focus on creating jobs in the life sciences, IT, clean energy, financial services and education sectors, while solidifying the already strong Massachusetts-Brazil connection. Prior to arriving in Brazil, Governor Patrick and a smaller delegation traveled to Chile December 1-2 at the request of President Sebastian Piñera and signed an agreement to grow jobs and opportunities in the areas of clean energy, biotechnology and education.

## GOVERNOR PATRICK MEETS WITH LEADERS IN SÃO PAULO'S INNOVATION ECONOMY



From left to right Acting Consul General William Popp, Consul General of Brazil in Boston Fernando de Melo Barreto, Governor Deval Patrick, President of FAPESP Celso Lafer and Scientific Director Carlos Henrique de Brito. (Photo: Governor's Office)

[Click here to view photos from Brazil and Chile](#)

São Paulo, Brazil - December 6, 2011- Governor Deval Patrick today joined members of the São Paulo Research Foundation (FAPESP) to discuss job creation in the science and technology sectors and initiatives to cultivate industry partnerships and research collaborations between Massachusetts and Brazil in the innovation economy.

“Massachusetts is a global leader in innovation and home to world-class academic and research institutions,” said Governor Patrick. “Today we are exploring ways to expand job growth opportunities and scientific discovery in our common innovation industries.”

Governor Patrick met with Celso Lafer, President of FAPESP, who discussed Brazil’s efforts to create jobs in the innovation economy. Like Massachusetts, Brazil’s focus on innovation is driving job growth

and catalyzing international investment. As an emerging global player and economic powerhouse, Brazil could quickly become one of the most important international economic partners for Massachusetts.

“Massachusetts is a global leader in the life sciences, but to maintain and strengthen that status we need to engage the rest of the world,” said Susan Windham Bannister, Ph.D., President and CEO of the Massachusetts Life Sciences Center. “Brazil is an emerging leader in the life sciences, and through this meeting and the others we are holding here we are looking to develop collaborations that will lead to concrete scientific and economic benefits for both regions.”

“The University of Massachusetts has global research reach and an ever-expanding portfolio, with research funding now exceeding \$500 million a year,” said UMass President Robert L. Caret. “We are eager to expand our research collaborations with colleagues in Brazil and commend Governor Patrick for opening doors and nurturing relationships. The research areas the Governor is targeting play well to our strengths at the University of Massachusetts, and we look forward to forming partnerships that will pay academic and economic dividends.”

FAPESP is an independent public foundation with the mission to foster research and the scientific and technological development in the state of São Paulo. This is achieved through the support of research projects carried out in higher education and research institutions, in all fields of knowledge. In 2010, the population of the state of São Paulo stood at over 41 million.

From December 4-9, 2011, the Innovation Economy Mission will make stops in Brasília, São Paulo and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission will focus on creating jobs in the life sciences, IT, clean energy, financial services and education sectors, while solidifying the already strong Massachusetts-Brazil connection. Prior to arriving in Brazil, Governor Patrick and a smaller delegation traveled to Chile December 1-2 at the request of President Sebastian Piñera and signed an agreement to grow jobs and opportunities in the areas of clean energy, biotechnology and education.

## GOVERNOR PATRICK AND SANTANDER CEO ANNOUNCE MASSACHUSETTS-BRAZIL UNIVERSITY EXCHANGE PROGRAM

Santander to fund seven university research projects in 2012



President of University of Campinas Fernando Ferreira Costa, Governor Deval Patrick, Santander President and CEO Marcial Portela and UMass President Robert Caret announce the TOP USA-Massachusetts Program. (Photo: Nádia Maekawa Bellagamba)

São Paulo, Brazil - Wednesday, December 7, 2011- Governor Deval Patrick today joined President and CEO of Santander Brazil Marcial Portela to announce the TOP USA-Massachusetts Program, an initiative that will promote an academic exchange of faculty and students between several Brazilian and North American Universities, including the University of Massachusetts (UMass) system.

Through the TOP USA-Massachusetts Program, Banco Santander will fund seven projects per year for faculty, post-doctorate and graduate students to study at partner universities in each country. Each project can include up to four individuals - one Brazilian faculty leader and one researcher/ graduate student and one American faculty leader and one researcher/ graduate student. Banco Santander will

fund faculty member exchanges from Brazilian and American universities for up to fifteen days and graduate student, postdoctoral student or researcher exchanges for up to two months.

"Massachusetts is home to many of the foremost research universities in the world," said Governor Patrick. "We are delighted to partner with these Brazilian institutions to expand that reach and broaden our research platform even further with this partner nation."

The participating North American universities include the University of Massachusetts, Boston University, Brown University, Harvard University, Massachusetts Institute of Technology and Northeastern University. The participating Brazilian Universities include Universidade Federal de Minas Gerais, Universidade Federal de Pernambuco, Universidade Federal do Rio Grande do Sul, Universidade Federal do Rio de Janeiro, Universidade de São Paulo, Universidade Estadual Paulista and Universidade Estadual de Campinas.

For the president of Banco Santander, Mr. Marcial Portela, the work done by the Santander Universities has won visibility among the high education institutions by having a single model of operation, unprecedented in the world. "We built a close relationship with 979 universities in 16 countries around the world, during these 15 years of work," said President of Banco Santander Marcial Portela. "To invest in an International Mobility Program as the TOP USA-Massachusetts is a great satisfaction for us, to promote the knowledge exchange between faculties from Brazil and USA."

"This initiative between Santander and six of the most relevant universities in Brazil represent 17,000 researchers and professors that are responsible for 60 percent of the researches done in our country," said Dean of University of Campinas Fernando Ferreira Costa. "We are very pleased to be part of this exchange program that connects us with some of the most relevant universities in the USA. The UNICAMP feels very proud to be coordinating the TOP USA-Massachusetts and hopes that this partnership lasts for the next 20 years and so."

"Exchange programs build bridges between universities and between people and I commend Banco Santander for having the vision and generosity needed to create this very important program," said University of Massachusetts President Robert L. Caret. "This program will create tremendous opportunities for UMass students and faculty to study and work in Brazil and I likewise look forward to welcoming partners from Brazil to our campuses. I know that this program will pay enormous dividends over the years and will build new and enduring bonds between Massachusetts and Brazil. I very much appreciate Banco Santander's bold action and Governor Patrick's role in nurturing this initiative."

The program will provide financial support to every participating Brazilian university, as well as fund participating North American universities. Project proposals from participating universities are due in March 2012 and will be reviewed by a commission comprised of representatives from Santander and the University of Campinas. Awardees will be selected by April 2012 and projects must be completed by the end of the year.

In addition to being selected for the TOP USA-Massachusetts Program, the UMass Amherst and Dartmouth campuses have also been selected to participate in the Institute of International Education's

2012 International Academic Partnership Program in Brazil. These institutions were two of only 18 colleges and universities across the country selected for this partnership back in November.

Earlier this year, Brazilian President Dilma Rousseff committed to sending 75,000 Brazilian students abroad over the next four years through its Science Without Borders Program, a scholarship program for Brazilian students focusing on the STEM fields (Science, Technology, Engineering and Mathematics) to study at the world's best universities. As an international leader in the STEM fields, Massachusetts is well positioned to compete for thousands of international students to study in the Commonwealth next year.

As part of the International Academic Partnership Program, both UMass Amherst and UMass Dartmouth will establish a campus-wide task force to work on prospective partnerships, conduct an institution-wide inventory of activities pertaining to Brazil and develop a strategic plan focused on partnership with Brazil.

From December 4-9, 2011, the Innovation Economy Mission will make stops in Brasília, São Paulo and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission will focus on creating jobs in the life sciences, IT, clean energy, financial services and education sectors, while solidifying the already strong Massachusetts-Brazil connection. Prior to arriving in Brazil, Governor Patrick and a smaller delegation traveled to Chile December 1-2 at the request of President Sebastian Piñera and signed an agreement to grow jobs and opportunities in the areas of clean energy, biotechnology and education.

## GOVERNOR PATRICK JOINS EMC OFFICIALS TO BREAK GROUND ON DATA RESEARCH CENTER AT FEDERAL UNIVERSITY IN RIO DE JANEIRO



(Photo: Governor's Office)

RIO DE JANEIRO – Thursday, December 8, 2011 – Governor Deval Patrick today joined officials from Massachusetts-based EMC Corporation and business leaders in Rio de Janeiro for the groundbreaking of a new EMC research and development center at the Federal University of Rio de Janeiro technology park.

“It is great to see a Massachusetts-based company like EMC growing in Brazil,” said Governor Patrick. “This groundbreaking will strengthen the Massachusetts-Brazil connection and will help grow our innovation economies for years to come.”

The groundbreaking is part of Governor Patrick’s Innovation Economy Mission and marks a five-year investment of \$100 million by EMC in Brazil.

Thanks to companies like EMC, Massachusetts is one of the leaders in the nation and the world in research and development, with R&D spending accounting for seven percent of the state’s economy. In 2007, \$25.4 billion was spent on research and development in Massachusetts. The concentration of

iTech firms in Massachusetts is four times the national average, with 6,500 IT firms directly employing 124,000 workers and supporting another 202,000 jobs. In 2010, Massachusetts captured \$2.37 billion in venture capital investment, one-third of which was invested in iTech companies. The Innovation Economy Mission seeks to build on these successes, forging new economic relationships between Massachusetts and Brazil.

“The cultural and educational importance of Rio de Janeiro and its strategic location in Latin America make it an ideal setting for EMC’s new R&D center, which is our very first to primarily focus on uncovering new ways to extract the maximum value from data generated by the oil and gas industry,” said Joel Schwartz, EMC Senior Vice President and General Manager, Global New Business Development. “Over the years, EMC has experienced strong revenue growth in Brazil, and we’re excited to work with the Brazilian government, the Federal University of Rio de Janeiro and other academic institutions and technology companies to address opportunities in cloud computing and Big Data.”

“Massachusetts is a global hub for information technology and innovation,” said Pamela Goldberg, CEO of the Massachusetts Technology Collaborative and member of the trade mission delegation. “Brazil’s rapidly growing IT sector provides an exciting platform for economic expansion and job creation. By advancing research collaborations and partnerships, EMC and other Massachusetts companies are creating the conditions for new growth and long-term economic development opportunities.”

Massachusetts continues to move forward as one of the world’s leaders in research and development through initiatives designed to encourage and support research programs. Last month, Governor Patrick joined state and local officials, EMC executives and university leaders in a ceremony marking the completion of the first phase of the Massachusetts Green High Performance Computer Center. This Holyoke facility, which includes partnerships with EMC and Massachusetts academic institutions, will help spur economic growth in the city and help keep Massachusetts on the leading edge of scientific research.

In June of 2008, Governor Patrick signed the Massachusetts Life Sciences Act, which includes making financial investments in public and private institutions that are advancing life science research and development. This 10-year, \$1 billion initiative has already created more than one million square feet of new laboratory and biomanufacturing space.

From December 4-9, 2011, the Innovation Economy Mission is making stops in Brasilia, Sao Paulo, and Rio de Janeiro, visiting Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission is focusing on creating jobs in the life sciences, IT, clean energy, financial services and education sectors and solidifying the already strong Massachusetts-Brazil connection.

Prior to arriving in Brazil, Governor Patrick and a smaller delegation traveled to Chile December 1-2 at the request of President Sebastian Piñera and signed an agreement to grow jobs and opportunities in the areas of clean energy, biotechnology and education.

# GOVERNOR PATRICK ANNOUNCES TRADE MISSION TO COLOMBIA TO PURSUE JOB GROWTH AND ECONOMIC OPPORTUNITY

BOSTON – Thursday, February 14, 2013 – Governor Deval Patrick today announced he will lead a coalition of the Commonwealth’s business executives and government leaders on a *Massachusetts – Colombia Innovation Partnership Mission* to promote job creation and expand economic opportunity in the Commonwealth. Colombia has a thriving innovation, life sciences and clean energy economy, and this mission will strengthen the Commonwealth’s partnership with Colombia and help create collaboration that will spur job creation in Massachusetts. The trip comes less than a year after the United States signed a free trade agreement with Colombia, opening up an estimated \$1.1 billion market for U.S. exports; and continues the Commonwealth’s reach into Latin America following recent missions to Brazil and Chile.

“This is a tremendous opportunity for Massachusetts to compete for jobs on the global playing field,” said Governor Patrick. “We cannot afford to sit idle as our competitors develop the partnerships and secure the investments that will create jobs in the innovation industries where we already have an advantage - life sciences, clean energy, and the digital technologies.”

“Massachusetts is a world leader on innovation, precisely one of the key drivers of President Santos’s progressive economic agenda,” said Carlos Urrutia, Colombian Ambassador to the United States. “We are pleased to be partnering with the Commonwealth to foster innovation industries, strengthen Colombia’s research capabilities and support job creation in our respective economies.”

From February 16-19, the *Massachusetts-Colombia Innovation Partnership Mission* will include stops in several cities throughout the country including Bogota and Cartagena. Over the course of the mission, the Governor and his delegation will meet with top Colombian government and business leaders including Colombian President Juan Manuel Santos Calderon, Colombian Minister of Defense Juan Carlos Pinzon, Colombian Minister of Foreign Affairs María Ángela Holguín Cuéllar, the Vice Minister of Commerce, Industry and Tourism, and President of the Port Society of Cartagena Captain Alfonson Salas Trujillo. The Governor will also meet with the two national entities tasked with promoting innovation, entrepreneurship and research in Colombia: Colciencias and InnPulsa Colombia, and Colombia’s national cabinet-level department tasked with developing and implementing policies to strengthen the innovation economy.

## *The Massachusetts-Colombia Connection:*

With Latin America’s fourth largest population and third largest economy, Colombia is one of the world’s most rapidly emerging markets. Colombia’s economy has experienced sustained growth in both the near and long-term, with national Gross Domestic Product doubling within the past ten years and topping Brazil in job creation last quarter. Microsoft, RIM, HP and Genpact have all made major investments in Colombia recently, fostering a strong job market in the digital technology and innovation economy. Over

24 percent of all Colombian graduate students are pursuing a degree in the life sciences fields, ranking Colombia among the highest in the world for graduate students studying to enter the life sciences sector.

Like Massachusetts, Colombia also has a strong medical device market, and this mission offers increased collaboration in the industry. The Massachusetts medical device industry employs almost 25,000 people in 400 medical device companies across the Commonwealth, and is responsible for creating more than 80,000 jobs in related industries.

"As companies headquartered in Massachusetts look to expand their market share in Latin America, Colombia is emerging as an important economic gateway, particularly in innovation, security, logistics, and development opportunities. Massachusetts will be among the first US states to lead a trade mission to Colombia, presenting Massachusetts companies with a distinctive edge as they compete to establish ties with Colombia," said Dan O'Connell, President and CEO of the Massachusetts Competitive Partnership.

Several Massachusetts companies, particularly in the clean energy sector, have already experienced success in Colombia, including Big Belly trash compactors, Boston-headquartered hydro company Mavel and New Bedford electric vehicle company Vectrix. Colombia, like Massachusetts, is committed to growing its clean energy economy, and this mission will open new opportunities for collaboration on clean energy projects in the two countries.

Colombia has also recently launched Vive Digital, a program aimed at doubling national household internet connectivity within four years. Vive Digital parallels the work underway by the Massachusetts Broadband Institute to close the digital divide in Massachusetts and expand broadband availability in the underserved areas of Massachusetts.

*Free Trade Agreement:*

The United States and Colombia signed a Free Trade Agreement in May 2012, eliminating tariffs and other barriers to U.S. exports, expanding trade and promoting economic partnerships for the two countries. The International Trade Commission (ITC) has estimated that the tariff reductions in the Agreement will expand exports of U.S. goods alone by more than \$1.1 billion, supporting thousands of additional American jobs. The ITC also projected that the Agreement will increase U.S. GDP by \$2.5 billion.

Last year, Massachusetts exported approximately \$81.5 million to Colombia, making it the Commonwealth's 5th largest trade partner in Latin America and 33rd overall. The Commonwealth's exports to Colombia increased by 12.5 percent over the same period in 2011.

*Previous Innovation Missions Result in Business Expansion:*

In March 2011, Governor Patrick led a coalition of the Commonwealth's leaders on a mission to Israel and the United Kingdom. Following the mission, UK-based companies Cambridge Consultants, Sagentia and TotalMobile announced plans to expand and add jobs in Massachusetts. Israeli biotech firm EarlySense also announced it is adding jobs and establishing its U.S. headquarters in Waltham.

In December of 2011, Governor Patrick led a coalition of state government, education and business leaders on a trade mission to Brazil and Chile. The delegation visited Brazilian companies, universities and government leaders to highlight all that Massachusetts has to offer to Brazil. The mission focused on creating jobs in the life sciences, IT, clean energy and education sectors and solidifying the already strong Massachusetts-Brazil connection. During the trade mission to Chile and Brazil, Governor Patrick signed a Memorandum of Understanding with Chile President Sebastian Pinera that expands collaboration between Massachusetts and Chile in the areas of clean energy, biotechnology and education; participated in EMC's groundbreaking of a new Big Data facility at Federal University in Rio de Janeiro; announced an agreement between Massachusetts-based Akamai and Sky Brasil, a Brazilian television subscription company, to bring online video rental services to the country; and announced an academic exchanges program between faculty and students from Brazilian and American Universities, including the University of Massachusetts system.

"Many AIM member companies want to increase and diversify their markets," said Kristen Rupert, Executive Director of the Associated Industries of Massachusetts International Business Council. "The best way to do that is meeting face-to-face with potential partners and government and business leaders. From our participation in the Brazil trade mission in 2011, we learned that doors open when traveling with Governor Patrick. We look forward to identifying business opportunities for Massachusetts companies in Colombia."

The *Massachusetts-Columbia Innovation Partnership Mission* will build on these successes and help Massachusetts reap the benefits of partnership in trade, investment and job growth with Colombia for years to come.

Official Delegation:

Governor Deval Patrick

Diane Patrick, First Lady of Massachusetts

Secretary Greg Bialecki, Executive Office of Housing and Economic Development

Thomas P. Glynn, CEO & Executive Director, Massachusetts Port Authority

Susan Windham-Bannister, PH.D., President & CEO, Massachusetts Life Sciences Center

Pamela Goldberg, CEO, Massachusetts Technology Collaborative

Alicia Barton, CEO and Executive Director, Massachusetts Clean Energy Center

Daniel O'Connell, President and CEO, Massachusetts Competitive Partnership

Kristen Rupert, Executive Director, AIM International Business Council (a program of Associated Industries of Massachusetts)

# GOVERNOR PATRICK AND COLOMBIAN PRESIDENT SANTOS SIGN SCIENCE AND INNOVATION MEMORANDUM OF UNDERSTANDING

Bogota, Colombia – February 20, 2013 – As part of the Massachusetts-Colombia Innovation Partnership Mission, Governor Deval Patrick and President of the Republic of Colombia Juan Manuel Santos yesterday signed a memorandum of understanding (MOU) to formalize collaboration between Massachusetts and Colombia in the areas of science, technology and innovation, including in the life sciences, technology and clean energy industries.

“Massachusetts is a leader in the life sciences, clean energy and other innovation economy sectors,” said Governor Patrick. “In order to maintain that edge, we must position ourselves for success in growing markets, like Colombia, to drive job growth and catalyze international investment.”

“I am aware of how important the innovation ecosystem, technology, research are to Massachusetts and they are also important to Colombia. The state of Massachusetts has a lot to offer to Colombia and Colombia has much to offer to the United States and the state of Massachusetts,” said President Juan Manuel Santos Calderon at the MOU signing ceremony, thanking Governor Patrick for his visit.

Last year, the United States signed a free trade agreement with Colombia, opening up an estimated \$1.1 billion market for U.S. exports. Colombia has a thriving innovation, life sciences and clean energy economy, and this MOU will strengthen the Commonwealth’s partnership with Colombia and help create collaboration that will spur job creation in Massachusetts.

“As our innovation economy grows, companies based in Massachusetts will look around the world for new avenues for partnership and progress,” said Secretary of Housing and Economic Development Greg Bialecki. “This Memorandum of Understanding will create new opportunities for Massachusetts and Colombia and highlights the common links between our economies.”

The agreement signed today will enhance both scientific and technological development and economic activity in and between the residents of Colombia and Massachusetts by promoting collaboration and partnerships among public and private institutions, universities, research centers, non-governmental organizations and citizens. Included in the MOU is a call for partnerships in health and several life sciences industry sectors, including biotechnology, pharmaceuticals and tropical disease research.

“No one country or region can solve the challenge of developing the next generation of drugs and medical devices on its own,” said Susan Windham-Bannister, Ph.D., President & CEO of the Massachusetts Life Sciences Center, the agency charged with implementing Governor Patrick’s 10-year, \$1 billion Life Sciences Initiative. “The breakthroughs of tomorrow will only be possible through collaboration like that which we hope to foster between Massachusetts and Colombia.”

The agreement also articulates collaboration on clean energy issues including non-conventional renewable energy, smart grids, energy efficiency, demand response and water innovation technology.

“International connections like these will drive our global clean energy innovation ecosystem forward and create economic opportunities for Massachusetts businesses,” said Massachusetts Clean Energy Center CEO Alicia Barton.

“The innovation economy stretches beyond the borders of Massachusetts,” said CEO of the Massachusetts Technology Collaborative Pamela Goldberg. “Working collaboratively with our colleagues in Colombia will only strengthen the Commonwealth’s position as a leader in innovation.”

Additionally, the MOU outlines partnerships in information technology sectors including aerospace, security technology, and health IT; and collaboration in the areas of transportation, urban development and agriculture.

View photos [here](#)

## GOVERNOR PATRICK MEETS WITH COLOMBIAN TECHNOLOGY ENTREPRENEURS



*Governor Patrick and Secretary Bialecki met with Colombia-based entrepreneurs visiting Massachusetts. From left to right: Bernardo Franco of Yimup.com, Santiago Lozano of Onlulo.com, Governor Patrick, Felipe Chávez of Onlulo.com, Germán Franco of Yimup.com and Secretary Bialecki. (Photo credit: Hawley Shea / Governor's Office)*

[View more photos](#)

BOSTON – Wednesday, February 27, 2013 – Governor Deval Patrick today met with Colombia-based entrepreneurs visiting Massachusetts one week after the Massachusetts-Colombia Innovation Partnership Mission, to continue the discussion about the Commonwealth's partnership with Colombia and help create collaboration that will spur job creation in Massachusetts.

"Massachusetts is a global leader in the technology sector," said Governor Patrick. "By partnering with growing innovation markets like Colombia, we strengthen our economic impact. It's terrific to see start-up companies like these come visit and experience all the Commonwealth can offer to young innovators."

Several of the entrepreneurs visiting Massachusetts attended a roundtable event in Bogota, Colombia, on Tuesday, February 19, 2013 with Governor Patrick, Secretary of Housing and Economic Development

Gregory Bialecki and leaders from several Massachusetts innovation organizations, including Pamela Goldberg, CEO, Massachusetts Technology Collaborative; Susan Windham-Bannister, Ph.D., President & CEO of the Massachusetts Life Sciences Center; Alicia Barton, CEO, Massachusetts Clean Energy Center; and John Harthorne, Founder and CEO of MassChallenge.

There are four entrepreneurs visiting Massachusetts to explore partnerships for two start-up ventures, Onlulo.com, a software solution for businesses focused on sales monitoring and contact management, and Yimup.com, a digital tool to help independent musicians promote their work and manage concerts.

As part of the Massachusetts-Colombia Innovation Partnership Mission, Governor Patrick and President of the Republic of Colombia Juan Manuel Santos signed a memorandum of understanding (MOU) to formalize collaboration between Massachusetts and Colombia in the areas of science, technology and innovation, including in the life sciences, digital technology and clean energy industries. Last year, the United States signed a free trade agreement with Colombia, opening up an estimated \$1.1 billion market for U.S. exports.

## GOVERNOR PATRICK MEETS WITH IRISH PRIME MINISTER ENDA KENNY

DUBLIN – Wednesday, May 15, 2013 – Governor Deval Patrick, along with Senate President Therese Murray, today met with the Prime Minister of Ireland, or Taoiseach, Enda Kenny to discuss the Commonwealth’s ongoing commitment to expanding opportunities for economic development and job creation between Massachusetts and Ireland.

The meeting was one of several events Governor Patrick participated in today while in Ireland, which also included a meeting with the Minister of Foreign Affairs and Trade for Ireland Eamon Gilmore; a Digital Health and Life Sciences Trade Summit, sponsored by the [Massachusetts’ Life Sciences Center](#) and the [HealthXL Accelerator Program](#); and a meeting with the Ireland-Massachusetts Partnership.

In 2012, Ireland was the Commonwealth’s 14th largest export partner, with over \$509 million in goods and services to Ireland. Massachusetts is also Ireland’s sixth largest import partner. The Commonwealth imported over \$1.2 billion worth of goods and services from Ireland last year. This trip is another example of Governor Patrick’s focus on advancing Massachusetts’ presence in the global marketplace. The Governor has recently lead delegations of business, academic and key sector leaders on Trade Missions to Colombia, Brazil, Chile, Israel and the United Kingdom. These Trade Missions have resulted in foreign-based businesses locating in Massachusetts and job creation here in the Commonwealth and in partner countries.

###

# **Appendix B:** Legislation and Other Government Documents

**AGREEMENT**  
**BETWEEN**  
**THE GOVERNMENT OF THE COMMONWEALTH OF**  
**MASSACHUSETTS**  
**AND**  
**THE GOVERNMENT OF THE STATE OF ISRAEL**  
**ON BILATERAL COOPERATION IN INDUSTRIAL**  
**RESEARCH AND DEVELOPMENT**

**Whereas**, the Government of the Commonwealth of Massachusetts (hereinafter referred to as "Massachusetts") and the Government of the State of Israel (hereinafter referred to as "Israel"), hereinafter referred to as the "Parties";

**DESIRING** to develop and strengthen economic, industrial, technological and commercial cooperation between the State of Massachusetts and the State of Israel;

**CONSIDERING** the mutual interest in making progress in the fields of industrial and technological research and development (hereinafter referred to as "R&D") and the resulting advantages for both Parties;

**RECOGNIZING** the challenges of stimulating innovation and economic growth are of mutual concern to both Parties;

**DESIRING** to enhance their industrial competitiveness through cooperation in Industrial R&D and to develop and strengthen economic and commercial cooperation between them;

**RESOLVING** to undertake a sustained effort to promote, facilitate and support joint Industrial R&D projects, between businesses, corporations or other entities (hereinafter referred to as the "Entity") from the two countries;

Have reached the following Agreement:

#### **Article I - Scope**

1. The Parties determine that the objectives of this Agreement are:
  - (a) To promote the activities of their respective Industrial sectors to intensify bilateral Industrial R&D cooperation;
  - (b) To facilitate the identification of specific projects, partnerships or collaborations between Entities from the Commonwealth of Massachusetts and from the State of Israel that could lead to Industrial R&D cooperation;
  - (c) To coordinate and focus suitable government resources and

programs to support industrial cooperation and commercial exploitation of Industrial R&D projects results;

- (d) To establish a framework for support under which each of the Parties shall support jointly approved Industrial R&D cooperation projects between Entities from the two countries leading to commercialization in the global market.

2. The implementation of this Agreement and any activity hereunder shall be in accordance with the respective applicable laws, regulations, rules, procedures and mechanisms of each Party.

### **Article II - Definition**

For the purpose of this Agreement, Industrial R&D means, inter alia, research, development and demonstration activities intended to develop new products or processes to be commercialized in the global market.

### **Article III - Cooperating Authorities**

1. The Massachusetts International Trade Office (hereinafter referred to as "MITO") and the Ministry of Industry, Trade and Labor of the State of Israel (hereinafter referred to as "MOITAL") shall be in charge of the implementation of this Agreement and shall designate Cooperating Authorities for the purpose of implementing this Agreement.

2. MITO on behalf of Massachusetts and the Office of the Chief Scientist of MOITAL (hereinafter referred to as the "OCS"), on behalf of Israel, shall be the Cooperating Authorities for implementing, promoting and administering this Agreement. Each Party shall bear its respective costs for promoting, implementing and administering this Agreement such as traveling expenses, organization of seminars and publications. In addition, MITO and OCS may identify and empower, where appropriate, additional government entities or in the case of MITO also quasi-governmental entities, to execute the goals of this agreement.

#### **Article IV - R&D Projects**

1. The Parties, within their competence and according to their respective applicable laws, regulations, rules, procedures and mechanisms, subject to the availability of funds, shall facilitate, support and encourage cooperation projects in the field of Industrial R&D undertaken by Entities from the Commonwealth of Massachusetts and from the State of Israel, for joint development and subsequent joint management and marketing of products or processes based on new innovative technologies to be commercialized in the global market (hereinafter referred to as the "Projects").

2. Each Entity which is a partner to a Project will be subject to the provisions of the applicable respective laws, regulations, rules, procedures and mechanisms of its respective state with respect to assistance and funding of R&D provided by its own government, including the level of support and the terms and conditions under which that support may be provided, and if applicable, the obligation to pay royalties.

3. The facilitation and stimulation of the cooperation Projects, may comprise, inter alia, the following forms and methods:

(a) Organization of meetings for Entities from the Commonwealth of Massachusetts and from the State of Israel to jointly assess cooperation opportunities;

(b) Performance of any other activities to promote possibilities for cooperation between Entities from the Commonwealth of Massachusetts and from the State of Israel.

#### **Article V - Fair and Equitable Treatment**

Subject to their applicable respective laws, regulations, rules, procedures and mechanisms, each Party shall accord fair and equitable treatment to the individuals, government agencies and other Entities of the other Party engaged in the pursuit of activities under this Agreement.

## **Article VI - Disclosure of Information**

1. Each Party commits itself, subject to its respective laws, regulations, rules, procedures and mechanisms not to transmit, without written approval of the other Party, information concerning the results obtained from the cooperative programs for Industrial R&D covered under this Agreement to a third person, organization, or to any other country or state
2. Each Party shall notify the other immediately when it might be compelled by law or court order to disclose information or documents relating to this Agreement which would otherwise be subject to confidentiality.
3. The Party required to disclose shall, in any event, use its best efforts, to ensure that the person obtaining disclosure of the information in these circumstances protects the confidentiality at all times and observes the terms of this Agreement.

## **Article VII - Intellectual Property Rights (IPR)**

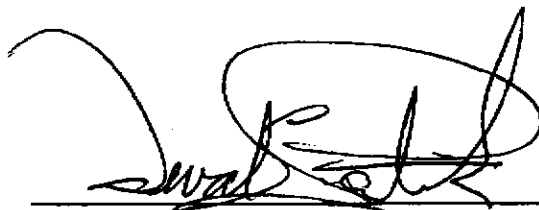
1. The partners to Projects supported under this Agreement shall be required to submit to the Parties evidence of contractual arrangements between them relating to the performance of the Project; commercialization of the Project's results; royalties and intellectual property rights, in particular:
  - (a) The ownership and use of know-how and intellectual property owned by the partners to the Project prior to the Project; and
  - (b) Arrangements for the ownership and use of know-how and intellectual property to be created in the course of the Project.
2. Notwithstanding the provisions of paragraph 1 above, it shall be the responsibility of the partners to Projects supported under this Agreement to safeguard their own interests.
3. Scientific and technological information of a non-proprietary nature arising from the cooperative activities under this Agreement may be made available to the public through customary channels.

**Article VIII - Final Provisions**

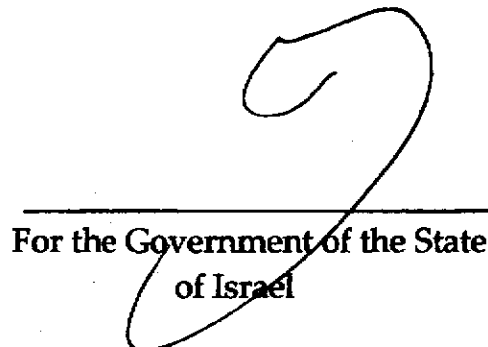
1. Each Party shall notify the other Party, in writing, through diplomatic channels, of the completion of internal legal procedures required for bringing this Agreement into force. This Agreement shall enter into force on the date of the later notification.
2. This Agreement shall remain in force until either Party terminates it. Either Party may terminate this Agreement by written notification to the other Party, through diplomatic channels. The Agreement shall cease to be in force six months after the date of such notification.
3. This Agreement may be amended, in writing, by mutual agreement of the Parties. Any such amendment shall enter into force in accordance with the procedure set forth in paragraph (1) of this Article.
4. The amendment or termination of this Agreement shall not affect the validity of arrangements and contracts already concluded.
5. This Agreement shall not affect the present and future rights or obligations of the Parties arising from other international agreements and treaties.

In witness whereof, the undersigned being duly authorized, have signed this Agreement.

Done at Jerusalem on the 10 day of March 10 2011, corresponding to the 4 day of Adar Bet 5771, in the Hebrew calendar, in duplicate, each in the English and the Hebrew languages, both texts being equally authentic.



For the Government of the  
Commonwealth of Massachusetts



For the Government of the State  
of Israel

**MEMORANDUM OF UNDERSTANDING  
ON THE FIELDS OF EDUCATION,  
ENERGY AND BIOTECHNOLOGY  
BETWEEN THE  
REPUBLIC OF CHILE AND THE  
COMMONWEALTH OF MASSACHUSETTS**

**ACKNOWLEDGING** the excellent relationship between the Republic of Chile and the Commonwealth of Massachusetts, clearly expressed during the recent joint meeting held by President Sebastián Piñera and Governor Deval Patrick in Boston, Massachusetts, on September 23, 2011;

**CONSIDERING** the existence of enormous potentials for collaboration between public and private institutions, universities, research centers, NGOs and citizens, which will nurture the friendship that exists between the Republic of Chile and the Commonwealth of Massachusetts, enhancing both scientific and technological development and economic activity in and between our peoples;

**DESIROUS** of reinforcing cooperation between the Republic of Chile and the Commonwealth of Massachusetts, particularly in the fields of human capital, energy, biotechnology, and the strengthening of the scientific and technological base in these and other matters;

The Republic of Chile and the Commonwealth of Massachusetts, hereinafter referred as "the Parties", have reached the following understandings:

**ARTICLE 1**

The Parties shall coordinate efforts and promote collaboration through cooperative actions and initiatives focused particularly, but not exclusively, in the following areas and sectors:

1. Human Capital Development:
  - a. Graduate and Post-Graduate studies;

- b. Reinforcing school-level education programs through strengthening teacher leadership, second-language proficiency and out-of-school activities;
2. Energy:
  - a. Non-Conventional Renewable Energies;
  - b. Smart Grids;
  - c. Energy Efficiency;
3. Biotechnology, in particular food and medical biotechnology, and
4. Any other area agreed upon between the Parties.

In order to contribute to the successful implementation of this MOU, the Parties and the Implementing Entities shall: encourage academic-to-academic partnerships between educational institutions and research centers, fostering the development of strong human and institutional networks encompassing undergraduate and graduate students, professors, researchers and fellowship programs; stimulate business-to-business activities between private entities, such as the Chilean-American Business Council on Energy Issues; and promote relationships between Non-Governmental Organizations (NGO's).

The Parties commit themselves in good faith to implement this MOU to the fullest extent practicable.

## ARTICLE 2

Both Parties shall coordinate, facilitate and implement the cooperative activities described in Article 1 through the Implementing Entities designated by each of them.

On behalf of the Republic of Chile, the Implementing Entities will be the National Scientific and Technological Research Commission (CONICYT), the Ministry of Education, the Ministry of Energy, and any other entities they designate, according to their respective attributions.

On behalf of the Commonwealth of Massachusetts, the Implementing Entities shall be the Massachusetts Technology Park Corporation (MTC), the

Massachusetts Clean Energy Center (CEC), the Massachusetts Life Sciences Center (MLSC), the Executive Office of Education (EOE), and the University of Massachusetts and any colleges within its system, and any other entities they designate.

In order to facilitate the implementation of this MOU, each of the Parties shall designate a lead coordinator and individual sector coordinators to implement the work plans referred to in Article 3 below.

### **ARTICLE 3**

In order to achieve the objectives of this MOU, the Implementing Entities shall develop specific work plans focusing on the priority areas referred to in Article 1.

### **ARTICLE 4**

The Parties and Implementing Entities shall finance activities under this MOU with resources allocated in their work plans, as these resources become available, and as stipulated by the individual work plans. Each Party and Implementing Entity shall pay for expenses related to its own participation, unless alternative financial mechanisms can be used for specific activities as appropriate and as authorized by law.

### **ARTICLE 5**

The Parties agree that no confidential information shall be transferred under this MOU.

### **ARTICLE 6**

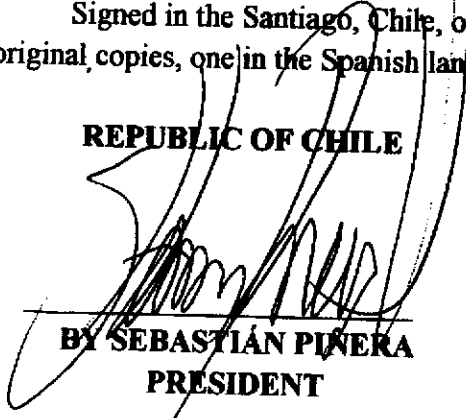
The Parties acknowledge that this MOU is only intended to promote cooperation between them and does not create any legally binding rights or obligations. To the extent that any other provision of this MOU is inconsistent with this paragraph, this paragraph shall prevail.

**ARTICLE 7**

Cooperation under this MOU shall commence upon execution. This MOU may be amended in writing by the mutual consent of the Parties, specifying the effective date of the amendment. Any of the Parties may terminate this MOU through written notification to the other Party with thirty calendar days in advance. Unless otherwise terminated in writing, this MOU is to remain in effect for a period of three years.

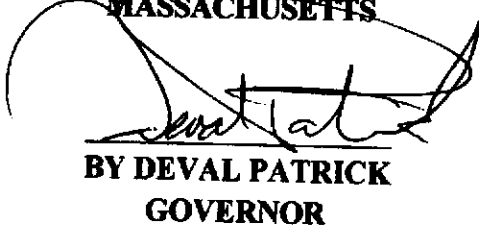
Signed in the Santiago, Chile, on December 1<sup>o</sup>, 2011 in two equally authentic original copies, one in the Spanish language and the other in the English language.

**REPUBLIC OF CHILE**



BY SEBASTIÁN PIÑERA  
PRESIDENT

**COMMONWEALTH OF  
MASSACHUSETTS**



BY DEVAL PATRICK  
GOVERNOR

Note: This list of Memoranda of Understanding (MOU) signed during, or as a direct result of, Governor Patrick's trade missions is incomplete because the MOU from the Governor's trade mission to Colombia could not be located. Additionally, the following MOUs were not signed during Governor Patrick's trade missions but are listed here. Two of these, as listed on the Massachusetts Office of International Trade and Investment's website (<http://www.mass.gov/hed/economic/eohed/moiti/>) are missing:

- June 23, 2008: A MOU between the Investment Promotion Agency of the Ministry of Commerce of the People's Republic of China (CIPA) and the Massachusetts Office of International Trade and Investment order to enhance two-way cooperation and investment.
- June 20, 2012: A MOU between the Commonwealth of Massachusetts and the Generalitat de Catalunya (Catalonia, Spain) in order to better collaborate in specifically the life sciences, renewable energy, information technology, advanced infrastructure, and academic cooperation.



**UNDERSTANDING**

**BETWEEN**

**THE GOVERNMENT OF THE COMMONWEALTH OF  
MASSACHUSETTS**

**AND**

**THE GOUVERNEMENT DU QUÉBEC**

**WITH RESPECT**

**TO THE  
EXCHANGE OF LAW ENFORCEMENT INFORMATION**

**THE GOVERNMENT OF THE COMMONWEALTH OF  
MASSACHUSETTS**

**AND**

**THE GOUVERNEMENT DU QUÉBEC**

Hereunder called the Parties,

**WHEREAS**, the attacks on September 11, 2001 clarified the necessity to share information as a means to fight terrorism more efficiently;

**WHEREAS**, there currently exists a vital need to protect their territory;

**WHEREAS**, the exchange of information between the States helps improve law enforcement and ensure internal security;

**WHEREAS**, the Government of the Commonwealth of Massachusetts and the Gouvernement du Québec have shared a continuous involvement in regional cooperation through the Conference of New England Governors and Eastern Canadian Premiers, including in the area of security and public safety;

**DESIROUS** to establish a mutually advantageous partnership in order to further strengthen internal security in both the United States and Canada and to protect the borders.

**AGREE AS FOLLOWS :**

**SECTION 1**

**OBJECTIVE**

The Parties endeavor to cooperate in the exchange of law enforcement information pertinent to the protection of public safety, in accordance with their respective laws.

**SECTION 2**

**PARTY REPRESENTATIVES**

In order to effect the current Understanding, each Party shall assign as their representative the Executive Office of Public Safety and Security of the Commonwealth of Massachusetts and the Ministère de la Sécurité publique du Québec.

**SECTION 3**

**DISPUTE SETTLEMENT**

The Parties shall make every effort to resolve any disputes through good faith discussions.

**SECTION 4**

**PROVISION AND DISCLOSURE  
OF INFORMATION**

When law enforcement information is requested by a Party, the other Party shall disclose, as early as possible, the information requested or indicate why the information cannot be disclosed.

The Commonwealth of Massachusetts Secretary of Public Safety and Security and the Ministre de la Sécurité publique du Québec, or their designees, shall be the authorized representatives to request, provide or disclose to the other Party, the appropriate law enforcement information.

Once this Understanding is signed by both Parties, each Party shall send a list of designees to the other party.

**GENERAL PROCEDURES**

**SECTION 5**

Nothing in this Understanding shall be construed to authorize or permit any violation of any federal, state, provincial, or local law imposed upon the Parties.

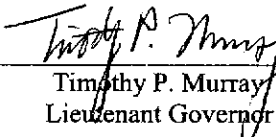
**SECTION 6**

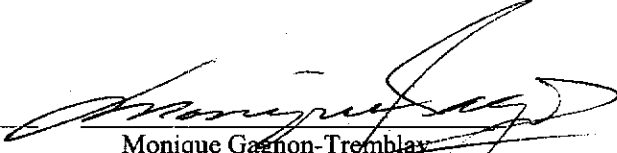
Subject to Section 5, this Understanding shall be in full force and effect on the day it is signed and shall remain in full force and effect until terminated by a six month notice given in writing by one or the other Party.

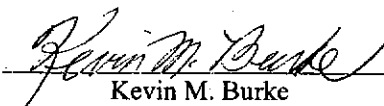
In witness whereof, the Parties have signed the present Understanding in the City of Québec on this 13 day of November 2007, in duplicate, in English and in French, both texts being equally authentic.

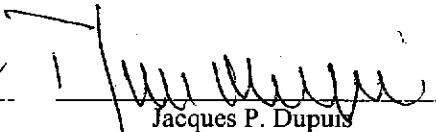
**FOR THE GOVERNMENT OF  
THE COMMONWEALTH OF  
MASSACHUSETTS**

**FOR THE GOUVERNEMENT  
DU QUÉBEC**

  
Timothy P. Murray  
Lieutenant Governor

  
Monique Gagnon-Tremblay  
Ministre des Relations internationales  
et ministre responsable de la  
Francophonie

  
Kevin M. Burke  
Secretary  
Executive Office of Public Safety  
and Security

  
Jacques P. Dupuis  
Ministre de la Sécurité publique

**MEMORANDUM OF UNDERSTANDING**  
**ON**  
**INVESTMENT AND TRADE INFORMATION EXCHANGE AND PROMOTION**  
**BETWEEN THE**  
**BEIJING MUNICIPAL COMMISSION OF COMMERCE**  
**AND THE**  
**MASSACHUSETTS OFFICE OF INTERNATIONAL TRADE AND INVESTMENT**

**1. INTRODUCTION**

Beijing Municipal Commission of Commerce and Massachusetts Office of International Trade and Investment (the "Parties") are committed to working together by providing mutually beneficial information exchanges, and promoting investment and trade outcomes within and between their respective regions.

The Parties affirm their intentions to cooperate in the following areas:

- By discussing measures for enhanced two way investment and trade promotion between Beijing Municipal Commission of Commerce and Massachusetts Office of International Trade and Investment.
- By exchanging information on investment promotion activities with the view to identifying areas of potential collaboration in the industry sectors listed in Section 4.
- By facilitating the exchange of economic and policy information in relation to trade and investment in the key industry sectors listed in Section 4.

**2. DESIGNATION OF REPRESENTATION**

Beijing Municipal Commission of Commerce (hereinafter "BJCOC") and Massachusetts Office of International Trade and Investment (hereinafter "MOITI") shall represent their respective regions for the purpose of implementing this Memorandum of Understanding and shall administer and facilitate its terms and conditions.

**3. INFORMATION EXCHANGE AND POTENTIAL INVESTOR, TRADE AND INNOVATION REFERRALS**

The Parties will pursue the following actions:

- Facilitate information exchange and mutual learning between the Parties (and their key partners) with regards to the key industry sectors in the respective regions (outlined in Section 4). This may include sharing information regarding industry sector development strategies, innovation, policies, projects and initiatives of mutual interest and benefit.
- Support the role of relevant business and professional associations and Chambers of

Commerce to promote information exchange.

- Facilitate export trade and foreign direct investment in both directions.
- Facilitate exchange of models and mechanisms that support industry innovation in terms of knowledge capacity, skills and R&D in both directions.
- Exchange information regarding investment, trade promotion and innovation activities available in their respective regions.
- Provide information about schemes and support programs from relevant government and economic partners, where this information is sought by companies from each other's region.
- Support Higher Education alumni initiatives.
- Exchange invitations to investment and trade fairs and seminars in their respective regions.

**4. KEY INDUSTRY SECTORS**

The Parties will initially focus their information exchange and investment and trade promotion activities in the following key industry sectors:

- Life Sciences.
- Clean/Renewable Energy
- Financial Services
- Information and Communication Technology (ICT)
- Transportation (Port and Air Route development)

The addition of further sectors can be made via exchange of letters between the Parties.

**5. TERMS OF THIS MEMORANDUM OF UNDERSTANDING**

This MOU will have a lifespan of three years subject to a review of performance at the end of years one and two. In the first year, the Parties will focus on the exchange of Life Sciences. After the expiration of this MOU, subject to this being satisfactory, and both parties are in agreement, then the MOU will roll forward for a further twelve months with any re-definition of the terms of reference as deemed necessary between the Parties. Each

party reserves the right at any point over this term to withdraw from the arrangement at three months written notice. BJCOC or MOITI may at any time amend the agreement if the Parties agree.

**6. NO INTENTION TO REGULATE TRADE**

This MOU is intended to promote economic development in Massachusetts and the city of Beijing through the cooperative efforts of the Parties. This MOU is not intended, and should not be viewed as, an effort to regulate trade between Massachusetts and the city of Beijing or any business or industry located in Massachusetts or the city of Beijing.

**7. ANNUAL BRIEFING**

Annually there will be a meeting held to exchange information, opportunities and ideas to advance Beijing - Massachusetts relations and business outcomes in line with the intent of this MOU. This two-way briefing will ideally occur, if practicable, between representatives from BJCOC and MOITI. The format may involve a visiting delegation or a video / telephone conference and will be facilitated by the Parties to this agreement. In addition the Parties will meet at least annually at times to be agreed either face to face (in either Boston, or Beijing, alternatively elsewhere as agreed to by the Parties) or via video/teleconference, to review the activities or outcomes arising from this Memorandum of Understanding (MOU). During these regular meetings the Parties will discuss and plan relevant activities for the following 12 months.

**8. TEXT**

This MOU is executed in English and Chinese. Both language versions shall be equally authentic.

**9. SIGNATURE**

The Parties have signed this Memorandum of Understanding at Boston, Massachusetts, United States of America on the 16th of June, 2010.

Beijing Municipal Commission of Commerce

Massachusetts Office of International Trade and Investment  
 Edwin G. Carr, Executive Director

**SISTER STATE AGREEMENT**  
**BETWEEN**  
**THE COMMONWEALTH OF MASSACHUSETTS, U.S.A.**  
**AND**  
**THE AZORES AUTONOMOUS REGION, PORTUGUESE REPUBLIC**

---

**WHEREAS**, the Commonwealth of Massachusetts and the Azores Autonomous Region have a long-standing relationship based upon commerce and maritime interests;

**WHEREAS**, the first Azorean immigrants to Massachusetts can be traced back to the early 18th century, when they played a significant role in the success of the economically crucial whaling industry;

**WHEREAS**, over the subsequent three centuries significant numbers of Azorean immigrants moved into Massachusetts and through their hard work and enterprise established considerable industrial and agricultural operations, including construction, manufacturing, dairy and produce farming and;

**WHEREAS**, Massachusetts has historically been a popular destination for migrant labor from the Azores, enhancing strong cultural ties between the two regions; and serving as the basis for more than 500,000 fellow Portuguese and their descendants to live in Massachusetts, the majority of whom have either come directly from the Azores or have Azorean parentage; and

**WHEREAS**, the vibrant Azorean communities of Massachusetts, in the South East region and throughout the state, maintain strong academic, cultural and familial ties to their ancestral homeland;

**WHEREAS**, Massachusetts and the Azores have many characteristics and interests in common including; coastal and maritime resource utilization, agriculture, tourism, and fisheries; and

**WHEREAS**, there is potential mutual benefit for Massachusetts and the Azores from increased cooperation in targeted areas of common challenge by both parties utilizing their respective resources in geographic location, natural environment, education, expertise, commercial enterprise and institutional support.

**NOW, THEREFORE**, it is resolved that the Commonwealth of Massachusetts and the Azores Autonomous Region, recognizing that their interests, activities, and objectives are complementary, hereby agree as follows:

**ARTICLE ONE: STATEMENT OF PURPOSE AND GOALS**

The Commonwealth of Massachusetts and the Azores Autonomous Region (hereinafter "the Parties") shall encourage cooperation and mutual understanding between Massachusetts and the Azores, and will encourage the growth of trade and investment relations within the framework of global free trade. The governments of both sides will encourage cooperation between commercial enterprises, port authorities, business associations, and other economic development and non-governmental organizations as well as the establishment of close ties between educational institutions, medical institutions, and cultural activities.

**ARTICLE TWO: INFORMATION EXCHANGE**

The Parties will endeavor to facilitate cooperation by Massachusetts and Azorean companies and institutions in the following areas:

- exchanges of information regarding teaching programs and continued exchange of teaching resources;
- promotion of student exchanges;
- support for new and existing cooperation between universities and other educational institutions.

**ARTICLE THREE: ECONOMIC COOPERATION**

The Parties will endeavor to assist in the establishment of friendly and cooperative relations and programs to foster opportunities for the creation of joint ventures or direct investment for Massachusetts and the Azores in the following areas:

- economic development;
- oceanographic & marine sciences, fisheries and port development;
- environmental technology, including renewable energy and energy conservation, recycling, toxic material remediation, and reduction of toxic emissions;
- climate monitoring, data collection and modeling;
- tourism promotion, including cooperation with regard to the development of hotel and convention facilities, airports, and strategic planning; -- high technology;
- healthcare, including biotechnology and biomedical equipment;
- education;
- other areas, as the Parties may agree.

The Parties propose to encourage cooperation on all levels which contribute to economic development in the Azores and Massachusetts. Such methods may include, without being limited to:

- joint meetings of representatives in Massachusetts and the Azores to identify and implement mutually beneficial projects and new areas of cooperation;
- visits from trade and economic delegations between Massachusetts and the Azores under mutually beneficial conditions;
- the organization of meetings, symposia and seminars to bring together public and private leaders in the respective fields outlined within the framework.

**ARTICLE FOUR: EXECUTION OF AGREEMENT**

Upon the execution of this Sister State Agreement, the Parties agree to designate senior government officials who will be responsible for establishing mechanisms and organizing meetings as appropriate, and will identify specific projects or programs on which to focus for the efficient implementation of the Sister State Agreement. This effort will be coordinated in the Commonwealth of Massachusetts by the Massachusetts Office of International Trade and Investment and in the Azores Autonomous Region by the Department of Commerce.

The Parties agree to meet periodically to review their progress and redefine their priorities.

**ARTICLE FIVE: AMENDMENT**

This Sister State Agreement, with the consent of the Parties, may be amended at any time by exchange of letters.

This Agreement is executed in two originals for each language, Portuguese and English, on the \_\_\_\_<sup>th</sup> day of August, 2008.

**JOINT DECLARATION**  
**ON**  
**RESEARCH, SCIENCE AND TECHNOLOGY COOPERATION**  
**BETWEEN**  
**THE COMMONWEALTH OF MASSACHUSETTS**  
**AND**  
**QUÉBEC**

Following their meeting in Boston on March 31, 2009, Edwin G. Carr, Executive Director of the Massachusetts Office of International Trade and Investment, and Geneviève Tanguay, Assistant Deputy Minister at the Ministère du Développement économique, de l'Innovation et de l'Exportation du Québec, recognize that efforts in the areas of research and innovation can bring significant bilateral economic and social benefits.

They also recognize that Massachusetts and Québec are home to world-class companies and research institutions and acknowledge the key contribution made by bilateral research, science and technology cooperation initiatives.

The Executive Director and the Assistant Deputy Minister reaffirm their intention to broaden and strengthen research and innovation cooperation by fostering increased collaboration and exchanges between universities, research institutions, public and private sector organizations and companies in Massachusetts and Québec.


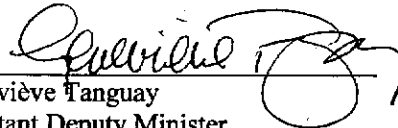
To ensure swift and concrete implementation of their shared vision, they will create a task force facilitated by representatives of the Massachusetts Office of International Trade and Investment and the Ministère du Développement économique, de l'Innovation et de l'Exportation du Québec.

Initially focusing on the life sciences field, the task force will have the following main responsibilities:

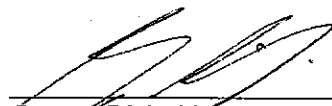
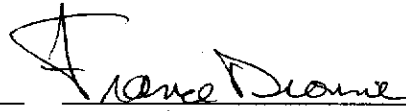
- Assessing the prospects of expanded research and innovation cooperation between Massachusetts and Québec.
- Facilitating the creation of networking opportunities, the implementation of joint research projects and the conclusion of agreements between key stakeholders in various scientific disciplines.
- Developing a detailed life sciences action plan identifying cooperation activities and operating modalities over the next six (6) months and reporting on these efforts.

The Executive Director and the Assistant Deputy Minister are confident that the planned cooperation will promote bilateral development in the areas of research, science, innovation and technology.

Signed in the city of Boston, on this 31<sup>st</sup> day of March 2009, in duplicate, in English and French.

|  |  |
|--|--|
|                     |    |
| Edwin G. Carr<br>Executive Director<br>Massachusetts Office of International<br>Trade and Investment | Geneviève Tanguay<br>Assistant Deputy Minister<br>Ministère du Développement<br>économique, de l'Innovation<br>et de l'Exportation du Québec |

**Witnesses**

|   |  |
|---|--|
|                    |  |
| Gregory Bialecki<br>Secretary of Housing and<br>Economic Development<br>Commonwealth of Massachusetts | France Dionne<br>Québec Delegate in Boston   |

**MEMORANDUM OF UNDERSTANDING**  
**ON**  
**INVESTMENT AND TRADE INFORMATION EXCHANGE AND PROMOTION**  
**BETWEEN THE**  
**THE DEPARTMENT OF INNOVATION, INDUSTRY AND REGIONAL DEVELOPMENT**  
**AND THE**  
**MASSACHUSETTS OFFICE OF INTERNATIONAL TRADE AND INVESTMENT**

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**1. INTRODUCTION**

The Commonwealth of Massachusetts, of the United States of America and the State Government of Victoria, of the Commonwealth of Australia (the "Parties") are committed to working together by providing mutually beneficial information exchanges, and promoting investment and trade outcomes within and between their respective regions.

The Parties affirm their intentions to cooperate in the following areas:

- By discussing measures for enhanced two way investment and trade promotion between Massachusetts and Victoria.
- By exchanging information on investment promotion activities with the view to identifying areas of potential collaboration in the industry sectors listed in Section 4.
- By facilitating the exchange of economic and policy information in relation to trade and investment in the key industry sectors listed in Section 4.

**2. DESIGNATION OF REPRESENTATION**

The Massachusetts Office of International Trade and Investment (hereinafter "MOITI") and the Department of Innovation, Industry and Regional Development (hereinafter "DIIRD") shall represent their respective regions for the purpose of implementing this Memorandum of Understanding and shall administer and facilitate its terms and conditions.

**3. INFORMATION EXCHANGE AND POTENTIAL INVESTOR, TRADE AND INNOVATION REFERRALS**

The Parties will pursue the following actions:

- Facilitate information exchange and mutual learning between the Parties (and their key partners) with regards to the key industry sectors in the respective regions (outlined in Section 3). This may include sharing information regarding industry sector development strategies, innovation, policies, projects and initiatives of mutual interest and benefit.

- Support the role of relevant business and professional associations and Chambers of Commerce to promote information exchange (e.g. Boston Chamber of Commerce, Melbourne Centre for Financial Studies (MCFS), Massachusetts Biotechnology Council (MassBio), American Australian Association (AAA), Boston-Melbourne Sister City program).
- Facilitate export trade and foreign direct investment in both directions.
- Facilitate exchange of models and mechanisms that support industry innovation in terms of knowledge capacity, skills and R&D in both directions.
- Exchange information regarding investment, trade promotion and innovation activities available in their respective regions.
- Provide information about schemes and support programmes from relevant government and economic partners, where this information is sought by companies from each other's region.
- Support Higher Education alumni initiatives.
- Exchange invitations to investment and trade fairs and seminars in their respective regions.

**4. KEY INDUSTRY SECTORS**

The Parties will initially focus their information exchange and investment and trade promotion activities in the following key industry sectors:

- Clean/Renewable Energy
- Financial Services
- Information and Communication Technology (ICT)
- Life Sciences.

The addition of further sectors can be made via exchange of letters between the Parties.

**5. TERMS OF THIS MEMORANDUM OF UNDERSTANDING**

This MOU will have an initial lifespan of three years subject to a review of performance at the end of years one and two. Subject to this being satisfactory, and both parties are in agreement, then the

MOU will roll forward for a further twelve months with any re-definition of the terms of reference as deemed necessary between the Parties. Each Party recognises that this agreement is not legally binding and reserves the right at any point over this term to withdraw from the arrangement at three months written notice. DIIRD or MOITI may at any time amend the agreement if the Parties agree.

**6. NO INTENTION TO REGULATE TRADE**

This MOU is intended to promote economic development in Massachusetts and Victoria through the cooperative efforts of the Parties. This MOU is not intended, and should not be viewed as, an effort to regulate trade between Massachusetts and Victoria or any business or industry located in Massachusetts or Victoria.

**7. ANNUAL BRIEFING**

Annually there will be a meeting held to exchange information, opportunities and ideas to advance Victoria - Massachusetts relations and business outcomes in line with the intent of this MOU. This two-way briefing will ideally occur, if practicable, between representatives from DIIRD and MOITI. The format may involve a visiting delegation or a video / telephone conference and will be facilitated by the Parties to this agreement. In addition the Parties will meet at least annually at times to be agreed either face to face (in either Boston, or Melbourne, alternatively elsewhere as agreed to by the Parties) or via video/teleconference, to review the activities or outcomes arising from this Memorandum of Understanding (MOU). During these regular meetings the Parties will discuss and plan relevant activities for the following 12 months.

**8. SIGNATURE**

The Parties have signed this Memorandum of Understanding at Boston, Massachusetts, United States of America on the \_\_\_\_ day of \_\_\_\_\_, 2009.

Victor Perton  
 Commissioner to the Americas  
 Department of Innovation, Industry and Regional Development  
 State of Victoria  
 Commonwealth of Australia

Edwin G. Carr  
 Executive Director  
 Massachusetts Office of International Trade & Investment  
 Commonwealth of Massachusetts  
 United States of America

**AGREEMENT OF SISTER-STATE AFFILIATION**

**THE COMMONWEALTH OF  
MASSACHUSETTS  
UNITED STATES OF AMERICA**

**AND**

**THE PREFECTURE OF  
HOKKAIDO  
JAPAN**

**Whereas,**

during the early stages of Hokkaido's development, several prominent Massachusetts citizens from diverse backgrounds including Horace Capron, William S. Clark, and Benjamin S. Lyman were invited to Hokkaido, and made significant contributions to the development of the Prefecture by helping to build the foundation for its current prosperity. And,

**Whereas,**

in recent years, there have been mutually beneficial exchanges including academic interchange between universities, reciprocal visits by citizen's missions, and other programs in the artistic, cultural and sports fields. And,

**Whereas,**

it is recognized that the Prefecture of Hokkaido and the Commonwealth of Massachusetts historically share an important and intimate relationship and that such relationship should be expanded in the future.

**Therefore, Be it Resolved**

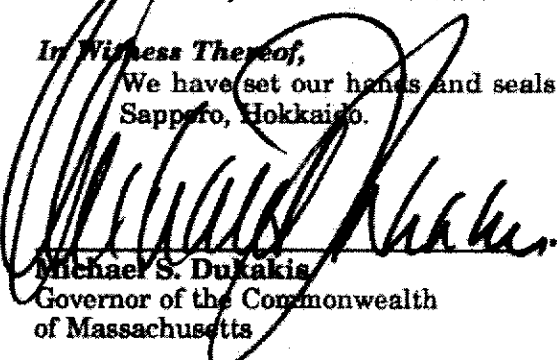
that our two communities shall increase existing mutual understanding and goodwill by developing a sister-state relationship to encourage and promote cooperative ventures in such fields as industry, education, culture, sports, science and technology.


**Henceforth, Be it Declared**

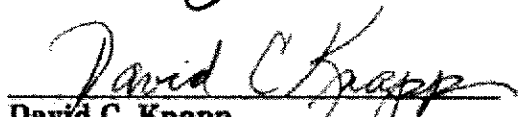
that there shall exist a sister-state relationship between Hokkaido, Japan and Massachusetts, the United States of America.


**In Witness Whereof,**

We have set our hands and seals below, on this seventh day of February, 1990, in Sapporo, Hokkaido.

  
Michael S. Dukakis  
Governor of the Commonwealth  
of Massachusetts

  
Takahiro Yokomichi  
Governor of the Prefecture  
of Hokkaido

  
David C. Knapp  
Chair, Massachusetts Hokkaido  
Sister-State Committee

  
Mikio Arie  
Chair, Hokkaido-Massachusetts  
Exchange Committee

JOINT DECLARATION  
ON THE PROMOTION OF FRIENDSHIP AND AFFILIATION  
BETWEEN  
THE COMMONWEALTH OF MASSACHUSETTS, U.S.A.  
AND  
THE PREFECTURE OF HOKKAIDO, JAPAN

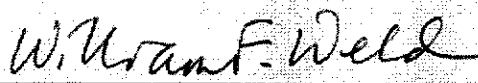
Governor Tatsuya Hori of the Prefecture of Hokkaido, Japan, and his delegation visited the Commonwealth of Massachusetts, U.S.A., from October 15 to October 19, 1995, in the year to mark the Fifth Anniversary of their Sister-State Affiliation, for the purpose of further promoting friendly relations and mutual understanding between the people of Massachusetts and Hokkaido.

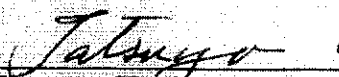
Both Governor William F. Weld of Massachusetts and Governor Hori acknowledged that the Massachusetts-Hokkaido Sister-State Affiliation concluded on February 7th, 1990, has played a significant role in enhancing mutual trust, understanding, cooperation and exchange between Massachusetts and Hokkaido, as well as the United States of America and Japan.

Furthermore, both Governors reconfirmed that the mutual efforts to expand and substantiate this cooperation in a wider range of fields including academics, education, science and technology, industry and commerce, tourism, art, culture and sports, will serve to the achievement of an even closer relationship between Massachusetts and Hokkaido, thus contributing to the internationalization and development of both areas.

In recognition of the Fifth Anniversary of their Sister-State relationship, the Commonwealth of Massachusetts and the Prefecture of Hokkaido hereby reaffirm their commitment to this special relationship, and pledge to make further efforts to develop their cooperative ventures.

In witness thereof, this joint Declaration is signed in the city of Boston, Massachusetts, on this 16th day of October, 1995.

  
\_\_\_\_\_  
William F. Weld  
Governor  
Commonwealth of Massachusetts

  
\_\_\_\_\_  
Tatsuya Hori  
Governor  
Prefecture of Hokkaido

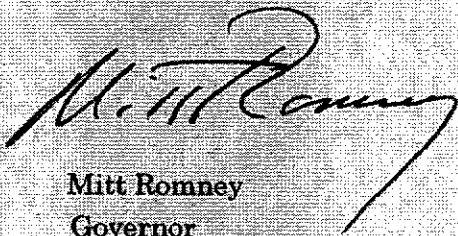
JOINT DECLARATION  
ON THE PROMOTION OF FRIENDSHIP AND AFFILIATION  
BETWEEN  
THE COMMONWEALTH OF MASSACHUSETTS, U.S.A.  
AND  
THE PREFECTURE OF HOKKAIDO, JAPAN

The relationship between the Prefecture of Hokkaido, Japan, and the Commonwealth of Massachusetts, U.S.A., was initiated 140 years ago and has been maintained over a long period of history.

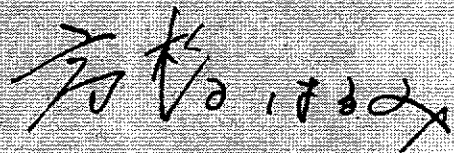
Since the establishment of the sister state affiliation in 1990, Hokkaido and Massachusetts have strengthened their ties and deepened exchanges in the fields of education, sports and medicine, which have contributed to the development and mutual benefits of both regions.

This year marks the 15<sup>th</sup> anniversary of the sister state relationship between Hokkaido and Massachusetts. It is expected that not only existing exchanges but also new interchanges in the fields of science and technology, business, and tourism will be facilitated at various levels including private and university levels.

In witness thereof,



Mitt Romney  
Governor  
Commonwealth of Massachusetts  
October 14, 2005



Harumi Takahashi  
Governor  
Prefecture of Hokkaido  
October 28, 2005

**MEMORANDUM OF UNDERSTANDING**  
ON  
**COOPERATION IN LIFE SCIENCES AND HIGH TECHNOLOGY INDUSTRIES**  
BETWEEN THE  
**COMMONWEALTH OF MASSACHUSETTS**  
AND THE  
**SEOUL METROPOLITAN GOVERNMENT**

The following Memorandum of Understanding (hereafter, "MOU") is signed between the Commonwealth of Massachusetts of the United States of America (hereafter, "Massachusetts") and the Seoul Metropolitan Government of the Republic of Korea (hereafter, "SMG") to bring an influx of positive influences and immersive opportunities for lasting upward growth and internal development, more specifically in the life sciences and high technology industries.

WHEREAS, the mutual intention of Massachusetts and SMG (hereafter, "the Parties") is to collaborate to develop new and efficient ways of promoting and attracting strategic alliances and technical partnerships with governmental and non-governmental organizations, academic institutions, research centers and biotechnological and pharmaceutical firms to provide mutually beneficial exchanges in information, investment and trade outcomes within and between their respective regions is hereinafter stated:

THEREFORE, In compliance with the rules and regulations of the respective territories.

**THEY AGREE ON THE FOLLOWING:**

**Article 1 Purpose and Area of Cooperation**

The Parties undertake to initiate a collaboration to improve the competitiveness of their respective domains, to foster the establishment of bilateral networks and partnerships and to facilitate research and development. In particular, cooperative efforts will be focused on the life sciences sector within the fields of scientific, medical and industrial research, technological innovation and commercialization, training, public and private financing.

**Article 2 Operative Program**

The Parties desire to enable bilateral initiatives through the cooperation of agencies, entities and associations within their respective territories.

The programs may include but shall not be limited to:

- a) Promoting technological innovation and commercialization through joint scientific and industrial research programs;
- b) Fostering cooperation and support the development of technology among research entities within their respective territories;
- c) Promoting joint research programs, coordinate and support translational research;
- d) Enabling contacts between institutes and research agencies of both territories with the aim of promoting the exchange of information within the sectors of common interest;
- e) Facilitating the diffusion and application of results achieved by the scientific and technological joint research programs by the companies within their respective territories;
- f) Encouraging the incorporation of joint venture corporations, technological transfers, and technical assistance programs between small and medium sized enterprises of their respective territories;
- g) Establishing contacts between research institutes and centers;
- h) Developing joint vocational training and joint education initiatives; and
- i) Supporting joint initiatives for the development of the biotechnology sector and for occupational growth in that field, leading to new employment opportunities in their respective territories.

**Article 3 Use of Information**

Neither party, without the prior written consent of the other party, shall use any information it receives from the other party under this MOU for purposes not directly related to the exercise of this MOU.

**Article 4 Legal Effect**

The Parties shall act in good faith in implementing the items described in this MOU. Except for Article 3 of this MOU, the Parties shall not assume any legal obligation in this regard.

**Article 5 Term**

This MOU is for an initial period of three (3) years starting on the effective date, and may be renewed by an exchange of letters between the Parties. In the absence of such letters being exchanged, the MOU shall be deemed to have expired at the end of its term. Notwithstanding the foregoing, this MOU may be terminated at any time by mutual agreement; provided, however, Article 3 shall survive the termination of this MOU.

IN WITNESS WHEREOF the parties hereto have caused this MOU to be properly executed by their authorized representatives.

Signed in Massachusetts, on the 19<sup>th</sup> day of April in the year 2011, in two (2) original copies in the English language.

\_\_\_\_\_  
Gregory Bialecki  
Secretary  
Executive Office of Housing and Economic Development  
Commonwealth of Massachusetts  
United States of America

\_\_\_\_\_  
Myunho Shin  
Assistant Mayor  
Economic Promotion Headquarters  
Seoul Metropolitan Government  
Republic of Korea

DRAFT DOCUMENT  
FOR DISCUSSION PURPOSES ONLY

MEMORANDUM OF UNDERSTANDING  
ON COLLABORATION AND RESEARCH & DEVELOPMENT  
IN THE LIFE SCIENCES  
BETWEEN THE  
POLITICAL REGIONS OF MEDICON VALLEY  
AND THE COMMONWEALTH OF MASSACHUSETTS

**Whereas**, the Government of the Capital Region of Denmark, the Government of Region Zealand of Denmark and the Government of Region Skåne of Sweden (hereinafter collectively referred to as "**the Political Regions of Medicon Valley**") and the Government of the Commonwealth of Massachusetts (hereinafter referred to as "**Commonwealth of Massachusetts**"), hereinafter collectively referred to as the "**Parties**";

**ACKNOWLEDGING** the desire to develop, strengthen and execute economic, industrial, technological and commercial cooperation in the life sciences between the Parties;

**CONSIDERING** the mutual interest in making progress in life sciences through research and development (hereinafter referred to as "**R&D**") and the resulting advantages for both Parties;

**RECOGNIZING** the challenges of stimulating innovation and economic growth in the life sciences are of mutual concern to both Parties;

**DESIRING** to enhance their economic competitiveness through cooperation and collaboration in R&D, to develop and strengthen economic and commercial cooperation between them and to improve the health status and outcomes of the global population;

**RESOLVING** to undertake a sustained effort to promote, facilitate and foster joint R&D projects between businesses, corporations, private and public institutions of higher education, public and private healthcare organizations, non-profit organizations or other entities (hereinafter referred to as "**Entities**") and business development, generally, in the life sciences;

Have reached the following understandings:

**ARTICLE I – Scope**

1. The Parties determine that the objectives and priorities of this understanding are:

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FOR DISCUSSION PURPOSES ONLY**

- (a) To promote academic scholarship and cooperation, including but not limited to educational exchange programs for university students;
  - (b) To promote the activities of their respective life sciences sectors to intensify R&D cooperation;
  - (c) To facilitate the identification of specific projects, partnerships or collaborations between entities from the Commonwealth of Massachusetts and from the Political Regions of Medicon Valley that could lead to new or enhanced R&D cooperation;
  - (d) To coordinate and focus suitable government resources and programs to support cooperation and commercial exploitation of R&D projects and results; and
  - (e) To establish a framework for support under which each of the Parties shall support jointly approved R&D cooperation projects between Entities from the Political Regions of Medicon Valley and the Commonwealth of Massachusetts leading to commercialization in the global market, including but not limited to cooperative projects under the Framework Programme 7 of the European Union and joint applications to the programs of the U.S. National Institutes of Health.
2. The implementation of this Memorandum of Understanding (hereinafter "MOU") and any activity hereunder shall be in accordance with the respective applicable laws, regulations, rules, procedures and mechanisms of each Party.
3. The Parties commit themselves in good faith to implement this MOU to the fullest extent practicable.

**ARTICLE II – Definitions**

1. For the purpose of this MOU, R&D means research, development of new knowledge and demonstration activities intended to develop new products or processes to be commercialized in the global market.
2. For the purposes of this MOU, life sciences means health care services, advanced and applied sciences that expand the understanding of human physiology and have the potential to lead to medical advances or therapeutic applications including, but not limited to, agricultural biotechnology, biogenerics, bioinformatics, biomedical engineering, biopharmaceuticals, biotechnology, chemical synthesis, chemistry technology, diagnostics, genomics, image analysis, marine biology, marine technology, medical devices, nanotechnology, natural product pharmaceuticals, proteomics, regenerative medicine, RNA interference, stem cell research, synthetic biology and veterinary science.

**ARTICLE III – Implementing**

1. The Massachusetts Life Sciences Center (hereinafter referred to as "MLSC"), the Massachusetts Office of International Trade and Investment (hereinafter referred to as

**DRAFT DOCUMENT  
FOR DISCUSSION PURPOSES ONLY**

“**MOITI**”) and the Political Regions of Medicon Valley shall be in charge of the implementation of this MOU, collectively referred to as “**Implementing Entities.**”

2. Each Party shall bear its respective costs for promoting, implementing and administering all activities under this MOU. In addition, the Implementing Entities may identify and empower, where appropriate, additional government entities to execute the goals of this agreement.
3. The Implementing Entities for the Parties shall jointly develop specific “**Work Plans**” focusing on priority areas referred to in Article I, which should contain cooperative actions or, in some instances, projects, specific studies, research and joint ventures.
4. Each specific Work Plan should include all necessary provisions for implementing the MOU and should include specifications on its scope, coordination and administration, resource allocation, expert and professional exchanges, administrative issues, and any other information deemed necessary for achieving the objectives outlined in this MOU.
5. The Implementing Entities shall develop the necessary mechanisms for consultation and coordination with all entities of the life sciences sector interested in cooperation and exchanges mentioned in this MOU.

**ARTICLE IV – Fair and Equitable Treatment**

Subject to their applicable respective laws, regulations, rules, procedures and mechanisms, each Party shall accord fair and equitable treatment to the individuals, government agencies and other Entities of the other Party engaged in the pursuit of activities under this MOU.

**ARTICLE V – Disclosures**

1. The Parties agree that no confidential information shall be transferred under this MOU.
2. The Parties acknowledge that this MOU is only intended to promote cooperation between the Parties and does not create any legally binding rights or obligations. To the extent that any other provision of this MOU is inconsistent with this paragraph, this paragraph shall control.

**ARTICLE VI – Final Provisions**

1. Cooperation under this MOU shall commence upon execution.
2. This MOU shall remain in force until either Party terminates it. Either Party may terminate this MOU by written notification to the other Party. The MOU shall cease to be in force six (6) months after the date of such notification.
3. This MOU may be amended, in writing, by mutual agreement of the Parties, specifying the effective date of the amendment.
4. The amendment or termination of this MOU shall not affect the validity of arrangements and contracts already concluded.

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5. The application and interpretation of both this agreement and any work plans shall be addressed jointly by the parties.

6. This MOU shall not affect the present and future rights or obligations of the Parties arising from other international agreements and treaties.

In witness whereof, the undersigned being duly authorized, have signed this MOU.

Done at Boston, Massachusetts on the \_\_\_ day of \_\_\_\_\_, 2012.

\_\_\_\_\_  
For the Government of the  
Commonwealth of Massachusetts

\_\_\_\_\_  
For the Government of the  
Capital Region of Denmark

\_\_\_\_\_  
For the Government of the  
Region Zealand (Denmark)

\_\_\_\_\_  
For the Government of the  
Region Skåne (Sweden)

# **Appendix C:** Independent Reports and Documents

## Focus on China

In the fall of 2007, Governor Patrick announced the first Governor-led trade mission in several years. He explained that: "In today's global economy, competition is worldwide, and so are the opportunities. No state can afford to sit back and wait for the benefits of foreign trade and development. We have a responsibility to partner with the private sector and market Massachusetts effectively and aggressively."<sup>40</sup>

The Governor was accompanied to China by leaders from prominent universities, more than a dozen representatives of clean tech and life sciences companies, and the CEOs of Massport, the Massachusetts Technology Collaborative, and the Massachusetts Medical Device Industry Council (MassMEDIC). The mission had three goals: (1) pursue opportunities for partnerships between Massachusetts's clean energy and life sciences industries and their Chinese counterparts, (2) strengthen cooperation between Massachusetts and Chinese universities, and (3) enhance air route development with China.

The mission had an overarching theme of collaboration. The Governor made it clear that Massachusetts did not view its relationship with China as a one-way street. In effect, this was not a "trade" mission in the old sense of the word where the state was just looking to open markets. Instead, the Governor sought to build trust and credibility between China and Massachusetts for the purpose of two-way commerce.

While the trip established the desired connections, it was essential to build on those relationships over time for the mission to ultimately be successful. By doing so, there has been a significant return on the investment in the mission. In the time since the mission was completed, the state has secured six foreign direct investment projects from China representing over

\$15 million in capital investment. These projects include:

- *China Education and Research Network (CERNET)*. CERNET is an educational technology network company based in China that connects over 1,500 of its universities. In

March 2009, CERNET selected Marlborough, Massachusetts as its US headquarters and the location for its first overseas cultural exchange school. MOITI and the University of Massachusetts were able to recruit this company by building off connections made on the China trade mission. CERNET's \$10 million foreign direct investment in

Massachusetts has already created 35 jobs and is projected to create nearly 100 jobs once the facility is fully operational. The program is attracting Chinese students to Massachusetts with 70 students currently enrolled and 120 expected in the fall.

- *Shanghai ChemPartner Co. Ltd.* ChemPartner is a contract research organization which provides scientific, pharmacology, and analytical services to pharmaceutical and biotech companies. MOITI actively engaged the company to encourage it to open its first US office in Massachusetts. As a result, the company invested \$2 million in 2009 in a Waltham office with the potential of creating 20 research and development jobs.
- *Insigma Hengtian Software Ltd.* Hengtian is a Hangzhou software outsourcing provider that was established as an alliance between Insigma Technology, State Street Corporation, and Zhejiang University. The company seeks to provide "top quality and highly sophisticated technology development and support services to global financial institutions." Hengtian had been looking to expand into the US but had difficulty finding a suitable partner to assist with its business plan. With the help of MOITI, the company



Governor Patrick, Nobel Laureate Craig Mello, and University of Massachusetts President Jack Wilson met with Tsinghua University officials during the China trade mission.

<sup>40</sup> Massachusetts Governor's Office, Press Release, "Governor Patrick to Lead Commonwealth's Trade Mission Trip to China," October 16, 2007.

made an initial investment of \$500,000 in its expansion efforts and opened an office in Cambridge in 2009, which is projected to create 10 jobs.

In addition to these achievements, a joint venture agreement between Massachusetts and Chinese companies worth an estimated \$20-\$30 million was announced in May 2009 in Boston. Fifteen companies (eleven in Massachusetts) signed letters of intent with the Shanghai Zhangjiang Hi-Tech Park. This partnership will co-develop technological products at a Massachusetts Technology Center, which the Governor officially opened at the Park. The Park will provide R&D expertise and \$20-\$30 million in capital to Massachusetts companies. This agreement will afford Massachusetts companies the opportunity to develop products with the possibility of selling and marketing those products in China.

There have been advances in other sectors as well. Organogenesis, a Canton-based company that develops regenerative medicine technology, signed an agreement with the National Tissue Engineering Center in Shanghai to share resources and open the door for Organogenesis to export its manufactured products to China. Both companies also agreed to work toward manufacturing existing cell therapies on site in Shanghai. In addition, MassMEDIC signed an agreement with the Chinese Association for Medical Device Industry to promote economic and technical development collaborations. This is an important relationship as medical device exports from Massachusetts to China have seen significant growth in recent years.

With respect to clean energy, Massachusetts signed an agreement with the Chinese Wind Energy Association to promote wind energy

research. This research will be conducted in Massachusetts by Chinese companies collaborating with Massachusetts universities. This partnership has led to an ongoing exchange of information and ideas including discussions on blade and turbine testing at the Windpower 2009 Conference in Chicago.

The mission also led to the first visit to Massachusetts by the China Investment Promotion Agency (CIPA) of the Chinese Ministry of Commerce. In June 2008, CIPA brought a 50-person delegation here as part of its annual visit to the US. The delegation was composed of CEOs, industrial park leaders, government officials, and representatives of Chinese venture capital firms. They came to learn about Massachusetts's industry sectors and investment environment. During the visit, MOITI and CIPA signed a Memorandum of Understanding to formalize the existing cooperative relationship in two-way investment promotion between Massachusetts and China.



*Chinese and Massachusetts businesses signed a memorandum of understanding at the 2008 Symposium on Innovation and Collaboration in Boston. At the symposium, MOITI and the China Investment Promotion Agency also signed an MOU.*

Finally, one of the key objectives of the trade mission, daily nonstop air service from Boston to Beijing, is closer to reality because of conversations Governor Patrick and Massport CEO Tom Kinton had during the mission with high-ranking Chinese business executives and government officials, including leaders from the Civil Aviation Administration of China. Although production delays with the Boeing 787 have pushed the likely start of service to 2011, these flights are highly anticipated. According to Massport, 38,000 passengers traveled out of Logan Airport last year with an ultimate destination of Beijing, proving that there is a real market for this service.<sup>41</sup>

<sup>41</sup> Massport, Press Release, "Application for Boston/Beijing Service Filed with Chinese Government Hainan Airlines Seeks Daily Nonstop Route Connecting Boston Logan with China," April 2, 2008. [http://www.massport.com/about/press\\_news\\_Hainan\\_Application.html](http://www.massport.com/about/press_news_Hainan_Application.html)

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## Patrick and Alckmin: Partners in global economy

By Gov. Deval Patrick and Gov. Geraldo Alckmin/Guest columnist

**GateHouse News Service**

Posted Dec 25, 2011 @ 12:23 AM

As governors, we've come to realize that the global economy waits for no one. You either get on the bus or get left behind. In the case of Massachusetts and São Paulo, we not only want to be on the bus; we want to drive it. In that spirit, we see opportunities to strengthen and grow the relationship between our states.

Brazil has become one of the most important international partners for Massachusetts. In 2010, bilateral trade between Massachusetts and Brazil topped \$475 million — representing more than \$396 million in exports from Massachusetts to Brazil and more than \$80 million in exports from Brazil to Massachusetts.

This year, Massachusetts exports to Brazil are already up 31 percent. The state of São Paulo is responsible for 33 percent of Brazil's GDP and is a natural business hub for Massachusetts. Massachusetts is home to one of the largest Brazilian populations in America, a community whose highly entrepreneurial nature contributes in significant ways to the local economy.

Massachusetts is home to many of America's leading universities, research institutions and teaching hospitals, and host to the world's largest life sciences and IT supercluster, making it the U.S. epicenter of innovation. As the innovation powerhouse of Latin America, São Paulo is responsible for half of Brazil's national scientific production and its scientists publish more articles than any country in Latin America. The world-class University of São Paulo is considered the best in Latin America and attracts students from around the globe. São Paulo's global leadership in bioenergy is a natural complement to Massachusetts' thriving clean tech sector.

It is clear that we have many opportunities for common advantage. Massachusetts and São Paulo have the tools to compete in the global economy: the talent, the know-how, the uniquely skilled workforce, the entrepreneurial spirit. In partnership, we are stronger.

From the 5th - 9th of December, a team of leading business executives, educators and senior government officials from Massachusetts engaged in an Innovation Economy Mission to Brazil to strengthen the Massachusetts-Brazil connection.

The delegation met with leaders in business, academia and government in Brazil, including a two-day visit to São Paulo to promote partnership and job creation opportunities in the areas of technology, clean energy, life sciences, education and the arts.

In São Paulo, the delegation joined members of the São Paulo Research Foundation (FAPESP) to discuss job creation in the science and technology sectors and to cultivate industry partnerships and research collaborations. One highlight of the visit was the innovation economy forum organized by the Massachusetts Office of International Trade & Investment that brought together hundreds of leaders in clean tech, life sciences, ITech and financial services. The participants identified several opportunities for future collaboration.

Stemming from our meetings, we announced the TOP USA-Massachusetts Program, an initiative that will promote an academic exchange of faculty and students between several Brazilian and North American Universities, including the University of Massachusetts system and three universities in São Paulo.

We are delighted to partner to broaden our respective research platforms.

We are proud of our partnership and will continue to work together long after the mission ends. We are convinced that by doing so, Massachusetts and São Paulo will win the future.

*Deval Patrick is the governor of Massachusetts; Geraldo Alckmin is the governor of São Paulo, Brazil.*

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And let's not forget the \$1 billion that obama gave Brazil to develop their ocean ouil resources. Americaq, what a country!

tiredofwingnuts

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what a great partnership. Brazil has a booming economy and now is a perfect time for this investment.

great job Governor!

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